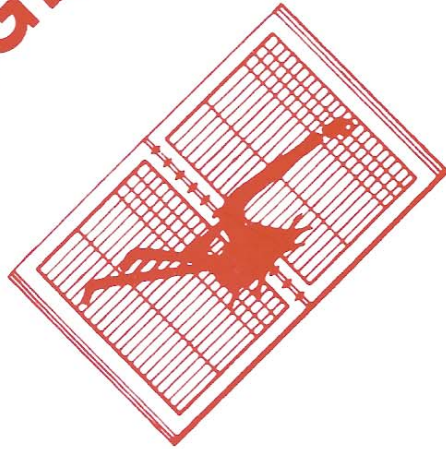


FARM BUSINESS MANAGEMENT



**1981 Annual Report
Northeast and East Central Minnesota
Report No. 26
April, 1982**

**AN ADULT
EDUCATION
PROGRAM**

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

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 PROGRAM IN THE WESTERN AND EAST-CENTRAL STATES
 William E. Joetker
 Area Vo-Ag Program Coordinator

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COLOR CODE EXPLANATION

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

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

DESCRIPTION

The Minnesota Vocational Agriculture Farm Management Program is available to many Minnesota farmers through their Local Vocational Agricultural Association.

The basic plan available to farmers is an annual analysis program (enterprise) in the interests of farmers.

For a cost of about \$50.00, the farmer receives a computerized operation schedule and a very complete enterprise analysis of his farm operation. In addition, he will be worked with by a Farm Management instructor who teaches him how to adjust his operation and helps him to adjust, interpret his analysis, understand his operation and his credit needs. The "Ag Man" also helps him keep up with the latest agricultural developments. In short, the "Ag Man" helps the farmer to adjust and control his farm operation.

In keeping with the time and to speed the analysis procedure, data are collected and methods are used to extract data from the farm operation records. Data of the statistics and satellite analysis centers are submitted on computerized data systems of machinery, Wisconsin for processing by computer. Results are returned to the farmer as soon as the analysis is completed. Averages and trends from this report are computed after a majority of the Data forms have been processed.

The Staples Area Vocational-Technical Institute, in cooperation with the Vocational Division of the Minnesota State Department of Education and the University of Minnesota's Agricultural Education Department, is charged with the responsibility of conducting the enterprise of the Vocational Agriculture Farm Management Program in northern central Minnesota. This 1981 report represents the twenty-sixth annual report for most of this area.

This report of the individual cooperators' reports were interpreted under the direction of William E. Quilken, Area Vo-Ag Coordinator at the Staples Area Vocational-Technical Institute. Clerical assistance was provided by Lorraine Anderson, Ethelle Anderson, Alice Rugberg, Marge Carr and Ruth Johnson. In addition, some Ag instructors completed their own Data forms with local secretarial help.

Directing locally in a supervisory capacity were: Dr. Duane Lund, Superintendent of Business Public Schools and Dr. Stan Edin, Director of the Staples Area Technical Institute.

Cooperating agencies were represented by: Mr. Odell Hanson, Mr. Gary Phillips, Mr. Paul Cox of the Vocational Division, State Department of Education, Sharon Grosbeck of the Adult Vocational Programs, State Department of Education, Dr. Edgar Persons and Dr. Paul Marvin of the Agriculture Education Department of the University of Minnesota.

The Adult Farm Business Management Education program has been part of the public school vocational agriculture offerings since 1952. From the early cooperative efforts of the State Department of Education, Department of Agricultural Education (U. of Minn.) and the Department of Agricultural Economics (U. of Minn.), the program has expanded to serve over 7000 farm families in six regional farm management areas. Programs are now cooperatively managed by the State Department of Education, the Division of Agricultural Education (U. of Minn.), AVTE's and local school districts.

From the very beginning the purpose of the farm management education part of the adult agriculture program was to help farm families achieve their farm business and family goals through improved management, organization and efficiency of their farms. This purpose has not changed.

To accomplish the purpose, programs have been organized to generally conform to the following guidelines:

1. Farmers enroll in a specific farm management course.
2. Each course has a specific major objective and specific units of instruction to meet the objective.
3. Courses are offered in sequence, and farmers are expected to enroll in the first course and follow the sequence. They may continue enrollment in the advanced courses as long as they desire.
4. There is continuity between the courses: each one leads to the other.
5. Part of the instruction is done on the farm with the individual farm family.

Most programs organize their courses around the same central themes.

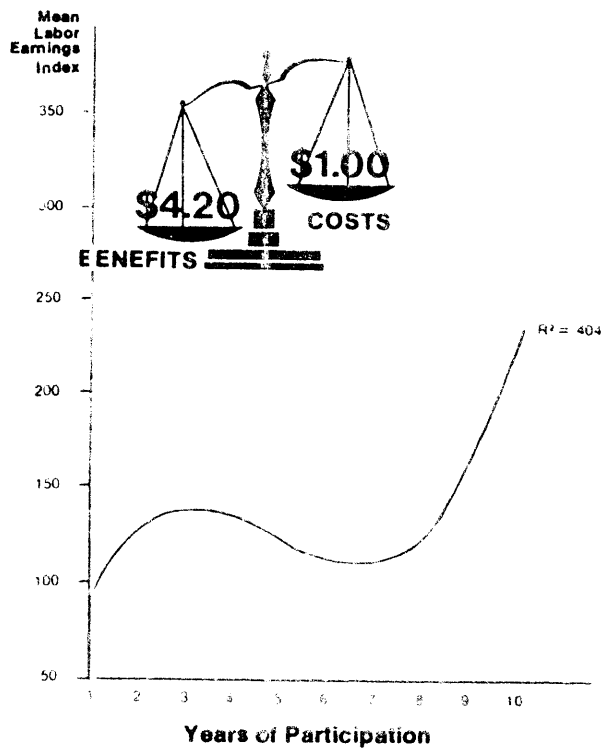
They are:

- Year 1 - Farm Business records and accounts.
- Year 2 - Farm Business analysis and evaluations.
- Year 3 - Farm Business organization.

Advanced (for students who have completed Years 1, 2 and 3)

In the advanced series of classes and on-farm instructional visits the major emphasis is on evaluating the business, examining alternatives and continuing the reorganization of the resources used in the business.

There have been some research studies that show that on the average, enrollees get some exciting results. They are best illustrated by the figure below:



This simple graph shows that for every dollar farmers spent on their management education they received a return of \$4.20.

Of course, some farmers may have benefited more, and some less, depending upon how seriously they studied the results of their business analysis and the kind of decisions they made as a result of the study.

There are community benefits too. They are best illustrated by examining what happens to farm sales as enrollees participate. The evidence suggests that farm sales for farm management enrollees in a community increased nine fold for every dollar spent on management education. It's a good way to stimulate both the rural and urban community.

This summary of farm records for the Northeast and East Central area shows the results of the farm businesses enrolled in management education program for 1981. Study the results carefully so you can use this information to improve agriculture in your area and in your business.

The Records used in completing this report came from farmers enrolled in the Minnesota Farm Business Management Program in 15 high schools, 3 AVTI's, and one cooperative center in Northeast and East Central Minnesota.

A list of Cooperating Schools and instructors follows:

| | |
|-----------------|---|
| Bagley | Ken Ostlund, Bill Wendlandt |
| Barnum | Tom Hassett |
| Bemidji AVTI | Steve Ziegler, Jim Sackett |
| Brainerd AVTI | Bill Gould, Tom Harper |
| Cherry | Jim Takala |
| Foley | Vernon Yetzer, Kenneth Johnson |
| Little Falls | Art Tonn |
| Long Prairie | Robert Johnson, Lloyd Laine |
| Milaca | John R. Larson |
| Osakis | Leland Wilken |
| Park Rapids | Wendell Francis |
| Pierz | Ben Jorgenson |
| Pine City AVTI | Arvid Anderson |
| Princeton | Wes Wanket |
| Sebeka | Hap Knobloch, Cliff Gustafson |
| Woodland Center | Robert Anderson, Bill Ladwig, Len Natey |
| Willow River | E. B. Prachar |

Records this year for the 18th time were analyzed by electronic data processing with the work being done by Specialized Data Systems at Madison, Wisconsin.

1978 - 1979 - 1980 - 1981 IN A CAPSULE

| | <u>1978</u> | <u>1979</u> | <u>1980</u> | <u>1981</u> |
|--|-------------|-------------|-------------|-------------|
| FARM SIZE (ACRES) | 345 | 335 | 340 | 360 |
| SIZE OF BUSINESS (WORK UNITS)* | 319 | 373 | 386 | 439 |
| RETURN TO CAPITAL & FAMILY LABOR | 20231 | 18651 | 22840 | 9337 |
| RETURN TO OPERATOR LABOR & MANAGEMENT (6B) | 19597 | 13622 | 18389 | 5791 |
| NET WORTH (AVG. JAN. 1 & DEC. 31) | 73705 | 89165 | 111613 | 124410 |
| RATIO OF ASSETS TO LIABILITIES (AVG.) | 2.24 | 2.10 | 2.02 | 1.99 |

SOURCE OF INCOME - CASH-RECEIPTS

| | | | | |
|--|-----|-----|-----|-----|
| INCOME FROM LIVESTOCK | 89% | 89% | 87% | 88% |
| INCOME FROM CROPS | 7% | 6% | 8% | 7% |
| MISCELLANEOUS INCOME; ALL OTHER INCOME | 4% | 5% | 5% | 5% |

*One Work Unit equals one 10 hour working day.

MONEY SPENT BY THE AVERAGE NORTHEAST AND
EAST CENTRAL MINNESOTA FARMER

SUMMARY BY YEARS

| | 1977 | 1978 | 1979 | 1980 | 1981 |
|--|---------|---------|---------|---------|---------|
| TO OTHER FARMERS FOR LIVESTOCK & CUSTOM WORK | 3885 | 5189 | 8889 | 6347 | 6615 |
| TO THE AGRI-BUSINESS COMMUNITY FOR FERTI- LIZER, CHEMICALS, SEED, FEEDS, REPAIRS, AND FUEL | 17854 | 18342 | 23919 | 30089 | 35693 |
| FOR EXTRA LABOR | 1137 | 1178 | 1517 | 2199 | 2244 |
| SUPPORT OF LOCAL GOVT. (PROPERTY & OTHER TAX) | 1016 | 1114 | 1710 | 1586 | 1548 |
| FOR UTILITIES (ELECTRICITY & TELEPHONE) | 1198 | 1016 | 1681 | 2110 | 2519 |
| FOR USE OF OTHER PEOPLE'S CAPITAL (INTEREST & CASH RENT) | 4167 | 4843 | 7389 | 10855 | 14485 |
| FARM EQUIPMENT DEALERS (POWER & MACH.) | 8931 | 11324 | 12467 | 12230 | 11227 |
| BUILDINGS AND LAND | 7319 | 9482 | 14189 | 8495 | 9938 |
| FOOD, CLOTHING, HOUSE, FUEL, FURNITURE & PERSONAL CARE | 3986 | 4555 | 5496 | 5698 | 6222 |
| CONTRIBUTIONS - CHURCH & OTHER | 320 | 324 | 405 | 415 | 572 |
| MEDICAL CARE & HEALTH INSURANCE | 1019 | 1094 | 1332 | 1405 | 1642 |
| EDUCATION & RECREATION | 785 | 877 | 1588 | 1868 | 1992 |
| LIFE INSURANCE & OTHER INVESTMENTS | 540 | 570 | 760 | 725 | 764 |
| - - - - - | | | | | |
| TOTAL MONEY SPENT BY ONE AVERAGE FARMER WITHIN HIS COMMUNITY & SERVICE AREA | \$52157 | \$59908 | \$81344 | \$84022 | \$95461 |

SOURCE

Tables 4 and 6B of the Annual Northeast
and East Central Minnesota Vo-Ag Farm
Business Management Education Reports.
Staples Area Technical Institute.

CASH SUMMARY OF FARM EARNINGS (WHOLE FARM) 1978 - 1981

| | 1978 | 1979 | 1980 | 1981 |
|--|-------|-------|-------|-------|
| <u>FARM RECEIPTS</u> | | | | |
| DAIRY COWS | 2923 | 4598 | 4449 | 4211 |
| DAIRY PRODUCTS | 27397 | 37990 | 47773 | 56180 |
| OTHER DAIRY | 2154 | 3146 | 4052 | 4172 |
| BEEF CATTLE (INCL. FEEDERS) | 3413 | 5137 | 2854 | 3551 |
| HOGS | 4507 | 3941 | 3629 | 3790 |
| SHEEP AND WOOL | 72 | 53 | 46 | 64 |
| OTHER PROD. LIVESTOCK | 33 | 25 | 41 | 28 |
| CORN | 1855 | 1890 | 2574 | 3414 |
| WHEAT | 90 | 246 | 515 | 439 |
| OTHER SMALL GRAIN | 362 | 520 | 807 | 1060 |
| OTHER CROPS | 1037 | 1080 | 1710 | 1206 |
| CAPITAL ASSETS SOLD | 683 | 481 | 397 | 1118 |
| INCOME FROM WORK OFF THE FARM | 825 | 823 | 538 | 540 |
| MISCELLANEOUS FARM INCOME | 1849 | 1868 | 2820 | 2578 |
| 1. TOTAL FARM SALES | 47100 | 61934 | 72178 | 78259 |
| 2. INCREASE IN FARM CAPITAL | 24968 | 25787 | 24792 | 15346 |
| 3. FAMILY LIVING FROM THE FARM | 608 | 888 | 910 | 908 |
| 4. TOTAL FARM RECEIPTS 1 & 2 & 3 | 72676 | 88609 | 97880 | 95194 |
| <u>FARM EXPENSE</u> | | | | |
| DAIRY COWS BOUGHT | 1238 | 2110 | 2017 | 1602 |
| OTHER DAIRY BOUGHT | 590 | 633 | 1323 | 1094 |
| BEEF CATTLE BOUGHT (INCL. FEEDERS) | 1420 | 3539 | 514 | 783 |
| HOGS BOUGHT | 385 | 620 | 121 | 215 |
| SHEEP BOUGHT (INCL. FEEDERS) | 12 | 9 | 18 | 12 |
| OTHER PROD. LIVESTOCK | 45 | 7 | 9 | 6 |
| MISCELLANEOUS LIVESTOCK EXPENSE | 1678 | 2392 | 3097 | 3670 |
| FEED BOUGHT | 7377 | 9438 | 12243 | 13556 |
| FERTILIZER & CHEMICALS | 2075 | 3401 | 4306 | 5962 |
| OTHER CROP EXP (INCL. IRRIG OPER OR OPER COST) | 1935 | 1713 | 1823 | 2312 |
| CUSTOM WORK ENTERPRISE (INCL. LABOR) | 18 | 16 | 5 | 131 |
| CUSTOM WORK HIRED | 1633 | 2101 | 2585 | 2942 |
| GAS-OIL-GREASE BOUGHT (FARM SHARE) | 1729 | 2629 | 3335 | 4044 |
| REPAIR & OPR OF MACH/TRACTOR/TRUCK/AUTO (F.S.) | 2143 | 2531 | 3001 | 3447 |
| REPAIR & UPKEEP OF FARM REAL ESTATE | 543 | 690 | 1039 | 1087 |
| REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT | 389 | 557 | 759 | 725 |
| WAGES OF HIRED LABOR | 1211 | 1522 | 2232 | 2247 |
| ELECTRICITY EXPENSE (FARM SHARE) | 861 | 1063 | 1375 | 1717 |
| REAL ESTATE & PERS PROPERTY TAXES | 586 | 716 | 771 | 713 |
| TELEPHONE & GENERAL FARM EXPENSE | 1014 | 1265 | 1482 | 1656 |
| 5. TOTAL CASH OPERATION EXPENSE | 26882 | 39980 | 42056 | 47921 |
| 6. POWER, CROP & GEN MACH BOUGHT | 9119 | 9169 | 9279 | 8581 |
| 7. LIVESTOCK EQUIP BOUGHT | 2008 | 3466 | 3093 | 2426 |
| 8. NEW REAL ESTATE & IMPROVEMENTS | 8078 | 11726 | 8192 | 6363 |
| 9. TOTAL FARM PURCHASES | 19205 | 61350 | 62620 | 65291 |
| 10. DECREASE IN FARM CAPITAL | 189 | 875 | 0 | 5257 |
| 11. INTEREST ON FARM CAPITAL | 8693 | 11168 | 13953 | 16126 |
| 12. UNPAID FAMILY LABOR | 662 | 845 | 721 | 836 |
| 13. LABOR CHARGE FOR PARTNERS | 395 | 284 | 540 | 730 |
| 14. BOARD FURNISHED TO HIRED LABOR | 54 | 82 | 50 | 87 |
| 15. TOTAL FARM EXPENSE 9-14 | 56080 | 74604 | 77884 | 88327 |
| 16. LABOR EARNINGS 4-15 | 16596 | 14880 | 19996 | 6867 |

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1981

| | | <u>Average of 304 Farms</u> | |
|-----|--|-----------------------------|----------------|
| 1. | SIZE OF FARM - TOTAL ACRES | 359.6 | |
| 2. | - TILLABLE ACRES | 221.3 | |
| 3. | WORK UNITS - CROPS | 105.52 | |
| 4. | - LIVESTOCK | 325.65 | |
| 5. | - OTHER | 8.10 | |
| 6. | TOTAL SIZE OF BUSINESS IN WORK UNITS | 439.28 | |
| 7. | NUMBER OF WORKERS | 1.55 | |
| 8. | FARM CAPITAL INVESTMENT PER WORKER | \$ 160207 | |
| | | <u>JAN. 1</u> | <u>DEC. 31</u> |
| 9. | PRODUCTIVE LIVESTOCK | | |
| 10. | DAIRY COWS | 30454 | 32492 |
| 11. | OTHER DAIRY CATTLE | 17571 | 18029 |
| 12. | BEEF BREEDING CATTLE | 5851 | 5713 |
| 13. | BEEF FEEDER CATTLE | 1205 | 1024 |
| 14. | HOGS | 1600 | 1563 |
| 15. | SHEEP (INCLUDING FEEDERS) & GOATS | 122 | 139 |
| 16. | POULTRY - ALL TYPES | 2 | 2 |
| 17. | OTHER LIVESTOCK | 43 | 53 |
| 18. | TOTAL PRODUCTIVE LIVESTOCK | \$ 55843 | 59026* |
| 19. | CROP, SEED & FEED | 23579 | 21069 |
| 20. | POWER, MACHINERY & EQUIPMENT | | |
| 21. | AUTO & TRUCK (FARM SHARE) | 2124 | 2082 |
| 22. | POWER & MACHINERY | 26630 | 28604 |
| 23. | IRRIGATION EQUIPMENT | 1968 | 1880 |
| 24. | CUSTOM WORK EQUIPMENT | 198 | 578 |
| 25. | LIVESTOCK EQUIPMENT | 10141 | 10822 |
| 26. | TOTAL POWER, MACHINERY & EQUIPMENT | \$ 41061 | 43967* |
| 27. | LAND | 66241 | 69489 |
| 28. | BUILDINGS-FENCES-ETC. | 37595 | 40863 |
| 29. | TOTAL FARM CAPITAL | \$ 225325 | 235414* |
| 30. | INCREASE OR DECREASE IN TOTAL FARM CAPITAL | | \$ 10089* |

Table 1 lists the categories of farm capital for the average of 304 farms and for the 61 most profitable and 61 least profitable farms. These averages include the landlord's share of the investment for the rental farms.

