

# VOCATIONAL AGRICULTURE FARM ANALYSIS

## FARM BUSINESS MANAGEMENT

SOUTHEASTERN MINNESOTA

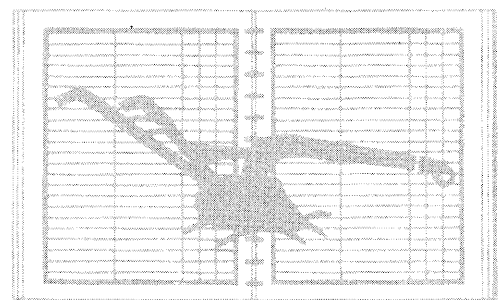
ANNUAL  
REPORT  
1979

Adult Educational Program

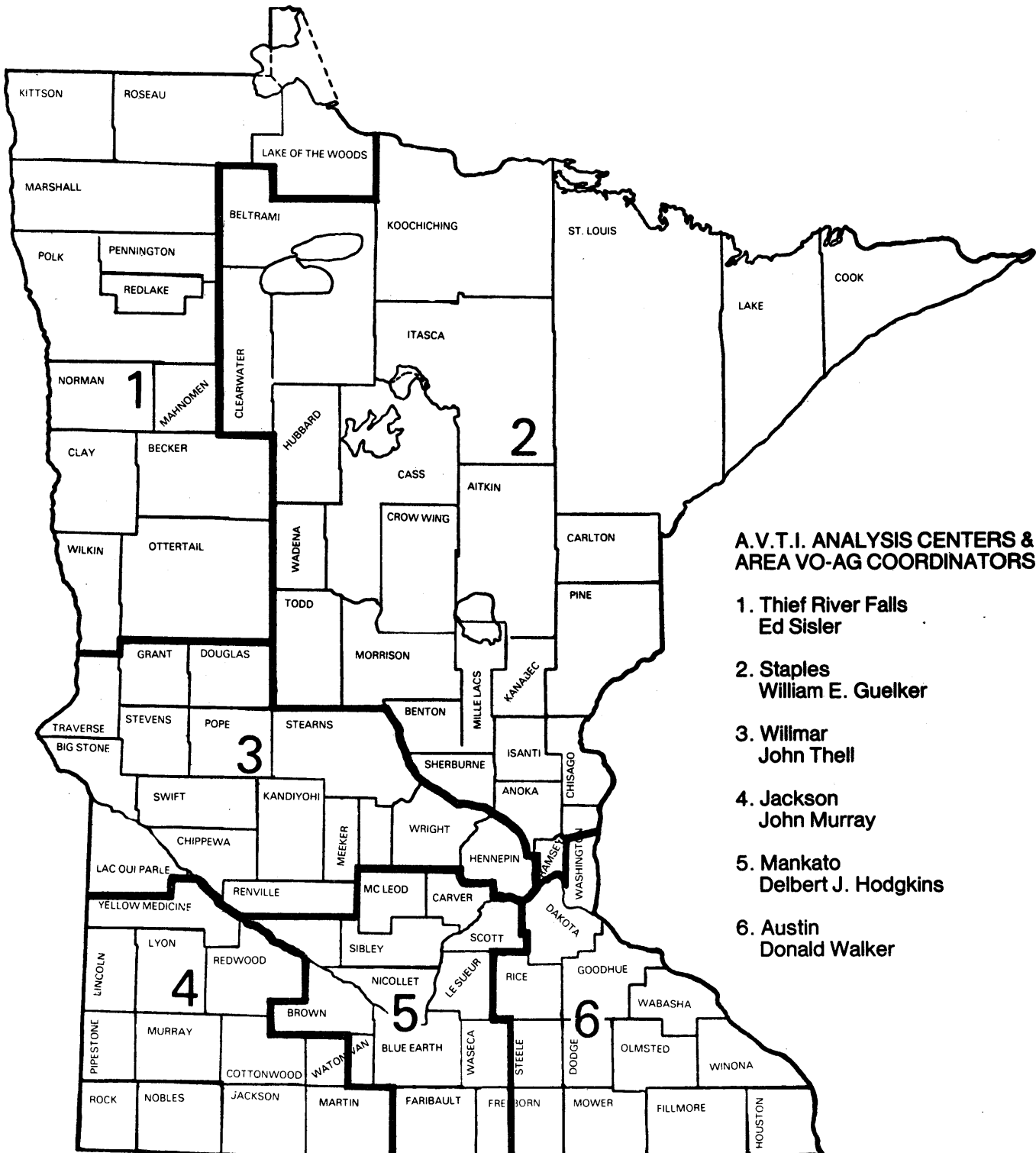
April 1, 1980

In cooperation with the Vocational Division  
Minnesota Department of Education and Agricultural  
Education Department University of Minnesota.

Austin Area Vocational-Technical Institute



## VO-AG FARM MANAGEMENT AREAS



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# 1979 REPORT OF THE VOCATIONAL AGRICULTURE FARM MANAGEMENT

## PROGRAM IN SOUTHEASTERN MINNESOTA

CASH CHECK  
WITH IN \$300

Donald Walker - Area Vocational Agriculture Coordinator

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Years      Cost      \$      Whom  
Expense      120      40      60  
3 : 1

## INTRODUCTION

The Adult Farm Business Management Program is a public school program designed to bring the benefits of instruction in business management to farm families. The main purpose of the program is to help farmers achieve their farm business and family goals through improved management, organization and operational efficiency of their farms.

Instructional programs in farm business management have the following characteristics:

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

The Adult Farm Business Management Program, a part of the total Vocational Agricultural Education Program in Minnesota, was started in 1952 as a cooperative program between the University of Minnesota Department of Agriculture Education, the Department of Agricultural Economics, the State Department of Education Vocational Division and the public school vocational agriculture departments.

Some of the area vocational technical institutes had area farm management instructors who worked in several school districts and published an area analysis report as early as 1955. The East-southcentral (Austin area) and the Southeast (Winona area) published area annual reports in 1955. Each of the two areas were officially designated to serve as analysis centers under the direction of an area ag coordinator in 1960. They continued to serve as analysis centers and published annual area analysis reports up through 1977. In 1977 and 1978, the analysis areas in the state were reorganized and combined. The analysis center which now includes most of the old Winona and Austin areas is located at the Austin Area Vocational Technical Institute and known as the Southeast area.

The analysis of the records and preparation of the report for the Southeast area is done under the direction of the area ag program coordinator at the Austin Area Vocational Technical Institute. Directing in a supervisory capacity are Mr. Donald Ingram, Director, Austin AVTI; Dr. Richard Trumble, Superintendent of Schools; Mr. Odell Barduson and Mr. David McCullough of the State Department of Education; Dr. Edgar Persons, Dr. R. Paul Marvin of the University of Minnesota Agricultural Education Department. Data processing was done by Specialized Data Systems, Inc., Madison, Wisconsin. Special acknowledgement is due the Offset Printing Department at the Austin Area Vocational Technical Institute for printing this report.

This report includes records from the Southeast area. Below is a listing of the schools, teachers and records from the area. Also, included on the front cover is a map of the six analysis areas in the State of Minnesota.

#### ADULT FARM MANAGEMENT PROGRAM

Class Location	Instructor	% Time Adult	Records Processed	No. of Families Served
Albert Lea	Norman Fredin	100	33	50
Austin	Ronald Hayes	100	41	56
Blooming Prairie	Gene Francis	100	54	79
	Ron Shiflet	100	24	36
Byron-Kasson-Mantorville	Ken Levos	100	15	20
Faribault	Ken Stassen			
	Duane Hutton	100	130	172
	Norbert Phillips			
Faribault AVTI	Carl Ziebarth			
	Ron Sommers - Farm Operation & Mgmt.		6	6
Goodhue	Chris Back	100	32	42
Hayfield	Curtis Berg	100	24	60
Houston	Craig Bauman	100	11	13
Kenyon	Jerry Bartel	100	41	46
Lake City	Mark Stenzel	75	17	19
Lanesboro	Gary Sande	50	1	1
LeRoy-Ostrander	Randy Sternberg	100	32	36
Lewiston	Loyel Hoseck	100	20	26
Northfield	Harold Paulson	60	24	30
Owatonna	John Zwiebel	100	53	72
	Vic Richardson	80		
Rochester	Frank Quam	100	46	69
Red Wing	James Kelm	100	55	77
St. Charles	Loren Westman	80	18	21
Southland	Dwain Vangsness			
	Gary Thome	100	69	110
Spring Valley	James Erredge	100	41	43
Wanamingo	Jeff Davidson	50	9	13
Winona AVTI	David Schroeder-Farm Operation & Mgmt.		6	6
	Steve Scarseth			

#### VETERANS FARM TRAINING PROGRAM

Class Location	Instructor	Records Processed	No. Families Served
Austin	Loel Gorden	22	22
Byron	Gilman Shubert	19	23
Lewiston	Paul Gardner	9	9
Owatonna	Richardson, Cummins and Gunderson	23	32
Preston	Kenneth Byrne	19	28
Red Wing	Wayne Stevens	14	20
Spring Grove	Boyde Anderson	20	25

TABLE 1 - FARM INVENTORIES - 1979

3

ITEMS	AVERAGE OF 375 FARMS	
1 SIZE OF FARM - TOTAL ACRES	360.8	387
2 - TILLABLE ACRES	309.4	330
3 WORK UNITS - CROPS	158.02	1/3
4 - LIVESTOCK	293.47	1/3 1/3
5 - OTHER	12.12	
6 TOTAL SIZE OF BUSINESS IN WORK UNITS	463.62	596
7 NUMBER OF WORKERS	1.75	
8 FARM CAPITAL INVESTMENT PER WORKER	\$ 239474	

	JAN 1	DEC 31
9 PRODUCTIVE LIVESTOCK		
10 DAIRY COWS	12068	15092
11 OTHER DAIRY CATTLE	7457	10976
12 BEEF BREEDING CATTLE	3029	4149
13 BEEF FEEDER CATTLE	4974	5681
14 HOGS	16154	14457
15 SHEEP (INCLUDING FEEDERS) & GOATS	88	98
16 POULTRY - ALL TYPES	70	52
17 OTHER LIVESTOCK	99	129
18 TOTAL PRODUCTIVE LIVESTOCK	\$ 43939	50635*
19 CROP, SEED & FEED	49911	55923
20 POWER, MACHINERY & EQUIPMENT		
21 AUTO & TRUCK (FARM SHARE)	3885	4650
22 POWER & MACHINERY	31124	37772
23 IRRIGATION EQUIPMENT	113	138
24 CUSTOM WORK EQUIPMENT	2	105
25 LIVESTOCK EQUIPMENT	8363	10663
26 TOTAL POWER, MACHINERY & EQUIPMENT	\$ 43487	53327*
27 LAND	189926	200390
28 BUILDINGS-FENCES-ETC.	56875	67448
29 TOTAL FARM CAPITAL	\$ 384138	427724*
30 INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	43586*

ITEMS	75 HIGH PROFIT FARMS		75 LOW PROFIT FARMS	
1 SIZE OF FARM - TOTAL ACRES	514.1	386%	348.8	85.3%
2 - TILLABLE ACRES	442.3		298.5	
3 WORK UNITS - CROPS	222.70		151.71	
4 - LIVESTOCK	479.12	\$ 580/a	180.74	846/a
5 - OTHER	15.31		11.63	
6 TOTAL SIZE OF BUSINESS IN WORK UNITS	717.14		344.07	
7 NUMBER OF WORKERS	2.15		1.65	
8 FARM CAPITAL INVESTMENT PER WORKER	\$ 259952		283239	
9 PRODUCTIVE LIVESTOCK	JAN 1	DEC 31	JAN 1	DEC 31
10 DAIRY COWS	23654	30364	2034	2586
11 OTHER DAIRY CATTLE	13704	21829	1542	2007
12 BEEF BREEDING CATTLE	5219	6412	3473	5958
13 BEEF FEEDER CATTLE	6264	7410	6409	8128
14 HOGS	15989	14528	25479	19998
15 SHEEP (INCLUDING FEEDERS) & GOATS	137	114	172	124
16 POULTRY-ALL TYPES	3	3	334	249
17 OTHER LIVESTOCK	296	405		
18 TOTAL PRODUCTIVE LIVESTOCK	\$ 65267	81065*	39445	39050*
19 CROP, SEED & FEED	71593	84405	47025	50243
20 POWER, MACHINERY & EQUIPMENT				
21 AUTO & TRUCK (FARM SHARE)	4957	5894	4133	5036
22 POWER & MACHINERY	44039	52093	30465	36741
23 IRRIGATION EQUIPMENT	48	30	378	547
24 CUSTOM WORK EQUIPMENT				
25 LIVESTOCK EQUIPMENT	10594	16295	7893	8095
26 TOTAL POWER, MACHINERY & EQUIPMENT	\$ 59638	74312*	42869	50420*
27 LAND	238904	256646	242985	253002
28 BUILDINGS-FENCES-ETC.	78305	95494	61005	66635
29 TOTAL FARM CAPITAL	\$ 513707	591923*	433329	459350*
30 INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	78216*		26021*

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

	<u>AVERAGE OF 375 FARMS</u>	<u>75 MOST PROFITABLE</u>	<u>75 LEAST PROFITABLE</u>
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS \$			
2 DAIRY COWS	4019	7656	768
3 DAIRY PRODUCTS	31386	63386	4377
4 OTHER DAIRY CATTLE	3118	4903	1006
5 BEEF BREEDING CATTLE	1113	2102	1039
6 BEEF FEEDER CATTLE	7841	9570	11205
7 HOGS COMPLETE & MIXED	22117	28975	24117
8 HOGS FINISHING	12533	3850	28163
9 HOGS PRODUCING WEANING PIGS	1824	3068	2422
10 SHEEP, GOATS & WOOL, FARM FLOCK	102	240	63
11 SHEEP & WOOL, FEEDER LAMBS	24		113
12 CHICKENS (INCLUDING HENS & BROILERS)	22	4	57
13 TURKEYS			
14 EGGS	362	187	1548
15 OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	418	2075	
16 OTHER MISCELLANEOUS LIVESTOCK INCOME	6		26
17 TOTAL SALES OF PRODUCTIVE LIVESTOCK	84885	126016	74906
18 SALE OF CROPS			
19 WHEAT	352	422	353
20 OTHER SMALL GRAINS	487	798	222
21 CORN	23196	32309	27717
22&22A SOYBEANS & SUNFLOWERS	13917	19560	13848
23 OTHER ROW CROPS	1483	3711	492
24 LEGUMES & OTHER FORAGE	252	453	137
25 GRASS SEED			
26 FRUITS & NUTS	207		
27 VEG. ROADSIDE MARKET & SPEC.	66		
28 NURSERY, TIMBER & OTHER	57	74	71
29 SET ASIDE ACRES-GOV. PAYMENTS	303	294	227
30 TOTAL SALES FROM CROPS	40330	57622	43068
31 CAPITAL ASSETS SOLD	3487	6364	3776
32 GAS TAX REFUND	137	184	116
33 INCOME FROM WORK OFF THE FARM	1194	1547	1424
34 CUSTOM WORK ENTERPRISE INCOME	10		
35 PATRONAGE REFUNDS	1092	1825	862
36 MISCELLANEOUS FARM INCOME	1882	2496	2174
37 TOTAL FARM SALES	133016	196054	126325
38 INCREASE IN FARM CAPITAL	43586	78216	26021
39 FAMILY LIVING FROM THE FARM	732	1086	521
40 TOTAL FARM RECEIPTS (37)+(38)+(39)	177334	275356	152867

TABLE 2A shows all sources of cash income for the whole farm which includes land-lords share. For operators share only of Cash Receipts, see Table 6A. In addition to Cash Receipts, the increase in Farm Capital (item 38) and Family Living from the Farm (item 39) are included in Total Receipts. Increase in Farm Capital is calculated by subtracting the Total Farm Capital at the beginning of the year from the Total Farm Capital at the end of the year (Table 1A, item 29). A decrease in Farm Capital is shown on Table 2B, item 40. Family Living from the Farm represents the cash value of farm produce consumed during the year.

