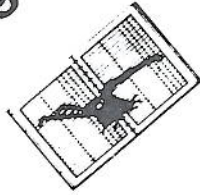


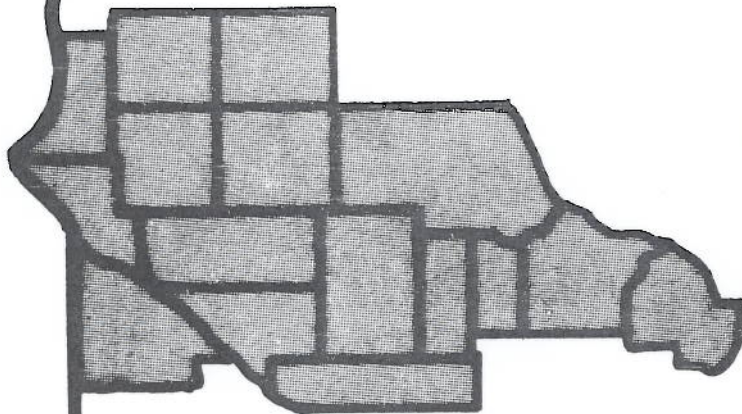
1981 ANNUAL REPORT

Central Minnesota Farm Management Report



COOPERATING AGENCIES

Minnesota Department of Education, Vocational Division
Willmar Area Vocational Technical Institute



An Adult Education Program

APRIL, 1982

YOUR AREA VO—AG COORDINATORS ARE...

JACKSON	JOHN MURRAY
MANKATO	DEL HODGKINS
STAPLES	WILLIAM GUELKER
THIEF RIVER FALLS	ED SISLER
WILLMAR	JOHN THELL
AUSTIN.	DONALD WALKER

Contact any of the area vo-ag coordinators or your local agriculture instructor for information on the adult farm management program offered in Minnesota.

ANALYSIS UPDATE, CENTRAL MINNESOTA ANALYSIS CENTER, WILLMAR 1982

TO: WONDER WORKERS, F.M. Instructors

SCHOOL	INSTRUCTOR	TOTAL # ANT.	1-28 TO DATE	2-9 TO DATE	3-1 TO DATE	4-1 TO DATE
ALBANY	KASTANEK	80	30	57	72	79
ALEXANDRIA	SONSTEGARD	35	2	2	2	17
ALEXANDRIA	THOMPSON (vet)	8	1	2	3	3
APPLETON	HOLTQUIST	31	8	14	28	29
ATWATER	OGILVIE (50 %)	17	2	4	9	15
BENSON	CARLSON (80 %)	28	6	8	23	25
BELLINGHAM	FRANSKY (vet)	6	1	1	1	6
COLD SPRING	ACHESON	38	13	22	32	35
DAWSON-BOYD	SCHWANDT	46	18	33	43	43
DANUBE, OLIVIA	B.I.; BJORKLAND	35	5	14	31	31
GRANITE FALLS	RESVICK	53	12	20	29	37
GRANITE FALLS	DETERS	35	3	3	20	23
HENNEPIN-TECH	GROCHEN	15	0	0	0	11
LITCHFIELD	NELSON	50	8	8	25	31
LITCHFIELD	ROSE (vet)	8	0	0	4	5
MADISON	BUTTERFIELD	52	21	35	42	47
MELROSE	FOLEY	48	25	30	31	40
MONTEVIDEO	WARNER	50	7	20	38	50
MONTEVIDEO	BRACKEN	30	3	7	21	31
PARKERS PR.	SCHOEPHOERSTER	30	5	10	23	25
ST. CLOUD	LEHTO	45	13	13	21	53
ST. CLOUD	ANDERSON	25	1	5	12	19
WILLMAR	STEUSSY	70	17	28	43	52
WILLMAR	BOEDER (vet)	18	3	6	11	12
PAYNESVILLE	PAYNE	35	11	23	26	30
MISCELLANEOUS			2	4	10	14
TOTAL		882	206	346	601	763
AVTI						
WILLMAR	STRANBERG		10	14	23	30
ST. CLOUD	PENNERTZ			1	2	2
ALEXANDRIA	KALINOWSKI					
GRANITE FALLS	BUSCH					
GRAND TOTAL		882	216	361	626	795

THANKS MEN, I AM PLEASED WITH THE NUMBER FROM SO MANY OF YOU IN SPITE OF THE INCLEMENT, SNOWY WINTER WE ARE HAVING.

1982 Report of the Central Minnesota Farm Management
Analysis Program for Cooperating Farms

John L. Thell

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INTRODUCTION

The Willmar Area Vocational-Technical Institute in cooperation with the Minnesota Department of Education, Vocational Division, operate and maintain the Vocational Agricultural Farm Management Program in Central Minnesota. The program was initiated in 1952 and is available to farmers enrolled in Adult or Young Farmer classes in public schools. The area served by the Willmar analysis center is indicated on the front cover.

The purpose of the Vo-Ag. Farm Management Program is to provide farmers, teachers of agriculture, and others with farm record analysis information which will be helpful to them in studying farming operations and factors of management involved in successful farm operators. Each participating farmer is provided a copy of this report which lists his individual farm record analysis figures along with the averages of all farms, the high and low earnings farms. Each farmer pays an annual fee which covers clerical costs, data processing fees, and the cost of publishing the report.

The analysis of the records and the preparation of the reports for the West Central Area are done under the direction of John Thell, Area Vo-Ag Coordinator for Central Minnesota. The program is supervised locally by Mr. Lowell Melbye, Superintendent of Schools, and Mr. Mike Cullen, Director of the Willmar Area Vocational-Technical Institute. Cooperating agencies are represented by Mr. Odel Barduson and Dr. Mary Phillips of the State Department of Education. Clerical assistants for this project were Mrs. Joyce Jacobson and Mrs. Celeste Thell.

In keeping with the times and to speed the analysis procedure, automatic data processing methods were used again this year. Data is extracted from the individual farm record books at the Willmar analysis center and submitted to Specialized Data System, Inc. at Madison, Wisconsin for processing. Results of the individual analysis are returned to the farmer as soon as the analysis is completed. Averages and indexes found in this record are computed after all forms have been processed.

Records kept in the Minnesota Farm Account Book by all participating farmers include farm inventories, cash receipts and expenses, feed consumed by livestock, family living secured from the farm, household and personal expenses and receipts and the operator's liabilities and assets other than farm capital.

A special thank you to all the area coordinators, Mr. Mike Cullen, Mr. Robert Jacobson, Dr. Person, Mr. Odel Barduson, Mr. Roger Iverson, and others who have helped by giving of their time during this past year.

This report deals with Farm Record Analysis from the instructors in the following schools in the Central Minnesota Area.

Regular Farm Management Instructors

<u>Class Location</u>	<u>Instructor</u>
Albany	James Kastanek
Alexandria	Bernard Sonstegard
Appleton	Tim Hotquist
Atwater	Darrell Ogilvie*
Benson	Leon Carlson*
Cold Spring ROCCORI	Dave Acheson
Danube-Olivia	
Bird Island	Roland Bjorkland
Dawson-Boyd	Al. Schwandt
Granite Falls	Mike Resvick
	Neal Deters
Hennepin Tech.	Ralph Grochen
Litchfield	Winton Nelson
Montevideo	Myron Warner
	Norman Brakken
Parkers Prairie	Kurt Schoephoerster
Paynesville	Wallace Payne
St. Cloud	Dennis Lehto
	Ray Anderson
Willmar	Dale Steussy

* Indicates part time farm management instructors

Veterans Farm Training Program

Alexandria	Carl Thompson
Bellingham	Peter Fransky
Litchfield	Frank Rose
Willmar	Floyd Boeder

Others

St. Cloud AVTI Farm Operation Management Class	Howard Pennertz
Willmar AVTI Farm Operation Management Class	Charles Stranberg

Table 1 A - Farm Inventories - 1981

Item	Average 501 Farms	
1 Size of Farm-Total Acres	409.4	
2 -Tillable Acres	356.7	
3 Work Units-Crops	178.7	
4 -Livestock	253.79	
5 -Other	21.06	
6 Total Size of Business in Work Units	453.55	
7 Number of Workers	1.56	
8 Farm Capital Investment Per Worker	\$319810	
Item	Average 501 Farms Jan. 1	Dec. 31
9 PRODUCTIVE LIVESTOCK		
10 Dairy Cows	17831	19316
11 Other Dairy Cattle	11439	11635
12 Beef Breeding Cattle	2080	1963
13 Beef Feeder Cattle	5986	5672
14 Hogs	7879	7671
15 Sheep (Inc. Feeders) & Goats	135	160
16 Poultry-All Types	149	116
17 Other Livestock	99	162
18 Total Productive Livestock	\$45597	\$46696
19 Crop, Seed & Feed	54740	48378
20 Power, Machinery & Equipment		
21 Auto & Truck (Farm Share)	4142	4276
22 Power & Machinery	36334	39427
23 Irrigation Equipment	2227	2080
24 Custom Work Equipment	160	132
25 Livestock Equipment	9914	10591
26 Total Power, Machinery & Equip.	\$52776	\$56505
27 Land	299287	299768
28 Buildings-Fences-Etc.	44878	49184
29 Total Farm Capital	\$497278	\$500531
30 Increase or Decrease in Total Farm Capital		\$ 3253

Tables 1A and 1B show the beginning of the year and end of the year inventory value for each part of the farm business. These tables represent whole-farm-capital investment. For only the operators share of capital invested in the farm business, see Table 5, Page 9, Net Worth Statement, item 1-6.

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.

(Continued page 4)

Table 1 B - Farm Inventories - 1981

Item	100 Most Profitable	100 Least Profitable
1 Size of Farm-Total Acres	392.0	578.2
2 -Tillable Acres	339.8	509.5
3 Work Units-Crops	168.92	263.54
4 -Livestock	361.38	176.02
5 -Other	18.93	23.29
6 Total Size of Bus. Work Units	549.23	462.85
7 Number of Workers	1.63	1.65
8 Farm Capital Invest. Per Worker	\$281435	\$475446

Item	Jan. 1	Dec. 31	Jan. 1	Dec. 31
9 PRODUCTIVE LIVESTOCK				
10 Dairy Cows	29357	31455	9084	9797
11 Other Dairy Cattle	19359	21382	6339	5479
12 Beef Breeding Cattle	694	866	5334	4187
13 Beef Feeder Cattle	1781	1537	14528	15994
14 Hogs	7589	8885	9885	8697
15 Sheep (inc. Feeders)& Goats	48	34	285	397
16 Poultry-All Types	6	9	166	50
17 Other Livestock			84	94
18 Total Prod. Livestock	\$58835	64168	45703	44694
19 Crop, Seed & Feed	53912	57448	90152	68110
20 Power, Machinery & Equip.				
21 Auto & Truck (Farm Share)	3950	4133	5637	6387
22 Power & Machinery	39497	43161	51694	52303
23 Irrigation Equipment	1203	1098	3961	3488
24 Custom Work Equipment			485	435
25 Livestock Equipment	15376	16174	7785	7909
26 Total Power, Equip. & Mach.	\$60026	64565	69563	70522
27 Land	224405	225739	536375	536374
28 Buildings-Fences-Etc.	49963	58420	53906	53576
29 Total Farm Capital	\$447140	470341	795699	773276
30 Increase or Decrease in Total F. Cp.		\$23201		\$-22423

Other measures of a farm size in Tables 1A and 1B as shown by items 1 through 7 are Acres, Work Units and Number of Workers.

The Number of Workers shown in item 7 includes the operator (s) hired labor, unpaid family labor and the labor portion of custom work hired.

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

Item	Average of 501 Farms	100 Most Profitable Farms	100 Least Profitable Farms
1 <u>Sale of Livestock & Livestock Products</u>			
2 Dairy Cows	\$ 3138	5820	1290
3 Dairy Products	39341	70458	15163
4 Other Dairy Cattle	2941	6014	1997
5 Beef Breeding Cattle	633	41	2438
6 Beef Feeder Cattle	11268	2302	32948
7 Hogs, Complete & Mixed	10343	10166	9515
8 Hogs Finishing	6964	4551	14334
9 Hogs Producing Weaning Pigs	1829	1754	2533
10 Sheep, Goats, & Wool, Farm Flock	71	10	147
11 Sheep & Wool, Feeder Lambs			2
12 Chickens (Inc. Hens & Broilers)	8	2	36
13 Turkeys			
14 Eggs	571	26	667
15 Other Prod. Livestock & Products	16		
16 Other Mis. Livestock Income	69	7	14
17 Total Sales of Prod. Livestock	\$77191	101152	81083
18 <u>Sale of Crops</u>			
19 Wheat	8441	7739	12980
19A Durum			
20 Other Small Grains	5230	3970	9360
21 Corn	20528	21355	33663
22 Soybeans	13583	12724	17932
22A Sunflowers	929	126	4051
23 Other Row Crops	2982	1694	7934
24 Legumes & Other Forage	566	725	882
25 Grass Seed			
26 Fruits & Nuts			
27 Veg., Roadside Market & Spec.			
28 Nursery, Timber & Other	22	46	10
29 Set Aside Acres-Gov. Payments	1		2
30 Total Sales From Crops	\$52281	48379	86812
31 Cap. Assets Sold(A/Trk/Mach.)	832	665	1006
31A Cap. Assets Sold(Bldg & Impr.)	161		566
31B Cap. Assets Sold (Land)	14084	12949	17452
32 Gas Tax Refund	43	79	41
33 Income From Work Off the Farm	1475	1167	2424
34 Custom Work Enterprise Income	66		132
35 Patronage Refunds	1135	1183	1388
36 Mis. Farm Income	1951	1474	5429
37 Total Farm Sales	\$149218	\$167047	\$196333
38 Increase in Farm Capital	3253	23201	
39 Family Living From the Farm	725	1009	497
40 Total Farm Rec.(37)+(38)+(39)	153196	191257	196830

Tables 2A and 2B show the cash receipts and expenses on the whole farm including the landlords share. Table 6A and 6B show the receipts and expenses of the operator of each farm. (Page 11) Operator labor earnings are shown on Table 6B. Table 2A, and 2B, and 6A and 6B show the average of all farms, the high return farms and low return farms with reference to labor earnings.

