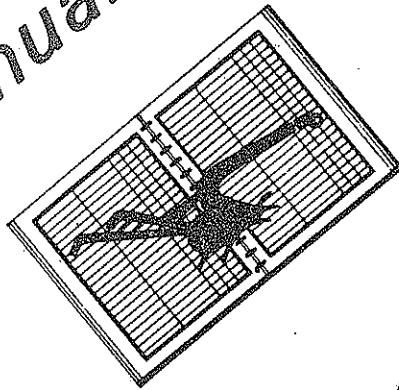
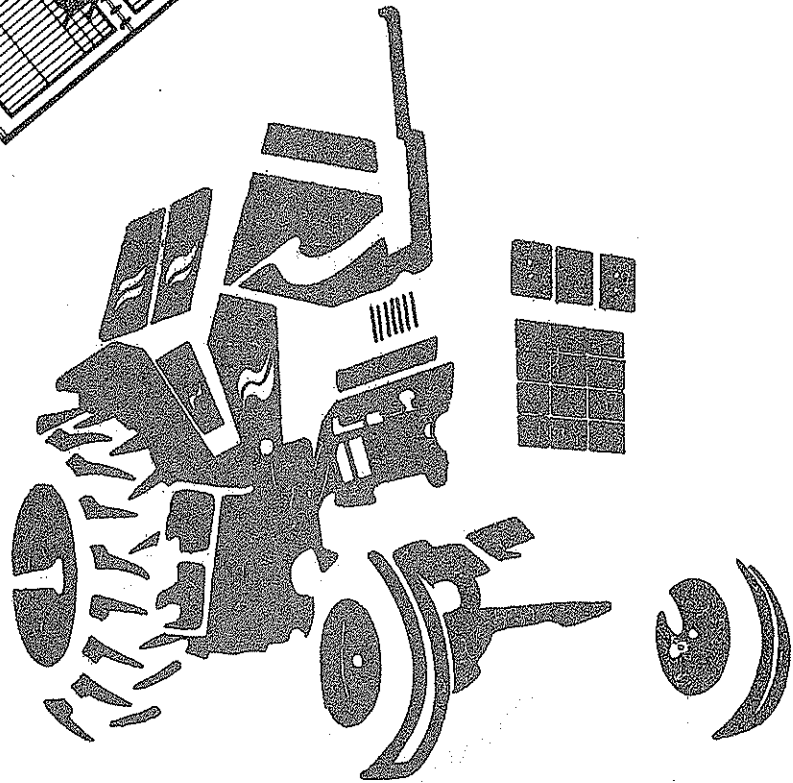


FARM BUSINESS MANAGEMENT

1981 Annual Report



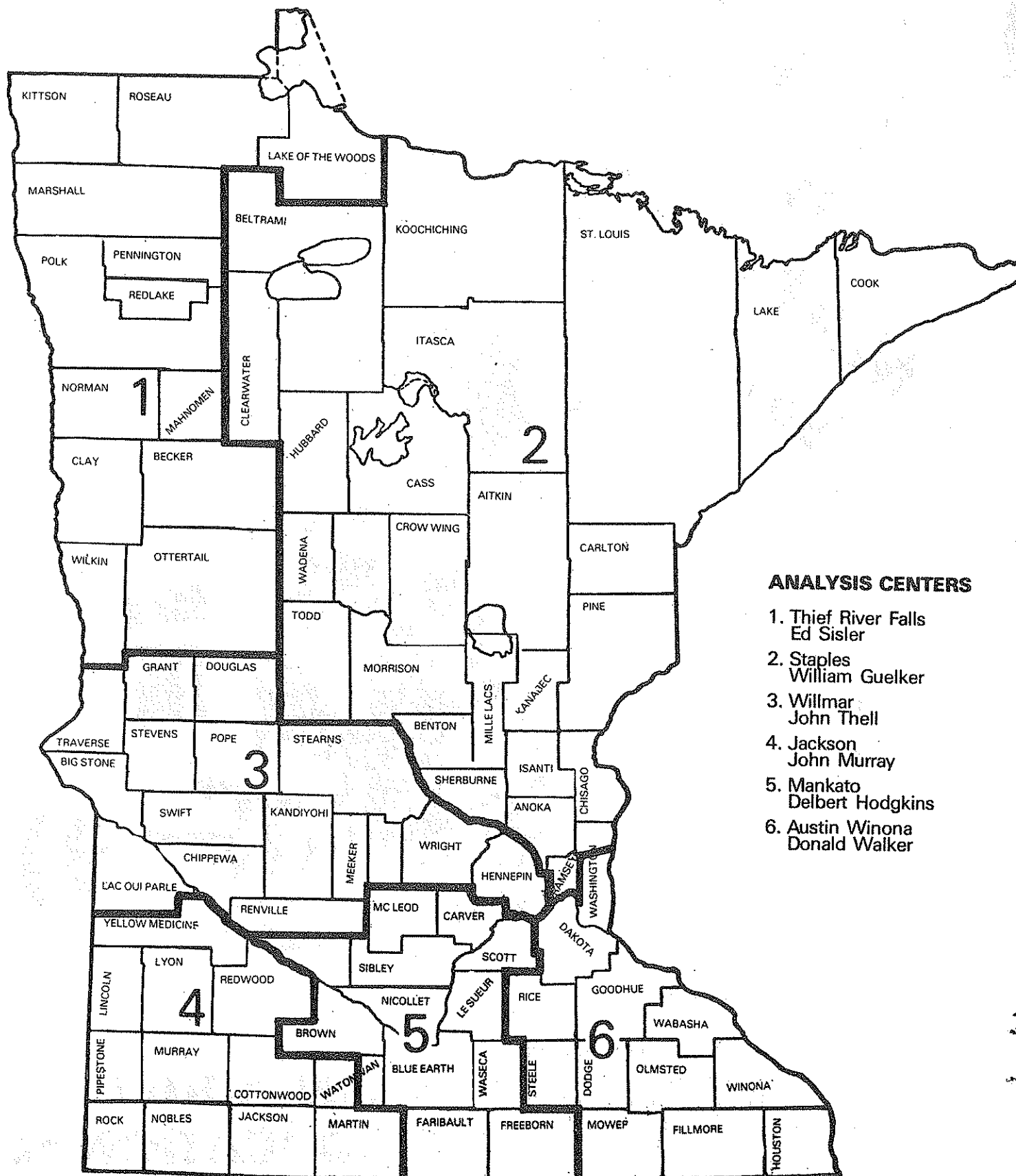
NORTHWESTERN MINNESOTA
REPORT NO. 27
AREA VOCATIONAL-TECHNICAL
INSTITUTE
THIEF RIVER FALLS, MINN.



In Cooperation With
VOCATIONAL DIVISION
DEPARTMENT OF EDUCATION AND
AGRICULTURAL EDUCATION DEPARTMENT
UNIVERSITY OF MINNESOTA

**AN ADULT
EDUCATIONAL
PROGRAM**

VO-AG FARM MANAGEMENT AREAS



1981 REPORT OF THE FARM MANAGEMENT PROGRAM FOR VOCATIONAL

AGRICULTURE IN NORTHWESTERN MINNESOTA

HERE'S WHERE YOU'LL FIND THE INFORMATION

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INTRODUCTION

Adult Farm Business Management Education programs have 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 7,000 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.), AVTI'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. The purpose has not changed.

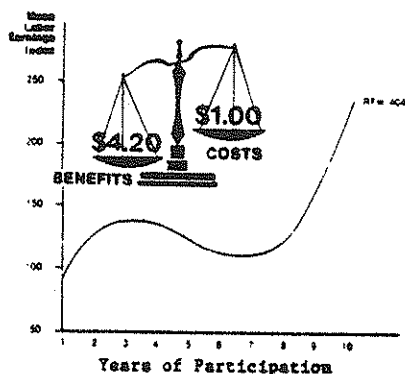
To accomplish the purpose, programs have been organized to generally conform to the following guidelines:

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.

Like most education programs, enrollees benefit from the instruction in relation to how much effort they put into study. But 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 economy.

The analysis of the record and the preparation of the reports for Northwestern Minnesota were done under the direction of Ed Sisler of the Area Vocational Technical School at Thief River Falls. The program is locally supervised by Mr. Robert Block, Superintendent of the Thief River Falls Public Schools and Dr. Orley Gunderson, Director of the Area Vocational Technical School.

A special Thank you is due the clerical staff: Pat Lemer, Shirley Koop, Wilma Bornholdt, Pat Kotschevar, Thief River Falls; Fay Gullickson, Verda Carlson, Fertile; Betty Johannsen, Detroit Lakes; Beverly Hest, Hawley; Sandy Nichols, Climax; Donna Tornell, Sue Sakry, Barnesville; and Marguerite Andrews, Pelican Rapids.

Esther Mattson, our secretary, oversees the general operation of this office; including correspondence, billing and organization.

FAMILY AND FARM GOALS

DO YOU HAVE A PLAN?

Do you have plans for this year? For the future? Is your family involved in these plans? Have you set priorities for your goals?

The establishment of Family and Farm Goals is an integral part of the Minnesota Vo-Ag Farm Management Program.

Life is too short, and farm and family success too fragile, to cruise around aimlessly with no sense of direction. To get somewhere, you've got to know where you are going and you must know how to get there. The Farm Management Program, along with the analysis, serves to keep the farm family on track, and offers a periodic evaluation of progress made toward these goals.

Family discussions of goals makes these goals more meaningful and committing them to paper firms them.

Use your Farm Management instructor as a counselor to help you and your family develop and reach your goals.

We urge you to use the forms on page 5 and 6 as tools for goal setting.

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in 27 schools in Northwestern Minnesota. A list of cooperating schools and instructors follows:

<u>SCHOOL</u>	<u>INSTRUCTOR</u>
Ada	Peter Revier
Barnesville	David Bakken
Baudette	Gerald Ausmus
Detroit Lakes	Duane Lemmon, Clayton Olsen
Fergus Falls	Bert Winger, Lambert Schilling
Fertile	Conrad Carlson
Fosston	Douglas Ejerstad
Goodridge	Wallace Shodean
Greenbush, Badger, Warroad	Bud Leverington
Hawley	John Hest
Henning	Charles Erickson
Lancaster	Mark Prosser
Mahnomen, Ulen	Mike Lockhart
Moorhead	Rich Morgan
Pelican Rapids	Budd Andrews
Perham	Dick Hemmingsen
Plummer, Oklee, Red Lake Falls	Alan Dalen
Roseau	Duane Jaenicke, Bud Leverington
Thief River Falls	Don Johnsen, Verne Spengler
Twin Valley	Ken Skauge

WHY KEEP RECORDS?

Systematic use of records seems to raise the managerial level of the farmers. Once a farmer starts using records to check up on his performance, it is likely that he will continue for some years to improve his position above that of his less systematic neighbor.*

* Britannica Research Service

482 Records were included in the average.

675 Records were processed.

PRIORITY	OUR OBJECTIVES: NOW AND LATER	
	<u>THIS YEAR</u>	<u>IN THE FUTURE</u>
	For improving our livestock program	
	For improving our use of machinery and equipment	
	For improving use of our buildings, and the farmstead	
	For improving, and using, our farm record system	

OUR OBJECTIVES: NOW AND LATER

PRIORITY

THIS YEAR

PRIORITY

IN THE FUTURE

For Providing a Satisfying Living

--	--	--

For Self-Development of Each Person in the Family

--	--	--

For Improving Our Financial Security: Family and Business.

--	--	--

For Improving Our Soil, Cropping System and Land Use.

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WHAT IS THE CAPITAL INVESTMENT PICTURE IN OUR FARM BUSINESS?

Table 1 - Summary of Farm Inventories, 1981

Items	Average of 482	
	Jan. 1	Dec. 31
1 Size of Farm - Total Acres	825.1	
2 - Tillable Acres	750.5	
3 Work Units - Crops	300.40	
4 - Livestock	153.86	
5 - Other	10.75	
6 Total Size of Business in Work Units	465.01	
7 Number of Workers	1.81	
8 Farm Capital Investment per Worker	228830	
9 <u>PRODUCTIVE LIVESTOCK</u>		
10 Dairy Cows	10438	11970
11 Other Dairy Cattle	6272	6794
12 Beef Breeding Cattle	8324	8621
13 Beef Feeder Cattle	3184	3936
14 Hogs	1708	1624
15 Sheep (Including Feeders & Goats)	350	374
16 Poultry - All Types		
17 Other Livestock		
18 Total Productive Livestock	30277	33320
19 <u>CROP, SEED & FEED</u>	60637	64072
20 <u>POWER, MACHINERY & EQUIPMENT</u>		
21 Auto & Truck (Farm Share)	8028	8409
22 Power & Machinery	50700	57598
23 Irrigation Equipment	1070	1062
24 Custom Work Equipment	285	212
25 Livestock Equipment	3928	4944
26 Total Power, Mach. & Equip.	64012	72225
27 <u>LAND</u>	180051	195895
28 Buildings-Fences-Etc.	32410	37788
29 Total Farm Capital	367387	403300
30 Increase or Decrease in Total Fm. Capital		35912

Table 1 lists the catagories of farm capital for the average of farms and for the 97 most profitable and the 97 least profitable farms. These averages include the landlord's share of the investment for rented farms.

Livestock, crops, seed and feed reflect a conservative market price at the time the inventory is taken.

Machinery, equipment and building values reflect cost less depreciation.