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

	AVERAGE OF 375 FARMS	75 MOST PROFITABLE	75 LEAST PROFITABLE
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 1778	3382	1126
3 OTHER DAIRY CATTLE	1360	1467	849
4 BEEF BREEDING CATTLE	712	1038	1666
5 BEEF FEEDER CATTLE	3559	2760	7566
6 HOGS COMPLETE & MIXED	1248	2040	2017
7 HOGS FINISHING	4861	1051	10891
8 HOGS PRODUCING WEANING PIGS	264	104	340
9 SHEEP & GOATS	35		23
10 SHEEP, FEEDER LAMBS	9		44
11 CHICKENS (INCL. HENS & BROILERS)	51	2	239
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK	11	5	
14 MISC. LIVESTOCK EXPENSE	4000	6275	3000
15 FEED BOUGHT	16169	18348	20244
16 FERTILIZER	7599	11215	8008
17 CHEMICALS	4279	5909	4864
18 OTHER CROP EXPENSE	6742	9307	7736
19 IRRIGATION OPERATION COSTS			
20 CUST. WORK ENT. OP. COSTS, INCL. LAB.	1		
21 CUSTOM WORK HIRED	3510	4250	3151
22 REP. & UPKEEP OF LVSTK. EQUIP.	1113	1614	822
23 REP. & UPKEEP OF FARM REAL ESTATE	1505	2172	1422
24 GAS, OIL & GREASE BOUGHT (FS)	4186	5420	4311
25 REP. & OP. MACH. TRAC. TRK. & AUTO (FS)	4470	5880	4728
26 REP. & UPKEEP OF IRRIG. EQUIP.			
27 REP. CUSTOM WORK ENTERPRISE			
28 WAGES OF HIRED LABOR	3042	4972	2869
29 PERS. PROP. & REAL ESTATE TAXES	3171	4458	3573
30 GENERAL FARM EXPENSE	1949	2668	2294
31 TELEPHONE EXPENSE ( FS)	280	336	304
32 ELECTRICITY EXPENSE (FS)	1632	2315	1507
33 TOTAL CASH OPERATING EXPENSE \$	77537*	96989*	93593*
34 POW. CROP & GEN. MACH. BOUGHT (FS)	16950	22416	16454
35 IRRIGATION EQUIPMENT BOUGHT	115		576
36 CUSTOM WORK EQUIPMENT BOUGHT	104		
37 LIVESTOCK EQUIPMENT BOUGHT	4375	8906	1930
38 NEW REAL ESTATE & IMPROVEMENT	29571	46767	27543
39 TOTAL FARM PURCHASES (33)THRU(38)	128652*	175078*	140096*
40 DECREASE IN FARM CAPITAL			
41 INTEREST ON FARM CAPITAL	28415	38697	31244
42 UNPAID FAMILY LABOR	921	1270	725
43 LABOR CHARG. FOR PARTNERS & OTHER OP.	1359	2563	1020
44 BOARD FURNISHED HIRED LABOR	93	129	92
45 TOTAL FARM EXPENSE (39) THRU (44)	159438*	217737*	173177*
- 46 RET. TO OP. LAB. & MGMT. SING. OP. (W.F.) (2A/40)-(45)	17896*	57619*	(-20310)*
47 NUMBER OF OPERATORS	1	1	1
48 FULL TIME OPERATOR EQUIVALENTS	1.15	1.32	1.07
49 RET. TO OP. LAB. & MGMT/FULL TIME OPERATORS EQUIVALENTS	16019	48071	(-17482)

RETURN TO OPERATORS LABOR & MGMT. represents the return for the operators Labor and Management after all expenses are deducted.



TABLE 3 - ENTERPRISE STATEMENT - 1979

		AVERAGE OF 375 FARMS	75 MOST PROFITABLE	75 LEAST PROFITABLE
1	RETURNS & NET INCREASES			
2	PRODUCTIVE LIVESTOCK	\$		
3	DAIRY COWS	31930	64592	3935
4	OTHER DAIRY CATTLE	55% { 11039	67 { 23085	11 { 1372
5	BEEF BREEDING CATTLE	8% { 2405	7 { 4241	15 { 2710
6	FEEDER CATTLE	3897	5484	4755
7	HOGS, COMPLETE & MIXED	19856	25469	19535
8	HOGS, FINISHING ENTERPRISE	3% { 6301	24 { 2524	72 { 12737
9	PRODUCING WEANING PIGS	2373	3360	3882
10	SHEEP & GOATS	91	218	52
11	SHEEP, FEEDER LAMBS	4		12
12	CHICKENS (INCL. HENS & BROILERS)	322	196	1286
13	TURKEYS			
14	OTHER PRODUCTIVE LIVESTOCK	437	2178	
15	TOTAL PRODUCTIVE LIVESTOCK	\$ 78653 *	131348 *	50275 *
16	VALUE OF FEED FED TO LIVESTOCK	41343	54990	38990
17	RETURN OVER FEED FROM LIVESTOCK (15-16)	38.8% { 37310	47% { 76358	19% { 1285
18	CROP, SEED & FEED	52667	80347	44421
19	COOPERATIVE PATRONAGE REFUNDS	1092	1825	862
20	MISC. FARM INCOME	1882	2496	2174
21	CUSTOM WORK ENTERPRISE	8		
22	TOTAL RETURNS & NET INCREASES (17+18+19+20+21)	\$ 92959 *	161026 *	58741 *
23	EXPENSES & NET DECREASES	\$		
24	TRUCK & AUTO (FS)	3693	4827	3500
25	TRACTORS & CROP MACHINERY	15465	21045	15510
26	IRRIGATION EQUIPMENT	91	18	407
27	ELECTRICITY	1632	2315	1507
28	LIVESTOCK EQUIPMENT	3183	4831	2506
29	BUILDINGS, FENCES & TILING	7177	9264	9213
30	BARE LAND	(-120)	(-1107)	717
31	MISC. LIVESTOCK EXPENSE	4000	6275	3000
32	LABOR	4769	7217	4257
33	LABOR CHARGE FOR OTHER OP(S)	1359	2563	1020
34	PROPERTY TAX	3171	4458	3573
35	GENERAL FARM EXP. & TELEPHONE	2229	3004	2597
36	INTEREST ON FARM CAPITAL	28415	38697	31244
37	TOTAL EXPENSES & NET DECREASES	\$ 75064 *	103406 *	79051 *
38	RET. TO OPS. LABOR & MGMT. (22-37)	\$ 17896	57619	(-20310)
39	NUMBER OF FARM OPERATORS	1	1	1

TABLE 4 - HOUSEHOLD EXPENSE - 1979

ITEMS	AVERAGE OF 215 FARMS	PER ADULT EQUIVALENT	43 HIGH PROFIT FARMS	PER ADULT EQUIV	43 LOW PROFIT FARMS	PER ADULT EQUIV
1 NUMBER OF PERSONS - FAMILY	4		5		4	
2 NUMBER OF ADULT EQUIVALENT - FAMILY	3.3		3.5		3.2	
3 CHURCH & WELFARE	\$ 738	223.64	1264	361.14	615	192.19
4 MEDICAL CARE & HEALTH INSURANCE	1708	517.58	1815	518.57	1518	474.38
5 FOOD & MEALS BOUGHT	3271	991.21	3516	1004.57	3093	966.56
6 OPERATING EXPENSE & SUPPLIES	1290	390.91	1537	439.14	1198	374.38
7 FURNISHINGS & EQUIPMENT	1213	367.58	1335	381.43	1048	327.50
8 CLOTHING & CLOTHING MATERIALS	1005	304.55	1316	376.00	924	288.75
9 PERSONAL CARE, PERSONAL SPENDING	498	150.91	717	204.86	523	163.44
10 EDUCATION	265	80.30	348	99.43	201	62.81
11 RECREATION	640	193.94	697	199.14	647	202.19
12 GIFTS & SPECIAL EVENTS	658	199.39	1147	327.71	453	141.56
13 PERSONAL SHARE TRUCK & AUTO EXPENSE	677	205.15	558	159.43	725	226.56
14 OPERATOR SHARE UPKEEP ON DWELLING	417	126.36	186	53.14	211	65.94
14A CASH RENT (PERSONAL)						
15 PERSONAL SHARE TELEPHONE & ELECTRIC EXP.	462	140.00	464	132.57	506	158.13
15A PERSONAL SHARE-GENERAL FARM EXPENSE	51	15.45	54	15.43	33	10.31
16 TOTAL CASH LIVING EXPENSE	\$ 12893	3906.97*	14953	4272.29*	11695	3654.69*
17 PERSONAL SHARE NEW TRUCK & AUTO	635	192.42	546	156.00	1086	339.38
18 NEW DWELLING BOUGHT	1991	603.33	6648	1899.43	796	248.75
19 TAXES & OTHER DEDUCTIONS	2772	840.00	4752	1357.71	2028	633.75
20 LIFE INS & OTHER SAVINGS & INVESTMENTS	1974	598.18	2879	822.57	2808	877.50
21 TOTAL HOUSEHOLD & PERSONAL 16)THRU(20)	\$ 20265	6140.91*	29779	8508.29*	18414	5754.38*
22 TOTAL FAMILY LIVING FROM THE FARM (33)	799	242.12	982	280.57	536	167.50
23 TOTAL CASH & NON-CASH EXPENSES (21) + (22)	\$ 21064	6383.03*	30761	8788.86*	18949	5921.56*
24	FAMILY LIVING FROM THE FARM					
25	QTY.	OP. SHARE	QTY.	OP. SHARE	QTY.	OP. SHARE
26 MILK & CREAM (QUARTS)	602	146	1074	257	46	11
27 BEEF & BUFFALO (POUNDS)	720	481	911	601	443	321
28 PORK (POUNDS)	342	134	262	97	469	175
29 LAMB, MUTTON, GOAT (POUNDS)	1	1	3	2	2	1
30 POULTRY, ALL FOWL (POUNDS)	18	8	6	3	28	13
31 EGGS (DOZEN)	2	1	7	3	1	1
32 VEGETABLES, FRUITS, SPUDS, OTHER PRODUCE & FUEL		27		20		14
33 TOTAL FAMILY LIVING FROM THE FARM	\$	799 *		982 *		536 *

Ave Needed 80982 in Farm Sales to provide Family Living (for)  
Based on T S Data

EXPLANATION OF RATIOS IN TABLE 5

ITEM 28 - The Ratio of Total Farm Expense to Total Farm Receipts, sometimes called the Gross Ratio, expresses the percentage of each dollars worth of income consumed by expenses. It is calculated by dividing item 46, Table 6B by item 40, Table 6A.

ITEM 29 - The Ratio of Total Assets to Total Liabilities, sometimes called the Net Capital Ratio, measures the degree of financial safety in the farm business. It shows the number of dollars in assets available to cover each dollar of debt.

ITEM 30 - The Ratio of Non-Real Estate Assets to Non-Real Estate Liabilities, sometimes called the Intermediate Ratio, is calculated by dividing the sum of items 1, 2, 3 & 7 by the Non-Real Estate Liabilities, items 11, 12 & 13.

ITEM 31 - The Ratio of Real Estate Assets to Real Estate Liabilities is calculated by dividing the sum of items 4, 5 and 8 by item 10. Lending agencies are often interested in the relationship of item 30 to item 31.

ITEM 32 - The Ratio of Net Worth to Total Liabilities is a ratio of owners equity to his total debt. It expresses the percentage of his liabilities that are covered by Net Worth.

ITEM 33 - The Ratio of Cash Operating Expense to Adjusted Total Farm Sales is calculated by dividing item 35 in Table 6B by item 41, Table 6A. It differs from item 28 (Ratio of Total Farm Expense to Total Farm Receipts) in that it does not include the sale or purchase of Capital Assets.

ITEM 34 - The Ratio of Total Farm Receipts to Average Farm Capital-Whole Farm, sometimes called the Capital Turnover Ratio, is calculated by dividing item 40, Table 2A by the Average Farm Capital in Table 1. It indicates to the farm operator the amount of gross income received for each dollars worth of capital used in the business.

ITEM 35 - The Ratio of Total Farm Receipts to Average Farm Capital-Operators Share. The same as item 34 except it is for the operators share only. Calculated by dividing item 40, Table 6A by the average operators Farm Capital on Table 5.

TABLE 5 - NET WORTH STATEMENT--OPERATOR 1979

TABLE 5 - NET WORTH STATEMENT - OPERATOR 1979									
ITEMS		AVERAGE OF 287 FARMS		55 HIGH PROFIT FARMS		55 LOW PROFIT FARMS			
		JAN 1	DEC 31	JAN 1	DEC 31	JAN 1	DEC 31		
1	TOTAL PRODUCTIVE LIVESTOCK	\$	39326	46201	59534	75575	36402	35099	
2	CROP, SEED & FEED		45671	51515	70462	82687	46743	48398	
3	TOTAL POWER, MACH & EQUIP		39852	49730	54661	69672	41045	49816	
4	LAND (ACRES OWNED & TILLABLE)**		81810	91196	103389	116467	114636	124862	
5	BUILDINGS, FENCES, ETC.		49399	60360	67236	86412	52316	58236	
6	TOTAL FARM CAPITAL	\$	256058	299002 *	355281	430812 *	291142	316412 *	
7	NON-FARM ASSETS		15750	17132	25686	24220	15699	19340	
7A	CASH ON HAND & IN BANK		5563	5698	6029	6486	5905	5677	
8	DWELLING		13931	16158	17321	20938	13683	15236	
9	TOTAL ASSETS	365683 \$	291302	337991 *	404317	482456 *	326428	356665 *	
10	REAL ESTATE MORTGAGES		83328	101549	99495	126562	111852	129401	
11	CHATTEL MORTGAGES		43734	54632	47070	56348	54599	69344	
12	NOTES		14688	17610	15168	15559	22925	27497	
13	ACCOUNTS PAYABLE	Farmhouse	7202	8191	11785	11535	14711	15856	
14	TOTAL LIABILITIES	210087 \$	148952	181983 *	173518	210004 *	204088	242098 *	
15	FARMERS NET WORTH (9-14)	\$	142350	156008 *	230799	272452 *	122340	114567 *	
16	GAIN (OR LOSS) IN NET WORTH	\$	16425	13658 *		41653 *		(-7774)*	
17	SUPPLEMENTARY MANAGEMENT INFORMATION			AVERAGE		HIGH		LOW	
18	RET. TO OPERATORS LABOR & MGMT. (6B/47)	\$		18107		56564		(-15087)	
19	RET. TO CAPITAL & FAMILY LABOR (6B/48)			26116		70433		(-9187)	
20	NON-FARM INCOME								
21	OUTSIDE INVESTMENT INCOME			1244		518		4794	
22	OTHER PERSONAL INCOME & INCOME TAX REFUND			3367		977		6981	
22A	SALE OF PERSONAL SHARE-DWELLING, AUTO & TRK			134				11	
23	TOTAL NON-FARM INCOME	\$		4745		1495		11786	
24	TOTAL FAMILY FARM & NON-FARM INCOME	\$		30861		71928		2599	
	(19+23)								
25	TOTAL MONEY BORROWED			89220		103391		107635	
26	TOTAL PAID ON DEBT (PRINCIPAL)			55913		66880		69551	
27	TOTAL HOUSEHOLD & PERSONAL CASH/ NON-CASH EXP. (4/23)			16483		20783		15548	
28	RATIO: TOTAL FARM EXP TO TOTAL FARM RECEIPTS (O.S)			.890		.778		1.102	
				JAN 1	DEC 31	JAN 1	DEC 31	JAN 1	DEC 31
29	RATIO: TOTAL ASSETS TO TOTAL LIABILITIES			1.956	1.857	2.330	2.297	1.599	1.473
30	RATIO: NON-REAL ESTATE ASSETS NON-REAL ESTATE LIABILITIES			2.227	2.117	2.923	3.100	1.581	1.405
31	RATIO: REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES			1.742	1.652	1.889	1.768	1.615	1.533
32	RATIO: NET WORTH TO TOTAL LIABILITIES			.956	.857	1.330	1.297	.599	.473
33	*RATIO: CASH OPERATING EXPENSES TO ADJUSTED TOTAL FARM SALES (O.S.)				.761		.648		.935
34	RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (W.F.)				.447		.497		.376
35	RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (O.S.)				.592		.648		.485
			TOTAL	TILLABLE	TOTAL	TILLABLE	TOTAL	TILLABLE	TILLABLE
	**ACRES OWNED		227.1	182.7	336.6	252.2	220.1		183.0

\*ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS

The NET WORTH STATEMENT shows the operators financial progress during the year and from this statement he can study his progress from year to year. Items 1 through 5 show the distribution of capital invested by the operator in the farm business.

