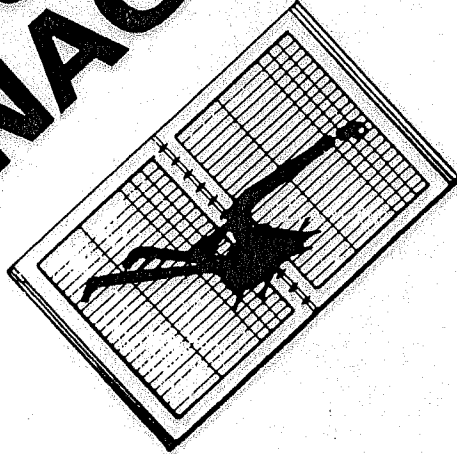


FARM BUSINESS MANAGEMENT



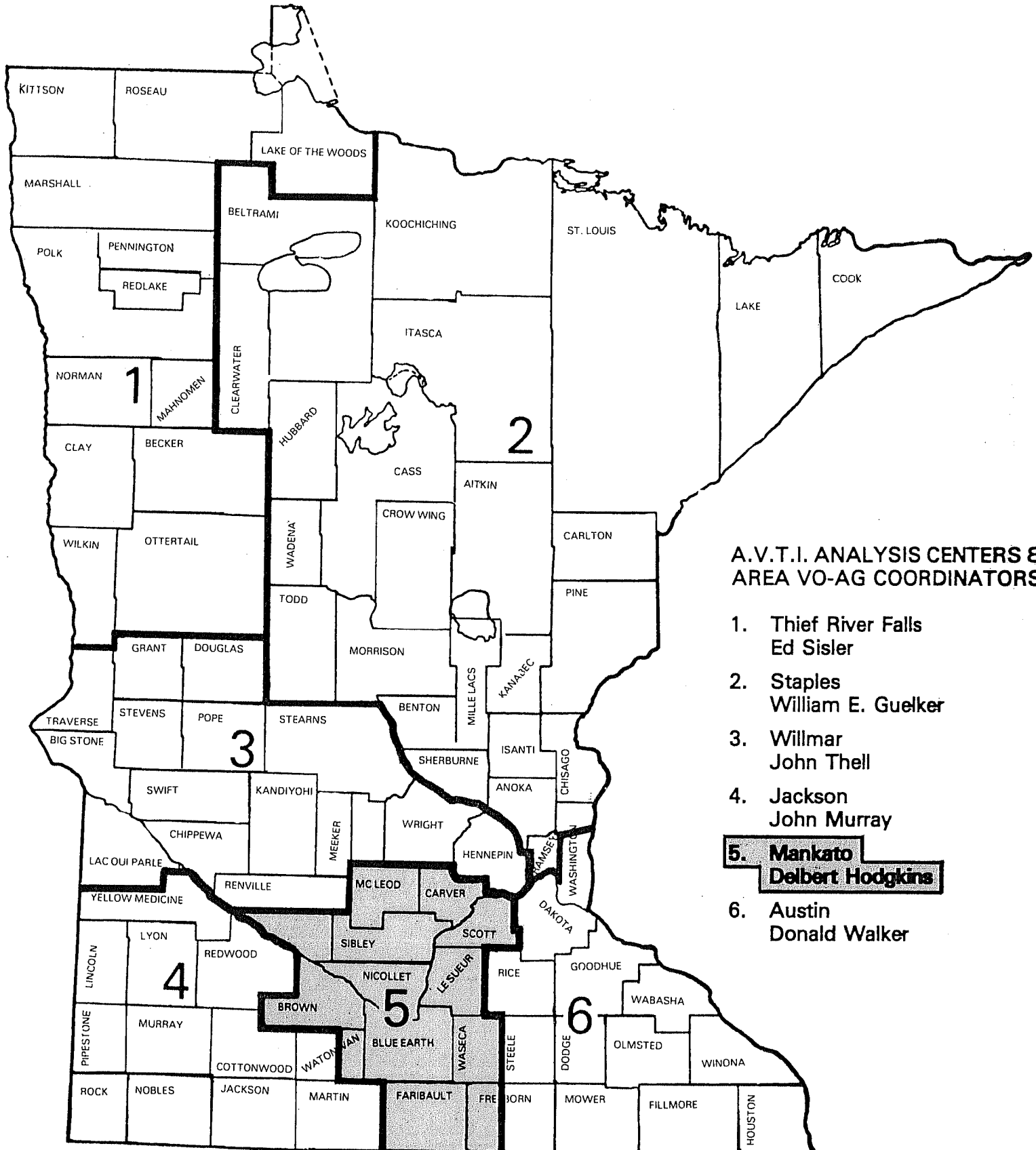
1981

**Education Program Annual Report
Mankato Area Southern Minnesota
March 1982**

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

**AN ADULT
EDUCATIONAL
PROGRAM**

VO-AG FARM MANAGEMENT AREAS



1980 ANNUAL VOCATIONAL AGRICULTURE FARM MANAGEMENT PROGRAM REPORT
MANKATO AREA OF SOUTHERN MINNESOTA

Del Hodgkins

Area Vo-Ag Program Coordinator

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KEY TO COLOR CODE

| | |
|------------------|---|
| <u>WHITE</u> | General and Explanatory Information |
| <u>GOLDENROD</u> | Inventory & Earnings Statements on the Whole Farm Basis |
| <u>PINK</u> | Operator & Family Only Share of Household & Personal Items, Net Worth and Farm Earnings |
| <u>GREEN</u> | Crop Information - Highs & Lows Selected on the Basis of Yield |
| <u>YELLOW</u> | Livestock Costs and Returns |

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 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), 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:

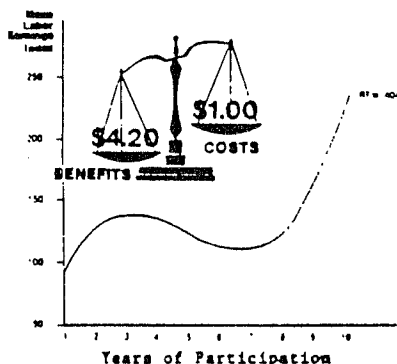
Year 1 - Farm business records and accounts.

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.

This summary of farm records for the South Central Minnesota area served by the Mankato AVTI shows the results of the analysis of farm businesses enrolled in management education programs for 1981. Study the results carefully so you can use this information to improve agriculture in your area and in your business.

XXX

Schools Participating

The following tabulation indicates the schools and the names of the farm management instructors who have submitted records for analysis as of March 15, 1982:

| <u>Class Location</u> | <u>Instructor</u> |
|-----------------------|--------------------|
| Alden (part time) | John Nelson |
| Blue Earth | Dave Tokheim |
| Fairfax | Blair Anderson |
| Gaylord | Leo Lick |
| Glencoe | Kenneth Stenzel |
| Hutchinson | Warren Ekstrom |
| Kiester (part time) | Robert Gerber |
| Madelia | John Rollings |
| Mankato AVTI | Paul Callanan |
| Mankato AVTI | Dennis Jackson |
| New Richland | Russell Schmiesing |
| New Ulm | Layton Peters |
| Sleepy Eye | Mark Holkup |
| Springfield | Donn Russell |
| St. Peter | Cletus Janni |
| Waseca | Norman Bohmbach |
| Watertown | David Gaffney |
| Wells | Arnold Carlson |
| Winthrop | Dary Talley |

Post High School A.V.T.I. & Technical College Production Ag Programs

| | |
|------------------|-------------|
| Mankato A.V.T.I. | Lyle Phelps |
| Waseca U.M.W. | Boyd Fuller |

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1981

| Items | | Average of 349 Farms | |
|-------|--|----------------------|------------|
| 1. | Size of Farm (Total Acres) | 374.8 | |
| 2. | (Tillable Acres) | 349.7 | |
| 3. | Work Units (Crops) | 179.31 | |
| 4. | (Livestock) | 239.01 | |
| 5. | (Other) | 13.21 | |
| 6. | Total Size of Business in Work Units | 431.53 | |
| 7. | Number of Workers | 1.5 | |
| 8. | Farm Capital Investment per Worker | \$380,007 | |
| | | Jan. 1 | Dec. 31 |
| 9. | PRODUCTIVE LIVESTOCK | | |
| 10. | Dairy Cows | \$ 11,181 | \$ 12,071 |
| 11. | Other Dairy Cattle | 7,712 | 7,910 |
| 12. | Beef Breeding Cattle | 1,378 | 1,484 |
| 13. | Beef Feeder Cattle | 6,555 | 5,091 |
| 14. | Hogs | 14,675 | 14,580 |
| 15. | Sheep (Including Feeders) & Goats | 312 | 291 |
| 16. | Poultry - All Types | 89 | 111 |
| 17. | Other Livestock | 8 | 8 |
| 18. | Total Productive Livestock | \$ 41,911 | \$ 41,548 |
| 19. | CROP, SEED AND FEED | \$ 79,033 | \$ 67,370 |
| 20. | POWER, MACHINERY & EQUIPMENT | | |
| 21. | Auto & Truck (Farm Share) | \$ 6,025 | \$ 5,929 |
| 22. | Power & Machinery | 41,450 | 44,966 |
| 23. | Irrigation Equipment | 439 | 548 |
| 24. | Custom Work Equipment | 289 | 247 |
| 25. | Livestock Equipment | 8,891 | 9,686 |
| 26. | Total Power, Mach. & Equip. | \$ 57,093 | \$ 61,375 |
| 27. | LAND | \$ 333,818 | \$ 341,383 |
| 28. | BUILDINGS - FENCES - ETC. | \$ 57,354 | \$ 61,010 |
| 29. | TOTAL FARM CAPITAL | \$ 569,208 | \$ 572,686 |
| 30. | INCREASE OR DECREASE IN TOTAL FARM CAPITAL | | \$ 3,478 |

*Table 1 lists the categories of farm capital for the average of 349 farms and for the 70 most profitable and 70 least profitable farms. These averages include the landlord's share of the investment for rented farms.

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

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

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1981

| Items | | 70 Most Profitable Farms | | 70 Least Profitable Farms | |
|-------|--|--------------------------|------------|---------------------------|--------------|
| | | Jan. 1 | Dec. 31 | Jan. 1 | Dec. 31 |
| 1. | Size of Farm (Total Acres) | 465.1 | | 503.9 | |
| 2. | (Tillable Acres) | 429.7 | | 474.2 | |
| 3. | Work Units - (Crops) | 219.79 | | 241.51 | |
| 4. | (Livestock) | 327.55 | | 261.08 | |
| 5. | (Other) | 21.95 | | 7.71 | |
| 6. | Total Size of Business in Work Units | 569.28 | | 510.30 | |
| 7. | Number of Workers | 1.66 | | 1.67 | |
| 8. | Farm Capital Investment per Worker | \$ 381,135 | | \$ 493,937 | |
| | | Jan. 1 | Dec. 31 | Jan. 1 | Dec. 31 |
| 9. | PRODUCTIVE LIVESTOCK | | | | |
| 10. | Dairy Cows | \$ 21,969 | \$ 23,609 | \$ 5,701 | \$ 6,178 |
| 11. | Other Dairy Cattle | 15,759 | 16,571 | 3,589 | 3,577 |
| 12. | Beef Breeding Cattle | 111 | 520 | 4,571 | 4,463 |
| 13. | Beef Feeder Cattle | 1,447 | 1,735 | 16,429 | 14,326 |
| 14. | Hogs | 8,782 | 9,433 | 23,746 | 21,159 |
| 15. | Sheep (Including Feeders) & Goats | 27 | 25 | 1,150 | 1,047 |
| 16. | Poultry - All Types | | | 2 | |
| 17. | Other Livestock | | | 23 | 31 |
| 18. | Total Productive Livestock | \$ 48,096 | \$ 51,892 | \$ 55,210 | \$ 50,781 |
| 19. | CROP, SEED AND FEED | \$ 83,231 | \$ 84,722 | \$ 125,489 | \$ 87,916 |
| 20. | POWER, MACHINERY & EQUIPMENT | | | | |
| 21. | Auto & Truck (Farm Share) | \$ 6,945 | \$ 7,319 | \$ 8,594 | \$ 8,585 |
| 22. | Power & Machinery | 49,009 | 57,291 | 58,387 | 55,556 |
| 23. | Irrigation Equipment | 1,143 | 1,440 | | |
| 24. | Livestock Equipment | 11,128 | 11,688 | 10,506 | 10,337 |
| 26. | Total Power, Mach. & Equip. | \$ 68,747 | \$ 78,189 | \$ 77,695 | \$ 74,644 |
| 27. | LAND | \$ 354,765 | \$ 363,058 | \$ 499,026 | \$ 510,846 |
| 28. | BUILDINGS - FENCES - ETC. | \$ 62,045 | \$ 69,413 | \$ 82,912 | \$ 81,589 |
| 29. | TOTAL FARM CAPITAL | \$ 616,885 | \$ 647,274 | \$ 840,333 | \$ 805,776 |
| 30. | INCREASE OR DECREASE IN TOTAL FARM CAPITAL | | \$ 30,389 | | \$ (-34,557) |

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

Size as measured by acres for individual farms varied from less than 100 to over 1600 acres; however, the majority of the farms fell in the range of 300 - 600 acres.

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

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

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

| Items | Average of--349 Farms | 70 Most Profitable Farms | 70 Least Profitable Farms |
|--|-----------------------------|--------------------------------|---------------------------------|
| 1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS | | | |
| 2. Dairy Cows | \$ 2,176 | \$ 4,810 | \$ 1,207 |
| 3. Dairy Products | 26,378 | 57,362 | 11,510 |
| 4. Other Dairy Cattle | 2,106 | 3,476 | 1,031 |
| 5. Beef Breeding Cattle | 433 | 47 | 1,628 |
| 6. Beef Feeder Cattle | 11,362 | 5,977 | 29,110 |
| 7. Hogs Complete & Mixed | 19,596 | 10,491 | 29,335 |
| 8. Hogs Finishing | 14,393 | 13,737 | 19,303 |
| 9. Hogs Producing Weaning Pigs | 2,328 | 1,584 | 2,071 |
| 10. Sheep, Goats & Wool, Farm Flock | 227 | 29 | 772 |
| 11. Sheep & Wool, Feeder Lambs | | | |
| 12. Chickens (Including Hens & Broilers) | 17 | | 1 |
| 13. Turkeys | 163 | | 812 |
| 14. Eggs | 427 | | 3 |
| 15. Other Productive Livestock & Products | 8 | | |
| 16. Other Miscellaneous Livestock Income | 191 | 807 | 59 |
| 17. Total Sales of Productive Livestock | \$ 79,804 | \$ 98,320 | \$ 96,841 |
| 18. SALE OF CROPS | | | |
| 19. Wheat | \$ 1,713 | \$ 1,946 | \$ 2,103 |
| 19A. Durum | | | |
| 20. Other Small Grains | 423 | 373 | 409 |
| 21. Corn | 38,698 | 58,141 | 59,730 |
| 22. Soybeans | 30,973 | 36,159 | 44,120 |
| 22A. Sunflowers | 35 | 21 | 156 |
| 23. Other Row Crops | 1,512 | 1,248 | 1,265 |
| 24. Legumes & Other Forage | 195 | 40 | 230 |
| 25. Grass Seed | | | |
| 26. Fruits & Nuts | | | |
| 27. Vegetable Roadside Market & Specialty | | | |
| 28. Nursery, Timber & Other | 248 | 300 | 461 |
| 29. Set Aside Acres-Government Payments | 14 | | 70 |
| 30. Total Sales From Crops | \$ 73,811 | \$ 98,228 | \$ 108,543 |
| 31. Capital Assets Sold (Auto/Trk/Mach.) | \$ 683 | \$ 963 | \$ 680 |
| 31A. Capital Assets Sold (Bldg. & Imprvmnts) | 115 | 4 | 35 |
| 31B. Capital Assets Sold (Land) | 1,932 | 55 | 3,200 |
| 32. Gas Tax Refund | 76 | 42 | 115 |
| 33. Income From Work off the Farm | 1,384 | 1,940 | 1,096 |
| 34. Custom Work Enterprise Income | 358 | 602 | 130 |
| 35. Patronage Refunds | 2,042 | 3,103 | 2,123 |
| 36. Miscellaneous Farm Income | 1,157 | 1,753 | 1,294 |
| 37. Total Farm Sales | \$ 161,363 | \$ 206,010 | \$ 214,058 |
| 38. Increase in Farm Capital | \$ 21,720 | \$ 30,389 | \$ 12,885 |
| 39. Family Living From the Farm | 552 | 613 | 787 |
| 40. TOTAL FARM RECEIPTS (37)+(38)+(39) | \$ 183,634 | \$ 236,012 | \$ 227,731 |