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

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

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1981

| | | Most Profitable Farms 61 High | |
|-----|--|----------------------------------|-----------|
| | | JAN. 1 | DEC. 31 |
| 1. | SIZE OF FARM - TOTAL ACRES | 399.6 | |
| 2. | - TILLABLE ACRES | 285.6 | |
| 3. | WORK UNITS - CROPS | 143.22 | |
| 4. | - LIVESTOCK | 537.36 | |
| 5. | - OTHER | 3.37 | |
| 6. | TOTAL SIZE OF BUSINESS IN WORK UNITS | 683.96 | |
| 7. | NUMBER OF WORKERS | 1.87 | |
| 8. | FARM CAPITAL INVESTMENT PER WORKER | \$ 170830 | |
| | | JAN. 1 | DEC. 31 |
| 9. | PRODUCTIVE LIVESTOCK | | |
| 10. | DAIRY COWS | 44176 | 49450 |
| 11. | OTHER DAIRY CATTLE | 26954 | 30696 |
| 12. | BEEF BREEDING CATTLE | 1231 | 1404 |
| 13. | BEEF FEEDER CATTLE | 197 | 387 |
| 14. | HOGS | 453 | 339 |
| 15. | SHEEP (INCLUDING FEEDERS) & GOATS | 143 | 117 |
| 16. | POULTRY - ALL TYPES | | |
| 17. | OTHER LIVESTOCK | | |
| 18. | TOTAL PRODUCTIVE LIVESTOCK | \$ 73154 | 82393* |
| 19. | CROP, SEED & FEED | 30025 | 30853 |
| 20. | POWER, MACHINERY & EQUIPMENT | | |
| 21. | AUTO & TRUCK (FARM SHARE) | 2171 | 2390 |
| 22. | POWER & MACHINERY | 32196 | 36215 |
| 23. | IRRIGATION EQUIPMENT | 1379 | 1217 |
| 24. | CUSTOM WORK EQUIPMENT | 469 | 1638 |
| 25. | LIVESTOCK EQUIPMENT | 13488 | 14658 |
| 26. | TOTAL POWER, MACHINERY & EQUIPMENT | \$ 49703 | 56118* |
| 27. | LAND | 58390 | 67485 |
| 28. | BUILDINGS-FENCES-ETC. | 43965 | 48771 |
| 29. | TOTAL FARM CAPITAL | \$ 255236 | 285619* |
| 30. | INCREASE OR DECREASE IN TOTAL FARM CAPITAL | | \$ 30383* |

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

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

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1981

| | | Least Profitable Farms | |
|-----|--|------------------------|----------------|
| | | 61 Low | |
| 1. | SIZE OF FARM - TOTAL ACRES | 432.1 | |
| 2. | - TILLABLE ACRES | 253.1 | |
| 3. | WORK UNITS - CROPS | 118.47 | |
| 4. | - LIVESTOCK | 235.54 | |
| 5. | - OTHER | 13.83 | |
| 6. | TOTAL SIZE OF BUSINESS IN WORK UNITS | 367.83 | |
| 7. | NUMBER OF WORKERS | 1.38 | |
| 8. | FARM CAPITAL INVESTMENT PER WORKER | \$ 221363 | |
| | | <u>JAN. 1</u> | <u>DEC. 31</u> |
| 9. | PRODUCTIVE LIVESTOCK | | |
| 10. | DAIRY COWS | 23003 | 22994 |
| 11. | OTHER DAIRY CATTLE | 15604 | 13688 |
| 12. | BEEF BREEDING CATTLE | 19827 | 17921 |
| 13. | BEEF FEEDER CATTLE | 1704 | 1870 |
| 14. | HOGS | 3142 | 2874 |
| 15. | SHEEP (INCLUDING FEEDERS) & GOATS | 246 | 301 |
| 16. | POULTRY - ALL TYPES | 7 | 7 |
| 17. | OTHER LIVESTOCK | 57 | 61 |
| 18. | TOTAL PRODUCTIVE LIVESTOCK | \$ 63591 | 59714* |
| 19. | CROP, SEED & FEED | 33583 | 27234 |
| 20. | POWER, MACHINERY & EQUIPMENT | | |
| 21. | AUTO & TRUCK (FARM SHARE) | 2661 | 2560 |
| 22. | POWER & MACHINERY | 32825 | 34499 |
| 23. | IRRIGATION EQUIPMENT | 3313 | 3059 |
| 24. | CUSTOM WORK EQUIPMENT | 213 | 937 |
| 25. | LIVESTOCK EQUIPMENT | 8611 | 8760 |
| 26. | TOTAL POWER, MACHINERY & EQUIPMENT | \$ 47623 | 49815* |
| 27. | LAND | 103297 | 104758 |
| 28. | BUILDINGS-FENCES-ETC. | 41734 | 43718 |
| 29. | TOTAL FARM CAPITAL | \$ 289827 | 285239* |
| 30. | INCREASE OR DECREASE IN TOTAL FARM CAPITAL | | \$ (-4588)* |

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1981

| | Average of 304 Farms | 61 Farms High | 61 Farms Low |
|--|-------------------------|------------------|-----------------|
| 1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS | | | |
| 2 DAIRY COWS | \$ 4211 | 5967 | 3048 |
| 3 DAIRY PRODUCTS | 56180 | 89102 | 36427 |
| 4 OTHER DAIRY CATTLE | 4172 | 6034 | 4087 |
| 5 BEEF BREEDING CATTLE | 1899 | 353 | 7198 |
| 6 BEEF FEEDER CATTLE | 1652 | 94 | 3106 |
| 7 HOGS COMPLETE & MIXED | 2188 | 521 | 5440 |
| 8 HOGS FINISHING | 282 | | 702 |
| 9 HOGS PRODUCING WEANING PIGS | 1320 | 448 | 823 |
| 10 SHEEP, GOATS & WOOL, FARM FLOCK | 64 | 137 | 93 |
| 11 SHEEP & WOOL, FEEDER LAMBS | | | |
| 12 CHICKENS (INCLUDING HENS & BROILERS) | | | |
| 13 TURKEYS | | | |
| 14 EGGS | 13 | | 59 |
| 15 OTHER PRODUCTIVE LIVESTOCK & PRODUCTS | 4 | | 3 |
| 16 OTHER MISCELLANEOUS LIVESTOCK INCOME | 11 | 49 | 6 |
| 17 TOTAL SALES OF PRODUCTIVE LIVESTOCK | \$ 71996* | 102705* | 60992* |
| 18 SALE OF CROPS | | | |
| 19 WHEAT | 439 | 1652 | 41 |
| 19A DURUM | | | |
| 20 OTHER SMALL GRAINS | 1060 | 2237 | 1206 |
| 21 CORN | 3414 | 4029 | 9361 |
| 22 SOYBEANS | 514 | 534 | 1101 |
| 22A SUNFLOWERS | 59 | | 128 |
| 23 OTHER ROW CROPS | 63 | 316 | |
| 24 LEGUMES & OTHER FORAGE | 321 | 367 | 492 |
| 25 GRASS SEED | | | |
| 26 FRUITS & NUTS | | | |
| 27 VEGETABLE ROADSIDE MKT. & SPECIALTY | 142 | | |
| 28 NURSERY, TIMBER & OTHER | 107 | | 183 |
| 29 SET ASIDE ACRES-GOVERNMENT PAYMENTS | | | |
| 30 TOTAL SALES FROM CROPS | \$ 6119* | 9134* | 12511* |
| 31 CAP. ASSETS SOLD (AUTO/TRK/MACH.) | 437 | 620 | 512 |
| 31A CAP. ASSETS SOLD (BLDGS & IMPRVMTS) | 229 | 865 | 265 |
| 31B CAP. ASSETS SOLD (LAND) | 377 | 1779 | |
| 32 GAS TAX REFUND | 43 | 35 | 75 |
| 33 INCOME FROM WORK OFF THE FARM | 540 | 473 | 1160 |
| 34 CUSTOM WORK ENTERPRISE INCOME | 362 | 571 | 685 |
| 35 PATRONAGE REFUNDS | 595 | 853 | 451 |
| 36 MISCELLANEOUS FARM INCOME | 1578 | 2331 | 991 |
| 37 TOTAL FARM SALES | \$ 82276* | 119367* | 77642* |
| 38 INCREASE IN FARM CAPITAL | 10089 | 30383 | 0 |
| 39 FAMILY LIVING FROM THE FARM | 908 | 1146 | 735 |
| 40 TOTAL FARM RECEIPTS (37)+(38)+(39) | \$ 93273* | 150896* | 78377* |

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

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1981

| | Average of 304 Farms | 61 Farms High | 61 Farms Low |
|--|-------------------------|------------------|-----------------|
| 1 PURCHASE OF LIVESTOCK | | | |
| 2 DAIRY COWS | 1602 | 1473 | 1791 |
| 3 OTHER DAIRY CATTLE | 1094 | 1502 | 1548 |
| 4 BEEF BREEDING CATTLE | 318 | 50 | 1088 |
| 5 BEEF FEEDER CATTLE | 465 | 63 | 1197 |
| 6 HOGS COMPLETE & MIXED | 74 | 1 | 290 |
| 7 HOGS FINISHING | 104 | | 175 |
| 8 HOGS PRODUCING WEANING PIGS | 37 | | 29 |
| 9 SHEEP & GOATS | 12 | 2 | 24 |
| 10 SHEEP, FEEDER LAMBS | | | |
| 11 CHICKENS (INCLUDING HENS & BROILERS) | | | |
| 12 TURKEYS | | | |
| 13 OTHER PRODUCTIVE LIVESTOCK | 6 | | 3 |
| 14 MISCELLANEOUS LIVESTOCK EXPENSE | 3670 | 5124 | 3582 |
| 15 FEED BOUGHT | 13556 | 15987 | 13132 |
| 16 FERTILIZER | 4725 | 7749 | 6130 |
| 17 CHEMICALS | 1237 | 1978 | 1695 |
| 18 OTHER CROP EXPENSE | 2254 | 3051 | 2982 |
| 19 IRRIGATION OPERATION COSTS | 58 | 57 | 128 |
| 20 CUSTOM WK. ENTER. OPER. COSTS, INC. LABOR | 131 | 271 | 320 |
| 21 CUSTOM WORK HIRED | 2942 | 3905 | 3016 |
| 22 REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT | 725 | 1056 | 739 |
| 23 REPAIR & UPKEEP OF FARM REAL ESTATE | 1087 | 1399 | 1015 |
| 24 GAS, OIL & GREASE BOUGHT (FARM SHARE) | 4044 | 4908 | 4808 |
| 25 REPAIR & OPR. OF MACH., TRACTOR, TRUCK, AUTO | 3392 | 4261 | 3962 |
| 26 REPAIR & UPKEEP OF IRRIGATION EQUIPMENT | 13 | 13 | 29 |
| 27 REPAIRS-CUSTOM WORK ENTERPRISE | 42 | 32 | 128 |
| 28 WAGES OF HIRED LABOR | 2247 | 2840 | 1870 |
| 29 PERSONAL PROPERTY & REAL ESTATE TAXES | 713 | 833 | 967 |
| 30 GENERAL FARM EXPENSE | 1389 | 1565 | 1727 |
| 31 TELEPHONE EXPENSE (FARM SHARE) | 267 | 238 | 342 |
| 32 ELECTRICITY EXPENSE (FARM SHARE) | 1717 | 2005 | 1494 |
| 33 TOTAL CASH OPERATING EXPENSE | \$ 47922* | 60361* | 54212* |
| 34 POWER, CROP & GEN. MACH. BOUGHT (FARM SHARE) | 7949 | 11617 | 9145 |
| 35 IRRIGATION EQUIPMENT BOUGHT | 126 | 7 | 46 |
| 36 CUSTOM WORK EQUIPMENT BOUGHT | 506 | 1423 | 1027 |
| 37 LIVESTOCK EQUIPMENT BOUGHT | 2426 | 3389 | 1536 |
| 38 NEW REAL ESTATE - BLDGS/IMPROVEMENTS | 6363 | 8548 | 6172 |
| 38A NEW REAL ESTATE - LAND | 3336 | 5762 | 5125 |
| 39 TOTAL FARM PURCHASES (33) THRU (38A) | \$ 68627* | 91107* | 77264* |
| 40 DECREASE IN FARM CAPITAL | 0 | 0 | 4588 |
| 41 INTEREST ON FARM CAP. (7% OPPOR. CHG.) | 16126 | 18930 | 20127 |
| 42 UNPAID FAMILY LABOR | 836 | 589 | 658 |
| 43 LABOR CHG. FOR PARTNERS & OTHER OPER. | 730 | 1940 | 542 |
| 44 BOARD FURNISHED HIRED LABOR | 87 | 47 | 76 |
| 45 TOTAL FARM EXPENSE (39) THRU (44) | 86406 | 112613 | 103255 |
| *46 RET TO OPR LAB & MGMT-SINGLE OPER (W.F.) (2A/40-(45)) | \$ 6867 | 38282* | (-24877)* |
| 47 NUMBER OF OPERATORS | 1 | 1 | 1 |
| 48 FULL TIME OPERATOR EQUIVALENTS | 1.10 | 1.29 | 1.05 |
| 49 RET TO OPR. LABOR & MGT/FULL TIME OPR EQUIV | 6322 | 33803 | (-22913) |

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

TABLE 3 - ENTERPRISE STATEMENT - 1981

| | Average of 304 Farms | 61 Farms High | 61 Farms Low |
|--|-------------------------|------------------|-----------------|
| 1 RETURNS & NET INCREASES | | | |
| 2 PRODUCTIVE LIVESTOCK | | | |
| 3 DAIRY COWS | \$ 52398 | 84789 | 31587 |
| 4 OTHER DAIRY CATTLE | 13431 | 24593 | 7629 |
| 5 BEEF BREEDING CATTLE | 1825 | 480 | 5184 |
| 6 FEEDER CATTLE | 673 | 162 | 1295 |
| 7 HOGS, COMPLETE & MIXED | 2115 | 502 | 5036 |
| 8 HOG FINISHING ENTERPRISE | 183 | | 428 |
| 9 PRODUCING WEANING PIGS | 1276 | 376 | 761 |
| 10 SHEEP & GOATS | 71 | 112 | 124 |
| 11 SHEEP, FEEDER LAMBS | | | |
| 12 CHICKENS (INCLUDING HENS & BROILERS) | 17 | | 71 |
| 13 TURKEYS | | | |
| 14 OTHER PRODUCTIVE LIVESTOCK | 11 | | 3 |
| 15 TOTAL ALL PRODUCTIVE LIVESTOCK | \$ 71999* | 111014* | 52118* |
| 16 VALUE OF FEED FED TO LIVESTOCK (MINUS) | 38033 | 53006 | 34790 |
| 17 RETURN OVER FEED FROM LIVESTOCK | 33966 | 58008 | 17327 |
| 18 CROP, SEED & FEED | 20182 | 33132 | 16476 |
| 19 COOPERATIVE PATRONAGE REFUNDS | 595 | 853 | 451 |
| 20 MISCELLANEOUS FARM INCOME | 1578 | 2331 | 991 |
| 21 CUSTOM WORK ENTERPRISE | 97 | 14 | 100 |
| 22 TOTAL RETURNS & NET INCREASES | \$ 56418* | 94339* | 35346* |
| 23 EXPENSES & NET DECREASES | | | |
| 24 TRUCK & AUTO (FARM SHARE) | \$ 3237 | 3717 | 3423 |
| 25 TRACTORS & CROP MACHINERY | 11893 | 15185 | 14106 |
| 26 IRRIGATION EQUIPMENT | 227 | 182 | 327 |
| 27 ELECTRICITY | 1717 | 2005 | 1494 |
| 28 LIVESTOCK EQUIPMENT | 2518 | 3220 | 2280 |
| 29 BUILDINGS, FENCES & TILING | 3953 | 4276 | 4938 |
| 30 BARE LAND | (-289) | (-5112) | 3664 |
| 31 MISCELLANEOUS LIVESTOCK EXPENSE | 3670 | 5124 | 3582 |
| 32 LABOR | 3400 | 3955 | 2702 |
| 33 LABOR CHARGE FOR OTHER OPERATOR(S) | 730 | 1940 | 542 |
| 34 PROPERTY TAX | 713 | 833 | 967 |
| 35 GENERAL FARM EXPENSE & TELEPHONE | 1656 | 1803 | 2069 |
| 36 INT. ON FARM CAP. (7% OPPORTUNITY CHG) | 16126 | 18930 | 20127 |
| 37 TOTAL EXPENSES & NET DECREASES | \$ 49551* | 56057* | 60223* |
| 38 RETURN TO OPERATOR LABOR & MGMT (SIN.OPR) | \$ 6867 | 38282 | (-24877) |
| 39 NUMBER OF FARM OPERATORS | 1 | 1 | 1 |
| 40 FULL TIME OPERATORS EQUIVALENTS | 1.10 | 1.29 | 1.05 |
| 41 RTRN OPR LBR & MGT./FULL TIME OPERATOR | 6322 | 33803 | (-22913) |