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1979

		AVERAGE OF 375 FARMS	75 MOST PROFITABLE	75 LEAST PROFITABLE
1	SALE OF LVSTK. & LVSTK. PROD.			
2	DAIRY COWS	\$ 3473	6973	604
3	DAIRY PRODUCTS	29179	60988	4204
4	OTHER DAIRY CATTLE	2930	5269	741
5	BEEF BREEDING CATTLE	1054	2030	1117
6	BEEF FEEDER CATTLE	6650	8219	9501
7	HOGS COMPLETE & MIXED	20356	23760	24757
8	HOGS FINISHING	12405	4003	26427
9	HOGS PRODUCING WEANING PIGS	1781	2910	2733
10	SHEEP, GOATS & WOOL, FARM FLOCK	102	240	51
11	SHEEP, WOOL, FEEDER LAMB	24		
12	CHICKENS (INCL. HENS & BROILERS)	20	5	74
13	TURKEYS			
14	EGGS	284	200	1110
15	OTHER PROD. LVSTK. & PRODUCTS	418	2071	
16	OTHER MISC. LVSTK. INCOME	6		26
17	TOTAL SALES OF PROD. LVSTK.	\$ 78681 *	116670 *	71346 *
18	SALE OF CROPS			
19	WHEAT	312	430	194
20	OTHER SMALL GRAIN	444	663	181
21	CORN	20965	29796	25110
22 & 22A	SOYBEANS & SUNFLOWERS	12628	18143	13595
23	OTHER ROW CROPS	1426	3911	472
24	LEGUMES & OTHER ROUGHAGE	167	200	160
25	GRASS SEED			
26	FRUITS & NUTS	207		
27	VEG., ROADSIDE MARKET & SPEC.	38		
28	NURSERY, TIMBER & OTHER	57	74	71
29	SET ASIDE ACRES-GOV. PAYMENTS	296	384	311
30	TOTAL SALES FROM CROPS	\$ 36541 *	53601 *	40094 *
31	CAPITAL ASSETS SOLD	1335	1735	3181
32	GAS TAX REFUND	131	183	122
33	INCOME FROM WORK OFF THE FARM	1134	1373	1136
34	CUSTOM WORK ENTERPRISE INCOME	10		
35	PATRONAGE REFUNDS	1062	1691	759
36	MISC. FARM INCOME <sup>Fig. 5.</sup>	1840	2665	1524
37	TOTAL FARM SALES	\$ 120733 *	177918 *	118162 *
38	INCREASE IN FARM CAPITAL	43692	77537	26951
39	FAMILY LIVING FROM THE FARM	732	1020	524
40	TOTAL FARM RECEIPTS (37)+(38)+(39)	165158	256475	145637
41	ADJUSTED TOTAL FARM SALES (37)-(31)	119398	176183	114981
42	TOTAL CASH FARM OPERATING EXP.	90449	114668	108184
43	NET CASH OPERATING INCOME (41-42)	\$ 28950 *	61515 *	6798 *

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1979

	AVERAGE OF 375 FARMS	75 MOST PROFITABLE	75 LEAST PROFITABLE
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 1618	2699	1124
3 OTHER DAIRY CATTLE	1236	1327	453
4 BEEF BREEDING CATTLE	645	805	884
5 BEEF FEEDER CATTLE	3048	2879	6529
6 HOGS COMPLETE	1088	1444	2114
7 HOGS FINISHING	4821	1088	10038
8 HOGS PRODUCING WEANING PIGS	245	74	347
9 SHEEP, FARM FLOCK	35		22
10 SHEEP FEEDER LAMBS	9		
11 CHICKENS	51	9	242
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK	10		
14 MISCELLANEOUS LIVESTOCK EXPENSE	3770	5984	3018
15 FEED BOUGHT	15252	17651	18777
16 FERTILIZER	7107	10645	7648
17 CHEMICALS	3987	5497	4541
18 OTHER CROP EXPENSE	6346	8847	7373
19 IRRIGATION OPERATION COST			
20 CUSTOM WORK OPERATOR COSTS INCL. LAB.	1		
21 CUSTOM WORK HIRED	3313	4271	3318
22 REPAIR & UPKEEP OF LIVESTOCK EQUIPMT.	1075	1593	919
23 REPAIR & UPKEEP OF FARM REAL ESTATE	1421	2212	1408
24 GAS, OIL, GREASE BOUGHT (FARM SHARE)	3977	5232	4067
25 REPAIR & OP OF MACH, TRAC, TRUCK, AUTO	4318	5597	4611
26 REPAIR & UPKEEP OF IRRIGATION EQPMT.			
27 REPAIRS, CUSTOM WORK ENTERPRISE			
28 WAGES OF HIRED LABOR	2996	4677	2904
29 PERSONAL PROPERTY & REAL ESTATE TAXES	1909	3037	1875
30 CASH RENT	5890	8268	5844
31 GENERAL FARM EXPENSES	1886	2597	2187
32 TELEPHONE EXPENSE (FARM SHARE)	270	325	309
33 ELECTRICITY EXPENSE (FARM SHARE)	1548	2260	1473
34 INTEREST EXPENSE	12577	15650	16160
35 TOTAL CASH OPERATING EXPENSE	\$ 90449 *	114668 *	108184 *
36 POWER, CROP & GEN. MACH. BOUGHT (F.S.)	16074	21254	16007
37 IRRIGATION EQUIPMENT BOUGHT	115		576
38 CUSTOM WORK EQUIPMENT	104		
39 LIVESTOCK EQUIPMENT BOUGHT	4166	7944	2212
40 NEW REAL ESTATE & IMPROVEMENTS	28033	42781	29640
41 TOTAL FARM PURCHASES (35)-(40)	\$ 138941 *	186647 *	156619 *
42 DECREASE IN FARM CAPITAL			
43 INTEREST ON FARM CAPITAL (EQUITY)	7655	12867	5784
44 UNPAID FAMILY LABOR	921	1309	858
45 BOARD FURNISHED HIRED LABOR	92	130	95
46 TOTAL FARM EXPENSE (41)-(45)	\$ 147608 *	200954 *	163355 *
47 RETURN TO OP. LAB. & MGMT. (6A/40)-(46)	\$ 17550 *	55521 *	(-17718)*
48 RETURN TO CAPITAL & FAM. LAB. (47+44+43)	\$ 26125	69697	(-11076)

TABLE 6B lists the operators share of all cash expense items. The sum of item 34 (interest expense on borrowed capital) and items 43 (interest on the operators equity of farm capital) is equal to 7% of the operators average farm capital found on line 6, Table 5. RETURN to CAPITAL and FAMILY LABOR represents the amount available for debt service, living expense and savings.

## MOST COMMON PRICES USED FOR FEED IN THE 1979 REPORT

FARM GROWN FEEDS		PASTURE PER HEAD PER MONTH		
		GREEN	ROTATION	PERMANENT
CORN	\$ 2.10			
OATS	1.25			
ALF. HAY	40.00			
CORN SIL.	15.00			
		CHOP	PASTURE	PASTURE
			OR	
Cows			\$ 8.00	\$ 6.00
Young Cattle			4.00	3.00
Hogs			1.00	.75
Pigs (under 6 months)			.50	.38
Sheep			1.45	1.10
Lambs			.73	.55

## EXPLANATION OF WORK UNITS

The TOTAL WORK UNITS on any one farm is one 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. Total number of Work Units is not a measure of how hard a farmer works but it does measure how much is being accomplished on the farm.

TABLE 7 WORK UNITS FOR CROPS, LIVESTOCK AND WORK OFF OF THE FARM

Item	No. of Work Units	Item	No. of Work Units/acre
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2/head	Canning Peas	.40/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeders	.12/cwt.	Canning Corn	.50/acre
Hogs - Complete	.12/cwt.	Corn for Grain	.55/acre
Hogs - Finishing	.06/cwt.	Soybeans	.45/acre
Hogs - Wean. Pigs	1.4/litter	Corn & Cane Silage	.60/acre
Sheep, Farm Flock	.60/head	Alfalfa Hay	.60/acre
Lambs, Feeders	.30/cwt.	O. Leg. & Mix Hay	.40/acre
Chickens, Lay. Flock	5.0/100	Other Grass Hay	.30/acre
Broilers	.20/cwt.	Annual Hay	.40/acre
Turkeys, Lay. Flock	25.0/100	Leg. & Grass Silage	.40/acre
Turkey Poults	.12/cwt.	Summer Fallow Tilled	.20/acre
Labor Off the Farm	1.0/\$40	Wild Hay	.20/acre
Set Aside Acres, tilled	.20/acre	Tillable Grass Pasture	.05/acre
Set Aside Acres, untilled	.05/acre	Non-tillable Pasture	.01/acre
Legume Pasture	.05/acre		

The following values are used for each type of animal in calculating total number of animal units on Table 8, Items 6 and 30.

TYPE OF ANIMAL	ANIMAL UNITS	TYPE OF ANIMAL	ANIMAL UNITS
Dairy Cows	1.0/head	Pigs	.2/head
Other Dairy (young st.)	.5/head	Sheep, Adults	.143/head
Beef Cows	.8/head	Lambs	.071/head
Other Beef (young st.)	.3/head	Chickens, Laying Hens	.02/head
Beef Feeders	1.0/head	Broil. & Turkey Poults	1.0/1100 lb.
Hogs, adults	.4/head	Turkeys, Laying Flock	.04/head

## MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

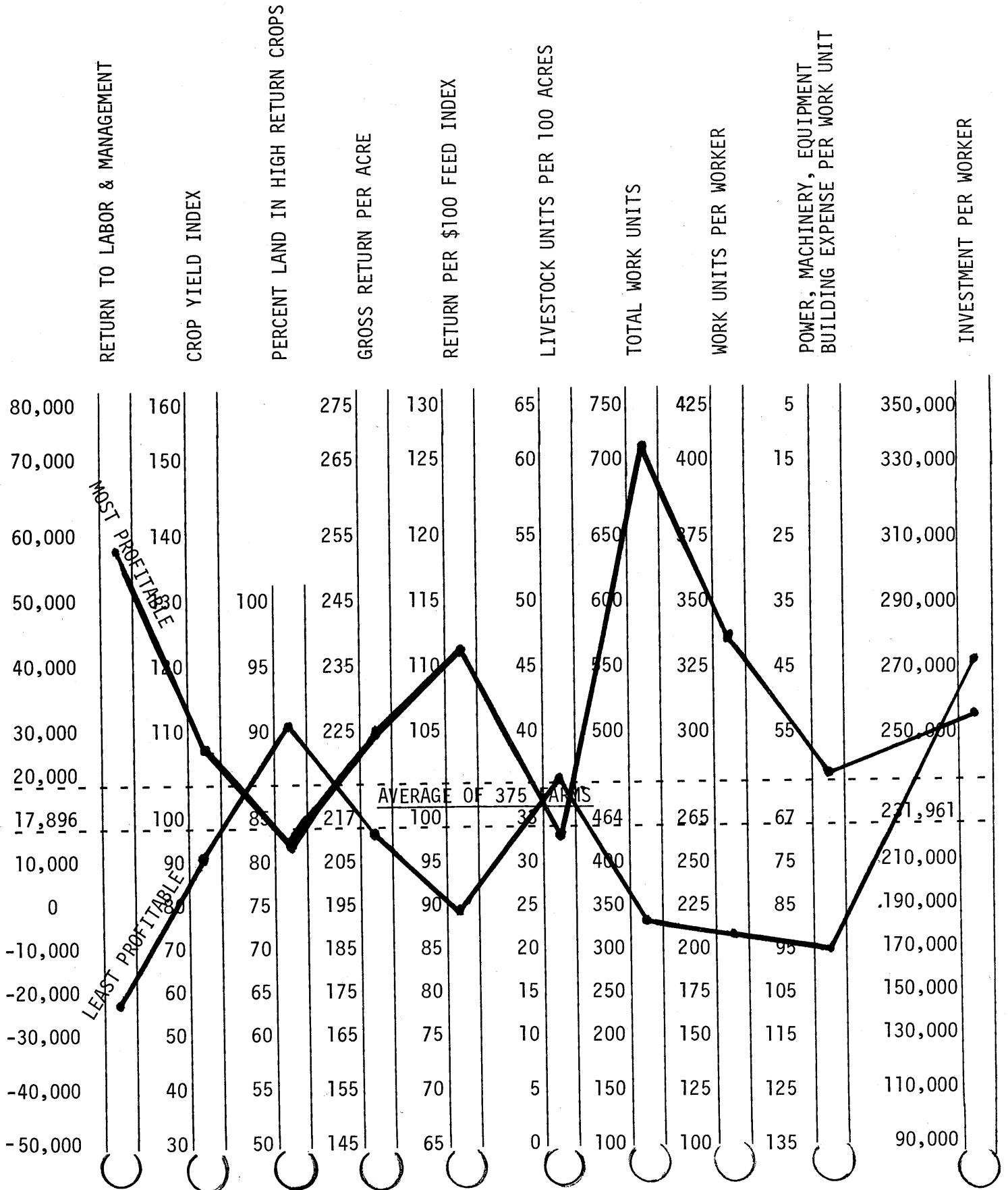
1. Ret. to Lab. & Mgmt. - A measure of the relative financial return for the operators labor, taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found also in Table 2 and Table 3.
2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as a percentage of the average; the average being 100%.
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, plus other crop income.
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. Unit values are found in Table 7.
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 on the farm 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 of items 24 through 29 in Table 3 divided by the number of Work Units.
10. Farm Capital Investment per Worker - Another measure indicating 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 the farm business. Note should be taken that items listed in Table 8 and the Thermometer Chart are to be considered in the 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 375 FARMS	75 MOST PROFITABLE	75 LEAST PROFITABLE
1	RETURN TO OPERATORS LABOR & MANAGEMENT	\$ 17896	57619	(-20310)
2	CROP YIELD INDEX	100.0	108.3	91.1
3	PERCENT TILLABLE LAND IN HIGH RET CROPS	84.6	82.2	91.7
4	GROSS RETURN PER TILLABLE ACRE EXC. PAST.	\$ 216.81	221.83	212.23
5	RETURN PER \$100PROD LVSTK INDEX	100.0	111.0	87.7
6	LVSTK UNITS PER 100 ACRES*	32.77	31.78	34.35
7	SIZE OF BUSINESS IN WORK UNITS	463.62	717.14	344.07
8	WORK UNITS PER WORKER	264.93	333.55	208.53
9	POW., MACH., EQ., BLDG. EXP/WORK UNIT	\$ 67.39	58.98	94.87
10	FARM CAPITAL INVESTMENT/WORKER	\$ 231961	257123	270509
11	INDEX OF RETURN PER \$100 FEED FED			
12	6100A BEEF BREEDING CATTLE	100.0	142.5	105.5
14	6140A BEEF FEEDERS, FEEDLOT	100.0	115.9	86.5
15	6240A CHICKENS, LAYING FLOCK, COMM.	100.0	593.6	90.7
18	6290A DAIRY COWS, COMMERCIAL, GEN.	100.0	108.7	84.0
20	6310A OTHER DAIRY, COMM, REPLACEMENTS	100.0	110.2	47.4
21	6318A OTHER DAIRY, REPLACEMENTS & FEED. STOCK	100.0	117.2	81.9
23	6470A HOGS, FARROW, FINISH, GENERAL	100.0	104.7	90.5
24	6490A HOGS, FINISHING	100.0	154.7	88.2
25	6510A HOGS, WEANING PIG PRODUCTION	100.0	129.9	93.5
26	6530A HOGS, MIXED SYSTEMS	100.0	110.1	80.2
28	6670A SHEEP, FARM, COMMERCIAL	100.0	111.6	65.1
30	NUMBER OF ANIMAL UNITS	105.32	146.63	106.52
31	WORK UNITS			
32	CROPS	158.02	222.70	151.71
33	PRODUCTIVE LIVESTOCK	293.47	479.12	180.74
34	OTHER PRODUCTIVE WORK UNITS	12.12	15.31	11.63
35	EXPENSES PER WORK UNIT			
36	TRACTOR & CROP MACHINERY EXPENSE	\$ 33.55	29.37	46.26
37	FARM SHARE OF AUTO & TRUCK EXPENSE	\$ 7.97	6.73	10.17
38	FARM SHARE OF ELECTRIC EXPENSE	\$ 3.52	3.23	4.38
39	LIVESTOCK EQUIPMENT EXPENSE	\$ 6.87	6.74	7.28
40	BLDG., FENCE & TILING EXPENSE	\$ 15.48	12.92	26.78
41	TRACT.& CROP MACH.EXP/CROP ACRE**	\$ 49.97	47.58	51.96
42	FARM POWER & MACHINERY COST ALLOCATED TO LIVESTOCK	\$ 3348.58	5374.51	2883.71
43	BUILDING, FENCING AND TILING COST ALLOCATED TO CROPS	\$ 2775.75	3298.15	4435.96
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 <i>(FOR PEOPLE WHO SELL LARGE AMT OF CASH CROPS)</i>	100.0	88.17	100.83



### RANGE IN RETURN TO OPERATORS LABOR AND MANAGEMENT

The table below shows the range in operators Return to Labor and Management in each of the 10 percentile groups.

PERCENTILE	AVERAGE OPERATORS RETURN PER FARM	RANGE IN RETURNS	YOUR FARM
90 - 100	75546	\$49356 and UP	_____
80 - 89	42825	37968 to 49161	_____
70 - 79	33745	29564 to 37807	_____
60 - 69	25352	22286 to 29347	_____
50 - 59	18558	15219 to 22122	_____
*****			
40 - 49	11681	8124 to 14901	_____
30 - 39	5006	2156 to 7758	_____
20 - 29	(-1286)	(-4193) to 2070	_____
10 - 19	(-8678)	(-4242) to (-14412)	_____
0 - 9	(-31539)	(-14426) and DOWN	_____
*****			

### HOW MEASURES OF FARM ORGANIZATION AFFECT EARNINGS

The number of MEASURES OF FARM ORGANIZATION in which a farmer excels has a marked influence on his Return to Labor and Management as shown in the Table below. The nine factors used are from Table 8. They are Crop Yield Index; Percent Tillable Land in High Return Crops; Gross Return Per Acres; Return Per \$100 Feed Fed to Livestock; Livestock Units Per 100 Acres; Size of Business in Work Units; Work Units Per Worker; Power, Machinery Equipment and Building Expense Per Work Unit; and Capital Investment Per Worker.