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

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

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

| Items | Average of--349 Farms | 70 Most Profitable Farms | 70 Least Profitable Farms |
|--|-----------------------------|--------------------------------|---------------------------------|
| 1. PURCHASE OF LIVESTOCK | | | |
| 2. Dairy Cows | \$ 558 | \$ 785 | \$ 1,018 |
| 3. Other Dairy Cattle | 425 | 509 | 865 |
| 4. Beef Breeding Cattle | 257 | 409 | 522 |
| 5. Beef Feeder Cattle | 4,894 | 1,648 | 15,277 |
| 6. Hogs Complete & Mixed | 1,331 | 514 | 3,011 |
| 7. Hogs Finishing | 3,584 | 3,487 | 3,954 |
| 8. Hogs Producing Weaning Pigs | 433 | 90 | 327 |
| 9. Sheep & Goats | 25 | | 58 |
| 10. Sheep, Feeder Lambs | | | |
| 11. Chickens (Including Hens & Broilers) | 117 | | 3 |
| 12. Turkeys | 33 | | 164 |
| 13. Other Productive Livestock | 5 | | 3 |
| 14. Miscellaneous Livestock Expense | 3,981 | 5,042 | 4,728 |
| 15. Feed Bought | 21,512 | 22,015 | 32,875 |
| 16. Fertilizer | 10,149 | 13,702 | 12,543 |
| 17. Chemicals | 6,441 | 8,826 | 8,491 |
| 18. Other Crop Expense | 9,150 | 11,190 | 13,217 |
| 19. Irrigation Operation Costs | 21 | 26 | |
| 20. Custom Work Enterprise Operator Costs, Including Labor | 131 | 127 | 42 |
| 21. Custom Work Hired | 3,072 | 4,121 | 3,300 |
| 22. Repair & Upkeep of Livestock Equipment | 1,119 | 1,571 | 1,183 |
| 23. Repair & Upkeep of Farm Real Estate | 1,457 | 1,498 | 1,988 |
| 24. Gas, Oil & Grease Bought (Farm Share) | 6,527 | 7,485 | 8,613 |
| 25. Repair & Operation of Mach., Trac., Truck, Auto | 5,480 | 6,584 | 7,341 |
| 26. Repair & Upkeep of Irrigation Equipment | 6 | | |
| 27. Repairs - Custom Work Enterprise | 81 | 143 | 27 |
| 28. Wages of Hired Labor | 3,561 | 4,714 | 4,548 |
| 29. Personal Property & Real Estate Taxes | 3,717 | 4,924 | 5,151 |
| 30. General Farm Expense | 1,932 | 2,611 | 2,326 |
| 31. Telephone Expense (Farm Share) | 314 | 332 | 374 |
| 32. Electricity Expense (Farm Share) | 1,850 | 2,184 | 2,353 |
| 33. TOTAL CASH OPERATING EXPENSE | \$ 92,163 | \$ 104,535 | \$ 134,301 |
| 34. Power, Crop & General Mach. Bought (FS) | \$ 15,874 | \$ 23,592 | \$ 14,475 |
| 35. Irrigation Equipment Bought | 188 | 599 | |
| 36. Custom Work Equipment Bought | 36 | 65 | |
| 37. Livestock Equipment Bought | 2,875 | 3,150 | 2,410 |
| 38. New Real Estate & Improvement | 9,249 | 13,707 | 6,378 |
| 38A. New Real Estate - Land | 9,465 | 7,899 | 15,320 |
| 39. TOTAL FARM PURCHASES (33) THRU (38A) | \$ 129,850 | \$ 153,557 | \$ 172,884 |
| 40. Decrease in Farm Capital | \$ 18,241 | \$ | \$ 47,443 |
| 41. Interest on Farm Capital (7% Opport. Chg) | 39,966 | 44,246 | 57,614 |
| 42. Unpaid Family Labor | 305 | 346 | 165 |
| 43. Labor Charge for Partners & Other Operators | 953 | 1,234 | 1,293 |
| 44. Board Furnished Hired Labor | 77 | 77 | 130 |
| 45. TOTAL FARM EXPENSE (39) THRU (44) | \$ 189,403 | \$ 199,460 | \$ 279,528 |
| 46. Return to Oper Labor & Mgmt.-Single Oper. (W.F.) (2A/40)-(45) | \$ (-5,768) | \$ 36,552 | \$ (-51,797) |
| 47. Number of Operators | 1 | 1 | 1 |
| 48. Full Time Operator Equivalents | 1.16 | 1.24 | 1.27 |
| 49. Return to Oper. Labor & Mgmt.-Full Time Operator Equivalent | \$ (-4,259) | \$ 32,334 | \$ (-41,849) |

TABLE 3 - SUMMARY OF FARM EARNINGS (ENTERPRISE STATEMENT - WHOLE FARM) - 1981

| Items | Average of--349 Farms | 70 Most Profitable Farms | 70 Least Profitable Farms |
|--|-----------------------------|--------------------------------|---------------------------------|
| 1. <u>RETURNS AND NET INCREASES</u> | | | |
| 2. Productive Livestock | | | |
| 3. Dairy Cows | \$ 25,579 | \$ 56,382 | \$ 10,222 |
| 4. Other Dairy Cattle | 5,877 | 11,876 | 2,686 |
| 5. Beef Breeding Cattle | 601 | 156 | 1,931 |
| 6. Feeder Cattle | 4,737 | 4,454 | 11,077 |
| 7. Hogs, Complete & Mixed | 18,264 | 10,356 | 24,609 |
| 8. Hog Finishing Enterprise | 8,188 | 8,725 | 9,851 |
| 9. Producing Weaning Pigs | 4,587 | 3,674 | 6,517 |
| 10. Sheep & Goats | 184 | 27 | 616 |
| 11. Sheep, Feeder Lambs | | | |
| 12. Chickens (Including Hens & Broilers) | 350 | | (-1) |
| 13. Turkeys | 130 | | 648 |
| 14. Other Productive Livestock | 3 | | 6 |
| 15. TOTAL ALL PRODUCTIVE LIVESTOCK | \$ 68,500 | \$ 95,650 | \$ 68,163 |
| 16. Value of Feed Fed to Livestock | (minus)43,623 | (minus)49,840 | (minus)52,974 |
| 17. Return Over Feed From Livestock | 24,878 | 45,810 | 15,189 |
| 18. Crop, Seed & Feed | 58,329 | 93,436 | 56,651 |
| 19. Cooperative Patronage Refunds | 2,042 | 3,103 | 2,123 |
| 20. Miscellaneous Farm Income | 1,157 | 1,753 | 1,294 |
| 21. Custom Work Enterprise | 72 | 197 | 30 |
| 22. TOTAL RETURNS & NET INCREASES | \$ 86,478 | \$ 144,299 | \$ 75,287 |
| 23. <u>EXPENSES & NET DECREASES</u> | | | |
| 24. Truck & Auto (Farm Share) | \$ 5,325 | \$ 6,726 | \$ 6,820 |
| 25. Tractors & Crop Machinery | 19,936 | 23,361 | 27,486 |
| 26. Irrigation Equipment | 85 | 301 | |
| 27. Electricity | 1,850 | 2,184 | 2,353 |
| 28. Livestock Equipment | 3,261 | 4,296 | 3,816 |
| 29. Buildings, Fences & Tiling | 6,935 | 7,834 | 9,653 |
| 30. Bare Land | (-32) | (-447) | 300 |
| 31. Miscellaneous Livestock Expense | 3,981 | 5,042 | 4,728 |
| 32. Labor | 4,012 | 5,106 | 5,172 |
| 33. Labor Charge for Other Operator(s) | 963 | 1,234 | 1,293 |
| 34. Property Tax | 3,717 | 4,924 | 5,151 |
| 35. General Farm Expense & Telephone | 2,246 | 2,942 | 2,699 |
| 36. Interest on Farm Capital (7% Opport. Chg) | 39,966 | 44,246 | 57,614 |
| 37. TOTAL EXPENSES & NET DECREASES | \$ 92,246 | \$ 107,748 | \$ 127,084 |
| 38. RETURN TO OPER. LABOR & MGMT. (SINGLE OPR) | \$ (-5,768) | \$ 36,552 | \$ (-51,797) |
| 39. Number of Farm Operators | 1 | 1 | 1 |
| 40. Full Time Operators Equivalents | 1.16 | 1.24 | 1.27 |
| 41. Retrn.Opr.Lbr. & Mgt./Full Time Operator | \$ (-4,259) | \$ 32,334 | \$ (-41,849) |

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

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1981

FOR THOSE FARMS WITH COMPLETE ACCOUNTS - OPERATOR'S SHARE

| Items | Average of 170 Farms | Per Adult Equivalent |
|---|-------------------------|-------------------------|
| 1. Number of Persons - Family | 4 | |
| 2. Number of Adult Equivalent - Family | 3.3 | |
| 3. Church & Welfare | \$ 866 | \$ 262.42 |
| 4. Medical Care & Health Insurance | 2,145 | 650.00 |
| 5. Food & Meals Bought | 3,876 | 1,174.55 |
| 6. Operating Expense & Supplies | 1,403 | 425.15 |
| 7. Furnishings & Equipment | 1,326 | 401.82 |
| 8. Clothing & Clothing Materials | 1,317 | 399.09 |
| 9. Personal Care, Personal Spending | 859 | 260.30 |
| 10. Education | 362 | 109.70 |
| 11. Recreation | 1,141 | 345.76 |
| 12. Gifts & Special Events | 861 | 260.91 |
| 13. Personal Share Truck & Auto Expense | 1,054 | 319.39 |
| 14. Operator Share Upkeep on Dwelling | 310 | 93.94 |
| 14A. Cash Rent (Personal) | 2 | .61 |
| 15. Personal Share Telephone & Electricity Expense | 597 | 180.91 |
| 15A. Personal Share - General Farm Expense | 57 | 17.27 |
| 16. TOTAL CASH LIVING EXPENSE | \$ 16,175 | \$ 4,901.52 |
| 17. Personal Share New Truck and Auto | \$ 398 | \$ 120.61 |
| 18. New Dwelling Bought | 2,605 | 789.39 |
| 19. Taxes and Other Deductions | 3,250 | 984.85 |
| 20. Life Insurance & Other Savings & Investments | 4,385 | 1,328.79 |
| 21. TOTAL HOUSEHOLD & PERSONAL (16) THRU (20) | \$ 26,812 | \$ 8,124.85 |
| 22. TOTAL FAMILY LIVING FROM THE FARM (33) | \$ 536 | \$ 162.42 |
| 23. TOTAL CASH & NON-CASH EXPENSES (21)+(22) | \$ 27,348 | \$ 8,287.27 |
| 24. FAMILY LIVING FROM THE FARM | | |
| 25. | Quantity | Operator's Share |
| 26. Milk and Cream (Quarts) | 420 | 103 |
| 27. Beef and Buffalo (Pounds) | 623 | 316 |
| 28. Pork (Pounds) | 248 | 99 |
| 29. Lamb, Mutton, Goat (Pounds) | 5 | 3 |
| 30. Poultry, All Fowl (Pounds) | 3 | 2 |
| 31. Eggs (Dozen) | | |
| 32. Vegetables, Fruits, Spuds, Other Produce & Fuel | | 14 |
| 33. TOTAL FAMILY LIVING FROM THE FARM | | \$ 536 |

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

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

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

| Items | Average of 288 Farms | |
|--|----------------------|--------------|
| | Jan. 1 | Dec. 31 |
| 1. Total Productive Livestock | \$ 39,610 | \$ 38,465 |
| 2. Crop, Seed & Feed | 74,713 | 64,080 |
| 3. Total Power, Machinery & Equipment | 53,839 | 57,942 |
| 4. Land (Acres Owned 220.6) (Tillable 188.0) | 132,504 | 143,790 |
| 5. Buildings, Fences, Etc. | 53,203 | 57,044 |
| 6. TOTAL FARM CAPITAL | \$ 353,869 | \$ 361,321 |
| 7. Non-Farm Assets | \$ 29,835 | \$ 34,066 |
| 7A. Cash on Hand & in Bank | 5,090 | 6,084 |
| 8. Dwelling | 17,218 | 19,586 |
| 9. TOTAL ASSETS | \$ 406,012 | \$ 421,056 |
| 10. Real Estate Mortgages | \$ 96,951 | \$ 116,357 |
| 11. Chattel Mortgages | 47,325 | 55,750 |
| 12. Notes | 19,148 | 20,983 |
| 13. Accounts Payable | 3,066 | 3,630 |
| 14. TOTAL LIABILITIES | \$ 166,490 | \$ 196,721 |
| 15. FARMER'S NET WORTH | \$ 239,523 | \$ 224,336 |
| 16. GAIN (OR LOSS) IN NET WORTH | | \$ (-15,187) |
| ***** | | |
| 17. Supplementary Management Information | | |
| 18. Return to Operator's Labor and Management (6B/47) | \$ (-3,594) | |
| 19. Return to Capital & Family Labor (6B/48) | \$ 3,013 | |
| 20. Non-Farm Income | | |
| 21. Outside Investment Income | 1,251 | |
| 22. Other Personal Income & Income Tax Refund | 3,673 | |
| 22A. Sale of Personal Share-Dwelling, Auto & Truck | 28 | |
| 23. TOTAL NON-FARM INCOME | \$ 4,951 | |
| 24. TOTAL FAMILY FARM & NON-FARM INCOME | \$ 7,964 | |
| 25. TOTAL MONEY BORROWED | \$ 111,021 | |
| 26. TOTAL PAID ON DEBT (PRINCIPAL) | \$ 81,174 | |
| 27. TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23) | \$ 23,791 | |
| 28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.) | 1.021 | |
| | Jan. 1 | Dec. 31 |
| 29. Ratio: Total Assets to Total Liabilities | 2.439 | 2.140 |
| 30. Ratio: Non-Real Estate Assets/Non-Real Est. Liabil. | 2.920 | 2.497 |
| 31. Ratio: Real Estate Assets to Real Estate Liabil. | 2.093 | 1.894 |
| 32. Ratio: Net Worth to Total Liabilities | 1.439 | 1.140 |
| 33.* Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.) | .781 | |
| 34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.) | .317 | |
| 35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.) | .482 | |
| *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.

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

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

| Items | 63 High Profit Farms | |
|---|----------------------|------------|
| | Jan. 1 | Dec. 31 |
| 1. Total Productive Livestock | \$ 44,725 | \$ 45,795 |
| 2. Crop, Seed & Feed | 70,452 | 77,238 |
| 3. Total Power, Machinery & Equipment | 62,631 | 71,712 |
| 4. Land (Acres Owned 216.9) (Tillable 174.8) | 82,140 | 96,322 |
| 5. Buildings, Fences, Etc. | 50,851 | 60,063 |
| 6. TOTAL FARM CAPITAL | \$ 310,799 | \$ 351,131 |
| 7. Non-Farm Assets | \$ 25,751 | \$ 33,502 |
| 7A. Cash on Hand & in Bank | 4,586 | 3,813 |
| 8. Dwelling | 19,899 | 25,362 |
| 9. TOTAL ASSETS | \$ 361,036 | \$ 413,807 |
| 10. Real Estate Mortgages | \$ 102,126 | \$ 128,481 |
| 11. Chattel Mortgages | 64,350 | 79,335 |
| 12. Notes | 21,404 | 24,516 |
| 13. Accounts Payable | 4,200 | 4,285 |
| 14. TOTAL LIABILITIES | \$ 192,080 | \$ 236,617 |
| 15. FARMER'S NET WORTH | \$ 168,956 | \$ 177,190 |
| 16. GAIN (OR LOSS) IN NET WORTH | | \$ 8,234 |
| ***** | | |
| 17. <u>Supplementary Management Information</u> | | |
| 18. Return to Operator's Labor and Management (6B/47) | \$ 35,320 | |
| 19. Return to Capital & Family Labor (6B/48) | 36,012 | |
| 20. <u>Non-Farm Income</u> | | |
| 21. Outside Investment Income | | 457 |
| 22. Other Personal Income & Income Tax Refund | | 2,195 |
| 22A. Sale of Personal Share - Dwelling, Auto & Truck | | |
| 23. TOTAL NON-FARM INCOME | \$ 2,652 | |
| 24. TOTAL FAMILY FARM & NON-FARM INCOME | \$ 38,664 | |
| 25. TOTAL MONEY BORROWED | \$ 140,485 | |
| 26. TOTAL PAID ON DEBT (PRINCIPAL) | \$ 97,283 | |
| 27. TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23) | \$ 27,140 | |
| 28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.) | | .845 |
| | Jan. 1 | Dec. 31 |
| 29. Ratio: Total Assets to Total Liabilities | 1.880 | 1.749 |
| 30. Ratio: Non-Real Estate Assets/Non-Real Est. Liabil. | 2.314 | 2.146 |
| 31. Ratio: Real Estate Assets to Real Estate Liabil. | 1.497 | 1.415 |
| 32. Ratio: Net Worth to Total Liabilities | .880 | .749 |
| 33.* Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.) | | .754 |
| 34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.) | | .345 |
| 35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.) | | .688 |
| *Adjusted Farm Sales Does Not Include Sale of Capital Assets | | |

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

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

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

| Items | 58 Low Profit Farms | |
|--|---------------------|--------------|
| | Jan. 1 | Dec. 31 |
| 1. Total Productive Livestock | \$ 51,315 | \$ 41,633 |
| 2. Crop, Seed & Feed | 120,634 | 85,606 |
| 3. Total Power, Machinery & Equipment | 72,393 | 69,028 |
| 4. Land (Acres Owned 299.1) (Tillable 254.1) | 210,965 | 225,184 |
| 5. Buildings, Fences, Etc. | 67,319 | 67,588 |
| 6. TOTAL FARM CAPITAL | \$ 522,625 | \$ 489,040 |
| 7. Non-Farm Assets | \$ 45,932 | \$ 47,751 |
| 7A. Cash on Hand & in Bank | 3,337 | 3,515 |
| 8. Dwelling | 16,478 | 17,600 |
| 9. TOTAL ASSETS | \$ 588,372 | \$ 557,906 |
| 10. Real Estate Mortgages | \$ 128,666 | \$ 146,453 |
| 11. Chattel Mortgages | 61,136 | 63,529 |
| 12. Notes | 22,635 | 22,674 |
| 13. Accounts Payable | 4,861 | 4,155 |
| 14. TOTAL LIABILITIES | \$ 217,298 | \$ 236,811 |
| 15. FARMER'S NET WORTH | \$ 371,073 | \$ 321,094 |
| 16. GAIN (OR LOSS) IN NET WORTH | | \$ (-49,979) |
| * * * * * | | |
| 17. Supplementary Management Information | | |
| 18. Return to Operator's Labor and Management (6B/47) | \$ (-49,083) | |
| 19. Return to Capital & Family Labor (6B/48) | \$ (-38,667) | |
| 20. Non-Farm Income | | |
| 21. Outside Investment Income | \$ 2,295 | |
| 22. Other Personal Income & Income Tax Refund | 5,943 | |
| 22A. Sale of Personal Share - Dwelling, Auto & Truck | 93 | |
| 23. TOTAL NON-FARM INCOME | \$ 8,330 | |
| 24. TOTAL FAMILY FARM & NON-FARM INCOME | \$ (-30,337) | |
| 25. TOTAL MONEY BORROWED | \$ 154,306 | |
| 26. TOTAL PAID ON DEBT (PRINCIPAL) | \$ 133,509 | |
| 27. TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23) | \$ 31,846 | |
| 28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.) | 1.251 | |
| | Jan. 1 | Dec. 31 |
| 29. Ratio: Total Assets to Total Liabilities | 2.708 | 2.356 |
| 30. Ratio: Non-Real Estate Assets/Non-Real Est. Liabil. | 3.313 | 2.739 |
| 31. Ratio: Real Estate Assets to Real Estate Liabil. | 2.291 | 2.119 |
| 32. Ratio: Net Worth to Total Liabilities | 1.708 | 1.356 |
| 33.* Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.) | | .830 |
| 34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.) | | .279 |
| 35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.) | | .387 |
| *Adjusted Total Farm Sales Does Not Include Sale of Capital Assets | | |