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

Item	Average of 501 Farms	100 Most Profitable Farms	100 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	862	834	756
3 Other Dairy Cattle	845	792	591
4 Beef Breeding Cattle	219	108	309
5 Beef Feeder Cattle	5973	1033	21052
6 Hogs Complete & Mixed	714	452	673
7 Hogs Finishing	1791	1679	4870
8 Hogs Producing Weaning Pigs	175	32	216
9 Sheep & Goats	36		133
10 Sheep, Feeder Lambs			
11 Chickens (Inc. Hens & Bro.)	32	9	129
12 Turkeys			
13 Other Productive Livestock	46		10
14 Miscellaneous Livestock Exp.	3406	4674	2830
15 Feed Bought	16469	16167	21387
16 Fertilizer	8827	8318	13690
17 Chemicals	4503	4158	7244
18 Other Crop Expense	6375	5792	9484
19 Irrigation Oper. Costs	233	113	329
20 Custom Wk. Ent. Op. Cost Inc. L.	72		320
21 Custom Work Hired	3161	3980	3571
22 Repair & Up. of Lives. Eq.	986	1214	747
23 Repair & Up. of Farm Real Est.	1275	1443	1511
24 Gas, Oil, & Gr. B. (F.S.)	6073	6368	7802
25 Repair & Op. of Mach.T.T. & A.	5386	5655	7674
26 Repair & Up. of Irr. Eq.	20	19	46
27 Repair-Custom Work Enterprise	22		82
28 Wages of Hired Labor	3808	4263	6112
29 Per. Prop. & R. Est. Taxes	2216	1944	3277
30 General Farm Expense	2068	2296	2898
31 Tele. Exp. (Farm Share)	273	290	326
32 Elect. Exp. (Farm Share)	1628	2080	1513
33 Total Cash Oper. Exp.	\$77495	73712	119583
34 P.Crop & Gen Mach. (F.S.)	12825	13232	15430
35 Irrig. Eq. Bought	244	55	443
36 Custom Work Eq. Bought	7		37
37 Livestock Eq. Bought	2376	3234	1389
38 New R. Est. & Improvements	8671	12949	5378
38A New Real Estate-Land	14191	13154	17443
39 Total Farm Pur.(33)Thru(38)	115810	116336	159703
40 Decrease in Farm Capital			22423
41 Interest on Farm Capital	34923	32112	54914
42 Unpaid Family Labor	557	572	625
43 Labor Ch. Part. & Other Op.	1084	940	1265
44 Board Furn. Hired Labor	137	90	143
45 Tot. Farm Exp.(39)Thru(44)	\$152511	150050	239074
46 Ret. Op. Labor & Mgmt. Single Opr. (W.F.) (2A/40)-(45)	684	41207	-42244
47 Number of Operators	1	1	1
48 Full Time Oper. Equivalents	1.11	1.11	1.15
49 Return to Op. L & Mgmt/Full Time Oper. Equivalent	1845	39269	-35710

Table 3 - ENTERPRISE STATEMENT - 1981

Item	Average of 501 Farms	100 Most Profitable Farms	100 Least Profitable Farms
<u>1 RETURN AND NET INCREASES</u>			
2 Productive Livestock			
3 Dairy Cows	\$37655	\$68529	\$13736
4 Other Dairy Cattle	8856	17765	3631
5 Beef Breeding Cattle	602	154	1616
6 Feeder Cattle	4510	893	12917
7 Hogs, Complete & Mixed	9556	10173	8150
8 Hogs, Finis. Enterprise	4292	3512	8041
9 Prod. Weaning Pigs	2490	1988	3334
10 Sheep & Goats	66		152
11 Sheep, Feeder Lambs			
12 Chickens(Inc. Hens & Br.)	514	20	459
13 Turkeys			
14 Other Prod. Livestock	98		
15 Total All Prod. Lives.	\$68641	\$103034	\$52036
16 Value of Feed Fed to Livestock			
(minus)	39516	(minus) 48448	(minus) 40030
17 Ret. Over Feed From Livest.	29124	54585	12006
18 Crop, Seed, & Feed	48710	65338	52463
19 Coop. Patronage Refunds	1135	1183	1388
20 Mis. Farm Income	1888	1474	5071
21 Custom Work Enterprise			
22 Total Ret. & Net Incr.	80856	122580	70927
23 Expenses & Net Decreases			
24 Truck & Auto (F.S.)	3957	4271	5207
25 Trac. & Crop Mach.	17769	18680	24311
26 Irrigation Equipment	381	179	811
27 Electricity	1628	2080	1513
28 Livestock Equipment	2949	4064	2236
29 Buildings, F. & Tiling	5480	5935	6654
30 Bare Land	-374	-1130	-8
31 Misc. Livestock Exp.	3406	4674	2830
32 Labor	4411	5038	6936
33 Labor Ch. for Other Op.	1084	940	1265
34 Property Tax	2216	1944	3277
35 Gen F. Exp. & Tele.	2342	2586	3224
36 Interest on F. Capital	34923	32112	54914
37 Total Exp. Net Dec.	80172	81373	113171
38 Ret. Op. L. & Mgmt.	684	41207	-42244
39 Number of Farm Oper.	1	1	1
40 Full Time Oper. Eq.	1.11	1.11	1.15
41 Rtrn Opr Lbr & Mgt./Full Time Operator	1845	39269	-35710

TABLE 4- HOUSEHOLD EXPENSE - 1981

Item	Average of 258 Farms	46 Most Profitable Farms	46 Least Profitable Farms
1 Number of Persons-Family	4	5	4
2 Number of Adult Eq.-Family	3.2	3.8	3.1
3 Church & Welfare	\$ 636	629	652
4 Medical Care & Health Ins.	2018	2214	1625
5 Food & Meals Bought	3510	3677	3546
6 Operating Exp. & Supplies	1217	1300	1182
7 Furnishings & Equipment	1200	1235	1174
8 Clothing & Clothing Materials	1221	1358	1040
9 Per. Care. Pers. Spending	767	701	831
10 Education	261	256	263
11 Recreation	871	977	837
12 Gifts & Special Events	728	775	683
13 Personal Sh Truck & Auto Exp.	879	722	1133
14 Oper. Share Upkeep on Dwelling	437	210	602
14A Cash Rent (Personal)			
15 Personal Share Tele & Elec Exp.	546	594	555
15A Personal Share-Gen. Farm Exp.	66	66	27
16 Total Cash Living Exp.	\$14358	14715	14151
17 Personal Share New T. & Auto	520	536	687
18 New Dwelling Bought	1575	79	790
19 Taxes & Other Deductions	1526	1649	1175
20 Life Ins. & O. Savings & Inv.	2638	1968	5639
21 Total H. & P.(16)Thru(20)	\$20617	18947	22443
22 Total Fam Liv. F. Farm(33)	640	748	503
23 T. Cash & Non-Cash Exp. (21)+(22)	21257	19695	22946
24 FAMILY LIVING FROM THE FARM--AVERAGES			
25 Oper. Share			
26 Milk & Cream (Quarts)	190		
27 Beef & Buffalo (Pounds)	364		
28 Pork (Pounds)	81		
29 Lamb, Mutton, Goat (Pounds)	2		
30 Poultry, All Fowl (Pounds)	2		
31 Eggs (Dozen)	1		
32 Veg. Fruits, Spuds, O. Prod. & F.	1		
33 Total Family Living From Farm	\$640		

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 represents only those families who kept complete household records. Farms included in other tables may not be included in Table 4 averages.

TABLE 5A - NET WORTH STATEMENT - OPERATOR - 1981

Item	Average of 501 Farms	
	Jan. 1	Dec. 31
1 Total Productive Livestock	\$43267	\$44470
2 Crop, Seed & Feed	52785	46726
3 Total Power, Machinery & Equipment	51617	55262
4 Land (Acres Owned 225.7) (Tillable 175.0)	144124	157928
5 Buildings, Fences, Etc.	41897	46379
6 Total Farm Capital	\$ 333690	350765
7 Non-Farm Assets	17326	18588
7A Cash On Hand & In Bank	4177	4373
8 Dwelling	17973	20689
9 Total Assets	\$ 373167	394415
10 Real Estate Mortgages	93549	107082
11 Chattel Mortgages	40931	47057
12 Notes	22475	25367
13 Accounts Payable	10118	10331
14 Total Liabilities	\$167073	189837
15 Farmers Net Worth	206093	204578
16 Gain (or Loss) in Net Worth		-1515
17 Supplementary Management Information		
18 Return to Operators Labor & Mgmt(6B/47)	\$ 2371	
19 Return to Capital & Family Labor (6B/48)	10628	
20 Non-Farm Income		
21 Outside Investment Income	867	
22 Other Pers. Income & Income Tax Refund	3390	
22A Sale of (P.S.) Dwelling, Auto & Truck	111	
23 Total Non-Farm Income	\$ 4369	
24 Total Family Farm & Non-Farm Income	\$ 14997	
25 Total Money Borrowed	84158	
26 Total Paid on Debt (Principal)	59254	
27 Total H. & Pers. Cash/Non-Cash Exp (4/23)	16547	
28 Ratio:Total Farm-Exp. to Receipts (O.S.)	.986	
	Jan. 1	Dec. 31
29 Ratio: Total-Assets to Liabilities	2.234	2.078
30 Ratio: Non-Real Estate-Assets to Liab.	2.301	2.047
31 Ratio: Real Estate-Assets to Liab.	2.181	2.101
32 Ratio: Net Worth to Total Liab.	1.234	1.078
33*Ratio: Cash Operating Exp. to Adj Total Farm Sales (O.S)		.767
34 Ratio: Total Farm Recpts to Ave Farm Cap. (W.F.)		.330
35 Ratio: Total Farm Recpts to Ave Farm Cap. (O.S.)		.453

*Adjusted Total Farm Sales Does Not Include Sale of Capital Assets

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

ITEM 28 - The Ratio of Total Farm Expense to Total Farm Receipts

Sometimes called the Gross Ratio, expresses the percentage of each dollars worth of income consumed by expense. It answers the question, "How many dollars does it cost me to take in \$100.00"?

ITEM 29 The Ratio of Total Assets to Total Liabilities

Sometimes called the Net Capital Ratio, measures the degree of financial safety in the farm business. It shows the number of dollars in assets available to cover each dollar of debt.

OPERATOR'S NET WORTH STATEMENT

Table 5 - Net Worth Statement of the Most and Least Profitable Farms

Items	100 Most Profitable Farms		100 Least Profitable Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Productive Livestock	\$56875	\$63511	\$49638	\$46430
2 Crop Seed & Feed	48788	51703	85537	62521
3 Total Power, Mach. & Eq.	57972	63499	68052	68090
4 Land (Acres 0.240.8)T.189.8)	127568	140550		
(Acres 0. 319.7)(T.245.9)			275121	291117
5 Buildings, Fences, Etc.	46833	58916	53435	53492
6 Total Farm Capital	\$338035	377678	531782	521650
7 Non-Farm Assets	11525	17922	30023	27648
7A Cash On Hand & In Bank	5616	8820	4671	6937
8 Dwelling	19004	23578	23930	29196
9 Total Assets	\$374180	427998	590407	585431
10 Real Estate Mortgages	99079	110047	140219	148111
11 Chattel Mortgages	38688	46837	58925	64352
12 Notes	19259	20182	46713	49353
13 Accounts Payable	6771	7372	18703	35890
14 Total Liabilities	163797	184438	264559	297706
15 Farmers Net Worth	210383	243560	325848	287725
16 Gain (Or Loss) in Net Worth		33177		-38125
17 Supplementary Management Information				
18 Ret. to Oper. Labor & Mgnt				
(6B/47)	38138		-37380	
19 Ret. to Cap. & F. L. (6B/48)	46815		-26025	
20 Non-Farm Income				
21 Outside Investment Income	874		1209	
22 Other Pers. Inc. & In. Tax R.	1608		5001	
22A Sale of P.S. Dw. A. & Truck	36		10	
23 Total Non-Farm Income	2518		6220	
24 Total Fam Farm & N.F. Inc.	49333		-19805	
25 Total Money Borrowed	76189		136804	
26 Total Pd. on Debt (Prin.)	55871		103657	
27 T. H. & Pers. Cash/n.C. E.4/23	15675		16631	
28 Ratio:T. F. Exp. to Rec.(O.S.)	.795		1.191	
29	Jan. 1	Dec.31	Jan. 1	Dec. 31
29 Ratio: Assets to Liab.	2.284	2.239	2.232	2.092
30 Ratio: N.R.-Assets to Liab.	2.793	2.654	1.913	1.606
31 Ratio: R. E.-Asset to Liab.	1.952	1.959	2.514	2.524
32 Ratio: Net Worth to T. Liab.	1.284	1.239	1.232	1.092
33*Ratio: Cash O.Exp. to Adj. T.F.S.		.653		.886
34 Ratio: T.F.R. to Ave. F.C.(W.F.)		.393		.291
35 Ratio: T.F.R. to Ave. F.C.(O.S.)		.521		.373

*ADJUSTED TOTAL FARM SALES DOES NOT INC. SALE OF CAP. ASSETS

Item 30 - THE RATIO OF NON-REAL ESTATE ASSETS TO NON-REAL ESTATE LIABILITIES sometimes called the Intermediate Ratio, is calculated by dividing the sum of items 2, 3, & 4 by the Non-Real Estate Liabilities, items as 12 & 13.

Item 30 - THE RATIO OF REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES IS CALCULATED by dividing the sum of items 4, 5, & 8 by item 10. Lending agencies are often interested in the relationship of item 29 to item 30.

Item 33 -THE RATIO OF CASH OPERATING EXPENSE TO ADJUSTED TOTAL FARM SALES is calculated by dividing item 28 in Table 6B by item 29, Table 6A. It differs from item 28 (Ratio of Ttl. exp. to Tt. Farm Receipts) in that it does not include the sale or purchase of capital assets.

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1981

Item	Average 501 Farms	100 Most Profitable Farms	100 Least Profitable Farms
1 Sale of Livestock & Livestock Products			
2 Dairy Cows	\$ 3065	\$ 5858	\$ 1852
3 Dairy Products	38656	71013	17288
4 Other Dairy Cattle	2844	5313	2213
5 Beef Breeding Cattle	626	180	2555
6 Beef Feeder Cattle	10964	2127	36436
7 Hogs Complete & Mixed	8964	8240	11490
8 Hogs Finishing	6709	6463	11878
9 Hogs Producing Weaning Pigs	1700	1389	1738
10 Sheep, Goats & Wool, F. F.	60	10	185
11 Sheep & Wool, Feeder Lambs			2
12 Chickens (Inc. Hens & Br.)	8		36
13 Turkeys			
14 Eggs	571	11	667
15 Other Prod. Lives. & Prod.	16	28	
16 Other Mis. Lives. Income	69	7	14
17 Total Sales of Prod. Lives.	\$74253	100639	86353
18 Sale of Crops			
19 Wheat	7023	5222	12082
19A Durum			
20 Other Small Grain	5112	3621	8282
21 Corn	18706	19922	29629
22 Soybeans	12050	10226	15668
22A Sunflowers	923	105	3842
23 Other Row Crops	2957	1338	7084
24 Legumes & Other Roughage	200	315	327
25 Grass Seed			
26 Fruit & Nuts			
27 Veg., Roadside Market & Spec.			
28 Nursery, Timber & Other	22	25	10
29 Set Aside Acres. Gov. Pay.	1		2
30 Total Sales From Crops	\$46994	\$40773	\$76925
31 Cap. Assets Sold(A./Trk/M.)	832	879	1257
31ACap. Assets Sold(Bldg. & Im.)	13	45	3
31BCap. Assets Sold (Land)	296	733	152
32 Gas Tax Refund	43	84	60
33 Income From Work Off the Farm	1463	1433	2351
34 Custom Work Enterprise Income	66		132
35 Patronage Refunds	1127	1190	1361
36 Miscellaneous Farm Income	1948	1487	5317
37 Total Farm Slaes	\$127035	\$147263	\$173911
38 Increase in Farm Capital	17012	34765	
39 Family Living From the Farm	702	1031	528
40 T.F.R. (37)+(38)+(39)	144749	183059	174440
41 Adj. T.F/S. (37)-(31)	125893	145606	172500
42 T. Cash Farm Oper. Exp.	96322	94314	152742
43 Net Cash Operating Income	29570	51292	19758

Table 6A is derived the same way as Table 2A with the exception that the landlord's share of the farm business is not included in Table 6A. For the owner-operator who rents no land, Table 2A and 6A are the same.