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

Items	Average of 97 High Farms		Average of 97 Low Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Size of Farm - Total Acres	1232.8		982.4	
2 - Tillable Acres	1168.7		886.2	
3 Work Units - Crops	466.15		401.05	
4 - Livestock	176.02		134.44	
5 - Other	19.16		17.05	
6 Total Size of Business in Work Units	661.34		552.54	
7 Number of Workers	2.47		2.02	
8 Farm Capital Investment per Worker	280078		293633	
9 <u>PRODUCTIVE LIVESTOCK</u>				
10 Dairy Cows	12268	14751	7679	8298
11 Other Dairy Cattle	8736	9571	3917	3900
12 Beef Breeding Cattle	6129	7131	17435	17055
13 Beef Feeder Cattle	5280	5833	5201	7011
14 Hogs	611	512	1959	1570
15 Sheep (Incl. Feeders) & Goats			269	242
16 Poultry - All Types			1	2
17 Other Livestock				
18 Total Productive Livestock	33023	37798	36461	38078
19 <u>CROP, SEED & FEED</u>	106683	136835	84047	68239
20 <u>POWER, MACHINERY & EQUIPMENT</u>				
21 Auto & Truck (Farm Share)	12868	15244	10489	9864
22 Power & Machinery	76217	90528	62497	69499
23 Irrigation Equipment	999	858	2425	2722
24 Custom Work Equipment	630	266	766	653
25 Livestock Equipment	4276	6464	3142	3197
26 Total Power, Mach. & Equip.	94990	113359	79318	85935
27 Land	225944	255660	297636	324553
28 Buildings - Fences, Etc.	42239	50082	39265	45630
29 Total Farm Capital	502880	593734	536727	562435
30 Increase or Decrease in Total Farm Capital		90855		25708

Table 2A - Whole Farm Summary of Cash Receipts, 1981

Items	Average of 483 Farms	High 97 Farms	Low 97 Farms
1 <u>Sale of Livestock & Livestock Products</u>			
2 Dairy Cows	1990	3137	1063
3 Dairy Products	23376	32416	13401
4 Other Dairy Cattle	1961	3366	1155
5 Beef Breeding Cattle	2586	2775	4288
6 Beef Feeder Cattle	4675	8068	6341
7 Hogs Complete & Mixed	1640	310	1709
8 Hogs Finishing	786	485	858
9 Hogs Producing Weaning Pigs	1133	724	1396
10 Sheep, Goats & Wool, Farm Flock	184		136
11 Sheep & Wool, Feeder Lambs			
12 Chickens (Incl. Hens & Broilers)			
13 Turkeys			
14 Eggs	31		156
15 Other Productive Livestock & Products	15		
16 Other Misc. Livestock Income	210	1	11
17 Total Sales of Productive Lvstk.	38586	51282	30513
18 <u>Sale of Crops</u>			
19 Wheat	38381	68406	41234
19A Durum	1482	2556	3310
20 Other Small Grains	22423	41146	24991
21 Corn	6387	9979	6355
22 Soybeans	1682	4186	1768
22A Sunflowers	13968	24941	13832
23 Other Row Crops	14913	29921	27934
24 Legumes & Other Forage	470	475	925
25 Grass Seed	237	603	185
26 Fruits & Nuts			
37 Veg. Roadside Market & Speciality			
28 Nursery, Timber & Other	14	17	
29 Set Aside Acres - Gov. Payments	3367	5803	3825
30 Total Sales From Crops	103324	188031	124359
31 Cap. Assets Sold (Auto/Trk/Mach)	951	1630	1557
31A Cap. Assets Sold (Bldgs & Imprvmnts)	323	310	918
31B Cap. Assets Sold (Land)	1341	5363	234
32 Gas Tax Refund	111	74	189
33 Income from Work Off the Farm	1393	1736	2600
34 Custom Work Enterprise Income	879	2577	1491
35 Patronage Refunds	1197	2241	1246
36 Miscellaneous Farm Income	2452	5459	2861
37 Total Farm Sales	150557	258703	165966
38 Increase in Farm Capital	35632	90855	24415
39 Family Living From the Farm	534	662	511
40 Total Farm Rec. (37)+(38)+(39)	186723	350220	190892

Table 2A provides a listing of the sources of cash income. The landlord's share of crops and other items is included in order to calculate earnings for the whole farm business. In addition to cash sales, the increase in farm capital and value of farm produce used in the home are listed. (No credit for farm home.)

Table 2B - Whole Farm Summary of Cash Expenses, 1981

Items	Average of 483 Farms	High 97 Farms	Low 97 Farms
1 Purchase of Livestock			
2 Dairy Cows	1225	1719	1420
3 Other Dairy Cattle	829	775	472
4 Beef Breeding Cattle	457	503	1096
5 Beef Feeder Cattle	2943	5441	2828
6 Hogs Complete & Mixed	43	2	133
7 Hogs Finishing	165	87	365
8 Hogs Producing Weaning Pigs	65	42	51
9 Sheep & Goats	18		53
10 Sheep, Feeder Lambs			
11 Chickens (Incl. Hens & Broilers)	31		5
12 Turkeys			
13 Other Productive Livestock			
14 Miscellaneous Livestock Expense	2040	2502	1911
15 Feed Bought	7666	9250	7907
16 Fertilizer	15260	24844	19178
17 Chemicals	6858	12170	9024
18 *Other Crop Expense	16886	27468	24328
19 Irrigation Operation Costs	40	18	111
20 Custom Work Enterprise Op. Costs, Inc. Labor	483	1252	1119
21 Custom Work Hired	4682	6963	5956
22 Repair & Upkeep of Livestock Equip.	428	440	265
23 Repair & Upkeep of Farm Real Estate	1285	2028	1378
24 Gas, Oil & Grease Bought (Farm Share)	10047	14927	12925
25 Repair & Operation of Mach., Trac., Trk. & Auto	8763	13280	12080
26 Repair & Upkeep of Irrigation Equip.	7		24
27 Repairs - Custom Work Enterprise	110	222	307
28 Wages of Hired Labor	5529	9603	8723
29 Personal Property & Real Estate Taxes	2526	3837	3292
30 General Farm Expense	2791	4736	3511
31 Telephone Expense (Farm Share)	332	409	433
32 Electricity Expense (Farm Share)	1113	1273	1279
33 <u>Total Cash Operating Expense</u>	92622	143791	120173
34 Power, Crop & Gen. Mach. Bought (Fm. Sh.)	22059	40414	24878
35 Irrigation Equip. Bought	118	37	551
36 Custom Work Equip. Bought	194	792	37
37 Livestock Equip. Bought	1757	3150	615
38 New Real Estate - Bldgs./Imprvmnts	8851	12422	11541
38A New Real Estate - Land	16390	31753	26878
39 <u>Total Farm Purchases (33) thru (38A)</u>	141990	232359	184673
40 Decrease in Farm Capital			
41 Interest on Farm Capital (7% Opp. Chg.)	27055	38382	38754
42 Unpaid Family Labor	64		80
43 Labor Chg. for Partners & Other Opers.	673	443	1318
44 Board Furnished Hired Labor	59	75	112
45 <u>Total Farm Exp. (39) thru (44)</u>	169840	271259	224938
46 Ret. to Op. Labor & Mgmt-Single Op. (WF.) (2A/40) - (45)	16883	78961	(-34046)
47 Number of Operators	1	1	
48 Full Time Operator Equivalents	1.24	1.61	1.22
49 Ret. to Op. Lab & Mgmt/Full Time Op. Equiv.	14724	62983	-26843

Labor earnings represent the return for labor after all expenses (Table 2B, Line 45) are deducted from total farm receipts. (Table 2A, line 40). The interest on farm capital is 7% of the average total Farm Capital. (Table 1, line 29)

*Other crop expense includes CCC Buyback

WHAT IS THE VALUE PRODUCED BY EACH ENTERPRISE ?

Table 3, Summary of Farm Earnings (ENTERPRISE STATEMENT), 1981

Items	Average of 482 Farms	High 97 Farms	Low 97 Farms
1 Returns & Net Increases			
2 <u>Productive Livestock</u>			
3 Dairy Cows	22913	32698	12290
4 Other Dairy Cattle	5099	7870	2524
5 Beef Breeding Cattle	3186	3386	5192
6 Feeder Cattle	1867	3152	3224
7 Hogs, Complete & Mixed	1634	252	1487
8 Hog Finishing Enterprise	511	417	395
9 Producing Weaning Pigs	1104	628	1220
10 Sheep & Goats	190		59
11 Sheep, Feeder Lambs			
12 Chickens (Incl. Hens & Broilers)	158		153
13 Turkeys			
14 Other Productive Livestock	15		
15 Total All Productive Livestock	36677	48404	26544
16 Value of Feed Fed to Livestock (Minus)	19218	20839	18668
17 Return Over Feed From Livestock	17459	27565	7876
18 Crop, Seed & Feed	78827	165016	65577
19 Cooperative Patronage Refunds	1198	2241	1248
20 Miscellaneous Farm Income	2446	5459	2834
21 Custom Work Enterprise	20	(- 52)	(-84)
22 Total Returns & Net Increases	99950	200229	77450
23 <u>Expenses & Net Decreases</u>			
24 Truck & Auto (Farm Share)	5968	9337	6752
25 Tractors & Crop Machinery	29350	45837	37326
26 Irrigation Equipment	133	179	284
27 Electricity	1113	1273	1281
28 Livestock Equipment	1160	1170	883
29 Buildings, Fences & Tiling	4440	6296	5687
30 Bare Land	(-766)	(-3326)	(-5)
31 Miscellaneous Livestock Expense	2044	2502	1931
32 Labor	6041	10194	9395
33 Labor Charge for Other Operator(s)	674	443	1332
34 Property Tax	2523	3837	3285
35 General Farm Expense & Telephone	3412	5145	4874
36 Interest on Farm Capital (7% Opp. Chg.)	26974	38382	38471
37 Total Expenses & Net Decreases	83067	121268	111496
38 Return to Operator Labor & Mgmt (Single Op.)	16883	78961	(-34046)
39 Number of Farm Operators	1	1	1
40 Full Time Operators Equivalents	1.24	1.61	1.22
41 Return Opr. Lbr. & Mgmt./Full Time Opr.	14724	62983	(-26843)

Table 3 combines Tables 1, 2A & 2B. Cash receipts and expenses are adjusted for changes in inventory for each enterprise and for each category of expense in order to show net increases and net decreases. The resulting labor earnings are the same as those on Page 7. The negative figures for line 30 (Bare Land) indicate that land has been sold for higher than inventory values

Table 4 - Household and Personal Expense, 1981

	Average of 254 Farms	High 43 Farms	Low 43 Farms
1 Number of Persons - Family	4	4	4
2 Number of Adult Equivalent - Family	3.3	3.5	3.3
3 Church & Welfare	678	1119	832
4 Medical Care & Health Insurance	1915	2231	1816
5 Food & Meals Bought	3737	4386	3650
6 Operating Expense & Supplies	1388	1985	1075
7 Furnishings & Equipment	1218	1645	1539
8 Clothing & Clothing Materials	1130	1635	1163
9 Personal Care, Personal Spending	1497	1916	2010
10 Education	781	1192	798
11 Recreation	177	209	202
12 Gifts & Special Events	632	1011	624
13 Personal Share Truck & Auto Exp.	648	730	562
14 Operator Share Upkeep on Dwelling			
14A Cash Rent (Personal)	1		2
15 Personal Share Tel. & Elec. Exp.	483	593	456
15A Personal Share - Gen. Farm Exp.	15	19	23
16 Total Cash Living Expense	14301	18670	14754
17 Personal Share New Truck & Auto	473	467	556
18 New Dwelling Bought	2114	4607	1213
19 Taxes & Other Deductions	1513	2799	1114
20 Life Ins. & Other Savings & Invst.	2920	3894	3895
21 Total HH & Pers. (16) thru (20)	21321	30438	21532
22 Total Fam. Living from the Farm (33)	501	686	428
23 Total Cash & Non-Cash Exp. (21) + (22)	21822	31124	21960
24 <u>FAMILY LIVING FROM THE FARM</u>			
25	<u>Oper. Share</u>	<u>Oper. Share</u>	<u>Oper. Share</u>
26 Milk & Cream (Quarts)	160	272	65
27 Beef & Buffalo (Pounds)	269	335	274
28 Pork (Pounds)	39	23	41
29 Lamb, Mutton, Goat (Pounds)			
30 Poultry, All Fowl (Pounds)			
31 Eggs (Dozen)			
32 Veg., Fruits, Spuds, Other Prod. & Fuel	32	57	49
33 TOTAL FAMILY LIVING FROM THE FARM	501	686	428

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in Table 4. These farmers spent an average of \$21,321 for family living in addition to the food, fuel and housing furnished by the farm.

Table 5 - Net Worth Statement - Operator, 1981

Items	Average of 479 Farms	
	Jan. 1	Dec. 31
1 Total Productive Livestock	29792	32566
2 Crop, Seed & Feed	58507	61430
3 Total Power, Mach. & Equip.	62862	70611
4 Land	135014	150105
5 Buildings, Fences, Etc.	31505	36695
6 Total Farm Capital	317680	351407
7 Non-Farm Assets	26150	28683
7A Cash on Hand & In Bank	8127	7760
8 Dwelling	18844	21130
9 Total Assets	370802	408980
10 Real Estate Mortgages	103846	127002
11 Chattel Mortgages	63314	75452
12 Notes	20206	25368
13 Accounts Payable	3895	5076
14 Total Liabilities	191261	232898
15 Farmers Net Worth	179541	176082
16 Gain (or Loss) in Net Worth		(-3458)
17 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>		
18 Return to Op. Labor & Mgmt. (6B/47)	8246	
19 Return to Cap. & Family Labor (6B/48)	10934	
20 Non-Farm Income		
21 Outside Investment Income	1236	
22 Other Pers. Income & Income Tax Ref.	5537	
22A Sale of (P.S.) Dwelling, Auto & Truck	72	
23 Total Non-Farm Income	6845	
24 Total Family Farm & Non-Farm Income	17779	
25 Total Money Borrowed	126345	
26 Total Paid on Debt (Principal)	84007	
27 Total HH & Pers. Cash/Non-Cash Exp. (4/23)	21577	
28 Ratio: Total Farm-Expenses to Rec.(O.S.)	.956	
	Jan. 1	Dec. 31
29 Ratio: Total-Assets to Liabilities	1.939	1.756
30 Ratio: Non-Real Estate-Assets to Liab.	2.121	1.899
31 Ratio: Real Estate-Assets to Liab.	1.785	1.637
32 Ratio: Net Worth to Total Liab.	.939	.756
33* Ratio: Cash Op.Ex. to Adj.Total Fm Sl's (O.S.)		.849
34 Ratio: Total Fm. Rec. to Av. Farm Cap. (W.F.)		.497
35 Ratio: Total Fm. Rec. to Av. Farm Cap. (O.S.)		.554

*Adjusted farm sales does not include sale of capital assets.

A net worth statement includes a listing of all the assets and liabilities as of a given date. The difference between the farmers total assets and his total liabilities is his net worth. Both the farm and personal assets and liabilities are included.

Table 5 - Net Worth Statement - Operator, 1981

Items	High 92 Farms		Low 98 Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Productive Livestock	38881	43320	35345	37960
2 Crop, Seed & Feed	90763	118963	102002	80068
3 Total Power, Mach. & Equip.	89476	103850	91357	101349
4 Land	162785	190688	240339	277888
5 Buildings, Fences, Etc.	41636	48764	41420	48892
6 Total Farm Capital	423540	505584	510463	546158
7 Non-Farm Assets	41094	45937	44465	47378
7A Cash on Hand & In Bank	13793	11900	10508	9159
8 Dwelling	20555	26039	21755	23194
9 Total Assets	498982	589460	587191	625888
10 Real Estate Mortgages	133087	159631	160280	215503
11 Chattel Mortgages	85495	99450	99868	122346
12 Notes	25449	33754	44596	52624
13 Accounts Payable	2605	3409	6710	7049
14 Total Liabilities	246636	296244	311453	397522
15 Farmers Net Worth	252346	293216	275738	228366
16 Gain (or Loss) in Net Worth		40870		(- 47372)
17 SUPPLEMENTARY MANAGEMENT INFORMATION				
18 Return to Op. Labor & Mgmt. (6B/47)	61792		(-44690)	
19 Return to Cap. & Family Labor (6B/48)	65842		(-39158)	
20 Non-Farm Income				
21 Outside Investment Income	1150		4287	
22 Other Pers. Income & Income Tax Ref.	4997		7319	
22A Sale of (P.S.) Dwelling, Auto & Trk.	33		51	
23 Total Non-Farm Income	6179		11657	
24 Total Family Farm & Non-Farm Inc.	72021		(-27500)	
25 Total Money Borrowed	166910		220872	
26 Total Paid on Debt (Principal)	119296		128688	
27 Total HH & Pers. Cash/Non-Cash Exp(4/23)	32944		25553	
28 Ratio: Total Farm-Exp. to Rec. (O.S.)	.805		1.174	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
29 Ratio: Total-Assets to Liabilities	2.023	1.990	1.885	1.574
30 Ratio: Non-Real Estate-Assets to Liab	2.413	2.371	1.876	1.516
31 Ratio: Real Estate-Assets to Liab.	1.690	1.663	1.894	1.624
32 Ratio: Net Worth to Total Liab.	1.023	.990	.885	.574
33* Ratio: Cash Op. Exp. to Adj. Total Fm Sales(O.S.)		.755		.974
34 Ratio: Total Fm. Rec. to Av. Fm. Cap. (W.F.)		.607		.439
35 Ratio: Total Fm. Rec. to Av. Fm. Cap. (O.S.)		.683		.486