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

TABLE 4 - HOUSEHOLD EXPENSE - 1981

| | | Average of 155 Farms | 28 Farms High | 28 Farms Low |
|-----------------------------|---|-------------------------|------------------|-----------------|
| 1 | NUMBER OF PERSONS - FAMILY | 4 | 4 | 4 |
| 2 | NUMBER OF ADULT EQUIVALENT - FAMILY | 3.0 | 2.8 | 3.1 |
| 3 | CHURCH & WELFARE | 572 | 659 | 343 |
| 4 | MEDICAL CARE & HEALTH INSURANCE | 1642 | 2012 | 1383 |
| 5 | FOOD & MEALS BOUGHT | 3401 | 3799 | 3591 |
| 6 | OPERATING EXPENSE & SUPPLIES | 841 | 1003 | 1038 |
| 7 | FURNISHINGS & EQUIPMENT | 713 | 851 | 603 |
| 8 | CLOTHING & CLOTHING MATERIALS | 767 | 908 | 751 |
| 9 | PERSONAL CARE, PERSONAL SPENDING | 500 | 601 | 578 |
| 10 | EDUCATION | 270 | 453 | 239 |
| 11 | RECREATION | 463 | 451 | 547 |
| 12 | GIFTS & SPECIAL EVENTS | 509 | 498 | 395 |
| 13 | PERSONAL SHARE TRUCK & AUTO EXPENSE | 750 | 658 | 885 |
| 14 | OPERATOR SHARE UPKEEP ON DWELLING | 322 | 494 | 211 |
| 14A | CASH RENT (PERSONAL) | 188 | | 632 |
| 15 | PERSONAL SHARE TELEPHONE & ELECTRICITY EXP. | 578 | 585 | 507 |
| 15A | PERSONAL SHARE-GENERAL FARM EXPENSE | 90 | 81 | 57 |
| 16 | TOTAL CASH LIVING EXPENSE | \$ 11606* | 13053* | 11760* |
| 17 | PERSONAL SHARE NEW TRUCK & AUTO | 366 | 801 | 484 |
| 18 | NEW DWELLING BOUGHT | 705 | 1157 | 705 |
| 19 | TAXES & OTHER DEDUCTIONS | 854 | 957 | 761 |
| 20 | LIFE INSURANCE & OTHER SAV. & INVEST. | 764 | 712 | 1263 |
| 21 | TOTAL HOUSEHOLD & PERSONAL (16) THRU (20) | 14295* | 16680* | 14974* |
| 22 | TOTAL FAMILY LIVING FROM THE FARM (33) | 756 | 947 | 501 |
| 23 | TOTAL CASH & NON-CASH EXP. (21)+(22) | \$ 15051* | 17627* | 15476* |
| FAMILY LIVING FROM THE FARM | | | | |
| 25 | | | | |
| 26 | MILK & CREAM (QUARTS) | _____ | _____ | _____ |
| 27 | BEEF & BUFFALO (POUNDS) | _____ | _____ | _____ |
| 28 | PORK (POUNDS) | _____ | _____ | _____ |
| 29 | LAMB, MUTTON, GOAT (POUNDS) | _____ | _____ | _____ |
| 30 | POULTRY, ALL FOWL (POUNDS) | _____ | _____ | _____ |
| 31 | EGGS (DOZEN) | _____ | _____ | _____ |
| 32 | VEGETABLES, FRUITS, SPUDS, OTHER PRODUCE & FUEL | _____ | _____ | _____ |
| 33 | TOTAL FAMILY LIVING FROM THE FARM | \$ 756 | 947 | 501 |

The household and personal expenses and receipts presented in Table 4 are for those farms with complete accounts. These farmers spent an average of \$1191 per month for family living in addition to the food, fuel, and housing furnished by the farm.

TABLE 5 - NET WORTH STATEMENT -- OPERATOR - 1981
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

| | | Average of 295 Farms | |
|--|--|----------------------|-----------------|
| | | JAN. 1 | DEC. 31 |
| 1 | TOTAL PRODUCTIVE LIVESTOCK | \$ 54818 | 57083 |
| 2 | CROP, SEED & FEED | 22894 | 21342 |
| 3 | TOTAL POWER, MACHINERY & EQUIPMENT | 40330 | 42893 |
| 4 | LAND (ACRES OWNED 288.0) (TILLABLE 156.5) | 60873 | 63708 |
| 5 | BUILDINGS, FENCES, ETC. | 36372 | 39282 |
| 6 | TOTAL FARM CAPITAL | \$ 215286 | 224308* |
| 7 | NON-FARM ASSETS | 11484 | 12525 |
| 7A | CASH ON HAND & IN BANK | 2068 | 1409 |
| 8 | DWELLING | 16975 | 10814 |
| 9 | TOTAL ASSETS | \$ 245812 | 256256* |
| 10 | REAL ESTATE MORTGAGES | 66293 | 71826 |
| 11 | CHattel MORTGAGES | 44372 | 49823 |
| 12 | NOTES | 6344 | 7035 |
| 13 | ACCOUNTS PAYABLE | 3317 | 4229 |
| 14 | TOTAL LIABILITIES | \$ 120325 | 132912* |
| 15 | FARMERS NET WORTH | \$ 125487 | 123343* |
| 16 | GAIN (OR LOSS) IN NET WORTH | | \$ (-2144)* |
| ***** | | | |
| 17 | SUPPLEMENTARY MANAGEMENT INFORMATION | | |
| 18 | RETURN TO OPERATORS LABOR & MGMT. (6B/47) | \$ 5791 | |
| 19 | RETURN TO CAPITAL & FAMILY LABOR (6B/48) | 9337 | |
| 20 | NON-FARM INCOME | | |
| 21 | OUTSIDE INVESTMENT INCOME | 620 | |
| 22 | OTHER PERSONAL INCOME & INCOME TAX REFUND | 3431 | |
| 22A | SALE OF (P.S.) DWELLING, AUTO & TRUCK | 49 | |
| 23 | TOTAL NON-FARM INCOME | \$ 4100 | |
| 24 | TOTAL FAMILY FARM & NON-FARM INCOME | \$ 13437 | |
| 25 | TOTAL MONEY BORROWED | 37430 | |
| 26 | TOTAL PAID ON DEBT (PRINCIPAL) | 25727 | |
| 27 | TOTAL HOUSEHOLD & PERS CASH/NON-CASH EXP (4/23) | 10620 | |
| 28 | RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S.) | .940 | |
| | | JAN. 1 | DEC. 31 |
| 29 | RATIO: TOTAL-ASSETS TO LIABILITIES | 2.043 | 1.928 |
| 30 | RATIO: NON-REAL ESTATE-ASSETS TO LIAB. | 2.435 | 2.214 |
| 31 | RATIO: REAL ESTATE-ASSETS TO LIAB. | 1.723 | 1.685 |
| 32 | RATIO: NET WORTH TO TOTAL LIABILITIES | 1.043 | .928 |
| 33* | RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.) | | .776 |
| 34 | RATIO: TOTAL FARM RECEIPTS TO AVE FARM CAPITAL (W.F.) | | .423 |
| 35 | RATIO: TOTAL FARM RECEIPTS TO AVE FARM CAPITAL (O.S.) | | .432 |
| *ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS | | | |

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

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

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1981

| | | 59 Farms High | | 59 Farms Low | |
|-------|---|---------------|-----------|--------------|--------------|
| | | JAN. 1 | DEC. 31 | JAN. 1 | DEC. 31 |
| 1 | TOTAL PRODUCTIVE LIVESTOCK | \$ 66888 | 76487 | 59840 | 55478 |
| 2 | CROP, SEED & FEED | 29433 | 31162 | 32277 | 26036 |
| 3 | TOTAL POWER, MACHINERY & EQUIPMENT | 49979 | 54880 | 47328 | 47588 |
| 4 | LAND | 62335 | 70705 | 96196 | 97681 |
| 5 | BUILDINGS, FENCES, ETC. | 45113 | 49521 | 38798 | 39237 |
| 6 | TOTAL FARM CAPITAL | \$ 253749 | 282755* | 274440 | 266020* |
| 7 | NON-FARM ASSETS | 10810 | 12505 | 17992 | 19047 |
| 7A | CASH ON HAND & IN BANK | 1736 | 1911 | 2075 | 1236 |
| 8 | DWELLING | 16880 | 17501 | 20064 | 21285 |
| 9 | TOTAL ASSETS | \$ 283174 | 314672* | 314571 | 307588* |
| 10 | REAL ESTATE MORTGAGES | 67103 | 74926 | 89949 | 94128 |
| 11 | CHattel MORTGAGES | 42717 | 47418 | 53219 | 60309 |
| 12 | NOTES | 10707 | 13691 | 6508 | 7668 |
| 13 | ACCOUNTS PAYABLE | 2769 | 3076 | 2494 | 4972 |
| 14 | TOTAL LIABILITIES | \$ 123298 | 139111* | 152171 | 167076* |
| 15 | FARMERS NET WORTH | \$ 159877 | 175561* | 162401 | 140512* |
| 16 | GAIN (OR LOSS) IN NET WORTH | | \$ 15684* | | \$ (-21889)* |
| <hr/> | | | | | |
| 17 | SUPPLEMENTARY MANAGEMENT INFORMATION | | | | |
| 18 | RET. TO OPER. LABOR & MGMT.(6B/47) | \$ 36693 | | (-26057) | |
| 19 | RET. TO CAPITAL & FAMILY LABOR (6B/48) | 40677 | | (-21381) | |
| 20 | NON-FARM INCOME | | | | |
| 21 | OUTSIDE INVESTMENT INCOME | 965 | | 847 | |
| 22 | OTHER PERSONAL INCOME & INCOME TAX REF. | 1618 | | 5713 | |
| 22A | SALE OF (P.S.) DWELLING, AUTO & TRUCK | | | 7 | |
| 23 | TOTAL NON-FARM INCOME | \$ 2583 | | 6568 | |
| 24 | TOTAL FAMILY FARM & NON-FARM INCOME | 43260 | | (-14813) | |
| 25 | TOTAL MONEY BORROWED | 46540 | | 40139 | |
| 26 | TOTAL PAID ON DEBT (PRINCIPAL) | 33659 | | 27229 | |
| 27 | TOT. HSHOLD & PERS CASH/NON-CASH EXP (4/23) | 11085 | | 10248 | |
| 28 | RATIO: TOT. FARM-EXP. TO RECEIPTS (O.S.) | .743 | | 1.310 | |
| | | JAN. 1 | DEC. 31 | JAN. 1 | DEC. 31 |
| 29 | RATIO: TOTAL-ASSETS TO LIABILITIES | 2.297 | 2.262 | 2.067 | 1.841 |
| 30 | RATIO: NON-REAL ESTATE-ASSETS TO LIAB. | 2.827 | 2.757 | 2.564 | 2.048 |
| 31 | RATIO: REAL ESTATE-ASSETS TO LIAB. | 1.853 | 1.838 | 1.724 | 1.681 |
| 32 | RATIO: NET WORTH TO TOTAL LIABILITIES | 1.297 | 1.262 | 1.067 | .841 |
| 33* | RATIO: CASH OPERATING EXP TO ADJ TOT FARM SALES (O.S.) | | .680 | | .918 |
| 34 | RATIO: TOTAL FARM RECPTS TO AVE FARM CAP (W.F.) | | .506 | | .304 |
| 35 | RATIO: TOTAL FARM RECPTS TO AVE FARM CAP (O.S.) | | .532 | | .307 |

*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1981

| | Average of 304 Farms | 61 Farms High | 61 Farms Low |
|--|-------------------------|------------------|-----------------|
| 1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS | | | |
| 2 DAIRY COWS | \$ 4152 | 5896 | 2864 |
| 3 DAIRY PRODUCTS | 55019 | 84276 | 35239 |
| 4 OTHER DAIRY CATTLE | 4124 | 5324 | 4196 |
| 5 BEEF BREEDING CATTLE | 1809 | 374 | 6734 |
| 6 BEEF FEEDER CATTLE | 1652 | 385 | 3106 |
| 7 HOGS COMPLETE & MIXED | 2172 | 324 | 5440 |
| 8 HOGS FINISHING | 282 | | 702 |
| 9 HOGS PRODUCING WEANING PIGS | 1301 | 448 | 823 |
| 10 SHEEP, GOATS & WOOL, FARM FLOCK | 64 | 137 | 138 |
| 11 SHEEP & WOOL, FEEDER LAMBS | | | |
| 12 CHICKENS (INCLUDING HENS & BROILERS) | | | |
| 13 TURKEYS | | | |
| 14 EGGS | 5 | | 18 |
| 15 OTHER PRODUCTIVE LIVESTOCK & PRODUCTS | 4 | | 3 |
| 16 OTHER MISCELLANEOUS LIVESTOCK INCOME | 11 | 49 | |
| 17 TOTAL SALES OF PRODUCTIVE LIVESTOCK | \$ 70595* | 97213* | 59263* |
| 18 SALE OF CROPS | | | |
| 19 WHEAT | 281 | 154 | 778 |
| 19A DURUM | | | |
| 20 OTHER SMALL GRAIN | 957 | 1952 | 1322 |
| 21 CORN | 3221 | 3954 | 9321 |
| 22 SOYBEANS | 484 | 543 | 1082 |
| 22A SUNFLOWERS | 59 | | 128 |
| 23 OTHER ROW CROPS | 63 | 316 | |
| 24 LEGUMES & OTHER ROUGHAGE | 290 | 386 | 486 |
| 25 GRASS SEED | | | |
| 26 FRUITS & NUTS | | | |
| 27 VEGETABLES, ROADSIDE MARKET & SPECIALTY | 142 | | |
| 28 NURSERY, TIMBER & OTHER | 107 | | 183 |
| 29 SET ASIDE ACRES - GOVERNMENT PAYMENTS | | | |
| 30 TOTAL SALES FROM CROPS | \$ 5605* | 7303* | 13300* |
| 31 CAP. ASSETS SOLD (AUTO/TRK/MACH.) | 437 | 552 | 513 |
| 31A CAP ASSETS SOLD (BLDGS & IMPROVEMENTS) | 228 | 859 | 265 |
| 31B CAP. ASSETS SOLD (LAND) | 377 | 1779 | |
| 32 GAS TAX REFUND | 43 | 42 | 73 |
| 33 INCOME FROM WORK OFF THE FARM | 539 | 517 | 1160 |
| 34 CUSTOM WORK ENTERPRISE INCOME | 357 | 82 | 685 |
| 35 PATRONAGE REFUNDS | 591 | 746 | 426 |
| 36 MISCELLANEOUS FARM INCOME | 1574 | 2429 | 909 |
| 37 TOTAL FARM SALES | \$ 80345* | 111522* | 76594* |
| 38 INCREASE IN FARM CAPITAL | 9399 | 28432 | 0 |
| 39 FAMILY LIVING FROM THE FARM | 875 | 962 | 613 |
| 40 TOTAL FARM RECEIPTS (37)+(38)+(39) | \$ 90619* | 140916* | 77207* |
| 41 ADJUSTED TOTAL FARM SALES (37)-(31) | 79304 | 108332 | 75816 |
| 42 TOTAL CASH FARM OPERATING EXPENSE | 61423 | 72742 | 70346 |
| 43 NET CASH OPERATING INCOME | \$ 17881* | 35590* | 5470* |

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

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1981

| | | Average of 304 Farms | 61 Farms High | 61 Farms Low |
|-----|--|-------------------------|------------------|-----------------|
| 1 | PURCHASE OF LIVESTOCK | | | |
| 2 | DAIRY COWS | \$ 1579 | 1713 | 1473 |
| 3 | OTHER DAIRY CATTLE | 1035 | 1096 | 1508 |
| 4 | BEEF BREEDING CATTLE | 298 | 50 | 990 |
| 5 | BEEF FEEDER CATTLE | 465 | 63 | 1197 |
| 6 | HOGS COMPLETE | 72 | 1 | 290 |
| 7 | HOGS FINISHING | 104 | | 175 |
| 8 | HOGS PRODUCING WEANING PIGS | 36 | | 29 |
| 9 | SHEEP, FARM FLOCK | 12 | 2 | 32 |
| 10 | SHEEP, FEEDER LAMBS | | | |
| 11 | CHICKENS | | | |
| 12 | TURKEYS | | | |
| 13 | OTHER PRODUCTIVE LIVESTOCK | 6 | | 3 |
| 14 | MISCELLANEOUS LIVESTOCK EXPENSE | 3622 | 4983 | 3409 |
| 15 | FEED BOUGHT | 13435 | 14358 | 12452 |
| 16 | FERTILIZER | 4618 | 6817 | 6428 |
| 17 | CHEMICALS | 1209 | 1832 | 1716 |
| 18 | OTHER CROP EXPENSE | 2194 | 2691 | 3027 |
| 19 | IRRIGATION OPERATION COST | 58 | 96 | 120 |
| 20 | CUSTOM WORK OPERATOR COSTS, INC. LABOR | 107 | 37 | 320 |
| 21 | CUSTOM WORK HIRED | 2901 | 3677 | 2925 |
| 22 | REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT | 715 | 957 | 703 |
| 23 | REPAIR & UPKEEP OF FARM REAL ESTATE | 1062 | 1308 | 938 |
| 24 | GAS, OIL, GREASE BOUGHT (FARM SHARE) | 3969 | 4469 | 4916 |
| 25 | REP & OPER-MACH,TRACTOR,TRUCK,AUTO (F.S.) | 3322 | 3887 | 4019 |
| 26 | REP & UPKEEP OF IRRIGATION EQUIPMENT | 13 | 13 | 26 |
| 27 | REPAIRS, CUSTOM WORK ENTERPRISE | 41 | | 128 |
| 28 | WAGES OF HIRED LABOR | 2244 | 2641 | 1966 |
| 29 | PERSONAL PROPERTY & REAL ESTATE TAXES | 694 | 822 | 924 |
| 30 | CASH RENT | 1606 | 2049 | 2131 |
| 31 | GENERAL FARM EXPENSES | 1372 | 1661 | 1614 |
| 32 | TELEPHONE EXPENSE (FARM SHARE) | 260 | 260 | 319 |
| 33 | ELECTRICITY EXPENSE (FARM SHARE) | 1681 | 1943 | 1454 |
| 34 | INTEREST ACTUALLY PAID | 12691 | 15317 | 15113 |
| 35 | TOTAL CASH OPERATING EXPENSE | \$ 61423* | 72742* | 70346* |
| 36 | POWER, CROP & GEN MACH BOUGHT (FARM SHARE) | 7833 | 11097 | 9457 |
| 37 | IRRIGATION EQUIPMENT BOUGHT | 126 | 7 | 46 |
| 38 | CUSTOM WORK ENTERPRISE EQUIPMENT BOUGHT | 506 | | 1027 |
| 39 | LIVESTOCK EQUIPMENT BOUGHT | 2396 | 3466 | 1451 |
| 40 | NEW REAL ESTATE-BLDGS/IMPROVEMENTS | 5947 | 8115 | 4781 |
| 40A | NEW REAL ESTATE-LAND | 2964 | 4762 | 3436 |
| 41 | TOTAL FARM PURCHASES (35) THRU (40A) | \$ 81194* | 100191* | 90544* |
| 42 | DECREASE IN FARM CAPITAL | | | 7965 |
| 43 | INTEREST ON FARM CAPITAL (7% OPP CHG) | 2710 | 3287 | 4051 |
| 44 | UNPAID FAMILY LABOR | 836 | 697 | 625 |
| 45 | BOARD FURNISHED HIRED LABOR | 87 | 47 | 79 |
| 46 | TOTAL FARM EXPENSE (41) THRU (45) | \$ 84827* | 104222* | 103264* |
| 47 | RET. TO OPERATOR LABOR & MGMT. (O.S.) | | | |
| | (6A/40)-(46) | \$ 5791* | 36693* | (-26057)* |
| 48 | *RET. TO CAPITAL & FAMILY LABOR | | | |
| | (47)+(44)+(43) | \$ 9337 | 40677 | (-21381) |

