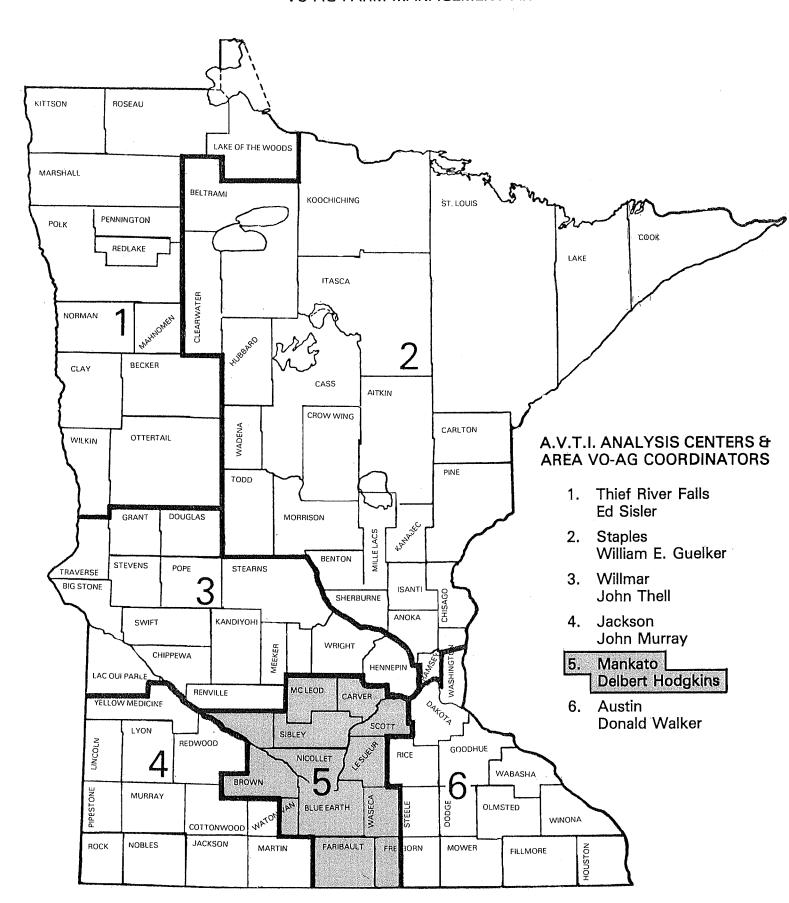


1978 Education Program Annual Report Mankato Area Southern Minnesota April 1979

Mankato AVTI 1920 Lee Blvd. No. Mankato, Minn. 56001

AN ADULT EDUCATIONAL PROGRAM

VO-AG FARM MANAGEMENT AREAS



1978 ANNUAL VOCATIONAL AGRICULTURE FARM MANAGEMENT PROGRAM REPORT

MANKATO AREA OF SOUTHERN MINNESOTA

Del Hodgkins

Area Vo-Ag Program Coordinator

TABLE OF CONTENTS

Introduction	. i
Schools Participating	·ii
Table 1 - Summary of Farm Inventories	. 1
Table 2A - Summary of Cash Receipts	. 3
Table 2B - Summary of Cash Expenses	. 4
Table 3 - Summary of Farm Earnings - Enterprise Statement	. 5
Table 4 - Operator's Household Expense	. 6
Table 5 - Operator's Net Worth Statement	. 7
Table 6A - Operator's Share of Cash Receipts	.10
Table 6B - Operator's Share of Cash Expenses	.11
Description of Management Factors	.12
Table 8 - Measures of Organization and Management	.13
Thermometer Chart	.14
Table 9 - Distribution of Acres and Crop Yields	.15
Explanation of Crop Analysis - Table 10	.16
Table 10 - Crop Data for Oats	.17
Table 10 - Crop Data for Spring Wheat	.18
Table 10 - Crop Data for Canning Corn	• TA
Table 10 - Crop Data for Corn - Grain	.20
Table 10 - Crop Data for Sovbeans	.21
Table 10 - Crop Data for Canning Peas	.22
Table 10 - Crop Data for Alfalfa Hay	. 23
Table 10 - Crop Data for Corn Silage	.24
Table 10 - Crop Data for Set Aside Acres	.25
Description - Costs and Returns from Livestock	.26
Table 11A - Costs and Returns from Complete Hog Enterprise	. 27
Table 11B - Costs and Returns from Finishing Hogs	.28
Table 11C - Costs and Returns from Weaning Pigs	. 29
Table 11D - Costs and Returns from Mixed Hog Enterprise	. 30
Table 12 - Costs and Returns from Dairy Cattle, Com. Herds	.31
Table 12A - Costs and Returns from Dairy Cattle, Purebred Herds	. 32
Table 13 - Costs and Returns from Other Dairy, Com. & Purebreds	33
Table 14 - Costs and Returns from All Dairy Cattle	. 34
Table 15A - Costs and Returns from Beef Breeding Cattle	. 35
Table 15B - Costs and Returns from Beef Feeders	36
Table 16A - Costs and Returns from Sheep	37
Average Prices	38
Explanation of Work Units and Animal Units	39
Summary of Miscellaneous Items by Years	40
Graph - Range in Labor Earnings	41
Setting Goals	42

INTRODUCTION

The Farm Business Management Program is a public school program designed to bring the benefits of instruction in business management to farm families.

The main purpose of the program is to help farmers achieve their farm business and family goals through improved management, organization, and operational efficiency of their farms.

The Farm Business Management Program, a part of the total Vocational Agriculture Education Program in Minnesota, was started in 1952 as a cooperative program between the University of Minnesota Department of Agricultural Education and Agricultural Economics, the State Department of Education Vocational Division, and the Public School Vocational Agriculture Departments. Three Area Vocational Technical Institutes were designated as Area Analysis Centers in 1955 and established as the coordinating agency for the program in the area assigned. Six such areas exist in Minnesota at the present time. The map inside the front cover indicates the location of these centers.

Instructional programs in Farm Business Management have the following characteristics:

- 1. There are specific enrollees in each class.
- 2. Specific units of instruction are part of each course.
- 3. The courses are offered in a definite sequence.
- 4. There is continuity between courses leading toward the accomplishment of farm and family goals.
- 5. Individual on-the-farm instruction is offered each class member.

Farm record analysis is a vital part of the program. Records kept by the farm family are analyzed each year to determine the strengths and weaknesses of the farm business. This annual report is the twenty-fourth assigned to the Mankato Center. The analysis of the records and preparation for the Mankato Area is done under the direction of the Area Vo-Ag Program Coordinator at the Mankato Area Vocational Technical Institute. Data processing is done at Specialized Data Systems, Madison, Wisconsin.

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in Farm Business Management classes in public schools in the Mankato area. The following tabulation indicates the number of 1978 records from each school and the instructor in charge of the program.

Class Location	Instructor	Records Processed
	Adult Farm Management	
Alden	John Nelson	2
Blue Earth	Eugene Uppena	29
Fairfax	Richard Schiller	20
Glencoe	Kenneth Stenzel	52
Hutchinson	Dave Wasji	17
Kiester	Don VanHove	6
Madelia	John Rollings	22
Mankato	Paul Callanan	48
Mankato	Dennis Jackson	14
New Richland	Russell Schmiesing	18
New Ulm	Layton Peters & Gary Thome	47
Sleepy Eye	Leland Anderson	27
Springfield	Donn Russell	20
St. Peter	Cletus Janni	33
Waseca	Norman Bohmbach	50
Watertown	Craig Schmidt	9
Wells	Arnold Carlson	72
Winthrop	Dary Talley	42
Post High School A	.V.T.I. & Technical College Production Ag	Programs
Mankato A.V.T.I.	Lyle Phelps	18
Waseca U.M.W.	Boyd Fuller	23
,	Veterans Co-op Farm Management	
-		
Gaylord	Bruce White	12
Hutchinson	Warren Ekstrom	14
LeCenter	Charles Walarius	7
Sleepy Eye	Lawrence R. Ludtke	17
	Total	619

Iten	IS	Average of 394	Farms
1. 2. 3. 4. 5. 6. 7. 8.	Size of Farm (Total Acres)	377.8 343.6 170.44 196.50 15.85 382.79 1.60 \$259,350	
		Jan. 1	Dec. 31
9. 10. 11. 12. 13. 14. 15. 16. 17. 18.	PRODUCTIVE LIVESTOCK Dairy Cows Other Dairy Cattle Beef Breeding Cattle Beef Feeder Cattle Hogs Sheep (Including Feeders) & Goats Poultry - All Types Other Livestock Total Productive Livestock CROP, SEED AND FEED	\$ 5,699 3,091 769 5,252 10,208 245 47 12, \$ 25,323 \$ 55,143	\$ 6,474 4,113 977 9,338 14,866 521 55 14 \$ 36,358
20. 21. 22. 23. 24. 25. 26.	POWER, MACHINERY & EQUIPMENT Auto & Truck (Farm Share) Power & Machinery Irrigation Equipment Custom Work Equipment Livestock Equipment Total Power, Mach. & Equip. LAND BUILDINGS - ERNCES - EUC	\$ 4,161 29,677 797 70 6,133 \$ 40,838 \$ 233,509	\$ 4,891 35,772 909 153 7,399 \$ 49,124 \$ 239,082 46,836
28. 29.	BUILDINGS - FENCES - ETC. TOTAL FARM CAPITAL	39,387 \$ 394,200	46,836 \$ 435,718
30.	INCREASE OR DECREASE IN TOTAL FARM CAN		\$ 141,518

^{*}Table 1 lists the categories of farm capital for the average of 394 farms and for the 79 most profitable and 79 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.

Machiner, Equipment, and Building values reflect cost less depreciation. Land is valued at cost rather than present market value.

(Continued Page 2)

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1978

Ite	E	79 1	Most Profitable Farms		Profitable
1. 2. 3. 4. 5. 6. 7.	Size of Farm (Total Acres)		567.1 529.8 263.03 279.10 11.85 553.99 2.09 \$285,825	27 131 132 14 279	.48
9.	PRODUCTIVE LIVESTOCK	Jan 1.	Dec. 31	'Jan. 1	Dec. 31
10. 11. 12. 13. 14. 15. 16. 17.	Dairy Cows Other Dairy Cattle Beef Breeding Cattle Beef Feeder Cattle Hogs Sheep (Including Feeders) & Goat Poultry - All Types Other Livestock Total Productive Livestock		5,260 3,294 1,133 26,895 32,753 112 23 \$ 69,470	4,587 2,570 1,059 2,725 4,522 917 37 50 \$ 16,470	5,228 3,441 1,616 4,259 5,683 2,039 35 47 \$ 22,349
19.	CROP, SEED AND FEED	88,787	107,755	39,951	40,793
20. 21. 22. 23. 24. 25. 26.	POWER, MACHINERY & EQUIPMENT Auto & Truck (Farm Share) Power & Machinery Irrigation Equipment Custom Work Equipment Livestock Equipment Total Power, Mach. & Equip.	6,120 46,679 820 9,756 \$ 63,376	6,986 53,383 714 11,607 \$ 72,690	3,525 26,832 193 4,423 \$ 34,974	3,739 33,977 794 320 5,809 \$ 44,639
27.	LAND	\$302,681	\$309,472	* \$ 268,021	\$ 272,647
28.	BUILDINGS-FENCES-ETC.	\$ 62,564	\$ 73,699	\$ 32,168	\$ 38,531
29.	TOTAL FARM CAPITAL	\$561,662	\$633,087	\$ 391,581	\$ 418,959
30.	INCREASE OR DECREASE IN TOTAL FA	ARM CAPITAL	. \$ 71,425	10 (11 (12 (13 (13 (13 (13 (13 (13 (13 (13 (13 (13	\$ 27,378

Other measures of farm size listed in lines 1 through 8 are helpful in describing the farms included in this farm management report.

Size as measured by acres for individual farms varied from less than 100 to over 1600 acres; however, the majority of the farms fell in the range of 360 to 620 acres.

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

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

Teams	TABLE	E 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS -			
SATE OF DIVESTOR & LIVESTOCK PRODUCTS	T.L		Average	79 Most	79 Least
SALE OF LIVESTOCK & LIVESTOCK PRODUCTS Dairy Cows S. 1,915 S. 1,566	Items				
Dairy Cows				# 	
Daily Products					
4 Other Dairy Cattle 1,492 1,233 955 5 Beef Breeding Cattle 334 1,360 135 6 Beef Breeding Cattle 334 2,360 135 6 Beef Predict Cattle 11,961 22,604 5,150 7 Boss Complete and Mixed 16,803 33,284 6,022 8 Boss Findshing 11,377 27,455 4,168 9 Boss Producting Weaming Ploss 1,998 1,483 1,671 10. Sheep, Catts & Wool, Parm Plock 91 92 75 11. Sheep & Gatts & Wool, Parm Plock 981 92 75 11. Chickens (Inciting Hens & Broilers) 11 77 11. Chickens (Inciting Hens & Broilers) 11 77 11. Turkeys 181 902 77 11. Chickens (Inciting Hens & Broilers) 11 77 11. Cheep Troductive Livestock & Products 30 129 11. Other Productive Livestock & Products 30 129 11. Other Mixellaneous Livestock Thome 60 91 29 11. Total Sales of Productive Livestock 5 63,479 \$115,231 \$ 35,890 11. SALE OF CROPS 969 1,369 678 12. Other Small Grains 268 393 134 13. Corn 23,347 39,709 18,808 13. Corn 33,347 39,709 18,808 13. Corn 33,347 39,709 21,869 14. Genues & Other Forage 177 70 310 15. Other RAW Crops 1,538 2,083 509 16. Fruits & Nuis 70 17. Total Sales From Crops \$ 57,746 \$ 95,869 \$ 43,272 18. Nursery, Timber & Other 11 53 18. Capita Assets Sold 2,436 2,233 1,671 19. Set Aside Acres - Government Payments 899 1,221 912 10. Total Sales From Crops \$ 57,746 \$ 95,869 \$ 43,272 11. Capita Assets Sold 2,436 2,233 1,671 12. Capita Assets Sold 2,436 2,233 1,671 13. Capita Assets From Crops \$ 57,746 \$ 95,869 \$ 43,272 13. Capita Assets From Crops \$ 57,746 \$ 95,869 \$ 43,272 13. Capita Assets From Crops \$ 57,746 \$ 95,869 \$ 43,272 13. Capita Assets From Crops \$ 57,746 \$ 95,869 \$ 43,272 13. Capita Assets From Crops \$ 57,746 \$ 95,869 \$ 43,272 13. Total Sales From Crops \$ 57,746 \$ 95,869 \$ \$ 43,272 13. Total Sales From Crops \$ 57,746 \$ 95,869 \$ \$ 43,272 13. Total Sales From Crops \$ 57,746 \$ 95,869 \$ \$ 43,272 13. Total Farm Sales \$ 9128,107 \$ \$ 5225,239 \$ 5 84,648 13. Increase In Farm Capital \$ 14,544 \$ 3,211 \$ 1,463 14. Formula Farm Capital \$ 1,634 \$ 3,211 \$ 1,445 15. Family Living From the Farm \$ 150.00000000000000000000000000000000000	行为2000年2000年2000年2000年2000年2000年2000年200				
See Breeding Cattle 334 360 135 Ge Beef Fedder Cattle 11.961 32,604 57.150 To Hors Complete and Mixed 16,803 38,284 6,021 Hors Printshing 11,377 27,453 4,168 Hors Printshing 11,377 27,453 4,168 Hors Printshing 11,377 27,453 4,168 Hors Producing Weaning Pigs 1,938 1,483 1,671 Sheep, Gasts & Wool, Farm Plock 91 92 75 Sheep & Wool, Faeder Lanks 686 34,721 Chickens Uncluding Hens & Broilers) 11 7 Chickens Uncluding Hens & Broilers) 11 7 Total Sales of Productive Livestock & Products 36 102 Cher Productive Livestock & Products 36 129 Cher Miscellaneous Livestock Income 60 91 29 Total Sales of Productive Livestock 563,479 \$119,231 \$35,890 R. SALE OF CROPS 1,369 678 Other Small Grains 268 393 134 Com 23,447 39,709 18,802 Cher Small Grains 268 393 134 Com 23,447 39,709 18,802 22. Soybeans 30,519 50,223 21,865 23. Other Row Crops 1,538 2,082 509 Chais Seed 20 97 1 Chair Seed 20 97 21 Chair Seed 20 97 21 Chair Seed 20 97 21 Chair Seed 20 97					
6: Beef Feeder Cattle 11,661 32,604 5,150 7: Boors Corpletey and Mixed 16,808 33,234 6,021 8: Boors Finishing 11,377 77,453 4,168 9: Boors Producing Weaming Pips 1,998 1,443 1,671 10: Sheep, Gasts & Wool, Parm Plock 91 92 75 11: Sheep a Wool, Feeder Lambs 686 3,421 12: Chickens (Including Hens & Brotlers) 11 7 13: Turkeys 181 902 14: Boys 181 902 15: Other Productive Livestock & Products 381 902 16: Other Miscellareous Livestock & Products 60 91 229 17: Total Sales of Productive Livestock \$ 63,479 \$119,231 \$ 35,890 18: SALE OF CROPS 19: Wheat, 969 1,369 678 20: Other Small Grains 268 393 134 21: Corn 28,347 39,709 18,808 22: Soybeans 30,513 50,929 21,869 23: Other Rw Crops 1,538 7,939 21,869 24: Legimes & Other Porage 177 70 310 25: Grass Seed 20 97 1 26: Prilits & Nuts 27: Vesetable Roadside Market: & Secialty 28: Nursery, Timber & Other 39: Trible Roadside Market: & Secialty 30: Total Sales From Crops \$ 57,746 \$ 95,869 \$ 43,272 31: Capita Assets Cold 2,436 2,923 1,671 32: Gas Tax Reitind 167 33: Income From Work off the Famm 1,214 1,645 191 36: Miscellareous Farm Income 1,634 3,211 1,483 37: Total Farm Sales 3128,107 \$225,239 \$ 84,668 38: Uncrease in Farm Capital \$ 41,518 \$ 971,424 \$ 3,77,478 39: Family Living From the Farm 451	Programme and the second second				
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19. Wheat 969 1,369 678 20. Other Small Grains 268 393 134 21. Corn 23,347 39,709 18,808 22. Soybeans 30,519 50,929 21,869 23. Other Row Crops 1,538 2,082 509 24. Legumes & Other Forage 177 70 310 25. Grass Seed 20 97 1 26. Fruits & Nuts 27. Vegetable Roadside Market & Specialty 28. Nursery, Timber & Other 11 53 29. Set Aside Acres - Government Payments 899 1,221 912 30. Total Sales From Crops \$ 57,746 \$ 95,869 \$ 43,272 31. Capita Assets Sold 2,436 2,923 1,671 32. Gas Tax Refund 167 210 186 33. Income From Work off the Farm 1,214 1,645 851 34. Custom Work Enterprise Income 117 347 35. Patronage Refunds 1,315 2,149 949 36. Miscellaneous Farm Income 1,634 3,211 1,483 37. Total Farm Sales \$ \$128,107 \$ \$225,239 \$ 84,648 38. Increase in Farm Capital \$ 41,518 \$ 71,424 \$ 27,378 39. Family Living From the Farm 451 539 372	2.2				
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21. Corn 23,347 39,709 18,808 22. Soybeans 30,519 50,929 21,869 23. Other Row Crops 1,538 2,082 509 24. Legumes & Other Forage 177 70 310 25. Grass Seed 20 97 1 26. Fruits & Nuts 27. Vegetable Roadside Market & Specialty 28. Nursery, Timber & Other 29. Set Aside Acres - Government Payments 899 1,221 912 30. Total Sales From Crops \$57,746 \$95,869 \$43,272 31. Capita Assets Sold 2,436 2,923 1,671 32. Gas Tax Refund 167 210 186 33. Income From Work off the Farm 1,214 1,645 851 34. Custom Work Enterprise Income 177 35. Patronage Refunds 1,315 2,149 949 36. Miscellaneous Farm Income 1,634 3,211 1,483 37. Total Farm Sales \$128,107 \$225,239 \$84,648 38. Increase in Farm Capital \$41,518 \$71,424 \$27,378 39. Family Living From the Farm 451 539 372					
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30. Total Sales From Crops \$ 57,746 \$ 95,869 \$ 43,272 31. Capita Assets Sold 2,436 2,923 1,671 32. Gas Tax Refund 167 210 186 33. Income From Work off the Farm 1,214 1,645 851 34. Custom Work Enterprise Income 117 347 35. Patronage Refunds 1,315 2,149 949 36. Miscellaneous Farm Income 1,634 3,211 1,483 37. Total Farm Sales \$128,107 \$225,239 \$ 84,648 38. Increase in Farm Capital \$ 41,518 \$ 71,424 \$ 27,378 39. Family Living From the Farm 451 539 372				1 221	
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31. Capita Assets Sold 2,436 2,923 1,671 32. Gas Tax Refimd 167 210 186 33. Income From Work off the Farm 1,214 1,645 851 34. Custom Work Enterprise Income 117 347 35. Patronage Refunds 1,315 2,149 949 36. Miscellaneous Farm Income 1,634 3,211 1,483 37. Total Farm Sales \$128,107 \$225,239 \$ 84,648 38. Increase in Farm Capital \$41,518 \$71,424 \$ 27,378 39. Family Living From the Farm 451 539 372	30-	Total Sales From Crops	\$ 57,746	\$ 95,869	\$ 43,272
32. Gas Tax Refund 33. Income From Work off the Farm 34. Custom Work Enterprise Income 35. Patronage Refunds 36. Miscellaneous Farm Income 37. Total Farm Sales 38. Increase in Farm Capital 39. Family Living From the Farm 30. Sales 31. Total Farm Sales 31. Sales 32. Sales 33. Increase in Farm Capital 34. Custom Work Enterprise Income 35. Patronage Refunds 36. William Work Enterprise Income 37. Total Farm Sales 38. Thoronage Income 38. Thoronage Income 38. Sales Income 38. Sales Income 38. Sales Income 39. Sales					
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34. Custom Work Enterprise Income 117 347 35. Patronage Refunds 1,315 2,149 949 36. Miscellaneous Farm Income 1,634 3,211 1,483 37. Total Farm Sales \$128,107 \$225,239 \$84,648 38. Increase in Farm Capital \$41,518 \$71,424 \$27,378 39. Family Living From the Farm 451 539 372					
35. Patronage Refunds 1,315 2,149 949 36. Miscellaneous Farm Income 1,634 3,211 1,483 37. Total Farm Sales \$128,107 \$225,239 \$ 84,648 38. Increase in Farm Capital \$41,518 \$71,424 \$27,378 39. Family Living From the Farm 451 539 372				1/010	
36. Miscellaneous Farm Income 1,634 3,211 1,483 37. Total Farm Sales \$128,107 \$225,239 \$ 84,648 38. Increase in Farm Capital \$41,518 \$71,424 \$27,378 39. Family Living From the Farm 451 539 372				2,149	the burning of the control of the co
38. Increase in Farm Capital \$ 41,518 \$ 71,424 \$ 27,378 39. Family Living From the Farm 451 539 372			1,634	3,211	1,483
38. Increase in Farm Capital \$ 41,518 \$ 71,424 \$ 27,378 39. Family Living From the Farm 451 539 372			107	C22E 730	\$ 84 648
39. Family Living From the Farm 451 539 372	3/.	TOTAL FAMIL SALES	9140/1U/	7/27/23	7 0.7070
39. Family Living From the Farm 451 539 372	38.	Increase in Farm Capital	\$ 41,518		
40. TOTAL FARM RECEIPTS (37) +(38) +(39) \$170,076 \$297,202 \$112,398	And the second of the second of the second		451	539	372
40. "IOTAL FARM RECEIPTS (3/) +(38) +(39) \$1(0,076 \$237,202) \$112,330			V 6170 076	C207 (202	·
	40.	"" "" "" "" "" "" "" "" "" "" "" "" ""	1-51(0)0/0	923172UZ, 14.	YELZ (JVG