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

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

TABLE 6A - OPERATOR'S SHARE OF CASH RECEIPTS - 1981

| Items | Average of--349 Farms | 70 Most Profitable Farms | 70 Least Profitable Farms |
|--|-----------------------------|--------------------------------|---------------------------------|
| 1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS | | | |
| 2. Dairy Cows | \$ 2,065 | \$ 4,160 | \$ 1,045 |
| 3. Dairy Products | 24,881 | 48,306 | 9,676 |
| 4. Other Dairy Cattle | 1,979 | 3,105 | 1,330 |
| 5. Beef Breeding Cattle | 385 | 50 | 1,136 |
| 6. Beef Feeder Cattle | 9,817 | 6,523 | 23,190 |
| 7. Hogs Complete & Mixed | 18,687 | 8,039 | 28,323 |
| 8. Hogs Finishing | 13,681 | 17,925 | 18,442 |
| 9. Hogs Producing Weaning Pigs | 2,265 | 2,480 | 2,036 |
| 10. Sheep, Goats & Wool, Farm Flock | 200 | 29 | 531 |
| 11. Sheep & Wool, Feeder Lambs | | | |
| 12. Chickens (Including Hens & Broilers) | 17 | | 1 |
| 13. Turkeys | 163 | | |
| 14. Eggs | 410 | | 3 |
| 15. Other Productive Livestock & Products | 8 | | |
| 16. Other Miscellaneous Livestock Income | 191 | 766 | 58 |
| 17. TOTAL SALES OF PRODUCTIVE LIVESTOCK | \$ 74,749 | \$ 91,384 | \$ 85,770 |
| 18. SALE OF CROPS | | | |
| 19. Wheat | \$ 1,522 | \$ 2,474 | \$ 2,346 |
| 19A. Durum | | | |
| 20. Other Small Grain | 405 | 297 | 548 |
| 21. Corn | 34,755 | 44,911 | 54,543 |
| 22. Soybeans | 28,747 | 32,237 | 44,622 |
| 22A. Sunflowers | 35 | 21 | 156 |
| 23. Other Row Crops | 1,402 | 1,418 | 847 |
| 24. Legumes & Other Roughage | 178 | 134 | 182 |
| 25. Grass Seed | | | |
| 26. Fruits & Nuts | | | |
| 27. Vegetable, Roadside Market & Specialty | | | |
| 28. Nursery, Timber & Other | 248 | 300 | 461 |
| 29. Set Aside Acres - Government Payments | 14 | | 70 |
| 30. TOTAL SALES FROM CROPS | \$ 67,305 | \$ 81,791 | \$103,774 |
| 31. Capital Assets Sold (Auto/Truck/Mach.) | \$ 608 | \$ 687 | \$ 254 |
| 31A. Capital Assets Sold (Buildings & Imprvmnts) | 101 | 251 | 12 |
| 31B. Capital Assets Sold (Land) | 355 | 55 | |
| 32. Gas Tax Refund | 71 | 67 | 97 |
| 33. Income From Work off the Farm | 1,334 | 1,731 | 1,536 |
| 34. Custom Work Enterprise Income | 358 | 186 | |
| 35. Patronage Refunds | 1,977 | 2,917 | 1,792 |
| 36. Miscellaneous Farm Income | 1,137 | 1,412 | 1,417 |
| 37. TOTAL FARM SALES | \$147,994 | \$180,480 | \$194,653 |
| 38. Increase in Farm Capital | \$ 22,018 | \$ 43,445 | \$ 11,474 |
| 39. Family Living From the Farm | 505 | 551 | 651 |
| 40. TOTAL FARM RECEIPTS (37)+(38)+(39) | \$170,517 | \$224,476 | \$206,778 |
| 41. Adjusted Total Farm Sales (37)-(31) | \$146,930 | \$179,488 | \$194,387 |
| 42. Total Cash Farm Operating Expense | \$116,138 | \$134,694 | \$164,226 |
| 43. Net Cash Operating Income | \$ 30,792 | \$ 44,793 | \$ 30,161 |

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

TABLE 6B - OPERATOR'S SHARE OF CASH EXPENSES - 1981

| Items | Average of--349 Farms | 70 Most Profitable Farms | 70 Least Profitable Farms |
|---|-----------------------------|--------------------------------|---------------------------------|
| 1. PURCHASE OF LIVESTOCK | | | |
| 2. Dairy Cows | \$ 452 | \$ 634 | \$ 557 |
| 3. Other Dairy Cattle | 387 | 583 | 670 |
| 4. Beef Breeding Cattle | 224 | 409 | 341 |
| 5. Beef Feeder Cattle | 3,959 | 2,122 | 11,088 |
| 6. Hogs Complete | 1,316 | 477 | 2,977 |
| 7. Hogs Finishing | 3,388 | 5,318 | 3,702 |
| 8. Hogs Producing Weaning Pigs | 424 | 142 | 232 |
| 9. Sheep, Farm Flock | 23 | | 50 |
| 10. Sheep, Feeder Lambs | | | |
| 11. Chickens | 117 | | 3 |
| 12. Turkeys | 33 | | |
| 13. Other Productive Livestock | 5 | | 3 |
| 14. Miscellaneous Livestock Expense | 3,835 | 4,571 | 4,476 |
| 15. Feed Bought | 20,474 | 20,409 | 28,260 |
| 16. Fertilizer | 9,378 | 11,026 | 11,660 |
| 17. Chemicals | 5,885 | 7,398 | 8,280 |
| 18. Other Crop Expense | 8,582 | 10,092 | 12,489 |
| 19. Irrigation Operation Cost | 21 | 26 | |
| 20. Custom Work Operator Costs, Including Labor | 131 | 63 | |
| 21. Custom Work Hired | 2,895 | 4,002 | 3,418 |
| 22. Repair & Upkeep of Livestock Equipment | 1,085 | 1,226 | 1,007 |
| 23. Repair & Upkeep of Farm Real Estate | 1,412 | 1,305 | 2,081 |
| 24. Gas, Oil, Grease Bought (Farm Share) | 6,280 | 6,919 | 8,480 |
| 25. Repair & Oper. of Mach., Tract., Truck, and Auto (Farm Share) | 5,289 | 5,749 | 7,404 |
| 26. Repair and Upkeep of Irrigation Equipment | 6 | | |
| 27. Repairs, Custom Work Enterprise | 81 | 103 | |
| 28. Wages of Hired Labor | 3,454 | 4,046 | 4,461 |
| 29. Personal Property & Real Estate Taxes | 1,666 | 1,557 | 2,609 |
| 30. Cash Rent | 12,253 | 19,211 | 16,683 |
| 31. General Farm Expenses | 1,870 | 2,204 | 2,418 |
| 32. Telephone Expense (Farm Share) | 302 | 299 | 413 |
| 33. Electricity Expense (Farm Share) | 1,786 | 1,886 | 2,175 |
| 34. Interest Actually Paid | 19,123 | 22,918 | 28,292 |
| 35. TOTAL CASH OPERATING EXPENSE | \$ 116,138 | \$ 134,694 | \$ 164,226 |
| 36. Power, Crop & Gen. Mach. Bought (F. Share) | \$ 14,938 | \$ 20,599 | \$ 14,622 |
| 37. Irrigation Equipment Bought | 188 | 599 | |
| 38. Custom Work Enterprise Equipment Bought | 36 | 20 | |
| 39. Livestock Equipment Bought | 2,822 | 3,342 | 1,882 |
| 40. New Real Estate - Buildings & Improvements | 8,832 | 13,875 | 7,856 |
| 40A. New Real Estate - Land | 9,107 | 9,585 | 12,020 |
| 41. TOTAL FARM PURCHASES (35) THRU (40A) | \$ 152,062 | \$ 182,716 | \$ 200,606 |
| 42. Decrease in Farm Capital | \$ 17,132 | \$ 6,343 | \$ 47,515 |
| 43. Interest on Farm Capital (7% Opport. Chg.) | 5,197 | 245 | 7,131 |
| 44. Unpaid Family Labor | 305 | 294 | 304 |
| 45. Board Furnished Hired Labor | 75 | 82 | 93 |
| 46. TOTAL FARM EXPENSE (41) THRU (45) | \$ 174,771 | \$ 189,680 | \$ 255,649 |
| 47. Return to Operator Labor & Mgmt. (Operator's Share) (6A/40)-(46) | \$ (-4,254) | \$ 34,795 | \$ (-48,871) |
| 48. Return to Cap. & Family Labor (47)+(44)+(43) | \$ 1,248 | \$ 35,335 | \$ (-41,436) |

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

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

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

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1981

| Items | Average of--349 Farms | 70 Most Profitable Farms | 70 Least Profitable Farms |
|---|-----------------------------|--------------------------------|---------------------------------|
| 1. Return to Operator's Labor & Management | \$ (-5,768) | \$ 36,552 | \$ (-51,797) |
| 2. Crop Yield Index | 100.0 | 99.3 | 92.4 |
| 3. Percent Tillable Land in High Return Crops | 90.0 | 89.9 | 92.5 |
| 4. Gross Return per Tillable Acre (Excluding Pasture) | \$ 256.65 | \$ 279.34 | \$ 240.43 |
| 5. Return per \$100 Feed Fed Productive Livestock Index | 100.0 | 107.5 | 91.5 |
| 6.* Livestock Units per 100 Acres | 26.77 | 21.26 | 28.85 |
| 7. Size of Business - Work Units | 431.53 | 569.28 | 510.30 |
| 8. Work Units Per Worker | 282.05 | 342.94 | 298.42 |
| 9. Power, Machinery, Equipment, Building Expense per Worker Unit | \$ 87.15 | \$ 79.07 | \$ 98.34 |
| 10. Farm Capital Investment per Worker | \$ 380,007 | \$ 381,135 | \$ 493,937 |
| * * * * * | | | |
| 30. Number of Animal Units | 94.04 | 91.40 | 138.19 |
| 31. Work Units | | | |
| 32. Crops | 179.31 | 219.79 | 241.51 |
| 33. Productive Livestock | 239.01 | 327.55 | 261.08 |
| 34. Other Productive Work Units | 13.21 | 21.95 | 7.71 |
| 35. Expenses per Work Units | | | |
| 36. Tractor & Crop Machinery Expense | \$ 46.66 | \$ 41.85 | \$ 53.92 |
| 37. Farm Share of Auto & Truck Expense | 12.41 | 11.90 | 13.38 |
| 38. Farm Share of Electric Expense | 4.31 | 3.86 | 4.62 |
| 39. Livestock Equipment Expense | 7.60 | 7.60 | 7.49 |
| 40. Building, Fence & Tiling Expense | \$ 16.16 | \$ 13.86 | \$ 18.94 |
| 40A. Other Expense per Work Units (Inc. Custom Ent.) | | | |
| 40B. General Farm Tele/Other Utilities Except Electricity | \$ 5.20 | \$ 5.17 | \$ 5.29 |
| 40C. Hired Labor | 8.25 | 8.28 | 8.91 |
| 41.** Tractor & Crop Machinery Expense per Crop Acre | 56.99 | 54.34 | 57.95 |
| 42. Farm Power & Machinery Cost Allocation to Livestock | \$ 2,963.35 | \$ 4,236.61 | \$ 2,852.37 |
| 43. Building, Fence & Tiling Cost Allocation to Crops BCAF (3) | \$ 3,075.34 | \$ 3,397.47 | \$ 5,019.55 |
| 44. *Acres include all tillable land, non-tillable hay and pasture. | | | |
| 45. **Acres include all tillable land plus acres in non-tillable hay. | | | |

THERMOMETER CHART

Using your figures from page 13, locate your standing with respect to the various measures of farm organization and management efficiency.

The averages for the farms included in this summary are located between the dotted lines across the center of the chart.

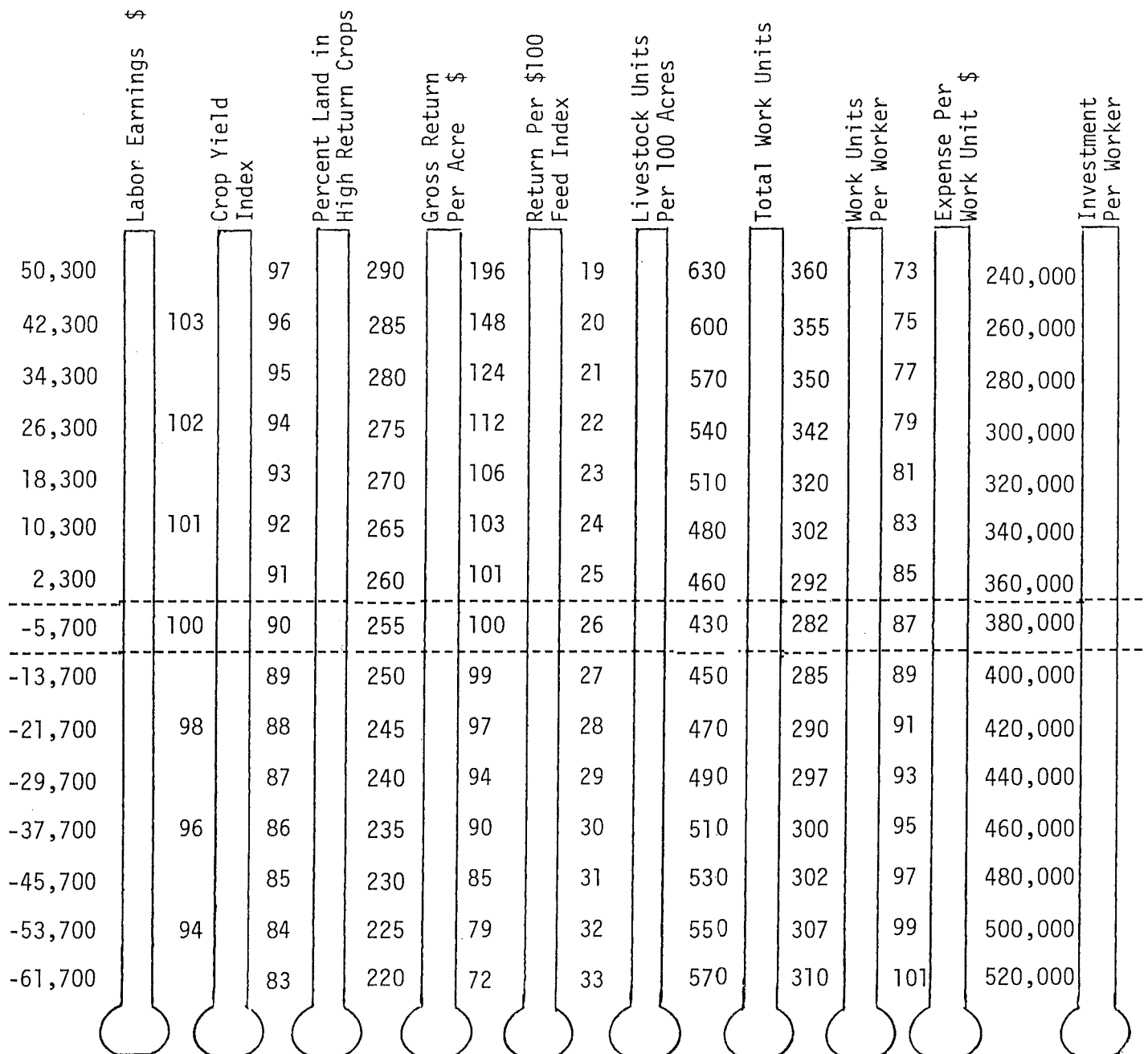


TABLE 9 - CROP DATA FOR MAJOR CROPS & DISTRIBUTION OF ACRES, YIELD & COST PER UNIT - 1981

| Crop | Crop Rank | Average Yield | Cost per Unit |
|--------------------------------|-----------|---------------|---------------|
| Oats | D | 61.8 bu. | \$ 2.46 |
| Spring Wheat | C | 38.7 bu. | 4.42 |
| Canning Peas | B | \$120.08 | 1.28 |
| All Other Small Grain | C & D | | |
| TOTAL ACRES SMALL GRAIN & PEAS | | 20.1 Acres | |
| Canning Corn | B | \$222.23 | \$.90 |
| Corn - Grain | A | 120.9 bu. | 2.24 |
| Soybeans | A | 32.0 bu. | 6.07 |
| Corn Silage | B | 16.8 ton | 15.49 |
| All Other Row Crops | A & B | | |
| TOTAL ACRES ROW CROPS | | 317.6 Acres | |
| Alfalfa Hay | B | 4.5 ton | \$ 48.30 |
| Other Hay | C & D | | |
| TOTAL ACRES HAY | | 16.4 Acres | |
| Tillable Pasture | | .5 Acres | |
| Tillable Land (Not Harvested) | | (-4.9) Acres | |
| TOTAL TILLABLE LAND | | 349.7 Acres | |
| Non-Tillable Pasture | | 6.4 Acres | |
| Timber | | 1.7 Acres | |
| Roads and Waste | | 8.4 Acres | |
| Farmstead | | 8.6 Acres | |
| TOTAL NON-TILLABLE LAND | | 25.1 Acres | |
| TOTAL LAND IN FARM | | 374.8 Acres | |

SUPPLEMENTARY MANAGEMENT INFORMATION

| | 349 Average All Farms | 70 High Earnings Farms | 70 Low Earnings Farms |
|------------------------------------|-----------------------------|------------------------------|-----------------------------|
| Percent Land Tillable | 93.3 | 92.4 | 94.1 |
| Percent Land on High Return Crops | 90.0 | 89.9 | 92.5 |
| *Fertilizer Cost per Acre | \$ 30.81 | \$ 31.21 | \$ 32.90 |
| *Crop Chemicals per Acre | 17.66 | 19.15 | 18.21 |
| *Seed and Other Costs per Acre | 25.91 | 26.14 | 27.36 |
| *Gas, Oil & Grease Bought per Acre | 14.08 | 13.38 | 13.52 |
| *Repair & Maintenance Cost/Acre | 15.48 | 15.30 | 15.28 |

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

CROP TABLES - CROPS ANALYSIS

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

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

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

Some of the more difficult expenses to assign or distribute to various enterprises on the farm are such items as electricity, telephone, general farm expense and building, fences and tile costs. A distribution of these costs has been done using work units as a basis for allocation.