NO. OF FACTORS IN WHICH FARMERS EXCELLED (NINE)	PERCENTAGE OF FARMS EXCELLING	AVERAGE RETURN TO LABOR & MGMT FOR FARM	
0	1%	\$ 781	
1	6%	3066	XX
2	12%	(-8)	
3	15%	13128	XXXXXXXXXX
4	19%	16653	XXXXXXXXXXXX
5	19%	20793	XXXXXXXXXXXXXXXX
6	14%	24825	XXXXXXXXXXXXXXXXXXXX
7	7%	30464	XXXXXXXXXXXXXXXXXXXXXX
8	4%	44868	XXXXXXXXXXXXXXXXXXXXXXXXXXXX
9	3%	56579	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX

TABLE 9 - CROP ACRES - 1979

		AVERAGE OF 375 FARMS	75 HIGH PROFITABLE	75 LOW PROFITABLE
A	TOTAL SMALL GRAIN & CANNING PEAS	17.7*	29.0*	10.9*
B	TOTAL ROW CROP	230.4*	310.9*	259.5*
C	TOTAL LEGUMES INCLUDING SEED	39.5*	66.5*	14.9*
D	TOTAL OTHER HAY	.3*		.2*
E	TOTAL SILAGE & FODDER	11.2*	20.7*	4.6*
F	TOTAL TILLABLE PASTURE	6.3*	11.2*	3.3*
H	TOTAL COMMERCIAL FRUITS & NUTS	.2*		
J	TOTAL ROADSIDE MARKET/SPEC CROPS	.1*		
K	TOTAL FALLOW & IDLE LAND	5.1*	3.9*	5.1*
L	TOTAL TILLABLE LAND	310.8*	442.2*	298.5*
M	TOTAL NON-TILLABLE HAY & PASTURE	12.4*	19.1*	11.6*
N	TOTAL NON-TILLABLE FOREST CROPS	.1*		.3*
	85 WILD HAY NOT HARV (NON-TILL)	.9	1.1	.7
	86 PASTURE NOT HARVESTED	8.4	10.7	8.6
	87 TIMBER NOT HARVESTED	11.1	13.9	8.8
	88 ROAD AND WASTE	11.1	17.1	11.8
	89 FARMSTEAD	8.2	9.9	8.6
O	TOTAL LAND NOT HARVESTED	39.7*	52.7*	38.5*
P	TOTAL NON-TILL LAND	52.2*	71.8*	50.4*
Q	TOTAL LAND IN FARM OR RANCH	363.0	514.0*	348.9*
	92 SUPPLEMENTARY MANAGEMENT INFORMATION			
	93 PERCENT LAND TILLABLE	85.7	86.0	85.6
	94 PERCENT LAND IN HIGH RETURN CROPS	84.6	82.2	91.7
	95 *FERTILIZER COST PER ACRE	25.15	23.90	29.49
	96 *CROP CHEMICALS PER ACRE	14.27	13.90	16.79
	97 *SEED & OTHER COSTS PER ACRE	22.83	22.09	26.26
	98 *GAS, OIL & GREASE BOUGHT/ACRE	10.89	10.14	11.20
	TOTAL (95+96+97+98)	73.14	69.69	83.74
	99 *TILL LAND (-) TILL PAST, FALLOW & IDLE LAND			

## MISCELLANEOUS CROP INFORMATION

CROP	RANK	NO. FARMS GROWING CROP	AVERAGE ACRES	AVERAGE YIELD
OATS	D	243	22.1	59.9 bu.
WHEAT (SPRING)	C	36	16.8	32.2 bu.
CANNING CORN	C	29	33.9	\$203.13
CORN GRAIN	A	448	137.7	115.6 bu.
SOYBEANS	A	313	97.8	33.1 bu.
CANNING PEAS	A	27	27.1	\$224.69
ALFALFA HAY	B	322	49.6	3.9 ton
GRAIN SILAGE	C	20	14.8	5.1 ton
CORN SILAGE	A	208	19.8	19.2 ton
LEGUME PASTURE	B	92	25.4	\$ 45.51
SET ASIDE ACRES	B	66	41.4	\$ 40.54
LAND RENTED OUT	B	31	35.3	\$ 70.00
NON-TILLABLE PASTURE		110	45.8	\$ 20.63

## CROP TABLES - CROPS ANALYSIS

The Crop Analysis Table for each individual crop shows 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

		AVERAGE YIELD OF 243 FARMS	49 FARMS HIGH IN YIELD	49 FARMS LOW IN YIELD
1	ACRES	22.1	21.7	19.8
2	YIELD	55.9	88.2	27.0
3	VALUE PER PRODUCTION UNIT	1.25	1.25	1.22
4	CROP PRODUCT RETURN	\$ 74.84	110.28	32.88
5	OTHER CROP INCOME	22.58	21.20	17.83
6	TOTAL CROP RETURN	\$ 97.42*	131.48*	50.71*
7	DIRECT COSTS			
8	FERTILIZER	\$ 4.66	6.45	4.34
9	CHEMICALS	.63	.41	.71
10	SEED & OTHER	9.73	10.37	8.43
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	6.20	4.70	6.77
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 21.22	21.93	20.25
15	RETURN OVER DIRECT COSTS (6-14)	\$ 76.20*	109.55*	30.46*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	12.33	14.84	11.73
18	FARM POWER & MACHINERY-OPERATION	12.53	11.89	13.67
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	66.77	68.39	65.69
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.03	4.47	4.16
23	TOTAL ALLOCATED COSTS	\$ 95.66	99.59	95.25
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ (-19.46)*	9.96*	(-64.79)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	1.24	1.55	1.29
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	1.95	1.38	4.28
29	RETURN OVER LISTED COSTS PER UNIT	(-.33)	.11	(-2.40)
30	BREAK EVEN YIELD/UNITS OF PRODUCTION	93.50	97.22	94.67
30A	ESTIMATED TOTAL MACHINE COST/ACRE	33.03	34.33	34.08
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 116.88*	121.52*	115.50*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES			
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS			

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10 - CROP DATA FOR WHEAT (SPRING) - 1979

		AVERAGE YIELD OF 36 FARMS	12 FARMS HIGH IN YIELD	12 FARMS LOW IN YIELD
1	ACRES	16.8	17.9	17.9
2	YIELD	32.2	43.6	20.3
3	VALUE PER PRODUCTION UNIT	3.42	3.50	3.31
4	CROP PRODUCT RETURN	\$ 110.12	152.51	67.32
5	OTHER CROP INCOME	13.81	8.77	11.96
6	TOTAL CROP RETURN	\$ 123.93*	161.28*	79.28*
7	DIRECT COSTS			
8	FERTILIZER	\$ 15.00	19.94	7.21
9	CHEMICALS	.71	.89	.06
10	SEED & OTHER	12.74	14.64	11.01
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	7.02	.22	13.69
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 35.47	35.69	31.97
15	RETURN OVER DIRECT COSTS (6-14)	\$ 88.46*	125.59*	47.31*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 12.89	17.50	9.13
18	FARM POWER & MACHINERY-OPERATION	13.88	12.69	14.86
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	67.75	70.42	63.08
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	3.76	4.82	3.02
23	TOTAL ALLOCATED COSTS	\$ 98.28	105.43	90.09
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ (-9.82)*	20.16*	(-42.78)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	1.28	1.25	1.33
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	4.15	3.24	6.00
29	RETURN OVER LISTED COSTS PER UNIT	(-.30)	.46	(-2.10)
30	BREAK EVEN YIELD/UNITS OF PRODUCTION	39.11	40.32	36.88
30A	ESTIMATED TOTAL MACHINE COST/ACRE	35.21	35.16	36.14
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 133.75*	141.12*	122.06*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES			
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS			

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10 - CROP DATA FOR CANNING CORN and CANNING PEAS - 1979

	CANNING PEAS AVERAGE OF 27 FARMS	CANNING CORN AVERAGE OF 29 FARMS
1 ACRES	27.1	33.9
2 YIELD	224.69	203.13
3 VALUE PER PRODUCTION UNIT	1.00	1.00
4 CROP PRODUCT RETURN	\$ 224.69	203.13
5 OTHER CROP INCOME	7.31	7.11
6 TOTAL CROP RETURN	\$ 232.00*	210.24*
7 DIRECT COSTS		
8 FERTILIZER	10.81	31.74
9 CHEMICALS	4.06	15.16
10 SEED & OTHER	16.13	13.98
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED	.22	3.42
13 IRRIGATION OPERATION		
14 TOTAL DIRECT COSTS	\$ 31.22	64.30
15 RETURN OVER DIRECT COSTS (6-14)	\$ 200.78*	145.94*
16 ALLOCATED COSTS		
17 FARM POWER & MACHINERY-OWNERSHIP	\$ 15.59	19.94
18 FARM POWER & MACHINERY-OPERATION	13.66	17.76
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS	65.04	67.97
21 MISCELLANEOUS COSTS		
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	4.98	6.30
23 TOTAL ALLOCATED COSTS	\$ 99.27	111.97
24 RETURN OVER ALL LISTED COSTS (6-31)	\$ 101.51*	33.97*
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.40	.50
27 POWER COSTS ALLOCATION FACTOR	.91	1.11
28 TOTAL LISTED COST PER UNIT OF PRODUCTION	.58	.87
29 RETURN OVER LISTED COSTS PER UNIT	.45	.17
30 BREAK EVEN YIELD/UNITS OR PRODUCTION	\$ 130.49	176.27
30A ESTIMATED TOTAL MACHINE COST/ACRE	34.38	46.28
31 TOTAL LISTED COSTS PER ACRE (14+23)	130.49*	176.27*
32 OTHER POSSIBLE COSTS NOT LISTED		
33 UTILITIES & OTHER GENERAL FARM EXPENSES		
33A BUILDINGS, FENCES & TILING COSTS		
34 INTEREST ALLOCATION		
35 OTHER COSTS NOT LISTED		
36 TOTAL COSTS		

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND



TABLE 10 - CROP DATA FOR CORN, GRAIN - 1979

			AVERAGE YIELD OF 448 FARMS	90 FARMS HIGH IN YIELD	90 FARMS LOW IN YIELD
1	ACRES		137.7	165.9	118.1
2	YIELD	118	115.6	135.0	91.1
3	VALUE PER PRODUCTION UNIT		2.10	2.10	2.10
4	CROP PRODUCT RETURN		\$ 242.79	283.45	191.24
5	OTHER CROP INCOME		1.99	1.50	3.72
6	TOTAL CROP RETURN	249	\$ 244.78*	284.95*	194.96*
7	DIRECT COSTS				
8	FERTILIZER	43	\$ 40.36	43.74	35.66
9	CHEMICALS	21	17.39	18.16	16.10
10	SEED & OTHER	32	30.39	33.83	25.90
11	SPECIAL HIRED LABOR	<del>22</del>	.03	.11	
12	CUSTOM WORK HIRED		8.62	5.59	13.23
13	IRRIGATION OPERATION			.01	
14	TOTAL DIRECT COSTS		96.79	101.44	90.89
15	RETURN OVER DIRECT COSTS (6-14)		\$ 147.99*	183.51*	104.07*
16	ALLOCATED COSTS				
17	FARM POWER & MACHINERY-OWNERSHIP	} 12	\$ 25.68	28.02	23.25
18	FARM POWER & MACHINERY-OPERATION		23.70	22.95	22.15
19	IRRIGATION EQUIPMENT-OWNERSHIP				
20	LAND COSTS	10	68.00	72.29	62.51
21	MISCELLANEOUS COSTS		.01	.02	
22	*INTEREST ON MACH. & EQUIP. INVESTMENT		8.12	8.43	7.44
23	TOTAL ALLOCATED COSTS		\$ 125.51	131.71	115.35
24	RETURN OVER ALL LISTED COSTS (6-31)	9	\$ 22.48*	51.80*	(-11.28)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION				
26	WORK UNITS ASSIGNED PER ACRE		.55	.55	.55
27	POWER COSTS ALLOCATION FACTOR		1.28	1.38	1.22
28	TOTAL LISTED COST PER UNIT OF PRODUCTION		1.92	1.73	2.26
29	RETURN OVER LISTED COSTS PER UNIT		.19	.38	(-.12)
30	BREAK EVEN YIELD/UNITS OF PRODUCTION		105.86	111.02	98.21
30A	ESTIMATED TOTAL MACHINE COST/ACRE	✓	63.25	63.13	61.66
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 240	222.30*	233.15*	206.24*
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

		AVERAGE YIELD OF 313 FARMS	63 FARMS HIGH IN YIELD	63 FARMS LOW IN YIELD
1	ACRES	97.8	85.3	76.0
2	YIELD	33.1	42.7	20.3
3	VALUE PER PRODUCTION UNIT	6.01	6.02	6.01
4	CROP PRODUCT RETURN	\$ 198.79	256.82	122.25
5	OTHER CROP INCOME	7.54	.80	24.22
6	TOTAL CROP RETURN	\$ 206.33*	257.62*	146.47*
7	DIRECT COSTS			
8	FERTILIZER	\$ 4.83	6.12	4.54
9	CHEMICALS	17.36	18.00	14.97
10	SEED & OTHER	16.57	15.69	14.51
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	4.42	2.57	4.17
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 43.18	42.38	38.19
15	RETURN OVER DIRECT COSTS (6-14)	\$ 163.15*	215.24*	108.28*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	19.99	22.13	18.79
18	FARM POWER & MACHINERY-OPERATION	19.06	19.35	18.50
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	69.89	74.81	62.38
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	6.21	6.75	5.62
23	TOTAL ALLOCATED COSTS	\$ 115.15	123.04	105.29
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 48.00*	92.20*	2.99*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.45	.45	.45
27	POWER COSTS ALLOCATION FACTOR	1.15	1.20	1.11
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	4.79	3.88	7.05
29	RETURN OVER LISTED COSTS PER UNIT	1.45	2.16	.15
30	BREAK EVEN YIELD/UNITS OF PRODUCTION	26.34	27.48	23.87
30A	ESTIMATED TOTAL MACHINE COST/ACRE	48.21	49.94	45.69
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 158.33*	165.42*	143.48*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES			
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS			

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1979

	AVERAGE YIELD OF 322 FARMS	64 FARMS HIGH IN YIELD	64 FARMS LOW IN YIELD
1 ACRES	49.6	41.2	44.3
2 YIELD	3.9	5.8	2.4
3 VALUE PER PRODUCTION UNIT	40.59	40.70	40.78
4 CROP PRODUCT RETURN	\$ 157.94	237.09	98.49
5 OTHER CROP INCOME	.77	.41	2.73
6 TOTAL CROP RETURN	\$ 158.71*	237.50*	101.22*
7 DIRECT COSTS			
8 FERTILIZER	\$ 9.80	13.64	7.29
9 CHEMICALS	.12	.19	.11
10 SEED & OTHER	11.57	14.13	8.76
11 SPECIAL HIRED LABOR			
12 CUSTOM WORK HIRED	3.73	5.19	3.00
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS	25.22	33.15	19.16
15 RETURN OVER DIRECT COSTS (6-14)	\$ 133.49*	204.35*	82.06*
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY-OWNERSHIP	\$ 27.13	28.69	21.70
18 FARM POWER & MACHINERY-OPERATION	27.02	26.20	25.62
19 IRRIGATION EQUIPMENT-OWNERSHIP			
20 LAND COSTS	67.11	70.33	64.64
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	8.52	8.90	6.99
23 TOTAL ALLOCATED COSTS	129.78	134.12	118.95
24 RETURN OVER ALL LISTED COSTS (6-31)	\$ 3.71*	70.23*	(-36.89)*
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27 POWER COSTS ALLOCATION FACTOR	1.42	1.31	1.28
28 TOTAL LISTED COST PER UNIT OF PRODUCTION	39.84	28.72	57.19
29 RETURN OVER LISTED COSTS PER UNIT	.95	12.05	(-15.28)
30 BREAK EVEN YIELD/UNITS OF PRODUCTION	3.82	4.11	3.39
30A ESTIMATED TOTAL MACHINE COST/ACRE	65.16	67.25	56.31
31 TOTAL LISTED COSTS PER ACRE (14+23)	\$ 155.00*	167.27	138.11*
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 &amp; SORGHUM SILAGE - 1979

		AVERAGE YIELD OF 208 FARMS	42 FARMS HIGH IN YIELD	42 FARMS LOW IN YIELD
1	ACRES	19.8	18.5	21.2
2	YIELD	19.2	29.5	10.6
3	VALUE PER PRODUCTION UNIT	15.07	15.00	15.36
4	CROP PRODUCT RETURN	\$ 289.24	442.70	162.31
5	OTHER CROP INCOME			
6	TOTAL CROP RETURN	\$ 289.24*	442.70*	162.31*
7	DIRECT COSTS			
8	FERTILIZER	35.76	36.22	29.15
9	CHEMICALS	14.90	14.81	12.97
10	SEED & OTHER	16.16	17.19	13.07
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	4.60	7.41	3.30
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 71.42	75.63	58.49
15	RETURN OVER DIRECT COSTS (6-14)	\$ 217.82*	367.07*	103.82*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	27.35	28.54	18.96
18	FARM POWER & MACHINERY-OPERATION	26.93	25.37	26.87
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	68.83	72.14	65.69
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	8.63	9.62	6.80
23	TOTAL ALLOCATED COSTS	\$ 131.74	135.67	118.32
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 86.08*	231.40*	(-14.50)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COSTS ALLOCATION FACTOR	1.47	1.43	1.50
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	10.59	7.16	16.74
29	RETURN OVER LISTED COSTS PER UNIT	4.48	7.84	(-1.38)
30	BREAK EVEN YIELD/UNITS OF PRODUCTION	13.48	14.09	11.51
30A	ESTIMATED TOTAL MACHINE COST/ACRE	65.98	68.47	54.83
31	TOTAL LISTED COSTS PER ACRE (14+23) \$	203.16*	211.30*	176.81*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES			
33A	BUILDINGS, FENCES & TILING COST			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS			

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10 - CROP DATA FOR GRAIN SILAGE - 1979

		AVERAGE YIELD OF 20 FARMS	10 FARMS HIGH IN YIELD	10 FARMS LOW IN YIELD
1	ACRES	14.8	12.6	17.0
2	YIELD	5.1	7.5	3.2
3	VALUE PER PRODUCTION UNIT	17.15	14.80	19.50
4	CROP PRODUCT RETURN	\$ 86.89	111.59	63.12
5	OTHER CROP INCOME	1.15		1.94
6	TOTAL CROP RETURN	\$ 88.04*	111.59*	65.06*
7	DIRECT COSTS			
8	FERTILIZER	4.05	4.52	3.71
9	CHEMICALS			
10	SEED & OTHER	11.15	8.97	12.76
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	2.09	4.13	.59
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 17.29	17.62	17.06
15	RETURN OVER DIRECT COSTS (6-14)	\$ 70.75*	93.97*	48.00*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	16.23	21.03	12.68
18	FARM POWER & MACHINERY-OPERATION	13.68	14.91	12.77
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	72.40	73.50	71.30
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	5.54	5.95	5.23
23	TOTAL ALLOCATED COSTS	\$ 107.85	115.39	101.98
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ (-37.10)	(-21.42)*	(-53.98)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COST ALLOCATION FACTOR	1.80	1.30	2.30
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	24.69	17.64	36.80
29	RETURN OVER LISTED COSTS PER UNIT	(-7.32)	(-2.84)	(-16.69)
30	BREAK EVEN YIELD/UNITS OF PRODUCTION	7.30	8.99	6.10
30A	ESTIMATED TOTAL MACHINE COST/ACRE	36.84	44.64	31.07
31	TOTAL LISTED COST PER ACRE (14+23)	\$ 125.14*	133.01*	119.04*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES			
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS			