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. These items represent accrued and consumed income.

The increase or decrease in value of farm produce on inventory are very significant

and should be considered in interpreting the earnings statement.

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1978

Items		Average of - 394	79 Most Profitable	79 Least Profitable
10410		Farms	Farms	Farms
1.	PURCHASE OF LIVESTOCK			
2.	Dairy Cows	\$ 278	\$ 173	\$ 396
3.	Other Dairy Cattle	384 118	279 121	389 402
4. 5.	Beef Breeding Cattle Beef Feeder Cattle	8,344	26,199	2,977
6.	Hogs Complete & Mixed	1,471	1,999	931
7. 8.	Hogs Finishing Hogs Producing Weaning Pigs	4,562 316	11,276 48	1,637 538
9.	Sheep and Goats	47		29
10.	Sheep, Feeder Lambs	. 787		3,926 69
11. 12.	Chickens (Including Hens & Broilers) Turkeys	111 20	99 🔠	03
13.	Other Productive Livestock	. 15	23	50
14. 15.	Miscellaneous Livestock Expense Feed Bought	2,519 12,710	4,198 23,122	1,519 6,897
16.	Fertilizer	7,476	11,916	5,648
17.	Chemicals	4,129	7,092	3,081
18. 19.	Other Crop Expense Irrigation Operation Costs	5,646 26	9,361 35	4, 153 19
20.	Custom Work Enterprise Operator Costs,		The Control of the Co	
21.	Including Labor Custom Work Hired	37 2,300	2,885	174 1,826
22. 22.	Repair & Updeep of Livestock Equipment	734	1,125	546
23.	Repair & Upkeep of Farm Real Estate	1,209	1,595	1,357
24. 25.	Gas, Oil & Grease Bought (Farm Share) Repair & Operator of Mach., Trac., Truck, A	3,273 uto 4,298	4,627 5,622	2,774 4,147
26.	Repair & Upkeep of Irrigation Equipment	· 2 ·	4	
27. 28.	Repairs - Custom Work Enterprise Wages of Hired Labor	47 2,609	4,876	221 1,545
20. 29.	Personal Property & Real Estate Taxes	3,247	5,215	2,483
30.	General Farm Expense	1,455	2,552	1,050
31. 32.	Telephone Expense (Farm Share) Electricity Expense (Farm Share)	243 1,015	325 1,501	223 749
33.	TOTAL CASH OPERATING EXPENSE	\$ 69,427	\$126,269	\$ 49,756
34. 35.	Power, Crop & General Mach. Bought (FS) Irrigation Equipment Bought	16,465 224	21,659	15,876 827
36.	Custom Work Equipment Bought	111		209
37.	Livestock Equipment Bought	2,750 18,866	4,124 26,373	2,363 15,201
38. 39.	New Real Estate & Improvement TOTAL FARM PURCHASES (33) through (38)		\$178,425	\$ 84,232
40.	Decrease in Farm Capital			
41. 42.	Interest on Farm Capital Unpaid Family Labor	29,407 439	41,816 339	28,369 805
43.	Labor Charge for Partners & Other Operator	ors 800	1,561	601
44. 45.	Board Furnished Hired Labor TOTAL FARM EXPENSE (39) through (44)	108 ************************************	124 \$222,265	174 \$ 114,181
45. 46.	Return to Oper. Labor & MgmtSingle Ope		PEEL JOU	A ELITEUE
	(W.F) $(2A/40) - (45)$	\$ 31,839	\$ 74,937	\$ (-1,783)
47. 48.	Number of Operators Full Time Operator Equivalents	1 1.20	1.55	1.09'
49.	Return to Oper, Labor & Mgmt Full Time		63,080	(-1,338)
	Operator Equivalent			

TABLE 3 - SUMMARY OF FARM FARNINGS (FINTERPRISE STATEMENT - WHOLE FARM) - 1978

Item		Average of - 394 Farms	HOLE FARM) - 19 79 Most Profitable Farms	79 Least Profitable Farms
1.	RETURNS AND NET INCREASES			
2.	Productive Livestock			
3. 4.	Dairy Cows Other Dairy Cattle	\$ 16,740 4,467	\$ 15,562 3,610	\$ 12,586 3,495
5.	Beef Breeding Cattle	4,407 660	719	801
6.	Feeder Cattle	7,483	20,140	3,260
7.	Hogs, Complete & Mixed	18,386	43,377	5,680
8. 9.	Hog Finishing Enterprise Producing Weaning Pigs	6,781 3,416	16,724 3,778	2,347 1,945
10.	Sheep & Goats	101	1111	71
11.	Sheep, Feeder Lambs	119		592
12. 13.	Chickens (Including Hens & Broilers) Turkeys	291 161	804	4
14.	Other Productive Livestock	18	, UO-4-18-1	80
15.	TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 58,623	\$ 104,825	\$ 30,861
16.	Value of Feed fed to Livestock	27,301	47,160.	16,375
17. 18.	Return Over Feed From Livestock Crop, Seed & Feed	31,321 64,127	57,665 110,413	14,486 40,629
19.	Cooperative Patronage Refunds	1,315	2,149	949
20.	Miscellaneous Farm Income	1,634	3,211	1,483
21	Custom Work Enterprise	22		(-61)
22.	TOTAL RETURNS & NET INCREASES	\$ 98,419	\$ 173, 438	-\$ 57 , 486
23.	EXPENSES AND NET DECREASES			
24.	Truck and Auto (Farm Share)	\$ 3,399	\$ 4,534	* \$ 2,961
25.	Tractors & Crop Machinery	14,230	19,835	12,889
26. 27.	Irrigation Equipment Electricity	115 1,015	111 1,501	34 749
28.	Livestock Equipment	2,224	3,415	1,579
29.	Buildings, Fences & Tiling	5,027	7,633	4,151
30. 31.	Bare Land Miscellaneous Livestock Expense	2,519	4,198	
32.	Labor	3,259	5,805	2,661
33.	Labor Charge for Other Operator(s)	800	1,561	601
34.	Property Tax	3,247	5,215	2,483
35. 36.	General Farm Expense & Telephone Interest on Farm Capital	1,698 29,047	2,876 41,816	1,274 28,369
37.	TOTAL EXPENSES AND NET DECREASES	\$ 66,580	\$ 98,501	\$ 59,269
38. 39.	RETURN TO OPERATORS LABOR & MANAGEMENT Number of Farm Operators	\$ 31,839 1	, \$ 74,937. 1	\$ (-1,783)

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 4.

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1978

FOR THOSE FARMS WITH COMPLETE ACCOUNTS - OPERATOR'S SHARE

Ite		erage of 84 Farms	Per Adult Equivalent
1. 2.	Number of Persons - Family Number of Adult Equivalent - Family	4	
4 •	vancer or wante idanateur - taunth	3.3	
3.	Church and Welfare \$	629	\$ 190.61
4.	Medical Care & Health Insurance	1,610	487.88
5.	Food & Meals Bought	2,751	833.64
6.	Operating Expense & Supplies	993	300.91
7.	Furnishings & Equipment	1,144	346.67
8.	Clothing & Clothing Materials	974	295.15
9.	Personal Care, Personal Spending	709	214.85
10.	Education	343	103.94
12.75 (Fig. 19.11)	Recreation	765	231.82
	Gifts & Special Events	634	192.12
13.		693	210.00
L4.		467	141.52
and the second	Cash Rent (Personal)	7	2.12
L5.		412	124.85
	Personal Share - General Farm Expense	24	7.27
L6.	TOTAL CASH LIVING EXPENSE \$	12,154	\$ 3,683.03
17.	Personal Share - New Truck and Auto	395	119.70
18.	New Dwelling Bought	2,354	713.33
.9.	Taxes and Other Deductions	1,327	, 402.12
20.	Life Insurance & Other Savings & Investments	1,768	535.76
21.	TOTAL HOUSEHOLD & PERSONAL (16) thru (20) \$	17,998	\$ 5,453.94
22.	TOTAL FAMILY LIVING FROM THE FARM (33)	462	140.00
23.	TOTAL CASH & NON-CASH EXPENSES (21) + (22)\$	18,461	\$ 5,594.24
24.	FAMILY LIVING FROM THE FARM		
25 .		Quantity	Operator's Share
26.	Milk and Cream (Quarts)	386	77
27.	Beef & Buffalo (Pounds)	628	281
28.	Pork (Pounds)	205	96
29.	Lamb, Mutton, Goat (Pounds)	203	1
30.	Poultry, All Fowl (Pounds)		$\bar{1}$
31.	Eggs (Dozen)	2 3	$ar{1}$
32 .	Vegetables, Fruits, Spuds, Other Produce & Fuel		5
33.	TOTAL FAMILY LIVING FROM THE FARM		\$ 462

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.

Table 4 averages include only those farms where complete household and personal accounts were kept. Farms included in other tables may not be included in Table 4 averages.

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1978
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

			Avera	ge of 35	31	Farms
Item	S		Jan. 1			Dec.1
1.	Total Productive Livestock	,	22 22		ė.	aa oee
1. 2.		\$	23,211		7	33,855
3.	Crop, Seed & Feed Motal Dayor Machinest and Equipment		49,899			58,745
4.	Total Power, Machinery and Equipment		39,559			47,218
	Land		93,572			101,384
5.	Buildings, Fences, Etc.		37,692			45,387
6.	TOTAL FARM CAPITAL	Þ	243,932		۶.	286,588
7.	Non-Farm Assets		18,600			23,240
7A.	Cash on Hand and in Bank		5,828			6,913
8.	Dwelling	7	10,904			13,127
9.	TOTAL ASSETS	\$	279,264	1	\$	329,868
_0.	Real Estate Mortgages		59,745			69,373
1.	Chattel Mortgages		32,857			44,178
2.	Notes		13,559			15,115
3.	Accounts Payable		1,744			2,610
4.	TOTAL LIABILITIES	\$	107,905		\$	131,276
5.	FARMERS'S NET WORTH	\$	171,359		\$	198,593
6.	GAIN (OR LOSS) IN NET WORTH		A Super Control of the Control of th		\$	27,234
*	* * * * * * * * * *		* *	*	*	*
7.	Supplementary Management Information					
.8.	Return to Operator's Labor and Management (6B/47)		† \$	27,736		
9.	Return to Capital and Family Labor (6B/48)			38,514		
0.	Non-Farm Income					
1.	Outside Investment Income			753		
2.	Other Personal Income & Income Tax Refund			1,948		
2A.	Sale of Personal Share-Dwelling, Auto and Truck			47		
3.	TOTAL NON-FARM INCOME		\$	2,748		
4.	TOTAL FAMILY FARM AND NON-FARM INCOME		\$	41,262		
5.	TOTAL MONEY BORROWED		\$	74,748		
6.	TOTAL PAID ON DEBT (PRINCIPAL)		\$	51,221		
7.	TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/2	23)	\$	13,323		
8.	Ratio: Total Farm Exp. to Total Farm Receipts (O.			.823		
			Jan. 1			Dec. 1
9.	Ratio: Total Assets to Total Liabilities		2.588			2.513
0.	Ratio: Non-Real Estate Assets/Non-Real Est. Liabi	1.	2.847			2.746
1.	Ratio: Real Estate to Real Estate Liabil.		2.380			2.305
2.	Ratio: Net Worth to Total Liabilities		1.588			1.513
3.*	Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (0.5.)			.705		
4.	Ratio: Total Farm Receipts to Average Farm Cap. (W	ਸ਼ਾਹ)	.414		
)4. 5.			Self-read to the first terminal and the	.592		
• در	Ratio: Total Farm Receipts to Average Farm Cap. (O *Adjusted Total Farm Sales Does Not Include Sal			AND COUNTRY OF STREET	-c	
	The net worth statement presents a picture of the					SE LLS

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

Table 5 is the average of only those farms with complete net worth data. Farms included in other tables may not be included in the Table 5 averages.

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1978 FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

			68 Hi	jh Profi	ŧ:	Farms
<u>Item</u>	S		Jan. 1		1	Dec.1
1.	Total Productive Livestock	\$	//2 1 N/			68 , 738
2.	Crop, Seed and Feed	7			9	100,579
3.			80,228	A TIME COMPANY OF SELECTION SE		
4.	Total Power, Machinery and Equipment Land		60,55	terran and a figure of the contract of the contract of		69,544
5.	NESSEN 등 발표되었다. 이렇게 인터넷 보고 있는데 되었다. 이번 전환 보고 있는데 보고 있는데 		113,48	and 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1.		123,412
44.0	Buildings, Fences, Etc.	ė	62,485		ė	71,830
6.	TOTAL FARM CAPITAL	P	359,853)	၃	434,104
7.	Non-Farm Assets		22,525	3050 P. F. St. M. S. W. W. L. ST. A. L. S.		29,697
7A.	Cash on Hand and in Bank		10,203			12,520
8.	Dwelling		13,997			18,137
9.	TOTAL ASSETS	\$	406,578	3	\$	494,458
.0.	Real Estate Mortgages		98,47	3		108,222
11.	Chattel Mortgages		42,080)		66,328
2.	Notes		20,862	2		19,432
.3.	Accounts Payable		3,33	7		6,780
4.	TOTAL LIABILITIES	\$	164,75	Ĺ	\$	200,762
.5 .	FARMER'S NET WORTH	\$	241,82	7	\$	293,696
.6.	GAIN (OR LOSS) IN NET WORTH				\$	51,869
*	* * * * * * * * * *	*	*	* *		* *
L7.	Supplementary Management Information					
L8.	Return to Operator's Labor and Management (6B/47)		- Park 1962 1	65,14	9	
9.	Return to Capital and Family Labor (6B/48)			80,01	.8	
0.	Non-Farm Income				10	
21.	Outside Investment Income			92	25	
2.	Other Personal Income & Income Tax Refund			7€	55	
2A.	Sale of Personal Share - Dwelling, Auto and Truck			2	25	
:3.	TOTAL NON-FARM INCOME			1,71	5	
4.	TOTAL FAMILY FARM & NON-FARM INCOME			\$ 81 ,7 3	33	
25.	TOTAL MONEY BORROWED			\$ 130 , 34	1]	V
26.	TOTAL PAID ON DEBT (PRINCIPAL)			94,19		
7.	TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)			20,99		
8.	Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)			.76		
		Jä	an. 1		D	ec. 31
29.	Ratio: Total Assets to Total Liabilities		2.46			2.463
80.	Ratio: Non-Real Estate Assets/Non-Real Est. Liabil.		3.26			3.037
31.	Ratio: Real Estate Assets to Real Estate Liabil.		1.92	9		1.972
32.	Ratio: Net Worth to Total Liabilities		1.46	8		1.463
33.*	Ratio: Cash Operating Expenses to Adjusted					
	Total Farm Sales (O.S)			.72	28	
34.	Ratio: Total Farm Receipts to Average Farm Cap. (W.F.	j		.48		
35.	Ratio: Total Farm Receipts to Average Farm Cap. (O.S.			.7	San Taran	
Ŧ.	*Adjusted Total Farm Sales Does Not Include Sale of C		tal Ass	and the second s		and the second second
	The supplementary information listed in Table 5 is he	lof	il in s	tudyina	ŧh	e finan-
ia1	structure of the farm. All figures are presented on t	he o	perato	r's sha:	œ	only basi

cial structure of the farm. All figures are presented on the operator's sha

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

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1978
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

	INOSE PARTO WITH A COPPELLE RECORD OF ALL ASSETS AND LI	e describer	Andreas and the second	w Profit Farms
Item	S		Jan. 1	Dec. 31
1.	Total Productive Livestock	Ś	15,133	\$ 20,621
2.	Crop, Seed and Feed	Ţ	35,212	
3 .	Total Power, Machinery and Equipment		33,141	
4.	Land		119,452	아마스 다양을 가는 것도 되는 것이 되었다. 사람들은 경험을 가장 없는 수 있다는 사람들은 것이 다른 모수는 그는 것이다.
5 .	Buildings, Fences, Etc.		29,286	
6.	TOTAL FARM CAPITAL	\$	232,223	
7.	Non-Farm Assets	\$	13,609	
7A.	Cash on Hand and In Bank		3 , 582	4,607
3.	Dwelling		10,930	11,697
).	TOTAL ASSETS	\$	260,345	\$ 288,939
).	Real Estate Mortgages	\$	47,375	보고를 다 하는 이 시간을 통하기가 없이 불안한다면 살아 하셨다. 유민들은 바로 바로 중에는 사이었다는 것 같아 모든
•	Chattel Mortgages		31,120	
	Notes		8,398	
}.	Accounts Payable		1,441	
•	TOTAL LIABILITIES	\$	88,334	\$ 106,947
P•	FARMER'S NET WORTH	\$	172,011	\$ 181 , 992
). *			* *	\$ 9,982 * *
	Supplementary Management Information			
•	Return to Operator's Labor and Management (6B/47)		\$	(-565)
•	Return to Capital and Family Labor (6B/48)			10,245
•	Non-Farm Income			
•	Outside Investment Income			664
	Other Personal Income and Income Tax Refund			3,121
Α.	Salé of Personal Share - Dwelling, Auto and Truck		.	33
•	TOTAL NON-FARM INCOME		ន្	3,818
•	TOTAL FAMILY FARM AND NON-FARM INCOME		\$	14,064
	TOTAL MONEY BORROWED		\$	60,352
•	TOTAL PAID ON DEBT (PRINCIPAL)		\$	41,409
•	TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)		\$	9,229
•	Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)			1,006
		J	an. 1	Dec. 31
•	Ratio: Total Assets to Total Liabilities		2.947	
•	Ratio: Non-Real Estate Assets/Non Real Est. Liabil.		2.458	
•	Ratio: Real Estate Assets to Real Estate Liabil.		3.370	
•	Ratio: Net Worth to Total Liabilities		1.947	1.702
.*	Ratio: Cash Operating Expenses to Adjusted			
	Total Farm Sales (0.S.)			.757
	Ratio: Total Farm Receipts to Average Farm Cap. (W.F.			.309
).	Ratio: Total Farm Receipts to Average Farm Cap. (O.S.			.388
	*Adjusted Total Farm Sales Does Not Include Sale of	: C	apıtal A	ssets

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

The ratio of Farm Receipts to Farm Capital indicates the rate of Capital turnover.