TABLE 10 - CROP DATA FOR OATS - FEED - 1981

| Items | PER ACRE | | |
|--|---|--|---|
| | Average of 142 Farms Raising Oats | Highest 28 Farms in Return Over Direct Costs | Lowest 28 Farms in Return Over Direct Costs |
| 1. Acres | 16.5 | 16.9 | 13.2 |
| 2. Yield per Acre | 61.8 | 85.3 | 26.5 |
| 3. Value per Production Unit | \$ 2.27 | \$ 4.22 | \$ 1.79 |
| 4. Crop Product Return | 140.30 | 359.82 | 47.50 |
| 5. Other Crop Income | 50.73 | 87.51 | 18.86 |
| 6. TOTAL CROP RETURN | \$ 191.03 | \$ 447.33 | \$ 66.36 |
| 7. DIRECT COSTS: | | | |
| 8. Fertilizer | \$ 8.97 | \$ 5.38 | \$ 20.23 |
| 9. Chemicals | .48 | .36 | .23 |
| 10. Seed | 9.21 | 8.70 | 15.00 |
| 10A. Crop Drying | | | |
| 10B. Other Expense | 2.12 | 2.60 | .61 |
| 11. Special Hired Labor | .79 | .12 | 2.88 |
| 12. Custom Work Hired | 5.94 | 5.56 | 5.91 |
| 13. Irrigation Operation | | | |
| 14. TOTAL DIRECT COSTS | \$ 27.51 | \$ 22.72 | \$ 44.86 |
| 15. RETURN OVER DIRECT COSTS | \$ 163.52 | \$ 424.61 | \$ 21.50 |
| 16. ALLOCATED COSTS: | | | |
| 17. Farm Power & Machinery - Ownership | \$ 16.08 | \$ 19.72 | \$ 14.15 |
| 18. Farm Power & Machinery - Operation | 18.97 | 21.02 | 17.71 |
| 19. Irrigation Equipment - Ownership | | | |
| 20. Land Costs | 84.19 | 86.18 | 85.54 |
| 21. Miscellaneous Costs | | | |
| 22. *Interest on Mach. & Equip. Investment | 5.13 | 6.24 | 4.07 |
| 23. TOTAL ALLOCATED COSTS | \$ 124.37 | \$ 133.16 | \$ 121.47 |
| 24. RETURN OVER ALL LISTED COSTS | \$ 39.15 | \$ 291.45 | \$(-99.97) |
| 25. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26. Work Units Assigned per Acre | .30 | .30 | .30 |
| 27. Power Costs Allocation Factor | 1.00 | .99 | .94 |
| 28. Total Listed Cost per Unit of Production | \$ 2.46 | \$ 1.83 | \$ 6.27 |
| 29. Return Over Listed Costs per Unit | \$.63 | \$ 3.42 | \$ (-3.77) |
| 30. Breakeven Yield/Units of Production | 66.91 bu. | 36.94 bu. | 92.92 bu. |
| 30A. Estimated Total Machine Costs per Acre | \$ 44.14 | \$ 50.69 | \$ 39.87 |
| 31. TOTAL LISTED COSTS PER ACRE | \$ 151.88 | \$ 155.88 | \$ 166.33 |
| 32. OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33. Utilities & Other General Farm Expenses | \$ 48.21 | \$ 36.19 | \$ 33.51 |
| 33A. Buildings, Fences & Tiling Costs | | | |
| 34. Interest Allocation | | | |
| 35. Other Costs Not Listed | | | |
| 36. TOTAL COSTS | | | |
| 37. Average Price Received Per Unit Sold | \$ 1.94 | \$ 1.98 | \$ 2.20 |
| 38. Quantity Sold (Operator's Share) | 317.8 | 356.4 | 212.0 |

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1981

| Items | PER ACRE | | |
|--|--|--|---|
| | Average of 135 Farms Raising Wheat | Highest 27 Farms in Return Over Direct Cost | Lowest 27 Farms in Return Over Direct Cost |
| 1. Acres | 26.1 | 24.0 | 21.5 |
| 2. Yield per Acre | 38.7 | 51.6 | 16.0 |
| 3. Value per Production Unit | \$ 3.99 | \$ 4.00 | \$ 4.00 |
| 4. Crop Product Return | 154.56 | 206.33 | 64.19 |
| 5. Other Crop Income | 31.15 | 45.17 | 22.65 |
| 6. TOTAL CROP RETURN | \$ 185.71 | \$ 251.50 | \$ 86.84 |
| 7. DIRECT COSTS: | | | |
| 8. Fertilizer | \$ 21.03 | \$ 17.96 | \$ 22.98 |
| 9. Chemicals | 1.76 | 2.21 | 2.09 |
| 10. Seed | 14.52 | 15.79 | 15.02 |
| 10A. Crop Drying | .54 | .17 | |
| 10B. Other Expense | 3.10 | 2.33 | 3.49 |
| 11. Special Hired Labor | .04 | | |
| 12. Custom Work Hired | 5.44 | 3.17 | 3.95 |
| 13. Irrigation Operation | | | |
| 14. TOTAL DIRECT COSTS | \$ 46.43 | \$ 41.63 | \$ 47.53 |
| 15. RETURN OVER DIRECT COSTS | \$ 139.28 | \$ 209.87 | \$ 39.31 |
| 16. ALLOCATED COSTS: | | | |
| 17. Farm Power & Machinery - Ownership | \$ 16.49 | \$ 17.31 | \$ 16.22 |
| 18. Farm Power & Machinery - Operation | 16.27 | 14.62 | \$ 16.01 |
| 19. Irrigation Equipment - Ownership | | | |
| 20. Land Costs | 86.86 | 89.19 | 82.04 |
| 21. Miscellaneous Costs | | | |
| 22. *Interest on Mach. & Equip. Investment | 5.02 | 5.09 | 5.03 |
| 23. TOTAL ALLOCATED COSTS | \$ 124.64 | \$ 126.21 | \$ 119.30 |
| 24. RETURN OVER ALL LISTED COSTS | \$ 14.64 | \$ 83.66 | \$ (-79.99) |
| 25. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26. Work Units Assigned per Acre | .30 | .30 | .30 |
| 27. Power Costs Allocation Factor | 1.07 | .99 | .95 |
| 28. Total Listed Cost per Unit of Production | \$ 4.42 | \$ 3.25 | \$ 10.40 |
| 29. Return Over Listed Costs per Unit | \$.38 | \$ 1.62 | \$ (-4.99) |
| 30. Breakeven Yield/Units of Production | 42.87 bu. | 41.96 bu. | 41.71 bu. |
| 30A. Estimated Total Machine Costs per Acre | \$ 41.41 | \$ 39.13 | \$ 39.89 |
| 31. TOTAL LISTED COSTS PER ACRE | \$ 171.07 | \$ 167.84 | \$ 166.83 |
| 32. OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33. Utilities & Other General Farm Expense | \$ 77.05 | \$ 55.52 | \$ 54.94 |
| 33A. Buildings, Fences & Tiling Costs | | | |
| 34. Interest Allocation | | | |
| 35. Other Costs Not Listed | | | |
| 36. TOTAL COSTS | | | |
| 37. Average Price Received per Unit Sold | \$ 4.35 | \$ 4.41 | \$ 5.42 |
| 38. Quantity Sold (Operator's Share) | 817.2 | 972.2 | 185.3 |

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

TABLE 10 - CROP DATA FOR CANNING CORN - 1981

| Items | PER ACRE | | |
|--|--|--|---|
| | Average of 38 Farms Raising Corn | Highest 13 Farms in Return Over Direct Costs | Lowest 13 Farms in Return Over Direct Costs |
| 1. Acres | 40.8 | 28.5 | 39.5 |
| 2. Yield per Acre | \$ 222.23 | \$ 321.19 | \$ 126.18 |
| 3. Value per Production Unit | 1.00 | 1.00 | 1.00 |
| 4. Crop Product Return | 222.23 | 321.19 | 126.18 |
| 5. Other Crop Income | 5.81 | | 17.52 |
| 6. TOTAL CROP RETURN | \$ 228.04 | \$ 321.19 | \$ 143.70 |
| 7. DIRECT COSTS: | | | |
| 8. Fertilizer | \$ 40.00 | \$ 35.44 | \$ 49.44 |
| 9. Chemicals | 11.35 | 10.70 | 13.54 |
| 10. Seed | 4.26 | 5.16 | 8.84 |
| 10A. Crop Drying | | | |
| 10B. Other Expense | .93 | .21 | 1.62 |
| 11. Special Hired Labor | .27 | | .68 |
| 12. Custom Work Hired | 3.48 | 7.40 | 4.30 |
| 13. Irrigation Operation | | | |
| 14. TOTAL DIRECT COSTS | \$ 60.29 | \$ 58.91 | \$ 78.42 |
| 15. RETURN OVER DIRECT COSTS | \$ 167.75 | \$ 262.28 | \$ 65.28 |
| 16. ALLOCATED COSTS: | | | |
| 17. Farm Power & Machinery - Ownership | \$ 21.45 | \$ 19.12 | \$ 24.48 |
| 18. Farm Power & Machinery - Operation | 21.07 | 21.82 | 26.10 |
| 19. Irrigation Equipment - Ownership | | | |
| 20. Land Costs | 91.68 | 93.38 | 91.00 |
| 21. Miscellaneous Costs | | | |
| 22. *Interest on Mach. & Equip. Investment | 6.22 | 5.62 | 7.70 |
| 23. TOTAL ALLOCATED COSTS | \$ 140.42 | \$ 139.94 | \$ 149.28 |
| 24. RETURN OVER ALL LISTED COSTS | \$ 27.33 | \$ 122.34 | \$ (-84.00) |
| 25. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26. Work Units Assigned per Acre | .50 | .50 | .50 |
| 27. Power Costs Allocation Factor | .94 | .83 | 1.17 |
| 28. Total Listed Cost per Unit of Production | \$.90 | \$.62 | \$ 1.80 |
| 29. Return Over Listed Costs per Unit | .12 | .38 | (-.67) |
| 30. Breakeven Yield/Units of Production | \$ 200.71 | \$ 198.85 | \$ 227.70 |
| 30A. Estimated Total Machines Costs per Acre | \$ 51.06 | \$ 51.50 | \$ 61.15 |
| 31. TOTAL LISTED COSTS PER ACRE | \$ 200.71 | \$ 198.85 | \$ 227.70 |
| 32. OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33. Utilities & Other General Farm Expenses | \$ 226.79 | \$ 97.68 | \$ 196.53 |
| 33A. Buildings, Fences & Tiling Costs | | | |
| 34. Interest Allocation | | | |
| 35. Other Costs Not Listed | | | |
| 36. TOTAL COSTS | | | |
| 37. Average Price Received per Unit Sold | \$ | \$ | \$ loss |
| 38. Quantity Sold (Operator's Share) | | | |

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1981

| Items | PER ACRE | | |
|--|---|--|---|
| | Average of 453 Farms Raising Corn | Highest 91 Farms in Return Over Direct Costs | Lowest 91 Farms in Return Over Direct Costs |
| 1. Acres | 130.9 | 164.3 | 108.7 |
| 2. Yield per Acre | 120.9 | 146.2 | 72.0 |
| 3. Value per Production Unit | \$ 2.20 | \$ 2.20 | \$ 2.18 |
| 4. Crop Product Return | 266.04 | 321.69 | 156.99 |
| 5. Other Crop Income | 12.09 | 17.07 | 20.61 |
| 6. TOTAL CROP RETURN | \$ 278.13 | \$ 338.76 | \$ 177.60 |
| 7. DIRECT COSTS: | | | |
| 8. Fertilizer | \$ 53.16 | \$ 49.13 | \$ 58.32 |
| 9. Chemicals | 20.23 | 19.67 | 20.48 |
| 10. Seed | 16.55 | 17.14 | 17.11 |
| 10A. Crop Drying | 12.38 | 12.16 | 9.99 |
| 10B. Other Expense | 3.48 | 3.44 | 3.41 |
| 11. Special Hired Labor | .17 | .09 | .07 |
| 12. Custom Work Hired | 5.06 | 4.28 | 6.62 |
| 13. Irrigation Operation | | | |
| 14. TOTAL DIRECT COSTS | \$ 111.03 | \$ 105.91 | \$ 116.00 |
| 15. RETURN OVER DIRECT COSTS | \$ 167.10 | \$ 232.85 | \$ 61.60 |
| 16. ALLOCATED COSTS | | | |
| 17. Farm Power & Machinery - Ownership | \$ 31.01 | \$ 32.45 | \$ 26.16 |
| 18. Farm Power & Machinery - Operation | 30.88 | 30.08 | 31.96 |
| 19. Irrigation Equipment - Ownership | | | |
| 20. Land Costs | 88.36 | 95.15 | 80.20 |
| 21. Miscellaneous Costs | | | |
| 22. *Interest on Mach. & Equip. Investment | 9.56 | 9.80 | 8.33 |
| 23. TOTAL ALLOCATED COSTS | \$ 159.81 | \$ 167.48 | \$ 146.65 |
| 24. RETURN OVER ALL LISTED COSTS | \$ 7.29 | \$ 65.37 | \$ (-85.05) |
| 25. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26. Work Units Assigned per Acre | .55 | .55 | .55 |
| 27. Power Costs Allocation Factor | 1.08 | 1.15 | 1.03 |
| 28. Total Listed Cost per Unit of Production | \$ 2.24 | \$ 1.87 | \$ 3.65 |
| 29. Return Over Listed Costs per Unit | .06 | .45 | (-1.18) |
| 30. Breakeven Yield/Units of Production | 123.11 bu. | 124.27 bu. | 120.48 bu. |
| 30A. Estimated Total Machine Costs per Acre | \$ 74.83 | \$ 75.18 | \$ 70.87 |
| 31. TOTAL LISTED COSTS PER ACRE | \$ 270.84 | \$ 273.39 | \$ 262.65 |
| 32. OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33. Utilities & Other General Farm Expenses | \$ 669.97 | \$ 755.61 | \$ 487.18 |
| 33A. Buildings, Fences & Tiling Costs | | | |
| 34. Interest Allocation | | | |
| 35. Other Costs Not Listed | | | |
| 36. TOTAL COSTS | | | |
| 37. Average Price Received per Unit Sold | \$ 3.01 | \$ 3.05 | \$ 2.96 |
| 38. Quantity Sold (Operator's Share) | 6,476.7 | 8,848.8 | 4,062.7 |

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

TABLE 10 - CROP DATA FOR SOYBEANS - 1981

| Items | PER ACRE | | |
|--|---|--|---|
| | Average of 440 Farms Raising Soybeans | Highest 88 Farms in Return Over Direct Costs | Lowest 88 Farms in Return Over Direct Costs |
| 1. Acres | 108.3 | 119.4 | 89.1 |
| 2. Yield per Acre | 32.0 | 37.1 | 23.2 |
| 3. Value per Production Unit | \$ 5.79 | \$ 5.80 | \$ 5.75 |
| 4. Crop Product Return | 185.51 | 214.95 | 133.59 |
| 5. Other Crop Income | 39.76 | 92.25 | 10.99 |
| 6. TOTAL CROP RETURN | \$ 225.27 | \$ 307.20 | \$ 144.58 |
| 7. DIRECT COSTS: | | | |
| 8. Fertilizer | \$ 4.21 | \$ 3.96 | \$ 7.47 |
| 9. Chemicals | 18.97 | 17.71 | 19.07 |
| 10. Seed | 13.93 | 15.44 | 15.69 |
| 10A. Crop Drying | .07 | .09 | |
| 10B. Other Expense | 8.34 | 11.93 | 6.39 |
| 11. Special Hired Labor | .99 | 1.42 | .76 |
| 12. Custom Work Hired | 2.97 | 2.50 | 3.67 |
| 13. Irrigation Operation | | | |
| 14. TOTAL DIRECT COSTS | \$ 49.48 | \$ 53.05 | \$ 53.05 |
| 15. RETURN OVER DIRECT COSTS | \$ 175.79 | \$ 254.15 | \$ 91.53 |
| 16. ALLOCATED COSTS: | | | |
| 17. Farm Power & Machinery - Ownership | \$ 25.75 | \$ 28.83 | \$ 23.52 |
| 18. Farm Power & Machinery - Operation | 25.45 | 25.17 | 26.83 |
| 19. Irrigation Equipment - Ownership | | | |
| 20. Land Costs | 86.39 | 93.97 | 75.00 |
| 21. Miscellaneous Costs | | | |
| 22. *Interest on Mach. & Equip. Investment | 7.80 | 8.31 | 6.60 |
| 23. TOTAL ALLOCATED COSTS | \$ 145.39 | \$ 156.28 | \$ 131.95 |
| 24. RETURN OVER ALL LISTED COSTS | \$ 30.40 | \$ 97.87 | \$ (-40.42) |
| 25. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26. Work Units Assigned per Acre | .45 | .45 | .45 |
| 27. Power Costs Allocation Factor | 1.09 | 1.11 | 1.10 |
| 28. Total Listed Cost per Unit of Production | \$ 6.07 | \$ 5.65 | \$ 7.96 |
| 29. Return Over Listed Costs per Unit | \$.99 | \$ 2.64 | \$ (-1.74) |
| 30. Breakeven Yield/Units of Production | 33.71 bu. | 36.09 bu. | 32.17 bu. |
| 30A. Estimated Total Machine Costs per Acre | \$ 60.98 | \$ 63.98 | \$ 59.40 |
| 31. TOTAL LISTED COSTS PER ACRE | \$ 194.87 | \$ 209.33 | \$ 185.00 |
| 32. OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33. Utilities & Other General Farm Expenses | \$ 437.53 | \$ 374.72 | \$ 306.00 |
| 33A. Buildings, Fences & Tiling Costs | | | |
| 34. Interest Allocation | | | |
| 35. Other Costs Not Listed | | | |
| 36. TOTAL COSTS | | | |
| 37. Average Price Received per Unit Sold | \$ 7.16 | \$ 7.44 | \$ 6.55 |
| 38. Quantity Sold (Operator's Share) | 2,266.8 | 3,018.5 | 1,494.3 |

