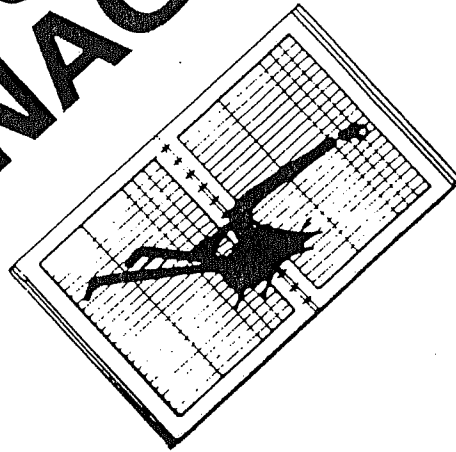


FARM BUSINESS MANAGEMENT



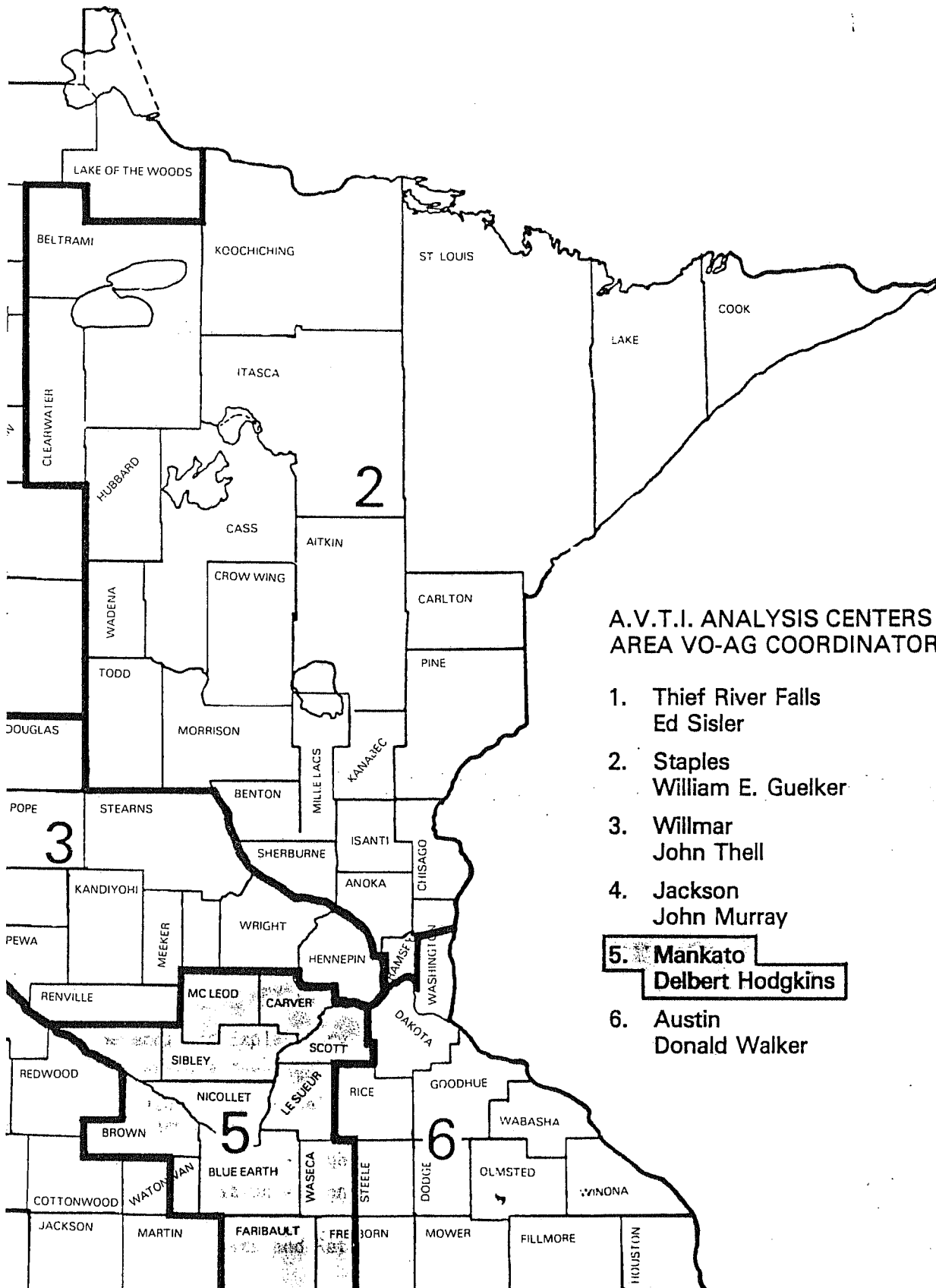
1979

Education Program Annual Report
Mankato Area Southern Minnesota
April 1980

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

**AN ADULT
EDUCATIONAL
PROGRAM**

VO-AG FARM MANAGEMENT AREAS



A.V.T.I. ANALYSIS CENTERS & AREA VO-AG COORDINATORS

1. Thief River Falls
Ed Sisler
2. Staples
William E. Guelker
3. Willmar
John Thell
4. Jackson
John Murray
5. **Mankato**
Delbert Hodgkins
6. Austin
Donald Walker

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SCHOOLS PARTICIPATING

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

<u>Class Location</u>	<u>Instructor</u>	<u>Records Processed</u>
<u>Adult Farm Management</u>		(As of 3/28/80)
Alden	John Nelson	2
Belle Plaine	Maynard Harms	1
Blue Earth	Eugene Uppena	20
Fairfax	Blair Anderson	16
Glencoe	Kenneth Stenzel	50
Hutchinson	Warren Ekstrom	4
Kiester	Robert Gerber	1
Madelia	John Rollings	30
Mankato	Paul Callanan	41
Mankato	Dennis Jackson	24
New Richland	Russell Schmiesing	11
New Ulm	Layton Peters & Gary Thome	46
Sleepy Eye	Leland Anderson	35
Springfield	Donn Russell	19
St. Peter	Cletus Janni	29
Waseca	Norman Bohmbach	50
Watertown	Craig Schmidt	17
Wells	Arnold Carlson	73
Winthrop	Dary Talley	41
<u>Post High School A.V.T.I. & Technical College Production Ag Programs</u>		
Mankato A.V.T.I.	Lyle Phelps	9
Waseca U.M.W.	Boyd Fuller	37
<u>Veterans Co-Op Farm Management</u>		
Gaylord	Leo Lick	19
Hutchinson	Warren Ekstrom	2
LeCenter	Charles Walarius	6
Sleepy Eye	Lawrence R. Ludtke	11
Total		594

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1979

Items		Average of 353 Farms	
1.	Size of Farm (Total Acres)	379.71	
2.	(Tillable Acres)	343.6	
3.	Work Units (Crops)	171.92	
4.	(Livestock)	226.75	
5.	(Other)	16.45	
6.	Total Size of Business in Work Units	415.11	
7.	Number of Workers	1.65	
8.	Farm Capital Investment per Worker	\$309,945	
		Jan. 1	Dec. 31
9.	PRODUCTIVE LIVESTOCK		
10.	Dairy Cows	\$ 8,802	\$ 10,297
11.	Other Dairy Cattle	5,333	6,849
12.	Beef Breeding Cattle	1,217	1,602
13.	Beef Feeder Cattle	7,735	9,522
14.	Hogs	13,743	12,206
15.	Sheep (Including Feeders) & Goats	586	689
16.	Poultry - All Types	133	80
17.	Other Livestock	5	7
18.	Total Productive Livestock	\$ 37,554	\$ 41,251
19.	CROP, SEED AND FEED	\$ 63,265	\$ 71,648
20.	POWER, MACHINERY & EQUIPMENT		
21.	Auto & Truck (Farm Share)	\$ 4,664	\$ 5,777
22.	Power & Machinery	33,793	39,262
23.	Irrigation Equipment	1,198	1,057
24.	Custom Work Equipment	142	270
25.	Livestock Equipment	7,262	9,401
26.	Total Power, Mach. & Equip.	\$ 47,060	\$ 55,766
27.	LAND	\$ 265,145	\$ 272,705
28.	BUILDINGS - FENCES - ETC.	50,046	57,098
29.	TOTAL FARM CAPITAL	\$ 463,070	\$ 498,467
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 35,397

*Table 1 lists the categories of farm capital for the average of 353 farms and for the 71 most profitable and 71 least profitable farms. These averages include the landlord's share of the investment for rented farms.

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

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

(Continued Page 2)

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1979

Items	71 Most Profitable Farms		71 Least Profitable Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1. Size of Farm (Total Acres)	568.8		387.9	
2. (Tillable Acres)	507.6		355.1	
3. Work Units - (Crops)	255.16		175.51	
4. (Livestock)	326.23		202.98	
5. (Other)	14.10		8.82	
6. Total Size of Business in Work Units	595.49		387.30	
7. Number of Workers	1.99		1.81	
8. Farm Capital Investment per Worker	\$355,809		\$416,370	
9. PRODUCTIVE LIVESTOCK				
10. Dairy Cows	14,573	16,700	3,607	5,067
11. Other Dairy Cattle	9,165	12,143	2,163	2,463
12. Beef Breeding Cattle	1,936	3,526	2,014	1,713
13. Beef Feeder Cattle	17,068	20,137	11,349	17,024
14. Hogs	11,721	11,110	26,204	21,745
15. Sheep (Including Feeders) & Goats	140	329	2,556	2,839
16. Poultry - All Types			8	11
17. Other Livestock			7	14
18. Total Productive Livestock	\$ 54,603	\$ 63,945	\$ 47,907	\$ 50,876
19. CROP, SEED AND FEED	97,940	120,733	63,823	63,607
20. POWER, MACHINERY & EQUIPMENT				
21. Auto & Truck (Farm Share)	\$ 6,043	\$ 8,489	\$ 4,385	\$ 5,527
22. Power & Machinery	49,764	57,714	35,107	40,085
23. Irrigation Equipment	3,077	2,699		
24. Custom Work Equipment		615		
25. Livestock Equipment	9,745	12,606	8,217	11,490
26. Total Power, Mach. & Equip.	\$ 68,629	\$ 82,123	\$ 47,708	\$ 57,102
27. LAND	\$ 326,744	\$ 338,681	\$ 395,301	\$ 405,872
28. BUILDINGS - FENCES - ETC.	\$ 64,962	\$ 72,584	\$ 63,547	\$ 74,019
29. TOTAL FARM CAPITAL	\$ 612,879	\$ 678,066	\$ 618,286	\$ 651,476
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 65,187		\$ 33,190

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

Size as measured by acres for individual farms varied from less than 80 to over 1600 acres; however, the majority of the farms fell in the range of 360 to 620 acres.

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

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

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

Items	Average of - 353 Farms	71 Most Profitable Farms	71 Least Profitable Farms
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 2,882	\$ 4,995	\$ 1,607
3. Dairy Products	22,560	40,618	6,010
4. Other Dairy Cattle	2,341	3,476	1,509
5. Beef Breeding Cattle	461	237	1,028
6. Beef Feeder Cattle	13,221	31,969	18,805
7. Hogs Complete & Mixed	15,570	16,528	24,462
8. Hogs Finishing	10,369	6,825	17,986
9. Hogs Producing Weaning Pigs	2,254	993	6,503
10. Sheep, Goats & Wool, Farm Flock	123	97	310
11. Sheep & Wool, Feeder Lambs	1,651		8,190
12. Chickens (Including Hens & Broilers)	23		5
13. Turkeys	83	414	
14. Eggs	804		27
15. Other Productive Livestock & Products	44		215
16. Other Miscellaneous Livestock Income	108	300	
17. Total Sales of Productive Livestock	\$ 72,494	\$ 106,452	\$ 86,658
18. SALE OF CROPS			
19. Wheat	328	526	168
19A. Durum			
20. Other Small Grains	213	160	249
21. Corn	30,089	53,872	27,757
22. Soybeans	30,571	46,057	33,537
22A. Sunflowers	283	651	184
23. Other Row Crops	920	2,012	511
24. Legumes & Other Forage	145	109	250
25. Grass Seed	56		
26. Fruits & Nuts			
27. Vegetable Roadside Market & Specialty			
28. Nursery, Timber & Other	113	300	
29. Set Aside Acres-Government Payments	133	190	222
30. Total Sales From Crops	\$ 62,851	\$ 103,877	\$ 62,878
31. Capital Assets Sold	2,163	1,237	784
32. Gas Tax Refund	142	146	155
33. Income From Work off the Farm	1,279	1,371	1,149
34. Custom Work Enterprise Income	136	53	
35. Patronage Refunds	1,498	2,492	1,255
36. Miscellaneous Farm Income	1,743	3,043	1,545
37. Total Farm Sales	\$ 142,305	\$ 218,669	\$ 154,424
38. Increase in Farm Capital	\$ 35,397	\$ 65,187	\$ 33,190
39. Family Living From the Farm	562	806	419
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 178,264	\$ 284,662	\$ 188,033

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

The increase or decrease in value of farm produce on inventory are very significant and should be considered in interpreting the earnings statement.