*Adjusted farm sales does not include sale of capital assets

Table 6A - Operators Share of Cash Receipts, 1981

Items	Average of 494 Farms	High 99 Farms	Low 99 Farms
1 <u>Sale of Livestock & Livestock Products</u>			
2 Dairy Cows	1886	3265	792
3 Dairy Products	22603	37379	9424
4 Other Dairy Cattle	1826	3541	721
5 Beef Breeding Cattle	2464	2687	4131
6 Beef Feeder Cattle	4627	8154	9113
7 Hogs Complete & Mixed	1647	529	1884
8 Hogs Finishing	769	185	812
9 Hogs Producing Weaning Pigs	1135	879	1768
10 Sheep, Goats & Wool, Farm Flock	166		133
11 Sheep & Wool, Feeder Lambs			
12 Chickens (Inc. Hens & Broilers)			
13 Turkeys			
14 Eggs	31		152
15 Other Prod. Livestock & Products	14		
16 Other Misc. Livestock Income	205	1	11
17 Total Sales of Productive Livestock	37373	56621	28941
18 <u>Sale of Crops</u>			
19 Wheat	37487	59125	53421
19A Durum	1424	1444	4426
20 other Small Grain	21591	35958	30242
21 Corn	6145	7537	12985
22 Soybeans	1610	3397	1621
22A Sunflowers	14160	24280	16397
23 Other Row Crops	14515	23653	36118
24 Legumes & Other Roughage	455	481	939
25 Grass Seed	223	559	202
26 Fruits & Nuts			
27 Vegetables, Roadside Market & Specialty			
28 Nursery, Timber & Other	13	16	
29 Set Aside Acres - Gov. Payments	3392	5822	4258
30 Total Sales From Crops	101014	162272	160609
31 Cap. Assets Sold (Auto/Trk/Mach.)	927	1580	1667
31A Cap. Assets Sold (Bldgs & Improvements)	316	304	899
31B Cap. Assets Sold (Land)	1012	3920	18
32 Gas Tax Refund	109	89	167
33 Income From Work Off the Farm	1366	1632	3028
34 Custom Work Enterprise Income	859	2525	1461
35 Patronage Refunds	1249	2377	1866
36 Misc. Farm Income	2413	3882	3128
37 Total Farm Sales	146639	235202	201785
38 Increase in Farm Capital	34258	82263	34773
39 Family Living From the Farm	538	809	427
40 Total Farm Receipts (37)+(38)+(39)	181435	318274	236985
41 Adjusted Total Farm Sales (37)-(31)	144384	229398	199201
42 Total Cash Farm Operating Expense	121948	170880	193573
43 Net Cash Operating Income	22436	58518	5629

Table 6B - Operators Share of Cash Expenses, 1981

Items	Average of 494 Farms	High 99 Farms	Low 99 Farms
1 Purchase of Livestock			
2 Dairy Cows	1088	775	1266
3 Other Dairy Cattle	741	1132	458
4 Beef Breeding Cattle	442	500	983
5 Beef Feeder Cattle	2876	5321	5350
6 Hogs Complete	42	4	121
7 Hogs Finishing	161	15	150
8 Hogs Producing Weaning Pigs	71	41	50
9 Sheep, Farm Flock	18		52
10 Sheep, Feeder Lambs			
11 Chickens	30		1
12 Turkeys			
13 Other Productive Livestock			
14 Miscellaneous Livestock Expense	1998	2830	1777
15 Feed Bought	7506	10265	7463
16 Fertilizer	15199	21732	23069
17 Chemicals	6822	9969	11411
18 Other Crop Expense	16704	24227	31953
19 Irrigation Operation Cost	39	17	155
20 Custom Work Op. Costs, Incl. Labor	472	1123	1097
21 Custom Work Hired	4633	6619	6813
22 Repair & Upkeep of Lvstk. Equip.	423	404	270
23 Repair & Upkeep of Farm Real Estate	1272	1669	1761
24 Gas, Oil, Grease Bought (F. S.)	9958	13954	14452
25 Repair & Op.-Mach., Trac., Trk., Auto (F.S.)	8674	11688	13867
26 Repair & Upkeep of Irrigation Equip.	7		34
27 Repairs, Custom Work Enterprise	108	217	301
28 Wages of Hired Labor	5512	8919	10177
29 Personal Prop. & Real Estate Taxes	2149	3111	3167
30 Cash Rent	9791	12381	18926
31 General Farm Expenses	3044	4313	5194
32 Telephone Expense (F.S.)	325	418	461
33 Electricity Expense (F.S.)	1090	1327	1318
34 Interest Actually Paid	20754	27907	31476
35 Total Cash Operating Expense	121948	170880	193573
36 Power, Crop & General Mach. Bought (F.S.)	21722	36513	31386
37 Irrigation Equipment bought	115	36	540
38 Custom Work Enterprise Equip. Bought	189	776	36
39 Livestock Equipment Bought	1594	2171	548
40 New Real Estate-Bldgs/Unorvnbt	8433	10889	12873
40A New Real Estate - Land	15102	27648	37183
41 Total Farm Purchases (35) Thru (40A)	169104	248913	276138
42 Decrease in Farm Capital			
43 Interest on Farm Capital (7% Opp. Chg.)	2760	4506	5478
44 Unpaid Family Labor	63	28	139
45 Board Furnished Hired Labor	59	95	83
46 Total Farm Expense (41) thru (45)	171986	253541	281838
47 Return to Op. Labor & Mgmt.(OS)(6A/40)-(46)	9450	64733	(-44853)
48 Return to Cap. & Fam Labor (47)+(44)+(43)	12272	69266	(-39235)

Table 8 - Measures of Farm Organization

Items	Average of 494 Farms	97 High Farms	97 Low Farms
1 Return to Operators Labor & Mgmt.	16868	78961	(-34983)
2 Crop Yield Index	100.0	112.5	89.1
4 Gross Return Per Tillable Acre (Exc. Past.)	154.73	184.05	134.58
5 Return per \$100 Feed Fed Prod. Lvstk. Index	100.0	125.9	83.8
6* Livestock Units per 100 Acres	6.32	4.16	6.24
7 Size of Business - Work Units	466.58	661.34	552.21
8 Work Units per Worker	256.36	267.75	274.73
9 Power, Mach., Equip., Bldg. Exp. per Worker Unit	91.95	99.12	96.55
10 Farm Capital Investment per Worker	214413	221987	275439
11 Index of Return per \$100 Feed Fed			
14 Beef Breeding Farm, Whole Herd, Commercial	100.0	162.2	85.2
17 Beef Feeders Feedlot	100.0	120.1	87.9
18 Dairy Cows, Commercial, General	100.0	110.8	91.3
19 Other Dairy, Commercial, Replacements	100.0	110.5	76.7
20 Hogs, Farrow, Finish, General	100.0		76.3
21 Hog, Finishing	100.0	98.9	76.1
22 Hogs, Weaning Pig Production	100.0	98.6	92.8
23 Sheep, Range, Commercial	100.0		
24 Sheep, Farm, Commercial	100.0		
25 Turkeys, Poults, Heavy Breeds	100.0		
30 Number of Animal Units	49.07	49.14	57.94
31 Work Units			
32 Crops	301.96	466.15	402.18
33 Productive Livestock	154.04	176.02	133.05
34 Other Productive Work Units	10.57	19.16	16.98
35 Expenses per Work Units			
36 Tractor & Crop Machinery Expense	64.47	71.17	69.54
37 Farm Share of Auto & Truck Expense	12.95	14.44	12.55
38 Farm Share of Electric Expense	2.41	1.97	2.36
39 Livestock Equipment Expense	2.51	1.81	1.61
40 Building, Fence & Tiling Expense	9.62	9.74	10.48
40A Other Expense per Work Unit (Inc. Custom Ent.)			
40B Gen. Frm. Tele/Othr Util. Except Elect.	7.30	7.78	8.84
40C Hired Labor	11.86	14.52	15.80
41** Tractor & Crop Mach. Exp. per Crop Acre	38.96	39.22	41.90
42 Farm Power & Mach. Cost Alloc. to Lvstk.	3114.94	2934.42	3128.08
43 Bldg, Fence & Til. Cost Alloc to Crps BCAF (1)	2787.39	4368.18	4041.68

*Acres include all tillable land, non-tillable hay & pasture.

**Acres include all tillable land plus acres in non-tillable hay.

THERMOMETER CHART

Return to Labor & Mgmt. (Op.Share)	Crop Yields	Gross Ret. Per Till A.	Ret. From Prod. Lvstk.	Prod. Lvstk. Units/ 100 A.	Work Units	Work Units Per Worker	Pw. Mach. Equip. & Bldg. Exp. Per Work Unit
\$ 70000	130	215	160	12	650	320	65
\$ 60000	125	205	150	11	620	310	70
\$ 50000	120	195	140	10	590	300	75
\$ 40000	115	185	130	9	560	290	80
\$ 30000	110	175	120	8	530	280	85
\$ 20000	105	165	110	7	500	270	90
\$ 8246	100	155	100	6	467	256	92
\$ 0	95	145	90	5	440	250	95
\$-10000	90	135	80	4	410	240	100
\$-20000	85	125	70	3	380	230	105
\$-30000	80	115	60	2	350	220	110
\$-40000	75	105	50	1	320	210	115
\$-50000	70	95	40	0	290	200	120

Your standing with respect to the various measures of farm organization and management efficiency are indicated in the thermometer above. The averages for the 482 farmers included in this summary are located between the dotted lines across the center of this page.

CROP ANALYSIS

The following crop analyses compares the return to labor and management per acre from each crop. The costs charged against each crop are:

- A. The power and machinery costs, gas, oil, repairs & depreciation.
 1. Breakdown of machinery costs
 - a. Ownership costs-basically represents depreciation
 - b. Operating costs - fuel and repairs
 2. Additional breakdowns
 - a. Irrigation equipment costs
 - b. Power costs allocation factor - factor to vary machine costs under unusual circumstances.
 - c. Interest on machinery and equipment investment
- B. Fertilizer
- C. Chemicals
- D. Seed
- E. Crop Drying
- F. Other Costs: Twine, Seed Treatment and Hail Insurance.
- G. Land Costs: Owned - The sum of 8% times land value plus tillable acre tax.
Rented - Either cash rental value or crop share.
- H. Hired labor for such specialized crops as sugar beets & potatoes.
- I. Miscellaneous costs, summer fallow, land planing, etc.
- J. Custom work hired .
- K. Costs not listed but allocated to crop on a work unit basis.
 1. Utilities and other general farm expenses.
 2. Buildings, fences and tiling costs.

TABLE 9 - SUPPLEMENTARY MANAGEMENT INFORMATION, 1981

Items	Average of 482 Farms	High 97 Farms	Low 97 Farms
Percent Land Tillable	91.0	94.8	90.4
*Fertilizer Cost per Acre	20.79	21.34	22.41
*Crop Chemicals per Acre	9.18	10.53	9.89
*Seed & Other Costs per Acre	13.17	13.82	14.45
*Gas, Oil & Grease Bought per Acre	12.25	11.84	13.37
*Repair & Maint. Cost per Acre	12.27	11.99	14.18

*Tillable land (-) Tillable Pasture. Fallow and Idle Land.

Crop Data For Barley, 1981

Items		Average of 496 Farms Per Acre	99 High Farms Per Acre	99 Low Farms Per Acre
1	Acres	126.1	172.0	86.1
2	Yield	60.8	75.5	34.1
3	Value per Bushel	2.26	2.52	2.08
4	Crop Product Return	137.46	190.16	70.98
5	Other Crop Income	5.00	7.03	4.27
6	Total Crop Return	142.46	197.19	75.25
7	<u>DIRECT COSTS</u>			
8	Fertilizer	20.57	20.35	20.08
9	Chemicals	6.63	6.79	6.30
10	Seed	7.88	7.82	7.94
10A	Crop Drying	.12	.19	.12
10B	Other Expense	2.58	2.62	3.53
11	Special Hired Labor	.10		.02
12	Custom Work Hired	2.44	1.67	2.00
13	Irrigation Oper. (Cost/Acre In.			
14	Total Direct Costs	40.32	39.44	39.99
15	Return Over Direct Costs	102.14	157.75	35.26
16	<u>ALLOCATED COSTS</u>			
17	Farm Power & Mach. - Ownership	13.73	15.38	13.21
18	Farm Power & Mach. - Operation	18.76	18.15	18.11
19	Irrig. Equip. Ownshp (Cost/Acre In.			
20	Land Costs	35.91	45.18	28.13
21	Miscellaneous Costs	.48	.41	.15
22	*Interest on Mach. & Equip. Invst.	4.48	4.58	5.00
23	Total Allocated Costs	73.36	83.70	64.60
24	Return Over All Listed Costs	28.78	74.05	(-29.34)
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	Work Units Assigned per Acre	.30	.30	.30
27	Power Costs Allocation Factor	1.00	1.00	.99
28	Total Listed Cost per Unit of Prod.	1.87	1.63	3.07
29	Return over Listed Costs per Unit	.47	.98	(-.86)
30	Breakeven Yield/Units of Prod.	50.30	48.87	50.28
30A	Estimated Total Mach. Cost/Acre	38.60	39.22	37.65
31	Total Listed Costs per Acre	113.68	123.14	104.59

*Does not include interest on investment in irrigation equipment.

Crop Data For Buckwheat, 1981

Items	Average of 24 Farms Per Acre	12 High Farms Per Acre	12 Low Farms Per Acre
1 Acres	69.6		
2 Yield	4.0	5.9	2.6
3 Value per CWT	14.19	15.00	13.38
4 Crop Product Return	57.08	88.60	34.47
5 Other Crop Income			
6 Total Crop Return	57.08	88.60	34.47
7 <u>DIRECT COSTS</u>			
8 Fertilizer	11.15	8.05	13.47
9 Chemicals	1.54	.65	2.21
10 Seed	14.63	15.67	13.80
10A Crop Drying	.13		.24
10B Other Expense	1.71	1.41	1.94
11 Special Hired Labor			
12 Custom Work Hired	1.88		3.31
13 Irrigation Oper. (Cost/Acre In.			
14 Total Direct Costs	31.04	25.78	34.97
15 Return Over Direct Costs	26.04	62.82	(-1.50)
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	12.74	13.63	12.04
18 Farm Power & Mach. - Operation	20.46	20.17	20.66
19 Irrig. Equip. Ownshp (Cost/Acre In.			
20 Land Costs	22.96	24.33	21.58
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Invst.	4.14	4.12	4.15
23 Total Allocated Costs	60.30	62.25	58.43
24 Return Over All Listed Costs	(-34.26)	.57	(-58.93)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.99	.98	.99
28 Total Listed Cost per Unit of Prod.	22.70	14.90	36.26
29 Return over Listed Costs per Unit	(-8.51)	.10	(-22.88)
30 Breakeven Yield/Units of Prod.	6.44	5.87	6.98
30A Estimated Total Mach. Cost/Acre	38.59	37.92	39.06
31 Total Listed Costs per Acre	91.34	88.03	93.40

*Does not include interest on investment in irrigation equipment.