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

EXPLANATION OF WORK UNITS

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

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

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

HARVEST PRICES OF HOME GROWN FEED AND OTHER PRICES USED IN 1981 REPORT

| <u>SMALL GRAIN & CORN</u> | | <u>PASTURE PER HEAD PER MONTH</u> | |
|-------------------------------|----------------------|-----------------------------------|--------|
| Corn | \$2.25/bu | Dairy Cows, Beef Cows | \$5.00 |
| Oats | 2.00/bu | Other Dairy and Beef | 2.50 |
| Soybeans | 5.75/bu | Hogs | .35 |
| Wheat | 4.00/bu | Pigs | .10 |
| Rye | 3.50/bu | Sheep | .50 |
| Barley (Feed) | 1.95/bu | Lambs | .25 |
| Potatoes | 2.40/bu (\$4.00/cwt) | | |

| <u>ROUGHAGES</u> | | <u>PRODUCTS USED IN THE HOME</u> | |
|------------------------|---------------|----------------------------------|-----------|
| Alfalfa Hay | \$45-\$80/ton | Cream | 2.50/qt |
| O. Leg. & Mix | \$30-\$60/ton | Whole Milk | .40/qt |
| Wild Annual & Tame Hay | \$15-\$30/ton | Whole Milk fed | 13.00/cwt |
| Corn Silage | \$15/ton | | |
| Oatlage | \$18/ton | | |
| Haylage | \$23-\$40/ton | | |
| Straw | \$20-\$40/ton | | |
| Cornstover | \$10/ton | | |

| <u>UNPAID FAMILY LABOR</u> | |
|----------------------------|----------------|
| Second Operators Labor | \$600.00/month |
| Unpaid Family Labor | 15.00/day |

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

MEASURER OF FARM ORGANIZATION EFFICIENCY

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

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

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1981

| | Average of 304 Farms | 61 Farms High | 61 Farms Low |
|---|-------------------------|------------------|-----------------|
| 1 RETURN TO OPERATORS LABOR & MANAGEMENT | \$ 6867 | 38282 | (-24877) |
| 2 CROP YIELD INDEX | 100.0 | 90.7 | 104.5 |
| 3 PERCENT TILLABLE LAND IN HIGH RETURN CROPS | 63.7 | 68.2 | 63.7 |
| 4 GROSS RETURN PER TILLABLE ACRE (EXC. PASTURE) | \$ 150.99 | 176.56 | 136.28 |
| 5 RETURN PER \$100 FEED FED PROD. LIVESTOCK INDEX | 100.0 | 107.6 | 95.5 |
| 6* LIVESTOCK UNITS PER 100 ACRES | 29.42 | 32.60 | 27.19 |
| 7 SIZE OF BUSINESS-WORK UNITS | 439.28 | 683.96 | 367.83 |
| 8 WORK UNITS PER WORKER | 283.41 | 365.75 | 266.54 |
| 9 POWER, MACH, EQUIP, BLDG EXP PER WORKER UNIT | \$ 53.81 | 41.79 | 72.65 |
| 10 FARM CAPITAL INVESTMENT PER WORKER | \$ 148626 | 144614 | 203357 |
| 11 INDEX OF RETURN PER \$100 FEED FED | | | |
| 12 6100A BEEF BREEDING FARM, WHOLE HERD, COMM. | 100.0 | 113.5 | 92.5 |
| 13 6290A DAIRY COWS, COMMERCIAL, GENERAL | 100.0 | 105.5 | 87.2 |
| 14 6310A OTHER DAIRY, COMMERCIAL, REPLACEMENTS | 100.0 | 108.0 | 77.4 |
| 15 6470A HOGS, FARROW, FINISH, GENERAL | 100.0 | 124.6 | 94.4 |
| 16 6490A HOGS, FINISHING | 100.0 | | 86.3 |
| 30 NUMBER OF ANIMAL UNITS | 75.64 | 102.04 | 83.50 |
| 31 WORK UNITS | | | |
| 32 CROPS | 105.52 | 143.22 | 118.47 |
| 33 PRODUCTIVE LIVESTOCK | 325.65 | 537.36 | 235.54 |
| 34 OTHER PRODUCTIVE WORK UNITS | 8.10 | 3.37 | 13.87 |
| 35 EXPENSES PER WORK UNITS | | | |
| 36 TRACTOR & CROP MACHINERY EXPENSE | \$ 27.70 | 22.47 | 39.47 |
| 37 FARM SHARE OF AUTO & TRUCK EXPENSE | \$ 7.40 | 5.43 | 9.36 |
| 38 FARM SHARE OF ELECTRIC EXPENSE | \$ 3.92 | 2.93 | 4.09 |
| 39 LIVESTOCK EQUIPMENT EXPENSE | \$ 5.75 | 4.71 | 6.23 |
| 40 BUILDING, FENCE & TILING EXPENSE | \$ 9.03 | 6.25 | 13.50 |
| 40A OTHER EXPENSE PER WORK UNITS (INC. CUSTOM ENT) | | | |
| 40B GEN. FARM TELE/OTHER UTILITIES EXCEPT ELECT. | \$ 3.77 | 2.64 | 5.62 |
| 40C HIRED LABOR | \$ 5.12 | 4.15 | 5.08 |
| 41** TRACTOR & CROP MACH. EXP. PER CROP ACRE | \$ 53.24 | 52.56 | 55.47 |
| 42 FARM POWER & MACH. COST ALLOC. TO LIVESTOCK | \$ 3147.57 | 3984.50 | 2514.93 |
| 43 BLDG. FENCE & TIL. COST ALLOC. TO CROPS BCAF (3) | \$ 622.98 | | 1605.00 |
| 44 * ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE | | | |
| 45 **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY | | | |

THEMOMETER CHART

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

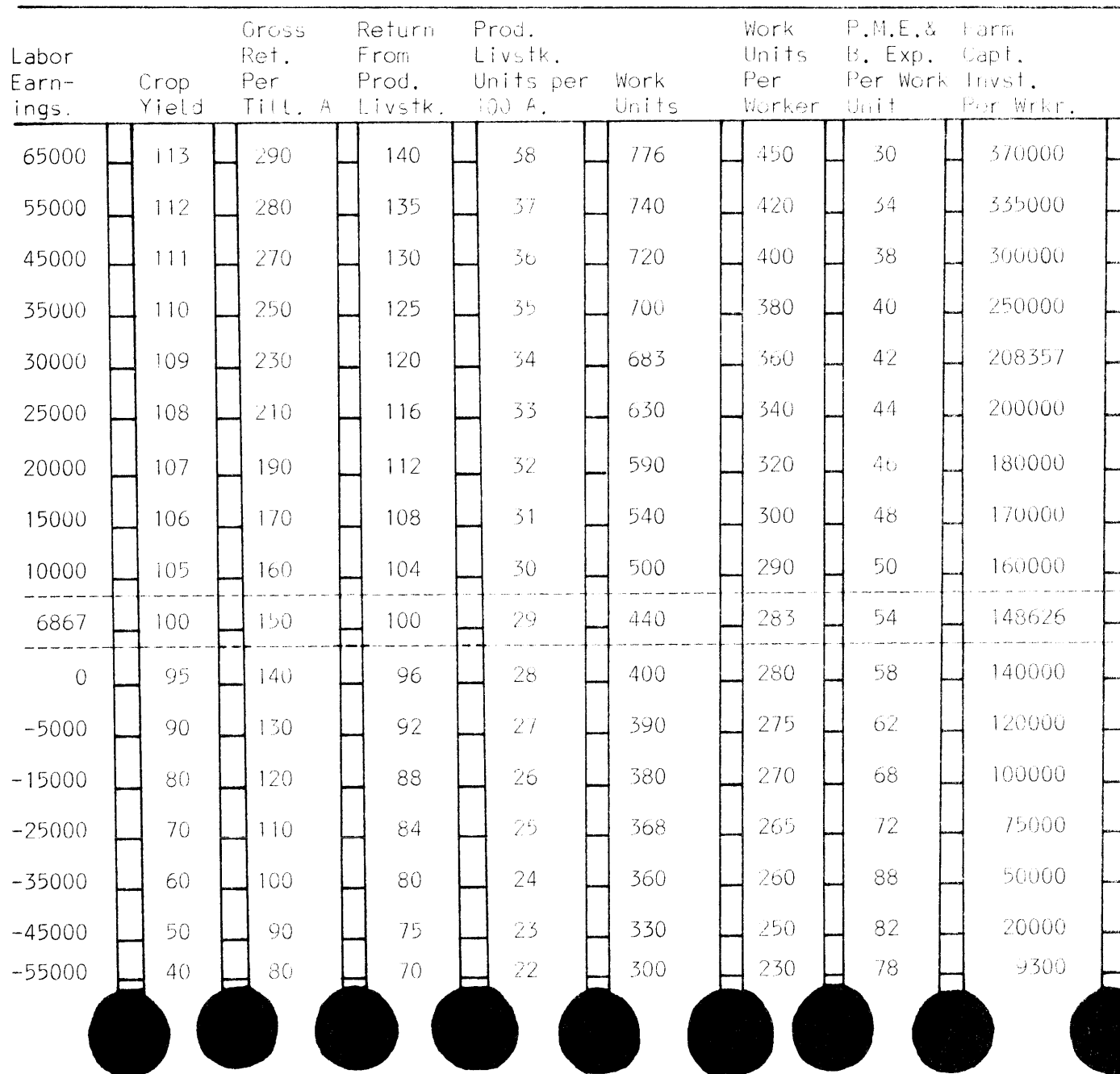
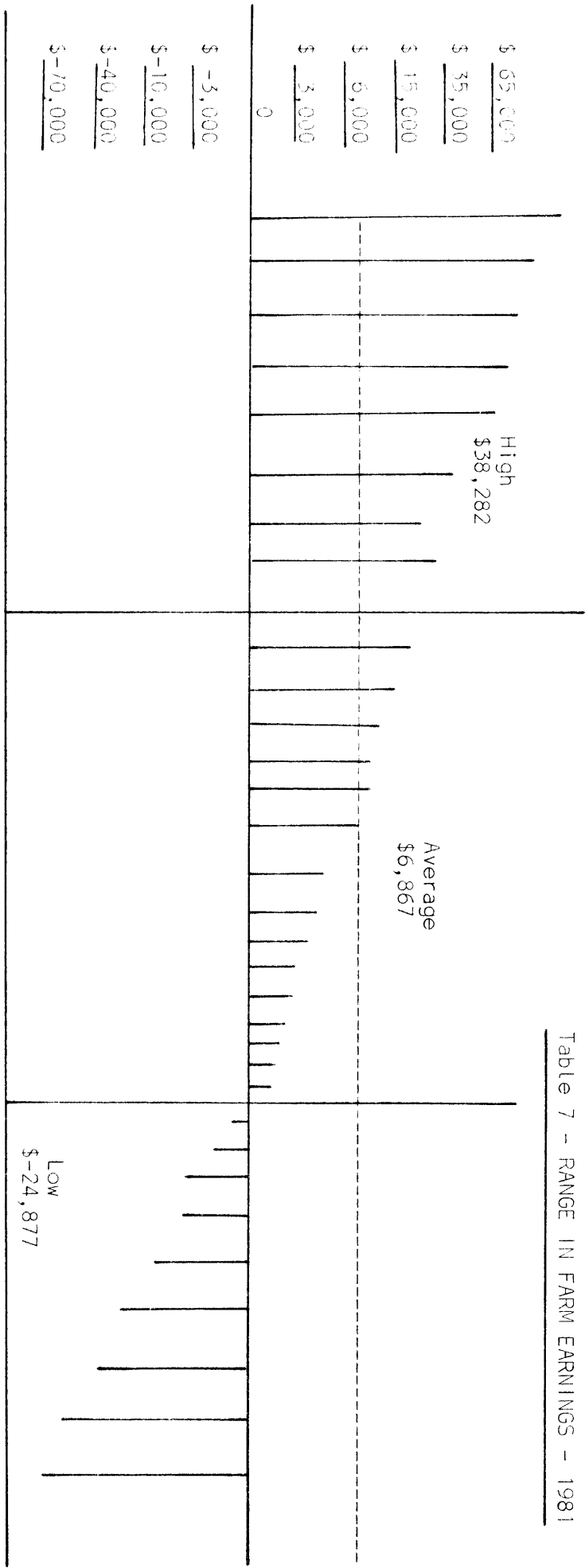


Table 7 - RANGE IN FARM EARNINGS - 1981



Each line represents 12 farm units. Every study of farm earnings shows a wide variation in earnings among farmers in a given year. Some of the causes for these differences in earnings, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The most important management factors affecting earnings are as follows:

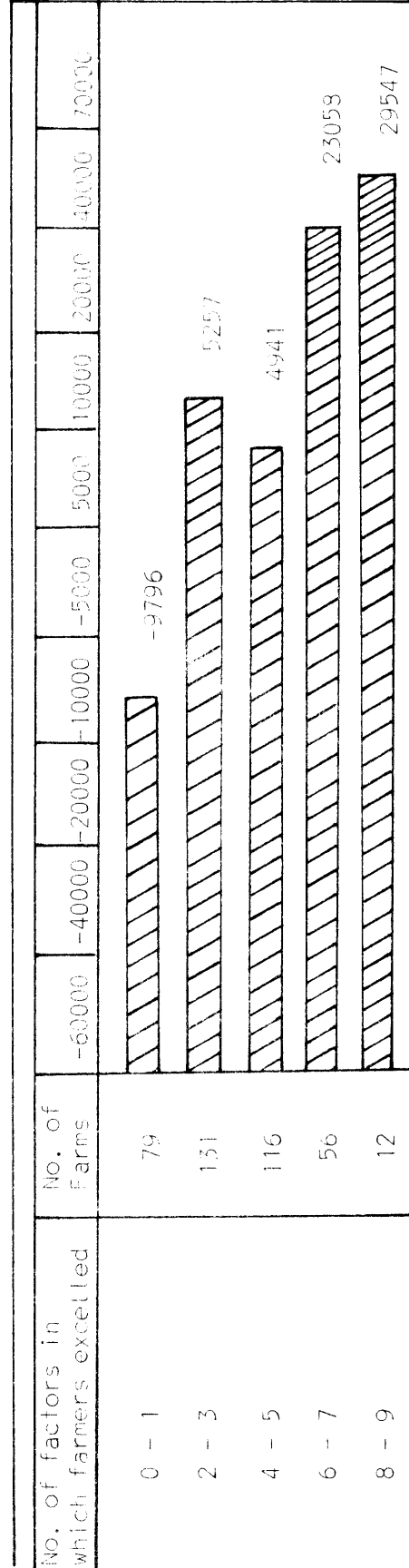
- | | | |
|--------------------------|-----------------------------------|---------------------------|
| 1. Crop Yield | 2. Gross Return Per Tillable Acre | 3. Returns from Livestock |
| 4. Amount of Livestock | 5. Size of Business | 6. Work Units Per Worker |
| 7. Control Over Expenses | 8. Farm Investments Per Worker | |

LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

- | | | |
|---|----------------------------------|--------------------------|
| 1. Crop Yield | 2. Gross Return for Tillage Acre | 3. Return from Livestock |
| 4. Amount of Livestock | 5. Size of Business | 6. Work Units Per Worker |
| 7. Control Over Power & Machinery Expense | 8. Farm Investment Per Worker | |

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



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

TABLE 9 - SELECTED CROP DATA FOR 304 FARMS - 1981

| CROP | AVERAGE ACRES | AVERAGE YIELD | AVERAGE COST PER UNIT OF PRODUCTION | AVERAGE RETURN OVER LISTED COST PER ACRE |
|--------------------------|------------------|------------------|---|--|
| Barley | 46.3 | 39.0 BU | 1.99 | 8.55 |
| Oats for Feed | 28.9 | 53.3 BU | 1.45 | 40.42 |
| Rye | 29.7 | 48.8 BU | 1.50 | 85.98 |
| Wheat | 70.2 | 34.7 BU | 2.97 | 31.74 |
| Corn | 48.7 | 78.8 BU | 2.02 | 16.33 |
| Soybeans | 49.9 | 24.1 BU | 4.88 | 22.52 |
| Alfalfa Hay | 39.2 | 3.0 TON | 41.19 | 82.70 |
| Red Clover Hay | 18.5 | 2.5 TON | 38.09 | 50.61 |
| Other Tillable Grass Hay | 25.5 | 1.6 TON | 35.60 | .02 |
| Legume Grass Mix Hay | 63.4 | 2.6 TON | 32.21 | 37.29 |
| Grain Silage | 16.8 | 4.5 TON | 22.45 | (-16.26) |
| Corn Silage | 30.6 | 11.6 TON | 13.08 | 36.10 |
| Corn Irrigated | 92.5 | 87.7 TON | 2.28 | (-4.50) |
| Alfalfa Hay (Irrig.) | 35.3 | 3.1 TON | 54.63 | 39.96 |
| Corn Silage (Irrig.) | 23.4 | 14.7 TON | 15.83 | 14.11 |

| SUPPLEMENTARY MANAGEMENT INFORMATION | 304 FARMS AVERAGE | 61 FARMS HIGH | 61 FARMS LOW |
|---|----------------------|------------------|-----------------|
| PERCENT LAND TILLABLE | 61.5 | 71.5 | 58.6 |
| PERCENT LAND IN HIGH RETURN CROPS | 63.7 | 68.2 | 63.7 |
| *FERTILIZER COST PER ACRE | 21.74 | 27.60 | 23.17 |
| *CROP CHEMICALS PER ACRE | 5.56 | 6.66 | 6.13 |
| *SEED & OTHER COSTS PER ACRE | 10.99 | 12.17 | 11.64 |
| *GAS, OIL & GREASE BOUGHT PER ACRE | 15.77 | 15.46 | 15.34 |
| *REPAIR & MAINT. COST/ACRE | 16.04 | 15.16 | 16.22 |
| *TILLABLE LAND (-) TILLABLE PASTURE, FALLOW & IDLE LAND | | | |

TABLE 10 - CROP ANALYSIS

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

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

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

Supplementary Management information deals with Line 33 which breaks down the utilities (electricity & telephone) on a work unit basis and Line 33A does the same for Buildings, Fences and Tiling Costs.