Items		Average 79 Most of - 394 Profitable			79 Least e Profitable		
			Farms		Farms		Farms
1.	SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS						
2.	Dairy Cows	\$	1,582	\$	1,370	\$	1,249
3.	Dairy Products		15,124		15,180		11,980
4.	Other Dairy Cattle		1,400		1,214		1,023
5.	Beef Breeding Cattle		254	Y.	165		262
6.	Beef Feeder Cattle		11,501		34,375		6,048
7.	Hogs Complete and Mixed		16,233		43,187		5,614
8.	Hogs Finishing		10,612		21,703		3,033
9.	Hogs Producing Weaning Pigs		1,985		1,442		1,612
0.	Sheep, Goats, and Wool - Farm Flock		87		97		70
Ĭ.	Sheep and Wool - Feeder Lambs		686				2,895
2.	Chickens (Including Hens and Broilers)		11				7
3.	Turkeys		181		902		
4.	Eggs		 376				68
5.	Other Productive Livestock & Products		27				16
5. 6.	Other Miscellaneous Livestock Income		56		67		29
	CHE INDOCEDIOUS BEYOSCON HOUSE		70				. 7
7.	TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$	60,115	\$	119,701	\$.	33,907
8.	SALE OF CROPS						
9.	Wheat	\$	905	\$	1,522	\$	643
0.	Other Small Grain		242		383		127
1.	Corn		19,773		31,785		13,902
2.	Soybeans		26,748		41,005		17,185
3.	Other Row Crops		1,353		2,985		636
4.	Legumes and Other Roughage		149	1	127		241
5.	Grass Seed		20		97		1
6.	Fruits and Nuts						
7.	Vegetables, Roadside Market & Specialty						
8.	Nursery, Timber and Other		11.				53
9.	Set Aside Acres - Government Payments		810		1,137		604
0.	TOTAL SALES FROM CROPS	\$	50,010	\$	79,041	Ş	33,391
1.	Capital Assets Sold	\$	941	\$	1,376	\$	1,362
2.	Gas Tax Refund		162		224		162
3.	Income From Work off the Farm		1,162		1,540		790
	Custom Work Enterprise Income		. 77				238
	Patronage Funds		1,266		1,932		806
はながらして 1000 円	Miscellaneous Farm Income		1,591		2,309		1,255
7.	TOTAL FARM SALES	\$	115,323	\$	206,124	\$	71,911
i de la companya de Companya de la companya de la compa	to a second to make Acceleration (ė.	41,949	ė	76,058	\$	19,929
8.	Increase in Farm Capital	ာ	i delegante de la companie de la co	7	572	7	356 .
9.	Family Living from the Farm		451		314		. ەند
0.	TOTAL FARM RECEIPTS (37)+(38)+(39)	\$	157,723	\$	282,753	\$	92,195
1.	Adjusted Total Farm Sales (37)-(31)	\$	114,382		204,748		70,549
2.	Total Cash Farm Operating Expense		80,875		150,647		53,420
2. 3.	Net Cash Operating Income	Ś	33,507		54,102	Contract Contract	The Company of the Co

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

TABLE 6B - OPERATOR'S SHARE OF CASH EXPENSES - 1978

Items		Average of - 394	79 Most Profitable	79 Least Profitable
		Farms	Farms	Farms
1.	PURCHASE OF LIVESTOCK			
2.	Dairy Cows	\$ 236	\$ 203	\$ 204
3.	Other Dairy Cattle	352	412	312
4.	Beef Breeding Cattle	113	124	√401
5.	Beef Feeder Cattle	8 , 053	27 , 333 \	3,467
6.	Hogs Complete	1,443	2 , 882	974
7.	Hogs Finishing	4,263	9,016	1,441
8.	Hogs Producing Weaning Pigs	316	57	530
9.	Sheep, Farm Flock	_46	5	9
0.	Sheep, Feeder Lambs	787		3,281
1.	Chickens	111		69
2.	Turkeys	20	99	
3.	Other Productive Livestock	13	23	14
\$P\$\$P\$18. 电自动设备 (1) \$P\$	Miscellaneous Livestock Expense	2,410	4,147	1,473
STATE OF STA	Feed Bought	12,163	24,379	6 , 347
	Fertilizer	6 , 777	10,938	4,554
	Chemicals	3 , 777	6,350	2 , 500
	Other Crop Expense	5 , 253	8 , 691	3,246
).	Irrigation Operation Cost	22	68	- 19
	Custom Work - Operator Costs (incl. labor)	27		127
建设施制 化多二氯化物化	Custom Work - Hired	2 , 189	3,068	1,808
	Repair and Upkeep of Livestock Equipment	712	1,065	469
	Repair and Upkeep of Farm Real Estate	1,155	1,590	1,119
	Gas, Oil, Grease Bought (Farm Share)	3,155	4,628	2 , 425
5.	Repair & Oper. of Mach., Tract., Truck,			
	and Auto (Farm Share)	4,162	5 , 658	3 , 724
	Repair & Upkeep of Irrigation Equipment	2	8	
医乳腺管 化二氯甲基氯甲基甲基	Repairs, Custom Work Enterprise	35		165
	Wages of Hired Labor	2 , 572	5 , 087	1,299
	Personal Property & Real Estate Taxes	1,677	2,771	1,191
建筑器 生物 经总统管	Cash Rent	8,133	14,709	3,606
	General Farm Expenses	1,362	2,124	980
	Telephone Expense (Farm Share)	236	307	195
	Electricity Expense (Farm Share)	975	1 , 449	672
1.	Interest Expense	8 , 328	13,456	6,801
5.	TOTAL CASH OPERATING EXPENSE	\$ 80 , 875	\$ 150,647	\$ 53 , 420
5.	Power, Crop & Gen. Mach. Bought (F. Share)	16,145	22,723	13,321
EXPLORED SOLVERS	Irrigation Equipment Bought	224	22,723	13,321 827
	Custom Work Enterprise Equip. Bought	77	204	209
	Livestock Equipment Bought	2,656	4,229	2,142
	New Real Estate & Improvements	2,030 18,480	24,509	
•	TOTAL FARM PURCHASES (35) THRU (40)	\$118,456	\$ 202,312	\$ 81,705
A STATE OF THE STA	Decrease in Farm Capital	10 500	4.2 200	10 000
	Interest on Farm Capital (Equity)	10,503	14,677	10,020
September 1 September 19, 00 http://doi.org/	Unpaid Family Labor	439	309	699
	Board Furnished Hired Labor	107	105	153
5.	TOTAL FARM EXPENSE (41) THRU (45)	\$129,506	\$ 217,402	\$ 92 , 578
7.	Return to Operator Labor & Mgmt.		ere a Distriction (1997). The second of the	
	(Operator's Share) (6A/40)-(46)	\$ 28,217	\$ 65,351 \$ 80,337	\$ (-382)
	Ret. to Cap. & Fam. Lab. (47)+(44)+(43)	\$ 39,160	\$ 80,337	\$ 10,337

Return to capital and family labor represents the amount available for debt service, living expense, and savings.

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanations and definitions are for use in interpreting Table 8 and the Thermometer Chart on page 14.

- 1. <u>Labor Earnings</u> A measure of the relative financial return for the operator's labor taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found in Table 2 and Table 3.
- 2. <u>Crop Yield Index</u> A measure of the crop yield level for all crops produced expressed as a percentage of the average.
- 3. Percent of Tillable Land in High Return Crops A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on soil, TDN yield, labor required, etc. Ratings can be found on Table 9.
- 4. Gross Return Per Acre An additional measure of crop selection based on total production times an average price for the crops.
- 5. Return per \$100 Feed Fed to Productive Livestock Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.
- 6. <u>Livestock Units Per 100 Acres</u> A measure of livestock density or population. Unit values are assigned to the various classes of livestock.
- 7. Size of Business Work Units A measure of the total work load. A work unit represents the average accomplishment of a worker in one 10 hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.
- 8. Work Units Per Worker Measures Labor Efficiency It is the total work units divided by the number of workers including the operator, hired labor, and family labor.
- 9. Power, Machinery, Equipment and Building Expense Per Work Unit A measure of expense control. It is the total cost of items listed in Table 3 divided by the number of work units.
- 10. Farm Capital Investment Per Worker Indicates size of business.

 Useful in comparing a farm business to other industries or businesses.

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

Note should be taken that items listed in Table 8 and the Thermometer Chart are to be considered in light of the individual farm and farm operator. Although in general, an above-average level for each factor listed would indicate above average earnings, this may not be true when individual farms are considered. The inter-relationship of factors varies from farm to farm.

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1978

TABLE	8 - MEASURES OF FARM ORGANIZATION AND MANA	Average		79 Least
Items		of - 39		
		Farms		Farms
1.	Return to Operator's Labor & Mgmt.	\$ 31,83	9 \$ 74,937	\$ (-1,783)
2.	Crop Yield Index	100.	•	99.9
3.	Percent Tillable Land in High Return Crop			87.1
4.	Gross Return per Tillable Acre			
	(excluding Pasture)	\$ 230.3	2 \$ 247.35	\$ 207.60
5.	Return per \$100 Feed Fed Productive		7 = 1,100	т
	Livestock Index	100.		84.2
6.*	Livestock Units per 100 Acres	23.1	9 27.83	17.2
7.	Size of Business - Work Units	382.7	9 553.99	
8.	Work Units per Worker	239.2	4 265.07	188.76
9.	Power, Machinery, Equipment, Building			
	Expense per Worker Unit	\$ 68.1		
10.	Farm Capital Investment per Worker	\$ 259,35		\$ 273,832
	* * * *	*	*	*
30.	Number of Animal Units	80.0	3 147.50	46.72
31	Work Units			
32.	Crops	170.4		
33.	Productive Livestock	196.5		132.91
34.	Other Productive Work Units	15.8	5 11.85	14.97
35.	Expenses per Work Units			
36.	Tractor and Crop Machinery Expense	\$ 37.5		\$ 46.96
37.	Farm Share of Auto & Truck Expense	8.9		10.76
38.	Farm Share of Electric Expense	2.6		2.72
39.	Livestock Equipment Expense	5.8		
40.	Building, Fence and Tiling Expense	13.1	7 13.78	15.08
41.**	Tractor & Crop Machinery Expense per			
	Crop Acre	41.3	7 37.42	47.56
42.	Farm Power & Machinery Cost Allocation			40 000 05
4.0	to Livestock	\$2,009.3	8 \$2,539.79	\$2,022.25
43.	Building, Fence & Tiling Cost Allocation to Crops BCAF (2)	\$2,408.4	0 \$3,309.96	\$2,221.88
	*	•		

^{*}Acres include all tillable land, non-tillable hay and pasture.
**Acres include all tillable land plus acres in non-tillable hay. 44.

^{45.}

THERMOMETER CHART

Using your figures from page 13, 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 chart.

	Labor Farnings S	rield	Index	Percent Land In	High Return Crops	2	Per Acre \$	Return Per \$100	reed Index	Livestock Units	Per 100 Acres		Total Work Units		Per Worker	Expense Per	Work Unit \$	Investment	Per Worker
124,000		114		96		265		133		37		594		300		30		306,250	
108,000		112		95		260		125		35		564		299		37		299,500	
93,000		110		94		255		118		33		534		289		53		292,750	
79,000		108		93		250		112		31		504		279		58		286,000	
66,000		106		92		245		107		28		. 474		269		62		279,250	
54,000		104		91		240		103		27		444		259		65		272,500	
43,000		102		90		235		102		25		414		249		67		265,750	
32,000		100	-	89	-	230	-	100		24	•	383	-	239		68		259,000	
21,000		98	-	88	-	225		96	Ì	23		364	-	229	Ī	69		252,250	
10,000		96		87		220		92		22		344		219		71		245,500	
-1,000		94		86		215		88		21		324		209		74		238,750	
-12,000		92		85		210		84		20		304		199		77		232,000	
-23,000		90		84		205		80		19		284		189		80		225,250	
-34,000		88		83		200		76		18		264		179		82		218,500	
-45,000		86		82		195		72		17		244		169		84		211,750	
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TABLE 9 - CROP DATA FOR MAJOR CROPS & DISTRIBUTION OF ACRES, YIELD & COST PER UNIT - 1978

Crop	Crop Rank		Av	erage Yield	Cost per Unit
Oats Spring Wheat Canning Peas All Other Small Grain TOTAL ACRES SMALL GRAIN &	D C B C & D PEAS	17.0 Acres	\$	66.6 bu. 26.8 bu. 155.64	\$ 1.77 4.24 .79
Canning Corn Corn - Grain Soybeans Corn Silage All Other Row Crops TOTAL ACRES ROW CROPS	B A A B A & B	297.5 Acres	\$	182.67 127.8 bu. 41.0 bu. 18.7 ton	\$.97 1.59 3.58 10.45
Alfalfa Hay Other Hay TOTAL ACRES HAY	B C & D	17.8 Acres		5.0 ton	\$30.64
Tillable Pasture Tillable Land Idle TOTAL TILLABLE LAND		.8 Acres 10.5 Acres 343.6 Acres			
Non-Tillable Pasture Timber Roads and Waste Farmstead TOTAL NON-TILLABLE LAND TOTAL LAND IN FARM		9.9 Acres 3.1 Acres 11.5 Acres 9.7 Acres 34.2 Acres			

SUPPLEMENTARY MANAGEMENT INFORMATION

e.	394 Average All Farms	79 High Earnings Farms	79 Low Earnings Farms
Percent Land Tillable	91.0	93.4	88.0
Percent Land on High Return Crops	89.5	93.1	87 . l
*Fertilizer Cost per Acre	\$20.56	\$22.13	\$ 20.47
*Crop Chemicals per Acre	11.65	13.01	10.86
*Seed and Other Costs per Acre	16.60	17.23	16.27
*Gas, Oil & Grease Bought per Acre	7.44	6.81	7.81

^{*}Tillable land minus tillable pasture, fallow and idle land.

TABLE 10 - CROPS ANALYSIS

The Crops Analysis Tables for each individual crop show yield, value per unit and gross return per acre. Other Crop income includes the value of straw, crop insurance and the like.

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

Other costs, called Allocated Costs, are not actual costs but are either calculated costs, assigned costs, or non-cash costs. The Power and Crop Machinery expense is calculated from the expenses and net decreases shown in Table 3. Ownership and Operation refer to what are commonly called fixed and variable costs. Interest is the allocated portion of the average investment in machinery at the 7% rate. Work Units are used as a factor in allocating a portion of the total power and machinery expense to each copy.

Land cost is considered to be the cash rental value based on comparable or actual rental values for similar land in each local area. For the land owner this rental must be at least enough to cover taxes and interest on investment in the land.