Crop Data For Durum, 1981

Items	Average of 24 Farms Per Acre	High 12 Farms Per Acre	Low 12 Farms Per Acre
1 Acres	149.2	122.0	176.5
2 Yield	41.6	45.8	38.7
3 Value per Bushel	3.77	3.80	3.74
4 Crop Product Return	156.84	173.87	144.77
5 Other Crop Income	4.83	5.11	4.63
6 Total Crop Return	161.67	178.98	149.40
7 <u>DIRECT COSTS</u>			
8 Fertilizer	21.64	19.05	23.41
9 Chemicals	10.97	8.13	12.93
10 Seed	14.43	13.84	14.83
10A Crop Drying	.25	.57	.03
10B Other Expense	3.63	2.66	4.29
11 Special Hired Labor			
12 Custom Work Hired	2.35	.93	3.32
13 Irrigation Oper. (Cost/Acre In.			
14 Total Direct Costs	53.27	45.18	58.81
15 Return Over Direct Costs	108.40	133.80	90.59
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	11.63	13.30	10.47
18 Farm Power & Mach. - Operation	16.65	16.15	16.98
19 Irrig. Equip. Ownshp (Cost/Acre In.			
20 Land Costs	62.29	60.33	64.25
21 Miscellaneous Costs	.15	.39	
22 *Interest on Mach. & Equip. Invst.	3.17	3.65	2.84
23 Total Allocated Costs	93.89	93.82	94.54
24 Return Over All Listed Costs	14.51	39.98	(-3.95)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.99	1.00	.98
28 Total Listed Cost per Unit of Prod.	3.54	3.04	3.96
29 Return over Listed Costs per Unit	.35	.87	(-.10)
30 Breakeven Yield/Units of Prod.	39.03	36.58	41.00
30A Estimated Total Mach. Cost/Acre	33.02	33.72	32.50
31 Total Listed Costs per Acre	147.16	139.00	153.35

*Does not include interest on investment in irrigation equipment.

Crop Data For Flax, 1981

Items	Average of 46 Farms Per Acre	15 High Farms Per Acre	15 Low Farms Per Acre
1 Acres	50.7	71.0	43.5
2 Yield	11.2	16.9	3.5
3 Value per Bushel	6.31	6.91	5.21
4 Crop Product Return	70.43	116.79	18.21
5 Other Crop Income	1.50	2.15	.71
6 Total Crop Return	71.93	118.94	18.92
7 <u>DIRECT COSTS</u>			
8 Fertilizer	11.24	9.59	11.98
9 Chemicals	5.72	6.06	3.17
10 Seed	8.05	7.99	8.83
10A Crop Drying			
10B Other Expense	1.85	1.90	1.56
11 Special Hired Labor			
12 Custom Work Hired	.77	.39	1.56
13 Irrigation Oper. (Cost/Acre In.			
14 Total Direct Costs	27.63	25.93	27.10
15 Return Over Direct Costs	44.30	93.01	(-8.18)
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	12.26	13.11	9.47
18 Farm Power & Mach. - Operation	16.61	13.69	20.60
19 Irrig. Equip. Ownshp (Cost/Acre In.			
20 Land Costs	27.17	36.47	19.47
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Invst.	4.26	4.17	4.07
23 Total Allocated Costs	60.30	67.44	53.61
24 Return Over All Listed Costs	(-16.00)	25.57	(-61.79)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	.30	.30	.30
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost per Unit of Prod.	7.88	5.52	23.10
29 Return over Listed Costs per Unit	(-1.43)	1.51	(-17.68)
30 Breakeven Yield/Units of Prod.	13.94	13.51	15.49
30A Estimated Total Mach. Cost/Acre	33.64	31.23	35.18
31 Total Listed Costs per Acre	87.93	93.37	80.71

*Does not include interest on investment in irrigation equipment.

Crop Data For Oats, Feed, 1981

Items		Average of 317 Farms Per Acre	63 High Farms Per Acre	63 Low Farms Per Acre
1	Acres	53.4		45.9
2	Yield	60.8	84.7	35.8
3	Value per Bushel	1.74	1.90	1.64
4	Crop Product Return	105.81	160.91	58.71
5	Other Crop Income	1.70	3.37	1.46
6	Total Crop Return	107.51	164.28	60.17
7	<u>DIRECT COSTS</u>			
8	Fertilizer	16.69	16.96	18.95
9	Chemicals	1.84	1.53	2.42
10	Seed	8.03	7.87	9.56
10A	Crop Drying			
10B	Other Expense	1.29	1.14	1.31
11	Special Hired Labor	.49	.05	
12	Custom Work Hired	1.63	.92	1.55
13	Irrigation Oper. (Cost/Acre In.			
14	Total Direct Costs	29.97	28.47	33.79
15	Return Over Direct Costs	77.54	135.81	26.38
16	<u>ALLOCATED COSTS</u>			
17	Farm Power & Mach. - Ownership	12.93	14.67	12.03
18	Farm Power & Mach. - Operation	19.36	17.77	20.05
19	Irrig. Equip. Ownshp (Cost/Acre In.			
20	Land Costs	28.14	34.22	23.68
21	Miscellaneous Costs	.13	.32	
22	*Interest on Mach. & Equip. Invst.	4.44	4.64	4.25
23	Total Allocated Costs	65.00	71.62	60.01
24	Return Over All Listed Costs	12.54	64.19	(-33.63)
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	Work Units Assigned per Acre	.30	.30	.30
27	Power Costs Allocation Factor	1.00	1.00	.99
28	Total Listed Cost per Unit of Prod.	1.56	1.18	2.62
29	Return over Listed Costs per Unit	.21	.76	(-.94)
30	Breakeven Yield/Units of Prod.	54.58	52.68	57.20
30A	Estimated Total Mach. Cost/Acre	37.82	37.69	37.36
31	Total Listed Costs per Acre	94.97	100.09	93.80

*Does not include interest on investment in irrigation equipment.

<u>Crop Data For Rye, 1981</u>				
Items	Average of 15 Farms Per Acre	7 High Farms Per Acre	7 Low Farms Per Acre	
1 Acres	79.6	109.6	45.1	
2 Yield	34.2	39.3	22.9	
3 Value per Bushel	2.76	2.84	2.70	
4 Crop Product Return	94.38	111.58	61.73	
5 Other Crop Income	1.13		4.28	
6 Total Crop Return	95.51	111.58	66.01	
7 <u>DIRECT COSTS</u>				
8 Fertilizer	12.50	14.64	11.71	
9 Chemicals				
10 Seed	5.03	4.98	5.12	
10A Crop Drying				
10B Other Expense	2.11	2.34	1.24	
11 Special Hired Labor				
12 Custom Work Hired	1.39	2.15	.04	
13 Irrigation Oper. (Cost/Acre In.				
14 Total Direct Costs	21.03	24.11	18.11	
15 Return Over Direct Costs	74.48	87.47	47.90	
16 <u>ALLOCATED COSTS</u>				
17 Farm Power & Mach. - Ownership	11.18	11.61	8.15	
18 Farm Power & Mach. - Operation	18.07	18.64	17.28	
19 Irrig. Equip. Ownshp (Cost/Acre In.				
20 Land Costs	26.00	31.29	20.86	
21 Miscellaneous Costs	.26	.41		
22 *Interest on Mach. & Equip. Invst.	3.50	3.52	2.60	
23 Total Allocated Costs	59.01	65.47	48.89	
24 Return Over All Listed Costs	15.47	22.00	(-.99)	
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>				
26 Work Units Assigned per Acre	.30	.30	.30	
27 Power Costs Allocation Factor	1.00	1.00	1.00	
28 Total Listed Cost per Unit of Prod.	2.34	2.28	2.93	
29 Return over Listed Costs per Unit	.45	.56	(-.04)	
30 Breakeven Yield/Units of Prod.	29.00	31.54	24.81	
30A Estimated Total Mach. Cost/Acre	33.68	35.20	28.06	
31 Total Listed Costs per Acre	80.04	89.58	67.00	

*Does not include interest on investment in irrigation equipment.

Crop Data For Wheat

Items	Average of 770 Farms Per Acre	154 High Farms Per Acre	154 Low Farms Per Acre
1 Acres			
2 Yield	42.7	53.5	27.6
3 Value per Bushel	3.72	3.81	3.61
4 Crop Product Return	158.69	203.68	99.77
5 Other Crop Income	5.82	9.38	3.91
6 Total Crop Return	164.51	213.06	103.68
7 <u>DIRECT COSTS</u>			
8 Fertilizer	22.52	22.47	21.99
9 Chemicals	8.66	8.41	7.43
10 Seed	9.67	9.70	10.67
10A Crop Drying	.11	.28	.06
10B Other Expense	3.21	2.89	3.78
11 Special Hired Labor	.25	.01	.01
12 Custom Work Hired	2.75	2.71	5.80
13 Irrigation Oper. (Cost/Acre In.			
14 Total Direct Costs	47.17	46.47	49.74
15 Return Over Direct Costs	117.34	166.59	53.94
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	13.51	14.59	11.72
18 Farm Power & Mach. - Operation	18.65	18.23	18.96
19 Irrig. Equip. Ownshp (Cost/Acre In.			
20 Land Costs	38.37	42.27	29.95
21 Miscellaneous Costs	.38	.25	.14
22 *Interest on Mach. & Equip. Invst.	4.40	4.53	4.38
23 Total Allocated Costs	75.31	79.87	65.15
24 Return Over All Listed Costs	42.03	86.72	(-11.21)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	.30	.30	.30
27 Power Costs Allocation Factor	1.00	1.00	.99
28 Total Listed Cost per Unit of Prod.	2.87	2.36	4.16
29 Return over Listed Costs per Unit	.99	1.62	(-.41)
30 Breakeven Yield/Units of Prod.	32.92	33.16	31.83
30A Estimated Total Mach. Cost/Acre	38.39	39.16	38.93
31 Total Listed Costs per Acre	122.48	126.34	114.89

*Does not include interest on investment in irrigation equipment.

Crop Data For Winter Wheat, 1981

Items	Average of 53 Farms Per Acre	11 High Farms Per Acre	11 Low Farms Per Acre
1 Acres	53.3	59.2	36.7
2 Yield	36.8	47.0	21.0
3 Value per Bushel	3.60	3.59	3.61
4 Crop Product Return	132.38	168.83	75.94
5 Other Crop Income	4.11	4.12	2.51
6 Total Crop Return	136.49	172.95	78.45
7 <u>DIRECT COSTS</u>			
8 Fertilizer	14.88	12.57	12.83
9 Chemicals	.62	1.18	.49
10 Seed	8.42	8.01	8.53
10A Crop Drying	.02		
10B Other Expense	1.11	.56	1.69
11 Special Hired Labor			
12 Custom Work Hired	1.37	2.21	.35
13 Irrigation Oper. (Cost/Acre In.			
14 Total Direct Costs	26.42	24.53	23.89
15 Return Over Direct Costs	110.07	148.42	54.56
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	13.12	18.52	9.82
18 Farm Power & Mach. - Operation	17.18	15.24	17.44
19 Irrig. Equip. Ownshp (Cost/Acre In.			
20 Land Costs	32.38	34.36	29.18
21 Miscellaneous Costs	.32		
22 *Interest on Mach. & Equip. Invst.	4.08	5.79	3.21
23 Total Allocated Costs	67.08	73.91	59.65
24 Return Over All Listed Costs	42.99	74.51	(-5.09)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.99	1.00	1.00
28 Total Listed Cost per Unit of Prod.	2.54	2.09	3.97
29 Return over Listed Costs per Unit	1.17	1.58	(-.24)
30 Breakeven Yield/Units of Prod.	25.97	27.42	23.14
30A Estimated Total Mach. Cost/Acre	35.29	41.02	30.70
31 Total Listed Costs per Acre	93.50	98.44	83.54

*Does not include interest on investment in irrigation equipment.

Crop Data For Corn For Grain, 1981

Items	Average of 449 Farms Per Acre	90 High Farms Per Acre	90 Low Farms Per Acre
1 Acres	56.5	64.1	42.1
2 Yield	86.5	115.0	53.1
3 Value per Bushel	2.36	2.48	2.09
4 Crop Product Return	204.18	285.15	110.95
5 Other Crop Income	1.43	.42	.71
6 Total Crop Return	205.61	285.57	111.66
7 <u>DIRECT COSTS</u>			
8 Fertilizer	30.50	33.85	31.69
9 Chemicals	12.96	13.82	12.90
10 Seed	12.92	13.40	11.85
10A Crop Drying	4.34	5.16	3.99
10B Other Expense	2.67	1.56	3.94
11 Special Hired Labor	.02	.03	
12 Custom Work Hired	6.16	1.64	14.01
13 Irrigation Oper. (Cost/Acre In.	.92	2.87	.50
14 Total Direct Costs	70.49	72.33	78.88
15 Return Over Direct Costs	135.12	213.24	32.78
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	22.19	25.43	20.98
18 Farm Power & Mach. - Operation	30.42	28.22	32.13
19 Irrig. Equip. Ownshp (Cost/Acre In.	3.12	8.52	2.87
20 Land Costs	40.08	53.44	32.88
21 Miscellaneous Costs	.32	.37	.19
22 *Interest on Mach. & Equip. Invst.	8.27	8.30	7.91
23 Total Allocated Costs	104.40	124.28	96.96
24 Return Over All Listed Costs	30.72	88.96	(-64.18)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	.55	.55	.55
27 Power Costs Allocation Factor	.96	.99	.93
28 Total Listed Cost per Unit of Prod.	2.02	1.71	3.31
29 Return over Listed Costs per Unit	.36	.77	(-1.21)
30 Breakeven Yield/Units of Prod.	74.11	79.28	84.13
30A Estimated Total Mach. Cost/Acre	64.99	63.04	70.36
31 Total Listed Costs per Acre	174.89	196.61	175.84

*Does not include interest on investment in irrigation equipment.

Crop Data For Potatoes, Early Table, 1981

Items	Average of 12 Farms Per Acre	6 High Farms Per Acre	6 Low Farms Per Acre
1 Acres	49.0	35.4	62.7
2 Yield	172.1	195.8	158.3
3 Value per CWT	3.84	4.04	3.64
4 Crop Product Return	660.71	791.21	576.36
5 Other Crop Income			
6 Total Crop Return	660.71	791.21	576.36
7 <u>DIRECT COSTS</u>			
8 Fertilizer	37.20	26.61	43.11
9 Chemicals	27.24	32.32	24.32
10 Seed	153.82	150.96	155.17
10A Crop Drying	6.12	3.84	7.42
10B Other Expense			
11 Special Hired Labor	36.73	2.99	55.71
12 Custom Work Hired	4.45	8.28	2.28
13 Irrigation Oper. (Cost/Acre In.			
14 Total Direct Costs	265.56	225.00	288.01
15 Return Over Direct Costs	395.15	566.21	288.35
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	74.50	78.63	72.06
18 Farm Power & Mach. - Operation	116.96	126.55	111.35
19 Irrig. Equip. Ownshp (Cost/Acre In.			
20 Land Costs	67.00	65.83	68.17
21 Miscellaneous Costs	20.06	5.28	28.37
22 *Interest on Mach. & Equip. Invst.	24.36	25.77	23.53
23 Total Allocated Costs	302.88	302.06	303.48
24 Return Over All Listed Costs	92.27	264.15	(-15.13)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	3.00	3.00	3.00
27 Power Costs Allocation Factor	.85	.86	.83
28 Total Listed Cost per Unit of Prod.	3.30	2.69	3.74
29 Return over Listed Costs per Unit	.54	1.35	(-.10)
30 Breakeven Yield/Units of Prod.	148.03	130.46	162.50
30A Estimated Total Mach. Cost/Acre	218.79	236.47	208.46
31 Total Listed Costs per Acre	568.44	527.06	591.49

*Does not include interest on investment in irrigation equipment.