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10 - CROP DATA FOR LEGUME PASTURES &amp; NON-TILLABLE PASTURE - 1979

		LEGUME PASTURES AVERAGE OF 92 FARMS	NON-TILLABLE PAST AVE. OF 110 FARMS
1	ACRES	25.4	45.8
2	YIELD	45.51	20.63
3	VALUE PER PRODUCTION UNIT	1.00	1.00
4	CROP PRODUCT RETURN	\$ 45.51	20.63
5	OTHER CROP INCOME	.71	.07
6	TOTAL CROP RETURN	\$ 46.22*	20.70*
7	DIRECT COSTS		
8	FERTILIZER	\$ 1.91	1.27
9	CHEMICALS	.04	.04
10	SEED & OTHER	.84	.09
11	SPECIAL HIRED LABOR		
12	CUSTOM WORK HIRED	.04	.15
13	IRRIGATION OPERATION		
14	TOTAL DIRECT COSTS	\$ 2.83	1.55
15	RETURN OVER DIRECT COSTS	\$ 43.39*	19.15*
16	ALLOCATED COSTS		
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 1.52	.37
18	FARM POWER & MACHINERY-OPERATION	1.68	.39
19	IRRIGATION EQUIPMENT-OWNERSHIP		
20	LAND COSTS	55.75	33.39
21	MISCELLANEOUS COSTS		
22	*INTEREST ON MACH & EQUIP INVESTMENT	.44	.11
23	TOTAL ALLOCATED COSTS	\$ 59.39	34.26
24	RETURN OVER ALL LISTED COSTS	\$ (-16.00)*	(-15.11)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION		
26	WORK UNITS ASSIGNED PER ACRE	.05	.01
27	POWER COSTS ALLOCATION FACTOR	.88	.71
28	TOTAL LISTED COST PER UNIT OF PROD	1.37	1.74
29	RETURN OVER LISTED COSTS PER UNIT	(-.34)	(-.73)
30	BREAK EVEN YIELD/UNITS OF PRODUCTION	63.49	36.17
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	3.67	.97
31	TOTAL LISTED COSTS PER ACRE	\$ 62.22*	35.81*
32	OTHER POSSIBLE COSTS NOT LISTED		
33	UTILITIES & OTHER GEN FARM EXPENSES		
33A	BLDGs, FENCES & TILING COSTS		
34	INTEREST ALLOCATION		
35	OTHER COSTS NOT LISTED		
36	TOTAL COSTS		

TABLE 10 - CROP DATA FOR SET ASIDE ACRES &amp; LAND RENTED OUT - 1979

	SET ASIDE ACRES AVERAGE OF 66 FARMS	LAND RENTED OUT AVE. OF 31 FARMS
1 ACRES	20.5	35.3
2 YIELD	41.4	70.0
3 VALUE PER PRODUCTION UNIT	.98	1.00
4 CROP PRODUCT RETURN	\$ 40.54	69.97
5 OTHER CROP INCOME	1.12	
6 TOTAL CROP RETURN	\$ 41.66*	69.97*
7 DIRECT COSTS	\$	
8 FERTILIZER		
9 CHEMICALS	.15	
10 SEED & OTHER	1.12	.31
11 SPECIAL HIRED LABOR		
12 CUSTOM WORK HIRED	.34	
13 IRRIGATION OPERATION		
14 TOTAL DIRECT COSTS	\$ 1.61	.31
15 RETURN OVER DIRECT COSTS	\$ 40.05*	69.66*
16 ALLOCATED COSTS		
17 FARM POWER & MACHINERY-OWNERSHIP	\$ 7.71	1.59
18 FARM POWER & MACHINERY-OPERATION	8.07	2.18
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS	65.09	61.45
21 MISCELLANEOUS COSTS		
22 *INTEREST ON MACH & EQUIP INVESTMENT	2.43	.65
23 TOTAL ALLOCATED COSTS	\$ 83.30	65.87
24 RETURN OVER ALL LISTED COST	\$ (-43.25)*	3.79*
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	.20	.05
27 POWER COSTS ALLOCATION FACTOR	.94	.83
28 TOTAL LISTED COST PER UNIT OF PROD	2.05	.95
29 RETURN OVER LISTED COSTS PER UNIT	(-1.04)	.05
30 BREAK EVEN YIELD/UNITS OF PRODUCTION	86.64	66.18
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	18.44	4.42
31 TOTAL LISTED COSTS PER ACRE	\$ 84.91*	66.18*
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		

### EXPLANATION OF LIVESTOCK TABLES

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.

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 Total Return for the enterprise. Total Return is divided by hundred weights or number of head to get a per unit figure for comparison.

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, low and average return groups.

Feed Costs are determined from feed records kept by the farm operator. Purchase price is used for all feeds purchased off the farm. An average price is charged for each kind of farm grown feed. Farm grown feed prices are listed on Table 7.

Direct Cost items are relatively easy to identify and classify in the record book and are listed in each of the tables as costs to the livestock enterprises. The Return Over Feed and Other Direct Costs is the amount available after paying for the feed and those cost items listed.

Allocated costs are expenses for power and machinery, livestock equipment, buildings and fences. They are proportioned to each livestock enterprise by the use of the work unit. The farmer may modify these costs by assigning a specific cost allocation factor for each livestock enterprise.

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. Farmers who wish to attempt this type of distribution may do so in the spaces provided at the bottom of each of their individual livestock printouts.



TABLE 11A - HOGS, FARROW, FINISH, WARM BUILDING - 1979

		AVERAGE OF 37 FARMS	12 FARMS	12 FARMS
			HIGH IN RETURN ABOVE FEED	LOW IN RETURN ABOVE FEED
1	POUNDS OF HOGS PRODUCED	212376	229055	172541
			PER HUNDRED WEIGHT	
2	NET INCREASE IN VALUE OF HOGS	\$ 37.07	38.70	36.21
3	OTHER MISCELLANEOUS HOGS INCOME			
4	TOTAL VALUE PRODUCED	\$ 37.07*	38.70*	36.21*
5	POUNDS OF FEED FED			
6	CORN	308.5	295.0	325.8
7	SMALL GRAIN	6.6	9.3	7.2
8	COMPLETE RATION	4.3	8.6	2.4
9	PROTEIN, SALT & MINERAL & MILK	83.6	73.5	104.4
10	TOTAL CONCENTRATES	403.0	386.4	439.8
11	FORAGES	.9		2.3
12	FEED COST			
13	GRAINS	11.72	11.11	12.50
14	COMPLETE RATION	.43	.86	.28
15	PROTEIN, SALT & MINERAL & MILK	11.54	9.29	15.27
16	FORAGES	.02		.04
17	PASTURE	.02	.03	
18	TOTAL FEED COSTS	\$ 23.73	21.29	28.09
19	RETURN OVER FEED COSTS	\$ 13.34*	17.41*	8.12*
20	OTHER DIRECT COSTS			
21	MISCELLANEOUS LIVESTOCK EXPENSE	1.09	.93	1.15
22	VETERINARY EXPENSE	.73	.67	.90
23	CUSTOM WORK	.31	.27	.17
24	SPECIAL HIRED LABOR			
25	TOTAL OTHER DIRECT COSTS	2.13	1.87	2.22
26	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 11.21*	15.54*	5.90*
27	ALLOCATED COSTS			
28	POWER & MACHINERY COSTS	1.54	1.71	1.23
29	LIVESTOCK EQUIPMENT COSTS	1.48	1.70	1.39
30	BUILDING & FENCES	2.43	2.72	2.35
31	TOTAL ALLOCATED COSTS	5.45	6.13	4.97
32	RETURN OVER ALL LISTED COSTS	\$ 5.76*	9.41*	.93*
33	SUPPLEMENTARY MANAGEMENT INFORMATION			
34	RETURN FOR \$100 FEED FED	156.20	181.76	128.91
35	PRICE RECEIVED PER CWT. ALL ANIMALS	42.06	43.39	41.56
36	PRICE RECEIVED PER CWT. SOLD MKT. ONLY	42.88	44.07	42.05
37	NUMBER OF LITTERS FARROWED	131	142	112
37A	LITTERS/BEARING FEMALE/YEAR			
38	NUMBER OF PIGS BORN PER LITTER	9.6	9.5	9.5
39	NUMBER OF PIGS WEANED PER LITTER	7.4	7.4	7.0
40	PERCENT DEATH LOSS	15.6	15.3	17.8
41	AVERAGE WEIGHT OF ALL HOGS SOLD	235.3	220.4	220.9
42	AVERAGE WEIGHT OF MKT. HOGS SOLD	217.4	214.2	214.5
43	PRICE PER CWT. CONCENTRATE FED	5.88	5.50	6.38
44	PRICE PER CWT. PROTEIN, SALT & MINERAL	13.81	12.64	14.63
45	POUNDS OF PORK PURCHASED	2064	1134	3308
46	TOTAL LISTED COSTS PER CWT. PORK PROD	\$ 31.31*	29.29*	35.28*
47	UTILITIES & OTHER GENERAL FARM EXPENSE			
48	INTEREST ALLOCATION			
49	OTHER COSTS NOT LISTED			
50	TOTAL COST			

TABLE 11A - HOGS, FARROW, FINISH, COLD BUILDING - 1979

	AVERAGE OF 58 FARMS	12 FARMS HIGH IN RETURN ABOVE FEED	12 FARMS LOW IN RETURN ABOVE FEED
1 POUNDS OF HOGS PRODUCED	122867	123590	80017
	PER HUNDRED WEIGHT		
2 NET INCREASE IN VALUE OF HOGS	\$ 36.28	40.98	27.16
3 OTHER MISCELLANEOUS HOG INCOME			
4 TOTAL VALUE PRODUCED	\$ 36.28*	40.98*	27.16*
5 POUNDS OF FEED FED			
6 CORN	311.2	295.2	338.2
7 SMALL GRAIN	12.7	7.0	16.2
8 COMPLETE RATION	4.6	.3	3.5
9 PROTEIN, SALT & MINERAL & MILK	80.0	77.2	66.5
10 TOTAL CONCENTRATES	408.5	379.7	424.4
11 FORAGES	1.1	1.0	.3
12 FEED COST			
13 GRAINS	12.16	11.36	13.33
14 COMPLETE RATION	.17	.04	.29
15 PROTEIN, SALT & MINERAL & MILK	11.42	10.62	10.78
16 FORAGES	.02	.02	.02
17 PASTURE			
18 TOTAL FEED COSTS	\$ 23.77	22.04	24.42
19 RETURN OVER FEED COSTS	\$ 12.51*	18.94*	2.74*
20 OTHER DIRECT COSTS			
21 MISCELLANEOUS LIVESTOCK EXPENSE	.81	1.18	.83
22 VETERINARY EXPENSE	.84	.71	.35
23 CUSTOM WORK	.30	.10	.23
24 SPECIAL HIRED LABOR			
25 TOTAL OTHER DIRECT COSTS	\$ 1.95	1.99	1.41
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 10.56*	16.95*	1.33*
27 ALLOCATED COSTS			
28 POWER & MACHINERY COSTS	2.16	2.73	2.43
29 LIVESTOCK EQUIPMENT COSTS	1.51	1.23	2.00
30 BUILDING & FENCES	2.47	2.90	1.89
31 TOTAL ALLOCATED COSTS	\$ 6.14	6.86	6.32
32 RETURN OVER ALL LISTED COSTS	\$ 4.42*	10.09*	(-4.99)*
33 SUPPLEMENTARY MANAGEMENT INFORMATION			
34 RETURN FOR \$100 FEED FED	152.65	185.92	111.22
35 PRICE RECEIVED PER CWT. ALL ANIMALS	41.70	43.51	40.23
36 PRICE RECEIVED PER CWT. SOLD MKT. ONLY	42.57	44.25	41.19
37 NUMBER OF LITTERS FARROWED	74	86	39
37A LITTERS/BEARING FEMALE/YEAR			
38 NUMBER OF PIGS BORN PER LITTER	9.9	9.9	9.7
39 NUMBER OF PIGS WEANED PER LITTER	7.4	7.6	6.8
40 PERCENT DEATH LOSS	17.4	17.6	19.0
41 AVERAGE WEIGHT OF ALL HOGS SOLD	229.7	211.3	247.2
42 AVERAGE WEIGHT OF MKT. HOGS SOLD	218.4	201.2	234.1
43 PRICE PER CWT. CONCENTRATE FED	5.81	5.80	5.75
44 PRICE PER CWT. PROTEIN, SALT & MINERAL	14.27	13.76	16.21
45 POUNDS OF PORK PURCHASED	2193	1185	3718
46 TOTAL LISTED COSTS PER CWT PORK PROD	\$ 31.86*	30.89*	32.15*
47 UTILITIES & OTHER GENERAL FARM EXPENSE			
48 INTEREST ALLOCATION			
49 OTHER COSTS NOT LISTED			
50 TOTAL COST			

TABLE 11B - HOGS, FINISHING, WARM BUILDING - 1979

		AVERAGE OF 30 FARMS	10 FARMS HIGH IN RETURN ABOVE FEED	10 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF PIGS ON HAND	508.8	419.5	508.9
2	POUNDS OF HOGS PRODUCED	220008	200129	205351
			PER HUNDRED WEIGHT	
3	NET INCREASE IN VALUE OF HOGS	\$ 26.21	31.05	21.07
4	OTHER MISCELLANEOUS HOG INCOME			
5	TOTAL VALUE PRODUCED	\$ 26.21*	31.05*	21.07*
6	POUNDS OF FEED FED			
7	CORN	308.6	241.6	384.1
8	SMALL GRAIN	1.6	2.0	.6
9	COMPLETE RATION	.5	1.8	
10	PROTEIN, SALT & MINERAL & MILK	74.2	65.1	83.5
11	TOTAL CONCENTRATES	384.9	310.5	468.2
12	FORAGES			
13	FEED COST			
14	GRAINS	11.41	8.80	14.44
15	COMPLETE RATION	.04	.12	
16	PROTEIN, SALT & MINERAL & MILK	10.73	9.13	11.85
17	FORAGES			
18	PASTURE			
19	TOTAL FEED COSTS	\$ 22.18	18.05	26.29
20	RETURN OVER FEED COSTS	\$ 4.03*	13.00*	(-5.22)*
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXPENSE	.30	.21	.29
23	VETERINARY EXPENSE	.36	.32	.37
24	CUSTOM WORK	.58	.34	.37
25	SPECIAL HIRED LABOR			
26	TOTAL OTHER DIRECT COSTS	\$ 1.24	.87	1.03
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 2.79*	12.13*	(-6.25)*
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	.76	.80	.73
30	LIVESTOCK EQUIPMENT COSTS	1.19	.96	1.32
31	BUILDING & FENCES	1.71	1.39	2.16
32	TOTAL ALLOCATED COSTS	\$ 3.66	3.15	4.21
33	RETURN OVER ALL LISTED COSTS	\$ (-.87)*	8.98*	(-10.46)*
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	118.18	172.03	80.16
36	PRICE RECEIVED PER CWT.	42.78	43.35	42.18
37	AVERAGE WEIGHT OF PIGS SOLD	215.5	219.9	210.7
38	AVERAGE PRICE PAID PER PIG BOUGHT	38.46	35.29	39.53
39	AVERAGE WEIGHT PER PIG BOUGHT	42.8	40.6	41.6
40	NUMBER OF PIGS PURCHASED	1220	917	1187
41	NO. PIGS TRANSFERRED IN	198	315	278
42	AVERAGE WEIGHT OF PIGS TRANSFERRED IN	55.1	54.9	55.6
43	POUNDS OF PORK PURCHASED	52229	37225	49397
44	PERCENT DEATH LOSS	4.7	1.7	8.5
45	PRICE PER CWT. CONCENTRATE FED	5.76	5.81	5.62
46	PRICE PER CWT. PROTEIN, SALT & MIN FED	14.45	14.03	14.20
47	EFFECTIVE DAILY GAIN-LBS PER DAY/PIG	1.18	1.31	1.11
48	TOTAL LISTED COST/CWT PORK PROD	\$ 27.08*	22.07*	31.53*
49	UTILITIES & OTHER GENERAL FARM EXPENSE			
50	INTEREST ALLOCATION			
51	OTHER COSTS NOT LISTED			
52	TOTAL COSTS			