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

TABLE 10 - CROP DATA FOR BARLEY, SPRING - 1981

| | Average of 44 Farms Per Acre | 15 Farms High Per Acre | 15 Farms Low Per Acre |
|---|------------------------------------|------------------------------|-----------------------------|
| 1 ACRES | 46.3 | 21.3 | 69.6 |
| 2 YIELD | 39.0 | 60.6 | 28.4 |
| 3 VALUE PER PRODUCTION UNIT | 2.09 | 2.10 | 2.10 |
| 4 CROP PRODUCT RETURN | 81.47 | 127.28 | 59.74 |
| 5 OTHER CROP INCOME | 4.67 | 12.82 | 2.16 |
| 6 TOTAL CROP RETURN | \$ 86.14* | 140.10* | 61.90* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 14.02 | 10.70 | 19.14 |
| 9 CHEMICALS | 1.94 | 2.58 | 1.14 |
| 10 SEED | 6.72 | 11.46 | 5.50 |
| 10A CROP DRYING | | | |
| 10B OTHER EXPENSE | 2.25 | 1.74 | 2.53 |
| 11 SPECIAL HIRED LABOR | | | |
| 12 CUSTOM WORK HIRED | 3.50 | .70 | 4.22 |
| 13 IRRIGATION OPERATION | | | |
| 14 TOTAL DIRECT COSTS | \$ 28.43* | 27.18* | 32.53* |
| 15 RETURN OVER DIRECT COSTS | \$ 57.71* | 112.92* | 29.37* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 10.44 | 14.94 | 8.62 |
| 18 FARM POWER & MACHINERY - OPERATION | 16.85 | 18.51 | 16.59 |
| 19 IRRIG. EQUIPMENT OWNERSHIP | | | |
| 20 LAND COSTS | 17.75 | 20.00 | 16.33 |
| 21 MISCELLANEOUS COSTS | | | |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 4.12 | 5.45 | 3.70 |
| 23 TOTAL ALLOCATED COSTS | \$ 49.16 | 58.90 | 45.24 |
| 24 RETURN OVER ALL LISTED COSTS | \$ 8.55 | 54.02 | (-15.87)* |
| ----- | | | |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .30 | .30 | .30 |
| 27 POWER COSTS ALLOCATION FACTOR | 1.00 | 1.00 | 1.00 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 1.99 | 1.42 | 2.73 |
| 29 RETURN OVER LISTED COSTS PER UNIT | .22 | .89 | (-.56) |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | 37.12 | 40.99 | 37.03 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 33.74 | 39.37 | 31.72 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 77.59* | 86.08* | 77.77* |
| ----- | | | |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 89.17 | 23.29 | 187.84 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR OATS, FEED - 1981

| | Average of 258 Farms Per Acre | 51 Farms High Per Acre | 51 Farms Low Per Acre |
|---|-------------------------------------|------------------------------|-----------------------------|
| 1 ACRES | 28.9 | 25.0 | 28.1 |
| 2 YIELD | 53.3 | 77.7 | 29.1 |
| 3 VALUE PER PRODUCTION UNIT | 1.96 | 1.99 | 1.89 |
| 4 CROP PRODUCT RETURN | 104.36 | 154.60 | 55.02 |
| 5 OTHER CROP INCOME | 13.46 | 29.04 | 4.52 |
| 6 TOTAL CROP RETURN | \$ 117.82* | 183.64* | 59.54* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 9.31 | 8.40 | 11.67 |
| 9 CHEMICALS | .66 | .68 | .64 |
| 10 SEED | 5.74 | 5.52 | 6.01 |
| 10A CROP DRYING | .10 | | |
| 10B OTHER EXPENSE | 1.28 | 1.96 | .46 |
| 11 SPECIAL HIRED LABOR | .03 | .04 | |
| 12 CUSTOM WORK HIRED | 3.36 | 2.48 | 4.34 |
| 13 IRRIGATION OPERATION | | | |
| 14 TOTAL DIRECT COSTS | \$ 20.48* | 19.08* | 23.12* |
| 15 RETURN OVER DIRECT COSTS | \$ 97.34* | 164.56* | 36.42* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 11.48 | 12.27 | 10.99 |
| 18 FARM POWER & MACHINERY - OPERATION | 15.61 | 15.07 | 16.63 |
| 19 IRRIG. EQUIP. OWNERSHIP | | | |
| 20 LAND COSTS | 25.37 | 31.12 | 19.55 |
| 21 MISCELLANEOUS COSTS | .10 | .20 | .11 |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 4.36 | 4.38 | 4.55 |
| 23 TOTAL ALLOCATED COSTS | \$ 56.92* | 63.04* | 51.83* |
| 24 RETURN OVER ALL LISTED COSTS | \$ 40.42* | 101.52* | (-15.41)* |
| ----- | | | |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .30 | .30 | .30 |
| 27 POWER COSTS ALLOCATION FACTOR | .98 | .98 | .97 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 1.45 | 1.06 | 2.57 |
| 29 RETURN OVER LISTED COSTS PER UNIT | .76 | 1.31 | (-.53) |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | 39.49 | 41.27 | 39.66 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 33.69 | 33.37 | 35.06 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 77.40* | 82.12* | 74.95* |
| ----- | | | |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 66.22 | 42.76 | 73.22 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR RYE - 1981

| | Average of 10 Farms Per Acre |
|---|------------------------------------|
| 1 ACRES | 29.7 |
| 2 YIELD | 48.8 |
| 3 VALUE PER PRODUCTION UNIT | 3.09 |
| 4 CROP PRODUCT RETURN | 150.64 |
| 5 OTHER CROP INCOME | 8.42 |
| 6 TOTAL CROP RETURN | \$ 159.06* |
| 7 DIRECT COSTS | |
| 8 FERTILIZER | 17.51 |
| 9 CHEMICALS | 1.31 |
| 10 SEED | 1.52 |
| 10A CROP DRYING | .74 |
| 10B OTHER EXPENSE | 1.08 |
| 11 SPECIAL HIRED LABOR | |
| 12 CUSTOM WORK HIRED | 4.61 |
| 13 IRRIGATION OPERATION | |
| 14 TOTAL DIRECT COSTS | \$ 26.77 |
| 15 RETURN OVER DIRECT COSTS | \$ 132.29* |
| 16 ALLOCATED COSTS | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 9.61 |
| 18 FARM POWER & MACHINERY - OPERATION | 9.16 |
| 19 IRRIG. EQUIP. OWNERSHIP | |
| 20 LAND COSTS | 24.20 |
| 21 MISCELLANEOUS COSTS | .03 |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 3.31 |
| 23 TOTAL ALLOCATED COSTS | 46.31 |
| 24 RETURN OVER ALL LISTED COSTS | \$ 85.98* |
| <hr/> | |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | |
| 26 WORK UNITS ASSIGNED PER ACRE | .30 |
| 27 POWER COSTS ALLOCATION FACTOR | .89 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 1.50 |
| 29 RETURN OVER LISTED COSTS PER UNIT | 1.76 |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | 23.65 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 25.15 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 73.08* |
| <hr/> | |
| 32 OTHER POSSIBLE COSTS NOT LISTED | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 57.69 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ |
| 34 INTEREST ALLOCATION | _____ |
| 35 OTHER COSTS NOT LISTED | _____ |
| 36 TOTAL COSTS | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1981

| | Average of 19 Farms Per Acre | 9 Farms High Per Acre | 9 Farms Low Per Acre |
|---|------------------------------------|-----------------------------|----------------------------|
| 1 ACRES | 70.2 | 101.0 | 42.2 |
| 2 YIELD | 34.7 | 38.5 | 26.7 |
| 3 VALUE PER PRODUCTION UNIT | 3.77 | 3.90 | 3.64 |
| 4 CROP PRODUCT RETURN | \$ 130.93 | 150.17 | 97.13 |
| 5 OTHER CROP INCOME | 4.00 | 5.06 | 1.49 |
| 6 TOTAL CROP RETURN | \$ 134.93* | 155.23* | 98.62* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 25.54 | 27.83 | 22.23 |
| 9 CHEMICALS | 6.71 | 6.42 | 7.68 |
| 10 SEED | 5.78 | 4.87 | 7.54 |
| 10A CROP DRYING | .33 | .48 | |
| 10B OTHER EXPENSE | 5.34 | 6.44 | 3.34 |
| 11 SPECIAL HIRED LABOR | | | |
| 12 CUSTOM WORK HIRED | 2.31 | 2.22 | 2.77 |
| 13 IRRIGATION OPERATION | | | |
| 14 TOTAL DIRECT COSTS | \$ 46.01 | 48.26 | 43.56 |
| 15 RETURN OVER DIRECT COSTS | \$ 88.92* | 106.97* | 55.06* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 7.22 | 4.51 | 13.63 |
| 18 FARM POWER & MACHINERY - OPERATION | 18.39 | 20.27 | 14.06 |
| 19 IRRIG. EQUIP. OWNERSHIP | | | |
| 20 LAND COSTS | 29.05 | 29.67 | 30.00 |
| 21 MISCELLANEOUS COSTS | | | |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 2.52 | 1.51 | 4.95 |
| 23 TOTAL ALLOCATED COSTS | 57.18 | 55.96 | 62.64 |
| 24 RETURN OVER ALL LISTED COSTS | \$ 31.74* | 51.01* | (-7.58)* |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .30 | .30 | .30 |
| 27 POWER COSTS ALLOCATION FACTOR | 1.00 | 1.00 | 1.00 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 2.97 | 2.71 | 3.98 |
| 29 RETURN OVER LISTED COSTS PER UNIT | .91 | 1.33 | (-.28) |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | 27.37 | 26.72 | 29.18 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 29.67 | 27.77 | 34.49 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 103.19* | 104.22* | 106.20* |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 112.18 | 92.06 | 95.54 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1981

| | Average of 408 Farms Per Acre | 82 Farms High Per Acre | 82 Farms Low Per Acre |
|---|-------------------------------------|------------------------------|-----------------------------|
| 1 ACRES | 48.7 | 48.7 | 52.0 |
| 2 YIELD | 78.8 | 100.8 | 52.4 |
| 3 VALUE PER PRODUCTION UNIT | 2.23 | 2.26 | 2.13 |
| 4 CROP PRODUCT RETURN | 175.75 | 227.72 | 111.54 |
| 5 OTHER CROP INCOME | .10 | .37 | .12 |
| 6 TOTAL CROP RETURN | \$ 175.85* | 228.09* | 111.66* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 36.30 | 33.20 | 40.52 |
| 9 CHEMICALS | 11.50 | 11.62 | 12.04 |
| 10 SEED | 11.21 | 10.94 | 11.21 |
| 10A CROP DRYING | 3.70 | 1.70 | 5.33 |
| 10B OTHER EXPENSE | 2.01 | .74 | 5.33 |
| 11 SPECIAL HIRED LABOR | .12 | .16 | .06 |
| 12 CUSTOM WORK HIRED | 5.59 | 2.38 | 9.23 |
| 13 IRRIGATION OPERATION | | | |
| 14 TOTAL DIRECT COSTS | \$ 70.43* | 60.74* | 83.72* |
| 15 RETURN OVER DIRECT COSTS | \$ 105.42* | 167.35* | 27.94* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 21.58 | 20.97 | 20.22 |
| 18 FARM POWER & MACHINERY - OPERATION | 29.88 | 31.63 | 27.90 |
| 19 IRRIG. EQUIP. OWNERSHIP | | | |
| 20 LAND COSTS | 29.01 | 31.15 | 22.66 |
| 21 MISCELLANEOUS COSTS | .18 | .06 | .25 |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 8.44 | 8.77 | 8.05 |
| 23 TOTAL ALLOCATED COSTS | \$ 89.09* | 92.58* | 79.08* |
| 24 RETURN OVER ALL LISTED COSTS | \$ 16.33* | 74.77* | (-51.14)* |
| ----- | | | |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .55 | .55 | .55 |
| 27 POWER COSTS ALLOCATION FACTOR | 1.00 | .98 | .97 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 2.02 | 1.52 | 3.11 |
| 29 RETURN OVER LISTED COSTS PER UNIT | .21 | .74 | (-.98) |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | 71.53 | 67.84 | 76.43 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 63.63 | 62.96 | 62.33 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 159.52* | 153.32* | 162.80* |
| ----- | | | |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXPENSES | 217.03 | 148.25 | 237.60 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR CORN FOR GRAIN (IRRIGATED) - 1981

| | Average of 24 Farms Per Acre | 12 Farms High Per Acre | 12 Farms Low Per Acre |
|--|------------------------------------|------------------------------|-----------------------------|
| 1 ACRES | 92.5 | 64.9 | 120.2 |
| 2 YIELD | 87.7 | 102.6 | 79.7 |
| 3 VALUE PER PRODUCTION UNIT | 2.23 | 2.25 | 2.20 |
| 4 CROP PRODUCT RETURN | 195.66 | 230.86 | 175.23 |
| 5 OTHER CROP INCOME | | | |
| 6 TOTAL CROP RETURN | \$ 195.66* | 230.86* | 175.23* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 55.84 | 43.13 | 62.65 |
| 9 CHEMICALS | 13.99 | 13.42 | 14.28 |
| 10 SEED | 13.84 | 11.69 | 14.98 |
| 10A CROP DRYING | 3.61 | 4.59 | 3.08 |
| 10B OTHER EXPENSE | 2.57 | 1.88 | 2.95 |
| 11 SPECIAL HIRED LABOR | | | |
| 12 CUSTOM WORK HIRED | 5.31 | 4.76 | 5.60 |
| 13 IRRIGATION OPERATION | 9.91 | 10.23 | 9.74 |
| 14 TOTAL DIRECT COSTS | 105.07 | 89.70 | 113.28 |
| 15 RETURN OVER DIRECT COSTS | \$ 90.59* | 141.16* | 61.95* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 17.21 | 18.29 | 16.62 |
| 18 FARM POWER & MACHINERY - OPERATION | 21.00 | 26.79 | 17.86 |
| 19 IRRIG. EQUIP. OWNERSHIP | 22.15 | 38.10 | 13.53 |
| 20 LAND COSTS | 26.13 | 20.17 | 32.08 |
| 21 MISCELLANEOUS COSTS | .75 | .72 | .77 |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 7.85 | 6.77 | 8.43 |
| 23 TOTAL ALLOCATED COSTS | 95.09 | 110.84 | 89.29 |
| 24 RETURN OVER ALL LISTED COSTS | \$ (-4.50)* | 30.32* | (-27.34)* |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .65 | .65 | .65 |
| 27 POWER COSTS ALLOCATION FACTOR | .94 | .98 | .89 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 2.28 | 1.95 | 2.54 |
| 29 RETURN OVER LISTED COSTS PER UNIT | (-.05) | .30 | (-.34) |
| 30 BREAK EVEN YIELD/UNITS OF PRODUCTION | 89.76 | 89.13 | 92.08 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 49.60 | 55.02 | 46.65 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 200.16* | 200.54* | 202.57* |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTALS) | 509.92 | 240.75 | 753.01 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 37 TOTAL ACRE INCHES OF WATER APPLIED | 4 | 5 | 3 |
| 38 COST OF IRRIGATION | 32.06 | 48.33 | 23.27 |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR SOYBEANS - 1981

| | Average of 30 Farms Per Acre | 10 Farms High Per Acre | 10 Farms Low Per Acre |
|---|------------------------------------|------------------------------|-----------------------------|
| 1 ACRES | 49.9 | 64.2 | 42.2 |
| 2 YIELD | 24.1 | 30.5 | 15.5 |
| 3 VALUE PER PRODUCTION UNIT | 5.81 | 6.09 | 5.75 |
| 4 CROP PRODUCT RETURN | 140.06 | 185.92 | 88.84 |
| 5 OTHER CROP INCOME | | | |
| 6 TOTAL CROP RETURN | \$ 140.06* | 185.92* | 88.84* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 11.68 | 14.24 | 11.80 |
| 9 CHEMICALS | 11.00 | 6.40 | 14.64 |
| 10 SEED | 9.88 | 9.22 | 14.24 |
| 10A CROP DRYING | .06 | .08 | |
| 10B OTHER EXPENSE | 3.39 | .81 | 7.99 |
| 11 SPECIAL HIRED LABOR | .48 | 1.12 | |
| 12 CUSTOM WORK HIRED | 3.95 | 2.41 | 4.72 |
| 13 IRRIGATION OPERATION | | | |
| 14 TOTAL DIRECT COSTS | \$ 40.44 | 34.28 | 53.39 |
| 15 RETURN OVER DIRECT COSTS | \$ 99.62* | 151.64* | 35.45* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 16.13 | 16.68 | 18.32 |
| 18 FARM POWER & MACHINERY - OPERATION | 22.94 | 25.07 | 22.81 |
| 19 IRRIG. EQUIP. OWNERSHIP | | | |
| 20 LAND COSTS | 30.63 | 32.40 | 25.80 |
| 21 MISCELLANEOUS COSTS | .34 | | 1.18 |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 7.06 | 7.69 | 7.44 |
| 23 TOTAL ALLOCATED COSTS | \$ 77.10 | 81.84 | 75.55 |
| 24 RETURN OVER ALL LISTED COSTS | \$ 22.52* | 69.80* | (-40.10)* |
| ----- | | | |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .45 | .45 | .45 |
| 27 POWER COSTS ALLOCATION FACTOR | 1.00 | .99 | 1.01 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 4.88 | 3.80 | 8.35 |
| 29 RETURN OVER LISTED COSTS PER UNIT | .93 | 2.29 | (-2.60) |
| 30 BREAK EVEN YIELD/UNITS OF PRODUCTION | 20.23 | 19.07 | 22.42 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 48.76 | 51.05 | 51.72 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 117.54* | 116.12* | 128.94* |
| ----- | | | |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 174.99 | 167.03 | 171.56 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1981

