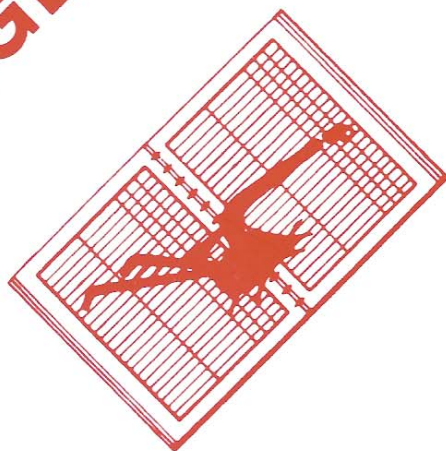


FARM BUSINESS MANAGEMENT



**1982 Annual Report
Northeast and East Central Minnesota
Report No. 27
April, 1983**

**AN ADULT
EDUCATION
PROGRAM**

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

1982 REPORT OF THE VOCATIONAL AGRICULTURE FARM MANAGEMENT
PROGRAM IN NORTHEASTERN AND EAST CENTRAL MINNESOTA
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COLOR CODE EXPLANATION

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

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

INTRODUCTION

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

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

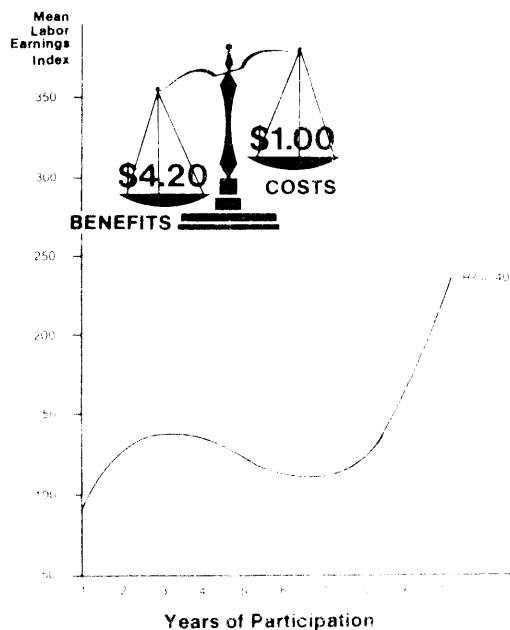
To accomplish the purpose, programs have been organized to generally conform to the following guidelines:

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

Most programs organize their courses around the same central themes. They are:

- Year 1 - Farm Business records and accounts.
- Year 2 - Farm Business analysis and evaluations.
- Year 3 - Farm Business organization.
- Advanced (For students who have completed Years 1, 2, and 3.)

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



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

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

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

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

For a cost of about \$85.00, the farmer receives a computerized depreciation schedule, and a very complete enterprise analysis of his farming operation. In addition, he will be working with a Farm Management Instructor who teaches him basic accounting procedures, and helps him to budget, interpret his analysis, and plan his operation and his credit needs. The "Ag Man" also helps him keep up with the latest agricultural developments. In short, the "Ag Man" helps the farmer to get the most out of his farm and himself.

In keeping with the times and to speed the analysis procedure, automatic data processing methods are used. Data is extracted from the individual farm record books at the Staples and satellite analysis centers, and submitted to specialized Data Systems at Madison, Wisconsin for processing by computer. Results are returned to the farmer as soon as the analysis is completed. Averages and indexes found in this report are computed after a majority of the Data Forms have been processed.

The Staples Technical Institute, in cooperation with the Vocational Division of the Minnesota State Department of Education and the University of Minnesota Agricultural Education Department, is charged with the responsibility for operation and maintenance of the Vocational Agriculture Farm Management Program in Northeast and East Central Minnesota. This 1982 report represents the twenty-seventh annual report for most of this area.

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

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

Cooperating agencies were represented by: Mr. Odell Barduson, Ms. Mary Phillips, Mr. Paul Day of the Vocational Division, State Department of Education, Sharon Grossbach of the Adult Vocational Programs, State Department of Education, and Dr. Edgar Persons and Dr. Paul Marvin of the Agriculture Education Department of the University of Minnesota.

The Records used in completing this report came from farmers enrolled in the Minnesota Farm Business Management Program in 11 high schools, 3 AVTI's, and one cooperative center in Northeast and East Central Minnesota.

A List of Cooperating Schools and Instructors follows:

Bagley	Bill Wendlandt
Barnum-Willow River	Darrel Ober, Harlan Beucler
Bemidji AVTI (serving Bagley, Clearbrook, Gonvick, Bemidji, Blackduck, Kelliher and Northome)	Steve Ziegler, Jim Sackett
Duluth AVTI (serving St. Louis County)	Jim Takala
Foley	Kenneth Johnson
Long Prairie	Robert Johnson, Lloyd Laine
Milaca	John R. Larson
Osakis	Mark Reicks
Park Rapids	Wendell Francis
Pierz	Ben Jorgenson
Pine City AVTI	Arvid Anderson
Princeton	Wes Wankel
Sebeka	Hap Knobloch, Cliff Gustafson
Woodland Center (serving Browerville, Clarissa, Eagle Bend, Bertha, Wadena, Staples and Motley)	Robert Anderson, Bill Ladwig, Len Naley

Records this year for the 19th time were analyzed by electronic data processing with the work being done by Specialized Data Systems at Madison, Wisconsin.