TABLE 10 - CROP DATA FOR OATS - FEED - 1978

Items			Average Yield of)3 Farms High in	93 Farms Low in	
ı icei			86 Farms		Yield	<u>Yield</u>	
1.	Acres		18.8		18.8	18.8	
2.	Yield		66.6		80.7	52.4	
3.	Value per Production Unit	. \$	1.18	S	1.18	\$ 1.18	
4.	Crop Product Return	7	78 . 56		95.27	61.86	
5.	Other Crop Income		18.14		19.41	16.86	
6.	TOTAL CROP RETURN	\$		\$	114.68	\$ 78.72	
7.	DIRECT COSTS		e de la companya de	يد		A C 111	
8.	Fertilizer	\$		\$		\$ 6.44	
9.	Chemicals		69		1.01	.37	
10.	Seed and Other		7.71		8.51	6.86	
11.	Special Hired Labor		.11		.11	.11	
12.	Custom Work Hired		5.32		4.57	. 6.01	
13.	Irrigation Operation	4	20.40	A	21.06	\$ 19.73	
14.	TOTAL DIRECT COSTS	\$	20.48	\$	Z1.U0		
15.	RETURN OVER DIRECT COSTS PER ACRE	\$	76.22	\$	93.62	\$ 58.99	
16.	ALLOCATED COSTS						
17.	Farm Power and Machinery - Ownership	\$	13.59	Ş	13.20	\$ 13.97	
18.	Farm Power and Machinery - Operation		12.68		12.45	12.90	
19.	Irrigation Equipment - Ownership					c4 cc	
20.	Land Costs		67.24		69.82	64.66	
21.	Miscellaneous Costs		1.022		5.06	a n∈	
22.	*Interest on Mach. & Equipment Invest			_	3.96	4.35	
23.	TOTAL ALLOCATED COSTS	\$	97 . 66	Ş	99.43	\$ 95 . 88	
24.	RETURN OVER ALL LISTED COSTS	\$	(-21.44)	.\$	(-5.81)	\$ (-36.89)	
25.	SUPPLEMENTARY MANAGEMENT INFORMATION						
26.	Work Units Assigned per Acre		.30		.30	.30	
27.	Power Costs Allocation Factor	\$	1.00	\$		\$ 1.01	
28.	Total Listed Cost per Unit of Product	ion	1.77		1.49	2.21	
29.	Return Over Listed Costs per Unit		(32)		(07)	(70)	
30.	BREAK-EVEN YIELD/UNITS OF PRODUCTION		100.12 bu.		102.11 bu.	97.97 bu	
31.	TOTAL LISTED COSTS PER ACRE	\$	118.14	Ş	120.49	\$115.61	

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

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1978

Iten	IS 10 - CROP DATA FOR SPRING WHEAT - 1978	Y	Average Yield of 55 Farms	F;	2 Farms igh in Yield		32 Farms Low in Yield
1.	Acres		26.8		27.0		26.4
2.	Yield		26.8		33.5		20.0
3.	Value per Production Unit	\$	2.69	\$		\$	2.67
4.	Crop Product Return		72.16		91.07		53.48
5.	Other Crop Income		9.66		7.22		12.50
6.	TOTAL CROP RETURN	\$	81.82	\$	98.29	\$.	65.98
7.	DIRECT COSTS						To control of
8.	Fertilizer	\$	11.65	\$	11.19	\$	12.11
9.	Chemicals		1.32		1.33		1.26
10.	Seed and Other		10.08		11.59		8.47
11.	Special Hired Labor						
12.	Custom Work Hired		3.01		3.93		2.18
13.	Irrigation Operation						
14.	TOTAL DIRECT COSTS	\$	26.06	\$	28.04	\$	24.02
15.	RETURN OVER DIRECT COSTS	\$	55.76	\$	70.25	\$	41.96
16.	ALLOCATED COSTS						
17.	Farm Power and Machinery - Ownership	\$	9.22	\$	8.20	\$	9.97
18.	Farm Power and Machinery - Operation		8.30	Taran San	9.18		7.13
19.	Irrigation Equipment - Ownership						
20.	Land Costs		67.31		69.97		64.72
21.	Miscellaneous Costs						
22.	*Interest on Mach. & Equip. Investmer	100-1-100-21	3.24		2.81		3.55
23.	TOTAL ALLOCATED COSTS	\$	88.07	Ş	90.16	\$	85.37
24.	RETURN OVER ALL LISTED COSTS	\$ ((-32.31)	\$(-19.91)	\$ (-43.41)
25.	SUPPLEMENTARY MANAGEMENT INFORMATION						
26.	Work Units Assigned per Acre		.25		.25		.24
27.	Power Costs Allocation Factor	\$.97		.97		.98
28.	Total Listed Cost per Unit of Product	tior			3.53		5.48
29.	Return Over Listed Costs per Unit		(-1.18)		(59)		(-2.14)
30.	BREAK-EVEN YIELD/UNITS OF PRODUCTION		42.91	Control of the Contro	43.46		42.07
31.	TOTAL LISTED COSTS PER ACRE	\$	114.13	\$	118.20	\$	109.39
				artykäi Krahkieski			ararvanjakistarijakisti

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

TABLE 10 - CROP DATA FOR CANNING CORN - 1978

TABLE	J IU - CROP DATA FOR CANNING CORN - 1978		A7	01 =
Items		Average Yield of	21 Farms High in	21 Farms Low in
a cent		42 Farms	Yield	Yield
1.	7	36.7	38.1	35.3
2.	Acres Yield	\$ 182.67	\$ 240.47	\$ 120.31
2. 3.	Value per Production Unit	1.00	1.00	1.00
4.	Crop Product Return	182.47	240.47	120.31
5.	Other Crop Income	1.39	.60	2.27
5. 6.	TOTAL CROP RETURN	\$ 184.06	\$ 241.07	\$ 122.58
	IOIAE CIOI REIOW	Υ του•ου	T 53+*V	T THE ST
7.	DIRECT COSTS			
8.	Fertilizer	\$ 28.17	\$ 28.08	\$ 28.27
9.	Chemicals	9.13	10.89	7.22
10.	Seed and Other	5.42	7.82	2.83
11.	Special Hired Labor	. 68	1.29	
12.	Custom Work Hired	4.93	8.01	1.61
13.	Irrigation Operation	1 10 00	A 56 00	, , ,
14.	TOTAL DIRECT COSTS	\$ 48.33	\$ 56.09	\$ 39.93
15.	RETURN OVER DIRECT COSTS	\$ 135.73	\$ 184.98	\$ 82.65
16.	ALLOCATED COSTS			
17.	Farm Power and Machinery - Ownership	\$ 21.01	\$ 13.99	\$ 28.59
18.	Farm Power & Machinery - Operation	17.16	14.20	20.36
19.	Irrigation Equipment - Ownership			
20.	Land Costs	73.81	74.24	73.38
21.	Miscellaneous Costs			
22.	*Interest on Mach. & Equip. Investmen	t 5.60	4.27	7.04
23.	TOTAL ALLOCATED COSTS	\$ 117.58	\$ 106.70	\$ 129.37
24.	RETURN OVER ALL LISTED COSTS	\$ 18.15	\$ 78.28	\$(-46.72)
25.	SUPPLEMENTARY MANAGEMENT INFORMATION		ing and the second of the seco	
26.	Work Units Assigned per Acre	.50	. 50	.50
27.	Power Costs Allocation Factor	s .94	\$.9 5	\$.94
28.	Total Listed Cost per Unit of Product		.68	1.41
29.	Return Over Listed Costs per Unit	.10	.33	(39)
30.	BREAK-EVEN/UNITS OF PRODUCTION	\$ 165.91	\$ 162.79	\$ 169.30
		ot	0.160.70	6 160 20
31.	TOTAL LISTED COSTS PER ACRE	\$ 165.91	\$ 162.79	\$ 169.30

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1978

Item	S	Average Yield of 468 Farms	234 Farms High in Yield	234 Farms Low in Yield
1.	Acres	132.5	151.3	113.6
2.	Yield	127.8	140.2	111.4
3.	Value per Production Unit	\$ 1.89	\$ 1.91	\$ 1.87
4.	Crop Product Return	241.56	267.83	208.28
5.	Other Crop Income	.72	<u>.</u> 28	1.32
6.	TOTAL CROP RETURN	\$ 242.28	\$ 268.11	\$ 209.60
7.	DIRECT COSTS			
8.	Fertilizer	\$ 37.12	\$ 39.44	\$ 34.05
9.	Chemicals	13.86	14.63	12.84
10.	Seed and Other	21.48	22.45	20.21
11.	Special Hired Labor	.06	.08	.04
12.	Custom Work Hired	4.00	3.83	4.23
13.	Irrigation Operation	10 m		A 64 66
14.	TOTAL DIRECT COSTS	\$ 76.52	\$ 80.43	\$ 71.37
15.	RETURN OVER DIRECT COSTS	\$165.76	\$ 187.68	\$ 138.23
16.	ALLOCATED COSTS			
17.	Farm Power and Machinery - Ownership	\$ 26.67	\$ 27.27	\$ 25.89
18.	Farm Power and Machinery - Operation	20.42	\$ 19.57	21.57
19.	Irrigation Equipment - Ownership			-H 01
20.	Land Costs	71.93	75.95	67.91
21.	Miscellaneous Costs	.01	.01	7 60
22.	*Interest on Mach. & Equip. Investmer		7.71	7.69
23.	TOTAL ALLOCATED COSTS	\$126.73	\$ 130.51	\$ 123.06
24.	RETURN OVER ALL LISTED COSTS	\$ 39.03	\$ 57.17	\$ 15.17
25.	SUPPLEMENTARY MANAGEMENT INFORMATION	1 (1996) 1 (1996)		
26.	Work Units Assigned per Acre	.55	.55	.55
27.	Power Costs Allocation Factor	\$ 1.03	\$ 1.00	\$ 1.06
28.	Total Listed Cost per Unit of Product	ion 1.59	1.50	1.75
29.	Return Over Listed Costs per Unit	.31	.41	.14
30.	BREAK-EVEN YIELD/UNITS OF PRODUCTION	107.54 bu.	110.44 bu.	103.97 bu.
31.	TOTAL LISTED COSTS PER ACRE	\$203.25	\$ 210.94	\$ 194.43

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

TABLE 10 - CROP DATA FOR SOYBEANS - 1978

Ite	ms	Average Yield of 442 Farms	221 Farms High in Yield	221 Farms Low in Yield
1.	Acres	118.7	123.0	114.5
2.	Yield	41.0	45.9	35.7
3.	Value per Production Unit	\$ 6.06	\$ 6.06	\$ 6.05
4.	Crop Product Return	248.42	278.07	216.00
5.	Other Crop Income	4.26	.90	7.87
6.	TOTAL CROP RETURN	\$ 252.68	\$ 278.97	\$ 223.87
7.	DIRECT COSTS			
8.	Fertilizer	\$ 2.41	\$ 2.74	\$ 2.04
9.	Chemicals	11.85	11.98	11.71
10.	Seed and Other	13.34	13.13	13.54
11.	Special Hired Labor	.72	.88	.55
12.	Custom Work Hired	2.19	1.59	2.83
13.	Irrigation Operation	.02		.04
14.	TOTAL DIRECT COSTS	\$ 30.53	\$ 30.32	\$ 30.71
15.	RETURN OVER DIRECT COSTS	\$ 222.15	\$ 248.65	\$ 193.16
16.	ALLOCATED COSTS			
17.	Farm Power and Machinery - Ownership	\$ 21.64	\$ 23.18	\$ 19.97
18.	Farm Power and Machinery - Operation	15.88	16.04	15.70
19.	Irrigation Equipment - Ownership	.03		07
20.	Land Costs	72.29	74.59	70.00
21.	Miscellaneous Costs		2.4	6.30
22.	*Interest on Mach. & Equip. Investment	6.26	6.40	6.10
23	TOTAL ALLOCATED COSTS	\$ 116.10	\$ 120.21	\$ 111.84
24.	RETURN OVER ALL LISTED COSTS	\$ 106.05	\$ 128.44	\$ 81.32
25.	SUPPLEMENTARY MANAGEMENT INFORMATION	2000		
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	3.58	3.28	3.99
29.	Return Over Listed Costs per Unit	2.59	2.80	2.28
30.	BREAK-EVEN YIELD/UNITS OF PRODUCTION	24.20 bu.	24.84 bu.	23.56 bu.
31.	TOTAL LISTED COSTS PER ACRE	\$ 146.63	\$ 150.53	\$ 142.55

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

TABLE 10 - CROP DATA FOR CANNING PEAS - 1978

TABL	LE IU - CROP DATA FOR CANNING PEAS - 1978							
+.			verage ield		.5 Farms		2 Farms Low in	
Iten		7 - 7 - 10 - 10 - 10 - 10	rera 1 Farms		High in Yield		им ил Yield	
12. <u>(2. (2. (2. (2. (2. (2. (2. (2. (2. (2. </u>		<u></u>	r rariio	- <u> </u>	**************************************	1		
1.	Acres		26.4		27.6		25.7	
2.	Yield		155.64		208.15		98.79	
3.	Value per Production Unit	\$	1.00	\$	1.00	\$	1.00	標
4.	Crop Product Return		155.64		208.15		98.79	
5.	Other Crop Income		2.50		.33		4.98	
6.	TOTAL CROP RETURN	\$	158.14	\$	208.48	\$	103.77	
7.	DIRECT COSTS						<u>.</u>	
8.	Fertilizer	\$		\$	6.45	\$	8.72	
9.	Chemicals		2.20		2.86		1.36	
10.	Seed and Other		10.38		16.09		4.59	
11.	Special Hired Labor		2.3				0.5	
12.	Custom Work Hired		.23		.25		.23	
13.	Irrigation Operation	4		4	0E 6E	ä	14.00	
14.	TOTAL DIRECT COSTS	\$	20.20	ን	25.65	Ş	14.90	
15.	RETURN OVER DIRECT COSTS	\$	137.94	\$	182.83	\$	88.87	
16.	ALLOCATED COSTS						200	
17.	Farm Power and Machinery - Ownership	\$	13.60	\$	11.24	\$	15.59	
18.	Farm Power & Machinery - Operation		12.87		13.31		11.98	
19.	Irrigation Equipment - Ownership							
20.	Land Costs		71.61		66.87		75.80	
21.	Miscellaneous Costs				<u>.</u>			
22.	*Interest on Mach. & Equip. Investment		5.36		4.47	_	6.24	
23.	TOTAL ALLOCATED COSTS	\$	103.44	\$	95.89	Þ	109.61	
24.	RETURN OVER ALL LISTED COSTS	\$	34.50	\$	86.94	\$ ((-20.74)	
25.	SUPPLEMENTARY MANAGEMENT INFORMATION							
26.	Work Units Assigned per Acre		.40		.40		.40	
27.	Power Costs Allocation Factor	\$.97	\$		\$		
28.	Total Listed Cost Per Unit of Producti	on	.79		.58		1.26	
29.	Return Over Listed Costs per Unit		.22		.42		(21)	
30.	BREAK-EVEN YIELD/UNITS OF PRODUCTION		123.64		121.54		124.51	
31.	TOTAL LISTED COSTS PER ACRE	\$	123.64	\$	121.54	ş	124.51	
加州市等等等人的等待的		SATER BAR	succession for each feather confidence.	un ned samu berek	una respecta a partica para per sendra l'Alexa (1911 et di PARRA).	and the second state of the second	oran moderat 1998 tillig Valla (1997)	150777500

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

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1978

Item	S	Average Yield 254 Farms	127 Farms High in Yield	127 Farms Low in Yield
1.	Acres	27.9	31.5	24.3
2.	Yield	5.0	5.9	3.8
3.	Value per Production Unit	\$ 34.66	\$ 35.04	\$ 34.29
4.	Crop Product Return	173.91	208.00	131.23
5.	Other Crop Income	1.08		2.47
6.	TOTAL CROP RETURN	\$ 174.99	\$ 208.00	\$ 133.70
7.	DIRECT COSTS			
8.	Fertilizer	\$ 10.75	\$ 13.52	\$ 7.12
9.	Chemicals	.14	.16	.12
10.	Seed and Other	10.25	11.24	8.97
11.	Special Hired Labor	.39	.54	.21
12.	Custom Work Hired	4.34	5 . 78	2.47
13.	Irrigation Operation			A 10 00
14.	TOTAL DIRECT COSTS	\$ 25.87	\$ 31.24	\$ 18.89
15.	RETURN OVER DIRECT COSTS	\$ 149.12	\$ 176.76	\$ 114.81
16.	ALLOCATED COSTS			
17.	Farm Power and Machinery - Ownership	\$ 28.01	\$ 28.91	\$ 26.83
18.	Farm Power and Machinery - Operation	24.35	25.55	22.80
19.	Irrigation Equipment - Ownership			
20.	Land Costs	67.52	68.13	66.91
21	Miscellaneous Costs	.04		.04
22.	*Interest on Mach. & Equip. Investment		8.53	7.33
23.	TOTAL ALLOCATED COSTS	\$ 127.93	\$ 131.12	\$ 123.91
24.	RETURN OVER ALL LISTED COSTS	\$ 21.19	\$ 45.64	\$ (-9.10)
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	Work Units Assigned per Acre	.60	.60	.60
27.	Power Costs Allocation Factor	\$ 1.00	\$ 1.01	\$.98
28.	Total Listed Cost per Unit of Producti	on 30.64	27.35	37.31
29.	Return Over Listed Costs per Unit	4.23	7.68	(-2.38)
30.	BREAK-EVEN YIELD/UNITS OF PRODUCTION	4.44 T.	4.63 T.	4.16 T
31.	TOTAL LISTED COSTS PER ACRE	\$ 153.80	\$ 162.36	\$ 142.80

^{*}poes not include interest on investment in irrigation equipment or land.

TABLE 10 - CROP DATA FOR CORN SILAGE - 1978

Item	S 10 - CROP LATA FOR CORN SILAGE - 1978	Y	verage ield of 4 Farms	H2	2 Farms igh in Vield	82 Farms Low in Yield
1.	Acres		20.5		18.9	22.0
2.	Yield		18.7		22.1	15.9
3.	Value per Production Unit	\$	15.78	\$	15.80	\$ 15.76
4.	Crop Product Return		295.61		349.42	250.00
5.	Other Crop Income		.29			. 55
6.	TOTAL CROP RETURN	\$	295.90	\$	349.42	\$ 250.55
7.	DIRECT COSTS					
8.	Fertilizer	\$	31.37	\$	31.27	\$ 31.64
9.	Chemicals		12.34		12.80	12.05
10.	Seed and Other		14.78		16.08	13.73
11.	Special Hired Labor					
12.	Custom Work Hired		4.68		6.30	3.27
13.	Irrigation Operation					
14.	TOTAL DIRECT COSTS	\$	63.17	\$	66.45	\$ 60.69
15.	RETURN OVER DIRECT COSTS	\$	232.73	\$	282.97	\$ 189.86
16.	ALLOCATED COSTS					
17.	Farm Power & Machinery - Ownership	\$	28.99	\$	31.38	\$ 表情的表现在是1000年的基础的基础的表现代的。 1911年1月1日
18.	Farm Power & Machinery - Operation		26.36		26.58	26.30
19.	Irrigation Equipment - Ownership					
20.	Land Costs		68.73		68.22	69.23
21.	Miscellaneous Costs					
22.	*Interest on Mach. & Equip. Investment		8.47		9.05	8.01
23.	TOTAL ALLOCATED COSTS	\$	132.55	\$	135.23	\$ 130.62
24.	RETURN OVER ALL LISTED COSTS	\$	100.18	\$	147.74	\$ 59.24
25.	SUPPLEMENTARY MANAGEMENT INFORMATION		10 (10 (10 file))			
26.	Work Units Assigned per Acre		.60		.60	. 60
27.	Power Costs Allocation Factor	\$	1.04	\$		\$
28.	Total Listed Cost per Unit of Production	n	10.45		9.12	12.06
29.	Return Over Listed Costs per Unit		5.35		6.68	3.73
30.	BREAK-EVEN YIELD/UNITS OF PRODUCTION		12.40 T.		12.76 T.	12.14 T.
31.	TOTAL LISTED COSTS PER ACRE	\$	195.72	\$	201.68	\$ 191.31
			erastrikerasilasian isi	averending.		an customical and the control of the

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

TAB	LE 10 - CROP DATA FOR SET ASIDE ACRES - 1978	TILLED	IDLE
		Average	Average
Ite	ins	of 107	of 43
		Farms	Farms
1.	Acres	29.1	23.7
2.	Yield	88.9	79.2
	Value per Production Unit	\$.99	\$.84
4.	Crop Product Return	88.01	66.58
5.	Other Crop Income	.82	.55
6.	TOTAL CROP RETURN	\$ 88.83	\$ 67.13
U.	TOTAL CIOI ILLIUM	T THE	
7.	DIRECT COSTS		
8.	Fertilizer	\$.10	\$
9.	Chemicals	<u>.</u> 14	1.50
10.	Seed and Other	1.37	2.34
11.	Special Hired Labor		
12.	Custom Work Hired		.05
13.	Irrigation Operation		
14.	TOTAL DIRECT COSTS	\$ 1.61	\$ 3.89
15.	RETURN OVER DIRECT COSTS	\$ 87.22	\$ 63.24
16.	ALLOCATED COSTS		
17.	Farm Power and Machinery - Ownership	\$ 8.49	\$ 2.87
18.	Farm Power and Machinery - Operation	.685	2.20
19.	Irrigation Equipment - Ownership		
20.	Land Costs	70.06	57 . 33
$\overline{21}$.	Miscellaneous Costs		
22.	*Interest on Mach. & Equip. Investment	2.26	.75
23.	TOTAL ALLOCATED COSTS	\$ 87.66	\$ 63.15
			a 66
24.	RETURN OVER ALL LISTED COSTS	\$ (44)	\$.09
25.	SUPPLEMENTARY MANAGEMENT INFORMATION		
26.	Work Units Assigned per Acre	.20	.04
27.	Power Costs Allocation Factor	\$.91	\$.84
 28.	Total Listed Cost per Unit of Production	1.00	.76
29.	Return Over Listed Costs per Unit	(01)	.08
30.	BREAK-EVEN YIELD/UNITS OF PRODUCTION	90.17 bu.	79.81 bu.
21	TOTAL LISTED COSTS PER ACRE	\$ 89.27	\$ 67.04
31.	TOTAL PERTEN COSTS LEW WOLF	ب. دن ب	T 7. T

^{*}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 11A through 15B 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.