| | Average of 259 Farms Per Acre | 52 Farms High Per Acre | 52 Farms Low Per Acre |
|---|-------------------------------------|------------------------------|-----------------------------|
| 1 ACRES | 39.2 | 42.3 | 31.5 |
| 2 YIELD | 3.0 | 4.8 | 1.5 |
| 3 VALUE PER PRODUCTION UNIT | 68.42 | 72.21 | 65.48 |
| 4 CROP PRODUCT RETURN | 207.70 | 344.82 | 97.71 |
| 5 OTHER CROP INCOME | .03 | | .19 |
| 6 TOTAL CROP RETURN | \$ 207.73* | 344.82* | 97.90* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 14.52 | 14.54 | 16.41 |
| 9 CHEMICALS | .99 | .40 | 1.56 |
| 10 SEED | 6.79 | 6.64 | 7.11 |
| 10A CROP DRYING | | | |
| 10B OTHER EXPENSE | 2.40 | 2.48 | 2.13 |
| 11 SPECIAL HIRED LABOR | .05 | .02 | .25 |
| 12 CUSTOM WORK HIRED | 2.45 | 2.77 | 2.63 |
| 13 IRRIGATION OPERATION | | | |
| 14 TOTAL DIRECT COSTS | 27.20 | 26.85 | 30.09 |
| 15 RETURN OVER DIRECT COSTS | \$ 180.53* | 317.97* | 67.81 |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 25.68 | 24.90 | 22.81 |
| 18 FARM POWER & MACHINERY - OPERATION | 33.28 | 30.54 | 33.75 |
| 19 IRRIG. EQUIP. OWNERSHIP | | | |
| 20 LAND COSTS | 29.15 | 30.52 | 25.69 |
| 21 MISCELLANEOUS COSTS | .08 | .02 | .19 |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 9.61 | 9.88 | 8.66 |
| 23 TOTAL ALLOCATED COSTS | \$ 97.83 | 95.86 | 91.10 |
| 24 RETURN OVER ALL LISTED COSTS | \$ 82.70* | 222.11* | (-23.29)* |
| <hr/> | | | |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .60 | .60 | .60 |
| 27 POWER COSTS ALLOCATION FACTOR | 1.00 | 1.02 | .96 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 41.19 | 25.70 | 81.21 |
| 29 RETURN OVER LISTED COSTS PER UNIT | 27.24 | 46.51 | (-15.60) |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | | | |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 70.20 | 67.17 | 66.97 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 125.03* | 122.71* | 121.19* |
| <hr/> | | | |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 194.73 | 147.64 | 161.10 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR ALFALFA HAY (IRRIGATED) - 1981

| | Average of 13 Farms Per Acre | 6 Farms High Per Acre | 6 Farms Low Per Acre |
|---|------------------------------------|-----------------------------|----------------------------|
| 1 ACRES | 35.3 | 26.0 | 45.5 |
| 2 YIELD | 3.1 | 4.4 | 2.3 |
| 3 VALUE PER PRODUCTION UNIT | 67.69 | 65.83 | 70.83 |
| 4 CROP PRODUCT RETURN | 207.11 | 288.65 | 161.89 |
| 5 OTHER CROP INCOME | | | |
| 6 TOTAL CROP RETURN | \$ 207.11* | 288.65* | 161.89* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 19.35 | 28.46 | 16.29 |
| 9 CHEMICALS | | | |
| 10 SEED | 10.03 | 19.42 | 5.80 |
| 10A CROP DRYING | | | |
| 10B OTHER EXPENSE | 3.88 | 5.15 | 3.58 |
| 11 SPECIAL HIRED LABOR | | | |
| 12 CUSTOM WORK HIRED | .79 | .50 | 1.05 |
| 13 IRRIGATION OPERATION | 11.10 | 16.62 | 7.01 |
| 14 TOTAL DIRECT COSTS | 45.15 | 70.15 | 33.73 |
| 15 RETURN OVER DIRECT COSTS | \$ 161.96* | 218.50* | 128.16* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 19.81 | 23.41 | 17.36 |
| 18 FARM POWER & MACHINERY - OPERATION | 34.01 | 37.99 | 32.31 |
| 19 IRRIG. EQUIPMENT OWNERSHIP | 36.69 | 47.27 | 32.55 |
| 20 LAND COSTS | 24.00 | 26.17 | 25.83 |
| 21 MISCELLANEOUS COSTS | | | |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 7.49 | 8.64 | 6.35 |
| 23 TOTAL ALLOCATED COSTS | 122.00 | 143.48 | 114.40 |
| 24 RETURN OVER ALL LISTED COSTS | \$ 39.96* | 75.02* | 13.76* |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .80 | .80 | .80 |
| 27 POWER COSTS ALLOCATION FACTOR | .92 | .92 | .92 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 54.63 | 48.73 | 64.81 |
| 29 RETURN OVER LISTED COSTS PER UNIT | 13.06 | 17.11 | 6.02 |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | 2.47 | 3.25 | 2.09 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 61.84 | 70.37 | 56.72 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 167.15* | 213.63* | 148.13* |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 251.97 | 140.38 | 302.22 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 37 TOTAL ACRE INCHES OF WATER APPLIED | 4 | 4 | 4 |
| 38 COST OF IRRIGATION | 47.79 | 63.89 | 39.56 |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR MEDIUM RED CLOVER HAY - 1981

| | Average of 36 Farms Per Acre | 12 Farms High Per Acre | 12 Farms Low Per Acre |
|---|------------------------------------|------------------------------|-----------------------------|
| 1 ACRES | 18.5 | 20.7 | 16.7 |
| 2 YIELD | 2.5 | 3.8 | 1.1 |
| 3 VALUE PER PRODUCTION UNIT | 58.06 | 57.50 | 55.83 |
| 4 CROP PRODUCT RETURN | 144.38 | 219.47 | 63.53 |
| 5 OTHER CROP INCOME | .97 | 1.21 | 1.68 |
| 6 TOTAL CROP RETURN | \$ 145.35* | 220.68* | 65.21* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 8.11 | 11.26 | 2.87 |
| 9 CHEMICALS | | | |
| 10 SEED | 3.84 | 1.98 | 6.77 |
| 10A CROP DRYING | | | |
| 10B OTHER EXPENSE | 2.05 | 1.55 | 1.08 |
| 11 SPECIAL HIRED LABOR | | | |
| 12 CUSTOM WORK HIRED | .76 | .87 | 1.44 |
| 13 IRRIGATION OPERATION | | | |
| 14 TOTAL DIRECT COSTS | \$ 14.76 | 15.66 | 12.16 |
| 15 RETURN OVER DIRECT COSTS | \$ 130.59* | 205.02* | 53.05* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 21.61 | 24.79 | 23.93 |
| 18 FARM POWER & MACHINERY - OPERATION | 26.45 | 20.78 | 37.95 |
| 19 IRRIG. EQUIP. OWNERSHIP | | | |
| 20 LAND COSTS | 25.53 | 29.25 | 20.67 |
| 21 MISCELLANEOUS COSTS | | | |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 6.39 | 7.23 | 6.98 |
| 23 TOTAL ALLOCATED COSTS | \$ 79.98 | 82.05 | 89.53 |
| 24 RETURN OVER ALL LISTED COSTS | \$ 50.61* | 122.97* | (-36.48)* |
| ----- | | | |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .40 | .40 | .40 |
| 27 POWER COSTS ALLOCATION FACTOR | .97 | .98 | .92 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 38.09 | 25.59 | 89.42 |
| 29 RETURN OVER LISTED COSTS PER UNIT | 20.37 | 32.23 | (-32.11) |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | 1.63 | 1.70 | 1.82 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 54.96 | 53.38 | 69.82 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 94.74* | 97.71* | 101.69* |
| ----- | | | |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 55.95 | 46.58 | 54.48 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR OTHER TILLABLE GRASS HAY - 1981

| | Average of 93 Farms Per Acre | 19 Farms High Per Acre | 19 Farms Low Per Acre |
|---|------------------------------------|------------------------------|-----------------------------|
| 1 ACRES | 25.5 | 17.3 | 40.2 |
| 2 YIELD | 1.6 | 2.9 | .8 |
| 3 VALUE PER PRODUCTION UNIT | 35.48 | 44.47 | 30.79 |
| 4 CROP PRODUCT RETURN | 55.65 | 128.55 | 23.73 |
| 5 OTHER CROP INCOME | .20 | .92 | |
| 6 TOTAL CROP RETURN | \$ 55.85* | 129.47* | 23.73* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 3.61 | 7.51 | 1.59 |
| 9 CHEMICALS | | | |
| 10 SEED | .90 | .40 | 2.19 |
| 10A CROP DRYING | | | |
| 10B OTHER EXPENSE | 1.22 | 1.73 | 1.09 |
| 11 SPECIAL HIRED LABOR | | | |
| 12 CUSTOM WORK HIRED | 1.37 | .23 | 1.82 |
| 13 IRRIGATION OPERATION | | | |
| 14 TOTAL DIRECT COSTS | \$ 7.10 | 9.87 | 6.69 |
| 15 RETURN OVER DIRECT COSTS | \$ 48.75* | 119.60* | 17.04* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 12.42 | 9.62 | 9.46 |
| 18 FARM POWER & MACHINERY - OPERATION | 15.33 | 15.89 | 14.71 |
| 19 IRRIG. EQUIP. OWNERSHIP | | | |
| 20 LAND COSTS | 17.20 | 22.63 | 12.58 |
| 21 MISCELLANEOUS COSTS | .04 | .06 | |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 3.74 | 4.17 | 3.44 |
| 23 TOTAL ALLOCATED COSTS | \$ 48.73 | 52.37 | 40.19 |
| 24 RETURN OVER ALL LISTED COSTS | \$.02* | 67.23* | (-23.15)* |
| ----- | | | |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .30 | .30 | .30 |
| 27 POWER COSTS ALLOCATION FACTOR | .92 | .95 | .95 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 35.60 | 21.52 | 60.77 |
| 29 RETURN OVER LISTED COSTS PER UNIT | | 23.28 | (-30.00) |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | 1.57 | 1.40 | 1.52 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 32.40 | 29.83 | 28.82 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 55.83* | 62.24* | 46.88* |
| ----- | | | |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 58.43 | 30.60 | 72.59 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR LEGUME-GRASS MIX HAY - 1981

| | Average of 178 Farms Per Acre | 36 Farms High Per Acre | 36 Farms Low Per Acre |
|---|-------------------------------------|------------------------------|-----------------------------|
| 1 ACRES | 63.4 | 54.7 | 18.7 |
| 2 YIELD | 2.6 | 5.0 | 1.1 |
| 3 VALUE PER PRODUCTION UNIT | 46.68 | 58.28 | 31.24 |
| 4 CROP PRODUCT RETURN | 120.02 | 293.00 | 35.08 |
| 5 OTHER CROP INCOME | .09 | .53 | |
| 6 TOTAL CROP RETURN | \$ 120.11* | 293.53* | 35.08* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 6.42 | 7.50 | 3.10 |
| 9 CHEMICALS | .27 | .44 | .59 |
| 10 SEED | 2.54 | 2.96 | 6.90 |
| 10A CROP DRYING | | | |
| 10B OTHER EXPENSE | 1.70 | 3.05 | .70 |
| 11 SPECIAL HIRED LABOR | | | |
| 12 CUSTOM WORK HIRED | 1.66 | .71 | 1.60 |
| 13 IRRIGATION OPERATION | | | |
| 14 TOTAL DIRECT COSTS | \$ 12.59 | 14.66 | 12.89 |
| 15 RETURN OVER DIRECT COSTS | \$ 107.52* | 278.87* | 22.19* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 18.72 | 20.46 | 31.03 |
| 18 FARM POWER & MACHINERY - OPERATION | 22.22 | 26.96 | 20.85 |
| 19 IRRIG. EQUIP. OWNERSHIP | | | |
| 20 LAND COSTS | 22.59 | 28.78 | 19.23 |
| 21 MISCELLANEOUS COSTS | .08 | .05 | |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 6.62 | 7.96 | 5.13 |
| 23 TOTAL ALLOCATED COSTS | \$ 70.23 | 84.21 | 76.24 |
| 24 RETURN OVER ALL LISTED COSTS | \$ 37.29* | 194.66* | (-54.05)* |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .40 | .40 | .40 |
| 27 POWER COSTS ALLOCATION FACTOR | .98 | .97 | 1.00 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 32.21 | 19.67 | 79.38 |
| 29 RETURN OVER LISTED COSTS PER UNIT | 14.51 | 38.72 | (-48.14) |
| 30 BREAK EVEN YIELD/UNITS OF PRODUCTION | 1.78 | 1.70 | 2.85 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 48.67 | 55.85 | 58.08 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 82.82* | 98.87* | 89.13* |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 184.47 | 117.04 | 42.01 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR GRAIN SILAGE - 1981

| | Average of 56 Farms Per Acre | 11 Farms High Per Acre | 11 Farms Low Per Acre |
|---|------------------------------------|------------------------------|-----------------------------|
| 1 ACRES | 16.8 | 15.8 | 26.2 |
| 2 YIELD | 4.5 | 8.4 | 2.1 |
| 3 VALUE PER PRODUCTION UNIT | 18.56 | 20.64 | 16.09 |
| 4 CROP PRODUCT RETURN | 82.86 | 172.41 | 33.17 |
| 5 OTHER CROP INCOME | 1.13 | | |
| 6 TOTAL CROP RETURN | \$ 83.99* | 172.41* | 33.17* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 14.29 | 5.38 | 21.56 |
| 9 CHEMICALS | .06 | .19 | |
| 10 SEED | 9.05 | 8.04 | 10.27 |
| 10A CROP DRYING | | | |
| 10B OTHER EXPENSE | .60 | .19 | .31 |
| 11 SPECIAL HIRED LABOR | .12 | | |
| 12 CUSTOM WORK HIRED | 1.55 | .38 | 2.21 |
| 13 IRRIGATION OPERATION | | | |
| 14 TOTAL DIRECT COSTS | \$ 25.67 | 14.18 | 34.35 |
| 15 RETURN OVER DIRECT COSTS | \$ 58.32* | 158.23* | (-1.18)* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 15.52 | 16.71 | 12.81 |
| 18 FARM POWER & MACHINERY - OPERATION | 22.43 | 19.94 | 20.18 |
| 19 IRRIG. EQUIP. OWNERSHIP | | | |
| 20 LAND COSTS | 29.77 | 35.45 | 29.09 |
| 21 MISCELLANEOUS COSTS | | | |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 6.86 | 6.22 | 6.35 |
| 23 TOTAL ALLOCATED COSTS | 74.58 | 78.32 | 68.43 |
| 24 RETURN OVER ALL LISTED COSTS | \$ (-16.26)* | 79.91* | (-69.61)* |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .40 | .40 | .40 |
| 27 POWER COSTS ALLOCATION FACTOR | 1.00 | 1.00 | .95 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 22.45 | 11.07 | 49.89 |
| 29 RETURN OVER LISTED COSTS PER UNIT | (-3.64) | 9.57 | (-33.80)* |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | 5.40 | 4.48 | 6.39 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 45.84 | 43.12 | 40.81 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 100.25* | 92.50* | 102.78* |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 63.28 | 41.43 | 107.45 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR CORN & SORGHUM SILAGE - 1981

| | Average of 338 Farms Per Acre | 68 Farms High Per Acre | 68 Farms Low Per Acre |
|---|-------------------------------------|------------------------------|-----------------------------|
| 1 ACRES | 30.6 | 24.3 | 32.1 |
| 2 YIELD | 11.6 | 18.0 | 6.6 |
| 3 VALUE PER PRODUCTION UNIT | 15.72 | 15.98 | 15.34 |
| 4 CROP PRODUCT RETURN | 181.86 | 287.37 | 101.78 |
| 5 OTHER CROP INCOME | .52 | | |
| 6 TOTAL CROP RETURN | \$ 182.38* | 287.37* | 101.78* |
| 7 DIRECT COSTS | | | |
| 8 FERTILIZER | 30.62 | 28.40 | 31.59 |
| 9 CHEMICALS | 9.90 | 9.34 | 8.97 |
| 10 SEED | 10.46 | 10.82 | 10.40 |
| 10A CROP DRYING | | | |
| 10B OTHER EXPENSE | 1.11 | 1.56 | 1.31 |
| 11 SPECIAL HIRED LABOR | .03 | .04 | |
| 12 CUSTOM WORK HIRED | 3.69 | 4.12 | 8.85 |
| 13 IRRIGATION OPERATION | | | |
| 14 TOTAL DIRECT COSTS | \$ 55.81 | 54.28 | 61.12 |
| 15 RETURN OVER DIRECT COSTS | \$ 126.57* | 233.09* | 40.66* |
| 16 ALLOCATED COSTS | | | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 25.07 | 22.78 | 22.08 |
| 18 FARM POWER & MACHINERY - OPERATION | 33.50 | 31.12 | 32.61 |
| 19 IRRIG. EQUIP. OWNERSHIP | | | |
| 20 LAND COSTS | 27.29 | 29.19 | 23.28 |
| 21 MISCELLANEOUS COSTS | .10 | .21 | .19 |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 9.51 | 9.10 | 8.48 |
| 23 TOTAL ALLOCATED COSTS | 95.47 | 92.48 | 86.64 |
| 24 RETURN OVER ALL LISTED COSTS | \$ 31.10* | 140.61* | (-45.98)* |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26 WORK UNITS ASSIGNED PER ACRE | .60 | .60 | .60 |
| 27 POWER COSTS ALLOCATION FACTOR | 1.01 | 1.05 | .96 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 13.08 | 8.16 | 22.27 |
| 29 RETURN OVER LISTED COSTS PER UNIT | 2.69 | 7.82 | (-6.93) |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | 9.62 | 9.18 | 9.63 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 70.54 | 65.75 | 69.07 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 151.28* | 146.76* | 147.76* |
| 32 OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33 UTILITIES & OTHER GEN. FARM EXP. (TOTAL) | 145.67 | 81.06 | 155.93 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ | _____ | _____ |
| 34 INTEREST ALLOCATION | _____ | _____ | _____ |
| 35 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 36 TOTAL COSTS | _____ | _____ | _____ |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ | _____ | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ | _____ | _____ |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR CORN & SORGHUM SILAGE (IRRIGATED) - 1981

