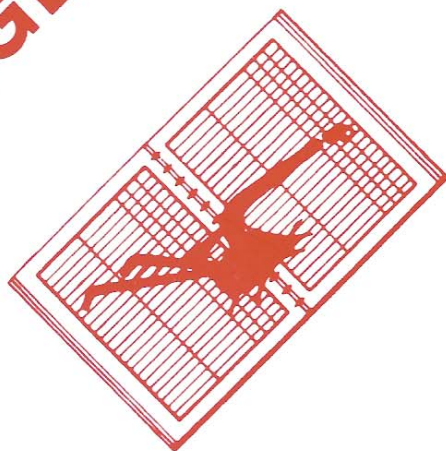


FARM BUSINESS MANAGEMENT



**1979 Annual Report
Northeast and East Central Minnesota
Report No. 24
April, 1980**

**AN ADULT
EDUCATIONAL
PROGRAM**

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

1979 REPORT OF THE VOCATIONAL AGRICULTURE FARM MANAGEMENT
PROGRAM IN NORTHEASTERN AND EAST CENTRAL MINNESOTA
William E. Guelker
Area Vo-Ag Program Coordinator

TABLE OF CONTENTS

<u>TABLE NO.</u>		<u>PAGE NO.</u>
	COLOR CODE EXPLANATION	1
	INTRODUCTION	2 & 3
1	FARM INVENTORIES	4, 5 & 6
2A	FARM EARNINGS FOR WHOLE FARM RECEIPTS	7
2B	FARM EARNINGS FOR WHOLE FARM EXPENSE	8
3	ENTERPRISE EARNINGS STATEMENT	9
4	HOUSEHOLD EXPENSE	10
5	NET WORTH STATEMENT	11 & 12
6A	OPERATOR'S SHARE OF CASH RECEIPTS	13
6B	OPERATOR'S SHARE OF CASH EXPENSE	14
	EXPLANATION OF WORK UNITS & AVERAGE PRICES	15
8	MEASURES OF FARM ORGANIZATION AND EFFICIENCY	16 & 17
	THERMOMETER CHART	18
	RANGE IN LABOR EARNINGS	19
	LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS	20
9	CROP PRODUCTION STATISTICS	21
10	CROP ANALYSIS, EXPLANATION	22
	SPRING BARLEY	23
	OATS FOR FEED	24
	RYE	25
	SPRING WHEAT	26
	CORN FOR GRAIN	27
	CORN FOR GRAIN (IRRIGATED)	28
	SOYBEANS	29
	SUNFLOWERS	30
	ALFALFA HAY	31
	ALFALFA HAY (IRRIGATED)	32
	MEDIUM RED CLOVER HAY	33
	TILLABLE GRASS HAY	34
	LEGUME-GRASS MIXED HAY	35
	LEGUME-GRASS SILAGE	36
	GRAIN SILAGE	37
	corn & sorghum silage	38
	CORN & SORGHUM (IRRIGATED)	39
	COST & RETURNS FROM LIVESTOCK ENTERPRISES	40
11A	HOGS, FARROW, FINISH, GENERAL	41
11C	COSTS AND RETURNS FROM PRODUCING WEANING PIGS	42
12	DAIRY COWS	43
13	OTHER DAIRY	44
14	ALL DAIRY & DUAL PURPOSE CATTLE	45
15A	BEEF BREEDING CATTLE (WHOLE HERD)	46
15B	BEEF FEEDERS (FEEDLOT)	47
16A	SHEEP FARM FLOCK	48
	SUMMARY OF FARM EARNINGS (1976-79)	49
	"CAPSULE" OF DATA: 1976-79	50
	SETTING GOALS	51
	WHAT DOES YOUR FAMILY WANT	52
	MONEY SPENT BY THE AVERAGE AREA FARMER	53

COLOR CODE EXPLANATION

This farm management summary is color coded for your convenience. Each color refers to a specific area.

WHITE.....	INTRODUCTION & MISCELLANEOUS INFORMATION
GOLDENROD.....	WHOLE FARM tables include both the landlord and the operator's inventory income and expenses.
BLUE.....	OPERATOR'S tables include inventories, income and expenses for the operator only. All landlord information is excluded from these tables.
GREEN.....	CROP tables include the information for all crops grown on whole farm basis.
PINK.....	LIVESTOCK tables includes the information for all livestock enterprises and is listed on a whole farm basis.

INTRODUCTION

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

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

For a cost of about \$54.00, the farmer receives a computerized depreciation schedule, and a very complete enterprise analysis of his farming operation. In addition he will be working with a Farm Management Instructor who teaches him basic accounting procedures and helps him to budget, interpret his analysis, and plan his operation and his credit needs. The "Ag Man" also helps him keep up with the latest agricultural developments. In short, the "Ag Man" helps the farmer to get the most out of his farm and himself..

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

The Staples Area Vocational-Technical Institute, in cooperation with the Vocational Division of the Minnesota State Department of Education and the University of Minnesota Agricultural Education Department is charged with the responsibility for operation and maintenance of the Vocational Agriculture Farm Management Program in Northeastern & East Central Minnesota. This 1979 report represents the twenty-fourth annual report for most of this area.

The report and analysis of records were completed under the direction of William E. Guelker, Area VoAg Coordinator at the Staples Area Vocational-Technical Institute. Clerical assistance was provided by Lorraine Anderson, Estelle Anderson, Alice Hogberg, Marge Carr and Vikki Wartner. In addition some Ag Instructors completed their own Data Forms with local secretarial help.

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

Cooperating agencies were represented by: Mr. Odell Bardusen, Mr. David McCullough, Mr. Robert M. Madson and Mr. Paul Day of the Vocational Division, State Department of Education, and Dr. Edgar Persons and Dr. Paul Marilyn of the Agriculture Education Department of the University of Minnesota.

SOURCE OF FARM RECORD ANALYSIS FOR 1979 FARM BUSINESS
SUMMARIES FOR THE NORTHEASTERN & EAST CENTRAL MINNESOTA AREA

<u>Class Location</u>	<u>Instructor</u>	<u>Percent of Time</u>		<u>Records Processed</u>
		<u>Adults</u>	<u>Veterans</u>	
Aitkin	Russell Ruud		100	7
Bagley	Ken Ostlund	100		30
Bagley	Bill Wendlandt		100	16
Barnum	Tom Hassett		100	18
Bemidji	Steve Ziegler		100	18
Bemidji	Jim Sackett	100		24
Brainerd	Bill Gould		50	7
Brainerd	Tom Harper	100		13
Cherry	Jim Takala	50		13
Eagle Bend	Larry Dellald		100	13
Foley	Vernon Yetzer	100		12
Foley	Kenneth Johnson		100	19
Little Falls	Wallace Payne		100	22
Little Falls	Arthur Tonn		100	14
Long Prairie	Robert Johnson	80		26
Long Prairie	Lloyd Laine		100	17
Milaca	John R. Larson	100		33
Osakis	Leland Wilken	75		27
Park Rapids	Mendell Francis		100	13
Pierz	Ben Jorgenson	100		31
Pine City	Arvid Anderson	100		20
Pine City	Ray Collen		100	12
Princeton	Wes Wankel	50	50	30
Sebeka	Bert Winger	80		13
Sebeka	Cliff Gustafson		100	12
Staples	Don Eikmeier		50	5
Staples	DelRay Lecy	100		12
Staples	Len Haley	100		16
Wadena	William Fischer		100	7
Woodland Center	Robert Anderson	100		35
Woodland Center	Bill Ladwig	100		30
Willow River	E. B. Prachar	50		15
TOTAL				574

Records this year for the 16th time were analyzed by electronic data processing with the work being done by Specialized Data Systems at Madison, Wisconsin.

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1979 (WHOLE FARM)

		<u>Average of 254 Farms</u>	
1.	SIZE OF FARM - TOTAL ACRES	334.7	
2.	- TILLABLE ACRES	197.3	
3.	WORK UNITS-CROPS	98.00	
4.	-LIVESTOCK	261.10	
5.	-OTHER	14.18	
6.	TOTAL SIZE OF BUSINESS IN WORK UNITS	373.28	
7.	NUMBER OF WORKERS	1.45	
8.	FARM CAPITAL INVESTMENT PER WORKER	\$ 114651	
		<u>JAN 1</u>	<u>DEC 31</u>
9.	PRODUCTIVE LIVESTOCK		
10.	DAIRY COWS	19195	22038
11.	OTHER DAIRY CATTLE	10373	14002
12.	BEEF BREEDING CATTLE	3740	5325
13.	BEEF FEEDER CATTLE	804	983
14.	HOGS	2111	2247
15.	SHEEP (INCLUDING FEEDERS) & GOATS	48	62
16.	POULTRY - ALL TYPES	4	3
17.	OTHER LIVESTOCK	53	36
18.	TOTAL PRODUCTIVE LIVESTOCK	\$ 36328	44697 *
19.	CROP, SEED & FEED	12950	14878
20.	POWER, MACHINERY & EQUIPMENT		
21.	AUTO & TRUCK (FARM SHARE)	1756	2145
22.	POWER & MACHINERY	18275	22107
23.	IRRIGATION EQUIPMENT	2246	2174
24.	CUSTOM WORK EQUIPMENT	95	132
25.	LIVESTOCK EQUIPMENT	5514	7898
26.	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 27886	34456 *
27.	LAND	45467	47307
28.	BUILDINGS-FENCES-ETC.	24016	31096
29.	TOTAL FARM CAPITAL	\$ 146647	172433 *
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 25787 *

Table 1 lists the categories of farm capital for the average of 254 farms and for the 51 most profitable and 51 least profitable farms. These averages include the landlords share of the investment for rental farms.

Livestock, Crops, Seed and Feed reflect a conservative market price at the time the inventory is taken.

Machinery, equipment, and building values reflect cost less depreciation.

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1979

		Most Profitable Farms 51 High	
		<u>JAN 1</u>	<u>DEC 31</u>
1	SIZE OF FARM - TOTAL ACRES	444.6	
2	- TILLABLE ACRES	270.8	
3	WORK UNITS - CROPS	131.02	
4	- LIVESTOCK	448.68	
5	- OTHER	10.34	
6	TOTAL SIZE OF BUSINESS IN WORK UNITS	590.04	
7	NUMBER OF WORKERS	1.72	
8	FARM CAPITAL INVESTMENT PER WORKER	\$ 151031	
9	PRODUCTIVE LIVESTOCK		
10	DAIRY COWS	34663	40280
11	OTHER DAIRY CATTLE	22067	29950
12	BEEF BREEDING CATTLE	2367	4587
13	BEEF FEEDER CATTLE	287	253
14	HOGS	496	1074
15	SHEEP (INCLUDING FEEDERS) & GOATS		
16	POULTRY -ALL TYPES	5	3
17	OTHER LIVESTOCK		
18	TOTAL PRODUCTIVE LIVESTOCK	\$ 59884	76147 *
19	CROP, SEED & FEED	20951	27011
20	POWER, MACHINERY & EQUIPMENT		
21	AUTO & TRUCK (FARM SHARE)	2042	2675
22	POWER & MACHINERY	28455	34084
23	IRRIGATION EQUIPMENT	107	100
24	CUSTOM WORK EQUIPMENT		
25	LIVESTOCK EQUIPMENT	7752	11412
26	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 38356	48271 *
27	LAND	62506	67176
28	BUILDINGS-FENCES-ETC.	34206	42950
29	TOTAL FARM CAPITAL	\$ 215904	261554 *
30	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 45650 *

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

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

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1979

		Least Profitable Farms	
		51 Low	
1	SIZE OF FARM - TOTAL ACRES	298.7	
2	- TILLABLE ACRES	189.9	
3	WORK UNITS - CROPS	85.10	
4	- LIVESTOCK	146.72	
5	- OTHER	11.24	
6	TOTAL SIZE OF BUSINESS IN WORK UNITS	243.06	
7	NUMBER OF WORKERS	1.31	
8	FARM CAPITAL INVESTMENT PER WORKER	\$ 113084	
		<u>JAN 1</u>	<u>DEC 31</u>
9	PRODUCTIVE LIVESTOCK		
10	DAIRY COWS	8643	9279
11	OTHER DAIRY CATTLE	3875	5358
12	BEEF BREEDING CATTLE	4220	6468
13	BEEF FEEDER CATTLE	1040	1577
14	HOGS	4649	4177
15	SHEEP (INCLUDING FEEDERS) & GOATS	28	54
16	POULTRY - ALL TYPES	10	1
17	OTHER LIVESTOCK	265	180
18	TOTAL PRODUCTIVE LIVESTOCK	\$ 22730	27094 *
19	CROP, SEED & FEED	9706	10083
20	POWER, MACHINERY & EQUIPMENT		
21	AUTO & TRUCK (FARM SHARE)	1584	1810
22	POWER & MACHINERY	15543	19336
23	IRRIGATION EQUIPMENT	5236	4743
24	CUSTOM WORK EQUIPMENT		
25	LIVESTOCK EQUIPMENT	3190	4897
26	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 25553	30786 *
27	LAND	49803	49901
28	BUILDINGS-FENCES-ETC.	25565	29461
29	TOTAL FARM CAPITAL	\$133356	147324 *
30	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 13968 *

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1979

	Average of 254 Farms	51 Farm High	51 Farm Low
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	4598	9081	2470
3 DAIRY PRODUCTS	37990	75106	12888
4 OTHER DAIRY CATTLE	3146	6039	1184
5 BEEF BREEDING CATTLE	3585	200	2832
6 BEEF FEEDER CATTLE	1552	347	3808
7 HOGS COMPLETE & MIXED	1059	271	902
8 HOGS FINISHING	311	443	1072
9 HOGS PRODUCING WEANING PIGS	2571	551	6355
10 SHEEP, GOATS & WOOL, FARM FLOCK	53		63
11 SHEEP & WOOL, FEEDER LAMBS			
12 CHICKENS (INCLUDING HENS & BROILERS)	1		
13 TURKEYS			
14 EGGS	4	15	
15 OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	20		88
16 OTHER MISCELLANEOUS LIVESTOCK INCOME	15	1	
17 TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$54905	92054	31663 *
18 SALE OF CROPS			
19 WHEAT	246		867
19A DURUM			
20 OTHER SMALL GRAINS	520	503	606
21 CORN	1809	1376	2864
22 SOYBEANS	212	259	232
22A SUNFLOWERS	286	32	1238
23 OTHER ROW CROPS	164		815
24 LEGUMES & OTHER FORAGE	387	142	716
25 GRASS SEED			
26 FRUITS AND NUTS			
27 VEGETABLE ROADSIDE MARKET & SPECIALTY			
28 NURSERY, TIM. ER & OTHER	119	22	
29 SET ASIDE ACRES-GOVERNMENT PAYMENTS	12		39
30 TOTAL SALES FROM CROPS	\$ 3753 *	2333 *	7377 *
31 CAPITAL ASSETS SOLD	484	274	904
32 GAS TAX REFURN	91	112	86
33 INCOME FROM WORK OFF THE FARM	823	611	600
34 CUSTOM WORK ENTERPRISE INCOME	59		
35 PATRONAGE REFUNDS	605	984	263
36 MISCELLANEOUS FARM INCOME	1214	877	749
37 TOTAL FARM SALES	\$61934*	97245*	41641 *
38 INCREASE IN FARM CAPITAL	25787	45650	13968
39 FAMILY LIVING FROM THE FARM	8888	1285	529
40 TOTAL FARM RECEIPTS (37)+(38)+(39)	88609	144181	56138