Crop Data For Potatoes, Late Table, 1981

Items	Average of 7 Farms Per Acre
1 Acres	47.5
2 Yield	164.0
3 Value per CWT	4.11
4 Crop Product Return	673.96
5 Other Crop Income	
6 Total Crop Return	673.96
7 <u>DIRECT COSTS</u>	
8 Fertilizer	33.52
9 Chemicals	30.34
10 Seed	140.57
10A Crop Drying	5.26
10B Other Expense	
11 Special Hired Labor	2.32
12 Custom Work Hired	7.18
13 Irrigation Oper. (Cost/Acre In.	
14 Total Direct Costs	219.19
15 Return Over Direct Costs	454.77
16 <u>ALLOCATED COSTS</u>	
17 Farm Power & Mach. - Ownership	72.22
18 Farm Power & Mach. - Operation	128.26
19 Irrig. Equip. Ownshp (Cost/Acre In.	
20 Land Costs	64.86
21 Miscellaneous Costs	1.56
22 *Interest on Mach. & Equip. Invst.	23.59
23 Total Allocated Costs	290.49
24 Return Over All Listed Costs	164.28
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
26 Work Units Assigned per Acre	3.00
27 Power Costs Allocation Factor	.91
28 Total Listed Cost per Unit of Prod.	3.11
29 Return over Listed Costs per Unit	1.08
30 Breakeven Yield/Units of Prod.	124.01
30A Estimated Total Mach. Cost/Acre	228.86
31 Total Listed Costs per Acre	509.68

*Does not include interest on investment in irrigation equipment.

Crop Data For Sugarbeets, 1981

Items	Average of 81 Farms Per Acre	16 High Farms Per Acre	16 Low Farms Per Acre
1 Acres	97.9	108.7	89.3
2 Yield	39.5	52.5	26.9
3 Value per CWT Extra. Sugar	10.68	10.96	9.84
4 Crop Product Return	421.53	575.23	264.23
5 Other Crop Income	5.66	6.42	5.04
6 Total Crop Return	427.19	581.65	269.27
7 <u>DIRECT COSTS</u>			
8 Fertilizer	24.02	19.52	21.15
9 Chemicals	42.72	38.28	35.45
10 Seed	19.77	17.05	20.68
10A Crop Drying	.41		
10B Other Expense	7.56	8.18	13.57
11 Special Hired Labor	33.65	34.30	33.10
12 Custom Work Hired	15.10	19.83	10.50
13 Irrigation Oper. (Cost/Acre In.	1.22		2.40
14 Total Direct Costs	144.45	137.16	136.85
15 Return Over Direct Costs	282.74	444.49	132.42
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	67.98	60.94	83.80
18 Farm Power & Mach. - Operation	86.18	89.35	87.54
19 Irrig. Equip. Ownshp (Cost/Acre In.	1.80		2.35
20 Land Costs	80.69	83.88	65.44
21 Miscellaneous Costs	1.87	3.06	2.24
22 *Interest on Mach. & Equip. Invst.	17.86	13.81	21.62
23 Total Allocated Costs	256.38	251.04	262.99
24 Return Over All Listed Costs	26.36	193.45	(-130.57)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	2.00	2.00	2.00
27 Power Costs Allocation Factor	.84	.82	.86
28 Total Listed Cost per Unit of Prod.	10.16	7.40	14.89
29 Return over Listed Costs per Unit	.67	3.69	(-4.86)
30 Breakeven Yield/Units of Prod.	37.53	35.42	40.63
30A Estimated Total Mach. Cost/Acre	182.09	177.33	40.63
31 Total Listed Costs per Acre	400.83	388.20	399.84

*Does not include interest on investment in irrigation equipment.

Crop Data For Sunflowers, 1981

Items		Average of 414 Farms Per Acre	83 High Farms Per Acre	83 Low Farms Per Acre
1	Acres	112.5	103.0	102.0
2	Yield	12.4	16.5	5.8
3	Value per	10.63	11.05	10.23
4	Crop Product Return	131.72	182.27	59.27
5	Other Crop Income	1.19	2.09	2.08
6	Total Crop Return	132.91	184.36	61.35
7	<u>DIRECT COSTS</u>			
8	Fertilizer	21.27	20.19	23.02
9	Chemicals	10.05	10.32	9.68
10	Seed	8.08	7.03	9.87
10A	Crop Drying	.96	.61	.63
10B	Other Expense	3.58	4.27	4.97
11	Special Hired Labor	.18		.01
12	Custom Work Hired	2.59	1.88	1.86
13	Irrigation Oper. (Cost/Acre In.			
14	Total Direct Costs	46.71	44.30	50.04
15	Return Over Direct Costs	86.20	140.06	11.31
16	<u>ALLOCATED COSTS</u>			
17	Farm Power & Mach. - Ownership	17.24	19.39	16.17
18	Farm Power & Mach. - Operation	23.33	22.98	23.24
19	Irrig. Equip. Ownshp (Cost/Acre In.			
20	Land Costs	37.93	41.76	34.46
21	Miscellaneous Costs	.46	.30	.40
22	*Interest on Mach. & Equip. Invst.	5.83	6.15	5.73
23	Total Allocated Costs	84.79	90.58	80.00
24	Return Over All Listed Costs	1.41	49.48	(-68.69)
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	Work Units Assigned per Acre	.40	.40	.40
27	Power Costs Allocation Factor	.96	.97	.96
28	Total Listed Cost per Unit of Prod.	10.61	8.18	22.44
29	Return over Listed Costs per Unit	.11	3.00	(-11.85)
30	Breakeven Yield/Units of Prod.	12.37	12.21	12.71
30A	Estimated Total Mach. Cost/Acre	48.13	49.77	46.38
31	Total Listed Costs per Acre	131.50	134.88	130.04

*Does not include interest on investment in irrigation equipment.

Crop Data For Beans, Pinto, 1981

Items		Average of 21 Farms Per Acre	10 High Farms Per Acre	10 Low Farms Per Acre
1	Acres	96.4	115.7	81.1
2	Yield	8.8	12.6	3.6
3	Value per CWT	17.05	19.38	14.12
4	Crop Product Return	150.87	243.72	51.54
5	Other Crop Income			
6	Total Crop Return	150.87	243.72	51.54
7	<u>DIRECT COSTS</u>			
8	Fertilizer	13.81	14.55	11.58
9	Chemicals	25.89	31.75	18.50
10	Seed	26.57	28.61	23.58
10A	Crop Drying	.16	.15	.18
10B	Other Expense	2.35	1.19	3.43
11	Special Hired Labor			
12	Custom Work Hired	10.09	5.15	17.83
13	Irrigation Oper. (Cost/Acre In.			
14	Total Direct Costs	78.87	81.40	75.10
15	Return Over Direct Costs	72.00	162.32	(-23.56)
16	<u>ALLOCATED COSTS</u>			
17	Farm Power & Mach. - Ownership	20.21	20.99	19.86
18	Farm Power & Mach. - Operation	29.45	27.21	30.35
19	Irrig. Equip. Ownshp (Cost/Acre In.			
20	Land Costs	40.14	39.80	40.90
21	Miscellaneous Costs	.98	1.71	
22	*Interest on Mach. & Equip. Invst.	7.55	8.17	6.75
23	Total Allocated Costs	98.33	97.88	97.86
24	Return Over All Listed Costs	(-26.33)	64.44	(-121.42)
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	Work Units Assigned per Acre	.50	.50	.50
27	Power Costs Allocation Factor	.87	.87	.87
28	Total Listed Cost per Unit of Prod.	20.02	14.26	47.38
29	Return over Listed Costs per Unit	(-2.97)	5.12	(-33.26)
30	Breakeven Yield/Units of Prod.	10.39	9.25	12.25
30A	Estimated Total Mach. Cost/Acre	63.94	59.81	68.85
31	Total Listed Costs per Acre	177.20	179.28	172.96

*Does not include interest on investment in irrigation equipment.

Crop Data For Soybeans, 1981

Items	Average of 119 Farms Per Acre	24 High Farms Per Acre	24 Low Farms Per Acre
1 Acres	64.5	79.0	54.3
2 Yield	31.4	40.5	17.2
3 Value per Bushel	5.61	5.90	5.18
4 Crop Product Return	176.22	238.68	88.91
5 Other Crop Income	.68		.35
6 Total Crop Return	176.90	238.68	89.26
7 <u>DIRECT COSTS</u>			
8 Fertilizer	6.26	3.91	11.27
9 Chemicals	14.26	15.76	15.47
10 Seed	12.03	12.48	14.35
10A Crop Drying	.26	.46	.24
10B Other Expense	3.52	3.58	3.61
11 Special Hired Labor	.20	.08	
12 Custom Work Hired	1.26	.90	1.58
13 Irrigation Oper. (Cost/Acre In.			
14 Total Direct Costs	37.79	37.17	46.52
15 Return Over Direct Costs	139.11	201.51	42.74
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	17.68	17.02	15.53
18 Farm Power & Mach. - Operation	24.02	20.70	24.03
19 Irrig. Equip. Ownshp (Cost/Acre In.			
20 Land Costs	50.75	59.83	43.08
21 Miscellaneous Costs	.47	.16	.57
22 *Interest on Mach. & Equip. Invst.	5.69	6.22	5.18
23 Total Allocated Costs	98.61	103.93	88.39
24 Return Over All Listed Costs	40.50	97.58	(-45.65)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	.45	.45	.45
27 Power Costs Allocation Factor	.92	.89	.93
28 Total Listed Cost per Unit of Prod.	4.34	3.49	7.86
29 Return over Listed Costs per Unit	1.29	2.41	(-2.66)
30 Breakeven Yield/Units of Prod.	24.31	23.92	26.04
30A Estimated Total Mach. Cost/Acre	48.23	44.54	45.79
31 Total Listed Costs per Acre	136.40	141.10	134.91

*Does not include interest on investment in irrigation equipment.

Crop Data For Beans, Navy, 1981

Items	Average of 11 Farms Per Acre	5 High Farms Per Acre	5 Low Farms Per Acre
1 Acres	81.0	62.4	94.8
2 Yield	12.6	14.3	10.9
3 Value per cwt	20.58	23.49	18.57
4 Crop Product Return	260.17	336.17	201.57
5 Other Crop Income			
6 Total Crop Return	260.17	336.17	201.57
7 <u>DIRECT COSTS</u>			
8 Fertilizer	22.60	17.87	23.89
9 Chemicals	28.37	13.73	34.70
10 Seed	27.10	28.32	26.80
10A Crop Drying			
10B Other Expense	5.68	2.34	9.12
11 Special Hired Labor			
12 Custom Work Hired	5.21	.90	9.20
13 Irrigation Oper. (Cost/Acre In.			
14 Total Direct Costs	88.96	63.16	103.71
15 Return Over Direct Costs	171.21	273.01	97.86
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	15.57	17.52	13.90
18 Farm Power & Mach. - Operation	24.84	23.98	26.95
19 Irrig. Equip. Ownshp (Cost/Acre In.			
20 Land Costs	55.91	47.60	63.00
21 Miscellaneous Costs	1.17		2.19
22 *Interest on Mach. & Equip. Invst.	4.96	6.10	4.35
23 Total Allocated Costs	102.45	95.20	110.39
24 Return Over All Listed Costs	68.76	177.81	(-12.53)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	.50	.50	.50
27 Power Costs Allocation Factor	.79	.82	.72
28 Total Listed Cost per Unit of Prod.	15.14	11.06	19.73
29 Return over Listed Costs per Unit	5.44	12.43	(-1.16)
30 Breakeven Yield/Units of Prod.	9.30	6.74	11.53
30A Estimated Total Mach. Cost/Acre	48.85	48.20	51.34
31 Total Listed Costs per Acre	191.41	158.36	214.10

*Does not include interest on investment in irrigation equipment.

Crop Data For Other Legume Hay, 1981

Items	Average of 328 Farms Per Acre	66 High Farms Per Acre	66 Low Farms Per Acre
1 Acres	66.7	64.3	80.4
2 Yield	2.5	4.0	1.5
3 Value per ton	39.58	45.85	33.39
4 Crop Product Return	99.39	181.12	48.59
5 Other Crop Income	.09	.23	
6 Total Crop Return	99.48	181.35	48.59
7 <u>DIRECT COSTS</u>			
8 Fertilizer	8.17	9.25	6.69
9 Chemicals	.18	.08	.05
10 Seed	3.07	4.00	2.34
10A Crop Drying	.04		
10B Other Expense	.81	.34	.61
11 Special Hired Labor	.04		.09
12 Custom Work Hired	1.82	.44	4.59
13 Irrigation Oper. (Cost/Acre In.			
14 Total Direct Costs	14.13	14.11	14.37
15 Return Over Direct Costs	85.35	167.24	34.22
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	17.31	19.54	12.12
18 Farm Power & Mach. - Operation	25.10	27.77	21.72
19 Irrig. Equip. Ownshp (Cost/Acre In.			
20 Land Costs	27.41	30.05	24.32
21 Miscellaneous Costs	.03	.08	.09
22 *Interest on Mach. & Equip. Invst.	6.08	6.93	4.47
23 Total Allocated Costs	75.93	84.37	62.72
24 Return Over All Listed Costs	9.42	82.87	(-28.50)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	.40	.40	.40
27 Power Costs Allocation Factor	.99	1.00	.98
28 Total Listed Cost per Unit of Prod.	35.87	24.93	52.96
29 Return over Listed Costs per Unit	3.75	20.98	(-19.56)
30 Breakeven Yield/Units of Prod.	2.28	2.15	2.31
30A Estimated Total Mach. Cost/Acre	49.70	54.53	41.37
31 Total Listed Costs per Acre	90.06	98.48	77.09

*Does not include interest on investment in irrigation equipment.

Crop Data For Annual Hay, 1981

Items	Average of 22 Farms Per Acre	11 High Farms Per Acre	11 Low Farms Per Acre
1 Acres	26.6	21.2	32.0
2 Yield	1.5	2.6	.8
3 Value per ton	33.18	36.91	29.45
4 Crop Product Return	49.89	95.75	23.00
5 Other Crop Income			
6 Total Crop Return	49.89	95.75	23.00
7 <u>DIRECT COSTS</u>			
8 Fertilizer	3.38	4.76	1.93
9 Chemicals	.14	.14	.20
10 Seed	3.86	5.19	2.48
10A Crop Drying			
10B Other Expense	.82	.24	1.39
11 Special Hired Labor			
12 Custom Work Hired	.19	.38	
13 Irrigation Oper. (Cost/Acre In.			
14 Total Direct Costs	8.39	10.71	6.00
15 Return Over Direct Costs	41.50	85.04	17.00
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	18.93	21.82	15.89
18 Farm Power & Mach. - Operation	23.81	28.79	18.58
19 Irrig. Equip. Ownshp (Cost/Acre In.			
20 Land Costs	22.95	25.91	20.00
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Invst.	7.57	8.13	6.99
23 Total Allocated Costs	73.26	84.65	61.46
24 Return Over All Listed Costs	(-31.76)	.39	(-44.46)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	.40	.40	.40
27 Power Costs Allocation Factor	.94	1.00	.88
28 Total Listed Cost per Unit of Prod.	43.36	36.75	56.75
29 Return over Listed Costs per Unit	(-9.33)	.16	(-26.08)
30 Breakeven Yield/Units of Prod.	2.57	2.58	2.52
30A Estimated Total Mach. Cost/Acre	50.44	58.99	41.46
31 Total Listed Costs per Acre	81.65	95.36	67.46

*Does not include interest on investment in irrigation equipment.