| | Average of 7 Farms Per Acre |
|---|-----------------------------------|
| 1 ACRES | 23.4 |
| 2 YIELD | 14.7 |
| 3 VALUE PER PRODUCTION UNIT | 16.79 |
| 4 CROP PRODUCT RETURN | 247.56 |
| 5 OTHER CROP INCOME | |
| 6 TOTAL CROP RETURN | \$ 247.56* |
| 7 DIRECT COSTS | |
| 8 FERTILIZER | 57.44 |
| 9 CHEMICALS | 10.90 |
| 10 SEED | 12.95 |
| 10A CROP DRYING | |
| 10B OTHER EXPENSE | 2.91 |
| 11 SPECIAL HIRED LABOR | |
| 12 CUSTOM WORK HIRED | 16.11 |
| 13 IRRIGATION OPERATION | 10.51 |
| 14 TOTAL DIRECT COSTS | 110.82 |
| 15 RETURN OVER DIRECT COSTS | \$ 136.74* |
| 16 ALLOCATED COSTS | |
| 17 FARM POWER & MACHINERY - OWNERSHIP | 15.74 |
| 18 FARM POWER & MACHINERY - OPERATION | 36.44 |
| 19 IRRIG. EQUIPMENT OWNERSHIP | 37.05 |
| 20 LAND COSTS | 27.14 |
| 21 MISCELLANEOUS COSTS | |
| 22 *INTEREST ON MACH. & EQUIP. INVESTMENT | 6.26 |
| 23 TOTAL ALLOCATED COSTS | \$ 122.63 |
| 24 RETURN OVER ALL LISTED COSTS | \$ 14.11* |
| 25 SUPPLEMENTARY MANAGEMENT INFORMATION | |
| 26 WORK UNITS ASSIGNED PER ACRE | .80 |
| 27 POWER COSTS ALLOCATION FACTOR | 1.00 |
| 28 TOTAL LISTED COST PER UNIT OF PRODUCTION | 15.83 |
| 29 RETURN OVER LISTED COSTS PER UNIT | .96 |
| 30 BREAKEVEN YIELD/UNITS OF PRODUCTION | 13.90 |
| 30A ESTIMATED TOTAL MACHINE COSTS/ACRE | 69.19 |
| 31 TOTAL LISTED COSTS PER ACRE | \$ 233.45* |
| 32 OTHER POSSIBLE COSTS NOT LISTED | |
| 33 UTILITIES & OTHER GENERAL FARM EXPENSES | 166.04 |
| 33A BUILDINGS, FENCES & TILING COSTS | _____ |
| 34 INTEREST ALLOCATION | _____ |
| 35 OTHER COSTS NOT LISTED | _____ |
| 36 TOTAL COSTS | _____ |
| 37 TOTAL ACRE INCHES OF WATER APPLIED | 3 |
| 38 COST OF IRRIGATION | 47.56 |
| 39 AVERAGE PRICE RECEIVED PER UNIT SOLD | _____ |
| 40 QUANTITY SOLD (OPERATORS SHARE) | _____ |

*Does not include interest on investment in irrigation equipment.

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

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

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

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

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

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

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

TABLE 11A - HOGS, FARROW, FINISH, GENERAL - 1981

| | Average of 17 Farms In Return Above Feed | 8 Farms High in Return Above Feed | 8 Farms Low in Return Above Feed |
|---|---|--|---|
| 1 POUNDS OF HOGS PRODUCED (TOTAL) | 57871 | 57070 | 53937 |
| | PER CWT | PER CWT | PER CWT |
| 2 NET INCREASE IN VALUE OF HOGS | 46.22 | 50.81 | 42.20 |
| 3 OTHER MISCELLANEOUS HOG INCOME | | | |
| 4 TOTAL VALUE PRODUCED | \$ 46.22* | 50.81* | 42.20* |
| 5 POUNDS OF FEED FED | | | |
| 6 CORN | 250.8 | 131.8 | 352.3 |
| 7 SMALL GRAIN | 60.5 | 13.3 | 100.2 |
| 8 COMPLETE RATION | 186.7 | 246.7 | 111.8 |
| 9 PROTEIN, SALT & MINERAL & MILK | 40.3 | 30.3 | 56.3 |
| 10 TOTAL CONCENTRATES | 538.3 | 422.1 | 620.6 |
| 11 FORAGES | 53.7 | 2.2 | 120.0 |
| 12 FEED COST | | | |
| 13 GRAINS | 14.13 | 6.61 | 21.41 |
| 14 COMPLETE RATION | 12.99 | 21.17 | 5.59 |
| 15 PROTEIN, SALT & MINERAL & MILK | 6.24 | 4.30 | 8.72 |
| 16 FORAGES | .14 | .09 | .23 |
| 17 PASTURE | | | |
| 18 TOTAL FEED COSTS | \$ 33.50 | 32.17 | 35.95 |
| 19 RETURN OVER FEED COSTS | \$ 12.72* | 18.64* | 6.25* |
| 20 OTHER DIRECT COSTS | | | |
| 21 MISCELLANEOUS LIVESTOCK EXPENSE | .66 | .26 | .95 |
| 22 VETERINARY EXPENSE | .58 | .68 | .50 |
| 23 CUSTOM WORK | 1.41 | .87 | 2.09 |
| 24 SPECIAL HIRED LABOR | .43 | | |
| 25 TOTAL OTHER DIRECT COSTS | \$ 3.08 | 1.81 | 3.54 |
| 26 RETURN OVER FEED & OTHER DIRECT COSTS | \$ 9.64* | 16.83* | 2.71* |
| 27 ALLOCATED COSTS | | | |
| 28 POWER & MACHINERY COSTS | 1.77 | 2.06 | 1.37 |
| 29 LIVESTOCK EQUIPMENT COSTS | 1.53 | 2.13 | .93 |
| 30 BUILDING & FENCES | 2.19 | 2.56 | 1.74 |
| 31 TOTAL ALLOCATED COSTS | 5.49 | 6.75 | 4.04 |
| 32 RETURN OVER ALL LISTED COSTS | \$ 4.15* | 10.08* | (-1.33)* |
| 33 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 34 RETURN FOR \$100 FEED FED | 137.96 | 157.96 | 117.38 |
| 35 PRICE RECEIVED PER CWT. ALL ANIMALS | 46.52 | 48.07 | 45.28 |
| 36 PRICE RECEIVED PER CWT. SOLD MKT. ONLY | 44.61 | 45.01 | 43.73 |
| 37 NUMBER OF LITTERS FARROWED | 46 | 43 | 47 |
| 37A LITTERS/BEARING FEMALE/YEAR | 2.0 | 1.6 | 2.8 |
| 38 NUMBER OF PIGS BORN PER LITTER | 9.4 | 9.6 | 9.5 |
| 39 NUMBER OF PIGS WEANED PER LITTER | 6.7 | 6.6 | 6.9 |
| 39A NUMBER PIGS PRODUCED/LITTER | 6.6 | 6.5 | 6.8 |
| 40 PERCENT DEATH LOSS | 20.4 | 22.5 | 20.2 |
| 41 AVERAGE WEIGHT OF ALL HOGS SOLD | 193.5 | 207.1 | 172.1 |
| 42 AVERAGE WEIGHT OF MKT. HOGS SOLD | 201.0 | 193.8 | 208.3 |
| 43 PRICE PER CWT. CONCENTRATE FED | 6.20 | 7.60 | 5.76 |
| 44 PRICE PER CWT. PROTEIN, SALT & MINERAL | 15.49 | 14.18 | 15.47 |
| 45 POUNDS OF PORK PURCHASED | 253 | 262 | 276 |
| 46 TOTAL LISTED COSTS/CWT. PORK PROD. | \$ 42.07* | 40.73* | 43.53* |
| 47 UTILITIES & OTHER GEN. FARM EXPENSE | 550.42 | 416.11 | 488.61 |
| 48 INTEREST ALLOCATION | _____ | _____ | _____ |
| 49 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 50 TOTAL COST | _____ | _____ | _____ |

TABLE 11C - HOGS, WEANING PIG PRODUCTION - 1981

| | Average of 27 Farms In Return Above Feed | 13 Farms High In Return Above Feed | 13 Farms Low In Return Above Feed |
|---|---|---|--|
| 1 NUMBER OF LITTERS FARROWED | 61 | 71 | 52 |
| | <u>PER LITTER</u> | <u>PER LITTER</u> | <u>PER LITTER</u> |
| 2 NET INCREASE IN VALUE OF HOGS | 315.51 | 377.10 | 229.92 |
| 3 OTHER MISCELLANEOUS WEANING PIGS INCOME | | | |
| 4 TOTAL VALUE PRODUCED | \$ 315.51* | 377.10* | 229.92* |
| 5 POUNDS OF FEED FED | | | |
| 6 CORN | 1252.1 | 1242.2 | 1337.5 |
| 7 SMALL GRAIN | 620.5 | 530.9 | 689.8 |
| 8 COMPLETE RATION | 674.6 | 694.5 | 582.8 |
| 9 PROTEIN, SALT & MINERAL, & MILK | 251.1 | 277.4 | 233.0 |
| 10 TOTAL CONCENTRATES | 2798.3 | 2745.0 | 2843.1 |
| 11 FORAGES | 102.0 | 117.0 | 88.8 |
| 12 FEED COST | | | |
| 13 GRAINS | 86.85 | 81.35 | 93.88 |
| 14 COMPLETE RATION | 66.43 | 72.39 | 54.71 |
| 15 PROTEIN, SALT & MINERAL, & MILK | 41.21 | 48.28 | 34.50 |
| 16 FORAGES | 2.34 | 2.85 | 1.83 |
| 17 PASTURE | .08 | | .19 |
| 18 TOTAL FEED COSTS | \$ 196.91 | 204.87 | 185.11 |
| 19 RETURN OVER FEED COSTS | \$ 118.60* | 172.23* | 44.81* |
| 20 OTHER DIRECT COSTS | | | |
| 21 MISCELLANEOUS LIVESTOCK EXPENSE | 8.13 | 8.77 | 7.04 |
| 22 VETERINARY EXPENSE | 6.44 | 9.79 | 1.92 |
| 23 CUSTOM WORK | 3.28 | 2.97 | 3.63 |
| 24 SPECIAL HIRED LABOR | | | |
| 25 TOTAL OTHER DIRECT COSTS | \$ 17.85 | 21.53 | 12.59 |
| 26 RETURN OVER FEED & OTHER DIRECT COSTS | \$ 100.75* | 150.70* | 32.22* |
| 27 ALLOCATED COSTS | | | |
| 28 POWER & MACHINERY COSTS | 7.71 | (-3.69) | 18.83 |
| 29 LIVESTOCK EQUIPMENT COSTS | 12.11 | 7.21 | 17.80 |
| 30 BUILDING & FENCES | 26.10 | 38.18 | 13.90 |
| 31 TOTAL ALLOCATED COST | \$ 45.92 | 41.70 | 50.53 |
| 32 RETURN OVER ALL LISTED COSTS | \$ 54.83* | 109.00* | (-18.31)* |
| 33 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 34 RETURN FOR \$100 FEED FED | 160.22 | 184.06 | 124.21 |
| 35 AVERAGE PRICE RECEIVED PER ANIMAL SOLD | 42.03 | 42.21 | 41.64 |
| 36 AVERAGE PRICE PER PIG SOLD OR TRANS. | 33.42 | 32.52 | 35.21 |
| 37 AVERAGE WT. PER PIG SOLD OR TRANS. | 44.6 | 44.5 | 45.3 |
| 38 NUMBER OF PIGS PRODUCED | 475 | 624 | 330 |
| 39 NUMBER OF PIGS BORN PER LITTER | 9.7 | 11.0 | 7.7 |
| 40 NUMBER OF PIGS WEANED PER LITTER | 7.9 | 8.8 | 6.5 |
| 40A LITTERS/BEARING FEMALE/YEAR | | | |
| 41 PERCENT DEATH LOSS | 16.1 | 16.2 | 14.7 |
| 42 PRICE PER CWT. CONCENTRATE FED | 6.95 | 7.36 | 6.44 |
| 43 PRICE/CWT. PROTEIN, SALT & MINERAL FED | 16.41 | 17.41 | 14.80 |
| 44 FEED & SUPP. COSTS PER PIG PRODUCED | 27.58 | 25.76 | 31.15 |
| 45 TOTAL LISTED COSTS PER LITTER | \$ 260.68* | 268.10* | 248.23* |
| 46 UTILITIES & OTHER GEN. FARM EXPENSE | 406.34 | 245.41 | 483.61 |
| 47 INTEREST ALLOCATION | _____ | _____ | _____ |
| 48 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 49 TOTAL COSTS | _____ | _____ | _____ |

TABLE 12 - DAIRY COWS, COMMERCIAL, GENERAL - 1981

| | Average of 273 Farms In Return Above Feed | 55 Farms High In Return Above Feed | 55 Farms Low In Return Above Feed |
|--|--|---|--|
| 1 AVERAGE NUMBER OF COWS | 44.5 | 48.5 | 52.3 |
| | PER COW | PER COW | PER COW |
| 2 POUNDS OF MILK | 12259 | 15215 | 7366 |
| 3 POUNDS OF BUTTERFAT | 455.3 | 592.3 | 271.8 |
| 4 PERCENT OF BUTTERFAT IN MILK | 3.7 | 3.9 | 3.7 |
| 5 VALUE OF PRODUCE | | | |
| 6 DAIRY PRODUCTS SOLD | \$ 1578.45 | 1980.68 | 939.94 |
| 7 DAIRY PRODUCTS USED IN HOME | 10.61 | 14.02 | 7.06 |
| 8 MILK FED TO LIVESTOCK | 18.16 | 26.10 | 11.24 |
| 9 NET INCREASES IN VALUE OF COWS | (-134.20) | (-98.72) | (-161.84) |
| 10 OTHER MISCELLANEOUS DAIRY INCOME | | | |
| 11 TOTAL VALUE PRODUCED | \$ 1473.02* | 1922.08* | 796.40* |
| 12 POUNDS OF FEED FED | | | |
| 13 CORN | 3618.4 | 4450.1 | 2394.6 |
| 14 SMALL GRAIN | 507.7 | 500.8 | 362.1 |
| 15 COMPLETE RATION | 1282.4 | 1112.8 | 1383.4 |
| 16 PROTEIN, SALT & MINERAL | 795.8 | 822.2 | 625.2 |
| 17 TOTAL CONCENTRATES | 6204.3 | 6885.9 | 4765.3 |
| 18 LEGUME HAY | 5231.8 | 5270.7 | 3919.7 |
| 19 OTHER HAY & DRY ROUGHAGE | 367.2 | 519.7 | 440.0 |
| 20 SILAGE | 10917.8 | 10593.2 | 9880.3 |
| 21 FEED COSTS | | | |
| 22 GRAINS | 191.39 | 221.90 | 128.95 |
| 23 COMPLETE RATION | 99.28 | 66.58 | 100.82 |
| 24 PROTEIN/SALT/MINRL (COST/CWT FED 14.59) | 116.13 | 128.76 | 78.37 |
| 25 ALL HAY & DRY ROUGHAGE | 174.56 | 182.74 | 131.99 |
| 26 SILAGE | 97.78 | 98.33 | 85.74 |
| 27 PASTURE | 6.63 | 5.38 | 4.88 |
| 28 TOTAL FEED COSTS | \$ 685.77 | 703.69 | 530.75 |
| 29 RETURN OVER FEED COST | \$ 787.25* | 1218.39* | 265.65* |
| 30 OTHER DIRECT COSTS | | | |
| 31 MISCELLANEOUS LIVESTOCK EXPENSE | 61.10 | 74.21 | 32.49 |
| 32 VETERINARY EXPENSE | 27.12 | 34.99 | 14.74 |
| 33 CUSTOM WORK HIRED | 44.97 | 57.71 | 28.76 |
| 34 SPECIAL HIRED LABOR | | .04 | |
| 35 TOTAL OTHER DIRECT COSTS | \$ 133.19 | 166.95 | 75.99 |
| 36 RETURN OVER FEED & OTHER DIRECT COSTS | \$ 654.06* | 1051.44* | 189.66* |
| 37 ALLOCATED COSTS | | | |
| 38 POWER & MACHINERY COSTS | 64.48 | 68.78 | 52.97 |
| 39 LIVESTOCK EQUIPMENT COSTS | 49.96 | 66.17 | 34.81 |
| 40 BUILDING & FENCES | 63.87 | 74.09 | 53.96 |
| 41 TOTAL ALLOCATED COSTS | \$ 178.31 | 209.04 | 141.74 |
| 42 RETURN OVER ALL LISTED COSTS | \$ 475.75* | 842.40* | 47.92* |
| 43 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 44 RETURN FOR \$100 FEED FED | 214.80 | 273.14 | 150.05 |
| 45 FEED COST PER CWT. MILK | 5.60 | 4.63 | 7.21 |
| 46 FEED COST PER POUND OF BUTTERFAT | 1.51 | 1.19 | 1.95 |
| 47 POUNDS OF MILK PER POUND OF CONCENTRATE | 1.98 | 2.21 | 1.55 |
| 48 AVERAGE PRICE PER CWT. MILK SOLD | 13.10 | 13.28 | 12.99 |
| 49 AVERAGE PRICE PER POUND OF BUTTERFAT | 3.53 | 3.41 | 3.53 |
| 50 TOTAL LISTED COSTS PER CWT. MILK PROD. | 8.14 | 7.10 | 10.16 |
| 51 DAIRY COW TURNOVER PERCENTAGE | 27.0 | 30.9 | 22.9 |
| 52 TOTAL LISTED COSTS PER COW | \$ 997.27* | 1079.68* | 748.48* |
| 53 UTILITIES & OTHER GEN. FARM EXP.(TOT.) | 2521.51 | 2130.86 | 3014.35 |
| 54 INTEREST ALLOCATION | ===== | ===== | ===== |
| 55 OTHER COSTS NOT LISTED | ===== | ===== | ===== |
| 56 TOTAL COSTS | ===== | ===== | ===== |