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

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1979

	Average of 254 Farms	51 Farms High	51 Farms Low
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	2110	754	2756
3 OTHER DAIRY CATTLE	633	807	319
4 BEEF BREEDING CATTLE	2855	116	3047
5 BEEF FEEDER CATTLE	684		2590
6 HOGS COMPLETE & MIXED	213	360	322
7 HOGS FINISHING	180	176	713
8 HOGS PRODUCING WEANING PIGS	227	91	352
9 SHEEP & GOATS	9		42
10 SHEEP, FEEDER LAMBS			
11 CHICKENS (INCLUDING HENS & BROILERS)	1		2
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK	6		27
14 MISCELLANEOUS LIVESTOCK EXPENSE	2392	4083	1383
15 FEED BOUGHT	9438	13724	8576
16 FERTILIZER	2757	3868	2841
17 CHEMICALS	644	997	555
18 OTHER CROP EXPENSE	1651	2119	1893
19 IRRIGATION OPERATION COSTS	62		164
20 CUSTOM WORK ENTER. OPR. COSTS, INC. LABOR	16		
21 CUSTOM WORK HIRED	2101	2902	1821
22 REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT	557	835	358
23 REPAIR & UPKEEP OF FARM REAL ESTATE	690	978	553
24 GAS, OIL & GREASE BOUGHT (FARM SHARE)	2639	3451	2604
25 REPAIR & OPR. OF MACH., TRACTOR, & AUTO.	2534	3389	2546
26 REPAIR & UPKEEP OF IRRIGATION EQUIPMENT	20		8
27 REPAIRS, - CUSTOM WORK ENTERPRISE	2		
28 WAGES OF HIRED LABOR	1522	2767	1089
29 PERSONAL PROPERTY & REAL ESTATE TAXES	716	1082	501
30 GENERAL FARM EXPENSE	1068	1270	1008
31 TELEPHONE EXPENSE (FARM SHARE)	197	177	204
32 ELECTRICITY EXPENSE (FARM SHARE)	1063	1392	799
33 TOTAL CASH OPERATING EXPENSE	\$36989 *	45336 *	37027 *
34 POWER, CROP & GEN. MACH. BOUGHT (FARM SHARE)	9036	13229	8230
35 IRRIGATION EQUIPMENT BOUGHT	133		42
36 CUSTOM WORK EQUIPMENT BOUGHT			
37 LIVESTOCK EQUIPMENT BOUGHT	3466	5020	2501
38 NEW REAL ESTATE & IMPROVEMENT	11726	15882	9019
39 TOTAL FARM PURCHASES (33) THRU (38)	61350 *	79468 *	56864 *
40 DECREASE IN FARM CAPITAL			
41 INTEREST ON FARM CAPITAL	11168	16711	9824
42 UNPAID FAMILY LABOR	845	710	960
43 LABOR CHARGE FOR PARTNERS & OTHER OPR.	284	403	
44 BOARD FURNISHED HIRED LABOR	82	152	130
54 TOTAL FARM EXPENSE (39) THRU (44)	\$74604 *	97629 *	70477 *
46 *RET. OPR. LAB & MGT.-SGL OPR (WF)(2A/40)-(45)	14880 *	46737 *	(-11641)*
47 NUMBER OF OPERATORS	1	1	1
48 FULL TIME OPERATOR EQUIVALENTS	1.08	1.27	1.00
49 RET. TO OPR. LABOR & MGT/FULL TIME OPR EQUIV	14693	39938	(-11258)

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

TABLE 3 - ENTERPRISE STATEMENT - 1979

	Average of 254 Farms	51 Farms High	51 Farms Low
1 RETURNS & NET INCREASES			
2 PRODUCTIVE LIVESTOCK			
3 DAIRY COWS	\$ 38202	76990	11674
4 OTHER DAIRY CATTLE	12481	27181	4369
5 BEEF BREEDING CATTLE	2726	2305	2844
6 FEEDER CATTLE	711	260	1052
7 HOGS, COMPLETE & MIXED	1175	580	1098
8 HOG FINISHING ENTERPRISE	185	154	752
9 PRODUCING WEANING PIGS	2159	511	4710
10 SHEEP & GOATS	57		47
11 SHEEP, FEEDER LAMBS			
12 CHICKENS (INCLUDING HENS & BROILERS)	8	14	2
13 TURKEYS			
14 OTHER PRODUCTIVE LIVESTOCK			
15 TOTAL ALL PRODUCTIVE LIVESTOCK	57702 *	107997 *	26524 *
16 VALUE OF FEED FED TO LIVESTOCK	23413	38377	15192
17 RETURN OVER FEED FROM LIVESTOCK	34289	69620	11332
18 CROP SEED & FEED	14082	25362	8778
19 COOPERATIVE PATRONAGE REFUNDS	605	984	263
20 MISCELLANEOUS FARM INCOME	1214	877	749
21 CUSTOM WORK ENTERPRISE	77		
22 TOTAL RETURNS & NET INCREASES	50268	96844	21123
23 EXPENSES & NET DECREASES			
24 TRUCK & AUTO (FARM SHARE)	2308	2525	2178
25 TRACTORS & CROP MACHINERY	8392	12655	7324
26 IRRIGATION EQUIPMENT	225	6	543
27 ELECTRICITY	1063	1392	799
28 LIVESTOCK EQUIPMENT	1610	2276	1139
29 BUILDINGS, FENCES & TILING	3417	3396	5578
30 BARE LAND	14	9	
31 MISCELLANEOUS LIVESTOCK EXPENSE	2392	4083	1383
32 LABOR	2534	4123	2287
33 LABOR CHARGE FOR OTHER OPERATOR(S)	284	403	
34 PROPERTY TAX	716	1082	501
35 GENREAL FARM EXPENSE & TELEPHONE	1265	1447	1212
36 INTEREST ON FARM CAPITAL	11168	16711	9824
37 TOTAL EXPENSES & NET DECREASES	35389 *	50106 *	32763 *
38 RETURN TO OPERATORS LABOR & MANAGEMENT	14880	46737	(-11641)
39 NUMBER OF FARM OPERATORS	1	1	1

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

TABLE 4 - HOUSEHOLD EXPENSE - 1979

		Average of 129 Farms	21 Farms High	21 Farms Low
1	NUMBER OF PERSONS - FAMILY	4	4	4
2	NUMBER OF ADULT EQUIVALENT - FAMILY	3.1	3.6	2.8
3	CHURCH & WELFARE	\$ 405	588	475
4	MEDICAL CARE & HELATH INSURANCE	1332	2036	1663
5	FOOD & MEALS BOUGHT	2823	3031	2728
6	OPERATING EXPENSE & SUPPLIES	859	1330	841
7	FURNISHINGS & EQUIPMENT	755	867	684
8	CLOTHING & CLOTHING MATERIALS	660	934	709
9	PERSONAL CARE, PERSONAL SPENDING	399	457	399
10	EDUCATION	219	234	164
11	RECREATION	450	555	641
12	GIFTS & SPECIAL EVENTS	432	679	443
13	PERSONAL SHARE TRUCK & AUTO EXPENSE	487	482	568
14	OPERATOR SHARE UPKEEP ON DWELLING	393	469	306
14A	CASH RENT (PERSONAL)	57		
15	PERSONAL SHARE TELEPHONE & ELECT. EXP.	462	487	494
15A	PERSONAL SHARE-GENERAL FARM EXPENSE	48	61	20
16	TOTAL CASH LIVING EXPENSE	\$ 9783	12211	10136
17	PERSONAL SHARE NEW TRUCK & AUTO	249	344	364
18	NEW DWELLING BOUGHT	2093	895	1700
19	TAXES & OTHER DEDUCTIONS	1067	2794	776
20	LIFE INSURANCE & OTHER SAVINGS & INVEST.	760	2089	389
21	TOTAL HOUSEHOLD & PERSONAL(16) THRU (20)	13951	18333	13365
22	TOTAL FAMILY LIVING FROM THE FARM (33)	824	899	618
23	TOTAL CASH & NON-CASH EXPENSES(21)+(22)	14775	19231	13983
FAMILY LIVING FROM THE FARM				
25				
26	MILK & CREAM (QUARTS)			
27	BEEF & BUFFALO (POUNDS)			
28	PORK (POUNDS)			
29	LAMB, MUTTON, GOAT (POUNDS)			
30	POULTRY, ALL FOWL (POUNDS)			
31	EGGS (DOZEN)			
32	VEGETABLES, FRUITS, SPUDS, OTHER PRODUCE & FUEL			
33	TOTAL FAMILY LIVING FROM THE FARM	\$ 824	899	618

The household and personal expenses and receipts presented in Table 4 are for those farms with complete accounts. These farmers spent an average of \$1163 per month for family living in addition to the food, fuel, and housing furnished by the farm.

TABLE 5 - NET WORTH STATEMENT -- OPERATOR - 1979
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

		Average of 248 Farms	
		JAN 1	DEC 31
1	TOTAL PRODUCTIVE LIVESTOCK	34413	42720
2	CROP, SEED & FEED	12379	14188
3	TOTAL POWER, MACHINERY & EQUIPMENT	26748	32993
4	LAND (ACRES OWNED 261.7) (TILLABLE 131.0)	37921	39663
5	BUILDINGS, FENCES, ETC.	21982	29154
6	TOTAL FARM CAPITAL	\$ 133443	158718 *
7	NON-FARM ASSETS	8947	9561
7A	CASH ON HAND & IN BANK	1854	2076
8	DWELLING	12626	14686
9	TOTAL ASSETS	\$ 156870	185043 *
10	REAL ESTATE MORTGAGES	39806	49916
11	CHattel MORTGAGES	23512	30628
12	NOTES	5937	7045
13	ACCOUNTS PAYABLE	3079	3454
14	TOTAL LIABILITIES	\$ 72333	91043 *
15	FARMERS NET WORTH	84537	94000 *
16	GAIN (OR LOSS) IN NET WORTH		\$ 9462 *

17	SUPPLEMENTARY MANAGEMENT INFORMATION		
18	RETURN TO OPERATORS LABOR & MGMT. (6B/47)	13622	
19	RETURN TO CAP. & FAMILY LABOR (6B/48)	18651	
20	NON-FARM INCOME		
21	OUTSIDE INVESTMENT INCOME	553	
22	OTHER PERSONAL INC. & INC. TAX REFUND	3046	
22A	SALE OF (P.S.) DWELLING, AUTO & TRUCK	173	
23	TOTAL NON-FARM INCOME	3772	
24	TOTAL FAMILY FARM & NON-FARM INCOME	22423	
25	TOTAL MONEY BORROWED	36383	
26	TOTAL PAID ON DEBT (PRINCIPAL)	18611	
27	TOTAL HOUSEHOLD & PERS CASH/NON-CASH EXP(4/23)	11000	
28	RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S.)	.845	
		JAN 1	DEC 31
29	RATIO: TOTAL ASSETS TO LIABILITIES	2.169	2.032
30	RATIO: NON-REAL ESTATE-ASSETS TO LIAB.	2.593	2.469
31	RATIO: REAL ESTATE ASSETS TO LIAB	1.822	1.673
32	RATIO: NET WORTH TO TOTAL LIAB.	1.169	1.032
33	*RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES(O.S.)		.739
34	RATIO: TOTAL FARM RECPTS TO AVE FARM CAP (W.F.)		.557
35	RATIO: TOTAL FARM RECPTS TO AVE FARM CAP (O.S.)		.588
* ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS			

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

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

TABLE 5 - NET WORTH STATEMENT--OPERATOR - 1979 (Continued)
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

	51 FARMS HIGH		51 FARMS LOW	
	JAN 1	DEC 31	JAN 1	DEC 31
1 TOTAL PRODUCTIVE LIVESTOCK	\$ 57122	73639	22781	27174
2 CROP, SEED & FEED	19569	25038	9815	10225
3 TOTAL POWER, MACHINERY & EQUIPMENT	37570	48936	26327	31229
4 LAND(ACRES OWNED 360.7)(TILLABLE 186.5)	52021	57104	42741	42839
5 BUILDINGS, FENCES, ETC.	29921	40629	24619	29106
6 TOTAL FARM CAPITAL	\$ 196203	245347	126284	140572
7 NON-FARM ASSETS	8961	9811	10464	11609
7A CASH ON HAND & IN BANK	2632	2673	929	2902
8 DWELLING	13791	15225	14421	15817
9 TOTAL ASSETS	\$ 221586	273055	152097	170901
10 REAL ESTATE MORTGAGES	45253	57010	43452	57620
11 CHATTEL MORTGAGES	22645	30686	22940	33378
12 NOTES	6620	8111	5738	6268
13 ACCOUNTS PAYABLE	3896	3446	3106	3493
14 TOTAL LIABILITIES	78413	99253	75236	100759
15 FARMERS NET WORTH	143173	173802	76861	70142
16 GAIN OR LOSS IN NET WORTH		30629		(- 6719)

17 SUPPLEMENTARY MANAGEMENT INFORMATION				
18 RET. TO OPR. LABOR & MGT (6B/47)	43101		(-11965)	
19 RET TO CEP & FAMILY LABOR (6B/48)	52310		(-7930)	
20 NON-FARM INCOME				
21 OUTSIDE INVESTMENT INCOME	347		1217	
22 OTHER PER INC & INC TAX REFUND	740		6815	
22A SALE OF (P.S.) DWELLING, AUTO & TRUCK	14		12	
23 TOTAL NON-FARM INCOME	1101		8044	
24 TOTAL FAMILY & NON-FARM INC.	53411		114	
25 TOTAL MONEY BORROWED	40510		48991	
26 TOTAL PAID ON DEBT (PRINCIPAL)	20099		25344	
27 TOTAL HOUSEHOLD & PERS CASH/NON-CASH EXP(4/23)	12848		9617	
28 TATIO: TOTAL FARM EXP TO RECEIPTS(O.S.)	.703		1.200	
29 RATIO: TOTAL-ASSETS TO LIAB.	JAN 1 2.826	DEC 31 2.751	JAN 1 2.022	DEC 31 1.696
30 RATIO: NON-REAL ESTATE-ASSETS TO LIAB.	3.795	3.790	2.212	1.927
31 RATIO: REAL ESTATE-ASSETS TO LIAB.	2.116	1.981	1.882	1.523
32 RATIO: NET WORTH TO TOTAL LIAB.	1.826	1.751	1.022	.696
33*RATIO: CASH OPER EXP TO ADJ TOTAL FARM SALES (O.S.)	.576		(O.S.)	1.079
34 RATIO: TOTAL FARM RECPTS TO AVE FARM CAP(W.F.)	.625		(W.F.)	.425
35 RATIO: TOTAL FARM RECPTS TO AVE FARM CAP (O.S.)	.650		(O.S.)	.447

* ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS

The ratio of Assets to Liabilities (Line 29) indicates the degree of solvency at the beginning and end of the year. This is often referred to as the "Net Capital Ratio". It answers the question, "How many dollars of total assets do I have to cover each dollar of debt?"