TABLE 11B - HOGS, FINISHING COLD BUILDING - 1979

		AVERAGE OF 31 FARMS	10 FARMS HIGH IN RETURN ABOVE FEED	10 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF PIGS ON HAND	134.3	83.2	72.5
2	POUNDS OF HOGS PRODUCED	63146	43723	28649
			PER HUNDRED WEIGHT	
3	NET INCREASE IN VALUE OF HOGS	\$ 27.22	28.19	24.41
4	OTHER MISCELLANEOUS HOG INCOME			
5	TOTAL VALUE PRODUCED	\$ 27.22*	28.19*	24.41*
6	POUNDS OF FEED FED			
7	CORN	336.0	250.2	481.5
8	SMALL GRAIN	6.0	7.0	14.7
9	COMPLETE RATION	1.1		7.0
10	PROTEIN, SALT & MINERAL & MILK	70.7	54.9	72.0
11	TOTAL CONCENTRATES	413.8	312.1	575.2
12	FORAGES	.7		
13	FEED COST			
14	GRAINS	12.88	9.66	18.93
15	COMPLETE RATION	.09		.53
16	PROTEIN, SALT & MINERAL & MILK	10.80	8.25	14.16
17	FORAGES	.01		
18	PASTURE			
19	TOTAL FEED COSTS	\$ 23.78	17.91	33.62
20	RETURN OVER FEED COSTS	\$ 3.44*	10.28*	(-9.21)*
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXPENSE	.53	.29	.61
23	VETERINARY EXPENSE	.32	.09	.70
24	CUSTOM WORK	1.15	.20	1.92
25	SPECIAL HIRED LABOR			
26	TOTAL OTHER DIRECT COSTS	\$ 2.00	.58	3.23
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 1.44*	9.70*	(-12.44)*
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	1.38	1.30	1.29
30	LIVESTOCK EQUIPMENT COSTS	1.55	1.54	3.02
31	BUILDING & FENCES	1.90	1.75	2.43
32	TOTAL ALLOCATED COSTS	\$ 4.83	4.59	6.74
33	RETURN OVER ALL LISTED COSTS	\$ (-3.39)*	5.11*	(-19.18)*
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	114.46	157.40	72.59
36	PRICE RECEIVED PER CWT.	42.33	43.06	41.28
37	AVERAGE WEIGHT OF PIGS SOLD	219.3	218.8	220.3
38	AVERAGE PRICE PAID PER PIG BOUGHT	40.13	40.61	41.63
39	AVERAGE WEIGHT PER PIG BOUGHT	46.3	49.0	48.0
40	NUMBER OF PIGS PURCHASED	319	161	202
41	NO. PIGS TRANSFERRED IN	78	118	
42	AVERAGE WEIGHT OF PIGS TRANSFERRED IN	41.2	42.4	
43	POUNDS OF PORK PURCHASED	14757	7894	9693
44	PERCENT DEATH LOSS	3.5	1.4	5.7
45	PRICE PER CWT. CONCENTRATE FED	5.74	5.74	5.84
46	PRICE PER CWT. PROTEIN, SALT & MINERAL FED	15.28	15.03	19.66
47	EFFECTIVE DAILY GAIN-LBS/DAY/PIG	1.29	1.44	1.08
48	TOTAL LISTED COST/CWT PORK PROD	\$ 30.61*	23.08*	43.59*
49	UTILITIES & OTHER GENERAL FARM EXPENSE			
50	INTEREST ALLOCATION			
51	OTHER COSTS NOT LISTED			
52	TOTAL COSTS			

TABLE 11C - HOGS, WEANING PIG PRODUCTION

		AVERAGE OF 29 FARMS	14 FARMS HIGH IN RETURN ABOVE FEED	14 FARMS LOW IN RETURN ABOVE FEED
1	NUMBER OF LITTERS FARROWED	122	149	102
			PER LITTER	
2	NET INCREASE IN VALUE OF HOGS	\$ 236.97	259.48	196.24
3	OTHER MISCELLANEOUS WEANING PIGS INCOME	.52	.89	
4	TOTAL VALUE PRODUCED	\$ 237.49*	260.37*	196.24*
5	POUNDS OF FEED FED			
6	CORN	1536.4	1200.4	1943.3
7	SMALL GRAIN	98.3	62.7	151.9
8	COMPLETE RATION	136.5	109.9	177.6
9	PROTEIN, SALT & MINERAL & MILK	507.8	433.2	566.5
10	TOTAL CONCENTRATES	2279.0	1806.2	2839.3
11	FORAGES	46.5	54.2	36.1
12	FEED COST			
13	GRAINS	61.65	47.67	78.99
14	COMPLETE RATION	17.06	15.69	19.34
15	PROTEIN, SALT & MINERAL & MILK	72.28	66.32	76.54
16	FORAGES	1.03	1.23	.76
17	PASTURE	.28		.70
18	TOTAL FEED COSTS	\$ 152.30	130.91	176.33
19	RETURN OVER FEED COSTS	\$ 85.19*	129.46*	19.91*
20	OTHER DIRECT COSTS			
21	MISCELLANEOUS LIVESTOCK EXPENSE	14.71	15.49	13.49
22	VETERINARY EXPENSE	13.26	13.46	12.97
23	CUSTOM WORK	2.61	2.50	2.78
24	SPECIAL HIRED LABOR	.61	1.03	
25	TOTAL OTHER DIRECT COSTS	\$ 31.19	32.48	29.24
26	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 54.00*	96.98*	(-9.33)*
27	ALLOCATED COSTS			
28	POWER & MACHINERY COSTS	19.86	20.81	17.76
29	LIVESTOCK EQUIPMENT COSTS	20.75	25.42	14.40
30	BUILDING & FENCES	26.03	30.33	18.60
31	TOTAL ALLOCATED COST	\$ 66.64	76.56	50.76
32	RETURN OVER ALL LISTED COSTS	\$ (-12.64)*	20.42*	(-60.09)*
33	SUPPLEMENTARY MANAGEMENT INFORMATION			
34	RETURN FOR \$100 FEED FED	155.93	198.89	111.29
35	AVERAGE PRICE RECEIVED PER ANIMAL SOLD	43.19	41.17	45.70
36	AVERAGE PRICE PER PIG SOLD OR TRANSFERRED	37.35	37.50	37.27
37	AVERAGE WEIGHT/PIG SOLD OR TRANSFERRED	49.1	45.2	55.1
38	NUMBER OF PIGS PRODUCED	856	1105	650
39	NUMBER OF PIGS BORN PER LITTER	9.6	9.8	9.4
40	NUMBER OF PIGS WEANED PER LITTER	7.1	7.5	6.4
41	PERCENT DEATH LOSS	21.6	19.0	25.5
42	PRICE PER CWT. CONCENTRATE FED	6.63	7.18	6.16
43	PRICE PER CWT. PROTEIN, SALT & MINERAL FED	14.23	15.31	13.51
44	FEED & SUPPLEMENTAL COSTS/PIG PRODUCED	26.15	22.03	32.26
45	TOTAL LISTED COSTS PER LITTER	\$ 250.13*	239.95*	256.33*
46	UTILITIES & OTHER GENERAL FARM EXPENSE			
47	INTEREST ALLOCATION			
48	OTHER COSTS NOT LISTED			
49	TOTAL COSTS			

TABLE 11 - HOGS, MIXED SYSTEMS - 1979		AVERAGE OF 56 FARMS	11 FARMS HIGH IN RETURN ABOVE FEED	11 FARMS LOW IN RETURN ABOVE FEED
		102875	113195	52971
		PER HUNDRED WEIGHT		
1	POUNDS OF HOGS PRODUCED			
2	NET INCREASE IN VALUE OF HOGS	\$ 36.90	47.43	29.04
3	OTHER MISCELLANEOUS HOG INCOME			
4	TOTAL VALUE PRODUCED	\$ 36.90*	47.43*	29.04*
5	POUNDS OF FEED FED			
6	CORN	310.1	273.1	466.2
7	SMALL GRAIN	18.8	39.4	21.8
8	COMPLETE RATION	7.9		2.5
9	PROTEIN, SALT & MINERAL & MILK	79.9	84.6	115.9
10	TOTAL CONCENTRATES	416.7	397.1	606.4
11	FORAGES	2.3	3.2	.9
12	FEED COST			
13	GRAINS	12.37	11.79	18.36
14	COMPLETE RATION	.90		.42
15	PROTEIN, SALT & MINERAL & MILK	12.12	12.41	16.99
16	FORAGES	.03	.04	
17	PASTURE			
18	TOTAL FEED COSTS	\$ 25.42	24.24	35.77
19	RETURN OVER FEED COSTS	\$ 11.48*	23.19*	(-6.73)*
20	OTHER DIRECT COSTS			
21	MISCELLANEOUS LIVESTOCK EXPENSE	1.35	2.01	1.47
22	VETERINARY EXPENSE	.81	1.18	.71
23	CUSTOM WORK	.59	.59	.74
24	SPECIAL HIRED LABOR			
25	TOTAL OTHER DIRECT COSTS	\$ 2.75	3.78	2.92
26	RETURN OVER FEED & OTHER DIRECT COSTS (4-(18+25))	\$ 8.73*	19.41*	(-9.65)*
27	ALLOCATED COSTS			
28	POWER & MACHINERY COSTS	1.83	1.93	1.76
29	LIVESTOCK EQUIPMENT COSTS	2.02	1.51	2.68
30	BUILDING & FENCES	2.98	4.16	3.10
31	TOTAL ALLOCATED COSTS	\$ 6.83	7.60	7.54
32	RETURN OVER ALL LISTED COSTS	\$ 1.90*	11.81*	(-17.19)*
33	SUPPLEMENTARY MANAGEMENT INFORMATION			
34	RETURN FOR \$100 FEED FED	145.14	195.66	81.18
35	PRICE RECEIVED PER CWT. ALL ANIMALS	45.34	54.58	41.84
36	PRICE RECEIVED PER CWT. SOLD MKT. ONLY	43.80	49.90	42.46
37	NUMBER OF LITTERS FARROWED	76	133	32
37A	LITTERS/BEARING FEMALE/YEAR			
38	NUMBER OF PIGS BORN PER LITTER	9.6	9.4	11.1
39	NUMBER OF PIGS WEANED PER LITTER	7.6	7.9	7.9
40	PERCENT DEATH LOSS	14.0	11.6	15.6
41	AVERAGE WEIGHT OF ALL HOGS SOLD	168.6	113.2	181.3
42	AVERAGE WEIGHT OF MKT. HOGS SOLD	191.0	145.2	188.5
43	PRICE PER CWT. CONCENTRATE FED	6.09	6.09	5.90
44	PRICE PER CWT. PROTEIN, SALT & MINERAL	15.17	14.68	14.67
45	POUNDS OF PORK PURCHASED	6818	6177	6018
46	TOTAL LISTED COSTS PER CWT PORK PROD	\$ 35.00	35.62	46.23*
47	UTILITIES & OTHER GENERAL FARM EXPENSE			
48	INTEREST ALLOCATION			
49	OTHER COSTS NOT LISTED			
50	TOTAL COST			

TABLE 12 - 6290 - DAIRY COWS, COMMERCIAL, STANCHION OR TIE STALL - 1979

		AVERAGE OF 149 FARMS	30 FARMS HIGH IN RETURN ABOVE FEED	30 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF COWS	42.9	44.9	40.2
			PER COW	
2	POUNDS OF MILK	13135	15171	10662
3	POUNDS OF BUTTERFAT	475.5	548.1	394.7
4	PERCENT OF BUTTERFAT IN MILK	3.6	3.6	3.7
5	VALUE OF PRODUCE			
6	DAIRY PRODUCTS SOLD	\$ 1483.03	1735.21	1190.37
7	DAIRY PRODUCTS USED IN HOME	7.06	7.46	8.33
8	MILK FED TO LIVESTOCK	11.68	12.09	13.41
9	NET INCREASES IN VALUE OF COWS	7.65	62.85	(-30.57)
10	OTHER MISCELLANEOUS DAIRY INCOME			
11	TOTAL VALUE PRODUCED	\$ 1509.42*	1817.61*	1181.54*
12	POUNDS OF FEED FED			
13	CORN	5367.6	5773.0	5004.7
14	SMALL GRAIN	373.6	231.5	483.3
15	COMPLETE RATION			
16	PROTEIN, SALT & MINERAL	770.2	739.7	770.5
17	TOTAL CONCENTRATES	6511.4	6744.2	6258.5
18	LEGUME HAY	7622.5	7630.6	8362.4
19	OTHER HAY & DRY ROUGHAGE	394.5	565.9	211.4
20	SILAGE	8191.2	7132.4	8903.0
21	FEED COSTS			
22	GRAINS	215.59	225.46	206.34
23	COMPLETE RATION			
24	PROTEIN/SALT/MINERAL	107.58	101.49	102.06
25	ALL HAY & DRY ROUGHAGE	159.51	161.07	172.06
26	SILAGE	60.23	52.85	67.74
27	PASTURE	8.44	4.03	5.30
28	TOTAL FEED COSTS	\$ 551.35	544.90	553.50
29	RETURN OVER FEED COST	958.07*	1272.71*	628.04*
30	OTHER DIRECT COSTS			
31	MISCELLANEOUS LIVESTOCK EXPENSE	71.00	85.59	52.41
32	VETERINARY EXPENSE	32.98	35.84	23.41
33	CUSTOM WORK HIRED	40.49	46.75	36.24
34	SPECIAL HIRED LABOR			
35	TOTAL OTHER DIRECT COSTS	144.47	168.18	112.06
36	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 813.60*	1104.53*	515.98*
37	ALLOCATED COSTS			
38	POWER & MACHINERY COSTS	64.83	72.73	58.52
39	LIVESTOCK EQUIPMENT COSTS	70.82	92.42	57.96
40	BUILDING & FENCES	97.65	108.43	100.51
41	TOTAL ALLOCATED COSTS	\$ 233.30	273.58	216.99
42	RETURN OVER ALL LISTED COSTS	\$ 580.30*	830.95*	298.99*
43	SUPPLEMENTARY MANAGEMENT INFORMATION			
44	RETURN FOR \$100 FEED FED	273.77	333.57	213.46
45	FEED COST PER CWT. MILK	4.19	3.59	5.20
46	FEED COST PER POUND OF BUTTERFAT	1.16	.99	1.40
47	POUNDS OF MILK PER POUND OF CONCENTRATE	2.02	2.25	1.70
48	AVERAGE PRICE PER CWT. MILK SOLD	11.44	11.57	11.37
49	AVERAGE PRICE PER POUND OF BUTTERFAT	3.16	3.20	3.07
50	TOTAL LISTED COSTS PER CWT. MILK PRODUCED	7.07	6.50	8.28
51	DAIRY COW TURNOVER PERCENTAGE	32.6	35.6	32.3
52	TOTAL LISTED COSTS PER COW	\$ 929.12*	986.66*	882.55*
53	UTILITIES & OTHER GENERAL FARM EXPENSE			
54	INTEREST ALLOCATION			
55	OTHER COSTS NOT LISTED			
56	TOTAL COSTS			

TABLE 12 - 6294 - DAIRY COWS, FREE STALL, LOOSE HOUSING - 1979

		AVERAGE OF 24 FARMS	12 FARMS HIGH IN RETURN ABOVE FEED	12 FARMS LOW IN RETURN ABOVE FEED
			PER COW	
1	AVERAGE NUMBER OF COWS	65.0	78.4	51.6
2	POUNDS OF MILK	12414	13027	11483
3	POUNDS OF BUTTERFAT	462.0	489.8	419.6
4	PERCENT OF BUTTERFAT IN MILK	3.7	3.8	3.7
5	VALUE OF PRODUCE			
6	DAIRY PRODUCTS SOLD	\$ 1435.98	1520.50	1307.58
7	DAIRY PRODUCTS USED IN HOME	4.69	4.35	5.21
8	MILK FED TO LIVESTOCK	13.28	16.71	8.06
9	NET INCREASES IN VALUE OF COWS	(-12.12)	(-4.78)	(-23.29)
10	OTHER MISCELLANEOUS DAIRY INCOME			
11	TOTAL VALUE PRODUCED	\$ 1441.83*	1536.78*	1297.56*
12	POUNDS OF FEED FED			
13	CORN	5215.2	4942.2	5629.9
14	SMALL GRAIN	204.5	141.3	300.7
15	COMPLETE RATION	54.0	7.0	125.3
16	PROTEIN, SALT & MINERAL	959.9	960.8	958.6
17	TOTAL CONCENTRATES	6433.6	6051.3	7014.5
18	LEGUME HAY	7131.0	6737.2	7729.3
19	OTHER HAY & DRY ROUGHAGE	212.2	296.6	84.0
20	SILAGE	8156.4	7249.1	9534.9
21	FEED COSTS			
22	GRAINS	203.57	190.85	222.89
23	COMPLETE RATION	5.82	2.84	10.35
24	PROTEIN, SALT, MINERAL	106.85	85.52	139.22
25	ALL HAY & DRY ROUGHAGE	144.78	144.23	145.62
26	SILAGE	60.77	54.23	70.72
27	PASTURE	3.65	2.82	4.92
28	TOTAL FEED COSTS	\$ 525.44	480.49	593.72
29	RETURN OVER FEED COST	\$ 916.39*	1056.29*	703.84*
30	OTHER DIRECT COSTS			
31	MISCELLANEOUS LIVESTOCK EXPENSE	55.83	59.41	50.37
32	VETERINARY EXPENSE	25.23	27.36	22.02
33	CUSTOM WORK HIRED	39.65	38.79	40.95
34	SPECIAL HIRED LABOR			
35	TOTAL OTHER DIRECT COSTS	\$ 120.71	125.56	113.34
36	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 795.68*	930.73*	590.50*
37	ALLOCATED COSTS			
38	POWER & MACHINERY COST	69.57	79.83	53.82
39	LIVESTOCK EQUIPMENT COSTS	64.72	61.54	69.45
40	BUILDING & FENCES	82.01	84.74	77.90
41	TOTAL ALLOCATED COSTS	\$ 216.30	226.11	201.17
42	RETURN OVER ALL LISTED COSTS	\$ 579.38*	704.62*	389.33*
43	SUPPLEMENTARY MANAGEMENT INFORMATION			
44	RETURN FOR \$100 FEED FED	274.40	319.84	218.55
45	FEED COST PER CWT. MILK	4.23	3.68	5.17
46	FEED COST PER POUND OF BUTTERFAT	1.14	.98	1.41
47	POUNDS OF MILK PER POUND OF CONCENTRATE	1.93	2.15	1.64
48	AVERAGE PRICE PER CWT. MILK SOLD	11.72	11.84	11.51
49	AVERAGE PRICE PER POUND OF BUTTERFAT	3.15	3.15	3.15
50	TOTAL LISTED COSTS PER CWT MILK PRODUCED	6.95	6.39	7.91
51	DAIRY COW TURNOVER PERCENTAGE	29.2	28.1	32.9
52	TOTAL LISTED COSTS PER COW	\$ 862.45*	832.16*	908.23*
53	UTILITIES & OTHER GENERAL FARM EXPENSE			
54	INTEREST ALLOCATION			
55	OTHER COSTS NOT LISTED			
56	TOTAL COSTS			