1979 - 1980 - 1981 - 1982 IN A CAPSULE

	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>
FARM SIZE (ACRES)	335	346	360	378
SIZE OF BUSINESS (WORK UNITS)*	373	386	439	463
RETURN TO CAPITAL & FAMILY LABOR	18651	22840	9337	12302
RETURN TO OPERATOR LABOR & MANAGEMENT (6B)	13622	18389	5791	8332
NET WORTH (AVG. JAN. 1 & DEC. 31)	89169	111618	124410	142916
RATIO OF ASSETS TO LIABILITIES (AVG.)	2.10	2.02	1.99	1.95

SOURCE OF INCOME - TABLE 3

INCOME FROM LIVESTOCK	68%	54%	60%	64%
INCOME FROM CROPS	28%	42%	36%	33%
MISCELLANEOUS INCOME; ALL OTHER INCOME	4%	4%	4%	3%

*One Work Unit equals one 10-hour working day.

MONEY SPENT BY THE AVERAGE NORTHEAST AND
EAST CENTRAL MINNESOTA FARMER

SUMMARY BY YEARS

	1978	1979	1980	1981	1982
TO OTHER FARMERS FOR LIVESTOCK & CUSTOM WORK	5189	8889	6347	6615	7782
TO THE AGRI-BUSINESS COMMUNITY FOR FERTI- LIZER, CHEMICALS, SEED, FEEDS, REPAIRS, AND FUEL	18342	23919	30089	35693	38446
FOR EXTRA LABOR	1178	1517	2199	2244	3032
SUPPORT OF LOCAL GOVT. (PROPERTY & OTHER TAX)	1114	1710	1586	1548	1997
FOR UTILITIES (ELECTRICITY & TELEPHONE)	1016	1681	2110	2519	3179
FOR USE OF OTHER PEOPLE'S CAPITAL (INTEREST & CASH RENT)	4843	7389	10855	14485	16841
FARM EQUIPMENT DEALERS (POWER & MACH.)	11324	12467	12230	11227	9534
BUILDINGS AND LAND	9482	14189	8495	9938	6515
FOOD, CLOTHING, HOUSE, FUEL, FURNITURE & PERSONAL CARE	4555	5496	5698	6222	6757
CONTRIBUTIONS - CHURCH & OTHER	324	405	415	572	562
MEDICAL CARE & HEALTH INSURANCE	1094	1332	1405	1642	1771
EDUCATION & RECREATION	877	1588	1868	1992	1344
LIFE INSURANCE & OTHER INVESTMENTS	570	760	725	764	1186