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

TABLE 10 - CROP DATA FOR CANNING PEAS - 1981

| Items | PER ACRE | | |
|--|--|--|---|
| | Average of 24 Farms Raising Peas | Highest 12 Farms in Return Over Direct Costs | Lowest 12 Farms in Return Over Direct Costs |
| 1. Acres | 26.1 | 18.7 | 27.8 |
| 2. Yield | 123.15 | 168.40 | 70.28 |
| 3. Value per Production Unit | 1.00 | 1.00 | 1.00 |
| 4. Crop Product Return | \$ 123.15 | \$ 168.40 | \$ 70.28 |
| 5. Other Crop Income | 40.90 | 64.92 | 33.16 |
| 6. TOTAL CROP RETURN | \$ 164.05 | \$ 233.32 | \$ 103.44 |
| 7. DIRECT COSTS: | | | |
| 8. Fertilizer | \$ 11.46 | \$ 5.51 | \$ 12.11 |
| 9. Chemicals | 5.51 | 9.63 | 3.02 |
| 10. Seed | 4.79 | 5.56 | 5.25 |
| 10A. Crop Drying | | | |
| 10B. Other Expense | 1.84 | 1.71 | 2.26 |
| 11. Special Hired Labor | | | .04 |
| 12. Custom Work Hired | .36 | | .72 |
| 13. Irrigation Operation | | | |
| 14. TOTAL DIRECT COSTS | \$ 23.96 | \$ 22.41 | \$ 23.40 |
| 15. RETURN OVER DIRECT COSTS | \$ 140.09 | \$ 210.91 | \$ 80.04 |
| 16. ALLOCATED COSTS: | | | |
| 17. Farm Power & Machinery - Ownership | \$ 18.87 | \$ 19.41 | \$ 21.23 |
| 18. Farm Power & Machinery - Operation | 21.26 | 21.39 | 20.79 |
| 19. Irrigation Equipment - Ownership | | | |
| 20. Land Costs | 82.43 | 93.17 | 75.00 |
| 21. Miscellaneous Costs | | | |
| 22. *Interest on Mach. & Equip. Investment | 5.09 | 4.94 | 5.81 |
| 23. TOTAL ALLOCATED COSTS | \$ 127.65 | \$ 138.91 | \$ 122.83 |
| 24. RETURN OVER ALL LISTED COSTS | \$ 12.44 | \$ 72.00 | \$ (-39.79) |
| 25. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26. Work Units Assigned per Acre | .40 | .40 | .40 |
| 27. Power Costs Allocation Factor | .79 | .81 | .78 |
| 28. Total Listed Cost per Unit of Production | \$ 1.23 | \$.96 | \$ 2.08 |
| 29. Return Over Listed Costs per Unit | .10 | .43 | (-.57) |
| 30. Breakeven Yield/Units of Production | \$ 151.61 | \$ 161.32 | \$ 146.23 |
| 30A. Estimated Total Machine Costs per Acre | \$ 45.75 | \$ 45.74 | \$ 46.06 |
| 31. TOTAL LISTED COSTS PER ACRE | \$ 151.61 | \$ 161.32 | \$ 146.23 |
| 32. OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33. Utilities & Other General Farm Expense | \$ 124.84 | \$ 66.37 | \$ 104.79 |
| 33A. Buildings, Fences & Tiling Costs | | | |
| 34. Interest Allocation | | | |
| 35. Other Costs Not Listed | | | |
| 36. TOTAL COSTS | | | |
| 37. Average Price Received per Unit Sold | | | |
| 38. Quantity Sold (Operator's Share) | | | |

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

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1981

| Items | PER ACRE | | |
|--|--|--|---|
| | Average of 189 Farms Raising Alfalfa | Highest 38 Farms in Return Over Direct Costs | Lowest 38 Farms in Return Over Direct Costs |
| 1. Acres | 29.6 | 33.9 | 17.7 |
| 2. Yield per Acre | 4.5 | 5.6 | 2.9 |
| 3. Value per Production Unit | \$ 60.71 | \$ 63.42 | \$ 56.68 |
| 4. Crop Product Return | 270.74 | 355.46 | 163.33 |
| 5. Other Crop Income | | | .06 |
| 6. TOTAL CROP RETURN | \$ 270.74 | \$ 355.46 | \$ 163.39 |
| 7. DIRECT COSTS: | | | |
| 8. Fertilizer | \$ 26.14 | \$ 20.74 | \$ 18.02 |
| 9. Chemicals | .27 | .32 | .11 |
| 10. Seed | 11.83 | 12.42 | 11.47 |
| 10A. Crop Drying | | | |
| 10B. Other Expense | 5.49 | 5.69 | 4.35 |
| 11. Special Hired Labor | .34 | .09 | |
| 12. Custom Work Hired | 4.78 | 2.86 | 6.33 |
| 13. Irrigation Operation | | | |
| 14. TOTAL DIRECT COSTS | \$ 48.85 | \$ 42.12 | \$ 40.28 |
| 15. RETURN OVER DIRECT COSTS | \$ 221.89 | \$ 313.34 | \$ 123.11 |
| 16. ALLOCATED COSTS: | | | |
| 17. Farm Power & Machinery - Ownership | \$ 35.67 | \$ 41.54 | \$ 28.74 |
| 18. Farm Power & Machinery - Operation | 38.16 | 36.31 | 33.13 |
| 19. Irrigation Equipment - Ownership | | | |
| 20. Land Costs | 82.41 | 81.45 | 69.55 |
| 21. Miscellaneous Costs | | | |
| 22. *Interest on Mach. & Equip. Investment | 11.03 | 13.09 | 9.42 |
| 23. TOTAL ALLOCATED COSTS | \$ 167.27 | \$ 172.39 | \$ 140.84 |
| 24. RETURN OVER ALL LISTED COSTS | \$ 54.62 | \$ 140.95 | \$ (-17.73) |
| 25. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26. Work Units Assigned per Acre | .60 | .60 | .60 |
| 27. Power Costs Allocation Factor | .98 | .98 | .86 |
| 28. Total Listed Cost per Unit of Production | \$ 48.30 | \$ 38.27 | \$ 62.86 |
| 29. Return Over Listed Costs per Unit | 12.42 | 25.15 | (-6.16) |
| 30. Breakeven Yield/Units of Production | 3.58 T. | 3.38 T. | 3.29 T. |
| 30A. Estimated Total Machine Costs per Acre | \$ 88.05 | \$ 92.85 | \$ 75.51 |
| 31. TOTAL LISTED COSTS PER ACRE | \$ 216.12 | \$ 214.51 | \$ 181.12 |
| 32. OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33. Utilities & Other General Farm Expenses | \$ 187.11 | \$ 168.22 | \$ 82.68 |
| 33A. Buildings, Fences & Tiling Costs | | | |
| 34. Interest Allocation | | | |
| 35. Other Costs Not Listed | | | |
| 36. TOTAL COSTS | | | |
| 37. Average Price Received per Unit Sold | \$ 81.03 | \$ 76.17 | \$ 33.73 |
| 38. Quantity Sold (Operator's Share) | 2.9 | 4.7 | 5.9 |

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

TABLE 10 - CROP DATA FOR CORN SILAGE - 1981

| Items | PER ACRE | | |
|--|---|--|---|
| | Average of 141 Farms Raising C.Silage | Highest 28 Farms in Return Over Direct Costs | Lowest 28 Farms in Return Over Direct Costs |
| 1. Acres | 25.4 | 25.7 | 27.4 |
| 2. Yield per Acre | 16.8 | 22.5 | 8.2 |
| 3. Value per Production Unit | \$ 18.27 | \$ 19.71 | \$ 17.54 |
| 4. Crop Product Return | 307.13 | 444.05 | 143.39 |
| 5. Other Crop Income | 11.57 | 10.93 | 32.81 |
| 6. TOTAL CROP RETURN | \$ 318.70 | \$ 454.98 | \$ 176.20 |
| 7. DIRECT COSTS: | | | |
| 8. Fertilizer | \$ 46.89 | \$ 45.56 | \$ 47.48 |
| 9. Chemicals | 19.06 | 17.08 | 21.28 |
| 10. Seed | 15.71 | 16.15 | 18.32 |
| 10A. Crop Drying | | | |
| 10B. Other Expense | 4.29 | 3.85 | 3.87 |
| 11. Special Hired Labor | .04 | .04 | |
| 12. Custom Work Hired | 5.91 | 4.63 | 5.51 |
| 13. Irrigation Operation | | | |
| 14. TOTAL DIRECT COSTS | \$ 91.90 | \$ 87.31 | \$ 96.46 |
| 15. RETURN OVER DIRECT COSTS | \$ 226.80 | \$ 367.67 | \$ 79.74 |
| 16. ALLOCATED COSTS: | | | |
| 17. Farm Power & Machinery - Ownership | \$ 35.20 | \$ 37.65 | \$ 31.35 |
| 18. Farm Power & Machinery - Operation | 38.32 | 39.20 | 34.72 |
| 19. Irrigation Equipment - Ownership | | | |
| 20. Land Costs | 84.35 | 91.89 | 87.79 |
| 21. Miscellaneous Costs | | | |
| 22. *Interest on Mach. & Equip. Investment | 10.70 | 11.70 | 9.10 |
| 23. TOTAL ALLOCATED COSTS | \$ 168.57 | \$ 180.44 | \$ 162.96 |
| 24. RETURN OVER ALL LISTED COSTS | \$ 58.23 | \$ 187.23 | \$ (-83.22) |
| 25. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26. Work Units Assigned per Acre | .60 | .60 | .60 |
| 27. Power Costs Allocation Factor | 1.01 | .98 | 1.00 |
| 28. Total Listed Cost per Unit of Production | \$ 15.49 | \$ 11.89 | \$ 31.73 |
| 29. Return Over Listed Costs per Unit | \$ 3.47 | \$ 8.31 | \$ (-10.17) |
| 30. Breakeven Yield/Units of Production | 14.26 T. | 13.58 T. | 14.79 T. |
| 30A. Estimated Total Machine Costs per Acre | \$ 88.16 | \$ 91.64 | \$ 78.85 |
| 31. TOTAL LISTED COSTS PER ACRE | \$ 260.47 | \$ 267.75 | \$ 259.42 |
| 32. OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33. Utilities & Other General Farm Expenses | \$ 176.91 | \$ 146.15 | \$ 161.79 |
| 33A. Buildings, Fences & Tilings Costs | | | |
| 34. Interest Allocation | | | |
| 35. Other Costs Not Listed | | | |
| 36. TOTAL COSTS | | | |
| 37. Average Price Received per Unit Sold | \$ 12.12 | | |
| 38. Quantity Sold (Operator's Share) | 3.3 T. | | |

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

TABLE 10 - CROP DATA FOR 1981

| | | 37 Farms | 8 Farms | 12 Farms |
|-------|--|---------------------------------|------------------------------------|------------------------------------|
| | | With Grain Silage Average | Raising Winter Wheat Average | With Land Rented Out Average |
| Items | | | | |
| 1. | Acres | 14.8 | 18.7 | 68.9 |
| 2. | Yield per Acre | 6.6 T. | 42.3 bu. | \$ 93.3 |
| 3. | Value per Production Unit | \$ 22.62 | \$ 3.90 | \$.92 |
| 4. | Crop Product Return | \$ 149.80 | \$ 164.97 | \$ 85.83 |
| 5. | Other Crop Income | 18.24 | 44.49 | |
| 6. | TOTAL CROP RETURN | \$ 168.04 | \$ 209.46 | \$ 85.83 |
| 7. | DIRECT COSTS: | | | |
| 8. | Fertilizer | \$ 15.47 | \$ 17.01 | \$ 1.58 |
| 9. | Chemicals | .34 | | 1.78 |
| 10. | Seed | 9.32 | 5.83 | .85 |
| 10A. | Crop Drying | | | |
| 10B. | Other Expense | .68 | 1.12 | |
| 11. | Special Hired Labor | | | |
| 12. | Custom Work Hired | 2.16 | 3.53 | |
| 13. | Irrigation Operation | | | |
| 14. | TOTAL DIRECT COSTS | \$ 27.97 | \$ 27.49 | \$ 4.21 |
| 15. | RETURN OVER DIRECT COSTS | \$ 140.07 | \$ 181.97 | \$ 81.62 |
| 16. | ALLOCATED COSTS: | | | |
| 17. | Farm Power & Machinery - Ownership | \$ 22.16 | \$ 15.50 | \$ 1.54 |
| 18. | Farm Power & Machinery - Operation | 25.62 | 19.07 | 1.71 |
| 19. | Irrigation Equipment - Ownership | | | |
| 20. | Land Costs | 77.81 | 79.38 | 59.00 |
| 21. | Miscellaneous Costs | | | |
| 22. | *Interest on Mach. & Equip. Investment | 6.58 | 4.67 | 1.16 |
| 23. | TOTAL ALLOCATED COSTS | \$ 132.17 | \$ 118.62 | \$ 63.41 |
| 24. | RETURN OVER ALL LISTED COSTS | \$ 7.90 | \$ 63.35 | \$ 18.21 |
| 25. | SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 26. | Work Units Assigned per Acre | .40 | .30 | .05 |
| 27. | Power Costs Allocation Factor | .99 | 1.00 | .43 |
| 28. | Total Listed Cost per Unit of Production | \$ 24.18 | \$ 3.45 | \$.81 |
| 29. | Return Over Listed Costs per Unit | \$ 1.19 | \$ 1.50 | \$.96 |
| 30. | Breakeven Yield/Units of Production | 7.08 T. | 37.46 bu. | 90.16 |
| 30A. | Estimated Total Machine Costs per Acre | \$ 55.80 | \$ 41.59 | \$ 4.41 |
| 31. | TOTAL LISTED COSTS PER ACRE | \$ 160.14 | \$ 146.11 | \$ 67.62 |
| 32. | OTHER POSSIBLE COSTS NOT LISTED | | | |
| 33. | Utilities & Other General Farm Expenses | \$ 68.19 | \$ 74.75 | \$ 34.17 |
| 33A. | Buildings, Fences & Tiling Costs | | | |
| 34. | Interest Allocation | | | |
| 35. | Other Costs Not Listed | | | |
| 36. | TOTAL COSTS | | | |
| 37. | Average Price Received per Unit Sold | \$ | \$ 3.18 | \$ |
| 38. | Quantity Sold (Operator's Share) | | 598.3 | |

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

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

Since feed is the largest single item of cost for all classes of livestock, Return Above Feed Costs has been used to classify farms into high and low average groups.

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

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

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

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

The items listed as Supplementary Management Information provide further clues to the reasons for good, bad, or average livestock returns. A portion of the costs for utilities and general farm expense are allocated to the livestock enterprises on a work unit basis.