Supplemental 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 catagory between the crops and livestock; then further allocating the livestock portion to each livestock enterprise on a work unit basis.

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

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

The items listed as Supplementary Management Information 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 - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE* - 1978

Purple P	TABLE	11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERP	RISE*	<u> </u>		<u> </u>		
Thems			A	verage	Hig	hest in	Low	est in
Pounds of Hogs Produced		*		of 106	Retu	rn above	Retu	rn above
Per Cvt. Per Cvt. Per Cvt. Per Cvt.	Items			Farms	Fe	ed Cost	Fe	ed Cost
Per Cvt. Per Cvt. Per Cvt. Per Cvt.			1	10,285	1	01,368		76,012
2. Net Increase in Value of Hogs \$ 50.63 \$ 55.30 \$ 46.18 3. Other Miscellaneous Hog Income 4. TOTAL VALUE PRODUCED \$ 50.63 \$ 55.30 \$ 46.18 5. POUNDS OF FEED FED 303.0 283.1 338.5 7. Small Crain 15.8 14.0 24.5 8. Complete Ration 5.2 1.5 34.8 9. Protein, Salt & Mineral & Milk 82.5 73.5 79.4 10. TOTAL CONCENTRATES 406.5 372.1 477.2 11. Porages 1.8 3.1 1.3 12. FEED COST *** COTAL CONCENTRATES** ** 10.04 \$ 10.1 3.2 13. Grain \$ 11.04 \$ 10.1 3.2 177.4 14. Complete Ration 4.9 1.4 3.23 15. Protein, Salt a Mineral a Milk 10.76 8.30 13.53 16. Forages 0.1 0.76 8.30 13.53 16. Forages 0.1 0.76 8.30 13.53 17. Pasture 2.0 0.1 0.5 0.2		100100 01 11090 11000000						
Other Miscellameous Hog Income	າ໌	Not Increase in Value of Hors						
4. TOTAL VALUE PRODUCED \$ 50.63 \$ 55.30 \$ 46.18 5. POINS OF PEED FED 303.0 283.1 338.5 7. Small Crain 15.8 14.0 24.5 8. Complete Ration 5.2 1.5 34.5 9. Protein, Salt & Mineral & Milk 82.5 73.5 79.4 10. TOTAL CONCENTRATES 406.5 372.1 477.2 11. Forages 1.8 3.1 1.3 12. FEED COST			۲	30.03	7	33.30	т	101110
Second Corn			٠,	E0 63	Ċ	55 30	¢	16 10
6. CCTI 303.0 283.1 338.5 7. Small Crain 15.8 14.0 24.5 8. Camplete Ration 5.2 1.5 34.8 9. Protein, Salt & Mineral & Milk 82.5 73.5 79.4 10. TOTAL CONCENTRATES 466.5 372.1 477.2 11. FORAGES 1.8 3.1 1.3 12. FEED COST 1.8 \$11.04 \$ 10.10 \$ 12.61 14. Complete Ration 9.49 1.14 3.23 15. Protein, Salt & Mineral & Milk 10.76 8.30 13.53 16. FORAGES 0.3 0.55 0.02 17. Pasture 0.01 0.5 0.03 18. TOTAL FEED COSTS \$22.33 \$18.59 \$2.42 19. RETURN OVER FEED COSTS \$22.33 \$18.59 \$2.42 19. RETURN OVER FEED COSTS \$28.30 \$36.71 \$16.76 21. Miscellaneous Livestock Expense 1.147 \$1.66 \$1.69 22. Veterinary Expense 1.61 .65 .59 23. Custom Work 9.2 0.3 0.3 0.5 24. Special Hired Labor 0.8 25.5 \$2.55 \$2.65 \$3.26 25. TOTAL OTHER DIRECT COSTS \$25.75 \$34.06 \$13.50 27. ALIOCATED COSTS 28. EFURN OVER FEED AND DIRECT COSTS \$25.75 \$34.06 \$13.50 27. ALIOCATED COSTS 28. RETURN OVER FEED AND DIRECT COSTS \$25.75 \$34.06 \$13.50 27. ALIOCATED COSTS 28. RETURN OVER FEED AND DIRECT COSTS \$25.75 \$34.06 \$13.50 29. Livestock Equipment Costs \$1.25 \$1.34 \$1.53 29. Livestock Equipment Costs \$1.77 \$1.97 \$2.06 30. Building and Pences \$1.27 \$1.34 \$1.53 31. TOTAL ALIOCATED COSTS \$20.49 \$28.29 \$8.51 32. RETURN OVER ALL LISTED COSTS \$20.49 \$28.29 \$8.51 33. SUPTLEMENTARY MANAGEMENT INFORMATION \$48.75 \$5.26 \$3.77 \$4.99 34. RETURN OVER ALL LISTED COSTS \$1.64 \$1.69 \$3.60 35. Price Received per Cwt. All Animals \$48.07 \$5.113 \$47.63 36. Price Received per Cwt. Sold Mkt. Only \$48.75 \$5.20 \$48.99 37. Number of Fligs Wenned per Litter \$1.00 \$11.0 \$9.99 38. Number of Fligs Wenned per Litter \$1.00 \$11.0 \$9.99 39. Number of Pigs Wenned per Litter \$1.00 \$11.0 \$9.99 39. Number of Pigs Wenned per Litter \$1.00 \$11.0 \$9.99 39. Number of Pigs Wenned per Litter \$1.00 \$11.0 \$9.99 39. Number of Pigs Wenned per Litter \$1.00 \$11.0 \$9.99 39. Number of Pigs Wenned per Litter \$1.00 \$11.0 \$9.99 39. Number of Pigs Wenned per Litter \$1.00 \$11.0 \$9.99 39. Number of Pigs Wenned per Litter \$1.00 \$11.0 \$9.99 39. Number of Pigs Wenned Pigs Bool \$1.50 \$1.00 \$1.00 \$1.00 \$1.00 \$1.00 \$1.00 \$1.00 \$1.00 \$1	4.	TOTAL VALUE PRODUCED	Ą	30.03	Y	22.30	Y	40.10
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28. Power and Machinery Costs \$ 1.25 \$ 1.34 \$ 1.53 29. Livestock Equipment Costs 1.77 1.97 2.06 30. Building and Fences 2.24 2.46 1.40 31. TOTAL ALLOCATED COSTS \$ 5.26 \$ 5.77 \$ 4.99 32. RETURN OVER ALL LISTED COSTS \$ 20.49 \$ 28.29 \$ 8.51 33. SUPPLEMENTARY MANAGEMENT INFORMATION 34. Return for \$100 Feed Fed \$ 226.73 \$ 297.46 \$ 156.96 35. Price Received per Cwt. All Animals 48.07 51.13 47.83 36. Price Received per Cwt. Sold Mkt. Only 48.75 52.02 48.39 37. Number of Litters Farrowed 63 62 35 38. Number of Pigs Born per Litter 10.0 11.0 9.9 39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3 3382 1,586 7,002	26.	RETURN OVER FEED AND DIRECT COSTS	\$	25.75	\$	34.06	\$	13.50
29. Livestock Equipment Costs 30. Building and Fences 31. TOTAL ALLOCATED COSTS 32. RETURN OVER ALL LISTED COSTS 33. SUPPLEMENTARY MANAGEMENT INFORMATION 34. Return for \$100 Feed Fed 35. Price Received per Cwt. All Animals 36. Price Received per Cwt. All Animals 37. Number of Litters Farrowed 38. Number of Pigs Born per Litter 39. Number of Pigs Weaned per Litter 40. Percent Death Loss 41. Average Weight of All Hogs Sold 42. Average Weight of Mtt. Hogs Sold 43. Price per Cwt. Concentrate Fed 44. Price per Cwt. Protein, Salt & Mineral 45. Pounds of Pork Purchased 46. 2.06 46. 1.40 47. 1.97 49. 2.06 41. 1.40 41. 1.97 42. 2.46 43. Price per Cwt. Concentrate Fed 45. Pounds of Pork Purchased 46. 2.24 47. 2.46 48. 2.24 49. 2.46 49. 2.46 41. 1.40 42. 22.49 48.29 49.39 49.40 49.61 49	27.	ALLOCATED COSTS						
30. Building and Fences 31. TOTAL ALLOCATED COSTS \$ 5.26 \$ 5.77 \$ 4.99 32. RETURN OVER ALL LISTED COSTS \$ 20.49 \$ 28.29 \$ 8.51 33. SUPPLEMENTARY MANAGEMENT INFORMATION 34. Return for \$100 Feed Fed \$ 226.73 \$ 297.46 \$ 156.96 35. Price Received per Cwt. All Animals 48.07 51.13 47.83 36. Price Received per Cwt. Sold Mkt. Only 48.75 52.02 48.39 37. Number of Litters Farrowed 63 62 35 38. Number of Pigs Born per Litter 10.0 11.0 9.9 39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 7.002	28.	Power and Machinery Costs	\$		Ş		Ş	
30. Building and Fences 31. TOTAL ALLOCATED COSTS \$ 5.26 \$ 5.77 \$ 4.99 32. RETURN OVER ALL LISTED COSTS \$ 20.49 \$ 28.29 \$ 8.51 33. SUPPLEMENTARY MANAGEMENT INFORMATION 34. Return for \$100 Feed Fed \$ 226.73 \$ 297.46 \$ 156.96 35. Price Received per Cwt. All Animals 48.07 51.13 47.83 36. Price Received per Cwt. Sold Mkt. Only 48.75 52.02 48.39 37. Number of Litters Farrowed 63 62 35 38. Number of Pigs Born per Litter 10.0 11.0 9.9 39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 7.002	29.	Livestock Equipment Costs		1.77				
31. TOTAL ALLOCATED COSTS \$ 5.26 \$ 5.77 \$ 4.99 32. RETURN OVER ALL LISTED COSTS \$ 20.49 \$ 28.29 \$ 8.51 33. SUPPLEMENTARY MANAGEMENT INFORMATION 34. Return for \$100 Feed Fed \$ 226.73 \$ 297.46 \$ 156.96 35. Price Received per Cwt. All Animals 48.07 51.13 47.83 36. Price Received per Cwt. Sold Mkt. Only 48.75 52.02 48.39 37. Number of Litters Farrowed 63 62 35 38. Number of Pigs Born per Litter 10.0 11.0 9.9 39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002		Building and Fences		2.24		2.46		
33. SUPPLEMENTARY MANAGEMENT INFORMATION 34. Return for \$100 Feed Fed \$ 226.73 \$ 297.46 \$ 156.96 35. Price Received per Cwt. All Animals 48.07 51.13 47.83 36. Price Received per Cwt. Sold Mkt. Only 48.75 52.02 48.39 37. Number of Litters Farrowed 63 62 35 38. Number of Pigs Born per Litter 10.0 11.0 9.9 39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002			\$	5.26	\$	5.77	\$	4.99
33. SUPPLEMENTARY MANAGEMENT INFORMATION 34. Return for \$100 Feed Fed \$ 226.73 \$ 297.46 \$ 156.96 35. Price Received per Cwt. All Animals 48.07 51.13 47.83 36. Price Received per Cwt. Sold Mkt. Only 48.75 52.02 48.39 37. Number of Litters Farrowed 63 62 35 38. Number of Pigs Born per Litter 10.0 11.0 9.9 39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002	22	DIMINITAL OVERD ALL LICENCE COCINC	¢	20 49	Ś	28 29	Ś	8.51
34. Return for \$100 Feed Fed \$ 226.73 \$ 297.46 \$ 156.96 35. Price Received per Cwt. All Animals 48.07 51.13 47.83 36. Price Received per Cwt. Sold Mkt. Only 48.75 52.02 48.39 37. Number of Litters Farrowed 63 62 35 38. Number of Pigs Born per Litter 10.0 11.0 9.9 39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002	32.	RETURN OVER ALL LISTED COSTS	Y	20.45	٧	20.25	τ	0 0 0
35. Price Received per Cwt. All Animals 48.07 51.13 47.83 36. Price Received per Cwt. Sold Mkt. Only 48.75 52.02 48.39 37. Number of Litters Farrowed 63 62 35 38. Number of Pigs Born per Litter 10.0 11.0 9.9 39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002	33.	· · ·					,	756.00
36. Price Received per Cwt. Sold Mkt. Only 37. Number of Litters Farrowed 38. Number of Pigs Born per Litter 39. Number of Pigs Weaned per Litter 40. Percent Death Loss 41. Average Weight of All Hogs Sold 42. Average Weight of Mkt. Hogs Sold 43. Price per Cwt. Concentrate Fed 43. Price per Cwt. Concentrate Fed 44. Price per Cwt. Protein, Salt & Mineral 45. Pounds of Pork Purchased 48.39 48.39 52.02 48.39 48.39 52.02 48.39 6.2 35 62 35 8.4 7.7 7.8 8.4 7.7 7.8 8.4 7.7 7.8 8.4 7.7 7.8 8.4 7.7 7.8 8.4 7.7 7.8 8.4 7.7 7.8 8.4 7.7 7.8 8.4 7.7 7.8 8.4 7.7 7.8 8.4 7.7 7.8 8.4 8.4 8.39 8.4 9.9 8.39 8.4 9.9 8.39 8.4 9.9 8.39 9.9 9.9 9.9 9.9 9.9 9.9 9.9 9.9 9.9	34.	Return for \$100 Feed Fed	\$		\$		Ş	
36. Price Received per Cwt. Sold Mkt. Only 48.75 52.02 48.39 37. Number of Litters Farrowed 63 62 35 38. Number of Pigs Born per Litter 10.0 11.0 9.9 39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002	35.	Price Received per Cwt. All Animals		48.07				
37. Number of Litters Farrowed 63 62 35 38. Number of Pigs Born per Litter 10.0 11.0 9.9 39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002		Price Received per Cwt. Sold Mkt. Only		48.75		52.02		
38. Number of Pigs Born per Litter 10.0 11.0 9.9 39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002		-		63		62		35
39. Number of Pigs Weaned per Litter 7.8 8.4 7.7 40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002						11.0		9.9
40. Percent Death Loss 15.4 18.4 12.7 41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002								7.7
41. Average Weight of All Hogs Sold 222.9 189.8 230.9 42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002								
42. Average Weight of Mkt. Hogs Sold 216.4 196.1 218.6 43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002								
43. Price per Cwt. Concentrate Fed \$ 5.48 \$ 4.98 \$ 6.15 44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002								
44. Price per Cwt. Protein, Salt & Mineral \$ 13.04 \$ 11.30 \$ 17.03 45. Pounds of Pork Purchased 3,382 1,586 7,002			ċ		Ċ		Ċ	
45. Pounds of Pork Purchased 3,382 1,586 7,002								
4 20 14 4 27 67			Ą		Ą		ې	
46 90PAL LISTED COSTS PER CWL. PORK PROD. 5 30.14 \$ 27.01 \$ 37.07					ب ے		خ	
TU. TOTAL DIGITAL CONTRACTOR	46.	TOTAL LISTED COSTS PER CWI. PORK PROD.	\$	3U • T 4	Ş	Z/.UI	اخ.	27.07

^{*}Farms included in Table 11A carried out a complete program of farrowing and marketing their own hogs. The feed costs include feed for the breeding herd and market animals.

TABLE 11 B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE* - 1978

TABLE	11 B - COSTS AND RETURNS FROM HOG FINISHING ENT	SRPRISE	5* - 197				
				15	Farms	15	Farms
	Average		Hia	hest in	Lowest in		
			of 76		Return above		ım above
Items			Farms		ed Cost		l Cost
1.				1.6		1.660	
	Average Number of Pigs on Hand	-	239.2	-	271.6		159.8
2.	Pounds of Hogs Produced		102,593		07,964		64,587
3.	Net Increase in Value of Hogs per Cwt.	\$	33.62	\$	39.57	\$	26.43
4.	Other Miscellaneous Hog Income						
5.	TOTAL VALUE PRODUCED	\$	33.62	\$	39.57	\$	26.43
		,		•		•	
6.	POUNDS OF FEED FED	Dor	c Cwt.	Po	r Cwt.	De	er Cwt.
7 .		1 61		10.		1. C	
	Corn		303.6		274.2		367.7
8.	Small Grain		8.1		7.1		11.5
9.	Complete Ration		1.6				
10.	Protein, Salt & Mineral & Milk		78.7		74.4		93.6
11.	TOTAL CONCENTRATES		392.0		355.7		472.8
12.	Forages		1.5				.2
1 2	TERRITO COCIO						
13.	FEED COST	4	70 50	4	0 = 0		70.04
14.	Grains	\$	10.58	\$	9.53	\$	12.94
15.	Complete Ration		.16				
16.	Protein, Salt & Mineral & Milk		9.77		9.40		11.12
17.	Forages		.03				
18.	Pasture		.03		.13		
19.	TOTAL FEED COSTS	\$	20.57	\$	19.06	\$	24.06
1. J.	TOTAL THEN COULD	Y	20.57	7	17.00	٧	24.00
20.	RETURN OVER FEED COSTS	\$	13.05	\$	20.51	\$	2.37
21.	OTHER DIRECT COSTS						
22.	Miscellaneous Livestock Expense	\$.56	\$.39	\$.33
23.	Veterinary Expense		. 30		.08		.12
24.	Custom Work		.36		.35		. 53
25.	Special Hired Labor		• 50				
26.	TOTAL OTHER DIRECT COSTS	\$	1.22	\$.82	\$.98
20.	TOTAL OTTER DIRECT COSTS	ٻ	.1. • 2.2.	Ą	.02	Ą	• 50
27.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$	11.83	\$	19.69	\$	1.39
28.	ALLOCATED COSTS						
29.	Power and Machinery Costs	\$.71	\$. 53	\$.63
30.	Livestock Equipment Costs		1.27		.91		1.13
31.	Building and Fences		1.22		1.69		.99
	-	\$	3.31	c	2.40	\$	2.82
32.	TOTAL ALLOCATED COSTS	Ą	3.3T	Ş	2.40	ሃ	2.02
33.	RETURN OVER ALL LISTED COSTS	\$	8.52	\$	17.29	\$	(-1.43)
34.	SUPPLEMENTARY MANAGEMENT INFORMATION						
35.	Return for \$100 Feed Fed	\$	163.43	\$	207.61	\$	109.85
36.	Price Received Per Cwt.	•	47.60	·	48.95	•	44.81
			220.5		224.6		212.0
37.	Average Weight of Pigs Sold	٠,		ċ		\$	47.22
38.	Average Price Paid per Pig Bought	\$		\$	38.23	Ą	
39.	Average Weight per Pig Bought		41.9		24.2		39.5
40	Number of Pigs Purchased		465		290		320
41.	Number of Pigs Transferred In		171		298		140
42.	Average Weight of Pigs Transferred In		39.8		34.1		36.1
43.	Pounds of Pork Purchased		19,489		7,031		12,627
					2.1		7.0
44.	Percent Death Loss	<u>~</u>	3.5	Ċ		ċ	
45.	Price Per Cwt. Concentrate Fed	\$	5.23	\$	5.32	\$	
46.	Price Per Cwt. Protein, Salt & Mineral Fed		12.41		12.63		11.88
47.	Effective Daily Gain -lbs. per Day per Pig		1.18		1.09		1.11
48.	TOTAL LISTED COST PER CWT. PORK PROD.	\$	25.10	\$	22.28	\$	27.86
	*Farms included in Table 11B either nurchased for			transfer	red home	farrowe	ed pigs

*Farms included in Table 11B either purchased feeder pigs or transferred home farrowed pigs to the finishing lots. Feed costs and returns do not include any breeding herd maintenance costs.