The ratio of Expense to Sales (Line 33) is a way of expressing the so-called margin. It answers the question, "How many cents does it cost me to take in \$1.00?"

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1979

	Average of 254 Farms	51 Farms High	51 Farms Low
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 4413	8697	2417
3 DAIRY PRODUCTS	36420	71933	12473
4 OTHER DAIRY CATTLE	3030	6165	1145
5 BEEF BREEDING CATTLE	3559	200	3916
6 BEEF FEEDER CATTLE	1538	347	3732
7 HOGS COMPLETE & MIXED	1030	448	610
8 HOGS FINISHING	311	443	1072
9 HOGS PRODUCING WEANING PIGS	2560	453	6767
10 SHEEP, GOATS & WOOL, FARM FLOCK	53		63
11 SHEEP & WOOL, FEEDER LAMBS			
12 CHICKENS (INCLUDING HENS & BROILERS)	1		
13 TURKEYS			
14 EGGS	4	15	
15 OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	20		88
16 OTHER MISCELLANEOUS LIVESTOCK INC	15	1	
17 TOTAL SALES OF PRODUCTIVE LIVESTOCK	52953	88704	32283
18 SALE OF CROPS			
19 WHEAT	235		816
19A DURUM			
20 OTHER SMALL GRAIN	481	314	750
21 CORN	1692	1183	2812
22 SOYBEANS	198	191	172
22A SUNFLOWERS	280		1202
23 OTHER ROW CROPS	164		815
24 LEGUMES & OTHER ROUGHAGE	321	152	686
25 GRASS SEED			
26 FRUITS & NUTS			
27 VEG, ROADSIDE MARKET & SPECIALTY			
28 NURSERY, TIMBER & OTHER	119	22	
29 SET ASIDE ACRES - GOVT PAYMENTS	12		39
30 TOTAL SALES FROM CROPS	\$ 3500	1862	7292
31 CAPITAL ASSETS SOLD	476	243	904
32 GAS TAX REFUND	89	104	75
33 INCOME FROM WORK OFF THE FARM	819	586	604
34 CUSTOM WORK ENTERPRISE INCOME	59		
35 PATRONAGE REFUNDS	600	1046	234
36 MISCELLANEOUS FARM INCOME	1211	958	858
37 TOTAL FARM SALES	59707	93502	42250
38 INCREASE IN FARM CAPITAL	26390	49688	16988
39 FAMILY LIVING FROM THE FARM	888	1252	451
40 TOTAL FARM RECEIPTS(37)+(38)+(39)	86984	144442	59689
41 ADJUSTED TOTAL FARM SALES (37)-(31)	59231	93259	41346
42 TOTAL CASH FARM OPERATING EXP	43472	53170	44628
43 NET CASH OPERATING INCOME	15759	40090	(-3281)

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 & 6A are the same.

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1979

	Average of 254 Farms	51 Farms High	51 Farms Low
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	2062	571	2756
3 OTHER DAIRY CATTLE	599	649	307
4 BEEF BREEDING CATTLE	2852	116	2972
5 BEEF FEEDER CATTLE	682		2590
6 HOGS COMPLETE	212	348	308
7 HOGS FINISHING	179	171	713
8 HOGS PRODUCING WEANING PIGS	226	48	628
9 SHEEP, FARM FLOCK	9		42
10 SHEEP, FEEDER LAMBS			
11 CHICKENS	1		2
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK	6		27
14 MISCELLANEOUS LIVESTOCK EXPENSE	2327	4089	1333
15 FEED BOUGHT	9202	13765	8539
16 FERTILIZER	2712	3856	2872
17 CHEMICALS	628	949	576
18 OTHER CROP EXPENSE	1612	2056	1908
19 IRRIGATION OPERATION COST	62		164
20 CUSTOM WORK OPR COSTS, INC LABOR	16		
21 CUSTOM WORK HIRED	2045	2936	1865
22 REPAIR & UPKEEP OF LIVESTOCK EQUIP	550	867	351
23 REPAIR & UPKEEP OF FARM REAL ESTATE	675	997	541
24 GAS, OIL, GREASE BOUGHT (FARM SHARE)	2567	3217	2624
25 REPAIR & OPER OF MACH, TRACTOR, TRUCK & AUTO(F.S.)	2463	3208	2585
26 REPAIR & UPKEEP OF IRRIGATION EQUIP	20		8
27 REPAIRS, CUSTOM WORK ENTERPRISE	2		
28 WAGES OF HIRED LABOR	1517	2798	1120
29 PERS PROPERTY & REAL ESTATE TAXES	643	1034	448
30 CASH RENT	1224	1647	1023
31 GENERAL FARM EXPENSES	1051	1296	1044
32 TELEPHONE EXPENSE (FARM SHARE)	192	184	201
33 ELECTRICITY EXPENSE (FARM SHARE)	1027	1351	800
34 INTEREST EXPENSE	6108	7016	6282
35 TOTAL CASH OPERATING EXPENSE	\$ 43472	53170	44628
36 POWER, CROP & GEN MACH BOUGHT(FARM SHARE)	8634	13592	8048
37 IRRIGATION EQUIPMENT BOUGHT	133		42
38 CUSTOM WORK ENTERPRISE EQUIP BOUGHT			
39 LIVESTOCK EQUIPMENT BOUGHT	3451	6136	2464
40 NEW REAL ESTATE & IMPROVEMENTS	11703	18820	9607
41 TOTAL FARM PURCHASES(35) THRU (40)	\$ 67393	91717	64790
42 DECREASE IN FARM CAPITAL	882	382	2699
43 INTEREST ON FARM CAPITAL (EQUITY)	4184	8488	3058
44 UNPAID FAMILY LABOR	845	721	977
45 BOARD FURNISHED HIRED LABOR	58	33	131
46 TOTAL FARM EXPENSE (41) THRU (45)	\$ 73362	101341	71654
47 RETURN TO OPR LABOR & MGT(O.S.)(6A/40)-(46)	13622	43101	(-11965)
48*RET TO CAP & FAMILY LABOR (47)+(44)+(43)	18651	52310	(-7930)

*Return to Capital and Family Labor represents the amount available for debt services, living expense, and savings.

EXPLANATION OF WORK UNITS

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

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

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

HARVEST PRICES OF HOME GROWN FEED AND OTHER PRICES USED IN 1979 REPORT

SMALL GRAIN & CORN

Corn	\$2.10/bu.
Oats	1.00/bu.
Soybeans	5.95/bu.
Wheat	3.75/bu.
Rye	2.20/bu.
Barley (Feed)	1.65/bu.
Potatoes	2.40/bu. (\$4.00/cwt)

PASTURE PER HEAD PER MONTH

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

ROUGHAGES

Alfalfa Hay	\$35.00/ton
O. Leg & Mix	25.00/ton
Wild Annual & Tame	15.00/ton
Corn Silage	12.00/ton
Oatlage	12.00/ton
Haylage	18.00/ton
Straw	35.00/ton (.50¢/bale)
Cornstover	7.00/ton

PRODUCTS USED IN THE HOME

Cream	\$1.75/qt
Whole Milk	.30/qt
Whole Milk fed	10.00/cwt

UNPAID FAMILY LABOR

Second Operators Labor	\$550/month
Unpaid Family Labor	\$15/day

LAND COST used on Table 10 was considered to be the rental value of land on each farm. Interest on Farm Capital - 7%

MEASURER OF FARM ORGANIZATION EFFICIENCY

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

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

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1979

		Average of 254 Farms	51 High	51 Low
1	RETURN TO OPERATORS LABOR & MGMT.	\$ 14880	46737	(-11641)
2	CROP YIELD INDEX	100.0	111.2	103.1
3	PERCENT TILLABLE LAND IN HIGH RETURN CROPS			
4	GROSS RET. PER TILLABLE ACRES(EX. PASTURE)	121.27		
5	RET PER \$100 FEED FED PROD. LIVESTOCK INDEX	100.0	106.3	93.5
6*	LIVESTOCK UNITS PER 100 ACRES	26.62	28.95	23.43
7	SIZE OF BUSINESS-WORK UNITS	373.28	590.04	243.06
8	WORK UNITS PER WORKER	257.43	343.05	185.54
9	POWER, MACH., EQUIP, BLDG EXP. PER WORKER UNIT	45.60	37.71	72.26
10	FARM CAPITAL INVESTMENT PER WORKER	110028	138796	107131
11	INDEX OF RETURN PER \$100 FEED FED			
12	6100A BEEF BREEDING FARM, WHOLE HERD, COM	100.0	112.6	80.6
13	6130A BEEF FEEDERS GRASS FED	100.0		110.7
14	6140A BEEF FEEDERS FEEDLOT	100.0	177.3	101.9
16	6290A DAIRY COWS, COMMERCIAL, GEN	100.0	107.7	74.9
18	6310A OTHER DAIRY, COMMERCIAL, REPLACEMENTS	100.0	102.4	89.7
20	6470A HOGS, FARROW, FINISH, GENERAL	100.0	121.5	70.2
22	6510A HOGS, WEANING PIG PRODUCTION	100.0	142.9	94.2
25	6670A SHEEP, FARM, COMMERCIAL	100.0		76.3
30	NUMBER OF ANIMAL UNITS	60.21	88.73	47.38
31	WORK UNITS			
32	CROPS	\$ 98.00	131.02	85.10
33	PRODUCTIVE LIVESTOCK	261.10	448.68	146.72
34	OTHER PRODUCTIVE WORK UNITS	14.18	10.34	11.24
35	EXPENSES PER WORK UNITS			
36	TRACTOR & CROP MACHINERY EXPENSE	23.09	21.46	32.37
37	FARM SHARE OF AUTO & TRUCK EXPENSE	6.19	4.28	8.96
38	FARM SHARE OF ELECTRIC EXPENSE	2.85	2.36	3.29
39	LIVESTOCK EQUIP EXPENSE	4.31	3.86	4.69
40	BUILDINGS, FENCE & TILING EXPENSE	9.16	5.76	22.95
41**	TRACTOR & CROP MACH. EXP PER CROP ACRE	\$ 42.26	46.68	38.11
42	FARM POWER & MACH. COST ALLOC. TO LIVESTOCK	2233.92	3437.19	1696.99
43	BLDG, FENCE & TILING COST ALLOC TO CROPS BCAF(2)	626.42	132.05	1486.89
44	*ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE			
45	** ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY			
46	MARKETING INDEX	100.0	100.22	101.41

THERMOMETER CHART

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

Labor Earn- ings	Crop Yield	Gross Ret. Per Till A	Return From Prod. Livstk	Prod Livstk Units Per 100 A.	Work Units Per Worker	P.M.E.& B. Exp. Per Work Unit	Farm Capt. Invst. Per Wrkr
90000	118	190	180	70	700	500	10
60000	116	180	160	60	650	450	20
50000	114	170	120	50	600	400	30
45000	112	160	106	46	580	365	40
40000	110	150	103	42	560	335	41
35000	108	140	104	38	500	330	42
30000	106	135	103	34	450	325	43
25000	104	130	102	30	410	300	44
20000	102	125	101	28	390	275	45
14480	100	121	100	27	373	257	46
10000	95	120	90	26	350	250	50
5000	90	110	80	23	340	225	55
1000	70	100	70	20	320	200	60
250	60	90	60	17	300	175	65
-1000	50	80	50	14	200	150	72
-30000	40	70	40	9	100	100	80
-65000	30	60	30	5	50	50	90