Crop Data For Grain Silage, 1981

Items	Average of 17 Farms Per Acre	8 High Farms Per Acre	8 Low Farms Per Acre
1 Acres	20.5	18.4	23.6
2 Yield	5.2	7.4	3.3
3 Value per ton	21.62	27.13	16.94
4 Crop Product Return	111.80	200.54	56.69
5 Other Crop Income	.20		
6 Total Crop Return	112.00	200.54	56.69
7 <u>DIRECT COSTS</u>			
8 Fertilizer	13.32	18.21	9.28
9 Chemicals	.05	.05	
10 Seed	8.15	9.35	7.42
10A Crop Drying			
10B Other Expense	.78	1.90	
11 Special Hired Labor			
12 Custom Work Hired	1.71		
13 Irrigation Oper. (Cost/Acre In.			
14 Total Direct Costs	24.01	29.51	19.84
15 Return Over Direct Costs	87.99	171.03	36.85
16 <u>ALLOCATED COSTS</u>			
17 Farm Power & Mach. - Ownership	17.01	16.65	17.02
18 Farm Power & Mach. - Operation	25.40	27.07	23.75
19 Irrig. Equip. Ownshp (Cost/Acre In.			
20 Land Costs	31.47	35.00	26.25
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Invst.	5.35	5.84	4.96
23 Total Allocated Costs	79.23	84.56	71.98
24 Return Over All Listed Costs	8.76	86.47	(-35.13)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26 Work Units Assigned per Acre	.40	.40	.40
27 Power Costs Allocation Factor	.94	.97	.91
28 Total Listed Cost per Unit of Prod.	19.97	15.43	27.43
29 Return over Listed Costs per Unit	1.69	11.71	(-10.49)
30 Breakeven Yield/Units of Prod.	4.78	4.20	5.42
30A Estimated Total Mach. Cost/Acre	48.90	49.56	47.82
31 Total Listed Costs per Acre	103.24	114.07	91.82

*Does not include interest on investment in irrigation equipment.

Crop Data For Corn & Sorghum Silage, 1981

Items	Average of 234 Farms			47 High Farms	47 Low Farms
	Per Acre			Per Acre	Per Acre
1 Acres	31.6			29.9	27.7
2 Yield	11.5			16.9	5.6
3 Value per ton	16.61			18.36	14.70
4 Crop Product Return	190.28			310.70	82.27
5 Other Crop Income	.28			.20	1.05
6 Total Crop Return	190.56			310.90	83.32
7 <u>DIRECT COSTS</u>					
8 Fertilizer	20.60			18.76	21.55
9 Chemicals	8.01			9.33	7.26
10 Seed	10.22			11.20	9.21
10A Crop Drying					
10B Other Expense	1.17			.77	.83
11 Special Hired Labor					
12 Custom Work Hired	1.93			2.81	3.61
13 Irrigation Oper. (Cost/Acre In.)					
14 Total Direct Costs	41.93			42.87	42.46
15 Return Over Direct Costs	148.63			268.03	40.86
16 <u>ALLOCATED COSTS</u>					
17 Farm Power & Mach. - Ownership	28.25			31.59	25.08
18 Farm Power & Mach. - Operation	39.05			35.91	38.63
19 Irrig. Equip. Ownshp (Cost/Acre In.)					
20 Land Costs	30.50			32.40	23.40
21 Miscellaneous Costs	.03			.03	
22 *Interest on Mach. & Equip. Invst.	9.64			11.43	8.22
23 Total Allocated Costs	107.47			111.36	95.33
24 Return Over All Listed Costs	41.16			156.67	(-54.47)
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>					
26 Work Units Assigned per Acre	.60			.60	.60
27 Power Costs Allocation Factor	.99			.99	.99
28 Total Listed Cost per Unit of Prod.	13.04			9.12	24.63
29 Return over Listed Costs per Unit	3.59			9.25	(-9.74)
30 Breakeven Yield/Units of Prod.	8.99			8.40	9.37
30A Estimated Total Mach. Cost/Acre	78.23			80.80	74.34
31 Total Listed Costs per Acre	149.40			154.23	137.79

*Does not include interest on investment in irrigation equipment.

Crop Data For Timothy Seed, 1981

Items	Average of 39 Farms Per Acre
1 Acres	56.6
2 Yield	483.8
3 Value per Pound	.25
4 Crop Product Return	120.95
5 Other Crop Income	1.86
6 Total Crop Return	122.81
7 <u>DIRECT COSTS</u>	
8 Fertilizer	16.77
9 Chemicals	4.29
10 Seed	.30
10A Crop Drying	
10B Other Expense	1.47
11 Special Hired Labor	
12 Custom Work Hired	1.99
13 Irrigation Oper. (Cost/Acre In.	
14 Total Direct Costs	23.82
15 Return Over Direct Costs	98.99
16 <u>ALLOCATED COSTS</u>	
17 Farm Power & Mach. - Ownership	12.22
18 Farm Power & Mach. - Operation	13.15
19 Irrig. Equip. Ownshp (Cost/Acre In.	
20 Land Costs	27.15
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Invst.	3.74
23 Total Allocated Costs	56.26
24 Return Over All Listed Costs	42.18
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
26 Work Units Assigned per Acre	.30
27 Power Costs Allocation Factor	.81
28 Total Listed Cost per Unit of Prod.	.17
29 Return over Listed Costs per Unit	.69
30 Breakeven Yield/Units of Prod.	320.32
30A Estimated Total Mach. Cost/Acre	29.77
31 Total Listed Costs per Acre	80.08

*Does not include interest on investment in irrigation equipment.

Crop Data For Summer Fallow - Maximum, 1981

Items	Average of 135 Farms Per Acre
1 Acres	58.1
2 Yield	
3 Value per	
4 Crop Product Return	
5 Other Crop Income	
6 Total Crop Return	
7 <u>DIRECT COSTS</u>	
8 Fertilizer	
9 Chemicals	
10 Seed	
10A Crop Drying	
10B Other Expense	
11 Special Hired Labor	
12 Custom Work Hired	
13 Irrigation Oper. (Cost/Acre In.	
14 Total Direct Costs	
15 Return Over Direct Costs	
16 <u>ALLOCATED COSTS</u>	
17 Farm Power & Mach. - Ownership	12.33
18 Farm Power & Mach. - Operation	17.90
19 Irrig. Equip. Ownshp (Cost/Acre In.	
20 Land Costs	25.21
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Invst.	4.01
23 Total Allocated Costs	59.45
24 Return Over All Listed Costs	-59.45
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
26 Work Units Assigned per Acre	.30
27 Power Costs Allocation Factor	
28 Total Listed Cost per Unit of Prod.	
29 Return over Listed Costs per Unit	
30 Breakeven Yield/Units of Prod.	
30A Estimated Total Mach. Cost/Acre	34.68
31 Total Listed Costs per Acre	59.45

*Does not include interest on investment in irrigation equipment.

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISE

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 17A pertain to the major livestock enterprises.

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

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

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

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

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

The pasture charge allocation is determined by using a land charge. Actual acres for each class of livestock, with their respective land values are used.

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

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

Table 11A - Hogs, Farrow, Finish, General, 1981

Items	Average of 29 Farms	14 High Farms	14 Low Farms
1 Pounds of Hogs Produced	75911	66940	73255
	PER CWT		
2 Net Increase in Value of Hogs	45.48	52.78	39.82
3 Other Miscellaneous Hog Income			
4 Total Value Produced	45.48	52.78	39.82
5 <u>POUNDS OF FEED FED</u>			
6 Corn	553.7	343.0	815.0
7 Small Grain	77.9	50.2	81.0
8 Complete Ration	26.1	27.8	30.7
9 Protein, Salt & Mineral & Milk	90.0	64.8	124.3
10 Total Concentrates	747.7	485.8	1051.0
11 Forages	2.7	.5	2.0
12 <u>FEED COSTS</u>			
13 Grains	18.42	18.74	16.90
14 Complete Ration	3.52	4.03	3.87
15 Protein, Salt & Mineral & Milk	12.05	10.29	15.09
16 Forages	.06	.02	.05
17 Pasture	.12	.27	
18 Total Feed Costs	34.17	33.35	35.91
19 Return Over Feed Costs	11.31	19.43	3.91
20 <u>OTHER DIRECT COSTS</u>			
21 Miscellaneous Livestock Expense	1.66	1.72	1.49
22 Veterinary Expense	.81	1.16	.60
23 Custom Work	.48	.51	.55
24 Special Hired Labor			
25 Total Other Direct Costs	2.95	3.39	2.64
26 Return Over Feed & Other Direct Costs	8.36	16.04	1.27
27 <u>ALLOCATED COSTS</u>			
28 Power & Machinery Costs (PCAF 1.00)	1.43	1.58	1.40
29 Livestock Equipment Costs (ECAF 1)	1.76	2.31	1.44
30 Building & Fences (BCAF 1)	1.65	1.60	1.51
31 Total Allocated Costs	4.84	5.49	4.35
32 Return Over All Listed Costs	3.52	10.55	(-3.08)
33 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
34 Return for \$100 Feed Fed	133.10	158.26	110.89
35 Price Rec. per CWT all Animals	46.69	52.74	41.96
36 Price Rec. per CWT Sold Mkt. Only	41.81	54.11	42.23
37 Number of Litters Farrowed	55	59	43
37A Litters/Bearing Female/Year	4.2	4.9	21.5
38 Number of Pigs Born per Litter	9.3	9.6	8.9
39 Number of Pigs Weaned per Litter	6.9	7.0	7.0
39A Number of Pigs Produced/Liter	6.9	6.9	7.0
40 Percent Death Loss	16.8	19.1	13.7
41 Average Weight of all Hogs Sold	200.7	165.6	240.0
42 Average Weight of Mkt. Hogs Sold	187.8	151.4	235.6
43 Price per CWT Concentrate Fed	4.55	6.81	3.41
44 Price per CWT Protein, Salt & Mineral	13.39	15.88	12.14
45 Pounds of Pork Purchased	1348	1328	1390
46 Total Listed Costs per CWT Pork Prod.	41.96	42.23	42.90
47 Utilities & Other Gen Farm Exp. Total	794.72	492.42	640.07

Table 11B - Hogs, Finishing, 1981

Items	Average of 14 Farms	7 High Farms	7 Low Farms
1 Average Number of Pigs on Hand	131.2	185.2	77.3
2 Pounds of Hogs Produced	55877	80702	31052
	Per CWT		
3 Net Increase in Value of Hogs	33.75	34.88	30.82
4 Other Miscellaneous Hog Income			
5 Total Value Produced	33.75	34.88	30.82
6 <u>POUNDS OF FEED FED</u>			
7 Corn	265.7	244.4	321.0
8 Small Grain	102.7	84.0	151.3
9 Complete Ration	48.0	28.0	99.8
10 Protein, Salt & Mineral & Milk	95.4	105.6	68.9
11 Total Concentrates	511.8	462.0	641.0
12 Forages			
13 <u>FEED COST</u>			
14 Grains	17.06	16.23	19.24
15 Complete Ration	5.21	4.45	7.18
16 Protein, Salt & Mineral & Milk	8.86	7.69	11.87
17 Forages			
18 Pasture			
19 Total Feed Costs	31.13	28.37	38.29
20 Return Over Feed Costs	2.62	6.51	(-7.47)
21 <u>OTHER DIRECT COSTS</u>			
22 Misc. Livestock Expense	1.00	.37	2.66
23 Veterinary Expense	.35	.32	.41
24 Custom Work	.60	.75	.20
25 Special Hired Labor			
26 Total Other Direct Costs	1.95	1.44	3.27
27 Return Over Feed & Other Direct Costs	.67	5.07	(-10.74)
28 <u>ALLOCATED COSTS</u>			
29 Power & Mach. Costs (PCAF .93)	1.29	1.14	1.73
30 Livestock Equip. Costs (ECAF 1)	.87	.81	1.10
31 Building & Fences (BCAF 1)	1.12	.72	1.94
32 Total Allocated Costs	3.28	2.67	4.77
33 Return Over All Listed Costs	(-2.61)	2.40	(-15.51)
34 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
35 Return for \$100 Feed Fed	108.42	122.95	80.48
36 Price Received per CWT	42.93	42.81	43.23
37 Average Weight of Pigs Sold	233.6	237.4	226.1
38 Average Price Paid per Pig Bought	40.79	37.05	48.25
39 Average Weight per Pig Bought	54.2	49.5	63.4
40 Number of Pigs Purchased	192	256	128
41 No. Pigs Transferred in	114	189	39
42 Average Weight of Pigs Trans. In.	43.4	44.4	38.8
43 Pounds of Pork Purchased	10399	12679	8118
44 Percent Death Loss	4.1	3.6	5.1
45 Price per CWT Concentrate Fed	6.08	6.14	5.97
46 Price per CWT Protein, Salt & Min. Fed	9.28	7.29	17.22
47 Effective Daily Gain-Lbs.per Day per Pig	1.17	1.19	1.10
48 Total Listed Cost per CWT, Pork Prod.	36.36	32.48	46.33
49 Utilities & Other General Farm Exp. Total	263.69	323.76	97.48

Table 11C - Hogs, Weaning Pig Production

Items	Average of 33 Farms	11 High Farms	11 Low Farms
1 Number of Litters Farrowed	66	57	67
2 Net Increase in Value of Hogs per litter	296.85	345.19	244.07
3 Other Miscellaneous Weaning Pig Income			
4 Total Value Produced	296.85	345.19	244.07
PER LITTER			
5 <u>POUNDS OF FEED FED</u>			
6 Corn	539.8	874.0	493.2
7 Small Grain	810.2	514.9	965.0
8 Complete Ration	653.3	659.6	219.5
9 Protein, Salt & Mineral & Milk	727.2	330.8	1456.0
10 Total Concentrates	2730.5	2379.3	3133.7
11 Forages	71.0	56.8	67.8
12 <u>FEED COST</u>			
13 Grains	62.06	68.86	61.42
14 Complete Ration	60.98	67.28	26.27
15 Protein, Salt & Mineral & Milk	76.18	53.25	120.16
16 Forages	1.50	1.33	1.36
17 Pasture	.38	.07	.07
18 Total Feed Costs	201.10	190.79	209.28
19 Return Over Feed Costs	95.75	154.40	34.79
20 <u>OTHER DIRECT COSTS</u>			
21 Miscellaneous Livestock Expense	13.62	16.91	13.97
22 Veterinary Expense	6.23	7.81	6.69
23 Custom Work	4.17	6.79	3.79
24 Special Hired Labor			
25 Total Other Direct Costs	24.02	31.51	24.45
26 Return Over Feed & Other Direct Costs	71.73	122.89	10.34
27 <u>ALLOCATED COSTS</u>			
28 Power & Machinery Costs (PCAF 1.00)	20.66	20.60	21.98
29 Livestock Equip. Costs (ECAF 1)	11.46	13.19	14.66
30 Building & Fences (BCAF 1)	18.21	19.79	18.44
31 Total Allocated Cost	50.33	53.58	55.08
32 Return Over All Listed Costs	21.40	69.31	(-44.74)
33 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
34 Return for \$100 Feed Fed	147.61	180.93	116.62
35 Average Price Rec. per Animal Sold	42.38	40.98	51.01
36 Average Price per Pig Sold or Transf.	35.85	37.89	33.72
37 Average Wght. per Pig Sold or Transf.	46.0	49.3	44.4
38 Number of Pigs Produced	460	437	375
39 Number of Pigs Born per Litter	9.2	9.6	8.9
40 Number of Pigs Weaned per Litter	7.3	7.9	6.5
40A Litters/Bearing Female/Year	6.0	9.5	4.8
41 Percent Death Loss	16.3	14.2	21.4
42 Price per CWT Concentrate Fed	7.30	7.96	6.63
43 Price per CWT Prot., Salt & Min. Fed	10.48	16.10	8.25
44 Feed & Supp. Costs per Pig Prod.	32.30	29.00	41.76
45 Total Listed Costs per Litter	275.45	275.88	288.81
46 Utilities & Other Gen. Farm Exp. Total	463.98	222.38	514.59