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

Items	Average of - 353 Farms	71 Most Profitable Farms	71 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 1,039	\$ 1,615	\$ 1,599
3. Other Dairy Cattle	399	211	82
4. Beef Breeding Cattle	471	1,728	312
5. Beef Feeder Cattle	8,481	16,495	18,107
6. Hogs Complete & Mixed	1,130	951	2,219
7. Hogs Finishing	3,366	2,447	4,634
8. Hogs Producing Weaning Pigs	510	323	1,126
9. Sheep & Goats	97	76	353
10. Sheep, Feeder Lambs	1,325		6,589
11. Chickens (Including Hens & Broilers)	121		6
12. Turkeys	11	55	
13. Other Productive Livestock	21		97
14. Miscellaneous Livestock Expense	3,125	4,352	3,481
15. Feed Bought	15,401	17,104	25,522
16. Fertilizer	8,078	12,727	7,342
17. Chemicals	4,920	7,510	4,979
18. Other Crop Expense	7,013	10,647	7,050
19. Irrigation Operation Costs	22	80	
20. Custom Work Enterprise Operator Costs, Including Labor	68	71	
21. Custom Work Hired	2,644	3,626	2,656
22. Repair & Upkeep of Livestock Equipment	1,054	1,493	1,095
23. Repair & Upkeep of Farm Real Estate	1,388	1,678	1,768
24. Gas, Oil & Grease Bought (Farm Share)	4,789	6,427	5,280
25. Repair & Operation of Mach., Trac., Truck, Auto	4,947	6,139	5,359
26. Repair & Upkeep of Irrigation Equipment	6	23	
27. Repairs - Custom Work Enterprise	40	78	
28. Wages of Hired Labor	2,968	4,588	2,435
29. Personal Property & Real Estate Taxes	3,836	6,094	3,703
30. General Farm Expense	1,746	2,674	1,806
31. Telephone Expense (Farm Share)	263	331	293
32. Electricity Expense (Farm Share)	1,429	1,986	1,617
33. TOTAL CASH OPERATING EXPENSE	\$ 80,705	\$ 111,528	\$ 109,510
34. Power, Crop & General Mach. Bought (FS)	17,327	25,602	17,259
35. Irrigation Equipment Bought	2		
36. Custom Work Equipment Bought	175	648	
37. Livestock Equipment Bought	4,398	5,547	6,635
38. New Real Estate & Improvement	20,654	26,192	26,467
39. TOTAL FARM PURCHASES (33) THRU (38)	\$ 123,260	\$ 169,517	\$ 159,872
40. Decrease in Farm Capital			
41. Interest on Farm Capital	33,654	45,183	44,442
42. Unpaid Family Labor	427	445	734
43. Labor Charge for Partners & Other Operators	1,116	986	1,525
44. Board Furnished Hired Labor	94	75	142
45. TOTAL FARM EXPENSE (39) THRU (44)	\$ 158,551	\$ 216,206	\$ 206,715
46. Return to Oper. Labor & Mgmt.-Single Oper. (W.F.) (2A/40)-(45)	\$ 19,713	\$ 68,457	\$ (-18,682)
47. Number of Operators	1	1	1
48. Full Time Operator Equivalents	1.16	1.33	1.12
49. Return to Oper. Labor & Mgmt.-Full Time Operator Equivalent	17,590	57,742	(-16,907)

TABLE 3 - SUMMARY OF FARM EARNINGS (ENTERPRISE STATEMENT - WHOLE FARM) - 1979

Items	Average of - 353 Farms	71 Most Profitable Farms	71 Least Profitable Farms
1. <u>RETURNS AND NET INCREASES</u>			
2. Productive Livestock			
3. Dairy Cows	\$ 23,296	\$ 6,879	\$ 41,598
4. Other Dairy Cattle	6,780	2,502	12,090
5. Beef Breeding Cattle	743	765	1,660
6. Feeder Cattle	6,165	6,192	16,916
7. Hogs, Complete & Mixed	13,797	21,027	15,110
8. Hog Finishing Enterprise	5,123	8,120	3,780
9. Producing Weaning Pigs	2,819	7,508	1,215
10. Sheep & Goats	137	259	210
11. Sheep, Feeder Lambs	319	1,582	
12. Chickens (Including Hens & Broilers)	658	34	
13. Turkeys	72		358
14. Other Productive Livestock	28	133	
15. TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 59,938	\$ 55,000	\$ 92,938
16. Value of Feed Fed to Livestock	32,723	39,645	43,682
17. Return Over Feed From Livestock	27,215	15,356	49,256
18. Crop, Seed & Feed	68,368	57,333	122,045
19. Cooperative Patronage Refunds	1,498	1,255	2,492
20. Miscellaneous Farm Income	1,743	1,545	3,043
21. Custom Work Enterprise	(-19)		(-128)
22. TOTAL RETURNS & NET INCREASES	\$ 98,804	\$ 75,489	\$ 176,707
23. <u>EXPENSES & NET DECREASES</u>			
24. Truck & Auto (Farm Share)	\$ 4,382	\$ 4,155	\$ 5,851
25. Tractors & Crop Machinery	16,528	17,613	22,806
26. Irrigation Equipment	149		401
27. Electricity	1,429	1,617	1,986
28. Livestock Equipment	3,310	4,692	4,165
29. Buildings, Fences & Tiling	5,882	7,115	7,705
30. Bare Land			
31. Miscellaneous Livestock Expense	3,125	3,481	4,352
32. Labor	3,672	3,729	5,716
33. Labor Charge for Other Operator(s)	1,116	1,525	986
34. Property Tax	3,836	3,703	6,094
35. General Farm Expense & Telephone	2,008	2,099	3,005
36. Interest on Farm Capital	33,654	44,442	45,183
37. TOTAL EXPENSES & NET DECREASES	\$ 79,091	\$ 94,171	\$ 108,250
38. RETURN TO OPERATORS LABOR & MANAGEMENT	\$ 19,713	\$ (-18,682)	\$ 68,457
39. Number of Farm Operators	1	1	1

Table 3 combines Tables 1, 2A & 2B. Cash receipts and expenses are adjusted for changes in inventory for each enterprise and for each category of expense in order to show net increases and net decreases. The resulting labor earnings are the same as those on Page 4.

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1979

FOR THOSE FARMS WITH COMPLETE ACCOUNTS - OPERATOR'S SHARE

Items	Average of 172 Farms	Per Adult Equivalent
1. Number of Persons - Family	4	
2. Number of Adult Equivalent - Family	3.2	
3. Church & Welfare	\$ 719	\$ 224.69
4. Medical Care & Health Insurance	1,651	515.94
5. Food & Meals Bought	3,086	964.38
6. Operating Expense & Supplies	1,123	350.94
7. Furnishings & Equipment	1,244	388.75
8. Clothing & Clothing Materials	1,112	347.50
9. Personal Care, Personal Spending	784	245.00
10. Education	425	132.81
11. Recreation	945	295.31
12. Gifts & Special Events	692	216.25
13. Personal Share Truck & Auto Expense	796	248.75
14. Operator Share Upkeep on Dwelling	166	51.88
14A. Cash Rent (Personal)	2	.63
15. Personal Share Telephone & Electricity Expense	483	150.94
15A. Personal Share - General Farm Expense	22	6.88
16. TOTAL CASH LIVING EXPENSE	\$ 13,251	\$ 4,140.94
17. Personal Share New Truck and Auto	387	120.94
18. New Dwelling Bought	1,477	461.56
19. Taxes and Other Deductions	2,417	755.31
20. Life Insurance & Other Savings & Investments	3,787	1,183.44
21. TOTAL HOUSEHOLD & PERSONAL (16) THRU (20)	\$ 21,320	6,662.50
22. TOTAL FAMILY LIVING FROM THE FARM (33)	598	186.88
23. TOTAL CASH & NON-CASH EXPENSES (21) + (22)	\$ 21,917	\$ 6,849.06
24. FAMILY LIVING FROM THE FARM		
25.	Quantity	Operator' Share
26. Milk and Cream (Quarts)	353	82
27. Beef (Pounds)	644	407
28. Pork (Pounds)	232	95
29. Lamb, Mutton (Pounds)	3	2
30. Poultry, All Fowl (Pounds)	13	9
31. Eggs (Dozen)	2	1
32. Vegetables, Fruits, Spuds, Other Produce & Fuel		3
33. TOTAL FAMILY LIVING FROM THE FARM		\$ 598

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in Table 4.

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

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

Items	Average of 327 Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 36,384	\$ 40,143
2. Crop, Seed & Feed	60,454	68,398
3. Total Power, Machinery & Equipment	46,446	54,602
4. Land (Acres Owned 247.3) (Tillable 203.2)	111,394	119,390
5. Buildings, Fences, Etc.	47,707	54,833
6. TOTAL FARM CAPITAL	\$ 302,384	\$ 337,366
7. Non-Farm Assets	23,471	28,989
7A. Cash on Hand & in Bank	4,276	3,936
8. Dwelling	13,068	15,217
9. TOTAL ASSETS	\$ 343,199	\$ 385,507
10. Real Estate Mortgages	71,404	81,229
11. Chattel Mortgages	41,290	50,274
12. Notes	17,345	21,668
13. Accounts Payable	2,294	2,717
14. TOTAL LIABILITIES	\$ 132,333	\$ 155,887
15. FARMER'S NET WORTH	\$ 210,866	\$ 229,620
16. GAIN (OR LOSS) IN NET WORTH		\$ 18,754

17. Supplementary Management Information		
18. Return to Operator's Labor and Management (6B/47)	\$ 17,884	
19. Return to Capital & Family Labor (6B/48)	29,907	
20. Non-Farm Income		
21. Outside Investment Income	1,168	
22. Other Personal Income & Income Tax Refund	3,103	
22A. Sale of Personal Share-Dwelling, Auto & Truck	10	
23. TOTAL NON-FARM INCOME	\$ 4,282	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 34,188	
25. TOTAL MONEY BORROWED	\$ 83,645	
26. TOTAL PAID ON DEBT (PRINCIPAL)	60,344	
27. TOTAL HOUSEHOLD AND PERSONAL CASH/NON-CASH EXP. (4/23)	17,608	
28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)	.895	
29. Ratio: Total Assets to Total Liabilities	Jan. 1 2.593	Dec. 31 2.473
30. Ratio: Non-Real Estate Assets/Non-Real Est. Liabil.	2.807	2.626
31. Ratio: Real Estate to Real Estate Liabil.	2.411	2.332
32. Ratio: Net Worth to Total Liabilities	1.593	1.473
33.* Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.735
34. Ratio: Total Farm Receipts to Average Farm Cap.(W.F.)		.373
35. Ratio: Total Farm Receipts to Average Farm Cap.(O.S.)		.531
*Adjusted Total Farm Sales Does Not Include Sale of Capital Assets		

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

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

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

Items	64 High Profit Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 59,963	\$ 69,534
2. Crop, Seed & Feed	82,743	105,633
3. Total Power, Machinery & Equipment	61,750	74,304
4. Land (Acres Owned 368.9)(Tillable 276.2)	120,160	133,402
5. Buildings, Fences, Etc.	68,516	74,907
6. TOTAL FARM CAPITAL	\$ 393,132	\$ 457,780
7. Non-Farm Assets	43,297	52,086
7A. Cash on Hand & in Bank	5,676	5,666
8. Dwelling	19,419	23,068
9. TOTAL ASSETS	\$ 461,524	\$ 538,600
10. Real Estate Mortgages	94,003	103,629
11. Chattel Mortgages	58,327	69,156
12. Notes	17,092	19,316
13. Accounts Payable	3,155	3,024
14. TOTAL LIABILITIES	\$ 172,577	\$ 195,126
15. FARMER'S NET WORTH	\$ 288,947	\$ 343,473
16. GAIN (OR LOSS) IN NET WORTH		\$ 54,526

17. Supplementary Management Information		
18. Return to Operator's Labor and Management (6B/47)	\$ 62,649	
19. Return to Capital and Family Labor (6B/48)	78,214	
20. Non-Farm Income		
21. Outside Investment Income	2,147	
22. Other Personal Income & Income Tax Refund	2,696	
22A. Sale of Personal Share - Dwelling, Auto and Truck	35	
23. TOTAL NON-FARM INCOME	\$ 4,878	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 83,092	
25. TOTAL MONEY BORROWED	\$ 105,154	
26. TOTAL PAID ON DEBT (PRINCIPAL)	83,896	
27. TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)	24,910	
28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)	.765	
29. Ratio: Total Assets to Total Liabilities	Jan. 1 2.674	Dec. 31 2.760
30. Ratio: Non-Real Estate Assets/Non-Real Est. Liabil.	3.225	3.358
31. Ratio: Real Estate Assets to Real Estate Liabil.	2.214	2.233
32. Ratio: Net Worth to Total Liabilities	1.674	1.760
33.* Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.665
34. Ratio: Total Farm Receipts to Average Farm Cap.(W.F.)		.449
35. Ratio: Total Farm Receipts to Average Farm Cap.(O.S.)		.628
*Adjusted Total Farm Sales Does Not Include Sale of Capital Assets		

The supplementary information listed in Table 5 is helpful in studying the financial structure of the farm. All Figures are presented on the operator's share only basis.

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

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

Items	66 Low Profit Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 42,196	\$ 44,491
2. Crop, Seed and Feed	62,024	61,568
3. Total Power, Machinery and Equipment	46,543	52,370
4. Land (Acres Owned 257.7) (Tillable 208.3)	157,089	165,218
5. Buildings, Fences, Etc.	55,798	64,316
6. TOTAL FARM CAPITAL	\$ 363,649	\$ 387,963
7. Non-Farm Assets	\$ 19,321	\$ 24,689
7A. Cash on Hand and in Bank	5,399	5,553
8. Dwelling	13,908	15,332
9. TOTAL ASSETS	\$ 402,278	\$ 433,538
10. Real Estate Mortgages	\$ 99,189	\$ 115,307
11. Chattel Mortgages	51,712	63,442
12. Notes	23,366	30,935
13. Accounts Payable	4,035	4,883
14. TOTAL LIABILITIES	\$ 178,301	\$ 214,567
15. FARMER'S NET WORTH	\$ 223,977	\$ 218,971
16. GAIN (OR LOSS) IN NET WORTH		\$ (-5,006)

17. <u>Supplementary Management Information</u>		
18. Return to Operator's Labor and Management (6B/47)	\$ (-16,330)	
19. Return to Capital and Family Labor (6B/48)	(- 3,401)	
20. Non-Farm Income		
21. Outside Investment Income		1,077
22. Other Personal Income and Income Tax Refund		3,528
22A. Sale of Personal Share - Dwelling, Auto and Truck		
23. TOTAL NON-FARM INCOME	\$ 4,605	
24. TOTAL FAMILY FARM AND NON-FARM INCOME	\$ 1,204	
25. TOTAL MONEY BORROWED	\$ 116,478	
26. TOTAL PAID ON DEBT (PRINCIPAL)	\$ 79,571	
27. TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)	\$ 14,298	
28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)		1.096
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	2.256	2.021
30. Ratio: Non-Real Estate Assets/Non-Real Est. Liabil	2.218	1.901
31. Ratio: Real Estate Assets to Real Estate Liabil.	2.286	2.124
32. Ratio: Net Worth to Total Liabilities	1.256	1.021
33.* Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.898
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.328
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)		.451
*Adjusted Total Farm Sales Does Not Include Sale of Capital Assets		