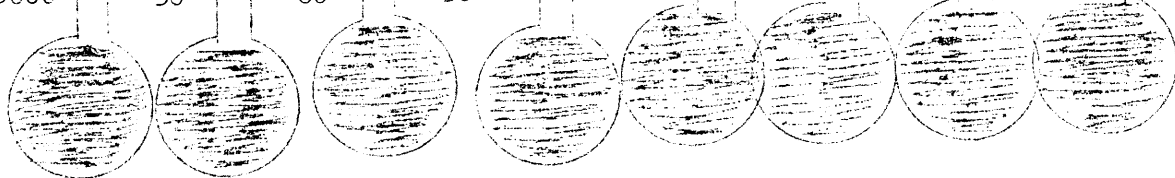
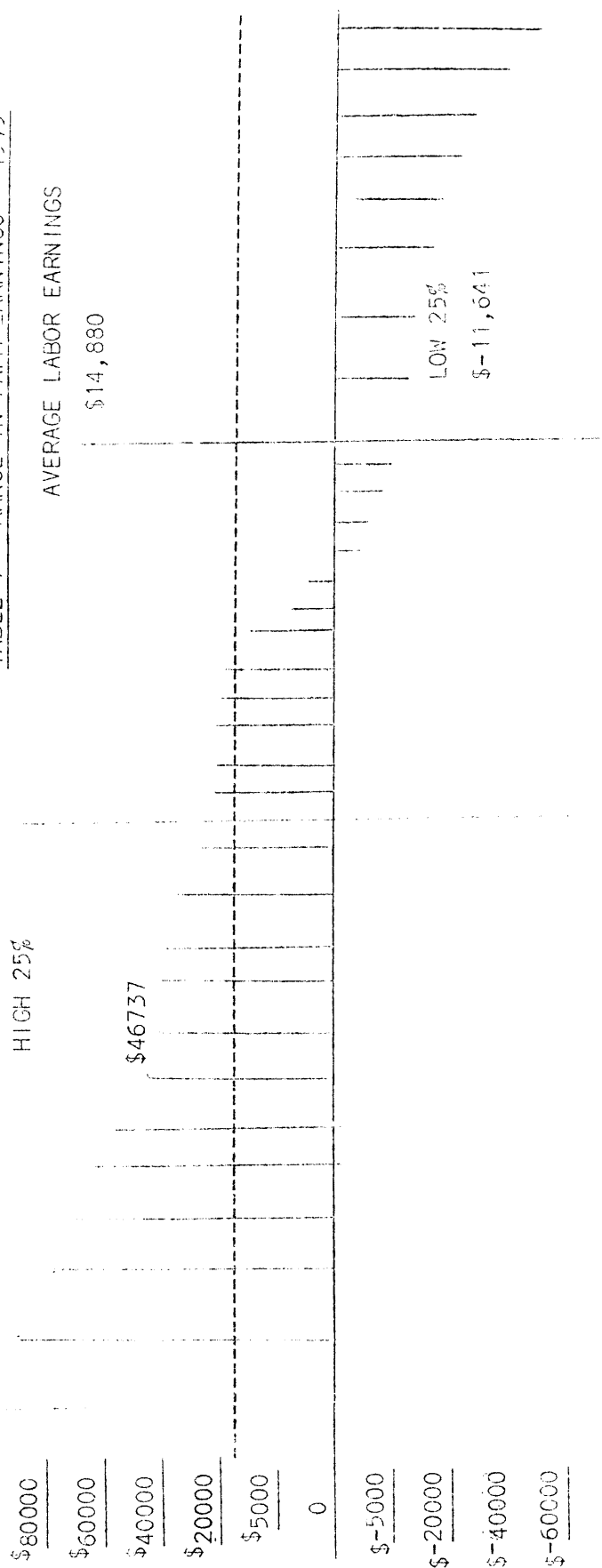


TABLE 7 - RANGE IN FARM EARNINGS - 1979



Each line represents 8 farm units. Every study of farm earnings shows a wide variation in earnings among farmers in a given year. Some of the causes for these differences in earnings, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The most important management factors affecting earnings are as follows:

1. Crop Yield
2. Gross Return Per Tillable Acre
3. Returns from livestock
4. Amount of Livestock
5. Size of Business
6. Work Units Per Worker
7. Control over expenses
8. Farm investments per worker

LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

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

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

No. of factors in which farmers excelled	No. of Farms	0	5000	10000	15000	20000	25000	30000	35000	40000	45000	50000	55000	60000
0 - 1	63	XXX	2824											
2 - 3	127					11519								
4 - 5	103							15285						
6 - 7	57									33935				
8 - 9	4													60000

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

TABLE 9 - SELECTED CROP DATA FOR 254 FARMS - 1979

Crop	Ave. Acres	Ave. Yield	Average Cost per Unit of Production	Average Return over listed Cost per acre
Barley	35.5	33.0 bu.	1.76	(-1.93)
Oats for Feed	26.7	49.1 bu.	1.27	4.38
Rye	44.4	28.9 bu.	2.05	6.20
Wheat	46.5	23.9 bu.	3.62	4.48
Corn	40.9	69.1 bu.	1.84	15.39
Soybeans	29.3	22.3 bu.	4.13	31.57
Sunflowers	53.2	9.25 cwt	9.72	(-7.58)
Alfalfa Hay	37.3	3.1 ton	31.12	18.14
Irrigated Alfalfa Hay	45.9	3.1 ton	44.23	(-20.69)
Corn Silage	30.4	9.9 ton	11.76	4.01
Irrigated Corn	98.5	83.1 bu.	2.23	(-11.16)
Irrigated Corn Silage	35.3	12.5 ton	12.92	21.30

SUPPLEMENTARY MANAGEMENT INFORMATION		254 Farms AVERAGE	51 FARMS HIGH	51 FARMS LOW
9993	PERCENT LAND TILLABLE	58.9	60.9	63.6
9995	*FERTILIZER COST PER ACRE	14.77	14.34	15.40
9996	*CROP CHEMICALS PER ACRE	3.57	4.03	3.20
9997	*SEED & OTHER COSTS PER ACRE	8.86	8.10	10.24
9998	*GAS, OIL & GREASE BOUGHT PER ACRE	11.47	11.62	11.03

TABLE 10 - CROPS ANALYSIS

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

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

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

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

TABLE 10 - CROP DATA FOR BARLEY, SPRING - 1979

		Average of 22 Farms	11 Farm High	11 Farm Low
1	ACRES (TOTAL)	35.5	28.8	42.1
2	YIELD (BUSHEL)	33.0	45.1	24.8
3	VALUE PER PRODUCTION UNIT	1.65	1.75	1.56
4	CROP PRODUCT RETURN	54.51	78.92	38.76
5	OTHER CROP INCOME	1.66	3.26	.57
6	TOTAL CROP RETURN	\$ 56.17	82.18	39.33
7	DIRECT COSTS			
8	FERTILIZER	6.51	10.28	3.97
9	CHEMICALS	.20	.07	.31
10	SEED & OTHER	4.96	6.49	3.92
11	SPECIAL HIRED LABOR	.03		.02
12	CUSTOM WORK HIRED	2.25	3.65	1.31
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	13.95	20.49	9.53
15	RETURN OVER DIRECT COSTS	\$ 42.22	61.69	29.80
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY OWNERSHIP	14.15	18.67	11.08
18	FARM POWER & MACHINERY - OPERATION	12.34	12.03	12.58
19	IRRIG. EQUIP OWNERSHIP			
20	LAND COSTS	12.45	11.64	13.27
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH, & EQUIP, INVESTMENT	5.21	8.01	3.30
23	TOTAL ALLOCATED COSTS	\$ 44.15	50.35	40.23
24	RETURN OVER ALL LISTED COSTS	(-1.93)	11.34	(-10.43)
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	1.00	.99	1.00
28	TOTAL LISTED COST PER UNIT OF PROD.	1.76	1.57	2.00
29	RETURN OVER LISTED COSTS PER UNIT	(-.06)	.25	(-.42)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	35.21	40.48	31.90
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	33.20	41.14	27.83
31	TOTAL LISTED COSTS PER ACRE	58.10	70.84	49.76
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP.			
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS			

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

TABLE 10 - CROP DATA FOR OATS, FEED - 1979

		Average of 254 Farms Per Acre	44 Farms High Per Acre	44 Farms Low Per Acre
1	ACRES (TOTAL)	26.7	25.3	24.7
2	YIELD (BUSHEL)	49.1	77.1	20.0
3	VALUE PER PRODUCTION UNIT	1.19	1.10	1.62
4	CROP PRODUCT RETURN	\$ 58.46	84.78	32.35
5	OTHER CROP INCOME	9.96	16.88	9.07
6	TOTAL CROP RETURN	\$ 68.42	101.66	41.42*
7	DIRECT COSTS			
8	FERTILIZER	6.44	9.45	5.92
9	CHEMICALS	.46	.43	.56
10	SEED & OTHER	5.86	7.63	6.67
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	2.61	3.52	1.78
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	15.37	21.03	14.93
15	RETURN OVER DIRECT COSTS	53.05	80.63	26.49 *
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY - OWNERSHIP	10.10	11.24	8.54
18	FARM POWER & MACHINERY - OPERATION	13.42	13.61	14.16
19	IRRIG. EQUIP OWNERSHIP			
20	LAND COSTS	21.20	22.66	19.95
21	MISCELLANEOUS COSTS	.08		.09
22	*INTEREST ON MACH. & EQUIP INVESTMENT	3.87	4.21	3.58
23	TOTAL ALLOCATED COSTS	\$ 48.67	51.72	46.32
24	RETURN OVER ALL LISTED COSTS	4.38	28.91	(-19.83) *
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	.97	.98	.93
28	TOTAL LISTED COST PER UNIT OF PROD.	1.27	.94	2.65
29	RETURN OVER LISTED COSTS PER UNIT	.12	.38	(-.57)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	53.82	66.14	38.28
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	29.13	31.41	27.47
31	TOTAL LISTED COSTS PER ACRE	\$ 64.04	72.75	61.25 *
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP	_____	_____	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR RYE - 1979

		Average of 14 Farms Per Acre	7 Farms High Per Acre	7 Farms Low Per Acre
1	ACRES (TOTAL)	44.4	38.0	50.7
2	YIELD (BUSHEL)	28.9	37.3	22.8
3	VALUE PER PRODUCTION UNIT	2.06	2.04	2.09
4	CROP PRODUCT RETURN	\$ 59.62	76.03	47.57
5	OTHER CROP INCOME	5.99	8.13	4.40
6	TOTAL CROP RETURN	\$ 65.61	84.16	51.97 *
7	DIRECT COSTS			
8	FERTILIZER	10.11	14.87	6.59
9	CHEMICALS	.29	.55	.12
10	SEED & OTHER	4.80	6.45	3.57
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	5.18	8.08	3.02
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 20.38	29.95	13.30
15	RETURN OVER DIRECT COSTS	\$ 45.23	54.21	38.67 *
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	8.48	14.38	4.07
18	FARM POWER & MACHINERY-OPERATION	9.95	13.91	7.00
19	IRRIG. EQUIP OWNERSHIP			
20	LAND COSTS	16.93	18.71	15.14
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP INVESTMENT	3.67	3.65	3.69
23	TOTAL ALLOCATED COSTS	39.03	50.65	29.90
24	RETURN OVER ALL LISTED COSTS	\$ 6.20	3.56	8.77 *
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	.93	1.00	.86
28	TOTAL LISTED COST PER UNIT OF PROD.	2.05	2.16	1.90
29	RETURN OVER LISTED COSTS PER UNIT	.21	.10	.38
30	BREAKEVEN YIELD/UNITS OF PROD.	\$ 28.84	39.51	20.67
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	25.56	37.33	16.77
31	TOTAL LISTED COSTS PER ACRE	\$ 59.41	80.60	43.20 *
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1979

		Average of 14 Farms Per Acre	7 Farms High Per Acre	7 Farms Low Per Acre
1	ACRES (TOTAL)	46.5	56.4	36.6
2	YIELD (BUSHEL)	23.9	27.6	18.1
3	VALUE PER PRODUCTION UNIT	3.72	3.67	3.76
4	CROP PRODUCT RETURN	88.80	101.38	67.90
5	OTHER CROP INCOME	2.02	.60	4.21
6	TOTAL CROP RETURN	\$ 90.82	101.98	72.11 *
7	DIRECT COSTS			
8	FERTILIZER	13.23	15.34	9.95
9	CHEMICALS	3.16	4.29	1.42
10	SEED & OTHER	10.92	12.13	9.07
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	10.11	15.35	2.02
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	37.42	47.11	22.46
15	RETURN OVER DIRECT COSTS	\$ 53.40	54.87	49.65 *
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	9.10	12.00	4.63
18	FARM POWER & MACHINERY-OPERATION	17.40	20.16	13.15
19	IRRIG. EQUIP OWNERSHIP			
20	LAND COSTS	19.43	18.57	20.29
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH & EQUIP INVESTMENT	2.99	3.67	1.94
23	TOTAL ALLOCATED COSTS	48.92	54.40	40.01
24	RETURN OVER ALL LISTED COSTS	4.48	.47	9.64 *
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28	TOTAL LISTED COST PER UNIT OF PROD.	3.62	3.67	3.46
29	RETURN OVER LISTED COSTS PER UNIT	.19	.02	.53
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	23.21	27.66	16.61
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	36.23	46.07	21.07
31	TOTAL LISTED COSTS PER ACRE	\$ 86.34	101.51	62.47 *
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1979

		Average of 319 Farms Per Acre	64 Farms High Per Acre	64 Farms Low Per Acre
1	ACRES (TOTAL)	40.9	41.4	33.5
2	YIELD (BUSHEL)	69.1	94.4	35.9
3	VALUE PER PRODUCTION UNIT	2.04	2.04	1.98
4	CROP PRODUCT RETURN	\$ 141.05	192.51	71.04
5	OTHER CROP INCOME	1.56	.24	8.48
6	TOTAL CROP RETURN	142.61	192.75	79.52 *
7	DIRECT COSTS			
8	FERTILIZER	24.62	28.12	22.99
9	CHEMICALS	7.95	8.67	6.18
10	SEED & OTHER	11.98	15.17	9.46
11	SPECIAL HIRED LABOR	.07	.02	
12	CUSTOM WORK HIRED	6.01	5.72	4.18
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 50.63	57.70	42.81
15	RETURN OVER DIRECT COSTS	91.98	135.05	36.71 *
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	20.84	22.49	14.91
18	FARM POWER & MACHINERY-OPERATION	23.01	23.66	23.36
19	IRRIG. EQUIP OWNERSHIP	.10		
20	LAND COSTS	25.10	27.55	20.61
21	MISCELLANEOUS COSTS	.27		.33
22	*INTEREST ON MACH & EQUIP INVESTMENT	7.27	8.39	6.74
23	TOTAL ALLOCATED COSTS	76.59	82.09	65.95
24	RETURN OVER ALL LISTED COSTS	15.39	52.96	(-29.24) *
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27	POWER COSTS ALLOCATION FACTOR	.98	.97	.95
28	TOTAL LISTED COST PER UNIT OF PROD.	1.84	1.48	3.03
29	RETURN OVER LISTED COSTS PER UNIT	.22	.56	(-.81)
30	BREAKEVEN YIELD/UNITS OF PROD.	62.36	68.52	54.93
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	55.13	58.36	47.80
31	TOTAL LISTED COSTS PER ACRE	\$ 127.22	139.79	108.76 *
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN (IRRIGATED) - 1979