Table 6B-OPERATORS SHARE OF CASH EXPENSES - 1981

Item	Average of 501 Farms	100 Most Profitable Farms	100 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	\$ 828	\$ 709	\$ 914
3 Other Dairy Cattle	827	593	727
4 Beef Breeding Cattle	218	266	292
5 Beef Feeder Cattle	5753	848	22451
6 Hogs Complete	627	668	636
7 Hogs Finishing	1674	2198	4045
8 Hogs Producing Weaning Pigs	161	126	201
9 Sheep, Farm Flock	36		140
10 Sheep, Feeder Lambs			
11 Chickens	32	7	129
12 Turkeys			
13 Other Productive Livestock	46	125	10
14 Miscellaneous Livestock Expense	3313	4675	3088
15 Feed Bought	15636	16827	22123
16 Fertilizer	8250	8147	12180
17 Chemicals	4228	3631	6498
18 Other Crop Expense	6129	5564	9010
19 Irrigation Operation Cost	232	310	253
20 Custom Work Oper. C. Inc. La.	72		320
21 Custom Work Hired	3107	3536	3940
22 Repair & Upkeep of Live. Eq.	979	1183	810
23 Repair & Upkeep of Farm R. S.	1264	1462	1627
24 Gas, Oil, Gr. B. (F. S.)	5996	6273	7748
25 Repair & Op. Mach. T. T. A. (F. S.)	5329	5472	7620
26 Repair & Upkeep of Irr. Eq.	20	20	33
27 Repairs, Custom Work Ent.	22		82
28 Wages of Hired Labor	3785	4067	6171
29 Pers. Prop. & R. E. Taxes	1304	1364	2220
30 Cash Rent	6190	4821	8394
31 General Farm Expenses	2054	2297	2932
32 Tele. Exp. (F. S.)	271	293	331
33 Elec. Exp. (F. S.)	1598	2085	1600
34 Interest Actually Paid	16340	16744	26217
35 Total Cash Operating Exp.	96322	94314	152742
36 Power, C. & Gen. Mach. B. (F. S.)	12606	13879	14161
37 Irrigation Eq. Bought	244	55	216
38 Custom Work Enter. Eq. Bought	7		37
39 Livestock Eq. Bought	2276	2907	1267
40 New R. E.-Bldgs/Imprvmnts	8639	12126	5505
40A New Real Estate-Land	13904	12832	16573
41 T. F. Purch. (35) Thru (40A)	133999	136112	190500
42 Decrease In Farm Capital			9804
43 Int. on F. C. (7% Opp. Chg)	7700	8298	10783
44 Unpaid Family Labor	557	379	572
45 Board Furn. Hired Labor	131	131	161
46 T. Farm Exp. (41) Thru (45)	142378	144921	211820
47 Ret. to Oper. L & Mgmt (O.S.)			
(6A/40)-(46)	2371	38138	-37380
48 Ret. To Cap. & F.L. (47)+(44)+			
(43)	10628	46815	-26025

Table 6B lists the operators share of exp. items. Cash rent and cash interest paid by the operator are included as part of cash operating exp. The sum of item 27, Interest Expense, and item 34, Interest on Farm Capital equals 6% of the operators average capital. Return to Capital and Family Labor represents the amount available for debt service, living expense, and savings.

EXPLANATION FOR WORK UNITS

The TOTAL WORK UNITS on any one farm is one measure of the size of that farm business. A Work Unit, as used in this report, is the average accomplishment of a farm worker in a ten hour day. Total number of Work Units is not a measure of how hard a farmer works or how much machinery and equipment is used in getting the work done but it does measure how much is being accomplished on the farm. The Work Unit values in Table 7 below were changed in 1973 to make this a more realistic measure.

Table 7 - WORK UNITS FOR CROP, LIVESTOCK AND WORK OFF THE FARM

Item	No. of Work Units	Item	No. of Work Units/Acre
Dairy Cows	7.0/cow	Bly., Wheat, Oats	.30/acre
Other Dairy Cattle	1.2/head	Rye	
Beef Breeding Cows	1.5/head	Canning Peas	.40/acre
Beef Feeder	.12/cwt.	Oat Silage	.40/acre
Hogs-Complete	.12/cwt.	Canning Corn	.50/acre
Hogs-Finishing	.06/cwt.	Corn for Grain	.55/acre
Hogs-Weaning Pigs	1.4/litter	Soybeans	.45/acre
Sheep, Farm Flock	.60/head	Corn & Cane Silage	.60/acre
Lambs, Feeder	.30/head	Alfalfa Hay	.60/acre
Chicken, Laying Flock	5.0/100	O. Leg. & Mixed Hay	.40/acre
Broilers	.20/cwt.	Tame Grass Hay	.20/acre
Turkey, Laying Flock	25.0/100	Annual Hay	.30/acre
Turkey Pullets	.12/cwt	Leg. & Grass Silage	.40/acre
Labor Off Farm	1.0/\$20	Summer Fallow Tilled	.20/acre
Diverted Acres-Idle	.05/acre	Wild Hay	.20/acre
Sunflowers	.40/Acre	Sugar Beets	2.00/acre
Potatoes	3.00/Acre	Pinto Beans	.50/acre

ANIMAL UNITS

One animal unit represents; one dairy cow or bull, two other dairy cattle, 1 $\frac{1}{4}$ beef cows or bulls, 1 feeder steer or heifer, 3 $\frac{1}{3}$ other beef cattle, 7 sheep, 14 lambs, 2 $\frac{1}{2}$ hogs, 5 pigs, 50 hens, or 1,100 lbs. of turkeys produced.

AVERAGE PRICES FOR FARM GROWN FEEDS

Grain:

Corn	\$ 2.20 Per Bushel
Oats	1.80 Per Bushel

Hay:

Alfalfa	\$ 60.00 Per Ton
Other Legume Hay	50.00 Per Ton
Wild Hay	30.00 Per Ton

Other Roughages:

Corn Silage	\$ 18.00 Per Ton
Legume Silage	30.00 Per Ton

Pasture:

Cows	10.00 Per Head Per Month
Young Cattle	4.00 Per Head Per Month
Sheep	1.50 Per Head Per Month
Hogs	.50 Per Head Per Month

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanation and definitions are for use in interpreting Table 8 and the Thermometer Chart on page 17.

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 also in Table 2 and Table 3.
2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as percentage of the average; the average being 100%.
3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on the soil, TDN yield, labor required, etc. Rating can be found on Table 3.
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 - Measure 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 a one-hour day. Work units 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 24 through 28 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 the farm business. Note should be taken that items listed on Table 8 and the Thermometer Charts 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 - 1981

Item	Average of 501 Farms	100 Most Profitable Farms	100 Least Profitable Farms
1 Return to Oper. Labor & Mgnt.	\$ 2371	\$ 38138	\$-37380
2 Crop Yield Index	100.0	96.6	97.1
3 Percent Till. Land In High Ret. C.	84.6	84.7	85.1
4 Gross Ret. Per Till. A.(Ex. Pas.)	201.56	214.34	192.99
5 Ret. Per \$100 Feed Fed Prod. Lives.	100.0	112.2	89.2
6*Livestock Units Per 100 Acres	21.40	25.36	16.81
7 Size of Business-Work Units	453.55	549.23	462.85
8 Work Units Per Worker	290.74	336.95	280.52
9 P.M.Eq. B. Exp. Per Worker Units	70.98	64.10	88.10
10 Farm Cap. Investment Per Worker	319811	\$281436	475447
11 Index of Return Per \$100 Feed Fed			
12 6020A Beef Breed.F/C/G, Cow H.	100.0	110.1	96.1
13 6140A Beef Feeders Feedlot	100.0	93.2	96.5
14 6240A Chickens, L. F. Comm	100.0	40.2	102.5
15 6250A Chickens, L. F. Farm	100.0	48.4	
16 6290A Dairy Cows, Comm. Gen.	100.0	109.1	89.6
23 6310A Other Dairy, Comm. Repl.	100.0	120.4	86.7
28 6270A Hogs, Farrow, Fin, Gen.	100.0	106.7	90.5
29 6490A Hogs, Finishing	100.0	132.4	92.0
29 6510A Hogs, Wean. Pig Prod.	100.0	104.8	94.5
29 6670A Sheep, Farm Comm	100.0		109.5
30 Number of Animal Units	77.47	88.15	85.93
31 <u>Work Units</u>			
32 Crops	178.70	168.92	263.54
33 Productive Livestock	253.79	361.38	176.02
34 Other Productive Work Units	21.06	18.93	23.29
35 <u>Expenses Per Work Units</u>			
36 Trac. & Crop Mach. Exp.	\$40.05	34.34	54.34
37 F. S. of Auto & Tr. Exp.	8.73	7.78	11.26
38 F. S. of Elect. Exp.	3.59	3.79	3.27
39 Livestock Equip. Exp.	6.51	7.40	4.84
40 Building, F. & Tiling Exp.	12.09	10.81	14.39
40A O. Exp. Per Work Units (Inc. Cus. Ent)			
40B Gen. F. Tele;O. Util. Ex. Elect.	5.16	4.71	6.97
40C Hired Labor	8.40	7.76	13.21
41** Trac.& Crop Mach,Exp. Per Crop Ac.	49.63	54.67	47.63
42 Farm P. & Mach. Cost All. to Live.	2983.00	4176.44	1845.72
43 B,F.&T. Cost All. to Crops BCAF	2486.27	2183.99	4221.80
44 *Acres include all tillable land, Non-tillable hay & pasture			
45 **Acres include all tillable land, plus acres in non-tillable hay			
46 Marketing Index			

THERMOMETER CHART

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

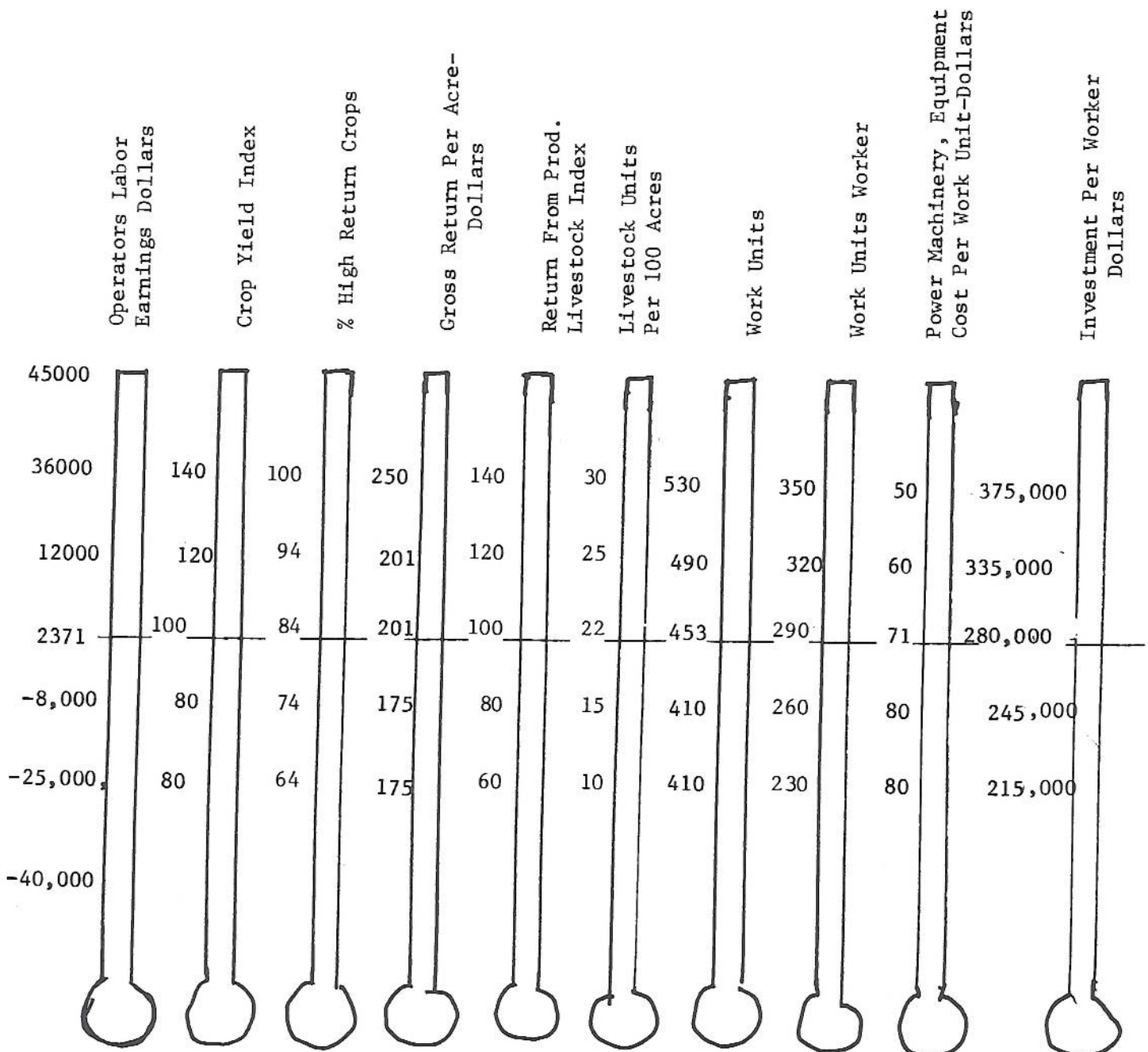


TABLE 9 - CROP PRODUCTION - ACRES & YIELD - 1981

Item	501 Farms Average Acres	100 High Earnings	100 Low Earnings
A. Total Small Grain & Can. Peas	76.5	63.5	120.5
B. Total Row Crops	225.3	198.7	349.2
C. Total Legumes, Inc. Seed	28.1	40.9	17.0
D. Total Other Hay	1.6	2.8	.8
E. Total Silage & Fodder	25.0	32.7	22.8
F. Total Tillable Pasture	.5	1.0	.1
I. Total Commercial Veg.			
J. Total Roadside Mar/Spec Crops			
K. Total Fallow & Idle Land	.3	.1	.8
L. Total Tillable Land	356.7	339.7	509.6
M. Total Non Tillable Hay/Past.	5.3	7.8	1.6
9985 Wild Hay Not Harvested(Non Till)	2.6	1.4	2.9
9986 Pasture Not Harvested	17.8	18.1	26.9
9987 Timber Not Harvested	3.0	3.5	3.5
9988 Roads & Waste	15.2	13.0	21.1
9989 Farmstead	8.8	8.4	12.8
O Total Land Not Harvested	47.4	44.4	67.2
P Total Non Tillable Land	52.7	52.2	68.8
Q Total Land In Farm or Ranch	409.4	391.9	578.4
9992 <u>Supplementary Management Information</u>			
9993 Percent Land Tillable	87.1	86.7	88.1
9994 Percent Land in High Return Cr.	84.6	84.7	85.1
9995 *Fertilizer Cost Per Acre	24.72	24.23	25.96
9996 *Crop Chemicals Per Acre	12.33	11.93	13.44
9997 * Seed & Other Costs Per Ac.	18.93	18.43	19.39
9998 *Gas,Oil, & Gr. Bought Per Ac.	14.07	15.84	12.31
9999 *Repair & Maint Cost/Acre	15.10	16.70	15.04
9999 *Tillable Land (-) Tillable Pasture, Fallow & Idle Land			

* Number of Farms Not indicated on crop data form means 10 or less farms were inclded in this crop data analysis.