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

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

TABLE 6A - OPERATOR'S SHARE OF CASH RECEIPTS - 1979

Items	Average of - 353 Farms	71 Most Profitable Farms	71 Least Profitable Farms
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 2,670	\$ 5,374	\$ 1,255
3. Dairy Products	,184	43,791	6,465
4. Other Dairy Cattle	2,127		735
5. Beef Breeding Cattle	375	135	370
6. Beef Feeder Cattle	12,915	32,193	19,568
7. Hogs Complete and Mixed	14,880	17,448	18,518
8. Hogs Finishing	10,150	7,384	15,697
9. Hogs Producing Weaning Pigs	2,149	671	6,973
10. Sheep, Goats and Wool - Farm Flock	121	97	373
11. Sheep and Wool - Feeder Lambs	1,651		6,948
12. Chickens (Including Hens and Broilers)	23	10	5
13. Turkeys	83	414	
14. Eggs	800		27
15. Other Productive Livestock & Products	44		52
16. Other Miscellaneous Livestock Income	100	270	10
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 69,274	\$ 111,441	\$ 76,997
18. SALE OF CROPS			
19. Wheat	309	288	408
19A. Durum			
20. Other Small Grain	190	105	200
21. Corn	26,203	38,141	24,409
22. Soybeans	27,634	34,647	29,532
22A. Sunflowers	283	183	184
23. Other Row Crops	776	1,163	474
24. Legumes and Other Roughage	117	109	198
25. Grass Seed	56		175
26. Fruits and Nuts			
27. Vegetables, Roadside Market & Specialty			
28. Nursery, Timber and Other	113	300	
29. Set Aside Acres - Government Payments	126	194	176
30. TOTAL SALES FROM CROPS	\$ 55,808	\$ 75,130	\$ 55,757
31. Capital Assets Sold	\$ 855	\$ 1,188	\$ 882
32. Gas Tax Refund	138	157	174
33. Income From Work off the Farm	1,239	924	954
34. Custom Work Enterprise Income	113	79	
35. Patronage Refunds	1,447	2,426	1,320
36. Miscellaneous Farm Income	1,716	2,622	1,555
37. TOTAL FARM SALES	\$ 130,590	\$ 193,965	\$ 137,638
38. Increase in Farm Capital	\$ 35,121	\$ 63,447	\$ 23,850
39. Family Living From the Farm	562	842	444
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 166,273	\$ 258,254	\$ 161,932
41. Adjusted Total Farm Sales (37)-(31)	\$ 129,735	\$ 192,778	\$ 136,756
42. Total Cash Farm Operating Expense	\$ 95,617	\$ 129,763	\$ 121,960
43. Net Cash Operating Income	\$ 34,117	\$ 63,015	\$ 14,796

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

TABLE 6B - OPERATOR'S SHARE OF CASH EXPENSES - 1979

Items	Average of - 353 Farms	71 Most Profitable Farms	71 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 1,024	\$ 1,782	\$ 828
3. Other Dairy Cattle	399	325	160
4. Beef Breeding Cattle	469	1,728	312
5. Beef Feeder Cattle	8,419	16,712	17,717
6. Hogs Complete	1,068	770	1,442
7. Hogs Finishing	3,298	2,526	4,393
8. Hogs Producing Weaning Pigs	469	297	1,076
9. Sheep, Farm Flock	95	76	353
10. Sheep, Feeder Lambs	1,325		5,842
11. Chickens	120	2	6
12. Turkeys	11	55	
13. Other Productive Livestock	21		24
14. Miscellaneous Livestock Expense	3,014	4,620	3,308
15. Feed Bought	14,957	18,201	21,901
16. Fertilizer	7,393	9,836	6,963
17. Chemicals	4,520	6,431	4,473
18. Other Crop Expense	6,544	8,594	6,930
19. Irrigation Operation Cost	16	41	
20. Custom Work Operator Costs, Including Labor	55	15	
21. Custom Work Hired	2,539	3,652	2,172
22. Repair and Upkeep of Livestock Equipment	1,021	1,442	980
23. Repair and Upkeep of Farm Real Estate	1,347	1,599	1,702
24. Gas, Oil, Grease Bought (Farm Share)	4,615	5,820	5,063
25. Repair & Oper. of Mach., Tract., Truck, and Auto (Farm Share)	4,778	5,594	5,272
26. Repair and Upkeep of Irrigation Equipment	6		
27. Repairs, Custom Work Enterprise	34	11	
28. Wages of Hired Labor	2,927	4,779	2,518
29. Personal Property & Real Estate Taxes	2,134	3,338	2,026
30. Cash Rent	8,775	11,798	9,182
31. General Farm Expenses	1,694	2,528	1,719
32. Telephone Expense (Farm Share)	255	285	269
33. Electricity Expense (Farm Share)	1,381	1,942	1,496
34. Interest Expense	10,893	14,964	13,835
35. TOTAL CASH OPERATING EXPENSE	\$ 95,617	\$ 129,763	\$ 121,960
36. Power, Crop & Gen. Mach. Bought (F. Share)	\$ 16,708	\$ 22,374	\$ 16,103
37. Irrigation Equipment Bought	2		
38. Custom Work Enterprise Equipment Bought	133		
39. Livestock Equipment Bought	4,306	5,417	5,194
40. New Real Estate & Improvements	19,859	24,665	21,812
41. TOTAL FARM PURCHASES (35) THRU (40)	\$ 136,624	\$ 182,218	\$ 165,069
42. Decrease in Farm Capital	---	---	---
43. Interest on Farm Capital (Equity)	\$ 11,431	\$ 14,541	\$ 12,348
44. Unpaid Family Labor	427	421	577
45. Board Furnished Hired Labor	92	90	165
46. TOTAL FARM EXPENSE (41) THRU (45)	\$ 148,575	\$ 197,270	\$ 178,159
47. Return to Operator Labor & Mgmt. (Operator's Share) (6A/40)-(46)	\$ 17,698	\$ 60,984	\$ (-16,228)
48. Return to Capital & Family Labor (47)+(44)+(43)	29,555	\$ 75,946	\$ (-3,304)

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

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

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

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

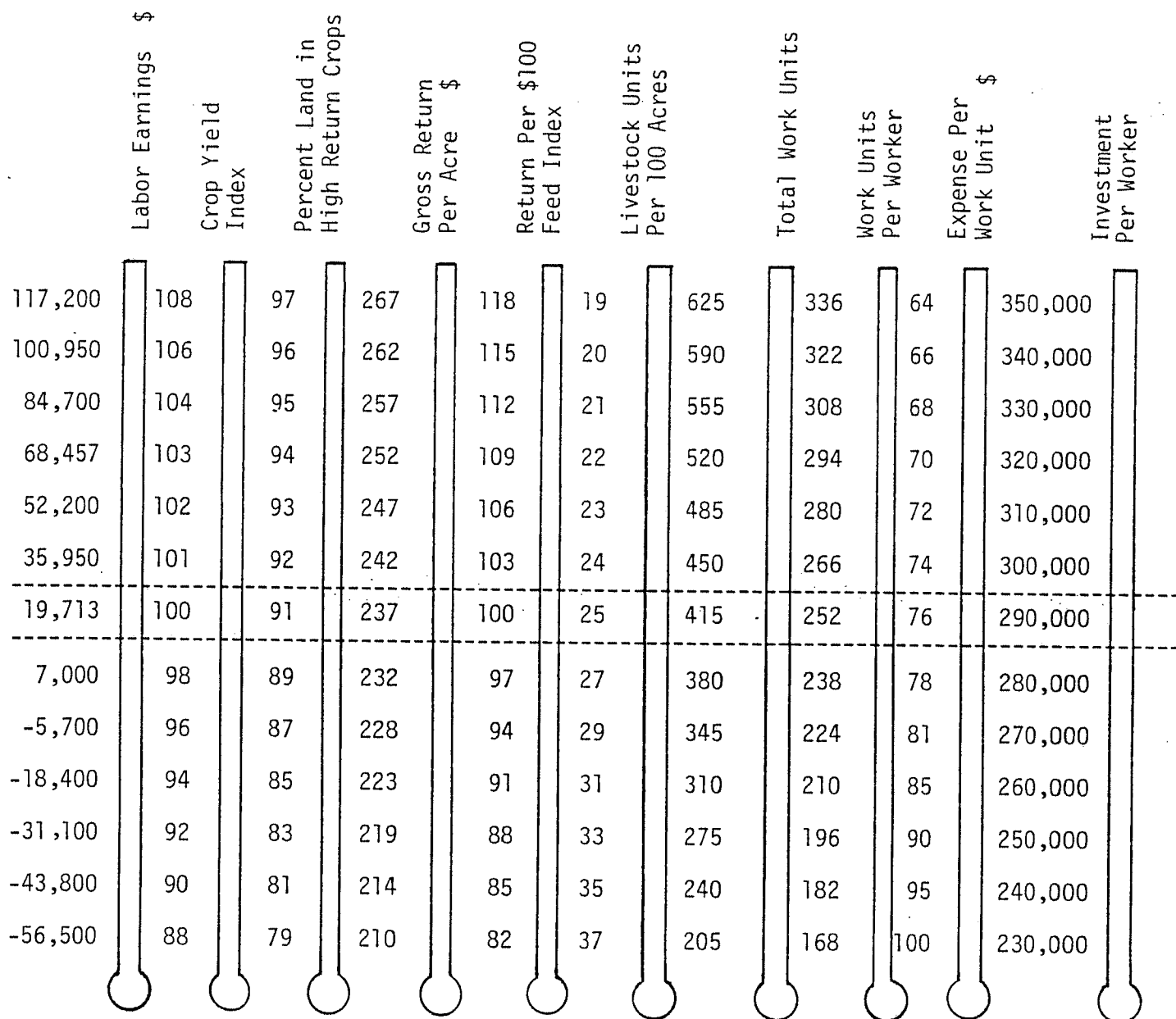
Note should be taken that items listed in Table 8 and the Thermometer Chart are to be considered in light of the individual farm and farm operator. Although in general, an above-average level for each factor listed would indicate above average earnings, this may not be true when individual farms are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

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1979

Items	Average of - 353 Farms	71 Most Profitable Farms	71 Least Profitable Farms
1. Return to Operator's Labor & Mgmt.	\$ 19,713	\$ 68,457	\$(-18,682)
2. Crop Yield Index	100.0	103.2	94.6
3. Percent Tillable Land in High Return Crops	91.3	91.3	93.5
4. Gross Return per Tillable Acre (excluding Pasture)	\$ 236.51	\$ 251.99	\$ 223.82
5. Return per \$100 Feed Fed Productive Livestock Index	100.0	108.6	93.4
6.* Livestock Units per 100 Acres	25.38	23.45	33.56
7. Size of Business - Work Units	415.11	595.49	387.30
8. Work Units per Worker	251.58	299.24	213.98
9. Power, Machinery, Equipment, Building Expense per Worker Unit	\$ 76.59	\$ 72.19	\$ 90.91
10. Farm Capital Investment per Worker	\$ 291,375	\$ 324,358	\$ 350,763
* * * * *			
30. Number of Animal Units	87.46	119.24	119.64
31. Work Units			
32. Crops	171.92	255.16	175.51
33. Productive Livestock	226.75	326.23	202.98
34. Other Productive Work Units	16.45	14.10	8.82
35. Expenses per Work Units			
36. Tractor and Crop Machinery Expense	\$ 40.32	\$ 39.04	\$ 45.48
37. Farm Share of Auto & Truck Expense	10.59	9.84	10.73
38. Farm Share of Electric Expense	3.45	3.34	4.18
39. Livestock Equipment Expense	8.00	7.01	12.11
40. Building, Fence and Tiling Expense	14.23	12.96	18.42
41.** Tractor & Crop Machinery Expense per Crop Acre	48.09	44.92	49.60
42. Farm Power & Machinery Cost Allocation to Livestock	\$2,620.67	\$3,430.76	\$2,662.57
43. Building, Fence & Tiling Cost Allocation to Crops BCAF (2)	\$2,470.32	\$3,264.99	\$2,814.31
44. *Acres include all tillable land, non-tillable hay and pasture.			
45. **Acres include all tillable land plus acres in non-tillable hay.			
46. Marketing Index	100.00	100.65	97.58

THERMOMETER CHART

Using your figures from page 13, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the farms included in this summary are located between the dotted lines across the center of the chart.



353 Farms

TABLE 9 - CROP DATA FOR MAJOR CROPS & DISTRIBUTION OF ACRES, YIELD & COST PER UNIT - 1979

Crop	Crop Rank	Average Yield	Cost per Unit
Oats	D	65.0 bu.	\$ 1.99
Spring Wheat	C	34.2 bu.	4.20
Canning Peas	B	\$ 212.63	.65
All Other Small Grain	C & D		
TOTAL ACRES SMALL GRAIN & PEAS		11.8 Acres	
Canning Corn	B	\$ 187.27	\$.96
Corn - Grain	A	125.5 bu.	1.86
Soybeans	A	36.6 bu.	4.52
Corn Silage	B	19.7 ton	10.78
All Other Row Crops	A & B		
TOTAL ACRES ROW CROPS		308.1 Acres	
Alfalfa Hay	B	5.4 ton	\$ 43.65
Other Hay	C & D		
TOTAL ACRES HAY		18.4 Acres	
Tillable Pasture		.9 Acres	
Tillable Land Idle		4.4 Acres	
TOTAL TILLABLE LAND		343.6 Acres	
Non-Tillable Pasture		13.4 Acres	
Timber		3.3 Acres	
Roads and Waste		10.3 Acres	
Farmstead		9.1 Acres	
TOTAL NON-TILLABLE LAND		36.1 Acres	
TOTAL LAND IN FARM		379.7 Acres	

SUPPLEMENTARY MANAGEMENT INFORMATION

	353 Average All Farms	71 High Earnings Farms	71 Low Earnings Farms
Percent Land Tillable	90.4	89.2	91.5
Percent Land on High Return Crops	91.3	91.3	93.5
*Fertilizer Cost per Acre	\$ 22.35	\$ 23.42	\$ 21.77
*Crop Chemicals per Acre	14.38	15.18	14.29
*Seed and Other Costs per Acre	21.21	21.82	21.55
*Gas, Oil & Grease Bought per Acre	11.00	10.42	11.83

*Tillable land minus tillable pasture, fallow and idle land.

CROP TABLES - CROPS ANALYSIS

The Crop Analysis Table for each individual crop show the yield, value per unit, crop product return, other crop income and total crop return.

Costs such as fertilizer, chemicals, seed and other, hired labor and custom work are costs that can be assigned to each individual crop in the account book. These costs are shown in the Crop Tables under the heading "Direct Costs".

"Allocated Costs" are a combination of cash and non-cash expenses and may be either calculated or assigned. A proportion of the total ownership and operation costs of power and machinery is calculated for each crop by using the work unit value for that crop. The farmer may modify this cost by assigning a specific power cost allocation factor (PCAF) for each crop. Land cost used is the fair rental value for land of similar type in the local area.

Some of the more difficult expenses to assign or distribute to various enterprises on the farm are such items as electricity, telephone, general farm expense and interest. However, if a farmer wishes to attempt the distribution of these costs to his crop and livestock enterprises, he may do so in the spaces provided at the bottom of each of his individual crop printouts.