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

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE* - 1981

| Items | | Average of 75 Farms | 15 Farms Highest in Return Above Feed Cost | 15 Farms Lowest in Return Above Feed Cost |
|-------|--|---------------------------|---|--|
| 1. | Pounds of Hogs Produced | 168,093 | 213,264 | 104,185 |
| 2. | Net Increase in Value of Hogs | Per Cwt. \$ 41.09 | Per Cwt. \$ 42.87 | Per Cwt. \$ 35.59 |
| 3. | Other Miscellaneous Hog Income | | | |
| 4. | TOTAL VALUE PRODUCED | \$ 41.09 | 42.87 | \$ 35.59 |
| 5. | POUNDS OF FEED FED | | | |
| 6. | Corn | 320.6 | 297.0 | 358.8 |
| 7. | Small Grain | 8.9 | 9.3 | 12.0 |
| 8. | Complete Ration | 3.4 | | |
| 9. | Protein, Salt & Mineral & Milk | 75.3 | 60.3 | 101.7 |
| 10. | TOTAL CONCENTRATES | 408.2 | 366.6 | 472.5 |
| 11. | Forages | 2.0 | .4 | .3 |
| 12. | FEED COST | | | |
| 13. | Grains | \$ 16.06 | \$ 14.92 | \$ 17.86 |
| 14. | Complete Ration | .54 | | |
| 15. | Protein, Salt & Mineral & Milk | 12.20 | 9.31 | 16.86 |
| 16. | Forages | .04 | .01 | .01 |
| 17. | Pasture | .01 | | |
| 18. | TOTAL FEED COSTS | \$ 28.85 | \$ 24.24 | \$ 34.73 |
| 19. | RETURN OVER FEED COSTS | \$ 12.24 | \$ 18.63 | \$.86 |
| 20. | OTHER DIRECT COSTS | | | |
| 21. | Miscellaneous Livestock Expense | \$ 1.12 | \$.93 | \$ 1.45 |
| 22. | Veterinary Expense | .83 | .73 | .90 |
| 23. | Custom Work | .21 | .21 | .33 |
| 24. | Special Hired Labor | .22 | | .02 |
| 25. | TOTAL OTHER DIRECT COSTS | \$ 2.38 | \$ 1.87 | \$ 2.70 |
| 26. | RETURN OVER FEED AND OTHER DIRECT COSTS | \$ 9.86 | \$ 16.76 | \$ (-1.84) |
| 27. | ALLOCATED COSTS | | | |
| 28. | Power and Machinery Costs (PCAF 1.00) | \$ 1.58 | \$ 1.53 | \$ 2.44 |
| 29. | Livestock Equipment Costs (ECAF 3) | 1.90 | 1.51 | 3.06 |
| 30. | Building and Fences (BCAF 3) | 2.48 | 2.46 | 2.23 |
| 31. | TOTAL ALLOCATED COSTS | \$ 5.96 | \$ 5.50 | \$ 7.73 |
| 32. | RETURN OVER ALL LISTED COSTS | \$ 3.90 | \$ 11.26 | \$ (-9.57) |
| 33. | SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 34. | Return for \$100 Feed Fed | \$ 142.44 | \$ 176.84 | \$ 102.48 |
| 35. | Price Received per Cwt. All Animals | 43.30 | 43.65 | 42.19 |
| 36. | Price Received per Cwt. Sold Mkt. Only | \$ 43.11 | \$ 43.96 | \$ 42.74 |
| 37. | Number of Litters Farrowed | 99 | 125 | 50 |
| 37A. | Litters/Bearing Female/Year | 1.5 | 1.5 | 1.2 |
| 38. | Number of Pigs Born per Litter | 9.2 | 9.2 | 9.0 |
| 39. | Number of Pigs Weaned per Litter | 7.5 | 7.9 | 6.7 |
| 39A. | Number Pigs Produced per Litter | 7.2 | 7.6 | 5.9 |
| 40. | Percent Death Loss | 13.2 | 11.2 | 15.0 |
| 41. | Average Weight of All Hogs Sold | 230.7 | 229.8 | 250.1 |
| 42. | Average Weight of Mkt. Hogs Sold | 220.2 | 223.7 | 229.8 |
| 43. | Price per Cwt. Concentrate Fed | \$ 7.06 | \$ 6.61 | \$ 7.35 |
| 44. | Price per Cwt. Protein, Salt & Mineral | \$ 16.19 | \$ 15.43 | \$ 16.57 |
| 45. | Pounds of Pork Purchased | 4,271 | 1,717 | 8,578 |
| 46. | TOTAL LISTED COSTS PER CWT. PORK PRODUCED | \$ 37.19 | \$ 31.61 | \$ 45.16 |
| 47. | Utilities & Other General Farm Expense Total | \$ 2,214.21 | \$ 1,991.06 | \$ 1,270.05 |

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

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE - 1981

| Items | | Average of 75 Farms | 15 Farms Highest in Return Above Feed Cost | 15 Farms Lowest in Return Above Feed Cost |
|-------|---|---------------------------|---|--|
| 1. | Average Number of Pigs on Hand | 302.3 | 216.5 | 217.7 |
| 2. | Pounds of Hogs Produced | 129,358 | 103,048 | 88,028 |
| 3. | Net Increase in Value of Hogs | Per Cwt. \$ 30.51 | Per Cwt. \$ 33.19 | Per Cwt. \$ 21.98 |
| 4. | Other Miscellaneous Hog Income | .25 | 1.18 | .07 |
| 5. | TOTAL VALUE PRODUCED | \$ 30.76 | \$ 34.37 | \$ 22.05 |
| 6. | POUNDS OF FEED FED | | | |
| 7. | Corn | 294.0 | 232.2 | 342.1 |
| 8. | Small Grain | 2.1 | 5.4 | 2.6 |
| 9. | Complete Ration | .5 | | 3.2 |
| 10. | Protein, Salt & Mineral & Milk | 72.0 | 62.1 | 85.3 |
| 11. | TOTAL CONCENTRATES | 368.6 | 299.7 | 433.2 |
| 12. | Forages | .1 | .3 | |
| 13. | FEED COST | | | |
| 14. | Grains | \$ 14.24 | \$ 11.04 | \$ 16.62 |
| 15. | Complete Ration | .04 | .02 | .24 |
| 16. | Protein, Salt & Mineral & Milk | 11.50 | 8.88 | 13.32 |
| 17. | Forages | | .01 | |
| 18. | Pasture | .21 | .06 | .69 |
| 19. | TOTAL FEED COSTS | \$ 25.99 | \$ 20.01 | \$ 30.87 |
| 20. | RETURN OVER FEED COSTS | \$ 4.77 | \$ 14.36 | \$ (-8.82) |
| 21. | OTHER DIRECT COSTS | | | |
| 22. | Miscellaneous Livestock Expense | \$.38 | \$.50 | \$.49 |
| 23. | Veterinary Expense | .36 | .58 | .30 |
| 24. | Custom Work | .35 | .47 | .11 |
| 25. | Special Hired Labor | .20 | .83 | .01 |
| 26. | TOTAL OTHER DIRECT COSTS | \$ 1.29 | \$ 2.38 | \$.91 |
| 27. | RETURN OVER FEED AND OTHER DIRECT COSTS | \$ 3.48 | \$ 11.98 | \$ (-9.73) |
| 28. | ALLOCATED COSTS | | | |
| 29. | Power and Machinery Costs (PCAF .99) | \$.98 | \$ 1.12 | \$ 1.25 |
| 30. | Livestock Equipment Costs (ECAF 3) | 1.37 | 1.41 | 1.19 |
| 31. | Building and Fences (BCAF 3) | 1.70 | 1.63 | 1.78 |
| 32. | TOTAL ALLOCATED COSTS | \$ 4.05 | \$ 4.16 | \$ 4.22 |
| 33. | RETURN OVER ALL LISTED COSTS | \$ (-.57) | \$ 7.82 | \$ (-13.95) |
| 34. | SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 35. | Return for \$100 Feed Fed | \$ 118.37 | \$ 171.79 | \$ 71.41 |
| 36. | Price Received per Cwt. | \$ 43.47 | \$ 44.26 | \$ 40.61 |
| 37. | Average Weight of Pigs Sold | 225.6 | 221.1 | 232.7 |
| 38. | Average Price Paid per Pig Bought | \$ 40.50 | \$ 39.85 | \$ 46.76 |
| 39. | Average Weight per Pig Bought | 44.3 | 47.4 | 44.0 |
| 40. | Number of Pigs Purchased | 442 | 363 | 310 |
| 41. | Number of Pigs Transferred In | 332 | 296 | 178 |
| 42. | Average Weight of Pigs Transferred In | 51.3 | 48.8 | 51.3 |
| 43. | Pounds of Pork Purchased | 19,573 | 17,211 | 13,641 |
| 44. | Percent Death Loss | 2.9 | 2.0 | 4.8 |
| 45. | Price per Cwt. Concentrate Fed | \$ 6.99 | \$ 6.65 | \$ 6.97 |
| 46. | Price per Cwt. Protein, Salt & Mineral Fed | \$ 15.96 | \$ 14.30 | \$ 15.62 |
| 47. | Effective Daily Gain - lbs. per Day per Pig | 1.17 | 1.30 | 1.11 |
| 48. | TOTAL LISTED COST PER CWT. PORK PRODUCED | \$ 31.33 | \$ 26.55 | \$ 36.00 |
| 49. | Utilities & Other General Farm Expense | \$ 736.84 | \$ 507.54 | \$ 263.01 |

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

TABLE 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1981

| Items | Average of 46 Farms | 15 Farms Highest in Return Above Feed Cost | 15 Farms Lowest in Return Above Feed Cost |
|--|---------------------------|---|--|
| 1. Number of Litters Farrowed | 120 | 109 | 70 |
| 2. Net Increase in Value of Hogs per Litter | \$ 301.64 | \$ 332.20 | \$ 260.91 |
| 3. Other Miscellaneous Weaning Pigs Income | | | |
| 4. TOTAL VALUE PRODUCED | \$ 301.64 | \$ 332.20 | \$ 260.91 |
| 5. POUNDS OF FEED FED | Per Litter | Per Litter | Per Litter |
| 6. Corn | 1,482.5 | 1,482.1 | 1,807.4 |
| 7. Small Grain | 43.7 | 34.8 | 95.5 |
| 8. Complete Ration | 160.6 | 105.2 | 56.2 |
| 9. Protein, Salt & Mineral, & Milk | 548.0 | 481.7 | 666.5 |
| 10. TOTAL CONCENTRATES | 2,234.8 | 2,103.8 | 2,625.6 |
| 11. Forages | 61.6 | .9 | 22.7 |
| 12. FEED COST | | | |
| 13. Grains | \$ 73.18 | \$ 71.73 | \$ 91.26 |
| 14. Complete Ration | 20.19 | 15.04 | 8.60 |
| 15. Protein, Salt & Mineral & Milk | 93.22 | 79.48 | 118.09 |
| 16. Forages | .95 | .03 | .69 |
| 17. Pasture | .23 | .45 | .26 |
| 18. TOTAL FEED COSTS | \$ 187.77 | \$ 166.73 | \$ 218.90 |
| 19. RETURN OVER FEED COSTS | \$ 113.87 | \$ 165.47 | \$ 42.01 |
| 20. OTHER DIRECT COSTS | | | |
| 21. Miscellaneous Livestock Expense | \$ 17.64 | \$ 17.74 | \$ 12.94 |
| 22. Veterinary Expense | 13.56 | 13.56 | 10.57 |
| 23. Custom Work | 1.19 | .80 | 1.43 |
| 24. Special Hired Labor | 2.44 | .34 | .07 |
| 25. TOTAL OTHER DIRECT COSTS | \$ 34.83 | \$ 32.44 | \$ 25.01 |
| 26. RETURN OVER FEED AND OTHER DIRECT COSTS | \$ 79.04 | \$ 133.03 | \$ 17.00 |
| 27. ALLOCATED COSTS | | | |
| 28. Power and Machinery Costs (PCAF .99) | \$ 17.13 | \$ 19.24 | \$ 20.78 |
| 29. Livestock Equipment Costs (ECAAF 3) | 20.67 | 20.23 | 23.81 |
| 30. Building and Fences (BCAF 4) | 27.48 | 24.89 | 26.92 |
| 31. TOTAL ALLOCATED COST | \$ 65.28 | \$ 64.36 | \$ 71.51 |
| 32. RETURN OVER ALL LISTED COSTS | \$ 13.76 | \$ 68.67 | \$ (-54.51) |
| 33. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 34. Return for \$100 Feed Fed | \$ 160.65 | \$ 199.24 | \$ 119.19 |
| 35. Average Price Received per Animal Sold | 47.23 | 46.69 | 44.79 |
| 36. Average Price per Pig Sold or Transferred | \$ 39.52 | \$ 40.88 | \$ 35.37 |
| 37. Average Weight per Pig Sold or Transferred | 50.4 | 48.7 | 44.2 |
| 38. Number of Pigs Produced | 916 | 905 | 543 |
| 39. Number of Pigs Born per Litter | 9.6 | 10.2 | 9.3 |
| 40. Number of Pigs Weaned per Litter | 7.7 | 8.4 | 7.9 |
| 40A. Litters/Bearing Female/Year | 1.8 | 2.4 | 1.9 |
| 41. Percent Death Loss | 16.5 | 15.3 | 13.6 |
| 42. Price per Cwt. Concentrate Fed | \$ 8.35 | \$ 7.90 | \$ 8.30 |
| 43. Price per Cwt. Protein, Salt & Mineral Fed | 17.01 | 16.50 | 17.72 |
| 44. Feed & Supplemental Costs per Pig Produced | 29.16 | 23.99 | 31.44 |
| 45. TOTAL LISTED COSTS PER LITTER | \$ 287.88 | \$ 263.53 | \$ 315.42 |
| 46. Utilities and Other General Farm Expense | \$ 1,646.43 | \$ 1,060.29 | \$ 648.24 |

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

TABLE 11D - COSTS AND RETURN FROM MIXED HOG ENTERPRISE* - 1981

| Items | Average of 29 Farms | 14 Farms Highest in Return Above Feed Cost | 14 Farms Lowest in Return Above Feed Cost |
|---|---------------------------|---|--|
| 1. Pounds of Hogs Produced | 90,613 | 105,181 | 72,409 |
| 2. Net Increase in Value of Hogs | Per Cwt. \$ 43.71 | Per Cwt. \$ 49.53 | Per Cwt. \$ 34.68 |
| 3. Other Miscellaneous Hog Income | | | |
| 4. TOTAL VALUE PRODUCED | \$ 43.71 | \$ 49.53 | \$ 34.68 |
| 5. POUNDS OF FEED FED | | | |
| 6. Corn | 361.0 | 322.5 | 410.2 |
| 7. Small Grain | 6.5 | 6.3 | 7.7 |
| 8. Complete Ration | 10.7 | .6 | 26.7 |
| 9. Protein, Salt & Mineral & Milk | 88.6 | 85.3 | 84.2 |
| 10. TOTAL CONCENTRATES | 466.8 | 414.7 | 528.8 |
| 11. Forages | | | |
| 12. FEED COST | | | |
| 13. Grains | \$ 17.68 | \$ 15.77 | \$ 20.19 |
| 14. Complete Ration | 1.57 | .09 | 3.95 |
| 15. Protein, Salt & Mineral & Milk | 16.51 | 16.19 | 16.33 |
| 16. Forages | | | |
| 17. Pasture | | | |
| 18. TOTAL FEED COSTS | \$ 35.76 | \$ 32.05 | \$ 40.47 |
| 19. RETURN OVER FEED COSTS | \$ 7.95 | \$ 17.48 | \$ (-5.79) |
| 20. OTHER DIRECT COSTS | | | |
| 21. Miscellaneous Livestock Expense | \$ 1.93 | \$ 2.01 | \$ 2.02 |
| 22. Veterinary Expense | 1.49 | 1.65 | 1.14 |
| 23. Custom Work | .37 | .23 | .63 |
| 24. Special Hired Labor | | | |
| 25. TOTAL OTHER DIRECT COSTS | \$ 3.79 | \$ 3.89 | \$ 3.79 |
| 26. RETURN OVER FEED AND OTHER DIRECT COSTS | \$ 4.16 | \$ 13.59 | \$ (-9.58) |
| 27. ALLOCATED COSTS | | | |
| 28. Power and Machinery Costs (PCAF 1.00) | \$ 1.50 | \$ 1.37 | \$ 1.76 |
| 29. Livestock Equipment Costs (ECAF 3) | 2.74 | 2.50 | 3.10 |
| 30. Building and Fences (BCAF 3) | 2.38 | 2.69 | 1.77 |
| 31. TOTAL ALLOCATED COSTS | \$ 6.62 | \$ 6.56 | \$ 6.63 |
| 32. RETURN OVER ALL LISTED COSTS | \$ (-2.46) | \$ 7.03 | \$ (-16.21) |
| 33. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 34. Return for \$100 Feed Fed | \$ 122.24 | \$ 154.54 | \$ 85.69 |
| 35. Price Received per Cwt. All Animals | 46.56 | 48.55 | 43.60 |
| 36. Price Received per Cwt. Sold Mkt. Only | \$ 45.44 | \$ 47.29 | \$ 43.81 |
| 37. Number of Litters Farrowed | 63 | 72 | 46 |
| 37A. Litters/Bearing Female/Year | 1.2 | 1.1 | 1.2 |
| 38. Number of Pigs Born per Litter | 9.3 | 9.7 | 9.0 |
| 39. Number of Pigs Weaned per Litter | 7.4 | 7.8 | 6.8 |
| 39A. Number of Pigs Produced per Litter | 7.3 | 7.7 | 6.8 |
| 40. Percent Death Loss | 12.4 | 13.2 | 12.6 |
| 41. Average Weight of All Hogs Sold | 182.9 | 183.4 | 194.2 |
| 42. Average Weight of Mkt. Hogs Sold | 200.9 | 203.0 | 197.8 |
| 43. Price per Cwt. Concentrate Fed | \$ 7.66 | \$ 7.73 | \$ 7.65 |
| 44. Price per Cwt. Protein, Salt & Mineral | \$ 18.64 | \$ 18.97 | \$ 19.39 |
| 45. Pounds of Pork Purchased | 6,531 | 4,579 | 8,296 |
| 46. TOTAL LISTED COSTS PER CWT. PORK PRODUCED | \$ 46.17 | \$ 42.50 | \$ 50.89 |
| 47. Utilities & Other General Farm Expense | \$ 881.95 | \$ 807.28 | \$ 574.16 |