TOTAL MONEY SPENT BY ONE AVERAGE FARMER WITHIN HIS COMMUNITY & SERVICE AREA	\$59908	\$81344	\$84022	\$95461	\$98946

SOURCE

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

CASH SUMMARY OF FARM EARNINGS (WHOLE FARM) 1979 - 1982

	1979	1980	1981	1982
FARM RECEIPTS				
DAIRY COWS	4598	4449	4211	4573
DAIRY PRODUCTS	37990	47773	56180	67903
OTHER DAIRY	3146	4052	4172	4821
BEEF CATTLE (INCL. FEEDERS)	5137	2854	3551	3400
HOGS	3941	3629	3790	3717
SHEEP AND WOOL	53	46	64	
OTHER PROD. LIVESTOCK	25	41	28	15
CORN	1890	2574	3414	2447
WHEAT	246	515	439	95
OTHER SMALL GRAIN	520	807	1060	361
OTHER CROPS	1080	1710	1206	1220
CAPITAL ASSETS SOLD	481	397	1118	145
INCOME FROM WORK OFF THE FARM	823	538	540	335
MISCELLANEOUS FARM INCOME	1868	2820	2578	2479
1. TOTAL FARM SALES	61934	72178	78259	91511
2. INCREASE IN FARM CAPITAL	25787	24792	15346	10331
3. FAMILY LIVING FROM THE FARM	888	910	908	907
4. TOTAL FARM RECEIPTS 1 & 2 & 3	88609	97880	95194	102749
FARM EXPENSE				
DAIRY COWS BOUGHT	2110	2017	1602	1312
OTHER DAIRY BOUGHT	633	1323	1094	1038
BEEF CATTLE BOUGHT (INCL. FEEDERS)	3539	514	783	474
HOGS BOUGHT	620	121	215	284
SHEEP BOUGHT (INCL. FEEDERS)	9	18	12	
OTHER PROD. LIVESTOCK	7	9	6	1
MISCELLANEOUS LIVESTOCK EXPENSE	2392	3097	3670	4741
FEED BOUGHT	9438	12243	13556	14545
FERTILIZER & CHEMICALS	3401	4306	5962	5943
OTHER CROP EXP (INCL IRRIG OPER OR OPER COST)	1713	1823	2312	2760
CUSTOM WORK ENTERPRISE (INCL. LABOR)	16	5	131	6
CUSTOM WORK HIRED	2101	2585	2942	3614
GAS-OIL-GREASE BOUGHT (FARM SHARE)	2629	3335	4044	4144
REPAIR & OPR OF MACH/TRACTOR/TRUCK/AUTO (F.S.)	2531	3001	3447	3682
REPAIR & UPKEEP OF FARM REAL ESTATE	690	1039	1087	1220
REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT	557	759	725	1029
WAGES OF HIRED LABOR	1522	2232	2247	3033
ELECTRICITY EXPENSE (FARM SHARE)	1063	1375	1717	2237
REAL ESTATE & PERS PROPERTY TAXES	716	771	713	921
TELEPHONE & GENERAL FARM EXPENSE	1265	1482	1656	1956
5. TOTAL CASH OPERATION EXPENSE	39980	42056	47921	52939
6. POWER, CROP & GEN MACH BOUGHT	9169	9279	8581	7119
7. LIVESTOCK EQUIP BOUGHT	3466	3093	2426	2052
8. NEW REAL ESTATE & IMPROVEMENTS	11726	8192	6363	6273
9. TOTAL FARM PURCHASES	61350	62620	65291	68383
10. DECREASE IN FARM CAPITAL	875	0	5257	4619
11. INTEREST ON FARM CAPITAL	11168	13953	16126	18914
12. UNPAID FAMILY LABOR	845	721	836	914
13. LABOR CHARGE FOR PARTNERS	284	540	730	687
14. BOARD FURNISHED TO HIRED LABOR	82	50	87	76
15. TOTAL FARM EXPENSE 9-14	74604	77884	88327	93593
16. LABOR EARNINGS 4-15	14880	19996	6867	9156

THE CAPITAL INVESTMENT PICTURE IN THE FARM BUSINESS

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1982

		<u>Average of 203 Farms</u>	
1.	SIZE OF FARM - TOTAL ACRES	378.1	
2.	- TILLABLE ACRES	236.8	
3.	WORK UNITS - CROPS	113.37	
4.	- LIVESTOCK	347.16	
5.	- OTHER	2.71	
6.	TOTAL SIZE OF BUSINESS IN WORK UNITS	463.24	
7.	NUMBER OF WORKERS	1.78	
8.	FARM CAPITAL INVESTMENT PER WORKER	\$ 17778	
		<u>JAN. 1</u>	<u>DEC. 31</u>
9.	<u>PRODUCTIVE LIVESTOCK</u>		
10.	DAIRY COWS	35899	37352
11.	OTHER DAIRY CATTLE	19988	21131
12.	BEEF BREEDING CATTLE	4753	4623
13.	BEEF FEEDER CATTLE	917	676
14.	HOGS	1239	1427
15.	SHEEP (INCLUDING FEEDERS) & GOATS		
16.	POULTRY - ALL TYPES	2	2
17.	OTHER LIVESTOCK	37	44
18.	TOTAL PRODUCTIVE LIVESTOCK	\$ 62837	65255*
19.	<u>CROP, SEED & FEED</u>	22038	22992
20.	<u>POWER, MACHINERY & EQUIPMENT</u>		
21.	AUTO & TRUCK (FARM SHARE)	1769	1858
22.	POWER & MACHINERY	29681	29939
23.	IRRIGATION EQUIPMENT	2323	2085
24.	CUSTOM WORK EQUIPMENT	243	182
25.	LIVESTOCK EQUIPMENT	11358	11394
26.	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 45373	45459*
27.	<u>LAND</u>	91094	92304
28.	<u>BUILDINGS--FENCES--ETC.</u>	45996	47040
29.	TOTAL FARM CAPITAL	\$ 267338	273051*
30.	<u>INCREASE OR DECREASE IN TOTAL FARM CAPITAL</u>		\$ 5713*

Table 1 lists the categories of farm capital for the average of 203 farms and for the 41 most profitable and 41 least profitable farms. These averages include the landlord's share of the investment for the rental farms.