TABLE 10 - CROP DATA FOR OATS - FEED - 1979

Items	Average Yield of 179 Farms	36 Farms High in Yield	36 Farms Low in Yield
1. Acres	18.1	13.7	18.4
2. Yield	65.0	95.0	31.4
3. Value per Production Unit	\$ 1.32	\$ 1.25	\$ 1.60
4. Crop Product Return	85.75	118.69	50.27
5. Other Crop Income	30.28	30.07	21.14
6. TOTAL CROP RETURN	\$ 116.03	\$ 148.76	\$ 71.41
7. DIRECT COSTS			
8. Fertilizer	\$ 5.80	\$ 11.46	\$ 5.49
9. Chemicals	.55	.29	.38
10. Seed & Other	7.96	8.83	6.14
11. Special Hired Labor	.06		.05
12. Custom Work Hired	5.25	4.96	3.97
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 19.62	\$ 25.54	\$ 16.03
15. RETURN OVER DIRECT COSTS	\$ 96.41	\$ 123.22	\$ 55.38
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	\$ 14.47	\$ 14.51	\$ 11.69
18. Farm Power and Machinery - Operation	19.97	14.35	35.22
19. Irrigation Equipment - Ownership			
20. Land Costs	70.83	73.97	70.58
21. Miscellaneous Costs	.28	.44	
22. *Interest on Mach. & Equipment Investment	4.43	4.47	3.36
23. TOTAL ALLOCATED COSTS	\$ 109.98	\$ 107.74	\$ 120.85
24. RETURN OVER ALL LISTED COSTS	\$(-13.57)	\$ 15.48	\$(-65.47)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.30	.30	.30
27. Power Costs Allocation Factor	\$ 1.00	\$.98	\$.97
28. Total Listed Cost per Unit of Production	1.99	1.40	4.36
29. Return Over Listed Costs per Unit	(-.21)	.16	(-2.08)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	98.18 bu.	106.62 bu.	85.55 bu.
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 42.37	\$ 36.64	\$ 52.95
31. TOTAL LISTED COSTS PER ACRE	\$ 129.60	\$ 133.28	\$ 136.88
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	----	----	----
33A. Buildings, Fences & Tiling Costs	----	----	----
34. Interest Allocation	----	----	----
35. Other Costs Not Listed	----	----	----
36. TOTAL COSTS	----	----	----

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

TABLE 10 - CROP DATA FOR OATS - FEED - 1979

Items	Average of 179 Farms Raising Oats	Highest 36 Farms in Return Over Direct Costs	Lowest 36 Farms in Return Over Direct Costs
1. Acres	18.1	15.7	17.3
2. Yield	65.0	85.5	35.6
3. Value per Production Unit	\$ 1.32	\$ 1.24	\$ 1.22
4. Crop Product Return	85.75	106.05	43.47
5. Other Crop Income	30.28	54.78	14.62
6. TOTAL CROP RETURN	\$ 116.03	\$ 160.83	\$ 58.09
7. DIRECT COSTS			
8. Fertilizer	\$ 5.80	\$ 2.74	\$ 10.06
9. Chemicals	.55	.25	.40
10. Seed and Other	7.96	8.03	7.57
11. Special Hired Labor	.06		.06
12. Custom Work Hired	5.25	2.99	6.07
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 19.62	\$ 14.01	\$ 24.16
15. RETURN OVER DIRECT COSTS PER ACRE	\$ 96.41	\$ 146.82	\$ 33.93
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	\$ 14.47	\$ 14.30	\$ 12.76
18. Farm Power and Machinery - Operation	19.97	15.72	15.76
19. Irrigation Equipment - Ownership			
20. Land Costs	70.83	71.36	70.81
21. Miscellaneous Costs	.28	1.46	
22. *Interest on Mach. & Equip. Investment	4.43	4.57	3.52
23. TOTAL ALLOCATED COSTS	\$ 109.98	\$ 107.41	\$ 102.85
24. RETURN OVER ALL LISTED COSTS	\$ (-13.57)	\$ 39.41	\$ (-68.92)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.30	.30	.30
27. Power Costs Allocation Factor	\$ 1.00	\$ 1.10	\$.96
28. Total Listed Cost per Unit of Production	1.99	1.42	3.57
29. Return Over Listed Costs per Unit	(-.21)	.46	(-1.94)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	98.18 bu.	97.92 bu.	104.11 bu.
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 42.37	\$ 36.58	\$ 36.09
31. TOTAL LISTED COSTS PER ACRE	\$ 129.60	\$ 121.42	\$ 127.01

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

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1979

Items	Average Yield of 34 Farms	11 Farms High in Yield	11 Farms Low in Yield
1. Acres	14.1	18.3	10.4
2. Yield	34.2	43.7	21.7
3. Value per Production Unit	\$ 3.80	\$ 3.80	\$ 3.79
4. Crop Product Return	129.93	166.12	82.40
5. Other Crop Income	13.90	17.98	10.77
6. TOTAL CROP RETURN	\$ 143.83	\$ 184.10	\$ 93.17
7. DIRECT COSTS			
8. Fertilizer	\$ 17.02	\$ 28.20	\$ 7.02
9. Chemicals	.50	.60	
10. Seed & Other	16.81	19.73	14.23
11. Special Hired Labor			
12. Custom Work Hired	3.55	4.54	6.44
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 37.88	\$ 53.07	\$ 27.69
15. RETURN OVER DIRECT COSTS	\$ 105.95	\$ 131.03	\$ 65.48
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	\$ 14.83	\$ 16.28	\$ 13.98
18. Farm Power and Machinery - Operation	11.11	10.22	11.94
19. Irrigation Equipment - Ownership			
20. Land Costs	75.41	82.18	69.36
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	4.19	3.97	4.59
23. TOTAL ALLOCATED COSTS	\$ 105.54	\$ 112.65	\$ 99.87
24. RETURN OVER ALL LISTED COSTS	\$.41	\$ 18.38	\$ (-34.39)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.25	.25	.25
27. Power Costs Allocation Factor	\$ 1.08	\$.90	\$.98
28. Total Listed Cost per Unit of Production	4.20	3.79	5.87
29. Return Over Listed Costs per Unit	.01	.42	(-1.58)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	37.74 bu.	43.61 bu.	33.66 bu.
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 32.50	\$ 33.50	\$ 34.81
31. TOTAL LISTED COSTS PER ACRE	\$ 143.42	\$ 165.72	\$ 127.56
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	----	----	----
33A. Buildings, Fences & Tiling Costs	----	----	----
34. Interest Allocation	----	----	----
35. Other Costs Not Listed	----	----	----
36. TOTAL COSTS	----	----	----

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

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1979

Items	Average of 34 Farms Raising Wheat	Highest 11 Farms in Return Over Direct Costs	Lowest 11 Farms in Return Over Direct Costs
1. Acres	14.1	15.8	10.3
2. Yield	34.2	43.5	23.9
3. Value per Production Unit	\$ 3.80	\$ 3.80	\$ 3.80
4. Crop Product Return	129.93	165.25	90.78
5. Other Crop Income	13.90	26.58	3.59
6. TOTAL CROP RETURN	\$ 143.83	\$ 191.83	\$ 94.37
7. DIRECT COSTS			
8. Fertilizer	\$ 17.02	\$ 26.20	\$ 11.75
9. Chemicals	.50	.32	
10. Seed and Other	16.81	15.38	16.50
11. Special Hired Labor			
12. Custom Work Hired	3.55	2.09	7.77
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 37.88	\$ 43.99	\$ 36.02
15. RETURN OVER DIRECT COSTS	\$ 105.95	\$ 147.84	\$ 58.35
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	\$ 14.83	\$ 16.36	\$ 12.99
18. Farm Power and Machinery - Operation	11.11	10.76	10.91
19. Irrigation Equipment - Ownership			
20. Land Costs	75.41	84.64	66.45
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	4.19	4.09	4.31
23. TOTAL ALLOCATED COSTS	\$ 105.54	\$ 115.85	\$ 94.66
24. RETURN OVER ALL LISTED COSTS	\$.41	\$ 31.99	\$ (-36.31)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.25	.25	.25
27. Power Costs Allocation Factor	\$ 1.08	\$.97	\$.98
28. Total Listed Cost per Unit of Production	4.20	3.68	5.47
29. Return Over Listed Costs per Unit	.01	.74	(-1.52)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	37.74 bu.	42.06 bu.	34.39 bu.
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 32.50	\$ 32.60	\$ 33.39
31. TOTAL LISTED COSTS PER ACRE	\$ 143.42	\$ 159.84	\$ 130.68

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

TABLE 10 - CROP DATA FOR CANNING CORN - 1979

Items	Average Yield of 27 Farms	13 Farms High in Yield	13 Farms Low in Yield
1. Acres	38.8	38.2	29.7
2. Yield	\$ 187.27	\$ 224.01	\$ 140.10
3. Value per Production Unit	1.00	1.00	1.00
4. Crop Product Return	187.27	224.01	140.10
5. Other Crop Income	9.74		
6. TOTAL CROP RETURN	\$ 197.01	\$ 224.01	\$ 140.10
7. DIRECT COSTS			
8. Fertilizer	\$ 29.46	\$ 33.77	\$ 28.38
9. Chemicals	9.95	11.94	5.15
10. Seed and Other	3.74	4.53	4.24
11. Special Hired Labor			
12. Custom Work Hired	2.68	2.36	3.47
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 45.83	\$ 52.60	\$ 41.24
15. RETURN OVER DIRECT COSTS	\$ 151.18	\$ 171.41	\$ 98.86
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	\$ 23.83	\$ 21.05	\$ 23.06
18. Farm Power and Machinery - Operation	21.77	22.96	21.66
19. Irrigation Equipment - Ownership			
20. Land Costs	82.78	87.77	78.00
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	5.98	5.50	6.47
23. TOTAL ALLOCATED COSTS	\$ 134.36	\$ 137.28	\$ 129.19
24. RETURN OVER ALL LISTED COSTS	\$ 16.82	\$ 34.13	\$(-30.33)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.50	.50	.50
27. Power Costs Allocation Factor	.82	.82	.83
28. Total Listed Cost per Unit of Production	\$.96	\$.85	\$ 1.22
29. Return Over Listed Costs per Unit	.09	.15	(-.22)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	\$ 180.19	\$ 189.88	\$ 170.43
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 53.37	\$ 51.08	\$ 53.50
31. TOTAL LISTED COSTS PER ACRE	\$ 180.19	\$ 189.88	\$ 170.43
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	----	----	----
33A. Buildings, Fences & Tiling Costs	----	----	----
34. Interest Allocation	----	----	----
35. Other Costs Not Listed	----	----	----
36. TOTAL COSTS	----	----	----

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1979

Items	Average Yield of 409 Farms	82 Farms High in Yield	82 Farms Low in Yield
1. Acres	135.4	158.7	93.2
2. Yield	125.5	147.3	94.4
3. Value per Production Unit	\$ 2.10	\$ 2.09	\$ 2.10
4. Crop Product Return	263.45	307.94	198.14
5. Other Crop Income	.42	.69	.63
6. TOTAL CROP RETURN	\$ 263.87	\$ 308.63	\$ 198.77
7. DIRECT COSTS			
8. Fertilizer	\$ 40.95	\$ 47.22	\$ 33.55
9. Chemicals	16.66	17.18	15.92
10. Seed and Other	29.73	32.59	22.26
11. Special Hired Labor	.06	.03	.11
12. Custom Work Hired	4.90	6.58	6.62
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 92.30	\$ 103.60	\$ 78.46
15. RETURN OVER DIRECT COSTS	\$ 171.57	\$ 205.03	\$ 120.31
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	\$ 26.84	\$ 32.53	\$ 23.89
18. Farm Power and Machinery - Operation	28.61	26.13	27.64
19. Irrigation Equipment - Ownership			
20. Land Costs	76.40	82.62	68.59
21. Miscellaneous Costs	.22	.49	.47
22. *Interest on Mach. & Equip. Investment	8.39	9.10	7.21
23. TOTAL ALLOCATED COSTS	\$ 140.46	\$ 150.87	\$ 127.80
24. RETURN OVER ALL LISTED COSTS	\$ 31.11	\$ 54.16	\$ (-7.49)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned Per Acre	.55	.55	.55
27. Power Costs Allocation Factor	\$ 1.02	\$ 1.00	\$ 1.02
28. Total Listed Cost per Unit of Production	1.86	1.73	2.19
29. Return Over Listed Costs per Unit	.25	.37	(-.08)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	110.84 bu.	121.76 bu.	98.22 bu.
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 67.11	\$ 72.15	\$ 63.16
31. TOTAL LISTED COSTS PER ACRE	\$ 232.76	\$ 254.47	\$ 206.26
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	----	----	----
33A. Buildings, Fences & Tiling Costs	----	----	----
34. Interest Allocation	----	----	----
35. Other Costs Not Listed	----	----	----
36. TOTAL COSTS	----	----	----

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1979

Items	Average of 409 Farms Raising Corn	Highest 82 Farms in Return Over Direct Costs	Lowest 82 Farms in Return Over Direct Costs
1. Acres	135.4	140.2	112.6
2. Yield	125.5	143.7	103.7
3. Value per Production Unit	\$ 2.10	\$ 2.11	\$ 2.10
4. Crop Product Return	263.45	303.29	217.87
5. Other Crop Income	.42	.55	.15
6. TOTAL CROP RETURN	\$ 263.87	\$ 303.84	\$ 218.02
7. DIRECT COSTS			
8. Fertilizer	\$ 40.95	\$ 38.27	\$ 44.72
9. Chemicals	16.66	14.93	19.87
10. Seed and Other	29.73	25.94	31.85
11. Special Hired Labor	.06		.24
12. Custom Work Hired	4.90	3.10	8.97
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 92.30	\$ 82.24	\$ 105.65
15. RETURN OVER DIRECT COSTS	\$ 171.57	\$ 221.60	\$ 112.37
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	\$ 26.84	\$ 29.99	\$ 25.19
18. Farm Power and Machinery - Operation	28.61	24.33	26.91
19. Irrigation Equipment - Ownership			
20. Land Costs	76.40	79.16	69.82
21. Miscellaneous Costs	.22	.58	.13
22. *Interest on Mach. & Equip. Investment	8.39	8.06	7.23
23. TOTAL ALLOCATED COSTS	\$ 140.46	\$ 142.12	\$ 129.28
24. RETURN OVER ALL LISTED COSTS	\$ 31.11	\$ 79.48	\$ (-16.91)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.55	.55	.55
27. Power Costs Allocation Factor	\$ 1.02	\$ 1.00	\$.99
28. Total Listed Cost per Unit of Production	1.86	1.56	2.26
29. Return Over Listed Costs per Unit	.25	.55	(-.16)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	110.84 bu.	106.33 bu.	111.87 bu.
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 67.11	\$ 64.45	\$ 65.31
31. TOTAL LISTED COSTS PER ACRE	\$ 232.76	\$ 224.36	\$ 234.93