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

TABLE 12 - COSTS AND RETURNS FROM DAIRY COWS, COMMERCIAL HERDS - 1981

| Items | Average of 107 Farms | 21 Farms Highest in Return Above Feed Cost | 21 Farms Lowest in Return Above Feed Cost |
|--|----------------------------|---|--|
| 1. Average Number of Cows | 46.0 | 49.5 | 44.2 |
| | Per Cow | Per Cow | Per Cow |
| 2. Pounds of Milk | 14,077 | 16,557 | 12,019 |
| 3. Pounds of Butterfat | 509.5 | 599.9 | 431.6 |
| 4. Percent of Butterfat in Milk | 3.6 | 3.6 | 3.6 |
| 5. VALUE OF PRODUCE | | | |
| 6. Dairy Products Sold | \$ 1,830.85 | \$ 2,167.74 | \$ 1,544.57 |
| 7. Dairy Products Used in Home | 6.89 | 7.54 | 7.47 |
| 8. Milk Fed to Livestock | 12.07 | 11.49 | 11.20 |
| 9. Net Increases in Value of Cows | (-86.11) | (-59.37) | (-192.13) |
| 0. Other Miscellaneous Dairy Income | 7.74 | 19.80 | 2.42 |
| 1. TOTAL VALUE PRODUCED | \$ 1,771.44 | \$ 2,147.20 | \$ 1,373.53 |
| 2. POUNDS OF FEED FED | | | |
| 3. Corn | 5,314.7 | 5,634.7 | 5,455.8 |
| 4. Small Grain | 400.7 | 384.4 | 259.8 |
| 5. Complete Ration | 95.3 | | 116.4 |
| 6. Protein, Salt & Mineral | 1,030.5 | 1,084.6 | 1,311.3 |
| 7. TOTAL CONCENTRATES | 6,841.2 | 7,103.7 | 7,143.3 |
| 8. Legume Hay | 5,896.5 | 5,652.5 | 5,642.3 |
| 9. Other Hay & Dry Roughage | 256.0 | 572.4 | 159.2 |
| 0. Silage | 13,255.5 | 11,461.1 | 18,430.3 |
| 1. FEED COSTS | | | |
| 2. Grains | \$ 275.74 | \$ 288.79 | \$ 275.02 |
| 3. Complete Ration | 8.65 | | 11.22 |
| 4. Protein/Salt/Minr1 (Cost/Cwt. Fed 15.48) | 159.52 | 173.54 | 185.70 |
| 5. All Hay & Dry Roughage | 186.96 | 188.97 | 173.60 |
| 6. Silage | 130.28 | 117.66 | 177.92 |
| 7. Pasture | 3.00 | 2.81 | 2.58 |
| 8. TOTAL FEED COSTS | \$ 764.15 | \$ 771.77 | \$ 826.04 |
| 9. RETURN OVER FEED COST | \$ 1,007.29 | \$ 1,375.43 | \$ 547.49 |
| 0. OTHER DIRECT COSTS | | | |
| 1. Miscellaneous Livestock Expense | \$ 87.17 | \$ 99.49 | \$ 77.47 |
| 2. Veterinary Expense | 39.85 | 36.02 | 43.87 |
| 3. Custom Work Hired | 53.93 | 56.99 | 39.75 |
| 4. Special Hired Labor | 7.02 | 17.94 | .20 |
| 5. TOTAL OTHER DIRECT COSTS | \$ 187.97 | \$ 210.44 | \$ 161.29 |
| 6. RETURN OVER FEED AND OTHER DIRECT COSTS | \$ 819.32 | \$ 1,164.99 | \$ 386.20 |
| 7. ALLOCATED COSTS | | | |
| 8. Power and Machinery Costs (PCAF 1.01) | \$ 85.55 | \$ 79.32 | \$ 96.65 |
| 9. Livestock Equipment Costs (ECAAF 3) | 87.75 | 95.57 | 81.95 |
| 0. Building and Fences (BCAF 3) | 101.83 | 114.12 | 85.24 |
| 1. TOTAL ALLOCATED COSTS | \$ 275.13 | \$ 289.01 | \$ 262.84 |
| 2. RETURN OVER ALL LISTED COSTS | \$ 544.19 | \$ 875.98 | \$ 123.36 |
| 3. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 4. Return for \$100 Feed Fed | \$ 231.82 | \$ 278.21 | \$ 166.28 |
| 5. Feed Cost per Cwt. Milk | 5.43 | 4.66 | 6.87 |
| 6. Feed Cost per Pound of Butterfat | \$ 1.50 | \$ 1.29 | \$ 1.91 |
| 7. Pounds of Milk per Pound of Concentrate | 2.06 | 2.33 | 1.68 |
| 8. Average Price per Cwt. Milk Sold | \$ 13.15 | \$ 13.22 | \$ 13.02 |
| 9. Average Price per Pound of Butterfat | 3.63 | 3.65 | 3.62 |
| 0. Total Listed Costs per Cwt. Milk Produced | \$ 8.72 | \$ 7.68 | \$ 10.40 |
| 1. Dairy Cow Turnover Percentage | 30.4 | 32.3 | 36.2 |
| 2. TOTAL LISTED COSTS PER COW | \$ 1,227.25 | \$ 1,271.22 | \$ 1,250.17 |
| 3. Utilities and Other General Farm Expense | \$ 3,776.44 | \$ 3,184.24 | \$ 2,890.98 |

TABLE 12A - COSTS AND RETURNS FROM DAIRY COWS - PUREBRED HERDS - 1981

| Items | Average of 6 Farms |
|---|--------------------|
| 1. Average Number of Cows | 28.1 |
| 2. Pounds of Milk | Per Cow 13,114 |
| 3. Pounds of Butterfat | 469.6 |
| 4. Percent of Butterfat in Milk | 3.6 |
| 5. VALUE OF PRODUCE | |
| 6. Dairy Products Sold | \$ 1,720.53 |
| 7. Dairy Products Used in Home | 5.98 |
| 8. Milk Fed to Livestock | 10.96 |
| 9. Net Increases in Value of Cows | 41.57 |
| 10. Other Miscellaneous Dairy Income | 4.91 |
| 11. TOTAL VALUE PRODUCED | \$ 1,783.95 |
| 12. POUNDS OF FEED FED | |
| 13. Corn | 6,450.0 |
| 14. Small Grain | 682.9 |
| 15. Complete Ration | |
| 16. Protein, Salt & Mineral | 560.1 |
| 17. TOTAL CONCENTRATES | 7,693.0 |
| 18. Legume Hay | 4,450.8 |
| 19. Other Hay & Dry Roughage | 284.7 |
| 20. Silage | 8,801.9 |
| 21. FEED COSTS | |
| 22. Grains | \$ 331.60 |
| 23. Complete Ration | |
| 24. Protein, Salt & Mineral (Cost/Cwt. Fed - 13.43) | 75.20 |
| 25. All Hay & Dry Roughage | 145.16 |
| 26. Silage | 82.78 |
| 27. Pasture | |
| 28. TOTAL FEED COSTS | \$ 634.74 |
| 29. RETURN OVER FEED COST | \$ 1,149.21 |
| 30. OTHER DIRECT COSTS | |
| 31. Miscellaneous Livestock Expense | \$ 87.69 |
| 32. Veterinary Expense | 34.98 |
| 33. Custom Work Hired | 23.49 |
| 34. Special Hired Labor | |
| 35. TOTAL OTHER DIRECT COSTS | \$ 146.16 |
| 36. RETURN OVER FEED AND OTHER DIRECT COSTS | \$ 1,003.05 |
| 37. ALLOCATED COSTS | |
| 38. Power and Machinery Costs (PCAF 1.00) | \$ 87.90 |
| 39. Livestock Equipment Costs (ECAF 2) | 62.12 |
| 40. Building and Fences (BCAF 3) | 154.55 |
| 41. TOTAL ALLOCATED COSTS | \$ 304.57 |
| 42. RETURN OVER ALL LISTED COSTS | \$ 698.48 |
| 43. SUPPLEMENTARY MANAGEMENT INFORMATION | |
| 44. Return for \$100 Feed Fed | \$ 281.06 |
| 45. Feed Cost per Cwt. Milk | 4.84 |
| 46. Feed Cost per Pound of Butterfat | \$ 1.35 |
| 47. Pounds of Milk per Pound of Concentrate | 1.70 |
| 48. Average Price per Cwt. Milk Sold | \$ 13.25 |
| 49. Average Price per Pound of Butterfat | 3.70 |
| 50. Total Listed Costs per Cwt. Milk Produced | \$ 8.28 |
| 51. Dairy Cow Turnover Percentage | 28.5 |
| 52. TOTAL LISTED COSTS PER COW | \$ 1,085.47 |
| 53. Utilities & Other General Farm Expense | \$ 1,512.37 |

TABLE 13 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE, COMMERCIAL & PUREBRED - 1981

| Items | | Average of 107 Farms | 21 Farms Highest in Return Above Feed Cost | 21 Farms Lowest in Return Above Feed Cost |
|-------|---|----------------------------|---|--|
| 1. | Number of Head | 70.5 | 44.1 | 44.8 |
| | | Per Cow | Per Cow | Per Cow |
| 2. | Net Increase in Value | \$ 247.19 | \$ 449.21 | \$ 184.24 |
| 3. | Other Miscellaneous Income | | | |
| 4. | TOTAL INCOME | \$ 247.19 | \$ 449.21 | \$ 184.24 |
| 5. | POUNDS OF FEED FED | | | |
| 6. | Corn | 998.0 | 851.1 | 1,650.5 |
| 7. | Small Grain | 129.8 | 133.3 | 228.1 |
| 8. | Complete Ration | 13.9 | 8.4 | 9.4 |
| 9. | Protein, Salt & Minerals | 176.2 | 197.4 | 188.9 |
| 10. | Hay & Dry Roughage | 1,613.4 | 1,608.5 | 2,479.8 |
| 11. | Silage | 4,711.5 | 4,649.0 | 6,342.1 |
| 12. | Milk | 60.9 | 68.8 | 61.5 |
| 13. | FEED COST | | | |
| 14. | Grains | \$ 54.75 | \$ 47.17 | \$ 92.17 |
| 15. | Complete Ration | 2.18 | 1.36 | 1.67 |
| 16. | Protein, Salt & Minerals | 26.14 | 31.29 | 32.92 |
| 17. | Hay & Dry Roughage | 47.28 | 44.74 | 70.74 |
| 18. | Silage | 47.04 | 44.04 | 70.00 |
| 19. | Milk | 7.46 | 7.53 | 8.06 |
| 20. | Pasture | 1.45 | 2.43 | 2.39 |
| 21. | TOTAL FEED COSTS | \$ 186.30 | \$ 178.56 | \$ 277.95 |
| 22. | RETURN OVER FEED COSTS | \$ 60.89 | \$ 270.65 | \$ (-93.71) |
| 23. | OTHER DIRECT COSTS | | | |
| 24. | Miscellaneous Expense | \$ 8.20 | \$ 13.42 | \$ 5.13 |
| 25. | Veterinary Expense | 4.17 | 4.60 | 3.55 |
| 26. | Custom Work Hired | 1.67 | 2.24 | 1.88 |
| 27. | Special Hired Labor | | | |
| 28. | TOTAL OTHER DIRECT COSTS | \$ 14.04 | \$ 20.26 | \$ 10.56 |
| 29. | RETURN OVER FEED AND OTHER DIRECT COSTS | \$ 46.85 | \$ 250.39 | \$ (-104.27) |
| 30. | ALLOCATED COSTS | | | |
| 31. | Power and Machinery Costs (PCAF .98) | \$ 12.51 | \$ 15.58 | \$ 16.40 |
| 32. | Livestock Equipment Costs (ECAF 2) | 11.73 | 14.12 | 14.73 |
| 33. | Building and Fences (BCAF 3) | 14.53 | 16.84 | 24.18 |
| 34. | TOTAL ALLOCATED COSTS | \$ 38.77 | \$ 46.54 | \$ 55.31 |
| 35. | RETURN OVER ALL LISTED COSTS | \$ 8.08 | \$ 203.85 | \$ (-159.58) |
| 36. | SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 37. | Return for \$100 Feed Fed | \$ 132.69 | \$ 251.59 | \$ 66.29 |
| 38. | Percent Death Loss - Total | 8.6 | 7.7 | 7.5 |
| 39. | Percent Calf Death Loss | 17.8 | 15.2 | 13.8 |
| 40. | TOTAL LISTED COSTS PER HEAD | \$ 239.11 | \$ 245.36 | \$ 343.82 |
| 41. | Utilities & Other General Farm Expense | \$ 970.50 | \$ 492.50 | \$ 401.22 |

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

TABLE 14 - COSTS AND RETURNS FROM ALL DAIRY CATTLE* - 1981

| Items | Average of 113 Farms | 23 Farms Highest in Return Above Feed Cost | 23 Farms Lowest in Return Above Feed Cost |
|--|----------------------------|---|--|
| 1. Average Number of Cows | 45.1 | 48.2 | 43.3 |
| | Per Cow | Per Cow | Per Cow |
| 2. Value of Dairy Products | \$ 1,844.01 | \$ 2,124.96 | \$ 1,564.50 |
| 3. Net Increase in Value | 314.01 | 419.36 | 162.36 |
| 4. Miscellaneous Dairy Income | 7.65 | 13.53 | 2.26 |
| 5. TOTAL VALUE PRODUCED | \$ 2,165.67 | \$ 2,557.85 | \$ 1,729.12 |
| 6. POUNDS OF FEED FED | | | |
| 7. Grains | 7,513.7 | 7,438.8 | 7,921.4 |
| 8. Complete Rations | 112.9 | 19.9 | 117.1 |
| 9. Protein, Salt & Minerals, Including Milk Equiv. | 1,294.6 | 1,194.4 | 1,550.9 |
| 10. Hay & Dry Roughage | 8,724.4 | 8,626.6 | 8,257.3 |
| 11. Silage | 20,367.3 | 19,531.7 | 25,536.5 |
| 12. FEED COST | | | |
| 13. Grains | \$ 362.04 | \$ 354.59 | \$ 382.42 |
| 14. Complete Rations | 11.62 | 3.53 | 11.78 |
| 15. Protein, Salt & Minerals, Including Milk | 209.69 | 213.84 | 229.31 |
| 16. Hay & Dry Roughage | 261.06 | 251.08 | 244.06 |
| 17. Silage | 200.84 | 198.59 | 251.82 |
| 18. Pasture Costs | 4.66 | 4.46 | 6.03 |
| 19. TOTAL FEED COSTS | \$ 1,049.91 | \$ 1,026.09 | \$ 1,125.42 |
| 20. RETURN OVER FEED COSTS | \$ 1,115.76 | \$ 1,531.76 | \$ 603.70 |
| 21. OTHER DIRECT COSTS | | | |
| 22. Miscellaneous Livestock Expense | \$ 100.18 | \$ 114.32 | \$ 82.75 |
| 23. Veterinary Expense | 46.50 | 49.96 | 44.27 |
| 24. Custom Work | 55.81 | 56.35 | 45.29 |
| 25. Special Hired Labor | 6.78 | 25.83 | |
| 26. TOTAL OTHER DIRECT COSTS | \$ 209.27 | \$ 246.46 | \$ 172.31 |
| 27. RETURN OVER FEED AND OTHER DIRECT COSTS | \$ 906.49 | \$ 1,285.30 | \$ 431.39 |
| 28. ALLOCATED COSTS | | | |
| 29. Power & Machinery Costs | \$ 103.79 | \$ 102.39 | \$ 117.52 |
| 30. Livestock Equipment Costs | 104.02 | 113.63 | 108.06 |
| 31. Building and Fences | 124.59 | 154.29 | 123.58 |
| 32. TOTAL ALLOCATED COSTS | \$ 332.40 | \$ 370.31 | \$ 349.16 |
| 33. RETURN OVER ALL LISTED COSTS | \$ 574.09 | \$ 914.99 | \$ 82.23 |
| 34. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 35. Return for \$100 Feed Fed | \$ 206.27 | \$ 249.28 | \$ 153.64 |
| 36. TOTAL LISTED COSTS PER COW | \$ 1,591.58 | \$ 1,642.86 | \$ 1,646.89 |
| 37. Utilities & Other General Farm Expense | \$ 4,605.47 | \$ 3,910.88 | \$ 4,255.89 |

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

TABLE 15A - BEEF BREEDING CATTLE - 1981

| Items | | Average of 13 Farms | 6 Farms Highest in Return Above Feed Cost | 6 Farms Lowest in Return Above Feed Cost |
|-------|--|---------------------------|--|---|
| 1. | Average Number of Beef Cows | 27.4 | 35.8 | 21.6 |
| 2. | Average Number of Other Beef Animals & Bulls | 22.9 | 25.4 | 22.8 |
| 3. | Pounds of Beef Produced | 15,882 | 19,796 | 13,746 |
| | | Per Cow | Per Cow | Per Cow |
| 4. | Net Increase in Value | \$ 306.79 | \$ 339.11 | \$ 262.64 |
| 5. | Other Miscellaneous Beef Income | .47 | | 1.34 |
| 6. | TOTAL VALUE PRODUCED | \$ 307.26 | \$ 339.11 | \$ 263.98 |
| 7. | POUNDS OF FEED FED | | | |
| 8. | Grain | 1,052.8 | 816.1 | 1,476.2 |
| 9. | Protein, Salt & Mineral | 162.1 | 126.9 | 235.2 |
| 10. | Legume Hay | 3,322.3 | 2,798.9 | 4,191.3 |
| 11. | Other Hay & Dry Roughage | 2,347.0 | 1,345.4 | 3,935.2 |
| 12. | Silage | 2,493.0 | 3,175.1 | 1,589.5 |
| 13. | FEED COST | | | |
| 14. | Grain | \$ 52.66 | \$ 40.56 | \$ 74.44 |
| 15. | Protein, Salt & Mineral | 27.59 | 18.27 | 45.60 |
| 16. | Legume Hay | 99.09 | 81.82 | 127.73 |
| 17. | Other Hay & Dry Roughage | 19.34 | 8.16 | 38.98 |
| 18. | Silage | 22.63 | 28.91 | 14.31 |
| 19. | Pasture | 11.64 | | 30.51 |
| 20. | TOTAL FEED COSTS | \$ 232.95 | \$ 177.72 | \$ 331.57 |
| 21. | RETURN OVER FEED COST | \$ 74.31 | \$ 161.39 | \$ (-67.59) |
| 22. | OTHER DIRECT COSTS | | | |
| 23. | Miscellaneous Livestock Expense | \$ 25.66 | \$ 5.28 | \$ 60.83 |
| 24. | Veterinary Expense | 12.37 | 4.50 | 26.57 |
| 25. | Custom Work | 3.18 | .31 | 6.11 |
| 26. | Special Hired Labor | | | |
| 27. | TOTAL OTHER DIRECT COSTS | \$ 41.21 | \$ 10.09 | \$ 93.51 |
| 28. | RETURN OVER FEED AND OTHER DIRECT COSTS | \$ 33.10 | \$ 151.30 | \$ (-161.10) |
| 29. | ALLOCATED COSTS | | | |
| 30. | Power and Machinery Costs (PCAF 1.00) | \$ 40.30 | \$ 22.58 | \$ 60.37 |
| 31. | Livestock Equipment Costs (ECAAF 2) | 48.59 | 32.42 | 47.13 |
| 32. | Building and Fences (BCAF 2) | 43.80 | 29.15 | 66.24 |
| 33. | TOTAL ALLOCATED COSTS | \$ 132.69 | \$ 84.15 | \$ 173.74 |
| 34. | RETURN OVER ALL LISTED COSTS | \$ (-99.59) | \$ 67.15 | \$ (-334.84) |
| 35. | SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 36. | Return for \$100 Feed Fed | \$ 131.90 | \$ 190.82 | \$ 79.61 |
| 37. | Price per Cwt. Sold | 58.94 | 58.97 | 58.63 |
| 38. | Price per Cwt. Calves Sold or Transferred | \$ 67.17 | \$ 84.53 | \$ 59.50 |
| 39. | Average Weight per Head Sold | 796.1 | 708.2 | 871.1 |
| 40. | Average Weight per Calf Sold or Transferred | 473.3 | 244.4 | 797.0 |
| 41. | Percent Death Loss | 5.4 | 5.7 | 6.0 |
| 42. | Percent Calf Crop | 92.9 | 97.1 | 95.5 |
| 42A. | Percent Calf Death Loss | 11.5 | 11.8 | 9.5 |
| 43. | TOTAL LISTED COSTS PER COW | \$ 406.85 | \$ 271.96 | \$ 598.82 |
| 44. | Utilities & Other General Farm Expense | \$ 354.49 | \$ 452.31 | \$ 161.87 |