		Average of 20 Farms Per Acre	10 Farms High Per Acre	10 Farms Low Per Acre
1	ACRES (TOTAL)	98.5	119.4	77.6
2	YIELD (BUSHEL)	83.1	97.5	60.9
3	VALUE PER PRODUCTION UNIT	2.07	2.09	2.06
4	CROP PRODUCT RETURN	\$ 172.05	203.87	125.49
5	OTHER CROP INCOME	1.76	2.55	.54
6	TOTAL CROP RETURN	173.81	206.42	126.03 *
7	DIRECT COSTS			
8	FERTILIZER	\$ 44.79	47.18	41.11
9	CHEMICALS	8.95	9.87	7.54
10	SEED & OTHER	23.21	25.92	19.03
11	SPECIAL HIRED LABOR	.05		.12
12	CUSTOM WORK HIRED	5.80	3.99	8.58
13	IRRIG OPER (COST/ACRE IN. 1.66)	6.64	6.06	7.55
14	TOTAL DIRECT COSTS	89.44	93.02	83.93
15	RETURN OVER DIRECT COSTS	\$ 84.37	113.40	42.10 *
16	ALLOCATED COSTS			
17	FARM POWER & MACH - OWNERSHIP	\$ 24.48	26.63	21.17
18	FARM POWER & MACH - OPERATION	21.91	16.39	30.39
19	IRRIG EQUIP OWNERSHIP(COST/ACRE IN 4.24)	16.96	13.88	21.71
20	LAND COSTS	21.70	20.40	23.00
21	MISCELLANEOUS COSTS	1.77	2.91	
22	*INTEREST ON MACH & EQUIP INVESTMENT	8.71	6.39	12.28
23	TOTAL ALLOCATED COSTS	95.53	86.60	108.55
24	RETURN OVER ALL LISTED COSTS	\$ (-11.16)	26.80	(-66.45) *
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	\$.65	.65	.65
27	POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28	TOTAL LISTED COST PER UNIT OF PROD	2.23	1.84	3.16
29	RETURN OVER LISTED COSTS PER UNIT	(-.13)	.27	(-1.09)
30	BREAKEVEN YIELD/UNITS OF PROD	89.36	85.94	93.44
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	58.97	52.07	69.56
31	TOTAL LISTED COSTS PER ACRE	184.97	179.62	192.48 *
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
37	TOTAL ACRE INCHES OF WATER APPLIED	4	3	6
38	COST OF IRRIGATION	\$ 23.60	19.94	29.26

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

TABLE 10 - CROP DATA FOR SOYBEANS - 1979

		Average of 30 Farms Per Acre	10 Farms High Per Acre	10 Farms Low Per Acre
1	ACRES (TOTAL)	29.3	21.4	22.7
2	YIELD (BUSHELS)	22.3	32.8	11.0
3	VALUE PER PRODUCTION UNIT	5.52	5.63	5.16
4	CROP PRODUCT RETURN	\$ 123.21	184.67	56.61
5	OTHER CROP INCOME	.48		
6	TOTAL CROP RETURN	\$ 123.69	184.67	56.61*
7	DIRECT COSTS			
8	FERTILIZER	\$ 4.95	6.31	5.46
9	CHEMICALS	11.09	14.39	6.96
10	SEED & OTHER	11.98	13.97	13.35
11	SPECIAL HIRED LABOR	.07		.22
12	CUSTOM WORK HIRED	3.00	1.26	.93
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 31.09	35.93	26.92
15	RETURN OVER DIRECT COSTS	\$ 92.60	148.74	26.69*
16	ALLOCATED COSTS			
17	FARM POWER & MACH - OWNERSHIP	\$ 14.96	28.33	3.38
18	FARM POWER & MACH - OPERATION	17.41	24.30	15.91
19	IRRIG EQUIP OWNERSHIP			
20	LAND COSTS	23.70	25.20	20.60
21	MISCELLANEOUS COSTS	.03		.13
22	*INTEREST ON MACH & EQUIP INVESTMENT	4.93	6.25	4.85
23	TOTAL ALLOCATED COSTS	\$ 61.03	84.08	44.87
24	RETURN OVER ALL LISTED COSTS	31.57	64.66	(-15.18)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.45	.45	.45
27	POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28	TOTAL LISTED COST PER UNIT OF PROD	4.13	3.66	6.55
29	RETURN OVER LISTED COSTS PER UNIT	1.42	1.97	(-1.39)
30	BREAKEVEN YIELD/UNITS OF PROD	16.69	21.32	13.91
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	39.30	59.72	24.76
31	TOTAL LISTED COSTS PER ACRE	\$ 92.12	120.01	71.79*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR SUNFLOWERS - 1979

		Average of 11 Farms Per Acre
1	ACRES (TOTAL)	53.2
2	YIELD (C.W.T.)	9.25
3	VALUE PER PRODUCTION UNIT	8.90
4	CROP PRODUCT RETURN	\$ 82.33
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 82.33
7	DIRECT COSTS	
8	FERTILIZER	17.73
9	CHEMICALS	4.30
10	SEED & OTHER	7.69
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	4.21
13	IRRIGATION OPERATION	
14	TOTAL DIRECT COSTS	\$ 33.93
15	RETURN OVER DIRECT COSTS	48.40
16	ALLOCATED COSTS	
17	FARM POWER & MACH - OWNERSHIP	13.70
18	FARM POWER & MACH - OPERATION	21.85
19	IRRIG EQUIP OWNERSHIP	
20	LAND COSTS	14.80
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH & EQUIP INVESTMENT	5.63
23	TOTAL ALLOCATED COSTS	55.98
24	RETURN OVER ALL LISTED COSTS	(-7.58)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.50
27	POWER COSTS ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	9.72
29	RETURN OVER LISTED COSTS PER UNIT	(-.82)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	10.10
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	43.99
31	TOTAL LISTED COSTS PER ACRE	\$ 89.91*
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES & OTHER GENERAL FARM EXP	
33A	BUILDINGS, FENCES & TILING COSTS	
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	

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

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1979

		Average of 239 Farms Per Acre	48 Farms High Per Acre	48 Farms Low Per Acre
1	ACRES (TOTAL)	37.3	42.3	29.7
2	YIELD (TON)	3.1	4.6	1.3
3	VALUE PER PRODUCTION UNIT	37.49	36.98	38.33
4	CROP PRODUCT RETURN	\$ 114.58	171.35	51.62
5	OTHER CROP INCOME	.24		
6	TOTAL CROP RETURN	\$ 114.82	171.35	51.62*
7	DIRECT COSTS			
8	FERTILIZER	7.36	9.43	6.27
9	CHEMICALS	.22	.52	.11
10	SEED & OTHER	6.29	9.15	5.15
11	SPECIAL HIRED LABOR	.14		.19
12	CUSTOM WORK HIRED	1.63	1.56	1.94
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 15.64	20.66	13.66
15	RETURN OVER DIRECT COSTS	\$ 99.18	150.69	37.96*
16	ALLOCATED COSTS			
17	FARM POWER & MACH - OWNERSHIP	\$ 20.92	22.38	15.99
18	FARM POWER & MACH - OPERATION	26.09	25.96	26.75
19	IRRIG EQUIP OWNERSHIP	.27		
20	LAND COSTS	25.79	27.29	21.19
21	MISCELLANEOUS COSTS	.08	.05	.07
22	*INTEREST ON MACH & EQUIP INVESTMENT	7.89	8.92	6.92
23	TOTAL ALLOCATED COSTS	\$ 81.04	84.60	70.92
24	RETURN OVER ALL LISTED COSTS	\$ 18.14	66.09	(- 32.96)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COSTS ALLOCATION FACTOR	.97	.98	.93
28	TOTAL LISTED COST PER UNIT OF PROD.	31.12	22.71	58.13
29	RETURN OVER LISTED COSTS PER UNIT	6.45	14.27	(-18.82)
30	BREAKEVEN YIELD/UNITS OF PROD.	2.60	2.85	2.32
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	55.99	58.30	50.95
31	TOTAL LISTED COSTS PER ACRE	\$ 96.68	105.26	84.58*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR ALFALFA HAY (IRRIGATED) - 1979

		Average of 8 Farms Per Acre
1	ACRES (TOTAL)	45.9
2	YIELD (TON)	3.1
3	VALUE PER PRODUCTION UNIT	37.50
4	CROP PRODUCT RETURN	\$ 115.21
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 115.21*
7	DIRECT COSTS	
8	FERTILIZER	18.69
9	CHEMICALS	.15
10	SEED & OTHER	5.01
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	.07
13	IRRIG OPER (COST/ACRE IN. 3.73)	11.20
14	TOTAL DIRECT COSTS	\$ 35.12
15	RETURN OVER DIRECT COSTS	\$ 80.09*
16	ALLOCATED COSTS	
17	FARM POWER & MACH - OWNERSHIP	\$ 20.66
18	FARM POWER & MACH - OPERATION	33.07
19	IRRIG. EQUIP OWNERSHIP (COST/ACRE IN. 5.60)	16.80
20	LAND COSTS	21.25
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH & EQUIP INVESTMENT	9.00
23	TOTAL ALLOCATED COSTS	\$ 100.78
24	RETURN OVER ALL LISTED COSTS	(-20.69)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.80
27	POWER COSTS ALLOCATION FACTOR	.95
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	44.23
29	RETURN OVER LISTED COSTS PER UNIT	(-6.73)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	3.62
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	62.78
31	TOTAL LISTED COSTS PER ACRE	\$ 135.90*
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES & OTHER GENERAL FARM EXP	
33A	BUILDINGS, FENCES & TILING COSTS	
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	
37	TOTAL ACRE INCHES OF WATER APPLIED	3
38	COST OF IRRIGATION	28.00

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

TABLE 10 - CROP DATA FOR MEDIUM RED CLOVER HAY - 1979

		Average of 26 Farms Per Acre	13 Farms High Per Acre	13 Farms Low Per Acre
1	ACRES (TOTAL)	17.0	14.9	19.1
2	YIELD (TON)	2.8	3.7	2.0
3	VALUE PER PRODUCTION UNIT	28.58	28.85	28.31
4	CROP PRODUCT RETURN	\$ 79.00	106.51	57.80
5	OTHER CROP INCOME			
6	TOTAL CROP RETURN	\$ 79.00	106.51	57.80*
7	DIRECT COSTS			
8	FERTILIZER	4.47	4.56	4.35
9	CHEMICALS	.12	.27	
10	SEED & OTHER	3.82	3.42	4.19
11	SPECIAL HIRED LABOR	.82	.67	.99
12	CUSTOM WORK HIRED	1.06	2.28	.05
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 10.29	11.20	9.58
15	RETURN OVER DIRECT COSTS	\$ 68.71	95.31	48.22*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY - OWNERSHIP	\$ 15.36	14.68	15.89
18	FARM POWER & MACHINERY - OPERATION	15.34	12.84	17.29
19	IRRIG. EQUIP OWNERSHIP			
20	LAND COSTS	21.31	27.00	15.62
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH & EQUIP INVESTMENT	6.17	6.09	6.23
23	TOTAL ALLOCATED COSTS	58.18	60.61	55.03
24	RETURN OVER ALL LISTED COSTS	\$ 10.53	34.70	(-6.81)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COSTS ALLOCATION FACTOR	.90	.93	.87
28	TOTAL LISTED COST PER UNIT OF PROD	24.77	19.45	31.64
29	RETURN OVER LISTED COSTS PER UNIT	3.81	9.40	(-3.33)
30	BREAKEVEN YIELD/UNITS OF PROD	2.40	2.49	2.28
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	37.58	33.13	39.44
31	TOTAL LISTED COSTS PER ACRE	\$ 68.47	71.81	64.61*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR OTHER TILLABLE GRASS HAY - 1979

		Average of 76 Farms Per Acre	15 Farms High Per Acre	15 Farms Low Per Acre
1	ACRES (TOTAL)	33.3	18.8	45.5
2	YIELD (TON)	1.4	2.7	.6
3	VALUE PER PRODUCTION UNIT	22.62	23.67	20.07
4	CROP PRODUCT RETURN	\$ 31.92	62.98	11.47
5	OTHER CROP INCOME	.21		.31
6	TOTAL CROP RETURN	\$ 32.13	62.98	11.78*
7	DIRECT COSTS			
8	FERTILIZER	1.81	8.67	.29
9	CHEMICALS	.06		.02
10	SEED & OTHER	1.23	1.33	.33
11	SPECIAL HIRED LABOR	.24		.07
12	CUSTOM WORK HIRED	.69	.61	1.30
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 4.03	10.61	2.01
15	RETURN OVER DIRECT COSTS	\$ 28.10	52.37	9.77*
16	ALLOCATED COSTS			
17	FARM POWER & MACH - OWNERSHIP	\$ 9.77	16.03	2.86
18	FARM POWER & MACH - OPERATION	13.29	13.55	18.43
19	IRRIG. EQUIP OWNERSHIP			
20	LAND COSTS	14.25	14.13	12.67
21	MISCELLANEOUS COSTS			.02
22	*INTEREST ON MACH & EQUIP INVESTMENT	3.78	5.10	3.07
23	TOTAL ALLOCATED COSTS	\$ 41.09	48.81	37.05
24	RETURN OVER ALL LISTED COSTS	(-12.99)	3.56	(-27.28)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	.86	.81	.69
28	TOTAL LISTED COST PER UNIT OF PROD.	31.87	22.29	68.35
29	RETURN OVER LISTED COSTS PER UNIT	(-9.11)	2.38	(-47.73)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	2.02	2.66	1.95
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	27.30	35.09	25.23
31	TOTAL LISTED COSTS PER ACRE	\$ 45.12	59.42	39.06*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____

* DOESNOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIP OR LAND

TABLE 10 - CROP DATA FOR LEGUME-GRASS MIX HAY - 1979

		Average of 168 Farms Per Acre
1	ACRES (TOTAL)	54.5
2	YIELD (TON)	2.6
3	VALUE PER PRODUCTION UNIT	26.68
4	CROP PRODUCT RETURN	\$ 69.03
5	OTHER CROP INCOME	.09
6	TOTAL CROP RETURN	\$ 69.12*
7	DIRECT COSTS	
8	FERTILIZER	\$ 3.69
9	CHEMICALS	.15
10	SEED & OTHER	3.08
11	SPECIAL HIRED LABOR	.07
12	CUSTOM WORK HIRED	1.52
13	IRRIGATION OPERATION	
14	TOTAL DIRECT COSTS	\$ 8.51
15	RETURN OVER DIRECT COSTS	\$ 60.61*
16	ALLOCATED COSTS	
17	FARM POWER & MACHINERY - OWNERSHIP	\$ 14.01
18	FARM POWER & MACHINERY - OPERATION	17.25
19	IRRIG EQUIP OWNERSHIP	
20	LAND COSTS	19.07
21	MISCELLANEOUS COSTS	.02
22	*INTEREST ON MACH & EQUIP INVESTMENT	4.98
23	TOTAL ALLOCATED COSTS	\$ 55.33
24	RETURN OVER ALL LISTED COSTS	\$ 5.28*
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.40
27	POWER COSTS ALLOCATION FACTOR	.93
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	24.67
29	RETURN OVER LISTED COSTS PER UNIT	2.05
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	2.39
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	37.25
31	TOTAL LISTED COSTS PER ACRE	\$ 63.84*
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES & OTHER GENERAL FARM EXP	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____
34	INTEREST ALLOCATION	_____
35	OTHER COSTS NOT LISTED	_____
36	TOTAL COSTS	_____

* DOESN'T INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIP OR LAND

TABLE 10 - CROP DATA FOR LEGUME, LEGUME-GRASS SILAGE - 1979

		Average of 15 Farms Per Acre
1	ACRES (TOTAL)	12.9
2	YIELD (TON)	8.4
3	VALUE PER PRODUCTION UNIT	18.27
4	CROP PRODUCT RETURN	\$ 152.95
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 152.95*
7	DIRECT COSTS	
8	FERTILIZER	12.79
9	CHEMICALS	3.33
10	SEED & OTHER	5.19
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	6.12
13	IRRIGATION OPERATION	
14	TOTAL DIRECT COSTS	\$ 27.43
15	RETURN OVER DIRECT COSTS	\$ 125.52*
16	ALLOCATED COSTS	
17	FARM POWER & MACHINERY - OWNERSHIP	\$ 26.31
18	FARM POWER & MACHINERY - OPERATION	15.44
19	IRRIG. EQUIP OWNERSHIP	
20	LAND COSTS	19.53
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH & EQUIP INVESTMENT	6.13
23	TOTAL ALLOCATED COSTS	\$ 67.41
24	RETURN OVER ALL LISTED COSTS	\$ 58.11*
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.40
27	POWER COSTS ALLOCATION FACTOR	.90
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	11.32
29	RETURN OVER LISTED COSTS PER UNIT	6.94
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	5.19
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	51.96
31	TOTAL LISTED COSTS PER ACRE	\$ 94.84*
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES & OTHER GENERAL FARM EXP	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____
34	INTEREST ALLOCATION	_____
35	OTHER COSTS NOT LISTED	_____
36	TOTAL COSTS	_____

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

TABLE 10 - CROP DATA FOR GRAIN SILAGE - 1979

		Average of 21 Farms Per Acre	10 Farms High Per Acre	10 Farms Low Per Acre
1	ACRES (TOTAL)	17.8	12.7	22.7
2	YIELD (TON)	3.8	6.5	2.3
3	VALUE PER PRODUCTION UNIT	13.29	11.90	14.80
4	CROP PRODUCT RETURN	\$ 50.79	77.80	33.92
5	OTHER CROP INCOME			
6	TOTAL CROP RETURN	\$ 50.79	77.80	33.92*
7	DIRECT COSTS			
8	FERTILIZER	\$ 11.52	7.48	13.48
9	CHEMICALS	1.52	.39	2.29
10	SEED & OTHER	7.53	7.80	6.87
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	1.40	.31	2.20
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 21.97	15.98	24.84
15	RETURN OVER DIRECT COSTS	\$ 28.82	61.82	9.08*
16	ALLOCATED COSTS			
17	FARM POWER & MACH - OWNERSHIP	\$ 19.63	23.96	17.80
18	FARM POWER & MACH - OPERATION	22.64	26.63	21.27
19	IRRIG EQUIP OWNERSHIP			
20	LAND COSTS	23.62	23.50	23.10
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH & EQUIP INVESTMENT	7.23	9.70	6.08
23	TOTAL ALLOCATED COSTS	\$ 73.12	83.79	68.25
24	RETURN OVER ALL LISTED COSTS	\$ (-44.30)	(-21.97)	(-59.17)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COSTS ALLOCATION FACTOR	.98	1.01	.94
28	TOTAL LISTED COST PER UNIT OF PROD	24.88	15.25	40.63
29	RETURN OVER LISTED COSTS PER UNIT	(-11.59)	(-3.35)	(-25.83)
30	BREAKEVEN YIELD/UNITS OF PROD	7.16	8.38	6.29
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	50.43	60.50	46.62
31	TOTAL LISTED COSTS PER ACRE	\$ 95.09	99.77	93.09*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN FARM EXP			
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS			

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

TABLE 10 - CROP DATA FOR CORN & SORGHUM SILAGE - 1979

		Average of 277 Farms Per Acre	55 Farms High Per Acre	55 Farms Low Per Acre
1	ACRES (TOTAL)	30.4	22.8	35.1
2	YIELD (TON)	9.9	17.0	4.7
3	VALUE PER PRODUCTION UNIT	12.53	12.67	12.84
4	CROP PRODUCT RETURN	\$ 124.08	215.61	60.00
5	OTHER CROP INCOME			
6	TOTAL CROP RETURN	124.08	215.61	60.00*
7	DIRECT COSTS			
8	FERTILIZER	22.61	30.70	17.62
9	CHEMICALS	6.37	7.19	5.24
10	SEED & OTHER	9.08	10.70	8.50
11	SPECIAL HIRED LABOR	.10		
12	CUSTOM WORK HIRED	2.54	3.73	1.07
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 40.70	52.32	32.43
15	RETURN OVER DIRECT COSTS	\$ 83.38	163.29	27.57*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY - OWNERSHIP	22.79	22.91	25.66
18	FARM POWER & MACHINERY - OPERATION	25.61	24.02	25.94
19	IRRIG EQUIP OWNERSHIP			
20	LAND COSTS	22.61	26.09	20.35
21	MISCELLANEOUS COSTS	.07	.31	.07
22	*INTEREST ON MACH & EQUIP INVESTMENT	8.29	8.32	8.53
23	TOTAL ALLOCATED COSTS	\$ 79.37	81.65	80.55
24	RETURN OVER ALL LISTED COSTS	\$ 4.01	81.64	(-52.98)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COSTS ALLOCATION FACTOR	.97	.97	.95
28	TOTAL LISTED COST PER UNIT OF PROD	11.77	7.87	21.16
29	RETURN OVER LISTED COSTS PER UNIT	.76	4.80	(-8.32)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	9.67	12.57	9.19
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	58.38	57.74	60.84
31	TOTAL LISTED COSTS PER ACRE	\$ 120.07	133.97	112.98*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____

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

TABLE 10 - CROP DATA FOR CORN & SORGHUM SILAGE (IRRIGATED) - 1979

		Average of 8 Farms Per Acre
1	ACRES (TOTAL)	35.3
2	YIELD (TON)	12.5
3	VALUE PER PRODUCTION UNIT	14.63
4	CROP PRODUCT RETURN	\$ 182.35
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 182.35 *
7	DIRECT COSTS	
8	FERTILIZER	\$ 27.82
9	CHEMICALS	6.94
10	SEED & OTHER	15.01
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	2.49
13	IRRIGATION OPER (COST/ACRE IN 1.38)	5.50
14	TOTAL DIRECT COSTS	\$ 57.76
15	RETURN OVER DIRECT COSTS	\$ 124.59*
16	ALLOCATED COSTS	
17	FARM POWER & MACHINERY - OWNERSHIP	\$ 20.70
18	FARM POWER & MACHINERY - OPERATION	31.91
19	irrig equip ownership 9cost/ACRE IN 4.76)	19.04
20	LAND COSTS	23.75
21	MISCELLANEOUS COSTS	.54
22	*INTEREST ON MACH & EQUIP INVESTMENT	7.35
23	TOTAL ALLOCATED COSTS	103.29
24	RETURN OVER ALL LISTED COSTS	\$ 21.30*
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.80
27	POWER COSTS ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST PER UNIT OF PROD	12.92
29	RETURN OVER LISTED COSTS PER UNIT	1.71
30	BREAKEVEN YIELD/UNITS OF PROD	11.01
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	61.62
31	TOTAL LISTED COSTS PER ACRE	\$ 161.05 *
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES & OTHER GEN FARM EXP	_____
33A	BUILDINGS, FENCES & TILING COSTS	_____
34	INTEREST ALLOCATION	_____
35	OTHER COSTS NOT LISTED	_____
36	TOTAL COSTS	_____
37	TOTAL ACRE INCHES OF WATER APPLIED	4
38	COST OF IRRIGATION	\$ 24.54

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

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

Productive livestock enterprises are an important part of the farm business in all but a few of the farms involved in this report. Tables 11 through 16A pertain to the major livestock enterprises.

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

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

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

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

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

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

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

TABLE 11A - HOGS, FARROW, FINISH, GENERAL - 1979

	Average of 24 Farms	12 Farms High in Return Above Feed	6 Farms Low in Return Above Feed
1 POUNDS OF HOGS PRODUCED	39569	49092	30047
	PER CWT!	PER CWT	PER CWT
2 NET INCREASE IN VALUE OF HOGS	36.38	38.19	33.44
3 OTHER MISCELLANEOUS HOG INCOME			
4 TOTAL VALUE PRODUCED	36.38	38.19	33.44*
5 POUNDS OF FEED FED			
6 CORN	232.7	197.1	290.9
7 SMALL GRAIN	97.0	57.3	161.7
8 COMPLETE RATION	91.8	89.4	95.8
9 PROTEIN, SALT, MINERAL & MILK	58.9	43.9	83.3
10 TOTAL CONCENTRATES	480.4	387.7	631.7
11 FORAGES	11.6	6.8	19.4
12 FEED COST			
13 GRAINS	11.43	8.96	15.45
14 COMPLETE RATION	7.28	7.04	7.68
15 PROTEIN, SALT, MINERAL & MILK	7.55	6.42	9.41
16 FORAGES	.22	.14	.34
17 PASTURE			
18 TOTAL FEED COSTS	26.48	22.56	32.88
19 RETURN OVER FEED COSTS	9.90	15.63	.56*
20 OTHER DIRECT COSTS			
21 MISCELLANEOUS LIVESTOCK EXP	1.37	1.38	1.36
22 VETERINARY EXP	.43	.55	.25
23 CUSTOM WORK	1.02	.84	1.31
24 SPECIAL HIRED LABOR			
25 TOTAL OTHER DIRECT COSTS	2.82	2.77	2.92
26 RETURN OVER FEED & OTHER DIRECT COSTS	7.08	12.86	(-2.36)*
27 ALLOCATED COSTS			
28 POWER & MACHINERY COSTS	1.90	1.82	1.86
29 LIVESTOCK EQUIP COSTS	1.51	1.64	1.33
30 BUILDINGS & FENCES	3.16	3.81	2.15
31 TOTAL ALLOCATED COSTS	6.57	7.27	5.34
32 RETURN OVER ALL LISTED COSTS	.51	5.59	(-7.70)*
33 SUPPLEMENTARY MANAGEMENT INFORMATION			
34 RETURN FOR \$100 FEED FED	137.40	169.26	101.71
35 PRICE RECEIVED PER CWT ALL ANIMALS	44.81	46.11	43.26
36 PRICE RECEIVED PER CWT SOLD MKT ONLY	49.77	51.84	47.57
37 NUMBER OF LITTERS FARROWED	33	42	24
37A LITTERS/BEARING FEMALE/YEAR	1.3	1.4	1.1
38 NUMBER OF PIGS BORN PER LITTER	10.2	9.8	11.0
39 NUMBER OF PIGS WEANED PER LITTER	8.0	7.7	8.5
40 PERCENT OF DEATH LOSS	16.4	16.7	16.3
41 AVERAGE WEIGHT OF ALL HOGS SOLD			
42 AVERAGE WEIGHT OF MKT HOGS SOLD			
43 PRICE PER CWT CONCENTRATE FED	5.47	5.78	5.15
44 PRICE PER CWT PROTEIN, SALT & MINERAL	12.83	14.61	11.30
45 POUNDS OF PORK PURCHASED	2504	2868	2140
46 TOTAL LISTED COSTS PER CWT PORK PROD	35.87	32.60	41.14*
47 UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
48 INTEREST ALLOCATION	_____	_____	_____
49 OTHER COSTS NOT LISTED	_____	_____	_____
50 TOTAL COST	_____	_____	_____

TABLE 11C - HOGS, WEANING PIG PRODUCTION - 1979

	Average of 43 Farms	14 Farms High in Return Above Feed	14 Farms Low in Return Above Feed
1 NUMBER OF LITTERS FARROWED	59	64	31
	PER LITTER	PER LITTER	PER LITTER
2 NET INCREASE IN VALUE OF HOGS	254.81	325.00	177.87
3 OTHER MISCELLANEOUS WEANING PIGS INCOME			
4 TOTAL VALUE PRODUCED	254.81	325.00	177.87*
5 POUNDS OF FEED FED			
6 CORN	1900.3	1390.8	2713.5
7 SMALL GRAIN	477.1	538.8	468.1
8 COMPLETE RATION	479.5	634.2	683.4
9 PROTEIN, SALT, MINERAL & MILK	402.1	414.1	546.5
10 TOTAL CONCENTRATES	3259.0	2977.9	4411.5
11 FORAGES	209.5	196.7	217.1
12 FEED COST			
13 GRAINS	55.73	70.80	110.84
14 COMPLETE RATION	41.69	59.25	67.55
15 PROTEIN, SALT MINERAL & MILK	56.69	42.17	58.52
16 FORAGES	3.51	1.88	3.74
17 PASTURE	.03	.08	
18 TOTAL FEED COSTS	187.65	174.18	240.65
19 RETURN OVER FEED COSTS	67.16	150.82	(-62.78)*
20 OTHER DIRECT COSTS			
21 MISCELLANEOUS LIVESTOCK EXP	9.25	9.36	7.81
22 VETERINARY EXPENSE	7.05	6.81	8.23
23 CUSTOM WORK	4.59	2.61	10.65
24 SPECIAL HIRED LABOR	.05		
25 TOTAL OTHER DIRECT COSTS	20.94	18.78	26.69
26 RETURN OVER FEED & OTHER DIRECT COSTS	46.22	132.04	(-89.47)*
27 ALLOCATED COSTS			
28 POWER & MACHINERY COSTS	20.72	19.24	33.93
29 LIVESTOCK EQUIP COSTS	9.39	9.65	5.73
30 BUILDINGS & FENCES	18.83	23.34	13.51
31 TOTAL ALLOCATED COST	48.94	52.23	53.17
32 RETURN OVER ALL LISTED COSTS	(-2.72)	79.81	(-142.64)*
33 SUPPLEMENTARY MANAGEMENT INFORMATION			
34 RETURN OR \$100 FEED FED	135.80	186.58	73.91
35 AVERAGE PRICE RECEIVED PER ANIMAL SOLD	41.99	39.05	49.48
36 AVERAGE PRICE PER PIG SOLD OR TRANSF.	36.59	32.55	42.59
37 AVERAGE WEIGHT PER PIG SOLD OR TRANSF	51.4	43.0	72.6
38 NUMBER OF PIGS PRODUCED	443	577	208
39 NUMBER OF PIGS BORN PER LITTER	9.8	11.0	8.7
40 NUMBER OF PIGS WEANED PER LITTER	7.5	8.9	6.8
41 PERCENT DEATH LOSS	18.8	15.2	16.7
42 PRICE PER CWT CONCENTRATE FED	5.65	5.78	5.57
43 PRICE PER CWT PROTEIN, SALT, MINERAL FED	14.10	10.18	10.71
44 FEED & SUPPLEMENTAL COSTS PER PIG PRODUCED	27.78	21.40	39.84
45 TOTAL LISTED COSTS PER LITTER	257.53	245.19	320.51*
46 UTILITIES & OTHER GEN FARM EXP			
47 INTEREST ALLOCATION			
48 OTHER COSTS NOT LISTED			
49 TOTAL COSTS			