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

TABLE 10 - CROP DATA FOR SOYBEANS - 1979

Items	Average Yield of 383 Farms	77 Farms High in Yield	77 Farms Low in Yield
1. Acres	129.0	105.7	98.0
2. Yield	36.6	44.2	27.9
3. Value per Production Unit	\$ 5.99	\$ 6.00	\$ 5.99
4. Crop Product Return	219.26	265.20	167.17
5. Other Crop Income	1.52	.36	.26
6. TOTAL CROP RETURN	\$ 220.78	\$ 265.56	\$ 167.43
7. DIRECT COSTS			
8. Fertilizer	\$ 2.43	\$ 2.31	\$ 3.12
9. Chemicals	14.95	15.91	14.06
10. Seed and Other	15.05	14.32	13.70
11. Special Hired Labor	.84	.76	.70
12. Custom Work Hired	2.78	3.22	2.95
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 36.05	\$ 36.52	\$ 34.53
15. RETURN OVER DIRECT COSTS	\$ 184.73	\$ 229.04	\$ 132.90
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	\$ 23.38	\$ 24.27	\$ 21.59
18. Farm Power and Machinery - Operation	21.83	21.97	23.99
19. Irrigation Equipment - Ownership			
20. Land Costs	77.23	80.78	66.38
21. Miscellaneous Costs	.01		.02
22. *Interest on Mach. & Equip. Investment	6.97	7.46	6.31
23. TOTAL ALLOCATED COSTS	\$ 129.42	\$ 134.48	\$ 118.29
24. RETURN OVER ALL LISTED COSTS	\$ 55.31	\$ 94.56	\$ 14.61
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.45	.45	.45
27. Power Costs Allocation Factor	\$ 1.02	\$.99	\$ 1.02
28. Total Listed Cost per Unit of Production	4.52	3.87	5.48
29. Return Over Listed Costs per Unit	1.51	2.14	.52
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	27.62 bu.	28.50 bu.	25.51 bu.
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 54.03	\$ 55.85	\$ 53.86
31. TOTAL LISTED COSTS PER ACRE	\$ 165.47	\$ 171.00	\$ 152.82
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	----	----	----
33A. Buildings, Fences & Tiling Costs	----	----	----
34. Interest Allocation	----	----	----
35. Other Costs Not Listed	----	----	----
36. TOTAL COSTS	----	----	----

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

TABLE 10 - CROP DATA FOR SOYBEANS - 1979

Items		Average of 383 Farms Raising Soybeans	Highest 77 Farms in Return Over Direct Costs	Lowest 77 Farms in Return Over Direct Costs
1.	Acres	129.0	119.4	101.8
2.	Yield	36.6	42.8	29.3
3.	Value per Production Unit	\$ 5.99	\$ 6.01	\$ 5.93
4.	Crop Product Return	219.26	257.46	174.00
5.	Other Crop Income	1.52	5.08	.14
6.	TOTAL CROP RETURN	\$ 220.78	\$ 262.54	\$ 174.14
7.	DIRECT COSTS			
8.	Fertilizer	\$ 2.43	\$.54	\$ 5.28
9.	Chemicals	14.95	12.94	17.31
10.	Seed and Other	15.05	12.19	17.81
11.	Special Hired Labor	.84	.74	.65
12.	Custom Work Hired	2.78	.96	4.69
13.	Irrigation Operation			
14.	TOTAL DIRECT COSTS	\$ 36.05	\$ 27.37	\$ 45.74
15.	RETURN OVER DIRECT COSTS	\$ 184.73	\$ 235.17	\$ 128.40
16.	ALLOCATED COSTS			
17.	Farm Power and Machinery - Ownership	\$ 23.38	\$ 23.57	\$ 21.83
18.	Farm Power and Machinery - Operation	21.83	19.61	22.43
19.	Irrigation Equipment Ownership			
20.	Land Costs	77.23	82.30	69.16
21.	Miscellaneous Costs	.01		
22.	*Interest on Mach. & Equip. Investment	6.97	7.03	7.20
23.	TOTAL ALLOCATED COSTS	\$ 129.42	\$ 132.51	\$ 120.62
24.	RETURN OVER ALL LISTED COSTS	\$ 55.31	\$ 102.66	\$ 7.78
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	Work Units Assigned per Acre	.45	.45	.45
27.	Power Costs Allocation Factor	\$ 1.02	\$.99	\$ 1.01
28.	Total Listed Cost per Unit of Production	4.52	3.73	5.67
29.	Return Over Listed Costs per Unit	1.51	2.40	.27
30.	BREAK-EVEN YIELD/UNITS OF PRODUCTION	27.62 bu.	26.60 bu.	28.05 bu.
30A.	ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 54.03	\$ 50.85	\$ 54.59
31.	TOTAL LISTED COSTS PER ACRE	\$ 165.47	\$ 159.88	\$ 166.36

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

TABLE 10 - CROP DATA FOR CANNING PEAS - 1979

Items	Average Yield of 19 Farms	9 Farms High in Yield	9 Farms Low in Yield
1. Acres	26.2	25.8	27.3
2. Yield	212.63	272.48	155.86
3. Value per Production Unit	\$ 1.00	\$ 1.00	\$ 1.00
4. Crop Product Return	212.63	272.48	155.86
5. Other Crop Income			
6. TOTAL CROP RETURN	\$ 212.63	\$ 272.48	\$ 155.86
7. DIRECT COSTS			
8. Fertilizer	\$ 11.60	\$ 11.94	\$ 12.20
9. Chemicals	5.34	4.42	6.67
10. Seed and Other	2.71	2.98	2.67
11. Special Hired Labor			
12. Custom Work Hired	.27	.39	.18
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 19.92	\$ 19.73	\$ 21.72
15. RETURN OVER DIRECT COSTS	\$ 192.71	\$ 252.75	\$ 134.14
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	\$ 18.15	\$ 21.23	\$ 15.85
18. Farm Power and Machinery - Operation	16.45	18.43	14.48
19. Irrigation Equipment - Ownership			
20. Land Costs	79.05	86.67	73.11
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	5.13	6.05	4.27
23. TOTAL ALLOCATED COSTS	\$ 118.78	\$ 132.38	\$ 107.71
24. RETURN OVER ALL LISTED COSTS	\$ 73.93	\$ 120.37	\$ 26.43
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.40	.40	.40
27. Power Costs Allocation Factor	\$.82	\$.91	\$.71
28. Total Listed Cost per Unit of Production	.65	.56	.83
29. Return Over Listed Costs per Unit	.35	.44	.17
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	\$ 138.70	\$ 152.11	\$ 129.43
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 39.91	\$ 45.97	\$ 34.72
31. TOTAL LISTED COSTS PER ACRE	\$ 138.70	\$ 152.11	\$ 129.43
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities and Other General Farm Expenses	----	----	----
33A. Buildings, Fences & Tiling Costs	----	----	----
34. Interest Allocation	----	----	----
35. Other Costs Not Listed	----	----	----
36. TOTAL COSTS	----	----	----

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

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1979

Items	Average Yield of 232 Farms	46 Farms High in Yield	46 Farms Low in Yield
1. Acres	31.4	30.4	22.5
2. Yield	5.4	10.1	2.8
3. Value per Production Unit	\$ 39.73	\$ 38.28	\$ 39.64
4. Crop Product Return	216.37	385.33	110.98
5. Other Crop Income	.22		.76
6. TOTAL CROP RETURN	\$ 216.59	\$ 385.33	\$ 111.74
7. DIRECT COSTS			
8. Fertilizer	\$ 12.71	\$ 12.66	\$ 9.29
9. Chemicals	.38		.67
10. Seed and Other	11.82	12.17	8.49
11. Special Hired Labor	.38	.10	
12. Custom Work Hired	4.04	5.36	3.02
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 29.33	\$ 30.29	\$ 21.47
15. RETURN OVER DIRECT COSTS	\$ 187.26	\$ 355.04	\$ 90.27
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	\$ 28.94	\$ 27.37	\$ 30.84
18. Farm Power and Machinery - Operation	42.15	91.38	27.89
19. Irrigation Equipment - Ownership			
20. Land Costs	70.59	75.43	63.33
21. Miscellaneous Costs	.61	.26	.27
22. *Interest on Mach. & Equip. Investment	8.76	8.56	9.61
23. TOTAL ALLOCATED COSTS	\$ 151.05	\$ 203.00	\$ 131.94
24. RETURN OVER ALL LISTED COSTS	\$ 36.21	\$ 152.04	\$ (-41.67)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.60	.60	.60
27. Power Costs Allocation Factor	\$ 1.01	\$.96	\$.90
28. Total Listed Cost per Unit of Production	33.12	23.18	54.78
29. Return Over Listed Costs per Unit	6.65	15.10	(-14.87)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	4.54 T.	6.09 T.	3.87 T.
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 82.54	\$ 130.89	\$ 70.35
31. TOTAL LISTED COSTS PER ACRE	\$ 180.38	\$ 233.29	\$ 153.41
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	----	----	----
33A. Buildings, Fences & Tiling Costs	----	----	----
34. Interest Allocation	----	----	----
35. Other Costs Not Listed	----	----	----
36. TOTAL COSTS	----	----	----

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

TABLE 10 - CROP DATA FOR CORN SILAGE - 1979

Items	Average Yield of 155 Farms	31 Farms High in Yield	31 Farms Low in Yield
1. Acres	20.5	20.9	19.4
2. Yield	19.7	25.8	14.2
3. Value per Production Unit	\$ 16.28	\$ 15.90	\$ 16.39
4. Crop Product Return	320.83	410.81	233.20
5. Other Crop Income		.05	
6. TOTAL CROP RETURN	\$ 320.83	\$ 410.86	\$ 233.20
7. DIRECT COSTS			
8. Fertilizer	\$ 33.61	\$ 34.50	\$ 28.45
9. Chemicals	14.49	15.50	12.37
10. Seed and Other	15.80	18.37	13.14
11. Special Hired Labor	.34		
12. Custom Work Hired	5.80	7.99	6.03
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 70.04	\$ 76.36	\$ 59.99
15. RETURN OVER DIRECT COSTS	\$ 250.79	\$ 334.50	\$ 173.21
16. ALLOCATED COSTS			
17. Farm Power and Machinery - Ownership	\$ 30.47	\$ 33.60	\$ 24.79
18. Farm Power and Machinery - Operation	31.43	30.53	30.30
19. Irrigation Equipment - Ownership			
20. Land Costs	71.01	71.61	71.26
21. Miscellaneous Costs	.29	.33	.41
22. *Interest on Mach. & Equip. Investment	9.22	10.24	7.79
23. TOTAL ALLOCATED COSTS	\$ 142.42	\$ 146.31	\$ 134.55
24. RETURN OVER ALL LISTED COSTS	\$ 108.37	\$ 188.19	\$ 38.66
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.60	.60	.60
27. Power Costs Allocation Factor	\$ 1.04	\$.99	\$.97
28. Total Listed Cost per Unit of Production	10.78	8.62	\$ 13.67
29. Return Over Listed Costs per Unit	5.50	7.28	2.72
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	13.05 T.	14.00 T.	11.87 T.
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 74.99	\$ 79.70	\$ 66.90
31. TOTAL LISTED COSTS PER ACRE	\$ 212.46	\$ 222.67	\$ 194.54
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	----	----	----
33A. Buildings, Fences & Tiling Costs	----	----	----
34. Interest Allocation	----	----	----
35. Other Costs Not Listed	----	----	----
36. TOTAL COSTS	----	----	----

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

TABLE 10 - CROP DATA FOR 1979

Items	SET ASIDE ACRES	SUNFLOWERS
	Average of 35 Farms	Average of 5 Farms
1. Acres	19.1	92.5
2. Yield	35.7	13.2
3. Value per Production Unit	\$.94	\$ 8.50
4. Crop Product Return	33.51	112.29
5. Other Crop Income		
6. TOTAL CROP RETURN	\$ 33.51	\$ 112.29
7. DIRECT COSTS		
8. Fertilizer	\$.58	\$ 18.63
9. Chemicals	.21	7.79
10. Seed and Other	3.49	16.35
11. Special Hired Labor		
12. Custom Work Hired	.16	10.66
13. Irrigation Operation		
14. TOTAL DIRECT COSTS	\$ 4.44	\$ 53.43
15. RETURN OVER DIRECT COSTS	\$ 29.07	\$ 58.86
16. ALLOCATED COSTS		
17. Farm Power and Machinery - Ownership	\$ 2.45	\$ 17.61
18. Farm Power and Machinery - Operation	2.51	17.74
19. Irrigation Equipment - Ownership		
20. Land Costs	80.94	60.40
21. Miscellaneous Costs		
22. *Interest on Mach. & Equip. Investment	.76	6.17
23. TOTAL ALLOCATED COSTS	\$ 86.66	\$ 101.92
24. RETURN OVER ALL LISTED COSTS	\$(-57.59)	\$(-43.06)
25. SUPPLEMENTARY MANAGEMENT INFORMATION		
26. Work Units Assigned per Acre	.05	.40
27. Power Costs Allocation Factor	\$.87	\$.95
28. Total Listed Cost per Unit of Production	2.53	11.76
29. Return Over Listed Costs per Unit	(-1.59)	(-3.26)
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	\$ 96.91	18.28 cwt.
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 5.83	\$ 48.63
31. TOTAL LISTED COSTS PER ACRE	\$ 91.10	\$ 155.35
32. OTHER POSSIBLE COSTS NOT LISTED		
33. Utilities & Other General Farm Expenses	----	----
33A. Buildings, Fences & Tiling Costs	----	----
34. Interest Allocation	----	----
35. Other Costs Not Listed	----	----
36. TOTAL COSTS	----	----