TABLE 13 - OTHER DAIRY/COMMERCIAL/REPLACEMENT - 1981

| | Average of 263 Farms In Return Above Feed | 53 Farms High In Return Above Feed | 53 Farms Low In Return Above Feed |
|--|--|---|--|
| 1 NUMBER OF HEAD | 51.9 PER HEAD | 45.2 PER HEAD | 55.4 PER HEAD |
| 2 NET INCREASE IN VALUE | 321.27 | 513.41 | 180.56 |
| 3 OTHER MISCELLANEOUS INCOME | .21 | | 1.03 |
| 4 TOTAL INCOME | \$ 321.48* | 513.41* | 181.59* |
| 5 POUNDS OF FEED FED | | | |
| 6 CORN | 751.1 | 730.9 | 978.4 |
| 7 SMALL GRAIN | 203.7 | 99.9 | 210.2 |
| 8 COMPLETE RATION | 140.2 | 162.7 | 160.8 |
| 9 PROTEIN, SALT & MINERALS | 79.6 | 58.2 | 88.2 |
| 10 HAY & DRY ROUGHAGE | 2136.9 | 1670.0 | 2446.6 |
| 11 SILAGE | 5345.8 | 4296.8 | 7464.0 |
| 12 MILK | 116.2 | 120.0 | 96.2 |
| 13 FEED COST | | | |
| 14 GRAINS | 45.16 | 39.62 | 55.70 |
| 15 COMPLETE RATION | 15.65 | 18.87 | 19.46 |
| 16 PROTEIN, SALT & MINERALS | 14.51 | 12.04 | 17.13 |
| 17 HAY & DRY ROUGHAGE | 60.81 | 44.96 | 74.51 |
| 18 SILAGE | 46.24 | 37.15 | 63.59 |
| 19 MILK | 14.66 | 15.02 | 12.17 |
| 20 PASTURE | 5.30 | 4.76 | 4.37 |
| 21 TOTAL FEED COSTS | \$ 202.33 | 172.42 | 246.93 |
| 22 RETURN OVER FEED COSTS | \$ 119.15* | 340.99* | (-65.34)* |
| 23 OTHER DIRECT COSTS | | | |
| 24 MISCELLANEOUS EXPENSE | 5.20 | 5.31 | 5.04 |
| 25 VETERINARY EXPENSE | 3.16 | 3.45 | 3.01 |
| 26 CUSTOM WORK HIRED | 2.04 | 1.70 | 1.52 |
| 27 SPECIAL HIRED LABOR | | | .02 |
| 28 TOTAL OTHER DIRECT COSTS | \$ 10.40 | 10.46 | 9.59 |
| 29 RETURN OVER FEED & OTHER DIRECT COSTS | \$ 108.75* | 330.53* | (-74.93)* |
| 30 ALLOCATED COSTS | | | |
| 31 POWER & MACHINERY COSTS | 10.37 | 11.27 | 10.55 |
| 32 LIVESTOCK EQUIPMENT COSTS | 8.06 | 9.27 | 7.47 |
| 33 BUILDING & FENCES | 10.20 | 11.80 | 8.24 |
| 34 TOTAL ALLOCATED COSTS | 28.63 | 32.34 | 26.26 |
| 35 RETURN OVER ALL LISTED COSTS | \$ 80.12* | 298.19* | (-101.19) |
| 36 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 37 RETURN FOR \$100 FEED FED | 158.89 | 297.78 | 73.54 |
| 38 PERCENT DEATH LOSS - TOTAL | 8.5 | 6.7 | 11.2 |
| 39 PERCENT CALF DEATH LOSS | 18.6 | 11.1 | 25.6 |
| 40 TOTAL LISTED COSTS PER HEAD | \$ 241.36* | 215.22* | 282.78* |
| 41 UTILITIES & OTHER GEN. FARM EXP. (TOT.) | 504.59 | 291.36 | 671.82 |
| 42 INTEREST ALLOCATION | _____ | _____ | _____ |
| 43 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 44 TOTAL COSTS | _____ | _____ | _____ |

TABLE 14 - ALL DAIRY & DUAL PURPOSE CATTLE - 1981

| | Average of 276 Farms In Return Above Feed | 55 Farms High In Return Above Feed | 55 Farms Low In Return Above Feed |
|--|--|---|--|
| 1 AVERAGE NUMBER OF COWS | 44.5 | 46.2 | 54.2 |
| | PER COW | PER COW | PER COW |
| 2 VALUE OF DAIRY PRODUCTS | 1608.16 | 1998.33 | 1018.14 |
| 3 NET INCREASE IN VALUE | 239.08 | 444.63 | 27.42 |
| 4 MISCELLANEOUS DAIRY INCOME | .25 | | 1.01 |
| 5 TOTAL VALUE PRODUCED | \$ 1847.49* | 2442.96* | 1046.57* |
| 6 POUNDS OF FEED FED | | | |
| 7 GRAINS | 5248.0 | 6393.4 | 3792.9 |
| 8 COMPLETE RATIONS | 1462.6 | 1200.7 | 1534.2 |
| 9 PROTEIN, SALT & MIN., INCL. MILK EQUIV. | 904.9 | 1007.2 | 744.5 |
| 10 HAY & DRY ROUGHAGE | 8095.6 | 8569.8 | 6745.7 |
| 11 SILAGE | 16817.1 | 16561.4 | 14353.1 |
| 12 FEED COST | | | |
| 13 GRAINS | 244.88 | 288.66 | 178.73 |
| 14 COMPLETE RATIONS | 119.28 | 103.83 | 114.23 |
| 15 PROTEIN, SALT & MINERALS, INC. MILK | 151.21 | 169.61 | 106.59 |
| 16 HAY & DRY ROUGHAGE | 245.03 | 270.82 | 199.24 |
| 17 SILAGE | 148.85 | 148.90 | 124.67 |
| 18 PASTURE COSTS | 12.56 | 10.78 | 9.45 |
| 19 TOTAL FEED COSTS | \$ 921.81 | 992.60 | 732.91 |
| 20 RETURN OVER FEED COSTS | \$ 925.68* | 1450.36* | 313.66* |
| 21 OTHER DIRECT COSTS | | | |
| 22 MISCELLANEOUS LIVESTOCK EXPENSE | 67.44 | 84.87 | 43.10 |
| 23 VETERINARY EXPENSE | 30.81 | 44.31 | 19.59 |
| 24 CUSTOM WORK | 47.84 | 56.34 | 32.49 |
| 25 SPECIAL HIRED LABOR | | .04 | .02 |
| 26 TOTAL OTHER DIRECT COSTS | \$ 146.09 | 185.56 | 95.20 |
| 27 RETURN OVER FEED & OTHER DIRECT COSTS | \$ 779.59* | 1264.80* | 218.46* |
| 28 ALLOCATED COSTS | | | |
| 29 POWER & MACHINERY COSTS | 75.76 | 86.00 | 57.33 |
| 30 LIVESTOCK EQUIPMENT COSTS | 58.78 | 85.22 | 38.95 |
| 31 BUILDING & FENCES | 75.27 | 90.59 | 50.98 |
| 32 TOTAL ALLOCATED COSTS | \$ 209.81 | 261.81 | 147.26 |
| 33 RETURN OVER ALL LISTED COSTS | \$ 569.78* | 1002.99* | 71.20* |
| 34 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 35 RETURN FOR \$100 FEED FED | 200.42 | 246.12 | 142.80 |
| 36 TOTAL LISTED COSTS PER COW | \$ 1277.71* | 1439.97* | 975.37 |
| 37 UTILITIES & OTHER GEN. FARM EXP. (TOT.) | 3027.96 | 2405.45 | 3944.89 |
| 38 INTEREST ALLOCATION | ===== | ===== | ===== |
| 39 OTHER COSTS NOT LISTED | ===== | ===== | ===== |
| 40 TOTAL COSTS | ===== | ===== | ===== |

TABLE 15A BEEF BREEDING, FARM, WHOLE HERD, COMMERCIAL - 1981

| | Average of 42 Farms In Return Above Feed | 14 Farms High In Return Above Feed | 14 Farms Low In Return Above Feed |
|---|---|---|--|
| 1 AVERAGE NUMBER OF BEEF COWS | 57.2 | 61.1 | 40.8 |
| 2 AVERAGE NUMBER OTHER BEEF ANIMALS & BULLS | 55.6 | 63.9 | 37.8 |
| 3 POUNDS OF BEEF PRODUCED | 29248 | 37824 | 20503 |
| | PER COW | PER COW | PER COW |
| 4 NET INCREASE IN VALUE | 246.07 | 362.96 | 114.73 |
| 5 OTHER MISCELLANEOUS BEEF INCOME | | | |
| 6 TOTAL VALUE PRODUCED | \$ 246.07* | 362.96* | 114.73* |
| 7 POUNDS OF FEED FED | | | |
| 8 GRAIN | 794.8 | 1155.0 | 881.9 |
| 9 PROTEIN, SALT & MINERAL | 65.3 | 57.1 | 123.0 |
| 10 LEGUME HAY | 2927.5 | 3392.6 | 2802.2 |
| 11 OTHER HAY & DRY ROUGHAGE | 3144.9 | 1880.3 | 3405.1 |
| 12 SILAGE | 2989.4 | 816.0 | 6225.1 |
| 13 FEED COST | | | |
| 14 GRAIN | 33.81 | 40.10 | 44.22 |
| 15 PROTEIN, SALT & MINERAL | 9.58 | 6.01 | 18.87 |
| 16 LEGUME HAY | 60.10 | 64.86 | 83.97 |
| 17 OTHER HAY & DRY ROUGHAGE | 65.09 | 37.58 | 74.53 |
| 18 SILAGE | 26.36 | 7.53 | 52.33 |
| 19 PASTURE | 24.21 | 25.61 | 22.57 |
| 20 TOTAL FEED COSTS | \$ 219.15 | 181.69 | 296.49 |
| 21 RETURN OVER FEED COST | \$ 26.92* | 181.27* | (-181.76)* |
| 22 OTHER DIRECT COSTS | | | |
| 23 MISCELLANEOUS LIVESTOCK EXPENSE | 5.58 | 7.56 | 6.40 |
| 24 VETERINARY EXPENSE | 8.92 | 9.95 | 6.64 |
| 25 CUSTOM WORK | 5.87 | 6.32 | 8.60 |
| 26 SPECIAL HIRED LABOR | | | |
| 27 TOTAL OTHER DIRECT COSTS | \$ 20.37 | 23.83 | 21.64 |
| 28 RETURN OVER FEED & OTHER DIRECT COSTS | \$ 6.55* | 157.44* | (-203.40)* |
| 29 ALLOCATED COSTS | | | |
| 30 POWER & MACHINERY COSTS | 25.57 | 31.98 | 16.71 |
| 31 LIVESTOCK EQUIPMENT COSTS | 6.65 | (-4.75) | 15.99 |
| 32 BUILDING & FENCES | 11.52 | (-16.25) | 17.60 |
| 33 TOTAL ALLOCATED COSTS | \$ 43.74 | 10.98 | 50.30 |
| 34 RETURN OVER ALL LISTED COSTS | (-37.19)* | 146.46* | (-253.70)* |
| 35 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 36 RETURN FOR \$100 FEED FED | 112.29 | 199.77 | 38.70 |
| 37 PRICE PER CWT. SOLD | 56.28 | 60.80 | 49.86 |
| 38 PRICE PER CWT. CALVES SOLD OR TRANS. | 61.47 | 63.06 | 57.70 |
| 39 AVERAGE WEIGHT PER HEAD SOLD | 655.9 | 729.9 | 686.7 |
| 40 AVERAGE WT. PER CALF SOLD OR TRANS. | 592.7 | 691.6 | 542.8 |
| 41 PERCENT DEATH LOSS | 4.0 | 2.4 | 5.5 |
| 42 PERCENT CALF CROP | | | |
| 42A PERCENT CALF DEATH LOSS | 8.9 | 6.8 | 12.5 |
| 43 TOTAL LISTED COSTS PER COW | \$ 283.26* | 216.50* | 368.43* |
| 44 UTILITIES & OTHER GEN. FARM EXP. (TOT.) | 421.45 | 267.63 | 354.78 |
| 45 INTEREST ALLOCATION | _____ | _____ | _____ |
| 46 OTHER COSTS NOT LISTED | _____ | _____ | _____ |
| 47 TOTAL COSTS | _____ | _____ | _____ |

TABLE 15B - BEEF FEEDERS (FEED LOT) - 1981

| | Average of 13 Farms In Return Above Feed | 6 Farms High In Return Above Feed | 6 Farms Low In Return Above Feed |
|---|---|--|---|
| 1 AVERAGE NUMBER OF BEEF FEEDERS | 43.7 | 17.4 | 61.2 |
| 2 POUNDS OF BEEF PRODUCED | 24867 | 10304 | 35140 |
| | PER CWT. | PER CWT. | PER CWT. |
| 3 NET INCREASE IN VALUE OF ANIMALS | 44.95 | 54.56 | 41.76 |
| 4 OTHER MISCELLANEOUS BEEF INCOME | | | |
| 5 TOTAL VALUE PRODUCED | \$ 44.95* | 54.56* | 41.76* |
| 6 POUNDS OF FEED FED | | | |
| 7 GRAIN | 344.7 | 213.1 | 382.2 |
| 8 PROTEIN, SALT & MINERAL | 41.7 | 22.2 | 48.4 |
| 9 LEGUME HAY | 390.3 | 339.0 | 308.9 |
| 10 OTHER HAY & DRY ROUGHAGE | 23.5 | 6.5 | 5.7 |
| 11 SILAGE | 988.2 | 190.9 | 1295.1 |
| 12 FEED COST | | | |
| 13 GRAIN | 16.97 | 10.85 | 19.13 |
| 14 PROTEIN, SALT & MINERAL | 6.00 | 1.81 | 7.28 |
| 15 LEGUME HAY | 7.14 | 10.09 | 7.99 |
| 16 OTHER HAY & DRY ROUGHAGE | .42 | .12 | .04 |
| 17 SILAGE | 9.19 | 1.82 | 12.16 |
| 18 PASTURE | .68 | 1.59 | .57 |
| 19 TOTAL FEED COST | \$ 40.40 | 26.28 | 47.17 |
| 20 RETURN OVER FEED COST | \$ 4.55* | 28.28* | (-5.41)* |
| 21 OTHER DIRECT COSTS | | | |
| 22 MISCELLANEOUS LIVESTOCK EXPENSE | .37 | .42 | .22 |
| 23 VETERINARY EXPENSE | .82 | .85 | .79 |
| 24 CUSTOM WORK HIRED | 1.15 | 1.55 | 1.14 |
| 25 SPECIAL HIRED LABOR | | | |
| 26 TOTAL OTHER DIRECT COSTS | \$ 2.34 | 2.82 | 2.15 |
| 27 RETURN OVER FEED & OTHER DIRECT COSTS | \$ 2.21* | 25.46* | (-7.56)* |
| 28 ALLOCATED COSTS | | | |
| 29 POWER & MACHINERY COSTS | 1.13 | 1.48 | .75 |
| 30 LIVESTOCK EQUIPMENT COSTS | 1.04 | 1.20 | .62 |
| 31 BUILDINGS & FENCES | 1.48 | 2.32 | .84 |
| 32 TOTAL ALLOCATED COSTS | 3.65 | 5.00 | 2.21 |
| 33 RETURN OVER ALL LISTED COSTS | (-1.44)* | 20.46* | (-9.77)* |
| 34 SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 35 RETURN FOR \$100 FEED FED | 111.26 | 207.61 | 88.52 |
| 36 PRICE PER CWT. SOLD | 63.03 | 61.04 | 62.90 |
| 37 AVERAGE WEIGHT PER HEAD SOLD | 912.3 | 711.5 | 973.8 |
| 38 PRICE PER CWT. BOUGHT | 63.78 | 85.27 | 62.10 |
| 39 AVERAGE WEIGHT PER HEAD BOUGHT | 381.0 | | 432.9 |
| 40 NUMBER OF HEAD BOUGHT | 22 | 7 | 40 |
| 41 PERCENT DEATH LOSS | 1.0 | 2.8 | 1.3 |
| 42 EFFECTIVE DAILY GAIN - POUNDS/HEAD/DAY | 1.56 | 1.62 | 1.57 |
| 43 TOTAL LISTED COST PER CWT. PRODUCED \$ | 46.39* | 34.10* | 51.53* |
| 44 UTILITIES & OTHER GEN. FARM EXP.(TOT.) | 164.87 | 34.76 | 337.51 |
| 45 INTEREST ALLOCATION | ===== | ===== | ===== |
| 46 OTHER COSTS NOT LISTED | ===== | ===== | ===== |
| 47 TOTAL COSTS | ===== | ===== | ===== |

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 improving 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 inflexible, they may be a liability to progress rather than an asset.

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

WHAT DOES YOUR FAMILY WANT?

NAME John Jones Family DATE 3/10/82

ADDRESS Anywhere, Minnesota

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

| | This Year | Later |
|---|-----------|-------|
| <u>FOR A PROFITABLE FARM BUSINESS:</u> | | |
| 6 Buy a new tractor to replace old John Deere A | ✓ | |
| 1 Raise the production of the dairy herd by 500 lbs. of 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 per acre in 3 yrs. | ✓ | ✓ |
| <u>FOR SATISFYING LIVING:</u> | | |
| 5 Install kitchen cabinets | ✓ | |
| 10 Build new family room on west side of house | ✓ | |
| 11 Paint exterior of home | ✓ | |
| 12 Landscape yard | | ✓ |
| <u>FOR DEVELOPMENT OF FAMILY MEMBERS:</u> | | |
| 9 Provide opportunity for son, Dave, to attend college in two years | | ✓ |
| 7 Provide money for Dad to attend the National Convention for a week this winter | ✓ | |
| 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 | ✓ | ✓ |