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

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

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1982

		Most Profitable Farms 41 High	
		JAN. 1	DEC. 31
1.	SIZE OF FARM - TOTAL ACRES	400.9	
2.	- TILLABLE ACRES	271.9	
3.	WORK UNITS - CROPS	141.23	
4.	- LIVESTOCK	528.19	
5.	- OTHER	4.81	
6.	TOTAL SIZE OF BUSINESS IN WORK UNITS	674.23	
7.	NUMBER OF WORKERS	2.34	
8.	FARM CAPITAL INVESTMENT PER WORKER	\$ 191862	
		JAN. 1	DEC. 31
9.	<u>PRODUCTIVE LIVESTOCK</u>		
10.	DAIRY COWS	55609	58823
11.	OTHER DAIRY CATTLE	35583	37870
12.	BEEF BREEDING CATTLE		
13.	BEEF FEEDER CATTLE	818	473
14.	HOGS	1528	2159
15.	SHEEP (INCLUDING FEEDERS) & GOATS		
16.	POULTRY - ALL TYPES		
17.	OTHER LIVESTOCK		
18.	TOTAL PRODUCTIVE LIVESTOCK	\$ 93538	99325*
19.	<u>CROP, SEED & FEED</u>	29595	35314
20.	<u>POWER, MACHINERY & EQUIPMENT</u>		
21.	AUTO & TRUCK (FARM SHARE)	1865	2090
22.	POWER & MACHINERY	37268	37550
23.	IRRIGATION EQUIPMENT	2408	2117
24.	CUSTOM WORK EQUIPMENT		
25.	LIVESTOCK EQUIPMENT	18295	18063
26.	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 59835	59819*
27.	<u>LAND</u>	87324	91646
28.	<u>BUILDINGS-FENCES-ETC.</u>	67489	68720
29.	TOTAL FARM CAPITAL	\$ 337781	354824*
30.	<u>INCREASE OR DECREASE IN TOTAL FARM CAPITAL</u>		\$ 17042*

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

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

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1982

		Least Profitable Farms	
		41 Low	
1.	SIZE OF FARM - TOTAL ACRES	496.3	
2.	- TILLABLE ACRES	310.4	
3.	WORK UNITS - CROPS	123.90	
4.	- LIVESTOCK	230.14	
5.	- OTHER	1.20	
6.	TOTAL SIZE OF BUSINESS IN WORK UNITS	355.24	
7.	NUMBER OF WORKERS	1.56	
8.	FARM CAPITAL INVESTMENT PER WORKER	\$ 205712	
		<u>JAN. 1</u>	<u>DEC. 31</u>
9.	<u>PRODUCTIVE LIVESTOCK</u>		
10.	DAIRY COWS	18553	19711
11.	OTHER DAIRY CATTLE	11041	10722
12.	BEEF BREEDING CATTLE	17495	16050
13.	BEEF FEEDER CATTLE	2383	1864
14.	HOGS	1922	1622
15.	SHEEP (INCLUDING FEEDERS) & GOATS		
16.	POULTRY - ALL TYPES	10	8
17.	OTHER LIVESTOCK	165	199
18.	TOTAL PRODUCTIVE LIVESTOCK	\$ 51568	50177*
19.	<u>CROP, SEED & FEED</u>	21676	20262
20.	<u>POWER, MACHINERY & EQUIPMENT</u>		
21.	AUTO & TRUCK (FARM SHARE)	2169	2557
22.	POWER & MACHINERY	31780	30357
23.	IRRIGATION EQUIPMENT	4541	4105
24.	CUSTOM WORK EQUIPMENT	1201	903
25.	LIVESTOCK EQUIPMENT	6302	6321
26.	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 45992	44243*
27.	<u>LAND</u>	140761	142188
28.	<u>BUILDINGS-FENCES-ETC.</u>	33281	34494
29.	TOTAL FARM CAPITAL	\$ 293279	291364*
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ (-1915)*

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1982

		Average of 203 Farms	41 Farms High	41 Farms Low
1	<u>SALE OF LIVESTOCK & LIVESTOCK PRODUCTS</u>			
2	DAIRY COWS	4573	7399	2589
3	DAIRY PRODUCTS	67903	111080	32922
4	OTHER DAIRY CATTLE	4821	9904	3367
5	BEEF BREEDING CATTLE	1756		7052
6	BEEF FEEDER CATTLE	1644	1033	4106
7	HOGS COMPLETE & MIXED	2038	4565	2033
8	HOGS FINISHING	735	1150	1563
9	HOGS PRODUCING WEANING PIGS	944	224	684
10	SHEEP, GOATS & WOOL, FARM FLOCK			
11	SHEEP & WOOL, FEEDER LAMBS			
12	CHICKENS (INCLUDING HENS & BROILERS)	1		5
13	TURKEYS			
14	EGGS	13		64
15	OTHER PRODUCTIVE LIVESTOCK & PRODUCTS			
16	OTHER MISCELLANEOUS LIVESTOCK INCOME	1		6
17	<u>TOTAL SALES OF PRODUCTIVE LIVESTOCK</u>	<u>\$ 84429*</u>	<u>135355*</u>	<u>54390*</u>
18	<u>SALE OF CROPS</u>			
19	WHEAT	95	128	283
19A	DURUM			
20	OTHER SMALL GRAINS	361	291	568
21	CORN	2447	1797	5594
22	SOYBEANS	382	170	1169
22A	SUNFLOWERS			
23	OTHER ROW CROPS	9	46	
24	LEGUMES & OTHER FORAGE	433	385	679
25	GRASS SEED			
26	FRUITS & NUTS			
27	VEGETABLE ROADSIDE MKT. & SPECIALTY	219		
28	NURSERY, TIMBER & OTHER	2		10
29	SET ASIDE ACRES-GOVERNMENT PAYMENTS	175	49	774
30	<u>TOTAL SALES FROM CROPS</u>	<u>\$ 4123*</u>	<u>2866*</u>	<u>9077*</u>
31	CAP. ASSETS SOLD (AUTO/TRK/MACH.)	122	326	42
31A	CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)			
31B	CAP. ASSETS SOLD (LAND)	23		
32	GAS TAX REFUND	55	31	78
33	INCOME FROM WORK OFF THE FARM	335	319	571
34	CUSTOM WORK ENTERPRISE INCOME	11		
35	PATRONAGE REFUNDS	715	1181	407
36	MISCELLANEOUS FARM INCOME	1698	1227	1766
37	<u>TOTAL FARM SALES</u>	<u>\$ 91511*</u>	<u>141306*</u>	<u>66331*</u>
38	INCREASE IN FARM CAPITAL	5713	17042	0
39	FAMILY LIVING FROM THE FARM	907	1315	806
40	<u>TOTAL FARM RECEIPTS (37)+(38)+(39)</u>	<u>\$ 98131*</u>	<u>159663*</u>	<u>67137*</u>