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

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

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

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

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

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

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

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

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE* - 1979

Items	Average of 97 Farms	19 Farms Highest in Return above Feed Cost	19 Farms Lowest in Return above Feed Cost
1. Pounds of Hogs Produced	127,718	171,306	71,749
	Per Cwt.	Per Cwt.	Per Cwt.
2. Net Increase in Value of Hogs	\$ 36.56	\$ 39.84	\$ 32.17
3. Other Miscellaneous Hog Income			
4. TOTAL VALUE PRODUCED	\$ 36.56	\$ 39.84	\$ 32.17
5. POUNDS OF FEED FED			
6. Corn	319.7	294.4	391.1
7. Small Grain	12.9	4.9	22.0
8. Complete Ration	6.1	.9	7.4
9. Protein, Salt & Mineral & Milk	75.8	74.3	78.4
10. TOTAL CONCENTRATES	413.5	374.5	498.9
11. Forages	1.3	1.7	1.2
12. FEED COST			
13. Grains	\$ 12.72	\$ 11.22	\$ 16.06
14. Complete Ration	.31	.12	.81
15. Protein, Salt & Mineral & Milk	11.61	9.32	16.04
16. Forages	.03	.03	.02
17. Pasture	.01	.01	.05
18. TOTAL FEED COSTS	\$ 24.68	\$ 20.70	\$ 32.98
19. RETURN OVER FEED COSTS	\$ 11.88	\$ 19.14	\$ (-.81)
20. OTHER DIRECT COSTS			
21. Miscellaneous Livestock Expense	\$ 1.31	\$ 1.41	\$ 1.41
22. Veterinary Expense	.82	.83	.63
23. Custom Work	.31	.14	.31
24. Special Hired Labor			
25. TOTAL OTHER DIRECT COSTS	\$ 2.44	\$ 2.38	\$ 2.35
26. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 9.44	\$ 16.76	\$ (-3.16)
27. ALLOCATED COSTS			
28. Power and Machinery Costs (PCAF 1.00)	\$ 1.52	\$ 1.27	\$ 1.53
29. Livestock Equipment Costs (ECAF 3)	2.38	1.84	3.90
30. Building and Fences (BCAF 3)	2.96	2.47	4.19
31. TOTAL ALLOCATED COSTS	\$ 6.86	\$ 5.58	\$ 9.62
32. RETURN OVER ALL LISTED COSTS	\$ 2.58	\$ 11.18	\$ (-12.78)
33. SUPPLEMENTARY MANAGEMENT INFORMATION			
34. Return for \$100 Feed Fed	\$ 148.13	\$ 192.46	\$ 97.55
35. Price Received per Cwt. All Animals	42.50	44.37	42.14
36. Price Received per Cwt. Sold Mkt. Only	\$ 44.14	\$ 45.25	\$ 42.55
37. Number of Litters Farrowed	81	106	39
37A. Litters/Bearing Female/Year			
38. Number of Pigs Born per Litter	9.4	9.2	10.1
39. Number of Pigs Weaned per Litter	7.5	7.9	6.9
40. Percent Death Loss	14.4	9.6	17.9
41. Average Weight of All Hogs Sold	223.5	219.5	227.1
42. Average Weight of Mkt. Hogs Sold	207.8	209.9	221.5
43. Price per Cwt. Concentrate Fed	\$ 5.96	\$ 5.52	\$ 6.61
44. Price per Cwt. Protein, Salt & Mineral	\$ 15.31	\$ 12.55	\$ 20.45
45. Pounds of Pork Purchased	3,433	947	5,252
46. TOTAL LISTED COSTS PER CWT. PORK PROD.	\$ 33.98	\$ 28.66	\$ 44.95

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

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE* - 1979

Items		Average of 64 Farms	13 Farms Highest in Return above Feed Cost	13 Farms Lowest in Return above Feed Cost
1.	Average Number of Pigs on Hand	269.7	286.9	200.3
2.	Pounds of Hogs Produced	119,615	136,358	68,445
		Per Cwt.	Per Cwt.	Per Cwt.
3.	Net Increase in Value of Hogs per Cwt.	\$ 25.23	\$ 27.28	\$ 21.52
4.	Other Miscellaneous Hog Income			
5.	TOTAL VALUE PRODUCED	\$ 25.23	\$ 27.28	\$ 21.52
6.	POUNDS OF FEED FED			
7.	Corn	276.5	171.8	370.3
8.	Small Grain	5.2	8.1	8.1
9.	Complete Ration	15.9	56.7	24.0
10.	Protein, Salt & Mineral & Milk	66.2	43.9	74.4
11.	TOTAL CONCENTRATES	363.8	280.5	476.8
12.	Forages	.9		
13.	FEED COST			
14.	Grains	\$ 10.51	\$ 6.70	\$ 14.27
15.	Complete Ration	.75	2.32	1.87
16.	Protein, Salt & Mineral & Milk	9.62	6.34	11.51
17.	Forages	.02		
18.	Pasture	.07		.03
19.	TOTAL FEED COSTS	\$ 20.97	\$ 15.36	\$ 27.68
20.	RETURN OVER FEED COSTS	\$ 4.26	\$ 11.92	\$ (-6.16)
21.	OTHER DIRECT COSTS			
22.	Miscellaneous Livestock Expense	\$.48	\$.49	\$.67
23.	Veterinary Expense	.37	.28	.20
24.	Custom Work	.34	.19	1.04
25.	Special Hired Labor	.01		
26.	TOTAL OTHER DIRECT COSTS	\$ 1.20	\$.96	\$ 1.91
27.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 3.06	\$ 10.96	\$ (-8.07)
28.	ALLOCATED COSTS			
29.	Power and Machinery Costs (PCAF .99)	\$.76	\$.71	\$ 1.06
30.	Livestock Equipment Costs (ECAF 2)	1.50	2.01	1.86
31.	Building and Fences (BCAF 2)	1.51	1.73	1.82
32.	TOTAL ALLOCATED COSTS	\$ 3.77	\$ 4.45	\$ 4.74
33.	RETURN OVER ALL LISTED COSTS	\$ (-.71)	\$ 6.51	\$ (-12.81)
34.	SUPPLEMENTARY MANAGEMENT INFORMATION			
35.	Return for \$100 Feed Fed	\$ 120.32	\$ 177.59	\$ 77.76
36.	Price Received per Cwt.	\$ 41.66	\$ 41.69	\$ 40.80
37.	Average Weight of Pigs Sold	224.3	225.9	222.4
38.	Average Price Paid per Pig Bought	\$ 39.87	\$ 37.21	\$ 41.28
39.	Average Weight per Pig Bought	44.6	43.4	46.6
40.	Number of Pigs Purchased	504	553	361
41.	Number of Pigs Transferred In	180	189	83
42.	Average Weight of Pigs Transferred In	43.9	37.6	42.4
43.	Pounds of Pork Purchased	22,481	24,014	16,820
44.	Percent Death Loss	2.8	1.6	4.8
45.	Price per Cwt. Concentrate Fed	\$ 5.74	\$ 5.48	\$ 5.80
46.	Price per Cwt. Protein, Salt & Mineral Fed	\$ 14.54	\$ 14.42	\$ 15.48
47.	Effective Daily Gain - lbs. per Day per Pig	1.22	1.30	.94
48.	TOTAL LISTED COST PER CWT. PORK PROD.	\$ 25.94	\$ 20.77	\$ 34.33

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

TABLE 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1979

Items	Average Of 40 Farms	13 Farms Highest in Return above Feed Cost	13 Farms Lowest in Return above Feed Cost
1. Number of Litters Farrowed	98	89	96
2. Net Increase in Value of Hogs per Litter	\$ 254.44	\$ 338.39	\$ 179.86
3. Other Miscellaneous Weaning Pigs Income			
4. TOTAL VALUE PRODUCED	\$ 254.44	\$ 338.39	\$ 179.86
5. POUNDS OF FEED FED	Per Litter	Per Litter	Per Litter
6. Corn	1403.6	1375.6	1522.2
7. Small Grain	137.6	98.4	134.9
8. Complete Ration	232.1	470.5	16.8
9. Protein, Salt & Mineral, & Milk	592.3	539.4	766.8
10. TOTAL CONCENTRATES	2,365.6	2,483.9	2,440.7
11. Forages	26.8	12.4	30.1
12. FEED COST			
13. Grains	\$ 58.63	\$ 54.94	\$ 62.40
14. Complete Ration	10.49	9.39	3.56
15. Protein, Salt & Mineral & Milk	82.59	74.70	108.24
16. Forages	.51	.20	.59
17. Pasture	.76	.92	
18. TOTAL FEED COSTS	\$ 152.98	\$ 140.15	\$ 174.79
19. RETURN OVER FEED COSTS	\$ 101.46	\$ 198.24	\$ 5.07
20. OTHER DIRECT COSTS			
21. Miscellaneous Livestock Expense	\$ 16.88	\$ 19.63	\$ 15.52
22. Veterinary Expense	11.10	13.47	10.65
23. Custom Work	1.88	2.72	.89
24. Special Hired Labor	.19	.37	.22
25. TOTAL OTHER DIRECT COSTS	\$ 30.05	\$ 36.19	\$ 27.28
26. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 71.41	\$ 162.05	\$(-22.21)
27. ALLOCATED COSTS			
28. Power and Machinery Costs (PCAF 1.00)	\$ 16.95	\$ 20.07	\$ 16.89
29. Livestock Equipment Costs (ECAF 3)	30.35	22.79	27.05
30. Building and Fences (BCAF 3)	29.20	32.96	29.01
31. TOTAL ALLOCATED COST	\$ 76.50	\$ 75.82	\$ 72.95
32. RETURN OVER ALL LISTED COSTS	\$ (-5.09)	\$ 86.23	\$(-95.16)
33. SUPPLEMENTARY MANAGEMENT INFORMATION			
34. Return For \$100 Feed Fed	\$ 166.32	\$ 241.46	\$ 102.90
35. Average Price Received per Animal Sold	48.92	54.83	47.42
36. Average Price per Pig Sold or Transferred	\$ 38.31	\$ 41.18	\$ 38.00
37. Average Weight per Pig Sold or Transferred	48.0	47.4	50.9
38. Number of Pigs Produced	711	698	616
39. Number of Pigs Born per Litter	9.4	9.8	9.3
40. Number of Pigs Weaned per Litter	7.4	8.1	6.6
41. Percent Death Loss	18.6	16.0	24.5
42. Price per Cwt. Concentrate Fed	\$ 6.41	\$ 5.60	\$ 7.14
43. Price per Cwt. Protein, Salt & Mineral Fed	13.94	13.85	14.11
44. Feed & Supplemental Costs per Pig Produced	25.23	22.48	31.49
45. TOTAL LISTED COSTS PER LITTER	\$ 259.53	\$ 252.16	\$ 275.02

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

TABLE 11D - COSTS AND RETURNS FROM MIXED HOG ENTERPRISE* - 1979

Items	Average Of 16 Farms	8 Farms Highest in Return above Feed Cost	8 Farms Lowest in Return above Feed Cost
1. Pounds of Hogs Produced	91,033	87,058	95,007
2. Net Increase in Value of Hogs	Per Cwt. \$ 32.92	Per Cwt. \$ 35.47	Per Cwt. \$ 30.59
3. Other Miscellaneous Hog Income			
4. TOTAL VALUE PRODUCED	\$ 32.92	\$ 35.47	\$ 30.59
5. POUNDS OF FEED FED			
6. Corn	374.3	291.7	450.0
7. Small Grain	4.8	5.3	4.5
8. Complete Ration	11.4	23.8	
9. Protein, Salt & Mineral & Milk	81.6	75.1	87.5
10. TOTAL CONCENTRATES	472.1	395.9	542.0
11. Forages	1.4	2.6	.3
12. FEED COST			
13. Grains	\$ 13.98	\$ 11.00	\$ 16.71
14. Complete Ration	1.08	2.27	
15. Protein, Salt & Mineral & Milk	12.80	11.34	14.14
16. Forages	.03	.05	.01
17. Pasture			
18. TOTAL FEED COSTS	\$ 27.89	\$ 24.66	\$ 30.86
19. RETURN OVER FEED COSTS	\$ 5.03	\$ 10.81	\$ (-.27)
20. OTHER DIRECT COSTS			
21. Miscellaneous Livestock Expense	\$ 1.24	\$ 1.29	\$ 1.21
22. Veterinary Expense	.74	.81	.68
23. Custom Work	.21	.32	.11
24. Special Hired Labor	.04	.01	.06
25. TOTAL OTHER DIRECT COSTS	\$ 2.23	\$ 2.43	\$ 2.06
26. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 2.80	\$ 8.38	\$ (-2.33)
27. ALLOCATED COSTS			
28. Power and Machinery Costs (PCAF 1.00)	\$ 2.22	\$ 1.55	\$ 2.83
29. Livestock Equipment Costs (ECAf 3)	2.27	2.39	2.16
30. Building and Fences (BCAF 3)	2.85	3.48	2.28
31. TOTAL ALLOCATED COSTS	\$ 7.34	\$ 7.42	\$ 7.27
32. RETURN OVER ALL LISTED COSTS	\$ (-4.54)	\$.96	\$ (-9.60)
33. SUPPLEMENTARY MANAGEMENT INFORMATION			
34. Return for \$100 Feed Fed	\$ 118.05	\$ 143.85	\$ 99.12
35. Price Received per Cwt. All Animals	40.76	42.26	39.49
36. Price Received per Cwt. Sold Mkt. Only	\$ 41.39	\$ 43.22	\$ 39.78
37. Number of Litters Farrowed	51	49	53
37A. Litters/Bearing Female/Year	1.1	1.3	1.0
38. Number of Pigs Born per Litter	9.2	9.9	8.5
39. Number of Pigs Weaned per Litter	7.0	8.5	5.6
40. Percent Death Loss	14.6	9.3	19.4
41. Average Weight of All Hogs Sold	199.3	171.8	230.4
42. Average Weight of Mkt. Hogs Sold	188.7	162.7	220.2
43. Price per Cwt. Concentrate Fed	\$ 5.90	\$ 6.22	\$ 5.69
44. Price per Cwt. Protein, Salt & Mineral	\$ 15.70	\$ 15.10	\$ 16.16
45. Pounds of Pork Produced	8,228	8,061	8,394
46. TOTAL LISTED COSTS PER CWT. PORK PROD.	\$ 37.46	\$ 34.51	\$ 40.19

*Farms included in Table 11D may have bought or sold feeders as well as farrowing and finishing their own.