Table 10 - CROP ANALYSIS

The Crop Analysis Tables for each individual crop shows the yield, value per unit, and gross return per acre.

Costs such as fertilizers, chemicals, seed and others, hired labor and custom work are costs that are assigned to each individual crop in the account book. These costs are shown in Table 10, under Direct Costs.

Other costs, called allocated costs, are not actual costs incurred but a calculated cost. The power and crop machinery expense is divided into ownership costs and operation costs for each crop. The power and crop machinery expense per crop work unit is calculated from the expense and net decrease on Table 3. Work units for each crop are used as a factor to calculate the per acre cost for power and crop machinery. Line 22 on each crop table shows the calculated interest on investment for equipment or land.

Land cost used is considered the going rental value for land of similar type in the local area. Land rental value reflects a charge for taxes and interest on investment in land. The only cost not included is storage cost and the operators labor.

The following crop ranks are used in this area report for crops raised. This rank is used in measuring the crop selection under percent high return crops on Table 8, Measures of Farm Organization. An A ranked crop is rated 100, B crop at 50, C crop at 25, and a D ranked crop has a rating of 0.

A Ranked Crops

Corn, Grain
Soybeans
Edible Beans
Potatoes
Sunflowers
Sugarbeets
Alfalfa
Other Legumes

B Ranked Crops

Flax
Wheat
Corn Silage
Legume Silage

C Ranked Crops

Barley
Rye
Sorghum
Sudax
Sorghum Silage
Millet
Oat Silage

D Ranked Crops

Oats
Meadow Hay
(Tillable)
Summer Fallow

TABLE 10 - CROP DATA FOR BARLEY - 1980

Item	Average Yield of 9 Farms
1 Acres	71.3
2 Yield	36.6
3 Value Per Production Unit	2.23
4 Crop Product Return	81.61
5 Other Crop Income	13.45
6 Total Crop Return	95.06
7 Direct Costs	
8 Fertilizer	\$ 10.55
9 Chemicals	1.49
10 Seed	24.39
10A Crop Drying	.21
10B Other Expense	1.25
11 Special Hired Labor	.46
12 Custom Work Hired	5.41
13 Irrigation Operation	
14 Total Direct Costs	\$ 43.76
15 Return Over Direct Costs	\$ 51.30
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	10.11
18 Farm Power & Machinery - Operation	13.94
19 Irrig. Equip Ownership	
20 Land Costs	51.78
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	3.08
23 Total Allocated Costs	78.91
24 Return Over All Listed Costs	-27.61
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.30
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	3.36
29 Return Over Listed Costs Per Unit	-.76
30 Breakeven Yield/Units of Production	55.01
30A Estimated Total Machine costs/acre	30.74
31 Total Listed Costs Per Acre	\$ 122.67
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	200.25
33A Buildings, Fences & Tiling Costs	
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----
39 Average Price Received Per Unit Sold	\$ 2.58
40 Quantity Sold (Operators Share)	708.1

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

TABLE 10-0085 CROP DATA FOR FALX - 1981

Item	Average Yield Per Acre
1 Acres	27.0
2 Yield	12.3
3 Value Per Production Unit	7.00
4 Crop Product Return	86.10
5 Other Crop Income	6.56
6 Total Crop Return	92.66
7 Direct Costs	
8 Fertilizer	21.11
9 Chemicals	2.59
10 Seed	8.22
10A Crop Drying	
10B Other Expense	1.81
11 Special Hired Labor	
12 Custom Work Hired	
13 Irrigation Operation	
14 Total Direct Costs	33.73
15 Return Over Direct Costs	58.93
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	7.81
18 Farm Power & Machinery - Operation	5.37
19 Irrig. Equip Ownership	
20 Land Costs	25.00
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	2.54
23 Total Allocated Costs	\$ 40.72
24 Return Over All Listed Costs	\$ 18.21
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.30
27 Power Costs Allocation Factor	.50
28 Total Listed Cost Per Unit of Production	6.08
29 Return Over Listed Costs Per Unit	1.48
30 Breakeven Yield/Units of Production	10.64
30A Estimated Total Machiner Costs/Acre	15.72
31 Total Listed Costs Per Acre	\$ 74.45
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	\$ 49.92
33A Buildings, Fences & Tiling Costs	
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----

39 Average Price Received Per Unit Sold

40 Quantity Sold (Operators Share)

* Does not include interest on investment in irrigation equipment.

TABLE 10-0105 CROP DATA FOR OATS - 1981

Item	Average Yield 315 Farms	63 Farms High In Yield	63 Farms Low In Yield
1 Acres	28.2	23.7	26.4
2 Yield	67.3	87.8	45.6
3 Value Per Production Unit	1.86	2.07	1.80
4 Crop Product Return	\$ 125.17	181.74	82.08
5 Other Crop Income	16.96	37.21	6.06
6 Total Crop Return	\$ 142.13	218.95	88.14
7 Direct Costs			
8 Fertilizer	10.74	6.79	15.53
9 Chemicals	1.35	.66	2.35
10 Seed	8.01	7.93	8.03
10A Crop Drying			
10B Other Expense	1.49	1.81	.80
11 Special Hired Labor	.85		1.67
12 Custom Work Hired	4.79	3.84	7.01
13 Irrigation Operation			
14 Total Direct Costs	\$ 27.23	21.05	35.39
15 Return Over Direct Costs	\$ 114.90	197.90	52.75
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	14.04	17.57	10.35
18 Farm Power & Machinery - Operation	18.30	20.09	15.28
19 Irrig. Equip. Ownership			
20 Land Costs	48.47	53.14	44.14
21 Miscellaneous Costs	.18	.17	.08
22 *Interest on Mach. & Eq. Inv.	4.79	6.00	3.80
23 Total Allocated Costs	85.78	96.97	73.65
24 Return Over All Listed Costs	29.12	100.93	-20.90
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs All. Factor	.98	1.00	.98
28 Total Listed Cost Per U. of Prod.	1.68	1.34	2.39
29 Ret. Over Listed Costs Per Unit	.43	1.15	-.46
30 Breakeven Yield/Units of Prod.	60.76	57.01	60.58
30A Est. Total Mach. Costs/Acre	40.32	46.22	34.11
31 Total Listed Costs Per Acre	\$113.01	118.02	109.04
32 Other Possible Costs Not Listed			
33 Util. & O. Gen Farm Exp.	78.25	58.31	62.37
33A Buildings, F. & Tiling Costs			
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
39 Average Price Rec. P. U. Sold	\$ 1.93	1.97	1.62
40 Quantity Sold (Oper. Share)	643.5	704.4	496.9

* Does Not include interest on investment in irrigation equipment.

TABLE 10-0120 CROP DATA FOR RYE - 1981

Item	Average Yield Per Acre
1 Acres	46.1
2 Yield	31.4
3 Value Per Procution Unit	2.99
4 Crop Product Return	\$ 93.86
5 Other Crop Income	
6 Total Crop Return	\$ 93.86
7 Direct Costs	
8 Fertilizer	\$ 2.43
9 Chemicals	
10 Seed	3.49
10A Crop Drying	
10B Other Expense	.76
11 Special Hired Labor	1.02
12 Custom Work Hired	
13 Irrigation Operation	
14 Total Direct Costs	\$ 7.70
15 Return Over Direct Costs	86.16
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	8.70
18 Farm Power & Machinery - Operation	15.29
19 Irrig. Equip Ownership	
20 Land Costs	32.43
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	2.96
23 Total Allocated Costs	\$ 59.38
24 Return Over All Listed Costs	26.78
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.30
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	2.14
29 Return Over Listed Costs Per Unit	.85
30 Breakeven Yield/Units of Production	22.43
30A Estimated Total Machiner Costs/Acre	26.95
31 Total Listed Costs Per Acre	67.08
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	\$ 126.79
33A Buildings, Fences & Tiling Costs	
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----
39 Average Price Received Per Unit Sold	\$ 2.86
40 Quantity Sold (Operators Share)	\$1161.4

*Does not include interest on investment in irrigation equipment.

TABLE 10-0195 CROP DATA FOR WHEAT - SPRING - 1981

Item	Average Yield of 185 Farms	37 Farms High In Yield	37 Farms Low In Yield
1 Acres	112.6	85.5	102.3
2 Yield	34.6	45.4	24.4
3 Value Per Production Unit	3.97	4.33	3.88
4 Crop Product Return	\$ 137.33	196.55	94.63
5 Other Crop Income	7.50	18.40	3.89
6 Total Crop Return	\$ 144.83	214.95	98.52
7 Direct Costs			
8 Fertilizer	21.64	18.25	24.89
9 Chemicals	2.74	1.80	3.83
10 Seed	9.56	9.63	10.23
10A Crop Drying	.29	.43	.67
10B Other Expense	1.63	3.08	.59
11 Special Hired Labor	1.21	.33	.74
12 Custom Work Hired	3.51	1.53	7.17
13 Irrigation Operation			
14 Total Direct Costs	\$ 40.58	35.05	48.12
15 Return Over Direct Costs	\$ 104.25	179.90	50.40
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	12.25	11.70	7.35
18 Farm Power & Mach. Operation	16.10	15.87	13.65
19 Irrig. Equip Ownership			
20 Land Costs	68.23	75.86	64.89
21 Miscellaneous Costs	.44	.05	.50
22 *Int. on Mach. Equip. Investment	4.28	4.00	3.78
23 Total Allocated Costs	101.30	107.48	90.17
24 Return Over All Listed Costs	2.95	72.42	-39.77
25 Supplementary Management Inform.			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Tot. Listed Cost P. U. of Prod.	4.10	3.14	5.67
29 Ret. Over Listed Costs Per Unit	.08	1.60	-1.63
30 Breakeven Y/Units of Prod.	35.74	32.92	35.64
30A Est. Total Mach. Costs/Acre	34.97	32.59	29.56
31 Total Listed Costs Per Acre	141.88	142.53	138.29
32 Other Possible Costs Not Listed			
33 Util. & O. Gen. Farm Exp.	230.15	128.20	199.32
33A Build. Fences & Tiling Costs			
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
39 Aver. Price Rec. Per Unit	3.91	3.79	3.86
40 Quantity Sold (Oper. Share)	3511.8	3221.9	2734.0

* Does not include interest on investment in irrigation equipment.

TABLE 10-0235 - CROP DATA FOR BEANS, NAVY - 1981

Item	Average Yield of 9 Farms
1 Acres	42.8
2 Yield	18.8
3 Value Per Production Unit	20.86
4 Crop Product Return	\$ 392.16
5 Other Crop Income	8.59
6 Total Crop Return	\$ 400.75
7 Direct Costs	
8 Fertilizer	\$ 12.83
9 Chemicals	21.75
10 Seed	29.51
10A Crop Drying	
10B Other Expense	6.54
11 Special Hired Labor	.42
12 Custom Work Hired	2.62
13 Irrigation Operation	
14 Total Direct Costs	\$ 73.67
15 Return Over Direct Costs	\$ 327.08
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	\$ 19.54
18 Farm Power & Machinery - Operation	24.72
19 Irrig. Equip. Ownership	
20 Land Costs	70.44
21 Miscellaneous Costs	1.94
22 *Interest on Mach. & Equip. Investment	5.28
23 Total Allocated Costs	\$ 121.92
24 Return Over All Listed Costs	\$ 205.16
25 Supplementary management information	
26 Work Units Assigned Per Acre	.50
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	10.40
29 Return Over Listed Costs Per Unit	10.91
30 Breakeven Yield/Units of Production	9.38
30A Estimated Total Machiner Costs/Acre	51.29
31 Total Listed Costs Per Acre	\$ 195.59
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	\$ 128.79
33A Buildings, Fences & Tiling Costs	
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----
39 Average Price Received Per Unit Sold	\$ 20.96
40 Quantity Sold (Operators Share)	467.4

* Does Not include interest on investment in irrigation equipment.

TABLE 10-0240 CROP DATA FOR BEANS, PINTO - 1981

Item	Average Yield of 9 Farms
1 Acres	58.0
2 Yield	20.7
3 Value Per Production Unit	19.56
4 Crop Product Return	\$ 404.89
5 Other Crop Income	
6 Total Crop Return	\$ 404.89
7 Direct Costs	
8 Fertilizer	\$ 12.52
9 Chemicals	21.31
10 Seed	28.19
10A Crop Drying	
10B Other Expense	12.65
11 Special Hired Labor	.46
12 Custom Work Hired	4.87
13 Irrigation Operation	
14 Total Direct Costs	\$ 80.00
15 Return Over Direct Costs	\$ 324.89
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	7.64
18 Farm Power & Machinery - Operation	29.07
19 Irrig. Equipment Ownership	
20 Land Costs	86.78
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	7.21
23 Total Allocated Costs	\$ 130.70
24 Return Over All Listed Costs	\$ 194.19
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.50
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	10.20
29 Return Over Listed Costs Per Unit	9.36
30 Breakeven Yield/Units of Production	10.77
30A Estimated Total Machiner Costs/Acre	47.17
31 Total Listed Costs Per Acre	\$ 210.70
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	\$ 142.04
33A Buildings, Fences & Tiling Costs	
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----
39 Average Price Received Per Unit Sold	\$ 20.87
40 Quantity Sold (Operators Share)	662.9

* Does not include interest on investment in irrigation equipment.