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

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1982

	Average of 203 Farms	41 Farms High	41 Farms Low
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	1312	1315	2094
3 OTHER DAIRY CATTLE	1038	1221	746
4 BEEF BREEDING CATTLE	197		789
5 BEEF FEEDER CATTLE	277		101
6 HOGS COMPLETE & MIXED	19	23	6
7 HOGS FINISHING	214	337	703
8 HOGS PRODUCING WEANING PIGS	51	207	7
9 SHEEP & GOATS			
10 SHEEP, FEEDER LAMBS			
11 CHICKENS (INCLUDING HENS & BROILERS)	1		3
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK			
14 MISCELLANEOUS LIVESTOCK EXPENSE	4741	7383	3086
15 FEED BROUGHT	14545	20375	11185
16 FERTILIZER	4646	6137	5073
17 CHEMICALS	1297	2087	1144
18 OTHER CROP EXPENSE	2673	3277	2888
19 IRRIGATION OPERATION COSTS	87	90	180
20 CUSTOM WK. ENTER. OPER. COSTS, INC. LABOR	6		30
21 CUSTOM WORK HIRED	3614	4742	2970
22 REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT	1029	1667	798
23 REPAIR & UPKEEP OF FARM REAL ESTATE	1220	2104	1151
24 GAS, OIL & GREASE BOUGHT (FARM SHARE)	4144	5237	4426
25 REPAIR & OPR. OF MACH., TRACTOR, TRUCK, AUTO	3656	5374	3249
26 REPAIR & UPKEEP OF IRRIGATION EQUIPMENT	21	15	44
27 REPAIRS-CUSTOM WORK ENTERPRISE	5		24
28 WAGES OF HIRED LABOR	3033	5982	2924
29 PERSONAL PROPERTY & REAL ESTATE TAXES	921	1411	843
30 GENERAL FARM EXPENSE	1642	2130	1518
31 TELEPHONE EXPENSE (FARM SHARE)	314	270	312
32 ELECTRICITY EXPENSE (FARM SHARE)	2237	3196	1581
33 TOTAL CASH OPERATING EXPENSE	\$ 52939*	74581*	47875*
34 POWER, CROP & GEN. MACH. BOUGHT (FARM SHARE)	7083	9122	5582
35 IRRIGATION EQUIPMENT BOUGHT	36		
36 CUSTOM WORK EQUIPMENT BOUGHT			
37 LIVESTOCK EQUIPMENT BOUGHT	2052	2978	1237
38 NEW REAL ESTATE - BLDGS/IMPROVEMENTS	5063	6602	4221
38A NEW REAL ESTATE - LAND	1210	4322	1427
39 TOTAL FARM PURCHASES (33) THRU (38A)	\$ 68383*	97605*	60341*
40 DECREASE IN FARM CAPITAL	0	0	1915
41 INTEREST ON FARM CAP. (7% OPPOR. CHG.)	18914	24241	20463
42 UNPAID FAMILY LABOR	914	716	1226
43 LABOR CHG. FOR PARTNERS & OTHER OPER.	687	1633	
44 BOARD FURNISHED HIRED LABOR	76	68	187
45 TOTAL FARM EXPENSE (39) THRU (44)	\$ 88974*	124263*	84132*
46 RET TO OPR LAB & MGMT-SINGLE OPER (W.F.) (2A/40-(45))	\$ 9156	35400*	(-16994)*
47 NUMBER OF OPERATORS	1	1	1
48 FULL TIME OPERATOR EQUIVALENTS	1.21	1.73	1.02
49 RET TO OPR. LABOR & MGT/FULL TIME OPR EQUIV	7915	29051	(-16886)