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

TABLE 15B - COST AND RETURNS FROM FEEDER CATTLE - 1981

| Items | Average of 63 Farms | 13 Highest in Return Above Feed | 13 Lowest in Return Above Feed |
|--|---------------------------|---------------------------------------|--------------------------------------|
| 1. Average Number of Beef Feeders | 72.5 | 36.9 | 76.7 |
| 2. Pounds of Beef Produced | 56,441 | 27,443 | 42,619 |
| | Per Cwt. | Per Cwt. | Per Cwt. |
| 3. Net Increase in Value of Animals | \$ 42.35 | \$ 55.17 | \$ 37.48 |
| 4. Other Miscellaneous Beef Income | .09 | | |
| 5. TOTAL VALUE PRODUCED | \$ 42.44 | \$ 55.17 | \$ 37.48 |
| 6. POUNDS OF FEED FED | | | |
| 7. Grain | 439.4 | 342.2 | 594.3 |
| 8. Protein, Salt & Mineral | 38.9 | 25.4 | 45.1 |
| 9. Legume Hay | 106.8 | 96.8 | 233.9 |
| 10. Other Hay & Dry Roughage | 40.0 | 31.2 | 96.5 |
| 11. Silage | 784.8 | 709.2 | 1,423.7 |
| 12. FEED COST | | | |
| 13. Grain | \$ 21.16 | \$ 15.87 | \$ 28.77 |
| 14. Protein, Salt & Mineral | 5.03 | 5.43 | 6.03 |
| 15. Legume Hay | 3.28 | 2.78 | 7.27 |
| 16. Other Hay & Dry Roughage | .46 | .48 | 1.02 |
| 17. Silage | 7.59 | 5.39 | 12.80 |
| 18. Pasture | .02 | | .09 |
| 19. TOTAL FEED COST | \$ 37.54 | \$ 29.95 | \$ 55.98 |
| 20. RETURN OVER FEED COST | \$ 4.90 | \$ 25.22 | \$ (-18.50) |
| 21. OTHER DIRECT COSTS | | | |
| 22. Miscellaneous Livestock Expense | \$.87 | \$.59 | \$ 1.40 |
| 23. Veterinary Expense | .85 | .48 | 2.08 |
| 24. Custom Work Hired | 1.49 | .95 | 1.39 |
| 25. Special Hired Labor | .26 | .01 | |
| 26. TOTAL OTHER DIRECT COSTS | \$ 3.47 | \$ 2.03 | \$ 4.87 |
| 27. RETURN OVER FEED AND OTHER DIRECT COSTS | \$ 1.43 | \$ 23.19 | \$ (-23.37) |
| 28. ALLOCATED COSTS | | | |
| 29. Power and Machinery Costs (PCAF .97) | \$ 1.75 | \$ 1.94 | \$ 1.94 |
| 30. Livestock Equipment Costs (ECAAF 2) | 2.19 | 3.45 | 2.05 |
| 31. Buildings and Fences (BCAF 2) | 2.41 | 3.45 | 2.48 |
| 32. TOTAL ALLOCATED COSTS | \$ 6.35 | \$ 8.84 | \$ 6.47 |
| 33. RETURN OVER ALL LISTED COSTS | \$ (-4.92) | \$ 14.35 | \$ (-29.84) |
| 34. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 35. Return for \$100 Feed Fed | \$ 113.06 | \$ 184.21 | \$ 66.95 |
| 36. Price per Cwt. Sold | \$ 57.00 | \$ 59.29 | \$ 57.84 |
| 37. Average Weight per Head Sold | 1,165.1 | 1,123.6 | 1,008.7 |
| 38. Price per Cwt. Bought | \$ 64.34 | \$ 48.07 | \$ 66.46 |
| 39. Average Weight per Head Bought | 570.1 | 500.8 | 451.5 |
| 40. Number of Head Bought | 73 | 32 | 62 |
| 41. Percent Death Loss | 1.9 | 1.1 | 5.0 |
| 42. Effective Daily Gain - lbs. per Head per Day | 2.13 | 2.04 | 1.52 |
| 43. TOTAL LISTED COST PER CWT. PRODUCED | \$ 47.36 | \$ 40.82 | \$ 67.32 |
| 44. Utilities & Other General Farm Expense | \$ 687.14 | \$ 258.68 | \$ 480.23 |

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

TABLE 16A - SHEEP - FARM, COMMERCIAL AND PUREBRED - 1981

| Items | Average of 11 Farms | 5 Highest in Return Above Feed | 5 Lowest in Return Above Feed |
|---|---------------------------|--------------------------------------|-------------------------------------|
| 1. Average Number of Ewes | 84.3 | 61.6 | 108.3 |
| 2. Pounds of Lamb and Mutton Produced | 9,610 | 8,238 | 11,448 |
| 3. Pounds of Wool Produced | 392 | 532 | 173 |
| 4. VALUE OF PRODUCE | Per Ewe | Per Ewe | Per Ewe |
| 5. Wool | \$ 4.46 | \$ 8.85 | \$ 1.19 |
| 6. Net Increase in Value of Animals | 62.79 | 96.07 | 44.88 |
| 7. Other Miscellaneous Sheep Income | | | |
| 8. TOTAL VALUE PRODUCED | \$ 67.25 | \$ 104.92 | \$ 46.07 |
| 9. POUNDS OF FEED FED | | | |
| 10. Grain | 384.7 | 390.9 | 393.9 |
| 11. Protein, Salt & Mineral | 67.9 | 88.7 | 56.0 |
| 12. Legume Hay | 630.4 | 415.6 | 698.1 |
| 13. Other Hay & Dry Roughage | 12.5 | | 21.4 |
| 14. Silage | 64.7 | 194.8 | |
| 15. FEED COST | | | |
| 16. Grain | \$ 18.83 | \$ 19.19 | \$ 19.27 |
| 17. Protein, Salt & Mineral | 10.59 | 14.29 | 8.45 |
| 18. Legume Hay | 21.29 | 17.66 | 22.07 |
| 19. Other Hay & Dry Roughage | .25 | | .42 |
| 20. Silage | .58 | 1.75 | |
| 21. Pasture | | | |
| 22. TOTAL FEED COSTS | \$ 51.54 | \$ 52.89 | \$ 50.21 |
| 23. RETURN OVER FEED COSTS | \$ 15.71 | \$ 52.03 | \$ (-4.14) |
| 24. OTHER DIRECT COSTS | | | |
| 25. Miscellaneous Livestock Expense | \$ 5.16 | \$ 5.15 | \$ 5.28 |
| 26. Veterinary Expense | 5.52 | 6.35 | 5.15 |
| 27. Custom Work | 1.07 | 2.09 | .65 |
| 28. Special Hired Labor | .06 | .16 | |
| 29. TOTAL OTHER DIRECT COSTS | \$ 11.81 | \$ 13.75 | \$ 11.08 |
| 30. RETURN OVER FEED AND OTHER DIRECT COSTS | \$ 3.90 | \$ 38.28 | \$ (-15.22) |
| 31. ALLOCATED COSTS | | | |
| 32. Power and Machinery Costs (PCAF .95) | \$ 9.88 | \$ 11.28 | \$ 8.40 |
| 33. Livestock Equipment Costs (ECAF 3) | 11.57 | 11.98 | 8.99 |
| 34. Building and Fences (BCAF 3) | 17.41 | 17.52 | 14.15 |
| 35. TOTAL ALLOCATED COSTS | \$ 38.86 | \$ 40.78 | \$ 31.54 |
| 36. RETURN OVER ALL LISTED COSTS | \$ (-34.96) | \$ (-2.50) | \$ (-46.76) |
| 37. SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| 38. Return for \$100 Feed Fed | \$ 130.47 | \$ 198.37 | \$ 91.76 |
| 39. Price per Cwt. Lamb and Mutton Sold | 58.20 | 70.32 | 52.41 |
| 40. Price per Cwt. Lamb Sold or Transferred | \$ 63.91 | \$ 74.13 | \$ 57.79 |
| 41. Average Weight of Lambs Sold or Transferred | 105.2 | 104.3 | 105.0 |
| 42. Pounds of Wool per Sheep Sheared | 7.8 | 7.7 | 6.9 |
| 43. Number of Ewes Kept for Lambing | 86 | 67 | 108 |
| 44. Percent Lamb Crop | 125.6 | 138.8 | 116.7 |
| 45. Percent Death Loss | 8.5 | 9.5 | 8.0 |
| 45A. Percent Lamb Death Loss | 11.1 | 10.8 | 11.1 |
| 46. TOTAL LISTED COSTS PER EWE | \$ 102.21 | \$ 107.42 | \$ 92.83 |
| 47. Utilities & Other General Farm Expense | \$ 615.27 | \$ 440.63 | \$ 544.14 |

AVERAGE PRICES FOR FARM GROWN FEEDS

Grain

| | |
|------|-----------------|
| Corn | \$ 2.70 Per Bu. |
| Oats | 1.80 Per Bu. |

Hay

| | |
|------------------|------------------|
| Alfalfa | \$ 60.00 Per Ton |
| Other Legume Hay | 50.00 Per Ton |
| Wild Hay | 40.00 Per Ton |

Other Roughages

| | |
|----------------|------------------|
| Corn Silage | \$ 20.00 Per Ton |
| Grass Silage | 18.00 Per Ton |
| Legume Haylage | 30.00 Per Ton |
| Straw | .75 Per Bale |

OTHER NON-CASH COSTS

| | |
|---------------------------------------|--------------------------------|
| Unpaid Family Labor | \$ 625.00 Per Month (25 da/mo) |
| Board Furnished Hired Labor | \$ 6.00 Per Day |
| Second Operator's Labor | \$ 10,800 Per Year |
| Interest on Farm Capital | 7 Percent |
| Milk Used In Home | \$.27 Per Quart |
| Dollars Off Farm Income Per Work Unit | \$ 40.00 Per Work Unit |

EXPLANATION OF WORK UNITS AND ANIMAL UNITS

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

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

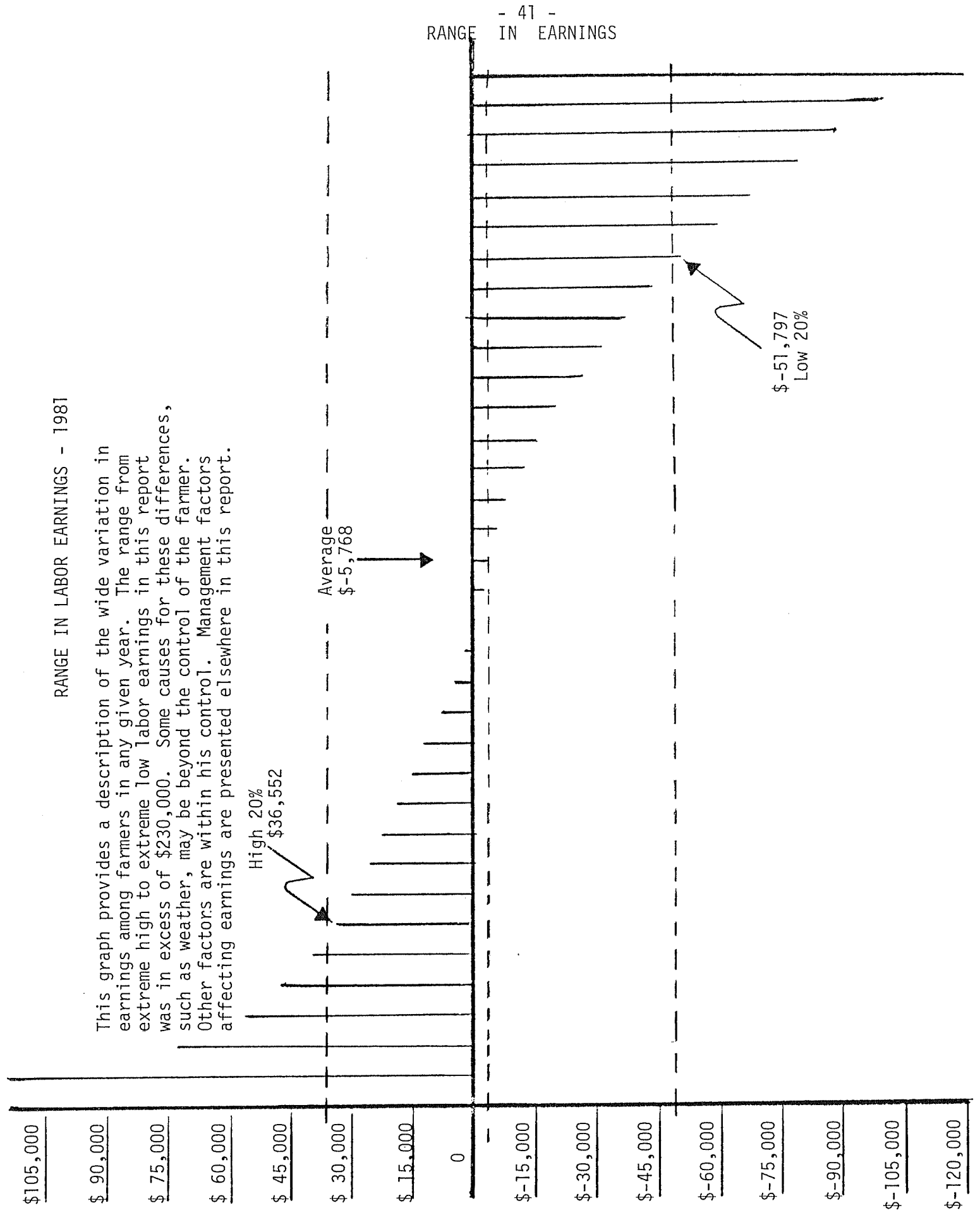
| Item | No. of Work Units | Item | No. of Work Units/Acre |
|-------------------------------------|-------------------|----------------------------|------------------------|
| Dairy Cow Purebred | 7.2/cow | Barley, Wheat, Oats, Rye | .30/acre |
| Dairy Cow | 7.0/cow | Canning Peas | .40/acre |
| Other Dairy Cattle - | | Oat Silage | .40/acre |
| Commercial Replacements | 1.2/head | Canning Corn | .50/acre |
| Other Dairy Cattle - | | Corn for Grain, Sunflowers | .55/acre |
| Purebred Replacements | 1.3/head | Soybeans | .45/acre |
| Beef Breeding | 1.5/cow | Corn and Cane Silage | .60/acre |
| Beef Feeders | .12/cwt. | Alfalfa Hay | .60/acre |
| Hogs - Complete | .12/cwt. | Other Legume and Mixed Hay | .40/acre |
| Hogs - Finishing | .06/cwt. | Tame Grass Hay | .30/acre |
| Hogs - Weaning Pigs | 1.4/litter | Annual Hay | .40/acre |
| Sheep - Farm Flock | .60/ewe | Legume and Grass Silage | |
| Lambs - Feeder | .30/cwt. | or Haylage | .40/acre |
| Chickens - Laying Flock, Farm | 5.0/100 | Legume and Grass Seed | .50/acre |
| Chickens - Laying Flock, Commercial | 4.0/100 | Summer Fallow Tilled | .20/acre |
| Broilers | .20/cwt. | Wild Hay | .20/acre |
| Labor off the Farm | 1.0/\$40 | Set Aside Acres Idle | .05/acre |

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

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

RANGE IN LABOR EARNINGS - 1981

This graph provides a description of the wide variation in earnings among farmers in any given year. The range from extreme high to extreme low labor earnings in this report was in excess of \$230,000. Some causes for these differences, such as weather, may be beyond the control of the farmer. Other factors are within his control. Management factors affecting earnings are presented elsewhere in this report.



SETTING GOALS

One of the primary aims of the farm management education program is to assist farmers in reaching their farm and family goals. Clarifying their ideas as to what they really want is a very important step in improving the farm business and as a result improve family living.

Sitting down as an operator or husband and wife and putting these wants in writing is done in one of the early classes in the adult farm management education program.

Planning goals is not easy. All members of a family may not agree on what goals are most important. The family may have to give serious thought and discussion to the goals they choose so that all members of the family can benefit from the farming business. Not all goals are related to farm income. Some very important goals for a family may be in the area of social, community, family, church and educational activities.

Setting up goals in a systematic way lets the family fit the wants and desires of all the family members into a plan. There are no right or wrong goals, since each family may approach the problems and opportunities they have in a different way. It is important that goals be reviewed frequently to see if conditions have changed. If the goals are too inflexible, they may be a liability to progress rather than an asset.

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PHONE: AREA CODE (507)625-3441
1920 LEE BLVD., NO. MANKATO, MINNESOTA 56001