TABLE 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1978

Number of Litters Farrowed Average of 36 Return above Place Retu	TADDI	TIC CODID MAD INTOKAD INOTITIONOCIAN MINISTRA	100 1070		
Number of Litters Farrowed 1				13 Farms	13 Farms
L. Number: of Littlers Farrowed 96			Average	Highest in	Lowest in
L. Number: of Littlers Farrowed 96			of 36	Return above	Return above
Number of Litters Farrowed 96 89 84	T+ems	•			
2. Net Increase in Value of Hoos per litter 389.59 \$ 478.37 \$ 322.99 3. Other Miscellaneous Weaning Pigs Income 4. TOPAL VALUE PRODUCED \$ 389.59 \$ 478.37 \$ 322.99 4. TOPAL VALUE PRODUCED \$ 389.59 \$ 478.37 \$ 322.99 5. POINES OF FRED FED Per Litter 1824.6 1524.5 166.1 6. Corn 1826.6 1524.5 166.1 7. Small Grain 142.2 102.5 166.1 8. Complete Ration 30.6 1.4 15.6 9. Protein, Salt & Mineral, & Milk 622.7 750.8 608.0 10. TOPAL CONCENTRATES 2178.1 2379.2 2100.6 11. Porages 28.3 53.2 12.5 12. FEED COST					
Other Miscellaneous Wearing Pigs Income \$ 389.59 \$ 478.37 \$ 322.99					
TOTAL VALUE PRODUCED			\$ 389.59	\$ 4/8.3/	\$ 322.99
DOUNDS OF FEED FED					
6. COTN 7. Small Grain 142.2 102.5 166.1 8. Complete Ration 9. Protein, Salt 6 Mineral, & Milk 15. Complete Ration 10. TOTAL CONCENTRATES 2178.1 2379.2 2100.6 11. FORAGES 22.83 53.2 12.5 12. FEED COST 13. Grains 14. Complete Ration 15. Expression Salt 8 Mineral 6 Milk 15. Expression Salt 8 Mineral 6 Milk 16. Protein, Salt 8 Mineral 6 Milk 16. Protein, Salt 8 Mineral 6 Milk 17. Protein, Salt 8 Mineral 6 Milk 18. TOTAL FEED COST 18. TOTAL FEED COST 19. RETURN OVER FEED COSTS 10. TOTAL OTHER DIRECT COSTS 10. BUIlding and Fences 10. TOTAL ALLOCATED COSTS 10. TOTAL ALLOCATED COSTS 10. TOTAL OTHER DIRECT COSTS 10. TOTAL ALLOCATED COSTS 10. TOTAL ALLOCATED COSTS 10. TOTAL ALLOCATED COSTS 10. TOTAL OTHER DIRECT COSTS 10. TOTAL ALLOCATED COSTS 10. TOTAL	4.	TOTAL VALUE PRODUCED	\$ 389.59	\$ 478.37	\$ 322.99
6. COTN 7. Small Grain 142.2 102.5 166.1 8. Complete Ration 9. Protein, Salt 6 Mineral, & Milk 15. Complete Ration 10. TOTAL CONCENTRATES 2178.1 2379.2 2100.6 11. FORAGES 22.83 53.2 12.5 12. FEED COST 13. Grains 14. Complete Ration 15. Expression Salt 8 Mineral 6 Milk 15. Expression Salt 8 Mineral 6 Milk 16. Protein, Salt 8 Mineral 6 Milk 16. Protein, Salt 8 Mineral 6 Milk 17. Protein, Salt 8 Mineral 6 Milk 18. TOTAL FEED COST 18. TOTAL FEED COST 19. RETURN OVER FEED COSTS 10. TOTAL OTHER DIRECT COSTS 10. BUIlding and Fences 10. TOTAL ALLOCATED COSTS 10. TOTAL ALLOCATED COSTS 10. TOTAL OTHER DIRECT COSTS 10. TOTAL ALLOCATED COSTS 10. TOTAL ALLOCATED COSTS 10. TOTAL ALLOCATED COSTS 10. TOTAL OTHER DIRECT COSTS 10. TOTAL ALLOCATED COSTS 10. TOTAL					
7. Small Grain 142.2 102.5 166.1 8. Complete Ration 30.6 1.4 15.6 9. Protein, Salt & Mineral, & Milk 622.7 750.8 608.0 10. TOTAL CONCENTRATES 2178.1 2379.2 2100.6 11. FORAGES 28.3 53.2 12.5 11. FORAGES 28.3 53.2 12.5 12. FEED COST	5.	POUNDS OF FEED FED	Per Litter	Per Litter	Per Litter
7. Small Grain 142.2 102.5 166.1 8. Complete Ration 30.6 1.4 15.6 9. Protein, Salt & Mineral, & Milk 622.7 750.8 608.0 10. TOTAL CONCENTRATES 2178.1 2379.2 2100.6 11. FORAGES 28.3 53.2 12.5 11. FORAGES 28.3 53.2 12.5 12. FEED COST	6.	Corn	1382.6	1524.5	1310.9
8. Complete Ration 608.0 10. TOTAL CONCENTRATES 2176.1 2379.2 2100.6 11. FORAGES 28.3 53.2 2100.6 11. FORAGES 28.3 53.2 2100.6 11. FORAGES 28.3 53.2 12.5 12.5 12. FEED COST 28.3 53.2 12.5 12.5 12. FEED COST 28.5 51.99 54.71 \$50.36 12. FEED COST 51.50 \$51.99 \$54.71 \$50.36 12. FORAGE SET SET SET SET SET SET SET SET SET SE					
9. Protein, Salt & Mineral, & Milk 10. TOTAL CONCENTRATES 2178.1 2379.2 2100.6 11. Forages 22.78.3 53.2 12.5 12. FEED COST 22. Sequence of the content of					
10. TOTAL CONCENTRATES 2178.1 2379.2 2100.6					
Percent Perc					
PEED COST	TO.	TOTAL CONCENTRATES	21/8.1	23/9.2	2100.6
PEED COST		_	0.0		70 =
13. Grains \$ 51.99 \$ 54.71 \$ 50.36 14. Complete Ration 2.85 .25 1.50 15. Protein, Salt & Mineral & Milk 84.77 85.20 97.85 16. Forages .48 .94 .15 17. Pasture .71 .70 .1.05 18. TOTAL FEED COSTS \$ 140.80 \$ 141.10 \$ 150.91 19. RETURN OVER FEED COSTS \$ 243.79 \$ 337.27 \$ 172.08 20. OTHER DIRECT COSTS \$ 243.79 \$ 337.27 \$ 172.08 21. Miscellaneous Livestock Expense \$ 15.17 \$ 15.58 \$ 13.70 22. Veterinary Expense 7.81 9.53 9.61 23. Custom Work 1.94 2.49 .49 24. Special Hired Labor .09 .27 .01 25. TOTAL OTHER DIRECT COSTS \$ 25.01 \$ 27.87 \$ 23.81 26. RETURN OVER FEED AND OTHER DIRECT COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALLOCATED COSTS \$ 223.78 \$ 309.40 \$ 148.27 28. Power and Machinery Costs \$ 12.48 \$ 15.57 \$ 11.56 29. Livestock Equipment Costs \$ 20.99 16.58 24.46 30. Building and Fences 22.68 22.22 21.21 31. TOTAL AHLOCATED COST \$ 56.15 \$ 54.37 \$ 57.23 32. RETURN OVER ALL LISTED COSTS \$ 167.63 \$ 255.03 \$ 91.04 33. SUPPLEMENTARY MANAGEMENT INFORMATION \$ 16.50 \$ 147.36 45.67 36. Average Price Received per Animal Sold \$ 77.25 59.54 58.77 37. Average Price per Pig Sold or Transferred 46.51 47.36 45.67 38. Number of Pigs Produced 725 704 576 39. Number of Pigs Weaned per Litter 7.7 8.2 6.9 40. Number of Pigs Weaned per Litter 7.7 8.2 6.9 41. Percent Death Loss 15.78 7.13 7 18.1 42. Price per Cwt. Concentrate Fed \$ 6.41 \$ 5.89 \$ 7.13 43. Price per Cwt. Protein, Salt & Mineral Fed \$ 6.41 \$ 5.89 \$ 7.13 44. Price per Cwt. Protein, Salt & Mineral Fed \$ 6.41 \$ 5.89 \$ 7.13 44. Price per Cwt. Protein, Salt & Mineral Fed \$ 6.41 \$ 5.89 \$ 7.13 44. Price per Cwt. Protein, Salt & Mineral Fed \$ 6.41 \$ 5.69 \$ 21.36 \$ 25.48 44. Price per Cwt. Concentrate Fed	11.	Forages	28.3	53.2	12.5
13. Grains \$ 51.99 \$ 54.71 \$ 50.36 14. Complete Ration 2.85 .25 1.50 15. Protein, Salt & Mineral & Milk 84.77 85.20 97.85 16. Forages .48 .94 .15 17. Pasture .71 .70 .1.05 18. TOTAL FEED COSTS \$ 140.80 \$ 141.10 \$ 150.91 19. RETURN OVER FEED COSTS \$ 243.79 \$ 337.27 \$ 172.08 20. OTHER DIRECT COSTS \$ 243.79 \$ 337.27 \$ 172.08 21. Miscellaneous Livestock Expense \$ 15.17 \$ 15.58 \$ 13.70 22. Veterinary Expense 7.81 9.53 9.61 23. Custom Work 1.94 2.49 .49 24. Special Hired Labor .09 .27 .01 25. TOTAL OTHER DIRECT COSTS \$ 25.01 \$ 27.87 \$ 23.81 26. RETURN OVER FEED AND OTHER DIRECT COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALLOCATED COSTS \$ 223.78 \$ 309.40 \$ 148.27 28. Power and Machinery Costs \$ 12.48 \$ 15.57 \$ 11.56 29. Livestock Equipment Costs \$ 20.99 16.58 24.46 30. Building and Fences 22.68 22.22 21.21 31. TOTAL AHLOCATED COST \$ 56.15 \$ 54.37 \$ 57.23 32. RETURN OVER ALL LISTED COSTS \$ 167.63 \$ 255.03 \$ 91.04 33. SUPPLEMENTARY MANAGEMENT INFORMATION \$ 16.50 \$ 147.36 45.67 36. Average Price Received per Animal Sold \$ 77.25 59.54 58.77 37. Average Price per Pig Sold or Transferred 46.51 47.36 45.67 38. Number of Pigs Produced 725 704 576 39. Number of Pigs Weaned per Litter 7.7 8.2 6.9 40. Number of Pigs Weaned per Litter 7.7 8.2 6.9 41. Percent Death Loss 15.78 7.13 7 18.1 42. Price per Cwt. Concentrate Fed \$ 6.41 \$ 5.89 \$ 7.13 43. Price per Cwt. Protein, Salt & Mineral Fed \$ 6.41 \$ 5.89 \$ 7.13 44. Price per Cwt. Protein, Salt & Mineral Fed \$ 6.41 \$ 5.89 \$ 7.13 44. Price per Cwt. Protein, Salt & Mineral Fed \$ 6.41 \$ 5.89 \$ 7.13 44. Price per Cwt. Protein, Salt & Mineral Fed \$ 6.41 \$ 5.69 \$ 21.36 \$ 25.48 44. Price per Cwt. Concentrate Fed					
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15. Protein, Salt & Mineral & Milk	13.	Grains	\$ 51.99	\$ 54.71	\$ 50.36
15. Protein, Salt & Mineral & Milk	14.	Complete Ration	2.85	.25	1.50
16. Forages .48 .94 .15 17. Pasture .71 1.05 18. TOTAL FEED COSTS \$ 140.80 \$ 141.10 \$ 150.91 19. RETURN OVER FEED COSTS \$ 248.79 \$ 337.27 \$ 172.08 20. OTHER DIRECT COSTS \$ 248.79 \$ 337.27 \$ 172.08 21. Miscellaneous Livestock Expense 7.81 9.53 9.61 22. Veterinary Expense 7.81 9.53 9.61 23. Custom Work 1.94 2.49 .49 24. Special Hired Labor .09 .27 .01 25. TOTAL OTHER DIRECT COSTS \$ 25.01 \$ 27.87 \$ 23.91 26. RETURN OVER FEED AND OTHER DIRECT COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALIOCATED COSTS \$ 223.78 \$ 309.40 \$ 148.27 28. Power and Machinery Costs \$ 12.48 \$ 15.57 \$ 11.56 29. Livestock Equipment Costs \$ 20.99 16.58 <td< td=""><td></td><td></td><td></td><td></td><td></td></td<>					
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20. OTHER DIRECT COSTS 21. Miscellaneous Livestock Expense \$15.17 \$15.58 \$13.70 22. Veterinary Expense 7.81 9.53 9.61 23. Custom Work 1.94 2.49 .49 24. Special Hired Labor .09 .27 .01 25. TOTAL OTHER DIRECT COSTS \$25.01 \$27.87 \$23.81 26. RETURN OVER FEED AND OTHER DIRECT COSTS \$23.78 \$309.40 \$148.27 27. ALLOCATED COSTS \$23.78 \$309.40 \$148.27 27. ALLOCATED COSTS \$223.78 \$309.40 \$148.27 27. ALLOCATED COSTS \$223.78 \$15.57 \$11.56 29. Livestock Equipment Costs \$12.48 \$15.57 \$11.56 29. Livestock Equipment Costs 20.99 16.58 24.46 30. Building and Fences 22.68 22.22 21.21 31. TOTAL ALLOCATED COST \$56.15 \$54.37 \$57.23 32. RETURN OVER ALL LISTED COSTS \$167.63 \$255.03 \$91.04 33. SUPPLEMENTARY MANAGEMENT INFORMATION 34. Return for \$100 Feed Fed \$276.70 \$339.03 \$214.03 35. Average Price Received per Animal Sold 57.25 59.54 58.77 36. Average Price Received per Animal Sold 57.25 59.54 58.77 37. Average Price Received per Animal Sold 57.25 59.54 58.77 38. Number of Pigs Born per Litter 44.51 47.36 45.67 39. Number of Pigs Born per Litter 9.4 9.8 3.9 40. Number of Pigs Born per Litter 9.4 9.8 3.9 40. Number of Pigs Born per Litter 7.7 8.2 6.9 41. Percent Death Loss 15.7 13.7 18.1 42. Price per Cwt. Concentrate Fed \$6.41 \$5.89 \$7.13 43. Price per Cwt. Concentrate Fed \$6.41 \$5.89 \$7.13 44. Price per Cwt. Concentrate Fed \$6.41 \$5.89 \$7.13 44. Price per Cwt. Protein, Salt & Mineral Fed \$6.41 \$5.89 \$7.13 44. Price per Cwt. Protein, Salt & Mineral Fed \$13.60 \$11.34 \$16.09 44. Price per Cwt. Concentrate Fed \$6.41 \$5.89 \$7.13 45. Price per Cwt. Concentrate Fed \$6.41 \$5.89 \$7.13 47. Price per Cwt. Concentrate Fed \$6.41 \$5.89 \$7.13 48. Price per Cwt. Concentrate Fed \$6.41 \$5.89 \$7.13 49. Price per Cwt. Concentrate Fed \$6.41 \$5.89 \$7.13 41. Price per Cwt. Concentrate Fed			4 040 70	4 227 27	d 170 00
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21. Miscellaneous Livestock Expense \$ 15.17 \$ 15.58 \$ 13.70 22. Veterinary Expense 7.81 9.53 9.61 23. Custom Work 1.94 2.49 .49 24. Special Hired Labor .09 .27 .01 25. TOTAL OTHER DIRECT COSTS \$ 25.01 \$ 27.87 \$ 23.81 26. RETURN OVER FEED AND OTHER DIRECT COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALLOCATED COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALLOCATED COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALLOCATED COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALLOCATED COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALLOCATED COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALLOCATED COSTS \$ 12.48 \$ 15.57 \$ 11.56 28. Livestock Equipment Costs \$ 20.99 \$ 16.58 24.46 30. Building and Fences					
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23. Custom Work 1.94 2.49 .49 24. Special Hired Labor .09 .27 .01 25. TOTAL OTHER DIRECT COSTS \$ 25.01 \$ 27.87 \$ 23.81 26. RETURN OVER FEED AND OTHER DIRECT COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALLOCATED COSTS \$ 223.78 \$ 309.40 \$ 148.27 28. Power and Machinery Costs \$ 12.48 \$ 15.57 \$ 11.56 29. Livestock Equipment Costs 20.99 16.58 24.46 30. Building and Fences 22.68 22.22 21.21 31. TOTAL ALLOCATED COST \$ 56.15 \$ 54.37 \$ 57.23 32. RETURN OVER ALL LISTED COSTS \$ 167.63 \$ 255.03 \$ 91.04 33. SUPPLEMENTARY MANACEMENT INFORMATION 34. Return for \$100 Feed Fed \$ 276.70 \$ 339.03 \$ 214.03 35. Average Price Received per Animal Sold 57.25 59.54 58.77 36. Average Price Received for Armsferred 46.51	22.	Veterinary Expense	7.81	9.53	9.61
24. Special Hired Labor .09 .27 .01 25. TOTAL OTHER DIRECT COSTS \$ 25.01 \$ 27.87 \$ 23.81 26. RETURN OVER FEED AND OTHER DIRECT COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALIOCATED COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALIOCATED COSTS \$ 12.48 \$ 15.57 \$ 11.56 28. Power and Machinery Costs \$ 20.99 \$ 16.58 24.46 30. Building and Fences \$ 22.68 22.22 21.21 31. TOTAL ALLOCATED COST \$ 56.15 \$ 54.37 \$ 57.23 32. RETURN OVER ALL LISTED COSTS \$ 167.63 \$ 255.03 \$ 91.04 33. SUPPLEMENTARY MANAGEMENT INFORMATION \$ 276.70 \$ 339.03 \$ 214.03 34. Return for \$100 Feed Fed \$ 276.70 \$ 339.03 \$ 214.03 35. Average Price Received per Animal Sold 57.25 59.54 58.77 36. Average Price per Pig Sold or Transferred 46.51 47.36 45.67 <td>23.</td> <td></td> <td>1.94</td> <td>2.49</td> <td>.49</td>	23.		1.94	2.49	.49
25. TOTAL OTHER DIRECT COSTS \$ 25.01 \$ 27.87 \$ 23.81 26. RETURN OVER FEED AND OTHER DIRECT COSTS \$ 223.78 \$ 309.40 \$ 148.27 27. ALLOCATED COSTS 28. Power and Machinery Costs \$ 12.48 \$ 15.57 \$ 11.56 29. Livestock Equipment Costs 20.99 16.58 24.46 30. Building and Fences 22.68 22.22 21.21 31. TOTAL ALLOCATED COST \$ 56.15 \$ 54.37 \$ 57.23 32. RETURN OVER ALL LISTED COST \$ 167.63 \$ 255.03 \$ 91.04 33. SUPPLEMENTARY MANAGEMENT INFORMATION 34. Return for \$100 Feed Fed \$ 276.70 \$ 339.03 \$ 214.03 35. Average Price Received per Animal Sold 57.25 59.54 58.77 36. Average Price per Pig Sold or Transferred 46.51 47.36 45.67 37. Average Weight per Pig Sold or Transferred 46.51 47.36 45.67 38. Number of Pigs Produced 72.5 704 576 39. Number of Pigs Born per Litter 9.4 9.8 3.9 40. Number of Pigs Born per Litter 7.7 8.2 6.9 41. Percent Death Loss 15.7 13.7 18.1 42. Price per Cwt. Concentrate Fed \$ 6.41 \$ 5.89 \$ 7.13 43. Price per Cwt. Concentrate Fed \$ 13.60 \$ 11.34 \$ 16.09 44. Feed & Supplemental Costs per Pig Produced \$ 21.96 \$ 21.36 \$ 25.48					
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44. Feed & Supplemental Costs per Pig Produced \$ 21.96 \$ 21.36 \$ 25.48					
45. TOTAL LIGITU COSTS FER LITTER 3 2421.30 \$ 245.34 \$ 251.35					
	40.	TOTAL LISTED COSTS PER LITTER	ή 77T•30	y 223.34	γ ΔJT•3J

Farms included in Table 11C produced pigs for sale as feeders. Returns and costs are reported on a per litter basis.