TABLE 13 - 6310 - OTHER DAIRY REPLACEMENTS 1979

		AVERAGE OF 79 FARMS	22 FARMS HIGH IN RETURN ABOVE FEED PER HEAD	22 FARMS LOW IN RETURN ABOVE FEED
1	NUMBER OF HEAD	52.4	48.5	60.4
2	NET CREASE IN VALUE	\$ 386.93	597.71	240.98
3	OTHER MISCELLANEOUS INCOME			
4	TOTAL INCOME	\$ 386.93*	597.71*	240.98*
5	POUNDS OF FEED FED			
6	CORN	1043.1	750.8	1379.9
7	SMALL GRAIN	185.0	113.1	128.4
8	COMPLETE RATION	12.4	28.7	.1
9	PROTEIN, SALT & MINERALS	248.5	188.6	213.5
10	HAY & DRY ROUGHAGE	3161.6	1667.1	3257.7
11	SILAGE	3520.5	2709.3	3354.9
12	MILK	107.0	37.6	35.4
13	FEED COST			
14	GRAINS	47.27	32.58	66.19
15	COMPLETE RATION	1.53	2.97	.10
16	PROTEIN, SALT & MINERALS	27.06	22.00	33.87
17	HAY & DRY ROUGHAGE	62.86	33.90	66.18
18	SILAGE	24.62	19.98	23.81
19	MILK	12.08	4.37	4.01
20	PASTURE	4.92	4.80	4.93
21	TOTAL FEED COSTS	\$ 180.34	120.60	199.09
22	RETURN OVER FEED COSTS	\$ 206.59*	477.11*	41.89*
23	OTHER DIRECT COSTS			
24	MISCELLANEOUS EXPENSE	7.81	7.36	7.09
25	VETERINARY EXPENSE	4.45	3.86	3.33
26	CUSTOM WORK HIRED	2.50	1.81	3.69
27	SPECIAL HIRED LABOR			
28	TOTAL OTHER DIRECT COSTS	\$ 14.76	13.03	14.11
29	RETURN OVER FEED & DIRECT COSTS	\$ 191.83*	464.08*	27.78*
30	ALLOCATED COSTS			
31	POWER & MACHINERY COSTS	13.65	7.94	8.34
32	LIVESTOCK EQUIPMENT COSTS	11.98	10.51	10.96
33	BUILDING & FENCES	15.67	13.60	18.88
34	TOTAL ALLOCATED COSTS	\$ 41.30	32.05	38.18
35	RETURN OVER ALL LISTED COSTS	\$ 150.53*	432.03*	(-10.40)*
36	SUPPLEMENTARY MANAGEMENT INFORMATION			
37	RETURN FOR \$100 FEED FED	214.55	495.62	121.04
38	PERCENT DEATH LOSS-TOTAL	10.7	7.7	9.3
39	PERCENT CALF DEATH LOSS	21.7	14.3	19.6
40	TOTAL LISTED COSTS PER HEAD	\$ 236.40*	165.68*	251.38*
41	UTILITIES & OTHER GENERAL FARM EXPENSE			
42	INTEREST ALLOCATION			
43	OTHER COSTS NOT LISTED			
44	TOTAL COSTS			

TABLE 13 - 6318 - OTHER DAIRY, REPLACEMENTS &amp; FEEDER STOCK - 1979

		AVERAGE OF 110 FARMS	16 FARMS HIGH IN RETURN ABOVE FEED PER HEAD	16 FARMS LOW IN RETURN ABOVE FEED
1	NUMBER OF HEAD	58.9	45.7	48.5
2	NET INCREASE IN VALUE	\$ 417.57	601.36	197.46
3	OTHER MISCELLANEOUS INCOME			
4	TOTAL INCOME	\$ 417.57*	601.36*	197.46*
5	POUNDS OF FEED FED			
6	CORN	1157.9	957.0	1281.1
7	SMALL GRAIN	158.7	153.2	161.3
8	COMPLETE RATION	11.8	23.8	
9	PROTEIN, SALT & MINERALS	173.7	654.6	167.5
10	HAY & DRY ROUGHAGE	2576.1	3023.5	3822.4
11	SILAGE	3590.8	4539.1	4389.2
12	MILK	57.7	56.9	192.1
13	FEED COST			
14	GRAINS	51.46	41.88	59.18
15	COMPLETE RATION	1.15	3.28	
16	PROTEIN, SALT & MINERALS	24.86	40.18	23.73
17	HAY & DRY ROUGHAGE	50.34	56.74	78.45
18	SILAGE	26.64	30.00	32.49
19	MILK	6.89	6.63	21.38
20	PASTURE	3.85	4.03	5.01
21	TOTAL FEED COSTS	\$ 165.19	182.74	220.24
22	RETURN OVER FEED COSTS	\$ 252.38*	418.62*	(-22.78)*
23	OTHER DIRECT COSTS			
24	MISCELLANEOUS EXPENSE	5.77	8.03	4.64
25	VETERINARY EXPENSE	3.51	2.95	5.01
26	CUSTOM WORK HIRED	2.50	1.42	3.92
27	SPECIAL HIRED LABOR			
28	TOTAL OTHER DIRECT COSTS	\$ 11.78	12.40	13.57
29	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 240.60*	406.22*	(-36.35)*
30	ALLOCATED COSTS			
31	POWER & MACHINERY COSTS	9.19	17.66	11.48
32	LIVESTOCK EQUIPMENT COSTS	10.05	13.09	11.30
33	BUILDING & FENCES	14.58	20.05	17.69
34	TOTAL ALLOCATED COSTS	\$ 33.82	50.80	40.47
35	RETURN OVER ALL LISTED COSTS	\$ 206.78*	355.42*	(-78.82)*
36	SUPPLEMENTARY MANAGEMENT INFORMATION			
37	RETURN FOR \$100 FEED FED	252.77	329.09	89.66
38	PERCENT DEATH LOSS-TOTAL	9.3	8.9	12.5
39	PERCENT CALF DEATH LOSS	19.1	22.7	26.2
40	TOTAL LISTED COSTS PER HEAD	\$ 210.79*	245.94*	274.28*
41	UTILITIES & OTHER GENERAL FARM EXPENSE			
42	INTEREST ALLOCATION			
43	OTHER COSTS NOT LISTED			
44	TOTAL COSTS			

TABLE 14 - ALL DAIRY &amp; DUAL PURPOSE CATTLE - 1979

		AVERAGE OF 176 FARMS	35 FARMS HIGH IN RETURN ABOVE FEED PER COW	35 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF COWS	46.1	49.5	44.1
2	VALUE OF DAIRY PRODUCTS	\$ 1500.17	1729.41	1280.27
3	NET INCREASE IN VALUE	509.46	760.06	299.05
4	MISCELLANEOUS DAIRY INCOME			
5	TOTAL VALUE PRODUCED	\$ 2009.63*	2489.47*	1579.32*
6	POUNDS OF FEED FED			
7	GRAINS	7324.0	7757.0	7157.9
8	COMPLETE RATIONS	26.6	29.1	4.8
9	PROTEIN, SALT & MINERALS, INCLUDING MILK EQUIVALENT	1081.9	1215.7	1026.7
10	HAY & DRY ROUGHAGE	11392.0	11282.4	12617.7
11	SILAGE	12551.3	13184.4	11766.1
12	FEED COST			
13	GRAINS	277.31	294.00	278.34
14	COMPLETE RATIONS	2.97	3.27	.45
15	PROTEIN, SALT & MINERALS, INCLUDING MILK	152.04	165.23	162.27
16	HAY & DRY ROUGHAGE	225.84	222.38	260.86
17	SILAGE	91.78	94.75	86.83
18	PASTURE COSTS	13.10	9.29	10.54
19	TOTAL FEED COSTS	\$ 763.04	788.92	799.29
20	RETURN OVER FEED COSTS	\$ 1246.59*	1700.55*	780.03*
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXPENSE	76.36	89.54	70.02
23	VETERINARY EXPENSE	37.09	49.49	25.42
24	CUSTOM WORK	43.43	45.43	41.54
25	SPECIAL HIRED LABOR			
26	TOTAL OTHER DIRECT COSTS	\$ 156.88	184.46	136.98
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 1089.71*	1516.09*	643.05*
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	79.54	89.59	71.43
30	LIVESTOCK EQUIPMENT COSTS	82.16	96.69	83.42
31	BUILDING & FENCES	112.36	119.49	132.87
32	TOTAL ALLOCATED COSTS	\$ 274.06	305.77	287.72
33	RETURN OVER ALL LISTED COSTS	\$ 815.65*	1210.32*	355.33*
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	263.37	315.55	197.59
36	TOTAL LISTED COSTS PER COW	\$ 1193.98*	1279.15*	1223.99*
37	UTILITIES & OTHER GENERAL FARM EXPENSE			
38	INTEREST			
39	OTHER COSTS NOT LISTED			
40	TOTAL COSTS			

TABLE 15A - 6101 BEEF BREEDING - 1979

		AVERAGE OF 53 FARMS	11 FARMS HIGH IN RETURN ABOVE FEED	11 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF BEEF COWS	42.4	30.0	40.2
2	AVERAGE NUMBER OF OTHER BEEF ANIMALS & BULLS	32.7	23.4	23.6
3	POUNDS OF BEEF PRODUCED	20895	18216	13143
			PER COW	
4	NET INCREASE IN VALUE	\$ 375.40	557.20	210.50
5	OTHER MISCELLANEOUS BEEF INCOME	.02		
6	TOTAL VALUE PRODUCED	\$ 375.42*	557.20*	210.50*
7	POUNDS OF FEED FED			
8	GRAIN	952.0	1240.6	1676.1
9	PROTEIN, SALT & MINERAL	101.9	110.2	144.3
10	LEGUME HAY	4789.3	4130.9	6237.4
11	OTHER HAY & DRY ROUGHAGE	1058.7	660.6	2254.6
12	SILAGE	1899.2	2175.8	2559.9
13	FEED COST			
14	GRAIN	34.34	35.40	63.01
15	PROTEIN, SALT & MINERAL	14.79	16.60	21.09
16	LEGUME HAY	96.01	80.67	131.57
17	OTHER HAY & DRY ROUGHAGE	7.03	4.63	14.50
18	SILAGE	16.84	16.63	24.45
19	PASTURE	36.34	26.67	51.04
20	TOTAL FEED COSTS	\$ 205.35	180.60	305.66
21	RETURN OVER FEED COST	\$ 170.07*	376.60*	(-95.16)*
22	OTHER DIRECT COSTS			
23	MISCELLANEOUS LIVESTOCK EXPENSE	9.79	11.57	9.85
24	VETERINARY EXPENSE	7.78	3.20	6.92
25	CUSTOM WORK	3.61	6.43	3.16
26	SPECIAL HIRED LABOR			
27	TOTAL OTHER DIRECT COSTS	\$ 21.18	21.20	19.93
28	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 148.89*	355.40*	(-115.09)*
29	ALLOCATED COSTS			
30	POWER & MACHINERY COSTS	29.66	34.98	20.96
31	LIVESTOCK EQUIPMENT COSTS	23.46	47.16	18.90
32	BUILDING & FENCES	49.68	106.02	48.17
33	TOTAL ALLOCATED COSTS	\$ 102.80	188.16	88.03
34	RETURN OVER ALL LISTED COSTS	\$ 46.09*	167.24*	(-203.12)*
35	SUPPLEMENTARY MANAGEMENT INFORMATION			
36	RETURN FOR \$100 FEED FED	182.82	308.53	68.86
37	PRICE PER CWT SOLD	62.01	61.27	52.15
38	PRICE PER CWT CALVES SOLD OR TRANSFERRED	77.93	80.71	71.62
39	AVERAGE WEIGHT PER HEAD SOLD	736.9	793.3	765.1
40	AVERAGE WEIGHT PER CALF SOLD OR TRANSF	469.6	604.9	405.9
41	PERCENT DEATH LOSS	5.3	4.7	8.6
42	PERCENT CALF CROP	93.3	93.3	88.1
43	TOTAL LISTED COSTS PER COW	\$ 329.33*	389.96*	413.62*
44	UTILITIES & OTHER GENERAL FARM EXPENSE			
45	INTEREST ALLOCATION			
46	OTHER COSTS NOT LISTED			
47	TOTAL COSTS			

TABLE 15B - BEEF FEEDERS IN LOT UNDER 500 LBS. - 1979

		AVERAGE OF 22 FARMS	13 FARMS HIGH IN RETURN ABOVE FEED	13 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF BEEF FEEDERS	37.6	46.3	28.7
2	POUNDS OF BEEF PRODUCED	22346	26684	17364
			PER HUNDRED WEIGHT	
3	NET INCREASE IN VALUE OF ANIMALS	\$ 64.71	70.32	56.86
4	OTHER MISCELLANEOUS BEEF INCOME			
5	TOTAL VALUE PRODUCED	\$ 64.71*	70.32*	56.86*
6	POUNDS OF FEED FED			
7	GRAIN	575.1	427.4	715.8
8	PROTEIN, SALT & MINERAL	38.8	30.6	48.2
9	LEGUME HAY	341.9	162.5	565.6
10	OTHER HAY & DRY ROUGHAGE	25.9	3.5	83.3
11	SILAGE	570.0	672.8	796.5
12	FEED COST			
13	GRAIN	21.74	16.27	26.98
14	PROTEIN, SALT & MINERAL	5.21	3.78	6.02
15	LEGUME HAY	6.96	3.26	11.85
16	OTHER HAY & DRY ROUGHAGE	.18	.03	.57
17	SILAGE	4.73	4.95	6.42
18	PASTURE	.34	.17	.71
19	TOTAL FEED COST	\$ 39.16	28.46	52.55
20	RETURN OVER FEED COST	\$ 25.55*	41.86*	4.31*
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXPENSE	.65	.62	.45
23	VETERINARY EXPENSE	.62	1.00	.09
24	CUSTOM WORK HIRED	.87	.42	1.07
25	SPECIAL HIRED LABOR			
26	TOTAL OTHER DIRECT COSTS	\$ 2.14	2.04	1.61
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 23.41*	39.82*	2.70*
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	2.19	1.96	3.11
30	LIVESTOCK EQUIPMENT COSTS	2.55	2.45	3.84
31	BUILDING & FENCES	3.49	4.16	3.79
32	TOTAL ALLOCATED COSTS	\$ 8.23	8.57	10.74
33	RETURN OVER ALL LISTED COSTS	\$ 15.18*	31.25*	(-8.04)*
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	165.24	247.09	108.21
36	PRICE PER CWT SOLD	62.69	63.97	61.79
37	AVERAGE WEIGHT PER HEAD SOLD	1023.7	972.4	1055.9
38	PRICE PER CWT BOUGHT	76.07	75.58	88.48
39	AVERAGE WEIGHT/HEAD BOUGHT	406.9	391.5	250.3
40	NUMBER OF HEAD BOUGHT	16	26	6
41	PERCENT DEATH LOSS	2.4	2.8	1.7
42	EFFECTIVE DAILY GAIN-LBS/HEAD/DAY	1.63	1.58	1.66
43	TOTAL LISTED COST PER CWT PRODUCED	49.53*	39.07*	64.90*
44	UTILITIES & OTHER GENERAL FARM EXPENSE			
45	INTEREST ALLOCATION			
46	OTHER COSTS NOT LISTED			
47	TOTAL COSTS			

TABLE 15B - BEEF FEEDERS - 1979

		BEEF FEEDERS IN LOT BETWEEN 500-700 LBS. AVERAGE OF 25 FARMS	BEEF FEEDERS IN LOT OVER 700 LBS. AVERAGE OF 8 FARMS	MIXED LOTS OF FEEDERS AVERAGE OF 7 FARMS
1	AVERAGE NUMBER OF BEEF FEEDERS	69.9	32.8	79.0
2	POUNDS OF BEEF PRODUCED	44168	18442	42535
			PER HUNDRED WEIGHT	
3	NET INCREASE IN VALUE OF ANIMALS	\$ 61.69	64.03	66.35
4	OTHER MISCELLANEOUS BEEF INCOME			
5	TOTAL VALUE PRODUCED	\$ 61.69*	64.03*	66.35*
6	POUNDS OF FEED FED			
7	GRAIN	566.8	912.7	526.4
8	PROTEIN, SALT & MINERAL	44.7	51.8	47.5
9	LEGUME HAY	340.0	349.9	255.0
10	OTHER HAY & DRY ROUGHAGE	19.2	74.6	
11	SILAGE	774.7	946.2	1158.0
12	FEED COST			
13	GRAIN	21.33	34.29	19.74
14	PROTEIN, SALT & MINERAL	5.28	6.37	6.04
15	LEGUME HAY	6.77	7.04	5.07
16	OTHER HAY & DRY ROUGHAGE	.13	.05	
17	SILAGE	5.76	6.88	8.63
18	PASTURE	.12	.68	.24
19	TOTAL FEED COST	\$ 39.39	55.31	39.72
20	RETURN OVER FEED COST	\$ 22.30*	8.72*	26.63*
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXPENSE	.57	.19	.53
23	VETERINARY EXPENSE	.68	.46	.57
24	CUSTOM WORK HIRED	1.56	.59	2.33
25	SPECIAL HIRED LABOR			
26	TOTAL OTHER DIRECT COSTS	\$ 2.81	1.24	3.43
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 19.49*	7.48*	23.20*
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	3.28	2.71	3.03
30	LIVESTOCK EQUIPMENT COSTS	3.37	2.41	3.25
31	BUILDINGS & FENCES	4.51	3.47	6.55
32	TOTAL ALLOCATED COSTS	\$ 11.16	8.59	12.83
33	RETURN OVER ALL LISTED COSTS	\$ 8.33*	(-1.11)*	10.37*
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	156.62	115.76	167.06
36	PRICE PER CWT. SOLD	65.01	62.89	63.66
37	AVERAGE WEIGHT PER HEAD SOLD	1068.0	1071.7	1111.1
38	PRICE PER CWT BOUGHT	79.17	74.30	78.27
39	AVERAGE WEIGHT PER HEAD BOUGHT	643.5	611.7	689.8
40	NUMBER OF HEAD BOUGHT	67	27	68
41	PERCENT DEATH LOSS	.6	1.3	.6
42	EFFECTIVE DAILY GAIN PER POUND	1.73	1.54	1.48