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

THE VALUE PRODUCED BY EACH ENTERPRISE

TABLE 3 - ENTERPRISE STATEMENT - 1982

	Average of 203 Farms	41 Farms High	41 Farms Low
1 <u>RETURNS & NET INCREASES</u>			
2 <u>PRODUCTIVE LIVESTOCK</u>			
3 DAIRY COWS	\$ 63416	103712	30754
4 OTHER DAIRY CATTLE	15616	29889	7153
5 BEEF BREEDING CATTLE	1556		6726
6 FEEDER CATTLE	722	658	1720
7 HOGS, COMPLETE & MIXED	2216	5281	1785
8 HOG FINISHING ENTERPRISE	400	619	682
9 PRODUCING WEANING PIGS	1024	131	820
10 SHEEP & GOATS			
11 SHEEP, FEEDER LAMBS			
12 CHICKENS (INCLUDING HENS & BROILERS)	13		64
13 TURKEYS			
14 OTHER PRODUCTIVE LIVESTOCK	7		34
15 TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 85269*	140291*	49739*
16 VALUE OF FEED FED TO LIVESTOCK (MINUS)	41391	61171	29339
17 RETURN OVER FEED FROM LIVESTOCK	43878	79120	20400
18 CROP, SEED & FEED	22596	36854	16151
19 COOPERATIVE PATRONAGE REFUNDIS	715	1181	407
20 MISCELLANEOUS FARM INCOME	1698	1227	1766
21 CUSTOM WORK ENTERPRISE	(-60)		(-353)
22 TOTAL RETURNS & NET INCREASES	\$ 68828*	118382*	38371*
23 <u>EXPENSES & NET DECREASES</u>			
24 TRUCK & AUTO (FARM SHARE)	\$ 3780	4443	3708
25 TRACTORS & CROP MACHINERY	13119	17948	12278
26 IRRIGATION EQUIPMENT	294	307	479
27 ELECTRICITY	2237	3196	1581
28 LIVESTOCK EQUIPMENT	3213	5046	2035
29 BUILDINGS, FENCES & TILING	5239	7476	4160
30 BARE LAND	(-23)		
31 MISCELLANEOUS LIVESTOCK EXPENSE	4741	7383	3086
32 LABOR	4593	7499	4904
33 LABOR CHARGE FOR OTHER OPERATOR(S)	687	1633	
34 PROPERTY TAX	921	1411	843
35 GENERAL FARM EXPENSE & TELEPHONE	1956	2401	1829
36 INT. ON FARM CAP. (7% OPPORTUNITY CHG.)	18914	24241	20463
37 TOTAL EXPENSES & NET DECREASES	\$ 59671*	82982*	55366*
38 RETURN TO OPERATOR LABOR & MGMT. (SIN. OPR.)	\$ 9156	35400	(-16994)
39 NUMBER OF FARM OPERATORS	1	1	1
40 FULL TIME OPERATORS EQUIVALENTS	1.21	1.73	1.02
41 RTRN OPR LBR & MGT./FULL TIME OPERATOR	7915	29051	(-16886)

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

TABLE 4 - HOUSEHOLD EXPENSE - 1982

		Average of 96 Farms	15 Farms High	15 Farms Low
1	NUMBER OF PERSONS - FAMILY	4	4	4
2	NUMBER OF ADULT EQUIVALENT - FAMILY	2.9	3.0	2.9
3	CHURCH & WELFARE	562	790	597
4	MEDICAL CARE & HEALTH INSURANCE	1771	2312	1340
5	FOOD & MEALS BOUGHT	3766	4268	3632
6	OPERATING EXPENSE & SUPPLIES	1160	2295	1009
7	FURNISHINGS & EQUIPMENT	614	758	262
8	CLOTHING & CLOTHING MATERIALS	807	925	557
9	PERSONAL CARE, PERSONAL SPENDING	390	344	417
10	EDUCATION	289	474	211
11	RECREATION	427	769	311
12	GIFTS & SPECIAL EVENTS	628	692	535
13	PERSONAL SHARE TRUCK & AUTO EXPENSE	672	934	661
14	OPERATOR SHARE UPKEEP ON DWELLING	162	233	155
14A	CASH RENT (PERSONAL)			
15	PERSONAL SHARE TELEPHONE & ELECTRICITY EXP.	643	711	609
15A	PERSONAL SHARE--GENERAL FARM EXPENSE	82	76	83
16	TOTAL CASH LIVING EXPENSE	\$ 11994*	15582*	10380*
17	PERSONAL SHARE NEW TRUCK & AUTO	425	371	292
18	NEW DWELLING BOUGHT	268	445	
19	TAXES & OTHER DEDUCTIONS	1052	1712	1725
20	LIFE INSURANCE & OTHER SAV. & INVEST.	1186	2832	786
21	TOTAL HOUSEHOLD & PERSONAL (16) THRU (20)	14924*	20942*	13183*
22	TOTAL FAMILY LIVING FROM THE FARM (33)	815	1112	626
23	TOTAL CASH & NON-CASH EXP. (21)+(22)	\$ 15739	22054	13808
FAMILY LIVING FROM THE FARM				
25				
26	MILK & CREAM (QUARTS)	_____	_____	_____
27	BEEF & BUFFALO (POUNDS)	_____	_____	_____
28	PORK (POUNDS)	_____	_____	_____
29	LAMB, MUTTON, GOAT (POUNDS)	_____	_____	_____
30	POULTRY, ALL FOWL (POUNDS)	_____	_____	_____
31	EGGS (DOZEN)	_____	_____	_____
32	VEGETABLES, FRUITS, SPICES, OTHER PRODUCE & FUEL	_____	_____	_____
33	TOTAL FAMILY LIVING FROM THE FARM	815*	1112*	626*