TABLE 11D - COSTS AND RETURNS FROM MIXED HOG ENTERPRISE* - 1978

	TES COSTS TWO INTRODUCED THAT IT WAS TOO ENTER INTO		L970				
				1]	l Farms	13	Farms
			N Trompero		ghest in	Tor	roat in
			Average				est in
		of	E - 34	Ret	turn above	Reti	ırn above
Items			Farms		Feed Cost		eed Cost
	D1						
1.	Pounds of Hogs Produced		84,375		64,305		72,922
		Pe	er Cwt.	Pe	er Cwt.	Pe	er Cwt.
2.	Net Increase in Value of Hogs						
		\$	53.15	\$	66.59	\$	44.07
3.	Other Miscellaneous Hog Income						
4.	TOTAL VALUE PRODUCED	\$	53.15	\$	66.59	\$	44.07
4.	TOTAL VALUE TRODUCED	Ą	22.12	ې	00.39	Ą	44.07
	•						
5.	POUNDS OF FEED FED						
6.	Corn		วาร ว		201 2		202 5
			331.3		291.3		382.5
7.	Small Grain		13.3		9.2		22.3
8.	Complete Ration		95.3		170.2		
9.	Protein, Salt & Mineral & Milk		90.5		100.7		101.2
10.	TOTAL CONCENTRATES		530.4		571.4		506.0
			33011		5,11		500.0
	_						
11.	Forages		.3		1.2		
12.	ETELD COCH						
	FEED COST						
13.	Grains	\$	11.75	\$	10.12	\$	13.58
14.	Complete Ration		.68	•	1.45	7	
15.	Protein, Salt & Mineral & Milk		12.68		12.68		14.24
16.	Forages				.02		
	5						
17.	Pasture		.02		.03		.04
18.	TOTAL FEED COSTS	\$	25.13	\$	24.30	\$	27.86
		•					
19.	RETURN OVER FEED COSTS	\$	28.02	\$	42.29	\$	16.21
		'		•			
0.0							
20.	OTHER DIRECT COSTS						
21.	Miscellaneous Livestock Expense	\$	1.16	\$	1.34	\$	1.18
22.		Ŧ		Τ		~	
	Veterinary Expense		.77		1.16		.78
23.	Custom Work		.32		.40		.28
24.	Special Hired Labor						
		_				_	
25.	TOTAL OTHER DIRECT COSTS	\$	2.25	\$	2.90	\$	2.24
26.	RETURN OVER FEED & OTHER DIRECT COSTS	\$	25.77	\$	39.39	\$	13.97
20.	TELOTIC OVER THE & OTHER DIRECT COOLS	Υ	23.11	Y	37.37	Y	13.71
27.	ALLOCATED COSTS						
28.	Power and Machinery Costs	\$	1.53	\$	1.20	\$	1.98
		Y		ې		Ą	
29.	Livestock Equipment Costs		1.87		2.30		2.43
30.	Building and Fences		1.96		1.14		2.87
31		Ċ.		٠,		Ċ	
J1.	TOTAL ALLOCATED COSTS	\$	5.36	\$	4.64	\$	7.28
32.	RETURN OVER ALL LISTED COSTS	\$	20.41	\$	34.75	\$	6.69
		7	20.12	7	51.75	Ψ.	0.03
33.	SUPPLEMENTARY MANAGEMENT INFORMATION						
34.	Return for \$100 Feed Fed	\$	211.50	¢	274.04	¢	158.19
		Ŷ		Y		Υ	
35.	Price Received per Cwt. All Animals		52.94		66.24		52.41
36.	Price Received per Cwt. Sold Mkt. Only		53.49		69.82		52.81
37.	Number of Litters Farrowed						
			61		83		28
38.	Number of Pigs Born per Litter		8.9		9.1		8.0
39.	Number of Pigs Weaned per Litter		6.9		6.5		6.8
40.	Percent Death Loss		14.2		23.8		5.6
41.	Average Weight of All Hogs Sold		177.6		108.0		195.9
42.	Average Weight of Mkt. Hogs Sold		172.4		93.8		194.3
43.	Price per Cwt. Concentrate Fed	\$	4.73	\$	4.24	\$	5.50
44.	Price per Cwt. Protein, Salt & Mineral	\$	14.01	\$	12.60	\$	14.08
		ပု		Ą		ې	
45.	Pounds of Pork Purchased		6 , 997		2,497		14,018
46.	TOTAL LISTED COSTS PER CWT. PORK PRODUCED	\$	32.74	\$	31.84	\$	37.38

 $[\]mbox{{\it *Farms}}$ included in Table 11D may have bought or sold feeders as well as farrowing and finishing their own.

TABLE 12 - COSTS AND RETURNS FROM DAIRY COWS, COMMERCIAL HERDS - 1978

TABLE	12 - COSTS AND RETURNS FROM DAIRY COWS, COMMERCI	IAL HERDS - 1978		
		Average of 131	26 Farms Highest in Return above	26 Farms Lowest in Return above
Items		Farms	Feed Cost	Feed Cost
1.	Average Number of Cows	39.2	41.7	38.6
	invertige number of cows	Per Cow	Per Cow	Per Cow
2.	Pounds of Milk			
3.	Pounds of Butterfat	12,968	15 , 291	10,483
		461.9	529.3	373.5
4.	Percent of Butterfat in Milk	3.6	3 . 5	3.6
- -	INTERNAL OF DECEMBER			
5.	VALUE OF PRODUCE	d 1 040 67	d 7 400 07	d 000 00
6.	Dairy Products Sold	\$ 1,248.67	\$ 1,499.21	\$ 990.23
7.	Dairy Products Used in Home	4.77	4.32	4.02
8.	Milk Fed to Livestock	8.01	12.01	4.61
9.	Net Increases in Value of Cows	18.52	36.45	(-7.88)
10.	Other Miscellaneous Dairy Income	5.00	7.10	3.39
11.	TOTAL VALUE PRODUCED	\$ 1,284.97	\$ 1,559.09	\$ 994.37
12.	POUNDS OF FEED FED			
13.	Corn	4,830.0	5,454.3	4,756.2
14.	Small Grain	457.0	460.4	405.9
15.	Complete Ration			
16.	Protein, Salt & Mineral	849.1	825.9	839.6
17.	TOTAL CONCENTRATES	6,136.1	6,740.6	6,001.7
18.	Legume Hay	6,789.l	6,893.9	6,735.2
19.	Other Hay & Dry Roughage	362.5	537.7	807.7
20.	Silage	11,603.5	8,462.6	14,701.3
	·			
21.	FEED COSTS			
22.	Grains	\$ 179 . 87	\$ 200.62	\$ 178.78
23.	Complete Ration			
24.	Protein, Salt & Mineral	101.02	91.08	104.74
25.	All Hay & Dry Roughage	121.79	125.59	123.89
26.	Silage	86.53	64.48	100.57
27.	Pasture	3.80	. 62	7.46
28.	TOTAL FEED COSTS	\$ 493.01	\$ 482.39	515.44
		,	•	
29.	RETURN OVER FEED COST	\$ 791.96	\$1,076.70	\$ 478.93
		,		·
30.	OTHER DIRECT COSTS			
31.	Miscellaneous Livestock Expense	\$ 62.35	\$ 67.63	\$ 56.81
32.	Veterinary Expense	23.29	30.79	19.66
33.	Custom Work Hired	35.74	41.56	29.59
34.	Special Hired Labor	2.37	7.60	
35.	TOTAL OTHER DIRECT COSTS	\$ 123.75	\$ 147.58	\$ 106.06
			, ————	,
36.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 668.21	\$ 929.12	\$ 372.87
		, , , , , , , , , , , , , , , , , , , ,	,	,
37.	ALLOCATED COSTS			
38.	Power and Machinery Costs	\$ 60.91	\$ 68.89	\$ 64.91
39.	Livestock Equipment Costs	56.34	55.66	51.75
40.	Building and Fendes	72.74	95.32	61.71
41.	TOTAL ALLOCATED COSTS	\$ 189.99	\$ 219.87	\$ 178.37
	TOTTE THE CONTROL	Ŷ 103 . 33	T 223 007	7 2,000.
42.	RETURN OVER ALL LISTED COSTS	\$ 478.22	\$ 709.25	\$ 194.50
12.	THEORY OVER THE ELECTED COSTS	7 1/0100	7 /05 120	,
43.	SUPPLEMENTARY MANAGEMENT INFORMATION			
44.	Return for \$100 Feed Fed	\$ 260.64	\$ 323.20	\$ 192.92
45.	Feed Cost per Cwt. Milk	3.80	3.15	4.91
46.	Feed Cost per Pound of Butterfat	1.07	.91	1.38
46. 47.		2.11	2.27	1.75
	Pounds of Milk per Pound of Concentrate		\$ 9.92	\$ 9.53
48.	Average Price per Cwt. Milk Sold		2.87	2.68
49.	Average Price per Pound of Butterfat	2.73		
50.	Total Listed Costs per Cwt. Milk Produced	\$ 6.22	\$ 5.56	
51.	Dairy Cow Turnover Percentage	33.2	33.6	33.7
52.	TOTAL LISTED COSTS PER COW	\$ 806.75	\$ 849.84	\$ 799.87

TABLE 12A - COSTS AND RETURNS FROM DAIRY COWS - PUREBRED HERDS - 1978

Items		Average of 4 Farms
1.	Average Number of Cows	34.8
		Per Cow
2.	Pounds of Milk	13,748
3.	Pounds of Butterfat	444.7
4.	Percent of Butterfat in Milk	3.2
5.	VALUE OF PRODUCE	
6.	Dairy Products Sold	\$ 1,363.02
7.	Dairy Products Used in Home	3.30
8.	Milk Fed to Livestock	23.79 40.20
9. 10.	Net Increases in Value of Cows Other Miscellaneous Dairy Income	2.76
11.	TOTAL VALUE PRODUCED	\$ 1,433.07
12.	POUNDS OF FEED FED	
13.	Corn	3,927.2
14.	Small Grain	723.0
15.	Complete Ration	
16.	Protein, Salt & Mineral	1,004.5
17.	TOTAL CONCENTRATES	5,654.7
18.	Legume Hay	7,047.4
19.	Other Hay & Dry Roughage	1465.5
20.	Silage	8,462.6
21.	FEED COSTS	4 150 00
22	Grains	\$ 159.22
23. 24.	Complete Ration Protein, Salt & Mineral	108.10
25.	All Hay & Dry Roughage	135.43
26.	Silage	71.29
27.	Pasture	9.05
28.	TOTAL FEED COSTS	\$ 483.09
29.	RETURN OVER FEED COST	\$ 949.98
30.	OTHER DIRECT COSTS	
31.	Miscellaneous Livestock Expense	\$ 99.54
32.	Veterinary Expense	33.33 40.33
33.	Custom Work Hired Special Hired Labor	40.32
34. 35.	TOTAL OTHER DIRECT COSTS	\$ 173.19
36.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 776 . 79
37.	ALLOCATED COSTS	4 50.00
38.	Power and Machinery Costs	\$ 53.31
39.	Livestock Equipment Costs	42.98 73.61
40. 41.	Building and Fences TOTAL ALLOCATED COSTS	\$ 169.90
41.	TOTAL ALLOCATED COSTS	
42.	RETURN OVER ALL LISTED COSTS	\$ 606.89
43.	SUPPLEMENTARY MANAGEMENT INFORMATION	
44.	Return for \$100 Feed Fed	\$ 296.64
45.	Feed Cost per Cwt. Milk	3.51 1.09
46. 47.	Feed Cost per Pound of Butterfat Pounds of Milk per Pound of Concentrate	2.43
48.	Average Price per Cwt. Milk Sold	10.13
49.	Average Price per Pound of Butterfat	3.13
50.	Total Listed Costs per Cwt. Milk Produced	6.01
51.	Dairy Cow Turnover Percentage	25.9
52.	TOTAL LISTED COSTS PER COW	\$ 826.18

TARLE 13 - COSTS AND RETURNS FROM CHIER DATRY CAPILE. CONTERCIAL & PUREBRED - 1978

TABI	E 13 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE	E, COMMERCIAL & PUR	EBRED - 1978	
Item		Average of - 123 Farms	25 Highest in Return above Feed per Cow	25 Lowest in Return above Feed per Cow
		AC 7	41 2	51.7
1.	Number of Head	46.7	41.3	
		per Cow	per Cow	per Cow
2.	Net Increase in Value	\$ 286.49	\$ 416.42	\$ 177.68
3.	Other Miscellaneous Income		* 47.5.40	à 377 CO
4.	TOTAL INCOME	\$ 286.49	\$ 416.42	\$ 177.68
5.	POUNDS OF FEED FED			
6.	Corn	1,126.1	1,430.8	920.8
7.	Small Grain	208.4	240.1	282.8
8.	Complete Ration	.6		017 0
9.	Protein, Salt & Minerals	177.1	124.6	211.0
10.	Hay & Dry Roughage	2,613.9	2,356.8	2,896.7
11.	Silage	4,515.7	2,527.5	6,086.0
12.	Milk	82.4	40.0	135.0
13.	FEED COST			
14.	Grains	\$ 45.65	\$ 57.36	\$ 41.39
15.	Complete Ration	.21		
16.	Protein, Salt & Minerals	23.23	17.68	23.98
17.	Hay and Dry Roughage	44.30	36.22	49.31
18.	Silage	33.45	17.60	45.13
19.	Milk	7.47	3.78	12.13
20.	Pasture	2.42	3.00	2.24
21.	TOTAL FEED COSTS	\$ 156.73	\$ 135.64	\$ 174.68
22.	RETURN OVER FEED COSTS	\$ 129.76	\$ 280.78	\$ 3.00
23.	OTHER DIRECT COSTS			
24.	Miscellaneous Expense	\$ 6.36	\$ 6.37	\$ 4.56
25.	Veterinary Expense	2.59	2.40	3.17
26.	Custom Work Hired	1.65	1.02	2.01
27.	Special Hired Labor	.15	ć 0.70	.62
28.	TOTAL OTHER DIRECT COSTS	\$ 10.75	\$ 9.79	\$ 10.36
29.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 119.01	\$ 270.99	\$ (-7.36)
30.	ALLOCATED COSTS			
31.	Power and Machinery Costs	\$ 10.60	\$ 9.71	\$ 10.84
32.	Livestock Equipment Costs	9.01	7.19	9.29
33.	Building and Fences	12.66	10.42	11.93
34.	TOTAL ALLOCATED COSTS	\$ 32.27	\$ 27.32	\$ 32.06
35.	RETURN OVER ALL LISTED COSTS	\$ 86.74	\$ 243.67	\$(-39.42)
36.	SUPPLEMENTARY MANAGEMENT INFORMATION			4 767 76
37.	Return for \$100 Feed Fed	\$ 182.80	\$ 307.00	\$ 101.72
38.	Percent Death Loss - Total	9.9	7.7	14.6
39.	Percent Calf Death Loss	19.0	14.3	26.5
40.	TOTAL LISTED COSTS PER HEAD	\$ 199.75	\$ 172.75	\$ 217.10

Table 13 pertains to young dairy cattle only. The high and low averages are based on return above feed cost of the cows for these farms.

TABLE 14 - COSTS AND RETURNS FROM ALL DAIRY CATTLE - 1978

		Average of 135	27 Farms Highest in Return above	27 Farms Lowest in Return above
Ite	ems — — — — — — — — — — — — — — — — — — —	Farms	Feed Cost	Feed Cost
1.	Average Number of Cows	39.0	36.0	41.4
		per Cow	per Cow	per Cow
2.	Value of Dairy Products	\$1,267.13	\$1,511.39	\$1,025.68
3.	Net Increase in Value	355.46	523.53	275.51
4.	Miscellaneous Dairy Income	4.95	3.25	8.43
5.	TOTAL VALUE PRODUCED	\$1,627.54	\$2,038.17	\$1,309.62
6.	POUNDS OF FEED FED			
7.	Grains	6,855.0	8,317.1	6,732.1
8.	Complete Rations	.7		3.2
9.	Protein, Salt & Min., Inc. Milk Equiv.	1,076.9	1,227.5	1,373.5
10.	Hay and Dry Roughage	10,221.5	11,538.5	8,248.2
11.	Silage	16,942.2	15,737.3	20,322.6
12.	FEED COST			
13.	Grains	\$ 233.44	\$ 283.06	\$ 230.34
14.	Complete Rations	.23		1.14
15.	Protein, Salt & Minerals, Inclu. Milk	13 8. 05	150.28	152.92
16.	Hay and Dry Roughage	174.08	194.44	148.91
17.	Silage	126,54	119.03	153.91
18.	Pasture Costs	6.77	7.08	5.14
19.	TOTAL FEED COSTS	\$ 679.11	\$ 753.89	\$ 692.36
20.	RETURN OVER FEED COSTS	\$ 948.43	\$1,284.28	\$ 617.26
21.	OTHER DIRECT COSTS			
22.	Miscellaneous Livestock Expense	\$ 70 . 87	\$ 87.47	\$ 60.22
23.	Veterinary Expense	26.56	37 . 78	23.82
24.	Custom Work	37.87	46.83	30.48
25.	Special Hired Labor	2.49	.86	
26.	TOTAL OTHER DIRECT COSTS	\$ 137.79	\$ 172.94	\$ 114.52
27:	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 810.64	\$1,111.34	\$ 502.74
28.	ALLOCATED COSTS			
29.	Power and Machinery Costs	\$ 72.86	\$ 82.23	\$ 69.39
30.	Livestock Equipment Costs	66.28	75.05	59.52
31.	Building and Fences	87.17	106.50	67.39°
32.	TOTAL ALLOCATED COSTS	\$ 226.31	\$ 263.78	\$ 196.30
33.	RETURN OVER ALL LISTED COSTS	\$ 534.33	\$ 847.56	\$ 306.44
34.	SUPPLEMENTARY MANAGEMENT INFORMATION			
35.	Return for \$100 Feed Fed	\$ 239.66	\$ 270.35	\$ 189.15
36.	TOTAL LISTED COSTS PER COW	\$1,043.21	\$1,190.61	\$1,003.18

Table 14 presents a picture of the costs and returns from the whole dairy herd on a per cow basis. Return above feed cost was the factor used to determine these high and low average farms.