TABLE 10-0260 CROP DATA FOR CANNING CORN - 1981

Item	Average Yield 13 Farms
1 Acres	33.4
2 Yield	158.53
3 Value Per Production Unit	1.00
4 Crop Product Return	\$158.53
5 Other Crop Income	
6 Total Crop Return	\$158.53
7 Direct Costs	
8 Fertilizer	\$ 32.81
9 Chemicals	10.36
10 Seed	1.83
10A Crop Drying	
10B Other Expense	2.84
11 Special Hired	
12 Custom Work Hired	7.40
13 Irrigation Operation	
14 Total Direct Costs	\$ 55.24
15 Return Over Direct Costs	\$103.29
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	\$ 21.09
18 Farm Power & Machinery - Operation	37.52
19 Irrig. Equip Ownership	
20 Land Costs	71.15
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	5.92
23 Total Allocated Costs	\$135.68
24 Return Over All Listed Costs	\$-32.39
25 Supplementary management information	
26 Work Units Assigned Per Acre	.50
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	1.20
29 Return Over Listed Costs Per Unit	-.20
30 Breakeven Yield/units of Production	190.92
30A Estimated Total Machine Costs/Acre	69.47
31 Total Listed Costs Per Acre	\$190.92
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expense	\$105.98
33A Buildings, Fences & Tiling Costs	
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----
39 Average Price Received Per Unit Sold	
40 Quantity Sold (Operators Share)	

*Does not include interest on investment in irrigation equipment.

TABLE 10-0275 CROP DATA FOR CORN FOR GRAIN - 1981

Items	Average Yield 666 Farms	133 Farms High In Yield	133 Farms Low In Yield
1 Acres	95.2	91.5	86.9
2 Yield	99.0	121.0	75.7
3 Value Per Production Unit	2.25	2.33	2.17
4 Crop Product Return	\$222.78	281.93	164.26
5 Other Crop Income	.98	1.36	1.17
6 Total Crop Return	\$223.76	283.29	165.43
7 Direct Costs			
8 Fertilizer	\$ 39.59	38.07	41.71
9 Chemicals	16.90	15.28	17.41
10 Seed	15.47	15.36	16.26
10A Crop Drying	8.63	8.22	7.94
10B Other Expense	3.06	3.31	2.50
11 Special Hired Labor	.86	.21	1.62
12 Custom Work Hired	4.46	1.67	9.63
13 Irrigation Operation			
14 Total Direct Costs	\$ 88.97	82.12	97.07
15 Return Over Direct Costs	\$134.79	201.17	68.36
16 Allocated Costs			
17 Farm Power & Mach. - Ownership	\$ 23.87	25.92	20.55
18 Farm Power & Mach.-Operation	30.40	32.96	29.43
19 Irrig. Equip Ownership	.05		
20 Land Costs	57.06	64.12	48.20
21 Miscellaneous Costs	1.21	.49	1.13
22 *Interest on Mach. & Eq. Invest.	8.15	8.49	7.29
23 Total Allocated Costs	120.74	131.98	106.60
24 Return Over All Listed Costs	14.05	69.19	-38.24
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.55	.55	.55
27 Power Costs Allocation Factor	.99	1.01	.99
28 Total Listed Cost Per U. of Prod.	2.12	1.77	2.69
29 Return Over Listed Costs Per Unit	.14	.57	-.51
30 Breakeven Yield/U. of Prod.	93.20	91.89	93.86
30A Est. Total Mach. Costs/Acre	65.39	68.48	63.69
31 Total Listed Costs Per Acre	\$209.71	214.10	203.67
32 Other Possible Costs Not Listed			
33 Util. & Other Gen. Farm Exp.	\$491.85	419.69	450.37
33A Buildings, Fences & Til. Costs			
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
39 Average Price Rec. Per U. Sold	\$ 2.66	\$ 2.80	\$ 2.70
40 Quantity Sold (Opers. Share)	5204.7	5958.0	3603.8

* Does not include interest on investment in irrigation equipment.

TABLE 10-0335 CROP DATA FOR SOYBEANS - 1981

Item	Average Yield of 376 Farms	75 Farms High In Yield	75 Farms Low In Yield
1 Acres	121.4	107.9	101.2
2 Yield	30.3	40.1	22.3
3 Value Per Production Unit	6.24	6.43	5.88
4 Crop Product Return	\$189.05	257.84	131.14
5 Other Crop Income	5.26	7.80	2.54
6 Total Crop Return	\$194.31	265.64	133.68
7 Direct Costs			
8 Fertilizer	3.57	1.28	4.68
9 Chemicals	15.50	15.11	17.39
10 Seed	10.35	10.22	10.04
10A Crop Drying	.09	.05	.07
10B Other Expense	3.63	4.17	3.80
11 Special Hired Labor	1.96	1.35	2.66
12 Custom Work Hired	3.20	2.35	6.25
13 Irrigation Operation			
14 Total Direct Costs	38.30	34.53	44.89
15 Return Over Direct Costs	156.01	231.11	88.79
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	\$ 19.06	20.34	15.67
18 Farm Power & Mach.-Operation	24.29	25.79	21.96
19 Irrig. Equip Ownership			
20 Land Costs	66.75	75.20	57.72
21 Miscellaneous Costs	1.64	1.34	1.85
22 *Int. on Mach. & Eq. Investment	6.41	6.54	5.81
23 Total Allocated Costs	\$118.15	129.21	103.01
24 Return Over All Listed Costs	\$ 37.86	101.90	-14.22
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.45	.45	.45
27 Power Costs Allocation Factor	.99	1.00	.97
28 Tot. Listed Cost P. U. of Prod.	5.16	4.09	6.63
29 Ret. Over Listed Costs P. Unit	1.25	2.34	-.64
30 Breakeven Yield/U. of Prod.	25.07	25.46	25.15
30A Est. Total Mach. Costs/Acre	51.89	54.24	47.61
31 Total Listed Costs Per Acre	\$156.45	\$163.74	\$147.90
32 Other Possible Costs Not Listed			
33 Util. & O. Gen Farm Exp.	\$445.54	\$332.79	\$403.32
33A Build., Fences & Til. Exp.			
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
39 Average Price Rec. P. U. Sold	\$ 6.29	\$ 6.72	\$ 5.92
40 Quantity Sold(Operators Share)	2740.5	2914.5	1937.8

* Does Not include interest on investment in irrigation equipment.

TABLE 10-0340 CROP DATA FOR SUGARBEETS - 1981

Item	Average Yield 18 Farms
1 Acres	147.8
2 Yield	37.8
3 Value Per Production Unit	7.68
4 Crop Product Return	\$290.30
5 Other Crop Income	
6 Total Crop Return	\$290.30
7 Direct Costs	
8 Fertilizer	47.68
9 Chemicals	44.82
10 Seed	21.54
10A Crop Drying	
10B Other Expense	22.67
11 Special Hired Labor	43.52
12 Custom Work Hired	22.54
13 Irrigation Operation	
14 Total Direct Costs	\$202.77
15 Return Over Direct Costs	\$ 87.53
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	\$ 56.19
18 Farm Power & Machinery - Operation	67.47
19 Irrig. Equip. Ownership	
20 Land Costs	68.00
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	20.49
23 Total Allocated Costs	\$212.15
24 Return over All Listed Costs	-\$124.62
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	2.00
27 Power Costs Allocation Factor	.89
28 Total Listed Cost Per Unit of Production	10.97
29 Return Over Listed Costs Per Unit	- 3.29
30 Breakeven Yield/Units of Production	53.90
30A Estimated Total Machine Costs/Acre	159.18
31 Total Listed Costs Per Acre	\$414.92
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	\$4165.94
33A Buildings, Fences & Tiling Costs	
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----
39 Average Price Received Per Unit Sold	
40 Quantity Sold (Operators Share)	

* Does not include interest on investment in irrigation equipment.

TABLE 10-0350 CROP DATA FOR SUNFLOWERS - 1981

Item	Average Yield of 20 Farms	10 Farms High In Yield	10 Farms Low In Yield
1 Acres	119.1	139.4	98.7
2 Yield	13.4	16.0	9.8
3 Value Per Production Unit	9.88	10.69	9.08
4 Crop Product Return	\$ 132.39	171.04	88.98
5 Other Crop Income	1.13		.41
6 Total Crop Return	\$ 133.52	171.04	91.39
7 Direct Costs			
8 Fertilizer	23.82	24.07	23.49
9 Chemicals	10.25	8.30	13.02
10 Seed	9.34	9.05	9.76
10A Crop Drying	.86	.33	1.62
10B Other Expense	2.17	2.49	1.70
11 Special Hired Labor	.08		.20
12 Custom Work Hired	6.09	3.53	9.71
13 Irrigation Operation			
14 Total Direct Costs	\$52.61	47.77	59.50
15 Return Over Direct Costs	\$ 80.91	123.27	31.89
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	\$ 16.66	15.88	17.78
18 Farm Power & Mach.-Operation	23.42	25.36	20.71
19 Irrig. Equip Ownership			
20 Land Costs	60.55	65.20	55.90
21 Miscellaneous Costs			
22 *Interest on Mach. & Eq., Inv.	5.18	4.77	5.75
23 Total Allocated Costs	\$ 105.81	111.21	100.14
24 Return Over All Listed Costs	-24.90	12.06	-68.25
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.40	.40	.40
27 Power Costs Allocation Factor	.92	.95	.88
28 T. Listed Cost P. U. of Prod.	11.82	9.95	16.34
29 Ret. Over Listed Costs Per Unit	-1.86	.74	-6.99
30 Breakeven Yield/U. of Prod.	16.03	14.87	17.58
30A Est. Total Mach. Costs/ Acre	49.32	48.36	50.72
31 Total Listed Costs Per Acre	\$158.42	158.98	159.54
32 Other Possible Costs Not Listed			
33 Util. & O. Gen Farm Exp.	\$661.57	513.51	643.57
33A Build. Fences & Tiling Costs			
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
37 Average Price Rec. P. U. Sold	\$ 10.02	\$ 11.36	\$ 9.65
40 Quantity Sold(Operators Share)	1983.5	2922.0	1045.1

* Does not include interest on investment in irrigation equipment.

TABLE 10-0365 CROP DATA FOR CANNING PEAS - 1981

Item	Average Yield
1 Acres	26.0
2 Yield	174.35
3 Value Per Production Unit	1.00
4 Crop Product Return	\$174.35
5 Other Crop Income	
6 Total Crop Return	\$174.35
7 Direct Costs	
8 Fertilizer	\$ 14.85
9 Chemicals	2.27
10 Seed	
10A Crop Drying	
10B Other Expense	.92
11 Special Hired Labor	
12 Custom Work Hired	.12
13 Irrigation Operation	
14 Total Direct Costs	\$ 18.16
15 Return Over Direct Costs	\$156.19
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	\$ 17.69
18 Farm Power & Machinery - Operation	22.79
19 Irrig. Equipment Ownership	
20 Land Costs	74.60
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	6.74
23 Total Allocated Costs	\$121.82
24 Return Over All Listed Costs	34.37
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.40
27 Power Costs Allocation Factor	.94
28 Total Listed Cost Per Unit of Production	.80
29 Return Over Listed Costs Per Unit	.20
30 Breakeven Yield/Units of Production	139.98
30A Estimated Total Machine Costs/Acre	47.30
31 Total Listed Costs Per Acre	\$139.98
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	\$ 61.38
33A Buildings, Fences & Tiling Costs	
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----
39 Average Price Received Per Unit Sold	
40 Quantity Sold (Operators Share)	

* Does not include interest on investment in irrigation equipment.

TABLE 10-0400 CROP DATA FOR ALFALFA HAY - 1981

Item	Average Yield of 404 Farms	81 Farms High In Yield	81 Farms Low In Yield
1 Acres	35.0	35.4	27.7
2 Yield	3.7	4.2	1.8
3 Value Per Production Unit	60.00	60.00	60.00
4 Crop Product Return	\$222.00	252.00	105.67
5 Other Crop Income			1.99
6 Total Crop Return	\$222.00	252.00	107.66
7 Direct Costs			
8 Fertilizer	\$ 19.34	19.10	25.27
9 Chemicals	.40	.42	.58
10 Seed	9.51	8.25	10.73
10A Crop Drying			
10B Other Expense	3.51	3.11	2.00
11 Special Hired Labor	1.14	.45	1.35
12 Custom Work Hired	2.83	2.82	5.49
13 Irrigation Operation	.09		
14 Total Direct Costs	\$ 36.82	34.15	45.42
15 Return Over Direct Costs	\$185.18	217.85	62.24
16 Allocated Costs			
17 Farm Power & Mach. Ownership	\$ 28.19	32.13	21.49
18 Farm Power & Mach.-Operation	36.16	39.55	32.48
19 Irrig. Equip. Ownership	.34		
20 Land Costs	49.82	55.41	48.63
21 Miscellaneous Costs	.03	.03	.04
22 *Interest on Mach. & Eq. Invest.	9.46	10.06	7.74
23 Total Allocated Costs	\$124.00	137.18	110.38
24 Return Over All Listed Costs	\$ 61.18	80.67	-48.14
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.60	.60	.60
27 Power Costs Allocation Factor	.97	.99	.93
28 T. Listed Cost P. U. of Prod.	43.98	40.79	85.68
29 Ret. Over Listed Costs P. Unit	16.08	19.21	-26.04
30 Breakeven Yield/Units of Prod.	2.70	2.85	2.70
30A Estimated T. Mach. Costs/Acre	75.70	83.62	65.37
31 Total Listed Costs Per Acre	\$160.82	171.33	155.80
32 Other Poss. Costs Not Listed			
33 Util. & Other Gen Farm Exp.	\$204.98		139.86
33A Build., Fen. & Tiling Costs			
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
39 Average Price Rec. P. U. Sold			
40 Quantity Sold (Oper. Share)			

* Does not include interest on investment in irrigation equipment.