The household and personal expenses and receipts presented in Table 4 are for those farms with complete accounts. These farmers spent an average of \$1244 per month for family living in addition to the food, fuel, and housing furnished by the farm.

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1982
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

		Average of 200 Farms	
		JAN. 1	DEC. 31
1	TOTAL PRODUCTIVE LIVESTOCK	\$ 62515	65114
2	CROP, SEED & FEED	21463	22266
3	TOTAL POWER, MACHINERY & EQUIPMENT	44503	44760
4	LAND (ACRES OWNED 312.0) (TILLABLE 172.8)	80209	81108
5	BUILDINGS, FENCES, ETC.	44949	45994
6	TOTAL FARM CAPITAL	\$ 253639	259242*
7	NON-FARM ASSETS	11581	12298
7A	CASH ON HAND & IN BANK	1848	1897
7B	NON-FARM REAL ESTATE	1424	1363
8	DWELLING	21544	22040
9	TOTAL ASSETS	\$ 290036	296840*
10	REAL ESTATE MORTGAGES	81771	81933
11	CHattel MORTGAGES	53815	58018
12	NOTES	8265	9576
13	ACCOUNTS PAYABLE	3709	3958
14	TOTAL LIABILITIES	\$ 147560	153485*
15	FARMERS NET WORTH	\$ 142476	143355*
16	GAIN (OR LOSS) IN NET WORTH		\$ 879*
* * * * *			
17	SUPPLEMENTARY MANAGEMENT INFORMATION		
18	RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 8332	
19	RETURN TO CAPITAL & FAMILY LABOR (6B/48)	12302	
20	NON-FARM INCOME		
21	OUTSIDE INVESTMENT INCOME	717	
22	OTHER PERSONAL INCOME & INCOME TAX REFUND	3743	
22A	SALE OF (P. S.) DWELLING, AUTO & TRUCK	5	
23	TOTAL NON-FARM INCOME	4466	
24	TOTAL FAMILY FARM & NON-FARM INCOME	\$ 16768	
25	TOTAL MONEY BORROWED	30584	
26	TOTAL PAID ON DEBT (PRINCIPAL)	24561	
27	TOTAL HOUSEHOLD & PERS CASH/NON-CASH EXP (4/23)	10791	
28	RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S.)	.914	
		JAN. 1	DEC. 31
29	RATIO: TOTAL-ASSETS TO LIABILITIES	1.966	1.934
30	RATIO: NON-REAL ESTATE-ASSETS TO LIAB.	2.157	2.045
31	RATIO: REAL ESTATE-ASSETS TO LIAB.	1.811	1.837
32	RATIO: NET WORTH TO TOTAL LIABILITIES	.966	.934
33*	RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.765
34	RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.382
35	RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.396
*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS			

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

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

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1982

		40 Farms High		39 Farms Low	
		JAN. 1	DEC. 31	JAN. 1	DEC. 31
1	TOTAL PRODUCTIVE LIVESTOCK	\$ 92140	98873	53556	52176
2	CROP, SEED & FEED	30075	34930	17946	16023
3	TOTAL POWER, MACHINERY & EQUIPMENT	59411	60438	44445	42611
4	LAND	80998	83778	102172	103672
5	BUILDINGS, FENCES, ETC.	64541	66078	32159	32969
6	TOTAL FARM CAPITAL	\$ 327166	344096*	250279	247451*
7	NON-FARM ASSETS	9169	10786	17270	16952
7A	CASH ON HAND & IN BANK	1893	2675	2797	2008
7B	NON-FARM REAL ESTATE	1331	1360	551	722
8	DWELLING	23162	23609	23386	23454
9	TOTAL ASSETS	\$ 362721	382525*	294283	290587*
10	REAL ESTATE MORTGAGES	101052	99392	73794	75975
11	CHattel MORTGAGES	67504	71591	39674	42550
12	NOTES	17239	17276	5583	6468
13	ACCOUNTS PAYABLE	5963	7483	3655	4340
14	TOTAL LIABILITIES	\$ 191759	195742*	122706	129334*
15	FARMERS NET WORTH	\$ 170962	186783*	171577	161253*
16	GAIN (OR LOSS) IN NET WORTH		\$ 15821*		\$ (-10324)*