Table 12 - Dairy Cows, Commercial, General

Items	Average of 179 Farms	36 High Farms	36 Low Farms
1 Average Number of Cows	40.9	47.4	32.8
	PER COW		
2 Pounds of Milk	13102	15131	10509
3 Pounds of Butterfat	463.2	523.9	366.2
4 Percent of Butterfat in Milk	3.5	3.5	3.5
5 <u>VALUE OF PRODUCE</u>			
6 Dairy Products Sold	1686.55	1975.57	1324.48
7 Dairy Products Used in Home	12.49	15.82	10.52
8 Milk Fed To Livestock	17.51	24.92	22.50
9 Net Increases in Value of Cows	(-80.00)	(-14.39)	(-157.80)
10 Other Miscellaneous Dairy Income	.15		.82
11 Total Value Produced	1636.70	2001.92	1200.52
12 <u>POUNDS OF FEED FED</u>			
13 Corn	2008.0	2557.1	1565.5
14 Small Grain	1793.0	1467.7	2300.6
15 Complete Ration	1050.1	1075.7	1756.6
16 Protein, Salt & Mineral	980.4	1072.2	812.2
17 Total Concentrates	5831.5	6172.7	6434.9
18 Legume Hay	6869.5	5868.0	7845.2
19 Other Hay & Dry Roughage	665.4	1236.6	176.2
20 Silage	9890.3	10748.6	8795.2
21 <u>FEED COSTS</u>			
22 Grains	183.28	195.25	182.13
23 Complete Ration	72.98	84.30	80.30
24 Protein/Salt/Mnrl (Cost/CWT Fed 11.86)	116.31	107.30	102.41
25 All Hay & Dry Roughage	175.60	177.93	185.21
26 Silage	84.96	89.11	77.87
27 Pasture	5.84	4.32	6.37
28 Total Feed Costs	638.97	658.21	634.29
29 Return Over Feed Cost	997.73	1343.71	566.23
30 <u>OTHER DIRECT COSTS</u>			
31 Miscellaneous Livestock Expense	81.08	99.62	67.74
32 Veterinary Expense	33.11	38.00	31.59
33 Custom Work Hired	67.85	70.63	62.53
34 Special Hired Labor			
35 Total Other Direct Costs	182.04	208.25	161.86
36 Return Over Feed & Other Direct Costs	815.69	1135.46	404.37
37 <u>ALLOCATED COSTS</u>			
38 Power & Mach. Costs (PCAF 1.00)	73.91	77.34	74.89
39 Livestock Equip. Costs (ECAF 1)	49.44	43.99	57.07
40 Bldgs. & Fences (BCAF 1)	60.37	59.07	44.32
41 Total Allocated Costs	183.72	180.40	176.28
42 Return Over All Listed Costs	631.97	955.06	228.09
43 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
44 Return for \$100 Feed Fed	256.15	304.15	189.27
45 Feed Cost per CWT Milk	4.88	4.35	6.03
46 Feed Cost per Pound of Butterfat	1.38	1.26	1.73
47 Pounds of Milk per Pound of Concentrate	2.25	2.45	1.63
48 Average Price per CWT Milk Sold	13.09	13.32	12.91
49 Average Price per Pound of Butterfat	3.70	3.84	3.70
50 Total Listed Costs per CWT Milk Prod.	7.67	6.92	9.25
51 Dairy Cow Turnover Percentage	29.3	25.3	33.5
52 Total Listed Costs per Cow	1004.73	1046.86	972.43
53 Utilities & Other Gen. Farm Exp. Total	2720.72	2676.60	1169.31

Table 13 - Other Dairy - Commercial - Replacement, 1981

Items	Average of 181 Farms	36 High Farms	36 Low Farms
1 Number of Head	52.5	51.8	49.2
	PER HEAD		
2 Net Increase in Value	279.07	452.68	140.89
3 Other Miscellaneous Income	.02	.06	
4 Total Income	279.09	452.74	140.89
5 <u>POUNDS OF FEED FED</u>			
6 Corn	261.4	126.8	249.8
7 Small Grain	319.4	245.8	372.0
8 Complete Ration	122.1	77.6	266.3
9 Protein, Salt & Minerals	129.0	99.2	123.7
10 Hay & Dry Roughage	2792.0	2468.6	3225.6
11 Silage	3973.9	2988.4	6129.5
12 Milk	102.9	109.6	90.2
13 <u>FEED COST</u>			
14 Grains	27.70	17.80	31.85
15 Complete Ration	10.82	8.96	19.84
16 Protein, Salt & Minerals	17.56	15.50	14.61
17 Hay & Dry Roughage	61.90	50.08	78.46
18 Silage	35.10	23.24	51.85
19 Milk	12.70	13.28	11.18
20 Pasture	6.06	7.86	5.06
21 Total Feed Costs	171.84	136.72	212.85
22 Return Over Feed Costs	107.25	316.02	(-71.96)
23 <u>OTHER DIRECT COSTS</u>			
24 Miscellaneous Expense	.57	.10	.30
25 Veterinary Expense	.15		
26 Custom Work Hired	.04		
27 Special Hired Labor			
28 Total Other Direct Costs	.76	.10	.30
29 Return Over Feed & Other Direct Costs	106.49	315.92	(-72.26)
30 <u>ALLOCATED COSTS</u>			
31 Power & Machinery Costs (PCAF .99)	12.58	15.00	11.93
32 Livestock Equip. Costs (ECAF 1)	8.41	10.62	8.30
33 Buildings & Fences (BCAF 1)	10.36	11.59	9.60
34 Total Allocated Costs	31.35	37.21	29.83
25 Return Over All Listed Costs	75.14	278.71	(-102.09)
36 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
37 Return for \$100 Feed Fed	162.40	331.15	66.20
38 Percent Death Loss - Total	7.4	7.0	11.6
39 Percent Calf Death Loss	17.1	14.6	27.8
40 Total Listed Costs per Head	203.95	174.03	242.98
41 Utilities & Other Gen. Farm Exp. Total	583.37	371.72	386.06

Table 14 - All Dairy & Dual Purpose Cattle, 1981

Items	Average of 182 Farms	36 High Farms	36 Low Farms
1 Average Number of Cows	40.4	43.1	34.5
	PER COW		
2 Value of Dairy Products	1714.73	1995.31	1365.04
3 Net Increase in Value	290.32	518.54	88.90
4 Miscellaneous Dairy Income	.17	.07	
5 Total Value Produced	2005.22	2513.92	1453.94
6 <u>POUNDS OF FEED FED</u>			
7 Grains	4549.0	4182.0	3716.6
8 Complete Rations	1217.5	1631.3	2521.9
9 Prot., Salt & Min., Incl. Milk Equiv.	1157.5	1168.6	626.2
10 Hay & Dry Roughage	11159.8	11034.0	10958.0
11 Silage	15090.8	14956.9	16738.0
12 <u>FEED COST</u>			
13 Grains	218.94	197.87	180.52
14 Complete Rations	87.35	128.07	141.10
15 Prot., Salt & Min, Incl. Milk	156.06	168.72	96.29
16 Hay & Dry Roughage	256.16	252.55	270.20
17 Silage	130.77	119.00	142.20
18 Pasture Costs	13.56	18.21	8.72
19 Total Feed Costs	862.84	884.42	839.03
20 Return Over Feed Costs	1142.38	1629.50	614.91
21 <u>OTHER DIRECT COSTS</u>			
22 Miscellaneous Livestock Expense	81.71	98.65	56.14
23 Veterinary Expense	33.42	37.61	31.01
24 Custom Work	67.82	73.64	61.88
25 Special Hired Labor			
26 Total Other Direct Costs	182.95	209.90	149.03
27 Return Over Feed & Other Direct Costs	959.43	1419.60	465.88
28 <u>ALLOCATED COSTS</u>			
29 Power & Machinery Costs	90.05	103.28	87.19
30 Livestock Equipment Costs	59.01	59.74	52.88
31 Building & Fences	73.52	82.14	41.73
32 Total Allocated Costs	222.58	245.16	181.80
33 Return Over All Listed Costs	736.85	1174.44	284.08
34 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
35 Return for \$100 Feed Fed	232.40	284.24	173.29
36 Total Listed Costs Per Cow	1268.37	1339.48	1169.86
37 Utilities & Other Gen. Farm Exp. Total	3246.82	2489.78	1781.66

Table 15A - Beef Breeding, 1981 (Farm, Whole Herd, Commercial)

Items	Average of 84 Farms	17 High Farms	17 Low Farms
1 Average Number of Beef Cows	53.2	64.3	44.0
2 Average No. of Beef Animals & Bulls	49.3	77.0	44.4
3 Pounds of Beef Produced	34782	45135	49133
	PER COW		
4 Net Increase in Value	288.61	428.96	195.02
5 Other Miscellaneous Beef Income	2.97	9.53	.50
6 Total Value Produced	291.58	438.49	195.52
7 <u>POUNDS OF FEED FED</u>			
8 Grain	482.9	447.8	1445.4
9 Protein, Salt & Mineral	352.5	562.4	624.4
10 Legume Hay	5855.5	4188.1	7524.1
11 Other Hay & Dry Roughage	788.8	716.3	874.3
12 Silage	2830.1	1119.8	4161.8
13 <u>FEED COST</u>			
14 Grain	19.21	23.34	43.84
15 Protein, Salt & Mineral	28.61	42.83	55.00
16 Legume Hay	116.00	75.61	152.91
17 Other Hay & Dry Roughage	8.85	7.43	13.70
18 Silage	22.50	9.83	31.80
19 Pasture	36.09	45.43	26.45
20 Total Feed Costs	231.26	204.47	323.70
21 Return Over Feed Cost	60.32	234.02	(-128.18)
22 <u>OTHER DIRECT COSTS</u>			
23 Misc. Livestock Exp.	7.48	3.58	5.82
24 Veterinary Expense	5.41	9.22	5.68
25 Custom Work	9.81	6.92	12.89
26 Special Hired Labor	.28		
27 Total Other Direct Costs	22.98	19.72	24.39
28 Return Over Feed & Other Direct Costs	37.34	214.30	(-152.57)
29 <u>ALLOCATED COSTS</u>			
30 Power & Mach. Costs (PCAF .99)	17.46	13.16	18.15
31 Livestock Equip. Costs (ECAAF 1)	7.34	4.97	8.86
32 Buildings & Fences (BCAF 1)	14.74	14.98	15.29
33 Total Allocated Costs	39.54	33.11	42.30
34 Return Over all Listed Costs	(-2.20)	181.19	(-194.87)
35 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
36 Return for \$100 Feed Fed	126.08	214.46	60.40
37 Price per CWT Sold	58.83	60.19	59.28
38 Price per CWT Calves Sold or Transf.	59.35	63.14	59.21
39 Average Wght. per Head Sold	692.3	710.0	670.3
40 Average Wght. per Calf Sold or Transf.	495.7	425.6	518.8
41 Percent Death Loss	2.9	2.6	4.0
42 Percent Calf Crop	94.4	94.1	93.3
42A Percent Calf Death Loss	5.9	6.3	7.1
43 Total Listed Costs per Cow	293.78	257.30	390.39
44 Utilities & Other Gen. Farm Exp. Total	582.30	572.30	435.48

Table 15B - Beef Feeders, 1981

Items	Average of 32 Farms	11 High Farms	11 Low Farms
1 Average Number of Beef Feeders	69.9	58.7	52.0
2 Pounds of Beef Produced	40042	33662	21018
		PER CWT	
3 Net Increase in Value of Animals	41.90	56.60	25.87
4 Other Miscellaneous Beef Income			
5 Total Value Produced	41.90	56.60	25.87
6 <u>POUNDS OF FEED FED</u>			
7 Grain	558.1	400.4	630.8
8 Protein, Salt & Mineral	112.1	174.6	24.5
9 Legume Hay	372.0	356.9	663.0
10 Other Hay & Dry Roughage	20.0	16.2	
11 Silage	802.6	319.2	1515.1
12 <u>FEED COST</u>			
13 Grain	23.40	16.34	29.84
14 Protein, Salt & Mineral	4.47	9.36	2.78
15 Legume Hay	7.63	5.62	12.41
16 Other Hay & Dry Roughage	.37	.16	
17 Silage	6.07	2.61	12.74
18 Pasture	.36	.90	.40
19 Total Feed Cost	42.30	34.99	58.17
20 Return Over Feed Cost	(-.40)	21.61	(-32.30)
21 <u>OTHER DIRECT COSTS</u>			
22 Miscellaneous Livestock Expense	.48	.37	.62
23 Veterinary Expense	1.19	1.48	2.03
24 Custom Work Hired	2.31	3.93	2.83
25 Special Hired Labor			
26 Total Other Direct Costs	3.98	5.78	5.48
27 Return Over Feed & Other Direct Costs	(-4.38)	15.83	(-37.78)
28 <u>ALLOCATED COSTS</u>			
29 Power & Mach. Costs (PCAF 1.00)	1.89	1.58	2.39
30 Livestock Equip. Costs (ECAF 1)	1.03	.71	1.88
31 Buildings & Fences (BCAF 1)	1.71	2.00	2.55
32 Total Allocated Costs	4.63	4.29	6.82
33 Return Over All Listed Costs	(-9.01)	11.54	(-44.60)
34 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
35 Return for \$100 Feed Fed	99.04	161.76	44.48
36 Price per CWT. Sold	60.10	63.38	59.01
37 Average Weight per Head Sold	944.5	1010.8	929.2
38 Price per CWT Bought	65.97	70.04	66.80
39 Average Weight per Head Bought	445.3	375.8	435.8
40 Number of Head Bought	58	52	56
41 Percent Death Loss	1.1	2.4	1.3
42 Effective Daily Gain-Pounds/Head/Day	1.57	1.57	1.11
43 Total Listed Cost per CWT Produced	50.91	45.06	70.47
44 Utilities & Other Gen Farm Exp. Total	516.35	214.55	172.40