TABLE 12 - COSTS AND RETURNS FROM DAIRY COWS, COMMERCIAL HERDS - 1979

Items	Average of 134 Farms	27 Farms	26 Farms
		Highest in Return above Feed Cost	Lowest in Return above Feed Cost
1. Average Number of Cows	43.9	47.9	40.0
	Per Cow	Per Cow	Per Cow
2. Pounds of Milk	13,060	15,430	10,428
3. Pounds of Butterfat	467.5	550.0	346.2
4. Percent of Butterfat in Milk	3.6	3.6	3.3
5. VALUE OF PRODUCE			
6. Dairy Products Sold	\$ 1,456.24	\$ 1,722.86	\$ 1,141.90
7. Dairy Products Used in Home	5.01	5.09	4.93
8. Milk Fed to Livestock	10.39	12.44	7.25
9. Net Increases in Value of Cows	27.36	93.84	(-8.38)
10. Other Miscellaneous Dairy Income	6.33	4.51	3.23
11. TOTAL VALUE PRODUCED	\$ 1,505.33	\$ 1,838.74	\$ 1,148.93
12. POUNDS OF FEED FED			
13. Corn	5,062.8	5,206.5	5,287.4
14. Small Grain	438.4	435.2	411.1
15. Complete Ration	529.6	28.1	
16. Protein, Salt & Mineral	999.2	1,028.9	712.1
17. TOTAL CONCENTRATES	7,030.0	6,698.7	6,410.6
18. Legume Hay	6,661.4	7,253.2	7,359.1
19. Other Hay & Dry Roughage	353.5	394.3	305.8
20. Silage	10,627.3	9,416.7	13,190.6
21. FEED COSTS			
22. Grains	\$ 203.90	\$ 206.20	\$ 215.23
23. Complete Ration	6.65	3.63	
24. Protein/Salt/Minrl (Cost/Cwt. Fed-12.55)	125.38	140.00	107.28
25. All Hay & Dry Roughage	137.72	152.38	151.35
26. Silage	85.92	75.39	103.10
27. Pasture	2.53	2.07	.90
28. TOTAL FEED COSTS	\$ 562.10	\$ 579.67	\$ 577.86
29. RETURN OVER FEED COST	\$ 943.23	\$ 1,259.07	\$ 571.07
30. OTHER DIRECT COSTS			
31. Miscellaneous Livestock Expense	\$ 63.33	\$ 70.67	\$ 43.05
32. Veterinary Expense	28.15	39.21	23.13
33. Custom Work Hired	39.73	49.87	30.35
34. Special Hired Labor	7.43	10.50	.45
35. TOTAL OTHER DIRECT COSTS	\$ 138.64	\$ 170.25	\$ 96.98
36. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 804.59	\$ 1,088.82	\$ 474.09
37. ALLOCATED COSTS			
38. Power and Machinery Costs (PCAF 1.00)	\$ 101.74	\$ 62.10	\$ 267.06
39. Livestock Equipment Costs (ECAf 3)	76.70	71.89	63.54
40. Building and Fences (BCAF 3)	85.47	84.60	65.33
41. TOTAL ALLOCATED COSTS	\$ 263.91	\$ 218.59	\$ 395.93
42. RETURN OVER ALL LISTED COSTS	\$ 540.68	\$ 870.23	\$ 78.16
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. Return for \$100 Feed Fed	\$ 267.81	\$ 317.21	\$ 198.83
45. Feed Cost per Cwt. Milk	4.30	3.76	5.54
46. Feed Cost per Pound of Butterfat	\$ 1.20	\$ 1.05	\$ 1.67
47. Pounds of Milk per Pound of Concentrate	1.86	2.30	1.63
48. Average Price per Cwt. Milk Sold	\$ 11.29	\$ 11.32	\$ 11.07
49. Average Price per Pound of Butterfat	\$ 3.15	\$ 3.18	\$ 3.33
50. Total Listed Costs per Cwt. Milk Produced	\$ 7.39	\$ 6.28	\$ 10.27
51. Dairy Cow Turnover Percentage	31.9	39.7	25.0
52. TOTAL LISTED COSTS PER COW	\$ 664.55	\$ 669.51	\$ 1,070.77

TABLE 12A - COSTS AND RETURNS FROM DAIRY COWS - PUREBRED HERDS - 1979

Items	Average of 7 Farms	
1. Average Number of Cows		36.2
		per Cow
2. Pounds of Milk		13,886
3. Pounds of Butterfat		512.6
4. Percent of Butterfat in Milk		3.7
5. VALUE OF PRODUCE		
6. Dairy Products Sold	\$	1,578.98
7. Dairy Products Used in Home		4.61
8. Milk Fed to Livestock		19.20
9. Net Increases in Value of Cows		2.90
10. Other Miscellaneous Dairy Income		3.51
11. TOTAL VALUE PRODUCED	\$	1,609.20
12. POUNDS OF FEED FED		
13. Corn		4,805.1
14. Small Grain		707.6
15. Complete Ration		87.6
16. Protein, Salt & Mineral		750.2
17. TOTAL CONCENTRATES		6,350.5
18. Legume Hay		7,584.8
19. Other Hay & Dry Roughage		
20. Silage		8,070.2
21. FEED COSTS		
22. Grains	\$	205.75
23. Complete Ration		14.06
24. Protein, Salt & Mineral (Cost/Cwt. Fed - 18.42)		138.18
25. All Hay & Dry Roughage		151.69
26. Silage		69.20
27. Pasture		4.61
28. TOTAL FEED COSTS	\$	583.49
29. RETURN OVER FEED COST	\$	1,025.71
30. OTHER DIRECT COSTS		
31. Miscellaneous Livestock Expense	\$	123.29
32. Veterinary Expense		48.18
33. Custom Work Hired		41.74
34. Special Hired Labor		
35. TOTAL OTHER DIRECT COSTS	\$	213.21
36. RETURN OVER FEED AND OTHER DIRECT COSTS	\$	812.50
37. ALLOCATED COSTS		
38. Power and Machinery Costs (PCAF 1.00)	\$	82.18
39. Livestock Equipment Costs (ECAF 1)		62.22
40. Building and Fences (BCAF 1)		81.07
41. TOTAL ALLOCATED COSTS	\$	225.47
42. RETURN OVER ALL LISTED COSTS	\$	587.03
43. SUPPLEMENTARY MANAGEMENT INFORMATION		
44. Return for \$100 Feed Fed	\$	275.79
45. Feed Cost per Cwt. Milk		4.20
46. Feed Cost per Pound of Butterfat	\$	1.14
47. Pounds of Milk per Pound of Concentrate		2.19
48. Average Price per Cwt. Milk Sold	\$	11.56
49. Average Price per Pound of Butterfat	\$	3.13
50. Total Listed Costs per Cwt. Milk Produced	\$	7.36
51. Dairy Cow Turnover Percentage		30.4
52. TOTAL LISTED COSTS PER COW	\$	1,022.17

TABLE 13 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE, COMMERCIAL & PUREBRED - 1979

Items		Average of 125 Farms	25 Farms Highest in Return above Feed Cost	25 Farms Lowest in Return above Feed Cost
1.	Number of Head	48.1	39.2	54.1
		Per Cow	Per Cow	Per Cow
2.	Net Increase in Value	\$ 359.33	\$ 596.48	\$ 216.19
3.	Other Miscellaneous Income			
4.	TOTAL INCOME	\$ 359.33	\$ 596.48	\$ 216.19
5.	POUNDS OF FEED FED			
6.	Corn	998.5	827.5	1,276.3
7.	Small Grain	161.3	132.3	159.9
8.	Complete Ration	21.9	122.2	
9.	Protein, Salt & Minerals	178.4	137.8	245.0
10.	Hay & Dry Roughage	2,700.8	2,531.4	2,996.8
11.	Silage	5,455.0	4,822.4	6,283.2
12.	Milk	78.5	44.3	100.4
13.	FEED COST			
14.	Grains	\$ 43.89	\$ 35.92	\$ 55.21
15.	Complete Ration	.77	3.32	
16.	Protein, Salt & Minerals	24.49	19.01	28.21
17.	Hay & Dry Roughage	51.23	43.04	61.72
18.	Silage	43.60	41.96	48.93
19.	Milk	7.96	4.57	10.17
20.	Pasture	2.81	2.65	2.57
21.	TOTAL FEED COSTS	\$ 174.75	\$ 150.47	\$ 206.81
22.	RETURN OVER FEED COSTS	\$ 184.58	\$ 446.01	\$ 9.38
23.	OTHER DIRECT COSTS			
24.	Miscellaneous Expense	\$ 8.98	\$ 14.64	\$ 6.34
25.	Veterinary Expense	2.74	3.49	2.75
26.	Custom Work Hired	1.83	.97	2.14
27.	Special Hired Labor	.04		.22
28.	TOTAL OTHER DIRECT COSTS	\$ 13.59	\$ 19.10	\$ 11.45
29.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 170.99	\$ 426.91	\$ (-2.07)
30.	ALLOCATED COSTS			
31.	Power and Machinery Costs (PCAF .99)	\$ 12.60	\$ 10.75	\$ 12.38
32.	Livestock Equipment Costs (ECAF 2)	13.26	11.89	13.86
33.	Building and Fences (BCAF 2)	15.39	14.44	12.47
34.	TOTAL ALLOCATED COSTS	\$ 41.25	\$ 37.08	\$ 38.71
35.	RETURN OVER ALL LISTED COSTS	\$ 129.74	\$ 389.83	\$ (-40.78)
36.	SUPPLEMENTARY MANAGEMENT INFORMATION			
37.	Return for \$100 Feed Fed	\$ 205.64	\$ 396.44	\$ 104.54
38.	Percent Death Loss - Total	8.9	9.1	12.9
39.	Percent Calf Death Loss	19.5	17.1	23.9
40.	TOTAL LISTED COSTS PER HEAD	\$ 229.59	\$ 206.65	\$ 256.97

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

TABLE 14 - COSTS AND RETURNS FROM ALL DAIRY CATTLE*- 1979

Items	Average of 141 Farms	28 Farms Highest in Return above Feed Cost	28 Farms Lowest in Return above Feed Cost
1. Average Number of Cows	43.5	42.2	39.2
	per Cow	per Cow	per Cow
2. Value of Dairy Products	\$ 1,477.66	\$ 1,683.15	\$ 1,196.96
3. Net Increase in Value	448.62	751.02	269.41
4. Miscellaneous Dairy Income	6.23	3.46	4.90
5. TOTAL VALUE PRODUCED	\$ 1,932.51	\$ 2,437.63	\$ 1,471.27
6. POUNDS OF FEED FED			
7. Grains	6,877.0	6,991.1	7,131.9
8. Complete Rations	537.0	69.2	.2
9. Protein, Salt & Minerals, Including Milk Equiv.	1,221.4	1,243.4	1,117.1
10. Hay & Dry Roughage	10,292.1	10,556.5	10,415.1
11. Silage	16,517.2	15,966.3	16,776.0
12. FEED COST			
13. Grains	\$ 255.63	\$ 256.47	\$ 269.97
14. Complete Rations	8.30	11.28	.03
15. Protein, Salt & Minerals, Including Milk	166.48	168.70	165.92
16. Hay & Dry Roughage	199.20	199.64	205.71
17. Silage	133.66	133.18	129.52
18. Pasture Costs	5.47	2.68	2.24
19. TOTAL FEED COSTS	\$ 768.74	\$ 771.95	\$ 773.39
20. RETURN OVER FEED COSTS	\$ 1,163.77	\$ 1,665.68	\$ 697.88
21. OTHER DIRECT COSTS			
22. Miscellaneous Livestock Expense	\$ 76.16	\$ 90.76	\$ 56.33
23. Veterinary Expense	32.39	45.90	28.75
24. Custom Work	41.98	56.00	34.08
25. Special Hired Labor	7.20	10.26	.51
26. TOTAL OTHER DIRECT COSTS	\$ 157.73	\$ 202.92	\$ 119.67
27. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 1,006.04	\$ 1,462.76	\$ 578.21
28. ALLOCATED COSTS			
29. Power and Machinery Costs	\$ 121.16	\$ 85.29	\$ 308.80
30. Livestock Equipment Costs	89.35	94.29	71.67
31. Building and Fences	100.97	119.18	72.01
32. TOTAL ALLOCATED COSTS	\$ 311.48	\$ 298.76	\$ 452.48
33. RETURN OVER ALL LISTED COSTS	\$ 694.56	\$ 1,164.00	\$ 125.73
34. SUPPLEMENTARY MANAGEMENT INFORMATION			
35. Return for \$100 Feed Fed	\$ 251.39	\$ 315.78	\$ 190.24
36. TOTAL LISTED COSTS PER COW	\$ 1,237.95	\$ 1,273.63	\$ 1,345.54

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

TABLE 15A - BEEF BREEDING CATTLE - 1979

Items	Average of 11 Farms	5 Farms Highest in Return above Feed Cost	5 Farms Lowest in Return above Feed Cost
1. Average Number of Beef Cows	52.4	78.4	34.0
2. Average Number of Other Beef Animals & Bulls	43.9	65.7	30.0
3. Pounds of Beef Produced	25,307	35,219	19,755
	Per Cow	Per Cow	Per Cow
4. Net Increase in Value	\$ 262.27	\$ 283.47	\$ 209.76
5. Other Miscellaneous Beef Income			
6. TOTAL VALUE PRODUCED	\$ 262.27	\$ 283.47	\$ 209.76
7. POUNDS OF FEED FED			
8. Grain	416.4	170.1	871.6
9. Protein, Salt & Mineral	42.9	41.5	50.0
10. Legume Hay	3,233.2	2,293.9	5,249.4
11. Other Hay & Dry Roughage	593.3	872.4	
12. Silage	5,586.4	3,729.6	10,341.2
13. FEED COST			
14. Grain	\$ 15.59	\$ 6.35	\$ 32.68
15. Protein, Salt & Mineral	4.27	4.25	4.71
16. Legume Hay	69.69	53.79	104.88
17. Other Hay & Dry Roughage	8.57	12.59	
18. Silage	28.51	30.08	27.29
19. Pasture	11.53	4.40	23.21
20. TOTAL FEED COSTS	\$ 138.16	\$ 111.46	\$ 192.77
21. RETURN OVER FEED COST	\$ 124.11	\$ 172.01	\$ 16.99
22. OTHER DIRECT COSTS			
23. Miscellaneous Livestock Expense	\$ 3.85	\$.74	\$ 11.24
24. Veterinary Expense	1.51	1.66	1.26
25. Custom Work	1.83	2.10	.85
26. Special Hired Labor	.27	.38	
27. TOTAL OTHER DIRECT COSTS	\$ 7.46	\$ 4.88	\$ 13.35
28. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 116.65	\$ 167.13	\$ 3.64
29. ALLOCATED COSTS			
30. Power and Machinery Costs (PCAF 1.00)	\$ 13.41	\$ 5.73	\$ 17.91
31. Livestock Equipment Costs (ECAAF 1)	20.84	17.48	21.09
32. Building and Fences (BCAF 1)	28.69	21.07	31.37
33. TOTAL ALLOCATED COSTS	\$ 62.94	\$ 44.28	\$ 70.37
34. RETURN OVER ALL LISTED COSTS	\$ 53.71	\$ 122.85	\$ (-66.73)
35. SUPPLEMENTARY MANAGEMENT INFORMATION			
36. Return for \$100 Feed Fed	\$ 189.82	\$ 254.34	\$ 108.82
37. Price per Cwt. Sold	61.50	60.85	62.89
38. Price per Cwt. Calves Sold or Transferred	\$ 74.77	\$ 77.22	\$ 60.26
39. Average Weight per Head Sold	820.5	917.8	773.1
40. Average Weight per Calf Sold or Transferred	473.0	475.7	534.9
41. Percent Death Loss	2.1	2.5	2.0
42. Percent Calf Crop	90.7	96.4	78.8
43. TOTAL LISTED COSTS PER COW	\$ 208.56	\$ 160.62	\$ 276.49