TABLE 12 - DAIRY COWS, COMMERCIAL, GENERAL - 1979

	Average of 196 Farms	39 Farms High In Return Above Feed	39 Farms Low In Return Above Feed
1 AVERAGE NUMBER OF COWS	37.0	41.5	30.8
	PER COW	PER COW	PER COW
2 POUNDS OF MILK	12579	14752	10029
3 POUNDS OF BUTTERFAT	451.7	529.3	365.9
4 PERCENT OF BUTTERFAT IN MILK	3.6	3.6	3.6
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	1385.27	1640.39	1063.25
7 DAIRY PRODUCTS USED IN HOME	9.95	8.67	8.12
8 MILK FED TO LIVESTOCK	16.54	17.88	11.30
9 NET INCREASES IN VALUE OF COWS	(-22.35)	88.34	(-99.12)
10 OTHER MISCELLANEOUS DAIRY INCOME	.03		
11 TOTAL VALUE PRODUCED	1389.44	1755.28	983.55*
12 POUNDS OF FEED FED			
13 CORN	3337.5	4067.2	2961.4
14 SMALL GRAIN	689.6	612.2	612.3
15 COMPLETE RATION	1488.2	617.0	2075.6
16 PROTEIN, SALT & MINERAL	753.1	1342.9	616.5
17 TOTAL CONCENTRATES	6268.4	6639.3	6265.8
18 LEGUME HAY	5750.2	5085.3	6360.3
19 OTHER HAY & DRY ROUGHAGE	469.9	163.7	658.5
20 SILAGE	12998.4	12158.7	17411.8
21 FEED COSTS			
22 GRAINS	144.95	164.82	124.64
23 COMPLETE RATION	100.68	50.63	128.05
24 PROTEIN/SALT/MINRL(COST/CWT FED 10.01)	75.41	99.81	53.96
25 ALL HAY & DRY ROUGHAGE	117.65	99.90	130.10
26 SILAGE	93.92	91.81	119.09
27 PASTURE	5.86	3.76	5.55
28 TOTAL FEED COSTS	538.47	510.73	561.39
29 RETURN OVER FEED COST	850.97	1244.55	422.16*
30 OTHER DIRECT COSTS			
31 MISCELLANEOUS LIVESTOCK EXPENSE	47.16	61.78	31.43
32 VETERINARY EXPENSE	21.59	24.82	16.01
33 CUSTOM WORK HIRED	40.46	53.61	33.25
34 SPECIAL HIRED LABOR	1.97	7.78	.75
35 TOTAL OTHER DIRECT COSTS	111.18	147.99	81.44
36 RETURN OVER FEED & OTHER DIRECT COSTS	739.79	1096.56	340.72*
37 ALLOCATED COSTS			
38 POWER & MACHINERY COSTS	58.58	59.49	50.81
39 LIVESTOCK EQUIP COSTS	42.40	44.92	37.42
40 BUILDING & FENCES	65.77	58.58	55.12
41 TOTAL ALLOCATED COSTS	166.75	162.99	143.35
42 RETURN OVER ALL LISTED COSTS	573.04	933.57	197.37*
43 SUPPLEMENTARY MANAGEMENT INFORMATION			
44 RETURN FOR \$100 FEED FED	258.04	343.68	175.20
45 FEED COST PER CWT MILK	4.28	3.46	5.59
46 FEED COST PER POUND OF BUTTERFAT	1.19	.96	1.53
47 POUNDS OF MILK PER POUND OF CONCENTRATE	2.01	2.22	1.60
48 AVERAGE PRICE PER CWT MILK SOLD	11.22	11.32	10.79
49 AVERAGE PRICE PER POUND OF BETTERFAT	3.12	3.15	2.96
50 TOTAL LISTED COSTS PER CWT MILK PROD	6.49	5.57	7.84
51 DAIRY COW TURNOVER PERCENTAGE	29.7	33.7	32.5
52 TOTAL LISTED COSTS PER COW	816.40	821.71	786.18*
53 UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
54 INTEREST ALLOCATION	_____	_____	_____
55 OTHER COSTS NOT LISTED	_____	_____	_____
56 TOTAL COSTS	_____	_____	_____

TABLE 13 - OTHER DAIRY/COMMERCIAL/REPLACEMENT - 1979

		Average of 211 Farms	42 Farms High In Return Above Feed	42 Farms Low In Return Above Feed
		PER HEAD	PER HEAD	PER HEAD
1	NUMBER OF HEAD	44.0	36.0	46.7
2	NET INCREASE IN VALUE	385.11	595.33	221.18
3	OTHER MISCELLANEOUS INCOME			
4	TOTAL INCOME	385.11	595.33	221.18*
5	POUNDS OF FEED FED			
6	CORN	472.7	550.5	456.7
7	SMALL GRAIN	169.3	194.4	172.8
8	COMPLETE RATION	186.5	138.4	206.6
9	PROTEIN, SALT & MINERALS	107.0	131.1	148.6
10	HAY & DRY ROUGHAGE	2482.0	2110.7	3309.6
11	SILAGE	4171.2	4311.9	4212.6
12	MILK	137.4	103.2	164.3
13	FEED COST			
14	GRAINS	22.75	26.56	23.06
15	COMPLETE RATION	13.70	9.78	17.49
16	PROTEIN, SALT & MINERALS	12.30	12.06	14.00
17	HAY & DRY ROUGHAGE	44.59	39.14	55.52
18	SILAGE	28.59	28.28	29.87
19	MILK	14.52	10.56	18.67
20	PASTURE	4.86	4.92	5.22
21	TOTAL FEED COSTS	141.31	131.30	163.83
22	RETURN OVER FEED COSTS	243.80	464.03	57.35*
23	OTHER DIRECT COSTS			
24	MISCELLANEOUS EXPENSE	4.05	5.31	4.56
25	VETERINARY EXPENSE	2.73	2.75	3.15
26	CUSTOM WORK HIRED	2.23	2.06	2.36
27	SPECIAL HIRED LABOR			
28	TOTAL OTHER DIRECT COSTS	9.01	10.12	10.07
29	RETURN OVER FEED & OTHER DIRECT COSTS	234.79	453.91	47.28*
30	ALLOCATED COSTS			
31	POWER & MACHINERY COSTS	9.48	8.30	10.07
32	LIVESTOCK EQUIP COSTS	6.64	6.58	6.53
33	BUILDING & FENCES	10.70	10.90	6.05
34	TOTAL ALLOCATED COSTS	26.82	25.78	22.65
35	RETURN OVER ALL LISTED COSTS	207.97	428.13	24.63*
36	SUPPLEMENTARY MANAGEMENT INFORMATION			
37	RETURN FOR \$100 FEED FED	272.52	453.40	135.00
38	PERCENT DEATH LOSS-TOTAL	8.6	8.3	6.2
39	PERCENT CALF DEATH LOSS	15.8	13.5	13.9
40	TOTAL LISTED COSTS PER HEAD	177.14	167.20	196.55*
41	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
42	INTEREST ALLOCATION	_____	_____	_____
43	OTHER COSTS NOT LISTED	_____	_____	_____
44	TOTAL COSTS	_____	_____	_____

TABLE 14 - ALL DAIRY & DUAL PURPOSE CATTLE - 1979

		Average of 218 Farms	44 Farms High In Return Above Feed	44 Farms Low In Return Above Feed
1	AVERAGE NUMBER OF COWS	37.2	37.2	32.8
		PER COW	PER COW	PER COW
2	VALUE OF DAIRY PRODUCTS	1420.91	1647.18	1113.54
3	NET INCREASE IN VALUE	433.68	759.35	170.09
4	MISCELLANEOUS DAIRY INCOME			
5	TOTAL VALUE PRODUCED	1854.62	2406.53	1283.63*
6	POUNDS OF FEED FED			
7	GRAINS	4820.9	5659.4	3821.8
8	COMPLETE RATIONS	1729.9	867.7	2492.8
9	PROTEIN, SALT, MINERALS, INCL MILK EQUIV	974.7	1486.6	578.8
10	HAY & DRY ROUGHAGE	9135.2	9959.4	9491.6
11	SILAGE	17723.1	19472.7	18605.5
12	FEED COST			
13	GRAINS	172.88	199.76	133.78
14	COMPLETE RATIONS	118.20	69.81	147.96
15	PROTEIN, SALT, MINERALS, INCL MILK	117.04	130.30	83.35
16	HAY & DRY ROUGHAGE	170.08	182.63	175.64
17	SILAGE	125.73	135.86	126.46
18	PASTURE COSTS	12.77	10.51	8.84
19	TOTAL FEED COSTS	716.70	728.87	676.03
20	RETURN OVER FEED COSTS	1137.92	1677.66	607.60*
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXP	53.76	71.80	33.66
23	VETERINARY EXPENSE	25.27	33.66	19.05
24	CUSTOM WORK	42.58	59.35	32.59
25	SPECIAL HIRED LABOR	1.80	7.69	.61
26	TOTAL OTHER DIRECT COSTS	123.41	172.50	85.91
27	RETURN OVER FEED & OTHER DIRECT COSTS	1014.51	1505.16	521.69*
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	71.06	70.42	63.23
30	LIVESTOCK EQUIP COSTS	50.61	52.95	42.28
31	BUILDING & FENCES	81.99	80.55	40.62
32	TOTAL ALLOCATED COSTS	203.66	203.92	146.13
33	RETURN OVER ALL LISTED COSTS	810.85	1301.24	375.56*
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	258.77	330.17	189.88
36	TOTAL LISTED COSTS PER COW	1043.77	1105.29	908.07*
37	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
38	INTEREST ALLOCATION	_____	_____	_____
39	OTHER COSTS NOT LISTED	_____	_____	_____
40	TOTAL COSTS	_____	_____	_____

TABLE 15A - BEEF BREEDING, FARM, WHOLE HERD, COMMERCIAL - 1979

		Average of 39 Farms	13 Farms High In Return Above Feed	13 Farms Low In Return Above Feed
1	AVERAGE NUMBER OF BEEF COWS	50.6	49.6	35.0
2	AVERAGE NUMBER OF OTHER BEEF ANIMALS & BULLS	41.5	49.4	25.7
3	POUNDS OF BEEF PRODUCED	25075	31030	10820
		PER COW	PER COW	PER COW
4	NET INCREASE IN VALUE	416.32	529.17	258.26
5	OTHER MISCELLANEOUS BEEF INCOME			
6	TOTAL VALUE PRODUCED	416.32	529.17	258.26*
7	POUNDS OF FEED FED			
8	GRAIN	395.2	316.0	510.8
9	PROTEIN, SALT & MINERAL	51.0	42.2	72.8
10	LEGUME HAY	5094.6	6395.8	6082.2
11	OTHER HAY & DRY ROUGHAGE	1320.4	821.0	1219.3
12	SILAGE	4151.2	5911.9	5775.8
13	FEED COST			
14	GRAIN	15.63	11.67	23.17
15	PROTEIN, SALT & MINERAL	7.94	11.73	6.80
16	LEGUME HAY	68.83	80.93	78.23
17	OTHER HAY & DRY ROUGHAGE	15.81	10.56	8.54
18	SILAGE	22.91	31.94	30.51
19	PASTURE	25.43	24.96	29.69
20	TOTAL FEED COSTS	156.55	171.79	176.94
21	RETURN OVER FEED COST	259.77	357.38	81.32*
22	OTHER DIRECT COSTS			
23	MISCELLANEOUS LIVESTOCK EXPENSE	3.95	6.92	2.89
24	VETERINARY EXPENSE	7.49	4.76	6.66
25	CUSTOM WORK	3.81	2.66	3.57
26	SPECIAL HIRED LABOR			.03
27	TOTAL OTHER DIRECT COSTS	15.25	14.34	13.15
28	RETURN OVER FEED & OTHER DIRECT COSTS	244.52	343.04	68.17*
29	ALLOCATED COSTS			
30	POWER & MACHINERY COSTS	16.13	21.39	18.76
31	LIVESTOCK EQUIP COSTS	7.35	4.80	14.11
32	BUILDING & FENCES	17.71	25.76	13.92
33	TOTAL ALLOCATED COSTS	41.19	51.95	46.79
34	RETURN OVER ALL LISTED COSTS	203.33	291.09	21.38*
35	SUPPLEMENTARY MANAGEMENT INFORMATION			
36	RETURN FOR \$100 FEED FED	265.95	308.03	45.95
37	PRICE PER CWT SOLD	69.14	70.25	66.58
38	PRICE PER CWT CALVES SOLD OR TRANSFERRED			
39	AVERAGE WEIGHT PER HEAD SOLD	616.8	642.9	622.7
40	AVERAGE WEIGHT PER CALF SOLD OR TRANSF	507.0	500.2	546.3
41	PERCENT DEATH LOSS	4.0	2.3	3.3
42	PERCENT CALF CROP			
43	TOTAL LISTED COSTS PER COW	212.99	238.08	236.88*
44	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
45	INTEREST ALLOCATION	_____	_____	_____
46	OTHER COSTS NOT LISTED	_____	_____	_____
47	TOTAL COSTS	_____	_____	_____