Table 16A - Sheep, Farm, Commercial, 1981

Items	Average of 14 Farms	7 High Farms	7 Low Farms
1 Average Number of Ewes	127.8	153.0	102.5
2 Pounds of Lamb & Mutton Produced	13288	17306	9270
3 Pounds of Wool Produced	1284	1645	924
4 <u>VALUE OF PRODUCE</u>		PER EWE	
5 Wool	10.14	11.38	8.30
6 Net Increase in Value of Animal	43.26	62.39	14.75
7 Other Miscellaneous Sheep Income	.08		.19
8 Total Value Produced	53.48	73.77	23.24
9 <u>POUNDS OF FEED FED</u>			
10 Grain	303.3	289.5	324.2
11 Protein, Salt & Mineral	71.8	74.0	68.7
12 Legume Hay	944.8	925.9	973.9
13 Other Hay & Dry Roughage	95.2	32.1	189.6
14 Silage			
15 <u>FEED COST</u>			
16 Grain	14.68	14.59	14.83
17 Protein, Salt & Mineral	6.97	9.27	3.54
18 Legume Hay	19.87	17.80	22.99
19 Other Hay & Dry Roughage	.37	.35	.39
20 Silage			
21 Pasture	7.06	4.58	10.76
22 Total Feed Costs	48.95	46.59	52.51
23 Return Over Feed Costs	4.53	27.18	(-29.27)
24 <u>OTHER DIRECT COSTS</u>			
25 Miscellaneous Livestock Expense	1.68	2.21	.90
26 Veterinary Expense	1.97	2.24	1.59
27 Custom Work	3.95	4.01	3.85
28 Special Hired Labor			
29 Total Other Direct Costs	7.60	8.46	6.34
30 Return Over Feed & Other Direct Costs	(-3.07)	18.72	(-35.61)
31 <u>ALLOCATED COSTS</u>			
32 Power & Machinery Costs (PCAF 1.00)	7.56	8.21	5.75
33 Livestock Equipment Costs (ECAAF 1)	1.90	2.42	.78
34 Buildings & Fences (BCAF 1)	7.03	5.07	10.01
35 Total Allocated Costs	16.49	15.70	16.54
36 Return Over All Listed Costs	(-19.56)	3.02	(-52.15)
37 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
38 Return for \$100 Feed Fed	109.24	158.33	44.26
39 Price per CWT. Lamb & Mutton Sold	48.13	49.09	46.73
40 Price per CWT Lamb Sold or Transf.	55.06	60.40	43.45
41 Average Wt. of Lambs Sold or Transf.	89.5	87.0	98.4
42 Pounds of Wool per Sheep Sheared	10.6	9.5	13.4
43 Number of Ewes Kept for Lambing	123	144	101
44 Percent Lamb Crop	126.8	130.6	121.8
45 Percent Death Loss	9.5	7.0	13.3
45A Percent Lamb Death Loss	15.4	10.1	23.6
46 Total Listed Costs per Ewe	73.04	70.75	75.39
47 Utilities & Other Gen Farm Exp. Total	378.79	249.00	311.92

AVERAGES OF PRICES OF FEED AND PRODUCE USED IN HOME, 1981

Farm Grown Grains

Oats	\$ 1.60
Barley, Feed	2.13
Wheat	3.38
Oats Mixture	2.00
Corn	2.55

Other Roughages

Corn Silage	15.00
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Home Produce

Milk/quart	.35
Beef (live)/CWT	60.00
Hogs (live)/CWT	42.00

Hay

Alfalfa-Brome	\$ 48.00
Wild Hay	27.00
Mixed Legume	37.00

Milk For Feed

Whole Milk - Gr. A	12.15 per CWT
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Board for Hired Labor - \$5.00 per day
(unless otherwise specified)

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. The number of work units for each class of livestock and each acre of crop are presented below. Days of work off the farm for pay are not included in work units computations in this report.

Number of Units For Each Class of Livestock and Acre of Crop

<u>Item</u>	<u>No. of Work Units</u>	<u>Item</u>	<u>No. of Work Units</u>
Dairy Cows	7.00 per Head	Turkeys	25.00 per 100
Other Dairy Cows	1.20 per Head	Bees	.33 per Hive
Beef Breeding Cows	1.50 per Head	Small Grain	.30 per Acre
Feeder Cattle	.12 per CWT	Corn for Grain	.55 per Acre
Sheep, Farm Flock	.60 per Head	Corn Silage	.80 per Acre
Lambs, Feeders	.30 per CWT	Alfalfa	.60 per Acre
Hogs, Complete	.12 per CWT	Other Hay	.40 per Acre
Hogs, Finishing	.06 per CWT	Legume Seed	.40 per Acre
Hogs, Weaning Pigs	1.40 per Litter	Grass Silage	.40 per Acre
Chickens, Lay, Flock	5.00 per 100	Potatoes	3.00 per Acre
Chickens, Broilers	.20 per CWT	Sugar Beets	2.00 per Acre
Turkeys, Poults	.12 per CWT	Fallow	.30 per Acre
		Sunflowers	.40 per Acre

SUMMARY OF MISCELLANEOUS ITEMS BY YEAR, 1981

Items	1965	1970	1975	1980	1981
<u>Miscellaneous</u>					
Average Tillable Acres	491	465	528	668	750.5
Total Farm Capital	42436	89957	181222	351633	403300
Expenses per Dollar Income	.81	.93	.94	.89	.96
Percent Income from Farm Crops	44	44	64	80	82
Percent Income from Farm Lvstk.	56	56	36	20	18
HH & Personal Expenses	3869	6205	13283	19913	21882
Trac. & Mach. Exp. per Crop Acre	7.17	11.31	20.16	34.75	38.96
<u>Efficiencies</u>					
Yield Per Acre					
Oats	53.1	40.8	39.6	40.0	60.8
Alfalfa	1.9	2.3	2.5	1.7	2.5
Barley	43.5	36.9	37.7	41.0	60.8
Wheat	27.2	25.4	29.2	27.6	42.7
Flax	8.2	11.3	8.6	7.8	11.2
Sugar Beets	22.5		11.2	32.7*	39.5
Corn	33.3	50.5	54.1	53.6	86.5
Sunflowers		8.4	15.8	12.3	12.4
Soybeans				21.1	31.4
			*CWT. EXtractible Sugar		
<u>Return Above Feed Cost per:</u>					
Dairy Cow	\$ 177	325	318	932	998
CWT Hogs	11	3	22	3	.67
Ewe	15	12	3	37	5
Hogs, Litter	83	33	203	71	72
CWT Cattle	8	9	7	2	-4
Beef Cow	25	66	(-63)	130	37
<u>Prices Received Per</u>					
Oats, Bushel	\$.54	.56	1.37	1.60	1.74
Alfalfa, Ton	15.00	15.00	34.00	49.00	40.00
Barley, Bushel	1.03	.91	2.61	2.68	2.26
Wheat, Bushel	1.52	1.78	3.66	3.94	3.72
Flax, Bushel	2.68	2.26	6.13	5.95	6.31
Sugar Beets, Ton			22.00		
Sugar Beets, CWT. Ext. Sugar				20.05	10.68
Corn, Bushel	1.05	1.19	2.39	2.89	2.36
Sunflowers, CWT	4.00	4.54	9.87	10.85	10.63
Soybeans				7.50	5.61
CWT, Milk	3.63	4.79	7.72	12.29	13.09
CWT, Beef	21.00	29.00	34.00	65.00	60.00
CWT, Hogs	21.00	21.00	51.00	42.00	43.00
CWT, Lambs	23.00	22.00	44.00	64.00	55.00

SUMMARY OF FARM EARNINGS BY YEARS, 1981

Items	1965	1970	1975	1980	1981
Number of Records Analyzed	202	385	1078	770	675
<u>Farm Receipts</u>					
Livestock	12480	15950	18473	35913	38586
Crops	4970	7957	32700	81314	103324
Mach. & Equip. Sold & Gas Tax Ref.	410	394	1385	3083	2726
Income from work off the farm	188	250	859	1062	1393
Miscellaneous	635	2001	1646	4666	4528
(1) Total Farm Sales	18683	26552	55063	126041	150557
(2) Increase in Farm Capital	2345	2771	9510	23862	35632
(3) Family Living from the Farm	283	337	454	619	534
(4) Total Farm Rec. (1 + 2 + 3)	21311	29660	65027	150522	186723
<u>Farm Expenses</u>					
Livestock & Livestock Exp.	1806	2881	2262	5136	7816
Feed Bought	3232	2733	3625	6675	7666
Fertilizers & Chemicals	867	1645	7001	17034	22118
Other Crop Expenses	1017	1444	3011	16316	16886
Custom Work Hired	659	785	1435	2958	5205
Gas, Oil & Grease Bought (F.S.)	1002	1302	2892	8116	10047
Rep. & Op. Mach, Trac., Auto (F.S.)	914	1477	3459	6697	8880
Rep. & Upkeep of Real Estate	148	275	769	1187	1285
Rep. & Upkeep of Livestock Equip.	95	221	137	363	428
Wages of Hired Labor	654	962	2203	4755	5529
Utility Exp. (F.S.)	262	392	567	1228	1445
Real Estate Taxes	637	860	1115	2403	2526
Gen Farm Expense	272	424	1049	2246	2791
(5) Total Cash Operating Expense	11592	15401	29525	75113	92662
(6) Pw. Crop & Gen. Mach. Bought (F.S.)	1908	3239	12210	17319	22371
(7) Livestock Equip. Bought	195	357	495	839	1757
(8) Bldgs. & Fencing Bought	1255	2604	6894	11620	25241
(9) TOTAL FARM PURCHASES (5 to 8)	14950	21601	49124	104946	141990
(10) Decrease in Farm Capital					
(11) Interest on Farm Capital	2068	5314	10588	23779	27055
(12) Unpaid Family Labor	96	586	225	133	64
(13) Labor Chg. for Part. & Other Op.			187	315	673
(14) Bd. Furn. Hired Labor	86	57	58	42	59
(15) TOTAL FARM EXPENSE (9 to 14)	17200	27458	60182	129215	169841
(16) Return to Labor & Mgmt. (4-15)	4111	2202	4854	21306	16882
(17) NET CASH INCOME (1-9)	3733	4951	5939	21095	8567

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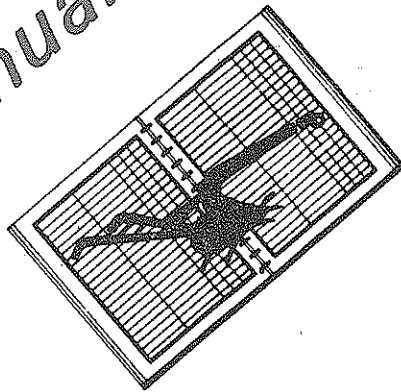
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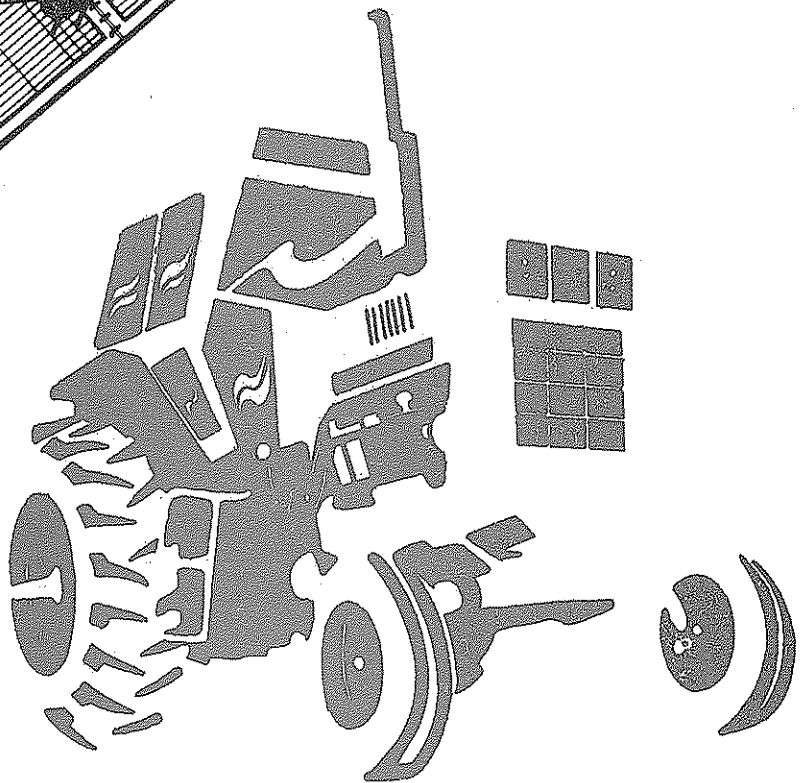
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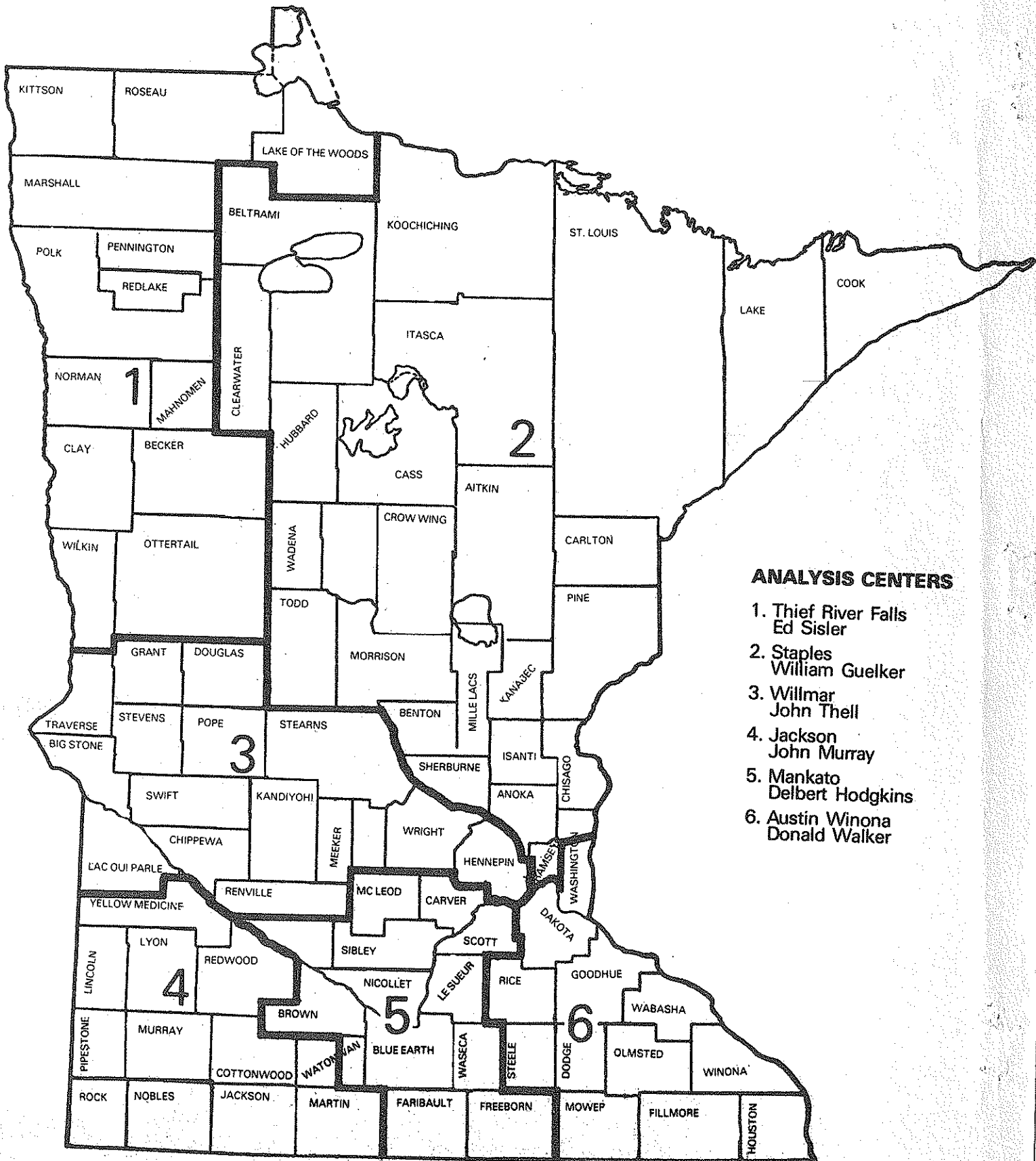
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