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

TABLE 15B - COST AND RETURNS FROM FEEDER CATTLE - 1979

Items	Average of 75 Farms	15 Highest in Return above Feed	15 Lowest in Return above Feed
1. Average Number of Beef Feeders	74.4	47.7	37.8
2. Pounds of Beef Produced	44,235 per Cwt.	27,218 per Cwt.	22,636 per Cwt.
3. Net Increase in Value of Animals	\$ 59.71	\$ 97.58	\$ 41.22
4. Other Miscellaneous Beef Income			
5. TOTAL VALUE PRODUCED	\$ 59.71	\$ 97.58	\$ 41.22
6. POUNDS OF FEED FED			
7. Grain	552.1	439.1	585.1
8. Protein, Salt & Mineral	57.9	63.0	77.7
9. Legume Hay	167.7	293.4	172.6
10. Other Hay & Dry Roughage	44.5	34.7	316.8
11. Silage	853.9	1,005.9	1,035.5
12. FEED COST			
13. Grain	\$ 21.01	\$ 14.51	\$ 23.32
14. Protein, Salt & Mineral	6.17	6.75	7.81
15. Legume Hay	3.17	4.26	3.43
16. Other Hay & Dry Roughage	.80	.43	6.31
17. Silage	6.57	8.26	9.16
18. Pasture	.04		
19. TOTAL FEED COST	\$ 37.76	\$ 34.21	\$ 50.03
20. RETURN OVER FEED COST	\$ 21.95	\$ 63.37	\$ (-8.81)
21. OTHER DIRECT COSTS			
22. Miscellaneous Livestock Expense	\$.75	\$ 1.14	\$ 1.52
23. Veterinary Expense	.91	.79	.81
24. Custom Work Hired	2.49	1.86	1.18
25. Special Hired Labor	.01		.12
26. TOTAL OTHER DIRECT COSTS	\$ 4.16	\$ 3.79	\$ 3.63
27. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 17.79	\$ 59.58	\$ (-12.44)
28. ALLOCATED COSTS			
29. Power and Machinery Costs (PCAF .95)	\$ 1.81	\$ 2.29	\$ 2.22
30. Livestock Equipment Costs (ECAF 2)	2.67	2.73	3.89
31. Buildings and Fences (BCAF 2)	2.65	2.97	3.47
32. TOTAL ALLOCATED COSTS	\$ 7.13	\$ 7.99	\$ 9.58
33. RETURN OVER ALL LISTED COSTS	\$ 10.66	\$ 51.59	\$ (-22.02)
34. SUPPLEMENTARY MANAGEMENT INFORMATION			
35. Return for \$100 Feed Fed	\$ 158.13	\$ 285.25	\$ 82.38
36. Price per Cwt. Sold	\$ 65.70	\$ 68.46	\$ 60.92
37. Average Weight per Head Sold	1,082.8	1,120.8	1,039.9
38. Price per Cwt. Bought	\$ 81.65	\$ 79.83	\$ 82.55
39. Average Weight per Head Bought	596.9	512.5	652.5
40. Number of Head Bought	81	61	48
41. Percent Death Loss	1.8	1.6	3.3
42. Effective Daily Gain - lbs. per Head per Day	1.63	1.56	1.64
43. TOTAL LISTED COST PER CWT. PRODUCED	\$ 49.05	\$ 45.99	\$ 63.24

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

TABLE 16A - SHEEP - FARM, COMMERCIAL AND PUREBRED - 1979

Items	Average of 16 Farms	8 Highest in Return above Feed	8 Lowest in Return above Feed
1. Average Number of Ewes	41.7	42.3	44.7
2. Pounds of Lamb and Mutton Produced	3,614	4,354	3,325
3. Pounds of Wool Produced	419	440	433
	per Ewe	per Ewe	per Ewe
4. VALUE OF PRODUCE			
5. Wool	\$ 8.66	\$ 8.37	\$ 8.93
6. Net Increase in Value of Animals	59.52	80.45	41.23
7. Other Miscellaneous Sheep Income			
8. TOTAL VALUE PRODUCED	\$ 68.18	\$ 88.82	\$ 50.16
9. POUNDS OF FEED FED			
10. Grain	464.6	350.7	589.1
11. Protein, Salt & Mineral	56.7	36.6	77.7
12. Legume Hay	618.7	414.3	834.5
13. Other Hay & Dry Roughage	2.8		5.6
14. Silage	41.2	80.4	5.6
15. FEED COST			
16. Grain	\$ 16.04	\$ 10.80	\$ 21.57
17. Protein, Salt & Mineral	6.67	4.11	9.31
18. Legume Hay	12.40	8.30	16.73
19. Other Hay & Dry Roughage	.02		.07
20. Silage	.12	.19	.04
21. Pasture	.58	1.18	
22. TOTAL FEED COSTS	\$ 35.83	\$ 24.58	\$ 47.72
23. RETURN OVER FEED COSTS	\$ 32.35	\$ 64.24	\$ 2.44
24. OTHER DIRECT COSTS			
25. Miscellaneous Livestock Expense	\$ 2.52	\$ 1.89	\$ 3.22
26. Veterinary Expense	5.04	.97	9.06
27. Custom Work	.96	1.58	.38
28. Special Hired Labor	.05		.09
29. TOTAL OTHER DIRECT COSTS	\$ 8.57	\$ 4.44	\$ 12.75
30. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 23.78	\$ 59.80	\$ (-10.31)
31. ALLOCATED COSTS			
32. Power and Machinery Costs (PCAF .91)	\$ 14.04	\$ 12.68	\$ 15.39
33. Livestock Equipment Costs (ECAF 2)	17.91	22.01	15.08
34. Building & Fences (BCAF 2)	17.92	17.85	18.04
35. TOTAL ALLOCATED COSTS	\$ 49.87	\$ 52.54	\$ 48.51
36. RETURN OVER ALL LISTED COSTS	\$ (-26.09)	\$ 7.26	\$ (-58.82)
37. SUPPLEMENTARY MANAGEMENT INFORMATION			
38. Return for \$100 Feed Fed	\$ 190.29	\$ 361.25	\$ 105.11
39. Price per Cwt. Lamb and Mutton Sold	57.31	59.13	55.90
40. Price per Cwt. Lamb Sold or Transferred	\$ 67.66	\$ 64.74	\$ 70.53
41. Average Weight of Lambs Sold or Transferred	96.6	106.4	87.7
42. Pounds of Wool per Sheep Sheared	10.2	9.8	10.8
43. Number of Ewes Kept for Lambing	38	41	40
44. Percent Lamb Crop	126.3	129.3	122.5
45. Percent Death Loss	12.1	12.6	10.7
46. TOTAL LISTED COSTS PER EWE	\$ 94.27	\$ 81.56	\$ 108.98

AVERAGE PRICES FOR FARM GROWN FEEDS

Grain

Corn	\$ 2.10 Per Bu.
Oats	1.25 Per Bu.

Hay

Alfalfa	\$ 40.00 Per Ton
Other Legume Hay	35.00 Per Ton
Wild Hay	25.00 Per Ton

Other Roughages

Corn Silage	\$ 16.00 Per Ton
Grass Silage	13.00 Per Ton
Legume Haylage	20.00 Per Ton
Straw	.75 Per Bale

OTHER NON-CASH COSTS

Unpaid Family Labor	\$ 500.00 Per Month (25 da. per Mo.)
Board Furnished Hired Labor	\$3.00 - 5.00 Per Day
Second Operator's Labor	\$ 10,000 Per Year
Interest on Farm Capital	7 Percent
Milk Used in Home	\$.23 Per Quart

EXPLANATION OF WORK UNITS AND ANIMAL UNITS

The total "work units" for any one farm is a measure of the size of that farm business. A work unit as used in this report is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive livestock at an average efficiency. The number of work units for each class of livestock and each acre of crop are presented below.

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

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

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

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

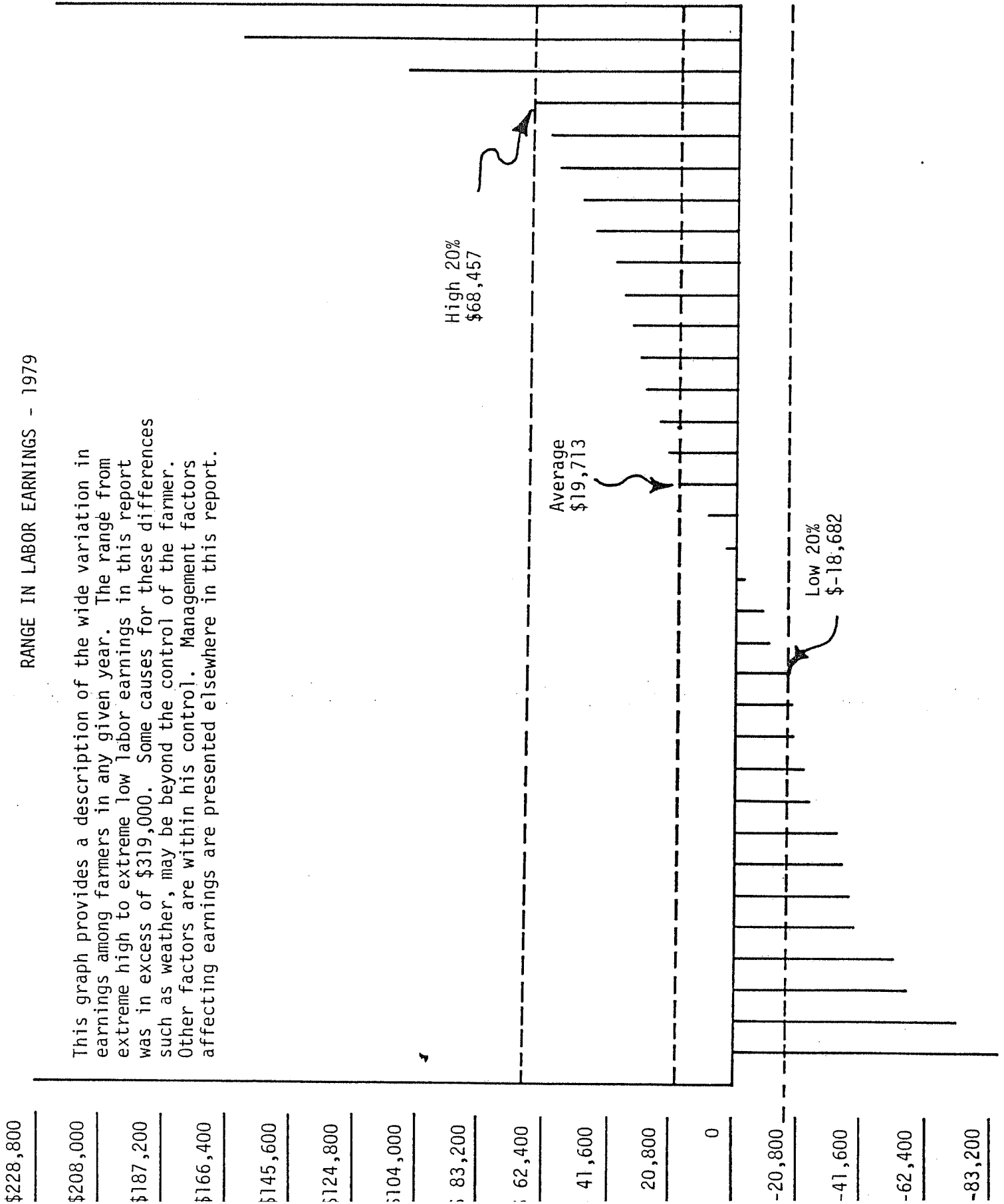
SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Items	1974	1975	1976	1977	1978
Number of Records	644	720	671	567	619
Average Labor Earnings	\$ 29,955	\$ 9,200	\$ 16,283	\$ 22,265	\$ 31,839
Total Farm Sales	\$ 104,976	\$ 93,278	\$ 100,892	\$ 100,344	\$ 128,107
Total Cash Operating Expense	\$ 51,906	\$ 51,822	\$ 53,017	\$ 56,633	\$ 69,427
<u>RETURN ABOVE FEED COST PER:</u>					
Dairy Cow	\$ 330.11	\$ 272.31	\$ 493.45	\$ 574.64	\$ 791.96
Cwt. Feeder Cattle Prod.	\$ (-24.07)	\$ 15.04	\$ (-5.23)	\$ 5.45	\$ 28.63
Cwt. Hogs Produced	\$ 7.91	\$ 24.67	\$ 12.96	\$ 18.66	\$ 20.49
<u>FEED COST PER:</u>					
Dairy Cow	\$ 602.97	\$ 597.96	\$ 618.18	\$ 540.91	\$ 493.01
Cwt. Feeder Cattle Prod.	\$ 51.85	\$ 42.77	\$ 39.30	\$ 36.23	\$ 35.68
Cwt. Hogs Produced	\$ 25.99	\$ 25.71	\$ 24.86	\$ 23.82	\$ 22.33
<u>MISC. LIVESTOCK INFORMATION</u>					
Number of Dairy Cows	36.6	36.8	38.1	38.5	39.2
Pounds of Feeder Cattle Prod.	62,303	56,099	44,279	49,920	55,437
Pounds of Hogs Produced	105,969	102,480	117,361	131,159	110,285
Pounds of Butterfat per Cow	478.2	433.8	453.2	470.6	461.9
<u>PRICE RECEIVED PER:</u>					
Pound Butterfat in Milk	\$ 2.00	\$ 2.11	\$ 2.49	\$ 2.45	\$ 2.73
Cwt. Fat Cattle	\$ 41.23	\$ 41.28	\$ 36.87	\$ 38.08	\$ 50.86
Cwt. Hogs Sold	\$ 34.99	\$ 47.75	\$ 42.42	\$ 40.10	\$ 48.07
<u>PRICE OF FEED</u>					
Corn, Bushel	\$ 3.23	\$ 2.65	\$ 2.40	\$ 2.00	\$ 1.90
Oats, Bushel	\$ 1.62	\$ 1.50	\$ 1.50	\$ 1.00	\$ 1.15
Alfalfa Hay, Ton	\$ 60.00	\$ 65.00	\$ 80.00	\$ 50.00	\$ 35.00
Corn Silage, Ton	\$ 19.75	\$ 18.50	\$ 18.00	\$ 17.00	\$ 15.00
<u>ACRES PER FARM</u>					
Total Tillable Land	336.3	320.2	315.6	320.5	343.6
Total Acres in Farm	375.9	359.1	349.7	355.2	377.8
<u>YIELDS PER ACRE</u>					
Canning Peas	\$ 177.04	\$ 150.14	\$ 141.32	\$ 195.10	\$ 155.64
Oats, Bushel	74.7	68.3	61.9	86.4	66.6
Corn Grain, Bushel	83.4	89.1	82.9	121.3	127.8
Sweet Corn	\$ 172.47	\$ 164.17	\$ 154.05	\$ 171.51	\$ 182.67
Soybeans, Bushel	26.9	32.4	32.7	43.6	41.0
Corn Silage, Ton	14.4	13.7	11.2	17.8	18.7
Alfalfa Hay, Ton	4.2	4.4	3.0	4.8	5.0

RANGE IN EARNINGS

RANGE IN LABOR EARNINGS - 1979

This graph provides a description of the wide variation in earnings among farmers in any given year. The range from extreme high to extreme low labor earnings in this report was in excess of \$319,000. Some causes for these differences such as weather, may be beyond the control of the farmer. Other factors are within his control. Management factors affecting earnings are presented elsewhere in this report.



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.

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