TABLE 10-0535 CROP DATA FOR LEGUME, LEGUME-GRASS SILAGE - 1981

Item	Average Yield of 42 Farms
1 Acres	26.5
2 Yield	18.7
3 Value Per Production Unit	25.81
4 Crop Product Return	\$482.64
5 Other Crop Income	
6 Total Crop Return	\$482.64
7 Direct Costs	
8 Fertilizer	\$ 20.87
9 Chemicals	.30
10 Seed	10.64
10A Crop Drying	.53
10B Other Expense	.38
11 Special Hired Labor	.08
12 Custom Work Hired	2.68
13 Irrigation Operation	
14 Total Direct Costs	\$ 35.48
15 Return Over Direct Costs	\$447.16
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	\$ 15.82
18 Farm Power & Machinery - Operation	30.11
19 Irrig. Equip Ownership	
20 Land Costs	51.45
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	7.82
23 Total Allocated Costs	\$105.20
24 Return Over All Listed Costs	\$341.96
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.40
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	7.53
29 Return Over Listed Costs Per Unit	18.29
30 Breakeven Yield/Units of Production	5.45
30A Estimated Total Machine Costs/Acre	55.54
31 Total Listed Costs Per Acre	\$140.68
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	\$ 98.88
33A Buildings, Fences & Tiling Costs	
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----
39 Average Price Received Per Unit Sold	
40 Quantity Sold (Operators Share)	

*Does not include interest on investment in irrigation equipment.

TABLE 10-0550 CROP DATA FOR CORN & SORGHUM SILAGE - 1981

Item	Average Yield 324 Farms	65 Farms High of Yield	65 Farms Low In Yield
1 Acres	32.9	28.4	30.9
2 Yield	14.8	24.1	8.3
3 Value Per Production Unit	18.00	18.00	18.00
4 Crop Product Return	\$266.40	433.80	149.40
5 Other Crop Income			
6 Total Crop Return	\$266.40	433.80	149.40
7 Direct Costs			
8 Fertilizer	\$ 33.71	32.82	31.75
9 Chemicals	15.05	16.44	12.39
10 Seed	13.59	12.32	13.43
10A Crop Drying	.06		
10B Other Expense	1.91	1.94	1.20
11 Special Hired Labor	.76	.70	.06
12 Custom Work Hired	4.44	4.30	7.51
13 Irrigation Operation			
14 Total Direct Costs	\$ 69.52	68.52	66.34
15 Return Over Direct Costs	\$196.88	365.28	83.06
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	\$ 27.58	29.60	19.91
18 Farm Power & Mach.-Operation	37.06	37.86	36.13
19 Irrig. Equip Ownership			
20 Land Costs	48.39	56.94	39.40
21 Miscellaneous Costs	.09		.19
22 *Interest on Mach. & Eq. Invest.	9.51	10.34	7.78
23 Total Allocated Costs	\$122.63	134.74	103.41
24 Return Over All Listed Costs	\$ 74.25	230.54	-20.35
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.60	.60	.60
27 Power Costs Allocation Factor	.99	1.00	1.00
28 T. Listed Cost P. U. Of Prod.	13.01	8.44	20.40
29 Ret. Over Listed Costs Per Unit	4.96	9.74	-2.80
30 Breakeven Yield/ U. of Prod.	10.70	11.18	9.67
30A Est. Total Mach. Costs/Acre	77.11	80.67	68.83
31 Total Listed Costs Per Acre	\$192.15	203.26	169.75
32 Other Possible Costs Not Listed			
33 Util. & O. Gen Farm Expenses	\$206.38	169.91	165.74
33A Build. Fen. & Tiling Costs			
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
39 Ave. Price Rec. Per Unit Sold			
40 Quantity Sold(Operators Share)			

* Does Not include intrest on investment in irrigation equipment.

TABLE 10-3275 CROP DATA FOR CORN FOR GRAIN (IRRIGATED) - 1981

Item	Average Yield 47 Farms	16 Farms High In Yield	16 Farms Low In Yield
1 Acres	85.6	92.5	76.7
2 Yield	119.2	132.8	101.1
3 Value Per Production Unit	2.15	2.20	2.12
4 Crop Product Return	\$256.92	292.16	214.35
5 Other Crop Income	1.87	1.70	1.28
6 Total Crop Return	\$258.79	293.86	215.63
7 Direct Costs			
8 Fertilizer	\$ 64.24	62.26	64.22
9 Chemicals	18.07	16.44	18.79
10 Seed	16.30	18.49	14.29
10A Crop Drying	10.58	7.63	10.21
10B Other Expense	2.41	1.15	2.86
11 Special Hired Labor	.86	.77	1.56
12 Custom Work Hired	9.25	3.75	19.17
13 Irrig. Oper. (Cost/Acre In. 2.63)	15.78 (2.37)	16.61 (2.99)	17.93
14 Total Direct Costs	\$137.49	127.10	149.03
15 Return Over Direct Costs	\$121.30	166.76	66.60
16 Allocated Costs			
17 Farm Po. & Mach. -Ownership	\$ 26.63	25.27	26.84
18 Farm Power & Mach. -Operation	33.21	33.24	34.78
19 Irrg. Eq. Own. (Cost Acre In. 6.86)	41.14 (5.13)	35.91 (7.00)	41.97
20 Land Costs	43.32	45.50	36.81
21 Miscellaneous Costs	.43	.58	.72
22 *Interest on Mach. & Eq. Invest.	9.91	8.76	9.62
23 Total Allocated Costs	\$154.64	149.26	150.74
24 Return Over All Listed Costs	\$-33.34	17.50	-84.14
25 Supplementary management Information			
26 Work Units Assigned Per Acre	.65	.65	.65
27 Power Costs Allocation Factor	.99	.99	.98
28 T. Listed Cost Per U. of Prod.	2.45	2.08	2.96
29 Ret. Over Listed Costs Per Unit	-.28	.13	-.83
30 Breakeven Yield/U. of Prod.	135.87	125.62	141.40
30A Est. Total Mach. Costs/acre	75.92	69.77	84.03
31 Totl Listed Costs Per Acre	\$292.13	276.36	299.77
32 O. Possible Costs Not Listed			
33 Util. & O. Gen Farm Exp.	\$677.79	595.25	702.86
33A Build. Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
37 Total Acre Inches of Water Applied	6	7	6
38 Cost of Irrigation	\$ 56.92	52.52	59.90
39 Ave. Price Rec. Per Unit Sold	\$ 2.65	\$ 2.73	\$ 2.46
40 Quantity Sold (Operators Share)	\$3474.5	4917.4	2567.1

*Does not include interest on investment in irrigation equipment.

TABLE 10-3400 CROP DATA FOR ALFALFA HAY (IRRIGATED) - 1981

Item	Average Yield of 23 Farms	11 Farms High In Yield	11 Farms Low In Yield
1 Acres	43.9	35.1	53.5
2 Yield	3.8	4.8	3.1
3 Value Per Production Unit	60.00	60.00	60.00
4 Crop Product Return	\$228.00	288.00	186.00
5 Other Crop Income	2.39		6.07
6 Total Crop Return	\$230.39	288.00	192.07
7 Direct Costs			
8 Fertilizer	\$ 35.06	35.61	34.39
9 C Chemicals	.84	1.40	.52
10 Seed	8.00	9.09	7.78
10A Crop Drying	.25		.45
10B Other Expense	5.01	4.19	5.72
11 Special Hired Labor			
12 Custom Work Hired	1.69	.68	2.45
13 Irr. Oper. (Cost/Acre In.2.13)	17.06 (1.93)	19.26 (2.56)	15.36
14 Total Direct Costs	67.91	70.23	66.67
15 Return Over Direct Costs	162.48	217.77	125.40
16 Allocated Costs			
17 Farm Power & Mach.-Owner.	\$29.30	24.46	31.97
18 Farm Power & Mach.-Operation	43.92	41.28	45.46
19 Irr. Eq. Own.(Cost/Acre In.3.82)	30.52 (3.35)	33.50 (4.61)	27.64
20 Land Costs	37.13	41.36	32.82
21 Miscellaneous Costs			
22 *Int. on Mach. & Eq. Invest.	9.30	7.37	10.34
23 Total Allocated Costs	\$150.17	147.97	148.23
24 Return Over All Listed Costs	12.31	69.80	-22.83
25 Supplementary Management Information			
26 Work Units Assigned Per Ac.	.80	.80	.80
27 Po. Costs Allocation Factor	1.00	1.00	1.00
28 Tot. Listed Co. P. U. Of Prod.	57.32	45.32	68.44
29 Ret. Over Listed Co. P. Unit	3.24	14.68	-7.27
30 Breakeven Yield/U. of Prod.	3.63	3.64	3.58
30A Est. Total Mach. Costs/Acre	83.65	73.56	89.40
31 To. Listed Cost Per Acre	218.08	218.20	214.90
32 Other Poss. Costs Not Listed			
33 Util. & O. Gen Farm Exp.	\$386.92	238.89	478.98
33A Build. Fen. & Tiling Exp.			
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
37 Total Acre Inc. Water Appl.	8	10	6
38 Cost of Irrigation	\$ 47.58	52.76	43.00
39 Ave. Pr. Rec. Per Unit Sold			
40 Quan. Sold(Operators Share)			

* Does not include interest on investment in irrigation equipment.

TABLE 10-3550 CROP DATA FOR CORN & SORGHUM SILAGE (IRRIGATED) 1981

Item	Average Yield of 25 Farms	12 Farms High In Yield	12 Farms Low In Yield
1 Acres	27.2	26.2	29.8
2 Yield	17.9	19.9	16.2
3 Value Per Production Unit	18.00	18.00	18.00
4 Crop Product Return	\$322.20	358.20	293.05
5 Other Crop Income			
6 Total Crop Return	\$322.20	358.20	293.05
7 Direct Costs			
8 Fertilizer	\$ 52.54	51.03	53.86
9 Chemicals	15.63	15.27	15.50
10 Seed	16.62	17.21	16.17
10A Crop Drying	.74	1.60	
10B Other Expense	1.65		3.12
11 Special Hired Labor			
12 Custom Work Hired	3.57	1.34	5.30
13 Irr. Op. (Cost/Acre in. 2.65)	13.27 (3.06)	15.31 (2.32)	11.58
14 Total Direct Costs	104.02	101.76	105.53
15 Return Over Direct Costs	\$218.18	256.44	187.52
16 Allocated Costs			
17 Farm Po. & Mach.-Ownership	28.74	32.43	25.57
18 Farm Po. & Mach.-Operation	48.98	51.26	46.80
19 Irr.Eq.Own. (Cost/Ac In.8.35)	41.73 (9.54)	47.71 (7.30)	36.51
20 Land Costs	38.04	34.25	39.17
21 Miscellaneous Costs			
22 *Int. on Mach. & Eq. Invest.	9.27	9.67	8.97
23 Total Allocated Costs	\$166.76	175.68	157.02
24 Ret. Over All Listed Costs	\$ 51.42	80.76	30.50
25 Supplementary Man. Information			
26 Work U. Assigned Per Acre	.80	.80	.80
27 Po. Costs Allocation Factor	1.00	.99	1.00
28 Total Listed Cost P. U. Prod.	15.09	13.95	16.20
29 Ret. Over Listed Co. Per Unit	3.00	4.14	1.88
30 Breakeven Yield/Units of Prod.	15.01	15.41	14.52
30A Est. To. Mach. Costs/Acre	89.37	94.61	84.88
31 Total Listed Co Per Acre	\$270.78	277.44	262.55
32 O. Poss. Costs Not Listed			
33 Util. & O. Gen. Farm Exp.	\$227.56	188.10	238.73
33A Build., Fences & T. Costs			
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
37 Total Acre Inc. of Water App.	5	5	5
38 Cost of Irrigation	55.00	63.02	48.09
39 Aver. Pr. Rec. Per Unit Sold			
40 Quan. Sold (Opers. Share)			

* Does not include interest on investment in irrigation equipment

TABLE 11A 6470 COSTS AND RETURNS FROM HOGS, FARROW FINISH, GENERAL 1981

Item	Average of 106 Farms	21 Farms High In Return Above Feed	21 Farms Low In Return Above Feed
1 Pounds of Hogs Prod.-Total	106628	140812	64116
PER HUNDRED WEIGHT			
2 Net Increase in Value of Hogs	\$44.06	51.25	36.00
3 Other Mis. Hog Income			
4 Total Value Produced	\$44.06	51.25	36.00
5 Pounds of Feed Fed			
6 Corn	258.4	207.4	243.6
7 Small Grain	15.8	22.8	17.7
8 Complete Ration	81.8	134.9	168.3
9 Protein, Min., Salt & Milk	84.7	48.1	67.9
10 Total Concentrates	440.7	413.2	497.5
11 Forages	1.8	.6	
12 Feed Cost			
13 Grains	12.53	10.30	12.28
14 Complete Ration	6.66	11.12	12.30
15 Protein, Salt & Min & Milk	11.64	7.25	11.22
16 Forages	.02	.01	
17 Pasture			
18 Total Feed Costs	30.85	28.68	35.80
19 Return Over Feed Costs	13.21	22.57	.20
20 Other Direct Costs			
21 Mis. Livestock Expense	1.27	1.40	1.67
22 Veterinary Expense	.78	1.08	.94
23 Custom Work	.68	.86	.91
24 Special Hired Labor	.37		
25 Total O. Direct Costs	3.10	3.34	3.52
26 Ret. Over Feed & O. Direct Co.	10.11	19.23	-3.32
27 Allocated Costs			
28 Power & Mach. Co. (PCAF .99)	1.32 (PCAF 1.00)	1.28 (PCAF .95)	1.15
29 Live Eq. Costs (ECAF 2)	1.83 (ECAF 2)	2.42 (ECAF 2)	1.71
30 Building & Fe. (BCAF 2)	1.83 (BCAF2)	1.73	1.65
31 Total All. Costs	4.98	5.43	4.51
32 Ret. Over All Listed Costs	5.13	13.80	-7.83
33 Supplementary Management Information			
34 Ret. for \$100 Feed Fed	142.83	178.68	100.54
35 Pr. Rec. Per CWT. All Ans.	45.29	49.01	43.11
36 Pr. Rec. Per CWT. Sold Mkt. O.	44.76	50.62	42.46
37 No. of Litters Farrowed	61	77	38
37A Litters/Bear. Female/Yr.	1.2	1.2	1.0
38 No. of Pigs Born Per Litter	10.1	11.1	9.3
39 No. of Pigs Weaned Per Litter	7.7	9.3	6.3
39A No. of Pigs Prod./Litter	7.7	9.2	6.0
40 Percent Death Loss	15.3	11.2	19.9
41 Ave. Weight of all Hogs Sold	210.7	206.2	205.3
42 Ave. Weight of Mkt Hogs Sold	217.5	210.8	220.6
43 Pr. Per CWT. Conc. Fed	7.00	6.94	7.20
44 Pr. Per CWT. Pro, Salt & Min	13.75	15.08	16.52
45 Pounds of Pork Purchased	4565	3312	5662
46 To. L. Cos, PerCwt Pk Prod.	38.93	37.45	43.83
47 Util. & O. Gen Farm Exp.	970.73	1150.06	603.92
48 Interest Allocation	-----	-----	-----
49 Other Costs Not Listed	-----	-----	-----
50 Total Cost	-----	-----	-----

A COMPLETE HOG ENTERPRISE is one where the pigs are farrowed and fed out on the farm. Feed fed includes the feed for the breeding herd as well as those marketed. Farms producing less than 500 lbs. were not included.