TABLE 15B BEEF FEEDERS (FFED LOT) - 1979

		Average of 12 Farms	6 Farms High In Return Above Feed	6 Farms Low In Return Above Feed
1	AVERAGE NUMBER OF BEEF FEEDERS	24.2	24.2	24.2
2	POUNDS OF BEEF PRODUCED	11803	9627	14032
		<u>PER CWT</u>	<u>PER CWT</u>	<u>PER CWT</u>
3	NET INCREASE IN VALUE OF ANIMALS	87.51	102.73	77.09
4	OTHER MISCELLANEOUS BEEF INCOME			
5	TOTAL VALUE PRODUCED	87.51	102.73	77.09*
6	POUNDS OF FEED FED			
7	GRAIN	565.4	396.2	681.6
8	PROTEIN, SALT & MINERAL	40.7	26.8	50.2
9	LEGUME HAY	417.2	510.7	353.0
10	OTHER HAY & DRY ROUGHAGE	93.7	185.2	30.9
11	SILAGE	693.2	872.5	570.1
12	FEED COST			
13	GRAIN	21.47	15.18	25.80
14	PROTEIN, SALT & MINERAL	5.39	4.02	6.33
15	LEGUME HAY	7.27	9.45	5.77
16	OTHER HAY & DRY ROUGHAGE	.92	2.10	.11
17	SILAGE	4.45	5.29	3.89
18	PASTURE	2.48	1.50	3.15
19	TOTAL FEED COST	41.98	37.54	45.05
20	RETURN OVER FEED COST	45.53	65.19	32.04*
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXPENSE	.64	.18	.97
23	VETERINARY EXPENSE	1.84	3.93	.41
24	CUSTOM WORK HIRED	3.14	6.80	.64
25	SPECIAL HIRED LABOR			
26	TOTAL OTHER DIRECT COSTS	5.62	10.91	2.02
27	RETURN OVER FEED & OTHER DIRECT COSTS	39.91	54.28	30.02*
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	2.59	3.53	1.73
30	LIVESTOCK EQUIP COSTS	2.09	2.45	1.51
31	BUILDINGS & FENCES	2.77	3.59	1.81
32	TOTAL ALLOCATED COSTS	7.45	9.57	5.05
33	RETURN OVER ALL LISTED COSTS	32.46	44.71	24.97*
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	208.48	273.66	171.13
36	PRICE PER CWT SOLD	75.09	81.61	64.75
37	AVERAGE WEIGHT PER HEAD SOLD	657.5	547.3	933.4
38	PRICE PER CWT BOUGHT	83.62	83.00	87.82
39	AVERAGE WEIGHT PER HEAD BOUGHT	337.0	370.6	197.1
40	NUMBER OF HEAD BOUGHT	41	65	18
41	PERCENT DEATH LOSS	3.7	5.6	1.8
42	EFFECTIVE DAILY GAIN-POUNDS/HEAD/DAY	1.34	1.09	1.59
43	TOTAL LISTED COST PER CWT PROD	55.05	58.02	52.12*
44	UTILITIES & OTHER GEN FARM EXP	_____	_____	_____
45	INTEREST ALLOCATION	_____	_____	_____
46	OTHER COSTS NOT LISTED	_____	_____	_____
47	TOTAL COSTS	_____	_____	_____

TABLE 16A - SHEEP, FARM, COMMERCIAL - 1979

	Average of 6 Farms
1 AVERAGE NUMBER OF EWES	37.9
2 POUNDS OF LAMB & MUTTON PRODUCED	3376
3 POUNDS OF WOOL PRODUCED	459
	<u>PER EWE</u>
4 VALUE OF PRODUCE	
5 WOOL	11.11
6 NET INCREASE IN VALUE OF ANIMALS	69.82
7 OTHER MISCELLANEOUS SHEEP INCOME	
8 TOTAL VALUE PRODUCED	80.93*
9 POUNDS OF FEED FED	
10 GRAIN	208.9
11 PROTEIN, SALT & MINERAL	14.2
12 LEGUME HAY	831.1
13 OTHER HAY & DRY ROUGHAGE	360.6
14 SILAGE	87.9
15 FEED COST	
16 GRAIN	8.50
17 PROTEIN, SALT & MINERAL	1.21
18 LEGUME HAY	17.52
19 OTHER HAY & DRY ROUGHAGE	1.90
20 SILAGE	.66
21 PASTURE	3.93
22 TOTAL FEED COSTS	33.72
23 RETURN OVER FEED COSTS	47.21*
24 OTHER DIRECT COSTS	
25 MISCELLANEOUS LIVESTOCK EXPENSE	1.00
26 VETERINARY EXPENSE	1.53
27 CUSTOM WORK	1.27
28 SPECIAL HIRED LABOR	
29 TOTAL OTHER DIRECT COSTS	3.80
30 RETURN OVER FEED & OTHER DIRECT COSTS	43.41*
31 ALLOCATED COSTS	
32 POWER & MACHINERY COSTS	9.05
33 LIVESTOCK EQUIP COSTS	13.07
34 BUILDINGS & FENCES	10.20
35 TOTAL ALLOCATED COSTS	32.32
36 RETURN OVER ALL LISTED COSTS	11.09*
37 SUPPLEMENTARY MANAGEMENT INFORMATION	
38 RETURN FOR \$100 FEED FED	239.98
39 PRICE PER CWT LAMB & MUTTON SOLD	55.42
40 PRICE PER CWT LAMB SOLD OR TRANSFERRED	
41 AVERAGE WEIGHT OF LAMBS SOLD OR TRANSFERRED	103.9
42 POUNDS OF WOOL PER SHEEP SHEARED	12.4
43 NUMBER OF EWES KEPT FOR LAMBING	38
44 PERCENT LAMB CROP	128.9
45 PERCENT DEATH LOSS	10.9
46 TOTAL LISTED COSTS PER EWE	69.84*
47 UTILITIES & OTHER GEN FARM EXP	_____
48 INTEREST ALLOCATION	_____
49 OTHER COSTS NOT LISTED	_____
50 TOTAL COSTS	_____

CASH SUMMARY OF FARM EARNINGS (WHOLE FARM) 1976-1979

	1976	1977	1978	1979
<u>FARM RECEIPTS</u>				
DAIRY COWS	1350	2117	2923	4598
DAIRY PRODUCTS	16349	23595	27397	37990
OTHER DAIRY	1220	1660	2154	3146
BEEF CATTLE (INCL. FEEDERS)	1767	1640	3413	5137
HOGS	2028	2581	4507	3941
SHEEP AND WOOL	56	65	72	53
OTHER PRO. LIVESTOCK			33	25
CORN	171	1383	1855	1890
WHEAT	119	115	90	246
OTHER SMALL GRAIN	191	322	362	520
OTHER CROPS	1004	414	1037	1080
CAPITAL ASSETS SOLD	902	731	683	481
INCOME FROM WORK OFF THE FARM	400	484	825	823
MISCELLANEOUS FARM INCOME	674	1627	1849	1868
1. TOTAL FARM SALES	26906	37236	47100	61934
2. INCREASE IN FARM CAPITAL	7254	15334	24968	25787
3. FAMILY LIVING FROM THE FARM	539	544	608	888
4. TOTAL FARM RECEIPTS 1 & 2 & 3	34699	53114	72676	88609
<u>FARM EXPENSE</u>				
DAIRY COWS BOUGHT	789	906	1238	2110
OTHER DAIRY BOUGHT	313	586	590	633
BEEF CATTLE BOUGHT (INCL. FEEDERS)	288	375	1420	3539
HOGS BOUGHT	182	327	385	620
SHEEP BOUGHT (INCL. FEEDERS)	50	10	12	9
OTHER PRO. LIVESTOCK			45	7
MISCELLANEOUS LIVESTOCK EXPENSE	1105	1366	1678	2392
FEED BOUGHT	7193	7952	7377	9438
FERTILIZER & CHEMICALS	1052	2056	2075	3401
OTHER CROP EXP (INCL. IRRIG OPER OR OPER COSTS)	925	1657	1935	1713
CUSTOM WORK ENTERPRISE (INCL. LABOR)	23	24	18	16
CUSTOM WORK HIRED	1174	1461	1633	2101
GAS-OIL-GREASE BOUGHT (FARM SHARE)	1270	1524	1729	2629
REPAIR & OPR OF MACH, TRACTOR, TRUCK & AUTO (F.S.)	1396	1745	2143	2531
REPAIR AND UPKEEP OF FARM REAL ESTATE	405	488	543	690
REPAIR AND UPKEEP OF LIVESTOCK EQUIP	202	309	389	557
WAGES OF HIRED LABOR	835	1137	1211	1522
ELECTRICITY EXPENSE (FARM SHARE)	468	617	861	1063
REAL ESTATE & PERS PROPERTY TAXES	390	515	586	716
TELEPHONE & GENERAL FARM EXPENSE	736	891	1014	1265
5. TOTAL CASH OPERATING EXPENSE	18921	24132	26882	39980
6. POWER, CROP & GEN MACH BOUGHT	4274	5617	9119	9169
7. LIVESTOCK EQUIP BOUGHT	687	1217	2008	3466
8. NEW REAL ESTATE & IMPROVEMENTS	3124	6702	8078	11726
9. TOTAL FARM PURCHASES	27006	37668	19205	61350
10. DECREASE IN FARM CAPITAL	1982	788	189	875
11. INTEREST ON FARM CAPITAL	4134	2106	8693	11168
12. UNPAID FAMILY LABOR	869	570	662	845
13. LABOR CHARGE FOR PARTNERS	101	48	395	284
14. BOARD FURNISHED HIRED LABOR	42	43	54	82
15. TOTAL FARM EXPENSE 9-14	34134	41223	56080	74604
16. LABOR EARNINGS 4-15	1227	6969	16596	14880

	<u>1976-1977-1978-1979 In A Capsule</u>			
	<u>1976</u>	<u>1977</u>	<u>1978</u>	<u>1979</u>
Farm Size (Acres)	330	347	345	335
Size of Business (Work Units)*	264	307	319	373
Return to Capital & Family Labor	3093	8654	20235	18651
Labor Earnings Table 6	1227	6959	15592	13622
Net Worth (AVG. Jan 1 & Dec. 31)	49242	62543	73705	89169
Ratio of Assets of Liabilities (Average)	2.35	2.29	2.24	2.10
<u>SOURCE OF INCOME-CASH-RECEIPTS</u>				
Income From Livestock	86%	85%	89%	89%
Income From Crops	6%	7%	7%	6%
Miscellaneous Income	8%	8%	4%	5%

*One Work Unit equals one 10 hour working day.

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.

WHAT DOES YOUR FAMILY WANT?

NAME John Jones Family DATE 3-10-80

ADDRESS Anywhere, Minnesota

One of the steps for improving the farm and home business is to clarify what is wanted. You may know of things you have wanted as a family, but it takes considerable thought and discussion among family members to agree upon what is most important and which things come first. As a family write down your goals for this year and for the future, then number them in order of priority.

	This Year	Later
<u>FOR A PROFITABLE FARM BUSINESS:</u>		
6 Buy a new tractor to replace old John Deere A	✓	
1 Raise the production of the dairy herd by 500 lbs. milk per cow	✓	
8 Raise the production of the dairy herd from 11000 lbs. to 15000 lbs. per cow in 10 yrs.		✓
2 Increase hay yield by 1 ton/acre in 3 yrs.	✓	✓
<u>FOR SATISFYING LIVING:</u>		
5 Install kitchen cabinets	✓	
10 Build new family room on west side of house	✓	
11 Paint exterior of home	✓	
12 Landscape yard		✓
<u>FOR DEVELOPMENT OF FAMILY MEMBERS:</u>		
9 Provide opportunity for son, Dave, to attend college in two years		✓
7 Provide money for Dad to attend National Convention for a week this winter	✓	
4 Provide time & money for Dan to attend camp this summer	✓	
<u>FOR LONG-TERM FINANCIAL SECURITY:</u>		
3 Improve net worth by 20%/year	✓	✓

HOW MUCH MONEY DID THE AVERAGE FARMER SPEND
AND WITH WHOM DID HE SPEND IT
SUMMARY BY YEARS

	1975	1976	1977	1978	1979
TO OTHER FARMERS FOR LIVESTOCK & CUSTOM WORK	\$3339	2035	3885	5189	8389
TO THE AGRI-BUSINESS COMMUNITY FOR FERTILIZER, CHEMICALS, SEED, FEEDS, REPAIRS & FUEL	9086	12278	17854	18342	23919
FOR EXTRA LABOR	587	835	1137	1178	1517
SUPPORT OF LOCAL GOV'T (PROPERTY & OTHER TAX)	548	673	1016	1114	1710
FOR UTILITIES (ELECTRICITY & TELEPHONE)	492	1054	1198	1016	1681
FOR USE OF OTHER PEOPLES CAPITAL (INTEREST & CASH RENT)	2012	2689	4167	4843	7389
FARM EQUIPMENT DEALERS (POWER & MACH)	4280	4804	8931	11324	12467
BUILDINGS AND LAND	2727	3461	7319	9482	14189
FOOD, CLOTHING, HOUSE FUEL, FURNITURE & PERS. CARE	2800	3790	3986	4555	5496
CONTRIBUTIONS - CHURCH & OTHER	208	268	320	324	405
MEDICAL CARE & HEALTH INSURANCE	\$ 685	842	1019	1094	1332
EDUCATION & RECREATION	393	473	785	877	1588
LIFE INSURANCE & OTHER INVESTMENTS	225	374	540	570	760

TOTAL MONEY SPENT BY ONE AVERAGE FARMER WITHIN HIS COMMUNITY & SERVICE AREA	\$ 27382	33576	52157	59908	68809
--	----------	-------	-------	-------	-------

SOURCE

TABLES 4 AND 6B OF THE ANNUAL NORTHEAST
AND EAST CENTRAL MINNESOTA VO-AG FARM
BUSINESS MANAGEMENT EDUCATION REPORTS.
STAPLES AREA VOCATIONAL INSTITUTE.