TABLE 16A - 6670 SHEEP, FARM - 1979

		AVERAGE OF 15 FARMS	7 FARMS HIGH IN RETURN ABOVE FEED	7 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF EWES	49.7	56.9	39.0
2	POUNDS OF LAMB & MUTTON PRODUCED	4439	6420	2369
3	POUNDS OF WOOL PRODUCED	422	595	161
			PER EWE	
4	VALUE OF PRODUCE			
5	WOOL \$	7.42	8.93	3.26
6	NET INCREASE IN VALUE OF ANIMALS	67.14	86.56	43.72
7	OTHER MISC SHEEP INCOME	.26		.69
8	TOTAL VALUE PRODUCED	74.82*	95.49*	47.67*
9	POUNDS OF FEED FED			
10	GRAIN	349.5	490.8	160.9
11	PROTEIN, SALT & MINERAL	48.3	68.9	31.1
12	LEGUME HAY	1078.7	1135.3	1033.0
13	OTHER HAY & DRY ROUGHAGE	56.3	105.4	
14	SILAGE	9.4	10.0	11.0
15	FEED COST			
16	GRAIN	13.84	19.26	6.03
17	PROTEIN, SALT & MINERAL	6.42	7.84	6.03
18	LEGUME HAY	20.95	22.78	19.49
19	OTHER HAY & DRY ROUGHAGE	.32	.60	
20	SILAGE	.08	.07	.08
21	PASTURE	7.02	4.09	12.44
22	TOTAL FEED COSTS \$	48.63	54.64	44.07
23	RETURN OVER FEED COSTS \$	26.19*	40.85*	3.60*
24	OTHER DIRECT COSTS			
25	MISCELLANEOUS LIVESTOCK EXPENSE	2.09	3.11	1.18
26	VETERINARY EXPENSE	2.17	1.70	3.23
27	CUSTOM WORK	2.56	3.04	2.54
28	SPECIAL HIRED LABOR			
29	TOTAL OTHER DIRECT COSTS \$	6.82	7.85	6.95
30	RETURN OVER FEED & OTHER DIRECT COSTS	19.37*	33.00*	(-3.35)*
31	ALLOCATED COSTS			
32	POWER & MACHINERY COSTS	16.91	21.81	8.51
33	LIVESTOCK EQUIPMENT COSTS	15.30	15.48	16.79
34	BUILDING & FENCES	30.69	20.87	47.26
35	TOTAL ALLOCATED COSTS \$	62.90	58.16	72.56
36	RETURN OVER ALL LISTED COSTS \$	(-43.53)*	(-25.16)*	(-75.91)*
37	SUPPLEMENTARY MANAGEMENT INFORMATION			
38	RETURN FOR \$100 FEED FED	153.87	174.75	108.14
39	PRICE PER CWT LAMB & MUTTON SOLD	56.38	57.83	54.21
40	PRICE PER CWT LAMB SOLD OR TRANSF	67.88	68.26	68.34
41	AVERAGE WEIGHT OF LAMBS SOLD OR TRANS	92.4	102.7	80.5
42	POUNDS OF WOOL PER SHEEP SHEARED	10.0	9.6	10.1
43	NUMBER OF EWES KEPT FOR LAMBING	46	53	34
44	PERCENT LAMB CROP	139.1	149.1	123.5
45	PERCENT DEATH LOSS	14.8	13.1	14.2
46	TOTAL LISTED COSTS PER EWE \$	118.35*	120.65*	123.58*
47	UTILITIES & OTHER GENERAL FARM EXPENSE			
48	INTEREST ALLOCATION			
49	OTHER COSTS NOT LISTED			
50	TOTAL COSTS			

# SUMMARY OF SELECTED ITEMS OF INFORMATION BY YEARS

Selected items of information from various tables in the report are listed below for the past 5 years. Information for year 1975-1978 are from the East southcentral (Austin area) and for 1978-1979, the information is from the combined Southeast area.

	<u>1975</u>	<u>1976</u>	<u>1977</u>	<u>1978</u>	<u>1979</u>
<u>TABLE 1</u>					
TOTAL FARM CAPITAL BEG INVENTORY	260,240	297,799	349,377	330,779	384,138
TOTAL FARM CAPITAL ENDING INVENTORY	284,025	323,240	379,503	371,252	427,724
INCREASE IN INVENTORY	23,785	25,442	30,127	40,474	43,586
<u>TABLE 3</u>					
TOTAL RETURNS & NET INCREASES	55,308	63,158	76,322	91,783	92,959
% OF TOTAL RETURNS FROM FEED FED TO LVSTK.	34%	25%	31%	49%	40%
% OF TOTAL RETURNS FROM CROP, SEED & FEED	62%	72%	66%	48%	57%
% OF TOTAL RETURN FROM MIS- CELLANEOUS	4%	3%	3%	3%	3%
TOTAL EXPENSES & NET DECREASES	45,196	51,195	58,379	63,649	75,064
RETURN TO LABOR & MGMT.	10,112	11,962	17,943	28,134	17,896
<u>TABLE 4</u>					
TOTAL HOUSEHOLD & PERSONAL EXPENSE	14,156	16,675	16,965	18,201	21,064
<u>TABLE 5</u>					
NET WORTH END OF YEAR	134,380	137,871	148,331	147,419	156,008
NET WORTH BEG OF YEAR	127,932	129,977	137,057	122,202	142,350
INCREASE IN NET WORTH	6,448	7,894	11,274	25,218	13,658
<u>TABLE 6</u>					
RETURN TO CAP. & FAMILY LABOR	16,540	17,651	23,238	35,173	26,116
<u>DAIRY</u>					
AVERAGE NUMBER OF COWS	37.7	39.4	39.8	43.0	42.9
AVE LBS OF MILK PER COW LBS	11782	12402	12888	13027	13135
AVE PRICE RECEIVED PER CWT \$	7.83	9.04	9.06	9.97	11.44
FEED COST PER COW \$	598.56	632.45	578.32	500.15	551.35
FEED COST PER CWT MILK \$	5.08	5.10	4.48	3.84	4.19
RETURN PER \$100 FEED FED	146.28	171.26	194.46	259.22	273.77
<u>SWINE (COMPLETE HOGS)</u>					
LBS OF FEED PER CWT GAIN, LBS	430.6	416.1	403.9	406.2	403.0
FEED COST PER CWT GAIN \$	25.36	24.16	22.48	21.49	27.73
RETURN PER \$100 FEED FED \$	203.71	154.31	188.42	241.45	156.20
PRICE PER CWT OF FEED \$	5.87	5.82	5.55	5.28	5.88
PRICE RECEIVED PER CWT PORK \$	49.19	43.60	41.14	48.01	42.06
<u>BEEF BREEDERS</u>					
AVERAGE NUMBER OF BEEF COWS	40.4	39.3	35.9	43.0	42.4
FEED COST PER COW \$	220.00	228.00	178.82	174.55	205.35
RETURN PER \$100 FEED FED \$	60.65	66.67	102.77	227.34	182.82



<u>FEEDER CATTLE</u>		<u>1975</u>	<u>1976</u>	<u>1977</u>	<u>1978</u>	<u>1979</u>
AVERAGE NUMBER BEEF FEEDERS		60.3	52.4	76.0	55.0	37.6
FEED COST PER 100 LBS GAIN \$		49.94	48.32	38.65	42.03	39.16
RETURN PER \$100 FEED FED \$		109.58	77.56	108.32	176.79	165.24
PRICE PER CWT SOLD \$		39.44	36.51	38.02	51.51	62.69
PRICE PER CWT BOUGHT \$		31.90	37.81	39.30	57.40	76.07
<u>SHEEP FLOCK</u>						
AVERAGE NUMBER OF HEAD		38.8	32.9	24.7	68.6	49.7
FEED COST PER EWE \$		58.41	56.71	44.01	34.13	48.63
RETURN PER \$100 FEED FED \$		63.15	96.68	133.21	207.22	153.87
PRICE PER CWT SOLD \$		37.70	39.43	50.05	55.46	56.38
PER CENT LAMB CROP %		154.0	208.3	128.0	138.2	139.1
<u>WORK UNITS</u>						
CROPS W.U.		158.2	165.84	171.57	151.16	158.02
LIVESTOCK		242.0	247.92	257.69	289.23	293.47
OTHER WORK UNITS		29.0	22.66	22.11	13.82	12.12
TOTAL WORK UNITS		429.2	436.42	451.38	454.20	463.62
<u>EXPENSE PER WORK UNIT</u>						
TRACTOR & CROP MACH EXPENSE	\$	25.42	24.99	26.97	27.88	33.55
ELECTRICITY (FARM SHARE)	\$	1.89	2.18	2.57	2.90	3.52
AUTO & TRUCKS (FARM SHARE)	\$	6.62	6.53	7.16	7.40	7.97
LIVESTOCK EQUIPMENT	\$	3.84	4.52	4.66	5.76	6.87
BUILDINGS, FENCES & TILE	\$	9.12	10.80	11.25	12.34	15.48
<u>TRACTOR, CROP MACHINERY EXPENSE</u>						
PER CROP ACRE		32.94	32.97	35.79	42.59	49.97
<u>YIELDS PER ACRE</u>						
OATS, BUSHEL		53.6	68.1	79.1	58.9	59.9
CORN FOR GRAIN, BUSHEL		82.2	83.3	116.9	119.2	115.6
CORN SILAGE, TONS		12.8	11.9	16.9	16.8	19.2
SOYBEANS, BUSHEL		27.3	26.4	41.1	33.8	33.1
ALFALFA HAY, TONS		3.5	2.8	3.9	4.2	3.9
<u>RETURN OVER LISTED COSTS PER ACRE</u>						
OATS	\$	10.08	25.68	6.71	(-28.79)	(-19.46)
CORN FOR GRAIN	\$	41.68	26.41	26.45	35.38	22.48
SOYBEANS	\$	29.32	54.62	89.18	79.50	48.00
CORN SILAGE	\$	98.38	72.99	79.86	47.74	86.08
ALFALFA HAY	\$	89.90	49.13	44.71	31.39	3.71

### 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 2-10-79Address 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 years.	✓	✓
<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 in Las Vegas.	✓	
4 Provide time and money for Dan to attend camp this summer.	✓	
<u>FOR LONG-TERM FINANCIAL SECURITY:</u>		
3 Improve net worth by 20% per year.	✓	✓

HOW MUCH MONEY DID THE AVERAGE FARMER  
SPEND, AND WHOM DID THEY SPEND IT WITH

1979

---

TO OTHER FARMERS FOR LIVESTOCK AND CUSTOM WORK . . . . .(2-13 plus lines 20 & 21) . . . . .	\$ 16,120
TO THE AGRI-BUSINESS COMMUNITY FOR FERTILIZER, CHEMICALS, SEEDS, FEEDS, REPAIR AND FUEL. . . . .(lines 14-18, 22-27, plus line 31) \$	49,139
FOR EXTRA LABOR . . . . .(line 28). . . . .	\$ 2,996
SUPPORT OF LOCAL GOVERNMENT (PROPERTY TAX) . . . . .(line 29). . . . .	\$ 1,909
FOR UTILITIES (ELECTRICITY AND TELEPHONE) . . . . .(lines 19, 32 & 33). . . . .	\$ 1,818
FOR USE OF OTHER PEOPLES CAPITAL (INTEREST AND CASH RENT) . . .(line 30 and 34) . . . . .	\$ 18,467
FARM EQUIPMENT DEALERS (POWER AND MACHINERY) . . . . .(lines 36, 37, 38 & 39). . . . .	\$ 20,459
TOTAL FARM OPERATING PURCHASES . . . . .	\$ 110,908
REAL ESTATE PURCHASE AND IMPROVEMENT . . . . (line 40) . . . . .	\$ 38,033
HOUSEHOLD AND PERSONAL EXPENSES (CASH ONLY). . . . .	\$ 20,265
TOTAL MONEY SPENT IN COMMUNITY AND SERVICE AREA BY ONE AVERAGE FARMER . . . . .	\$ 159,206

TABLE 6B 1979 ANNUAL FARM MANAGEMENT PROGRAM REPORT  
SOUTHEAST MINNESOTA

## ADDITIONS TO THE ANALYSIS REPORT THIS YEAR

### MARKETING INDEX - ITEM 46 - TABLE 8

The marketing index is designed to measure the kind of job each individual farmer is doing in marketing his crop compared to other farmers in the program. Some farmers seem to consistently get a better price for the crops they sell. Some of the factors which may affect their marketing index are: the time of year in which the sales were made, proximity to a cash grain market, use of the government programs as a market for the crop, storage space available to store crop until a higher market, quality and quantity of the crop to be sold and the use of all available market forecast information to determine best time to sell.

To those farmers who sell a sizeable portion of their crop on the cash market, the Marketing Index can be an important factor. For those who feed most of the crops raised, the Marketing Index will be relatively unimportant.

The Marketing Index is confined to those crops for which there are established cash markets, measurable yields and for which the quantity sold is reported in some unit of production other than dollars.

### LITTERS/BEARING FEMALE/YEAR - ITEM 37A - HOGS, FARROW TO FINISH

This item does not appear on the tables of averages this year because a consistent method for calculating this figure for the record books had not been developed among the adult instructors in the area. A few farmers did provide us with the number of "female retained for breeding" this past year and will have this figure listed in their individual report. We will develop a method of accounting for the number of "females retained for breeding" in 1980 and this will be a part of the report next year.

### ACRES OWNED TOTAL AND TILLABLE - ITEM 4, TABLE 5

This item (a part of line 4 on the individual reports) gives the total number of acres and total tillable acres owned by the operator. Table 1, items 1 and 2, lists combined total acres and total tillable acres owned by operator and landlord.

### ESTIMATED TOTAL MACHINE COSTS - ITEM 30A - ALL CROP TABLES

All machine costs are combined into one total figure by adding item 17 (Farm power and machinery - ownership cost), item 18 (Farm power and machinery - operation cost), item 22, (interest on machinery and equipment investment) and  $.667 \times$  item 12 (custom work hired).



## Dakota County AVTI Agriculture Programs

Division Supervision-  
Karen O'Brien  
423-8456



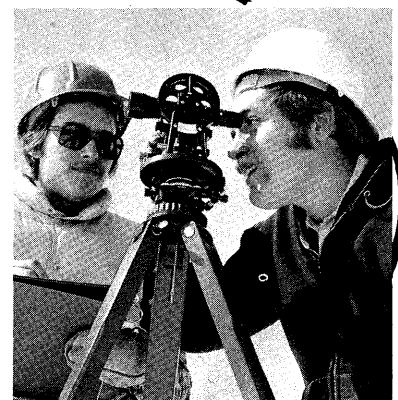
Business Sales and Service Technology  
22 Months  
y Braem  
8395

Landscape Technology and Design Implementation  
22 Months  
Dale Conelly  
423-8392



## Faribault AVTI 507-332-7444

Farm Operation and Management  
22 Months  
Ron Somers or Carl Ziebarth



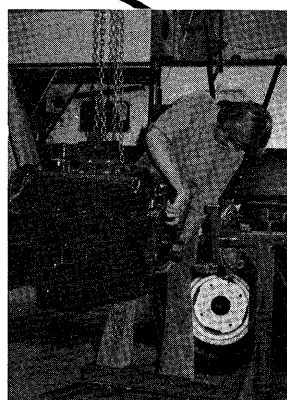
Building Construction and Ag System  
18 Months  
Ken Ingvalson or Marv Strobel

## Austin AVTI



Farm Equipment and Deisel Mechanics  
18 Months

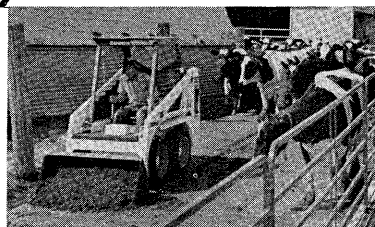
Charles Uthke  
John Drees  
507-437-6681



Farm Equipment Service and Management  
10 Months

# Full time Vo-Tech Training Programs for Farming and Agri-Business in Southeastern Minnesota.

## Red Wing AVTI 612-388-8271



Farm Operations and Management  
18 Months  
John Wacholz



Rural Banking and Agricultural Finance  
18 Months  
Terri Beckman or Romeo Cyr

## Rochester AVTI 507-285-8645

Horticulture Aide  
9 Months  
Mrs. Francis Passe



## Winona AVTI

### Farm Operation and Management

A shop scene from the Winona AVTI two-year Farm Operation and Management Program. Some 600 hours of the 2160-hour curriculum are devoted to machinery management, repair and preventive maintenance.

David Schroeder  
Steve Scarseth  
507-454-4600