TABLE 11B 6490 COST AND RETURNS FROM HOGS, FINISHING - 1981

Item	Average of 85 Farms	17 Farms High In Ret. Above Feed	17 Farms Low In Ret. Above Feed
1 Average No of Pigs On Hand	204.2	274.9	176.5
2 Pounds of Hogs Produced	84841	111899	68948
PER HUNDRED WEIGHT			
3 Net Increase in Value of Hogs	32.08	36.25	30.69
4 Other Miscellaneous Hog Income			
5 Total Value Produced	32.08	36.25	30.69
6 Pounds of Feed Fed			
7 Corn	258.4	263.8	306.3
8 Small Grain	5.4	1.5	11.7
9 Complete Ration	59.4		127.6
10 Protein, Salt & Min & Milk	137.3	65.5	76.9
11 Total Concentrates	460.5	330.8	522.5
12 Forages	19.8	37.4	.5
13 Feed Cost			
14 Grains	12.08	11.27	14.58
15 Complete Ration	4.72		10.85
16 Protein, Salt & Min. & Milk	11.03	9.47	13.34
17 Forages	.22	.41	.01
18 Pasture			
19 Total Feed Costs	28.05	21.15	38.78
20 Return Over Feed Costs	4.03	15.10	-8.09
21 Other Direct Costs			
22 Miscellaneous Lives. Exp.	.48	.22	.34
23 Veterinary Expense	.31	.33	.35
24 Custom Work	.80	.48	.86
25 Special Hired Labor	.01		
26 Total Other Direct Costs	\$1.60	1.03	1.55
27 Ret. Over Feed & O. Dir. Costs	\$2.43	14.07	-9.64
28 Allocated Costs			
29 Po. & Mach. Co. (PCAF 1.00)	1.20 (PCAF1.00)	.97(PCAF1.00)	1.21
30 Live. Eq. Costs (ECAF 3)	1.46 (ECAF 3)	1.21(ECAF 3)	1.46
31 Build. & Fences (BCAF 3)	1.53 (BCAF 3)	1.26(BCAF 3)	1.56
32 To. Allocated Costs	4.19	3.44	4.23
33 Ret. Over All Listed Costs	-1.76	10.63	- 13.87
34 Supplementary Management Information			
35 Ret. for \$100 Feed Fed	114.36	171.37	79.13
36 Pr. Rec. Per CWT.	42.61	44.39	40.42
37 Ave. Weight of Pigs Sold	231.0	220.9	227.8
38 Ave. Price Pd Per Pig Bou.	40.87	34.42	43.92
39 Ave. Weight Per Pig Bought	50.8	40.0	44.9
40 No of Pigs Purchased	282	424	242
41 No Pigs Trans. In	216	210	241
42 Ave. Wt. of Pigs Trans. In	45.8	43.2	57.4
43 Pounds of Pork Purchased	14335	16961	10868
44 Percent Death Loss	3.8	3.3	5.2
45 Pr. Per CWT Conc. Fed	6.04	6.27	7.42
46 Pr. Per CWT Pro.Salt & Min Fed	8.04	14.45	17.35
47 Eff. Daily G.-Pds Per Day P. P	1.14	1.12	1.07
48 To.Listed Cost P.CWT P. Pr.	33.84	25.62	44.56
49 Util. & O. Gen. Farm Exp.	\$408.61	496.31	268.23
50 Interest Allocation	-----	-----	-----
51 Other Costs Not Listed	-----	-----	-----
52 Total Costs	-----	-----	-----

A HOG FINISHING ENTERPRISE is one where all hogs were purchased as feeders and fed out. Farms producing less than 5000 lbs were not included in the averages.

TABLE 11C 6510 COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1981

Item	Average of 60 Farms	12 Farms High In Return Above Feed	12 Farms Low In Return Above Feed
1 Number of litters Farrowed	73	73	61
		PER LITTER	
2 Net Increase in Value of Hogs	293.53	424.33	235.69
3 Other Mis. Weaning Pigs Inc.			
4 Total Value Produced	293.53	424.33	235.69
5 Pounds of Feed Fed			
6 Corn	1122.1	1033.7	1141.5
7 Small Grain	204.3	126.5	313.0
8 Complete Ration	554.6	661.6	588.2
9 Protein, Salt, Min. & Salt	407.9	265.1	552.1
10 Total Concentrates	2288.9	2086.9	2594.8
11 Forages	2.3		
12 Feed Cost			
13 Grains	65.01	56.44	66.08
14 Complete Ration	52.53	68.99	56.15
15 Protein, Salt & Min. & Milk	64.63	44.75	81.84
16 Forages	.07		
17 Pasture			
18 Total Feed Costs	182.24	170.18	204.07
19 Return Over Feed Costs	111.29	254.15	31.62
20 Other Direct Costs			
21 Mis. Livestock Exp.	15.03	12.78	22.51
22 Veterinary Expense	8.08	7.14	5.28
23 Custom Work	3.60	2.99	5.70
24 Special Hired Labor	.56	2.18	
25 To. O. Direct Costs	27.27	25.09	33.49
26 Ret. Over Feed & O. Dir. Co.	84.02	229.06	-1.87
27 Allocated Costs			
28 Po. & Mach. Co. (PCAF1.00)	18.49 (PCAF1.00)	19.76 (1.00)	18.59
29 Live. Eq. Co. (ECAAF 3)	20.59 (ECAAF 3)	18.86 (4)	17.25
30 Build. & Fences (BCAF 4)	22.18 (BCAF 3)	20.38 (4)	18.67
31 To. All. Cost	61.26	59.00	54.51
32 Ret. Over All Listed Costs	22.76	170.06	-56.38
33 Supplementary Management Information			
34 Ret. For \$100 Feed Fed	161.06	249.34	115.49
35 Ave. Pr. Rec. Per An. So.	54.04	55.48	57.31
36 Ave. Pr. Per Pig So. or Tr.	42.63	37.69	36.07
37 Ave. W. Per Pig So. or Tr.	65.5	48.9	48.6
38 No of Pigs Produced	533	600	395
39 No of Pigs Born Per Litter	9.7	10.0	9.0
40 No of Pigs Weaned Per Lit.	7.5	8.3	6.6
40A Litter/Bear Female/Year	1.2	1.3	1.3
41 Percent Death Loss	19.4	14.2	20.9
42 Pr. Per CWT. Con. Fed	7.96	8.15	7.36
43 Pr. Per CWT. P, S, & Min Fed	15.84	16.88	14.82
44 Feed & Supp Co. Per Pig Pr.	28.70	23.76	43.75
45 To. Listed Co. Per Litter	270.77	254.27	337.79
46 Util & O. Gen Farm Exp.	\$914.19	751.59	712.68
47 Interest Allocation	-----	-----	-----
48 Other Costs Not Listed	-----	-----	-----
49 Total Costs	-----	-----	-----

TABLE 12-6290 DAIRY COWS, COMMERCIAL, GENERAL - 1981

Item	Average of 254 Farms	51 Farms High In Return Above Feed	51 Farms Low In Return Above Feed
1 Average Number of Cows	46.4	48.4	42.3
		PER COW	
2 Pounds of Milk	14012	16207	11553
3 Pounds of Butterfat	504.7	583.4	416.2
4 Percent of Butterfat in Milk	3.6	3.6	3.6
5 Value of Produce			
6 Dairy Products Sold	\$1819.22	2135.54	1473.88
7 Dairy Products Used In H.	9.59	12.31	7.73
8 Milk Fed To Livestock	14.66	16.96	12.27
9 Net Inc. in Value of Cows	-104.61	-26.47	-194.49
10 Other Mis. Dairy Income	.06	.12	
11 Total Value Produced	\$1738.92	2138.46	1299.39
12 Pounds of Feed Fed			
13 Corn	4924.7	5208.5	4924.5
14 Small Grain	564.1	519.4	600.2
15 Complete Ration	282.0	66.7	652.6
16 Protein, Salt & Mineral	1126.2	1332.7	899.5
17 Total Concentrates	6897.0	7127.3	7076.8
18 Legume Hay	5512.8	5442.8	6026.6
19 O. Hay & Dry Roughage	251.3	27.5	100.1
20 Silage	13246.3	12226.9	14085.7
21 Feed Costs			
22 Grains	250.91	254.46	258.01
23 Complete Ration	26.25	5.58	53.85
24 P/S/M (Cost/CWT Fed 15.35)	172.91 (15.70)	209.30 (16.08)	144.70
25 All Hay & Dry Roughage	166.10	158.72	177.92
26 Silage	127.74	122.00	133.66
27 Pasture	2.69	2.05	3.64
28 Total Feed Costs	\$746.60	752.11	771.78
29 Return Over Feed Cost	992.32	1386.35	527.61
30 Other Direct Costs			
31 Mis. Livestock Expense	76.16	94.67	65.58
32 Veterinary Expense	31.42	34.24	29.91
33 Custom Work Hired	43.69	48.66	39.74
34 Special Hired Labor	1.85	.12	.17
35 To. O. Direct Costs	\$153.12	177.69	135.40
36 Ret. O. Feed & O. Direct Co	\$839.20	1208.66	392.21
37 Allocated Costs			
38 Power & Mach.c (PCAF 1.00)	73.37 (1.00)	79.14 (1.00)	72.08
39 Live Eq. Costs (ECAAF 4)	65.96 (4)	77.78 (4)	57.95
40 Build. & Fences (BCAF 4)	77.38 (4)	86.41 (4)	59.79
41 Total Allocated Costs	\$216.71	243.33	189.82
42 Return Over All Listed Co.	\$622.49	965.33	202.39
43 Supplementary Mangement Information			
44 Ret. for \$100 Feed Fed	232.91	284.33	168.36
45 Feed Cost Per CWT. Milk	5.33	4.64	6.68
46 Feed Cost Per Pd. of But.	1.48	1.28	1.85
47 Pd Milk Per Pd of Conc.	2.03	2.27	1.63
48 Ave. Pr. Per CWT. Milk Sold	13.14	13.35	12.92
49 Ave. Pr. Per Pd. of Butterfat	3.65	3.68	3.59
50 To. L Co. Per CWT. Milk Prod.	7.97	7.24	9.50
51 Dairy Cow Turnover Percent.	32.3	35.1	35.5
52 To. Listed Costs Per Cow	\$1116.43	1173.13	1097.00
53 Util & O. Gen. Farm Exp.	3262.24	3177.21	2430.59
54 Interest Allocation	-----	-----	-----
55 Other Costs Not Listed	-----	-----	-----
56 Total Costs	-----	-----	-----

TABLE 13-6310 OTHER DAIRY, REPLACEMENTS - 1981

Item	Average of 254 Farms	51 Farms High In Return Above Feed	51 Farms Low In Return Above Feed
1 Number of Head	54.2	50.4	54.0
		PER HEAD	
2 Net Increase in Value	\$306.33	498.17	263.50
3 Other Miscellaneous Income			
4 Total Income	\$306.33	498.17	263.50
5 Pounds of Feed Fed			
6 Corn	811.7	656.7	969.5
7 Small Grain	241.3	127.6	304.3
8 Complete Ration	28.1	57.1	22.4
9 Protein, Salt & Minerals	174.6	168.7	171.6
10 Hay & Dry Roughage	1953.1	1470.2	1571.1
11 Silage	6471.8	5449.2	7239.1
12 Milk	93.5	108.2	89.0
13 Feed Cost			
14 Grains	49.54	37.36	59.24
15 Complete Ration	3.32	7.66	1.94
16 Protein, Salt & Minerals	28.75	27.34	26.57
17 Hay & Dry Roughage	53.17	42.16	51.13
18 Silage	61.20	51.39	56.59
19 Milk	12.93	15.00	12.80
20 Pasture	2.42	1.98	1.46
21 Total Feed Costs	\$211.33	182.89	209.73
22 Return Over Feed Costs	\$ 95.00	315.28	53.77
23 Other Direct Costs			
24 Miscellaneous Expense	9.52	8.59	9.35
25 Veterinary Expense	3.86	3.85	3.13
26 Custom Work Hired	2.49	2.40	1.98
27 Special Hired Labor	1.27	.06	.39
28 Total O. Direct Costs	\$ 17.14	14.90	14.85
29 Ret. Over Feed & O. Dir Co.	\$ 77.86	300.38	38.92
30 Allocated Costs			
31 Po. & Mach. Co(PCAF 1.00)	13.32 (1.00)	12.00 (1.00)	13.92
32 Lives. Eq. Co (ECAAF 4)	12.16 (3)	11.32 (3)	11.33
33 Build. & Fen. (BCAF 4)	13.83 (3)	14.43 (3)	11.14
34 Total Allocated Costs	39.31	37.75	36.39
35 Return Over All Listed Costs	38.55	262.63	2.53
36 Supplementary Management Information			
37 Ret. for \$100 Feed Fed	144.95	272.38	125.63
38 Percent Death Loss-Total	8.8	9.7	8.9
39 Percent Calf Death Loss	17.0	17.3	17.8
40 Total Li. Co. Per Head	267.78	235.54	260.97
41 Util. & O. Gen Farm Exp.	\$632.32	524.03	541.17
42 Interest Allocation	-----	-----	-----
43 Other Costs Not Listed	-----	-----	-----
44 Total Costs	-----	-----	-----

TABLE 14 - ALL DAIRY & DUAL PURPOSE CATTLE - 1981

Item	Average of 254 Farms	51 Farms High In Return Above Feed	51 Farms Low In Return Above Feed
1 Average Number Cows	46.4	49.0	41.0
		PER COW	
2 Value of Dairy Products	\$1843.17	2158.39	1497.02
3 Net Increase in Value	298.15	514.63	210.27
4 Miscellaneous Dairy Income	.06	.12	
5 Total Value Produced	\$2141.38	2673.14	1707.29
6 Pounds of Feed Fed			
7 Grains	6984.1	7252.0	6846.0
8 Complete Rations	331.3	16.2	659.5
9 Po.S. & M. Inc. Milk Equiv	1371.1	1675.3	1025.5
10 Hay & Dry Roughage	8338.0	8490.0	9222.9
11 Silage	22037.0	22994.0	22618.8
12 Feed Cost			
13 Grains	319.98	323.53	318.34
14 Complete Rations	31.10	2.69	56.20
15 P.S. & M. Inc. Milk	226.88	275.06	181.83
16 Hay & Dry Roughage	236.94	242.76	256.49
17 Silage	210.71	222.18	209.63
18 Pasture Costs	5.63	5.12	5.34
19 Total Feed Costs	1031.24	1071.34	1027.83
20 Return Over Feed Costs	1110.14	1601.80	679.46
21 Other Direct Costs			
22 Mis. Livestock Expense	88.53	117.24	73.93
23 Veterinary Expense	36.49	39.16	29.07
24 Custom Work	46.92	51.02	38.29
25 Special Hired Labor	3.08	7.06	.07
26 Total O. Direct Costs	175.02	214.48	141.36
27 Ret. Over Feed & O. Dir. Co.	935.12	1387.32	538.10
28 Allocated Costs			
29 Power & Mach. Costs	88.74	93.09	88.41
30 Live. Eq. Costs	79.49	89.84	67.22
31 Building & Feces	94.50	104.88	67.74
32 Total Allocated Costs	\$262.73	287.81	223.37
33 Return Over All Listed Costs	\$672.39	1099.51	314.73
34 Supplementary Management Information			
35 Ret. for \$100 Feed Fed	207.65	249.51	156.38
36 To. Listed Costs Per Cow	\$1468.99	1573.63	1392.56
37 Util. & O. Gen. Farm Exp.	\$3988.44	4235.96	2782.29
38 Interest Allocation	-----	-----	-----
39 Other Costs Not Listed	-----	-----	-----
40 Total Costs	-----	-----	-----