TABLE 15A - BEEF BREEDING CATTLE - 1978

TAB	LE 15A - BEEF BREEDING CATTLE - 1978	Average	6 Highest	6 Lowest
		average of 12	in Return	in Return
Ite	ms	Farms	above Feed	above Feed
1.00				
1.	Average Number of Beef Cows	23.8	20.5	27.2
2.	Average Number of Other Beef Animals & Bulls	16.3	20.1	12.6
3.	Pounds of Beef Produced	7 , 735	11,823	3,648
		per Cow	per Cow	per Cow
4.	Net Increase in Value	\$ 384.33	\$ 555.22	\$ 254.15
5.	Other Miscellaneous Beef Income		,	
6.	TOTAL VALUE PRODUCED	\$ 384.33	\$ 555,22	\$ 254.15
7.	POUNDS OF FEED FED			
8.	Grain	662.9	981.3	420.6
9.	Protein, Salt and Mineral	148.5	181.6	123.0
10.	Legume Hay	2,567.2	3,141.5	2,125.0
11.	Other Hay and Dry Roughage	975.5	910.6	1,020.8
12.	Silage	3,928.6	6,991.9	1,605.4
12.	Silage	3,720.0	0,551.5	1,005.1
13.	FEED COST	ė 00 A0	ė ገር ገግ	\$ 14.26
14.	Grain	\$ 23.40	\$ 35.37	·
15.	Protein, Salt and Mineral	13.11	15.32	11.36
16.	Legume Hay	46.72	59.56	36.91
17.	Other Hay and Dry Roughage	5.34	3.17	6.99
18.	Silage	28.49	50.15	12.06
19.	Pasture	8.32	6.10	9.93
20.	TOTAL FEED COSTS	\$ 125.38	\$ 169.67	\$ 91.51
21.	RETURN OVER FEED COST	\$ 258.95	\$ 385.55	\$ 162.64
22.	OTHER DIRECT COSTS			
23.	Miscellaneous Livestock Expense	\$ 14.71	\$ 25.07	\$ 6.84
24.	Veterinary Expense	4.12	7.37	1.65
25.	Custom Work	4.79	8.05	2.23
26.	Special Hired Labor			
27.	TOTAL OTHER DIRECT COSTS	\$ 23.62	\$ 40.49	\$ 10.77
28.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 235.33	\$ 345.06	\$ 151.87
29.	ALLOCATED COSTS			
30.	Power and Machinery Costs	\$ 19.15	\$ 22.64	\$ 16.47
31.	Livestock Equipment Costs	29.89	27.37	31.38
32.	Building and Fences	38.21	59.93	22.35
33.	TOTAL ALLOCATED COSTS	\$ 87.25	\$ 109.94	\$ 70.20
34.	RETURN OVER ALL LISTED COSTS	\$ 148.08	\$ 235.12	\$ 81.67
35.	SUPPLEMENTARY MANAGEMENT INFORMATION			
36.	Return for \$100 Feed Fed	\$ 306.53	\$ 327.26	\$ 277.74
37.	Price per Cwt. Sold	45.19	47.26	43.55
38.	Price per Cwt. Calves Sold or Trans.	54.74	52.23	58.14
39.	Average Weight per Head Sold	713.3	877.2	620.3
40.	Average Weight per Calf Sold or Trans.	466.3	745.5	322.5
41.	Percent Death Loss	6.3	3.4	7.1
42.	Percent Calf Crop	100.0	117.6	90.0
	TOTAL LISTED COSTS PER COW	\$ 236.25	\$ 320.10	\$ 172.48
43.	TOTAL PISTED COSTS REK COM	ر۵۰۵۵ ب	hoof brooding bo	

Table 15A includes only those farms with ten or more cows in the beef breeding herd. Net increase in value includes the value of calves whether sold or transferred to the feed lot.

TABLE 15B - COST AND RETURNS FROM FEEDER CATTLE - 1978

TADL	E 13D - COST AND RETORD FROM THE 1370		Average	18	Highest	18	Lowest
			of 90		n Return		Return
Item			Farms		ve Feed		ve Feed
1.	Average Number of Beef Feeders	· · · · · · · · · · · · · · · · · · ·	84.6	- 4000	50.3		56.5
	Pounds of Beef Produced		55,437		29,229		36,403
2.	Pounds of Beef Produced	,	per Cwt.	~	per Cwt.	~	er Cwt.
_		-	-		90.54	\$	50.39
3.	Net Increase in Value of Animals	\$	64.31	\$	90.54	ې	20.29
4.	Other Miscellaneous Beef Income		64 07	4	00 54	ب	FO 30
5.	TOTAL VALUE PRODUCED	\$	64.31	\$	90.54	\$	50.39
6.	POUNDS OF FEED FED						
7.	Grain		576.9		629.1		560.3
8.	Protein, Salt and Mineral		49.0		43.2		55.4
9.	Legume Hay		147.7		161.6		160.8
10.	Other Hay and Dry Roughage		48.7		14.1		141.8
11.	Silage		937.7		592.5	- -	1,614.9
12.	FEED COST						
13.	Grain	\$	19.80	\$	22.62	\$	19.11
14.	Protein, Salt and Mineral	Y	5.17	T	4.39	,	6.65
	·		2.58		2.72		3.01
15.	Legume Hay		.60		.15		.95
16.	Other Hay and Dry Roughage		7.53		4.89		13.09
17.	Silage		7.33		4.05		13.03
18.	Pasture	_	25 60	ė.	24 77	ب	42.81
19.	TOTAL FEED COST	\$	35.68	\$	34.77	\$	42.OT
20.	RETURN OVER FEED COST	\$	28.63	\$	55.77	\$	7.58
21.	OTHER DIRECT COSTS						
22.	Miscellaneous Livestock Expense	\$.89	\$	1.39	\$	1.01
23.	Veterinary Expense		.99		1.23		.47
24.	Custom Work Hired		1.48		3.54		.60
25.	Special Hired Labor						
26.	TOTAL OTHER DIRECT COSTS	\$	3.36	\$	6.16	\$	2.08
27.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$	25.27	\$	49.61	\$	5.50
28.	ALLOCATED COSTS						
29.	Power and Machinery Costs	\$	1.30	\$	1.38	\$	1.98
30.	Livestock Equipment Costs	•	1.92	•	2.46		2.14
31.	Buildings and Fences		1.72		2.67		2.47
32.	TOTAL ALLOCATED COSTS	\$	4.94	\$	6.51	\$	6.59
32.	TOTAL ALLOCATED CODES	٧					
33.	RETURN OVER ALL LISTED COSTS	\$	20.33	\$	43.10	\$	(-1.09)
34.	SUPPLEMENTARY MANAGEMENT INFORMATION						
35.	Return for \$100 Feed Fed	\$	180.23	\$	260.40	\$	117.72
36.	Price per Cwt. Sold		50.86		54.23		47.14
37.	Average Weight per Head Sold		1,020.4		1,020.5		1,059.3
38.	Price per Cwt. Bought	\$	61.76	\$	62.55	\$	67.16
39.	Average Weight per Head Bought	,	558.7		564.1		474.2
40.	Number of Head Bought		121		84		71
40.	Percent Death Loss		1.9		1.3		2.1
41. 42.	Effective Daily Gain-lbs. per head per Day		1.80		1.59		1.77
	TOTAL LISTED COST PER CWI. PRODUCED	\$	43.98	\$	47.44	\$	51.48
43.	TOTAL TIPIED COST EER CMI. ELDDOCED	۲ 		т		· · · · · · · · · · · · · · · · · · ·	

Farms producing more than 5,000 pounds of beef from a cattle feeding enterprise are included in Table 15B. The figures presented are calculated from the annual record; thus inventories as well as purchases and sales are included in the production and cost figures.

TABLE 16A - SHEEP - FARM, COMMERCIAL AND PUREBRED - 1978

TAB	LE 16A - SHEEP - FARM, COMMERCIAL AND PUREBRED - 1	978 Average		
Ite	Items		7 Highest in Return above Feed	7 Lowest in Return above Feed
1.	Average Number of Ewes	Farms 46.7	49.3	44.1
2.	Pounds of Lamb and Mutton Produced	4,821		
3.	Pounds of Wool Produced	316	6,033 422	3,608
J •.	rodids or woor froduced	210	422	210
		per Ewe	per Ewe	per Ewe
4.	VALUE OF PRODUCE			
5.	Wool	\$ 6.19	\$ 7.08	\$ 5.19
6.	Net Increase in Value of Animals	56.62	72.94	38.37
7.	Other Miscellaneous Sheep Income	50.02	72.54	30.37
8.	TOTAL VALUE PRODUCED	\$ 62.81	\$ 80.02	\$ 43.56
		γ 02:01	φ 00.02	Ψ 15.50
9.	POUNDS OF FEED FED			
10.	Grain	327.8	364.3	287.1
11.	Protein, Salt and Mineral	81.0	40.8	125.9
12.	Legume Hay	744.0	767.9	717.2
13.	Other Hay and Dry Roughage	9.2		19.4
14.	Silage	78.0	86.9	68.0
1 C	FIGURE COCK			
15. 16.	FEED COST Grain	ė 11 co	ė 10.70	00.05
17.		\$ 11.52 9.10	\$ 12.70	\$ 10.20
18.	Protein, Salt and Mineral Legume Hay	13.36	7.14	11.32 12.97
19.	Other Hay and Dry Roughage	.09	13.71	
20.	Silage	.09 .71	.87	.20 .54
21.	Pasture	.09	•0/	.16
22.	TOTAL FEED COSTS	\$ 34.87	\$ 34.42	\$ 35.39
23.	RETURN OVER FEED COSTS	\$ 27.94		
43.	RETURN OVER FEED COSTS	\$ 27.94	\$ 45.60	\$ 8.17
24.	OTHER DIRECT COSTS			
25.	Miscellaneous Livestock Expense	\$ 3.04	\$ 3.35	\$ 2.68
26.	Veterinary Expense	2.06	2.60	1.43
27.	Custom Work	1.41	1.62	1.16
28.	Special Hired Labor			
29.	TOTAL OTHER DIRECT COSTS	\$ 6.51	\$ 7.57	\$ 5.27
30.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 21.43	\$ 38.03	\$ 2.90
31.	ALLOCATED COSTS			
32.	Power and Machinery Costs	\$ 7.31	\$ 9.52	\$ 4.48
33.	Livestock Equipment Costs	10.93	16.68	4.54
34.	Building and Fences	10.35	14.70	5.40
35.	TOTAL ALLOCATED COSTS	\$ 28.59	\$ 40.90	\$ 14.42
36.	RETURN OVER ALL LISTED COSTS	\$ (-7.16)	\$ (-2.87)	\$(-11.52)
37.	SUPPLEMENTARY MANAGEMENT INFORMATION			
38.	Return for \$100 Feed Fed	\$ 180.16	\$ 232.47	\$ 123.06
39.	Price per Cwt. Lamb and Mutton Sold	57.62	56.58	63.76
40.	Price per Cwt. Lamb Sold or Transferred	62.03	61.00	63.76
41.	Average Weight of Lambs Sold or Transferred	98.3	103.0	94.2
42.	Pounds of Wool per Sheep Sheared	9.0	8.4	10.5
43.	Number of Ewes Kept for Lambing	32	35	30
44.	Percent Lamb Crop	171.9	194.3	136.7
45.	Percent Death Loss	10.7	9.0	14.1
46.	TOTAL LISTED COSTS PER EWE	\$ 69.97	\$ 82.89	\$ 55.08
10.	TOTTE TIPLES CODED THE THE	7 00.01	γ 02.00	γ 33.00

AVERAGE PRICES FOR FARM GROWN FEEDS

Grain

Corn	\$ 1.90	Per	Bu.
Oats	1.15	Per	Bu.

Hay

Alfalfa	\$ 35.00	Per	Ton
Other Legume Hay	30.00	Per	Ton
Wild Hay	25.00	Per	Ton

Other Roughages

Corn Silage	\$ 15.00	Per	Ton
Grass Silage	12.00	Per	Ton
Legume Haylage	17.50	Per	Ton
Straw	.35	Per	Bale

OTHER NON-CASH COSTS

Unpaid Family Labor	\$500.00 Per Month (25 days per Month)
Board Furnished Hired Labor	\$ 3.00 - 5.00 Per Day
Second Operator's Labor	\$ 10,000 Per Year
Interest on Farm Capital	7 Percent
Milk Used in Home	\$.205 Per Quart

EXPLANATION OF WORK UNITS AND ANIMAL 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.

NUMBER OF WORK UNITS FOR EACH CLASS OF LIVESTOCK & EACH ACRE OF CROP

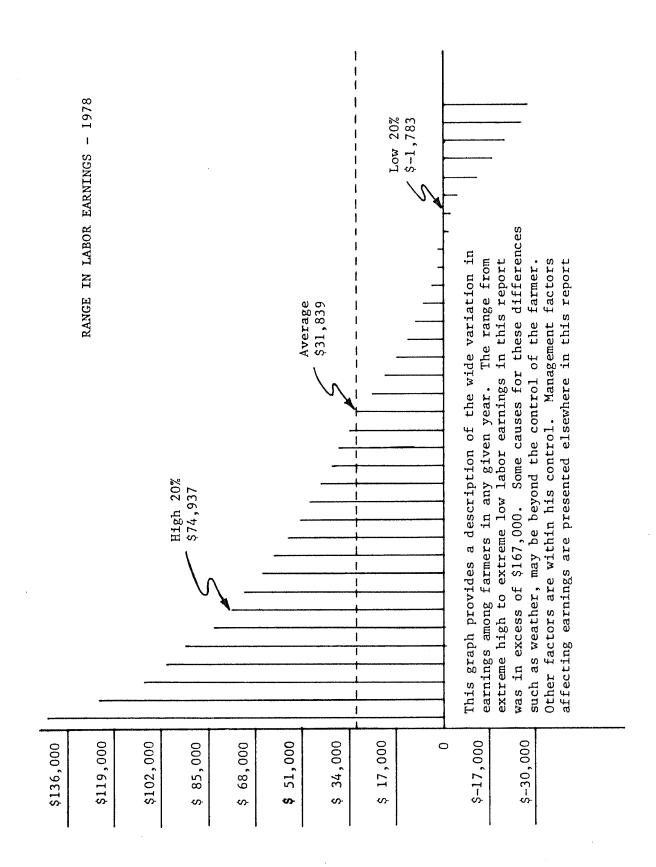
	No. of		No. of Work
Item	Work Units	Item	Units/Acre
Dairy Cow	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2/head*	Canning Peas	.40/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeders	.12/cwt.	Canning Corn	.50/acre
Hogs - Complete	.12/cwt.	Corn for Grain	.55/acre
Hogs - Finishing	.06/cwt.	Soybeans	.45/acre
Hogs - Weaning Pigs	1.4/litter	Corn and Cane Silage	.60/acre
Sheep - Farm Flock	.60/head	Alfalfa Hay	.60/acre
Lambs - Feeder	.30/cwt.	Other Legume and Mixed Hay	.40/acre
Chickens - Laying Flock	5.0/100	Tame Grass Hay	.30/acre
Broilers	.20/cwt.	Annual Hay	.40/acre
Turkeys - Laying Flock	25.0/100	Legume and Grass Silage	.40/acre
Turkey Poults	.12/cwt.	Legume and Grass Seed	.50/acre
Labor off the Farm	1.0/\$25	Summer Fallow Tilled	.20/acre
		Wild Hay	.20/acre
		Diverted Acres	.20/acre

"Animal units" indicate density of livestock on a farm. Feed Requirement is the basis for assigning unit value to the various classes of livestock as follows:

Dairy Cow	1.0 unit per cow
Other Dairy Cattle	.5 unit per head
Beef Breeding Cows and Bulls	.8 unit per cow
Other Beef Breeding	.3 unit per head
Feeder Steers and Heifers	1.0 unit per head
Hogs (swine over 6 months old)	.4 unit per hog
Pigs (swine less than 6 months old)	.2 unit per pig
Sheep (6 months or older)	.143 unit per head
Lambs (under 6 months)	.071 unit per head
Laying Hens	.005 unit per head
Broilers	.003 unit per head

- 40 -SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Items	*************	1973		1974		1975		1976		1977
Number of Records Average Labor Earnings Total Farm Sales Total Cash Operating Expense	\$ \$ \$	589 48,438 79,418 45,366	\$ \$ \$	644 29,955 104,976 51,906	\$ \$ \$	720 9,200 93,278 51,822	\$ \$ \$	671 16,283 100,892 53,017	\$ \$ \$	567 22,265 100,344 56,633
RETURN ABOVE FEED COST PER: Dairy Cow Cwt. Feeder Cattle Prod. Cwt. Hogs Produced	\$ \$ \$	381.63 12.00 23.24	\$ \$ \$	330.11 (-24.07) 7.91	\$ \$ \$	272.31 15.04 24.67		493.45 (-5.23) 12.96	\$ \$ \$	574.64 5.45 18.66
FEED COST PER: Dairy Cow Cwt. Feeder Cattle Prod. Cwt. Hogs Produced	\$ \$ \$	372.73 26.87 19.92	\$ \$ \$	602.97 51.85 25.99	\$ \$ \$	597.96 42.77 25.71	\$ \$ \$	618.18 39.30 24.86	\$ \$ \$	540.91 36.23 23.82
MISC. LIVESTOCK INFORMATION Number of Dairy Cows Pounds of Feeder Cattle Prod. Pounds of Hogs Produced Pounds of Butterfat per Cow		33.7 62,138 89,167 424.1		36.6 62,303 105,969 478.2		36.8 56,099 102,480 433.8		38.1 44,279 117,361 453.2		38.5 49,920 131,159 470.6
PRICE RECEIVED PER: Pound Butterfat in Milk Cwt. Fat Cattle Cwt. Hogs Sold	\$ \$ \$	1.75 43.05 40.34	\$ \$ \$	2.00 41.23 34.99	\$ \$ \$	2.11 41.28 47.75	\$ \$ \$	2.49 36.87 42.42	\$ \$ \$	2.45 38.08 40.10
PRICE OF FEED Corn, Bushel Oats, Bushel Alfalfa Hay, Ton Corn Silage, Ton	\$ \$ \$ \$	1.65 .87 25.00 12.00	\$ \$ \$ \$	3.23 1.62 60.00 19.75	\$ \$ \$	2.65 1.50 65.00 18.50	\$ \$ \$	2.40 1.50 80.00 18.00	\$ \$ \$ \$	2.00 1.00 50.00 17.00
ACRES PER FARM Total Tillable Land Total Acres in Farm		308.6 347.5		336.3 375.9		320.2 359.1		315.6 349.7		320.5 355.2
YIELDS PER ACRE Canning Peas Oats, Bushel Corn Grain, Bushel Sweet Corn Soybeans, Bushel Corn Silage, Ton Alfalfa Hay, Ton	\$	109.08 74.5 111.2 84.74 38.1 16.2 4.2	\$	177.04 74.7 83.4 172.47 26.9 14.4 4.2	\$	150.14 68.3 89.1 164.17 32.4 13.7 4.4	\$	141.32 61.9 82.9 154.05 32.7 11.2 3.0	\$	195.10 86.4 121.3 171.51 43.6 17.8 4.8



SETTING GOALS

One of the primary aims of the farm management education program is to assist farmers in reaching their farm and family goals. Clarifying their ideas as to what they really want is a very important step in improving the farm business and as a result improve family living.

Sitting down as an operator or husband and wife and putting these wants in writing is done in one of the early classes in the adult farm management education program.

Planning goals is not easy. All members of a family may not agree on what goals are most important. The family may have to give serious thought and discussion to the goals they choose so that all members of the family can benefit from the farming business. Not all goals are related to farm income. Some very important goals for a family may be in the area of social, community, family, church and educational activities.

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

On the next page is an example of the written goals of one family for the coming year. The following year, these goals will be reviewed, evaluated and probably changed or expanded to fit the ever changing needs and desires of the family.

Date 2-10-78

WHAT DOES YOUR FAMILY WANT

Name John Jones Family

	Address Anywhere, Minnesota		
	One of the steps for improving the farm and home be what is wanted. You may know of things you have we it takes considerable thought and discussion among upon what is most important and which things come write down your goals for this year and for the fundamental order of priority.	vanted as a family, but g family members to agre first. As a family,	
		This year	Later
	FOR A PROFITABLE FARM BUSINESS:		
6	Buy a new tractor to replace old John Deere A	Х	
1	Raise the production of the dairy herd by 500 lbs milk per cow.	X	
8	Raise the production of the dairy herd from 11000 lbs. to 15000 lbs. per cow in 10 yrs.		Х
2	Increase hay yield by 1 ton/acre in 3 yrs.	X	X
	FOR SATISFYING LIVING:		
5	Install kitchen cabinets	Х	
10	Build new family room on west side of house.	X	
11	Paint exterior of home.	X	
12	Landscape yard.		Х
	FOR DEVELOPMENT OF FAMILY MEMBERS:		
9	Provide opportunity for son, Dave, to attend college in two years.		X
7	Provide money for Dad to attend National Convention for a week this winter.	X	
4	Provide time and money for Dan to attend camp this summer.	X .	
	FOR LONG-TERM FINANCIAL SECURITY:		
3	Improve net worth by 20%/year.	Х	X

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