TABLE 15A BEEF BREEDING 6020A FARM/COMM/GENERAL, COW HERD -1981

Item	Average of 37 Farms	12 Farms High In Return Above Feed	12 Farms Low In Return Above Feed
1 Average Number of Beef Cows	35.9	48.5	30.1
2 Ave. No. of O. Beef An & Bulls	25.8	40.1	19.2
3 Pounds of Beef Produced	17246	27531	11226
		PER COW	
4 Net Increase in Value	\$193.26	229.51	157.21
5 Other Mis. Beef Income			
6 Total Value Produced	\$193.26	229.51	157.21
7 Pounds of Feed Fed			
8 Grain	316.7	499.4	258.5
9 Protein, Salt & Mineral	119.1	100.9	183.5
10 Legume Hay	2318.2	2278.7	2594.1
11 O. Hay & Dry Roughage	2582.7	2286.6	3884.3
12 Silage	4719.4	5170.5	4093.6
13 Feed Cost			
14 Grain	13.18	20.31	11.30
15 Protein, Salt & Mineral	13.73	10.74	19.73
16 Legume Hay	68.22	67.07	79.47
17 Other Hay & Dry Roughage	38.22	28.85	66.18
18 Silage	40.19	42.80	35.42
19 Pasture	34.51	28.87	47.51
20 Total Feed Costs	\$208.05	198.64	259.61
21 Return Over Feed Cost	-14.79	30.87	-102.40
22 Other Direct Costs			
23 Mis. Livestock Expense	15.21	23.65	7.21
24 Veterinary Expense	7.05	7.42	5.48
25 Custom Work	10.45	8.68	15.28
26 Special Hired Labor	.19	.43	
27 Total O. Direct Costs	32.90	40.18	27.97
28 Return O. Feed & O. Dir Costs	-47.69	-9.31	-130.37
29 Allocated Costs			
30 Po. & Mach. Co (PCAF 1.00)	14.12 (1.00)	10.67 (1.00)	14.99
31 Live. Eq. Co. (ECAAF 1)	23.98 (1)	12.00 (2)	24.70
32 Build. & Fences (BCAF 1)	18.02 (1)	17.00 (2)	18.53
33 Total Allocated Costs	56.12	39.67	58.22
34 Return Over All Listed Costs	-103.81	-60.33	-188.59
35 Supplementary Management Information			
36 Ret. For \$100 Feed Fed	92.89	115.65	60.55
37 Price Per CWT. Sold	50.06	63.14	38.98
38 Pr.P.CWT. Calves S. or Tran.	59.85	61.40	57.37
39 Ave. Wt. Per Head Sold	910.9	1004.4	758.2
40 Ave. Wt Per Calf Sold or Tr.	550.4	612.2	502.8
41 Percent Death Loss	4.3	3.2	3.8
42 Percent Calf Crop	97.3	96.2	96.8
42A Percent Calf Death Loss	5.6	4.0	6.7
43 To. Listed Costs Per Cow	\$297.07	278.49	345.80
44 Util. & O. Gen Farm Exp.	\$338.86	448.43	193.10
45 Interest Allocation	-----	-----	-----
46 Other Costs Not Listed	-----	-----	-----
47 Total Costs	-----	-----	-----

TABLE 15B BEEF FEEDERS 6140 FEEDLOT -1981

Item	Average of 112 Farms	22 Farms High In Return Above Feed	22 Farms Low In Return Above Feed
1 Average Number of Beef Feed.	54.9	44.4	53.3
2 Pounds of Beef Produced	44725	57261	24187
		<u>PER HUNDRED WEIGHT</u>	
3 Net Inc. in Value of Anim.	\$ 49.29	55.63	39.54
4 Other Mis. Beef Income			
5 Total Value Produced	\$ 49.29	55.63	39.54
6 Pounds of Feed Fed			
7 Grain	517.8	697.1	567.5
8 Protein,Salt & Mineral	62.0	41.9	61.7
9 Legume Hay	109.9	44.9	258.9
10 Other Hay & Dry Roughage	27.2	19.0	65.2
11 Silage	982.5	611.9	951.7
12 Feed Cost			
13 Grain	23.19	24.15	23.29
14 Protein,Salt & Mineral	5.98	4.84	5.99
15 Legume Hay	3.10	1.30	9.47
16 Other Hay & Dry Roughage	.55	.38	.95
17 Silage	9.31	5.14	9.91
18 Pasture	.23	.03	1.59
19 Total Feed Cost	42.36	35.84	51.20
20 Return Over Feed Cost	6.93	19.79	-16.66
21 Other Direct Costs			
22 Mis. Livestock Expense	.98	.81	1.34
23 Veterinary Expense	1.13	2.01	.41
24 Custom Work Hired	1.50	1.10	1.67
25 Special Hired Labor	.02		.13
26 Total Other Direct Costs \$	3.63	3.92	3.55
27 Ret. Over Fedd & O. Dir Co. \$	3.30	15.87	-15.21
28 Allocated Costs			
29 Power & Mach. Co.(PCAF .97)	1.73	(.96) 1.20	(1.00) 2.23
30 Lives. Eq. Costs (ECAF 3)	2.09	(2) 1.51	(2) 3.42
31 Build. & Fences (BCAF 3)	2.05	(2) 1.65	(2) 2.51
32 Total Allocated Costs	5.87	4.36	8.16
33 Return Over All Listed Costs	-2.57	11.51	-23.37
34 Supplementary Management Information			
35 Return for \$100 Feed Fed	116.36	155.21	77.22
36 Price Per CWT. Sold	61.08	62.47	61.38
37 Ave. Wt. Per Head Sold	1130.5	1368.6	1015.3
38 Pr. Per CWT. Bought	64.94	64.31	70.42
39 Ave. Wt. Per Head Bought	599.1	620.8	499.2
40 No. of Head Bought	73	115	25
41 Percent Death Loss	1.4	1.1	2.1
42 Eff. Daily Gain/P./H./Day	2.23	3.53	1.24
43 To. L. Cost Per CWT Prod.	51.86	34.12	77.91
44 Util. & O. Gen Farm Exp.	\$470.37	467.51	236.14
45 Interest Allocation	-----	-----	-----
46 Other Costs Not Listed	-----	-----	-----
47 Total Costs	-----	-----	-----

TABLE 16A - 6670 SHEEP, FARM, COMMERCIAL - 1981

Item	Average
1 Average Number of Ewes	39.0
2 Pounds of Lamb & Mutton Produced	3887
3 Pounds of Wool Produced	316
	<u>PER EWE</u>
4 Value of Produce	
5 Wool	\$ 5.82
6 Net Increase in Value of Animals	63.46
7 Other Miscellaneous Sheep Income	
8 Total Value Produced	\$69.28
9 Pounds of Feed Fed	
10 Grain	488.4
11 Protein, Salt & Mineral	90.0
12 Legume Hay	444.2
13 Other Hay & Dry Roughage	128.2
14 Silage	
15 Feed Cost	
16 Grain	22.72
17 Protein, Salt & Mineral	10.15
18 Legume Hay	12.97
19 Other Hay & Dry Roughage	1.59
20 Silage	
21 Pasture	.97
22 Total Feed Costs	\$48.40
23 Return Over Feed Costs	20.88
24 Other Direct Costs	
25 Miscellaneous Livestock Expense	2.31
26 Veterinary Expense	2.95
27 Custom Work	3.03
28 Special Hired Labor	
29 Total Other Direct Costs	8.29
30 Return Over Feed & Other Direct Costs	\$12.59
31 Allocated Costs	
32 Power & Machinery Costs (PCAF 1.00)	8.55
33 Livestock Equipment Costs (ECAAF 2)	9.51
34 Building & Fences (BCAF 2)	9.96
35 Total Allocated Costs	\$28.02
36 Return Over All Listed Costs	-15.43
37 Supplementary Management Information	
38 Return For \$100 Feed Fed	143.14
39 Price Per CWT. Lamb & Mutton Sold	46.96
40 Price Per CWT. Lamb Sold or Transferred	66.45
41 Average Weight of Lambs Sold or Transferred	104.8
42 Pounds of Wool Per Sheep Sheared	7.5
43 Number of EWES Kept for Lambing	33
44 Percent Lamb Crop	127.3
45 Percent Death Loss	10.8
45A Percent Lamb Death Loss	19.0
46 Total Listed Costs Per Ewe	\$106.71
47 Utilities & Other General Farm Expense	163.81
48 Interest Allocation	-----
49 Other Costs Not Listed	-----
50 Total Costs	-----

TABLE 17A 6250A CHICKENS, LAYING FLOCK, FARM-AGGREGATOTAL - 1981

Item	Average
1 Average Number of Hens	6295.8
	<u>PER HEN</u>
2 Value of Produce	
3 Eggs Sold & Used	8.70
4 Increase in Value of Flock	- .29
5 Other Miscellaneous Flock Income	
6 Total Value Produced	8.41
7 Pounds of Feed Fed	
8 Grain	48.3
9 Complete Commercial Feed	2.3
10 Protein, Salt & Mineral	33.7
11 Total Pounds of Feed	84.3
12 Total Feed Cost	6.02
13 Return Over Feed Cost	2.39
14 Other Direct Costs	
14A Miscellaneous Livestock Expense	.04
14B Veterinary Expense	
14C Custom Work	
14D Special Hired Labor	.10
14E Total Other Direct Costs	
15 Return Over Feed & Other Direct Costs	2.25
16 Allocated Costs	
17 Power & Machinery Costs (PCAF 1.00)	.26
18 Livestock Equipment Costs (ECAAF 4)	.14
19 Building & Fences (BCAF 4)	.21
20 Total Allocated Cost	\$.61
21 Return Over All Listed Costs	\$ 1.64
22 Supplementary Management Information	
23 Return for \$100 Feed Fed	139.63
24 Eggs Laid Per Hen	256.4
24A Dozen of Eggs Per Hen	21.3
24B Percent of Lay	68.8
25 Price Per Dozen Eggs Sold	.44
26 Feed Cost Per Dozen Eggs	.31
26A Other Direct Costs Per Dozen Eggs	
26B Allocated Costs Per Dozen Eggs	.08
26C Pounds of Feed/Dozen Eggs	4.3
27 Return Over Feed Costs Per Dozen Eggs	.12
28 Percent Death Loss	10.1
29 Total Listed Costs Per Hen	\$ 6.63
30 Utilities & Other General Farm Expense	\$2847.61
31 Interest Allocation	-----
32 Other Costs Not Listed	-----
33 Total Costs	-----

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Item	1977	1978	1979	1980	1981
Number of records	440	500	505	550	501
Avg. Labor Earnings	15,232	21,220	17,942	26,779	2,371
Total Farm Sales	63,095	92,797	110,667	122,603	127,035
Total Cash Opr. Expense	45,959	47,274	58,569	63,664	96,322
<u>Return Over \$100 Feed Fed</u>					
Dairy Cows	195	250	256	232	232
Feeder Cattle	119	210	164	112	116
Hogs, Finishing	153	176	152	124	114
Laying Hens	145	121	129	121	139
<u>Miscellaneous Livestock Information</u>					
Number of Dairy Cows Herd	42.3	43.0	44.7	45.6	46.4
Pounds of Feeder Cattle Prod.	34,975	37,352	41,546	32,286	44,725
Pounds of Pork Prod. Finishing	62,571	65,827	68,491	87,962	84,841
Pounds Butterfat/Cow	476.8	468.5	493.9	505.8	504.7
Eggs Per Hen	232	242	260	260	256
<u>Prices Received Per:</u>					
CWT. Milk Sold	8.83	9.91	11.34	12.39	13.14
CWT. Beef Feeders	57.83	50.24	64.72	62.50	61.08
CWT. Hogs Finishing	41.46	48.97	56.83	38.94	42.61
Dozen Eggs Sold	.48	.36	.43	.41	.44
<u>Price of Feed:</u>					
Corn, Bushel	1.92	1.90	2.00	2.75	2.20
Oats, Bushel	1.00	1.10	1.20	1.45	1.80
Alfalfa Hay/Ton	45.00	40.00	40.00	60.00	60.00
Corn Silage/Ton	16.00	15.00	16.00	21.00	18.00
<u>Yields Per Acre:</u>					
Oats Bushels	74.4	52.5	59.8	62.2	67.3
Corn Grain, Bushel	92.4	94.8	92.0	88.5	99.0
Soybeans, Bushels	33.9	35.0	32.8	31.5	30.3
Corn Silage, Tons	13.8	12.1	13.8	13.2	14.8
Alfalfa Hay, Tons	3.4	3.9	4.2	3.8	3.7
Wheat, Bushels	50.1	29.6	36.6	45.3	34.6
Barley, Bushels	61.5	41.3	48.3	44.4	36.6

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 education 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 and wrong goals, since each family may approach the problems and opportunities they have in a different way. It is important that goals are too inflexible, they may be a liability to progress rather than an asset.

On the next page is a form you may use to write down your family goals for this year and future years. After the family has written down their goals you can rank them in order of importance. A few suggestions are listed under each topic area.

WHAT DOES YOUR FAMILY WANT?

Name _____ Date _____

Address _____

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

	This Year	Later
<u>FOR A PROFITABLE FARM BUSINESS:</u> Buy a new tractor to replace old John Deere A. Raise the production of the dairy herd by 500 lbs. milk per cow.		
<u>FOR SATISFYING LIVING:</u> Install kitchen cabinets. Paint exterior of home.		
<u>FOR DEVELOPEMENT OF FAMILY MEMBER:</u> Provide opportunity for son, Dave, to attend college in two years.		
<u>FOR LONG-TERM FINANCIAL SECURITY:</u> Improve net worth by 20% year.		