* * * * *

17	SUPPLEMENTARY MANAGEMENT INFORMATION		
18	RET. TO OPER. LABOR & MGMT. (6B/47)	\$ 34644	(-16881)
19	RET. TO CAPITAL & FAMILY LABOR (6B/48)	37530	(-8557)
20	NON-FARM INCOME		
21	OUTSIDE INVESTMENT INCOME	923	871
22	OTHER PERSONAL INCOME & INCOME TAX REF.	904	8331
22A	SALE OF (P.S.) DWELLING, AUTO & TRUCK		3
23	TOTAL NON-FARM INCOME	\$ 1827	9204
24	TOTAL FAMILY FARM & NON-FARM INC.	\$ 39357	647
25	TOTAL MONEY BORROWED	45080	25511
26	TOTAL PAID ON DEBT (PRINCIPAL)	41378	19212
27	TOT. HSHOLD & PERS CASH/NON-CASH EXP (4/23)	13421	9501
28	RATIO: TOT. FARM-EXP. TO RECEIPTS (O.S.)	.779	1.221

		JAN. 1	DEC. 31	JAN. 1	DEC. 31
29	RATIO: TOTAL-ASSETS TO LIABILITIES	1.892	1.954	2.398	2.247
30	RATIO: NON-REAL ESTATE-ASSETS TO LIAB.	2.124	2.156	2.781	2.432
31	RATIO: REAL ESTATE-ASSETS TO LIAB.	1.683	1.759	2.145	2.117
32	RATIO: NET WORTH TO TOTAL LIABILITIES	.892	.954	1.398	1.247
33*	RATIO: CASH OPERATING EXP TO ADJ TOT FARM SALES (O.S.)		.693		.897
34	RATIO: TOTAL FARM RECPTS TO AVE FARM CAP (W.F.)		.455		.283
35	RATIO: TOTAL FARM RECPTS TO AVE FARM CAP (O.S.)		.471		.287

*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1982

		Average of 203 Farms	41 Farms High	41 Farms Low
1	<u>SALE OF LIVESTOCK & LIVESTOCK PRODUCTS</u>			
2	DAIRY COWS	4550	7189	2563
3	DAIRY PRODUCTS	67437	110871	34405
4	OTHER DAIRY CATTLE	4816	9847	3305
5	BEEF BREEDING CATTLE	1671		7052
6	BEEF FEEDER CATTLE	1644	1033	4106
7	HOGS COMPLETE & MIXED	2038	4565	2033
8	HOGS FINISHING	735	1150	2233
9	HOGS PRODUCING WEANING PIGS	944	224	1286
10	SHEEP, GOATS & WOOL, FARM FLOCK			
11	SHEEP & WOOL, FEEDER LAMBS			
12	CHICKENS (INCLUDING HENS & BROILERS)	1		5
13	TURKEYS			
14	EGGS	13		64
15	OTHER PRODUCTIVE LIVESTOCK & PRODUCTS			
16	OTHER MISCELLANEOUS LIVESTOCK INCOME	1		6
17	<u>TOTAL SALES OF PRODUCTIVE LIVESTOCK</u>	<u>\$ 83850*</u>	<u>134877*</u>	<u>57058*</u>
18	<u>SALE OF CROPS</u>			
19	WHEAT	94		280
19A	DURUM			
20	OTHER SMALL GRAIN	317	195	675
21	CORN	2298	846	3029
22	SOYBEANS	354	167	410
22A	SUNFLOWERS			
23	OTHER ROW CROPS	9	46	
24	LEGUMES & OTHER ROUGHAGE	360	390	404
25	GRASS SEED			
26	FRUITS & NUTS			
27	VEGETABLES, ROADSIDE MARKET & SPECIALTY	219		
28	NURSERY, TIMBER & OTHER	2		10
29	SET ASIDE ACRES - GOVERNMENT PAYMENTS	173	49	667
30	<u>TOTAL SALES FROM CROPS</u>	<u>\$ 3828*</u>	<u>1693*</u>	<u>5474*</u>
31	CAP. ASSETS SOLD (AUTO/TRK/MACH.)	122	261	42
31A	CAP. ASSETS SOLD (BLDGs & IMPROVEMENTS)			
31B	CAP. ASSETS SOLD (LAND)	23		
32	GAS TAX REFUND	55	32	74
33	INCOME FROM WORK OFF THE FARM	335	313	532
34	CUSTOM WORK ENTERPRISE INCOME	11		
35	PATRONAGE REFUNDS	713	1144	399
36	MISCELLANEOUS FARM INCOME	1697	1132	1511
37	<u>TOTAL FARM SALES</u>	<u>\$ 90633*</u>	<u>139452*</u>	<u>65091*</u>
38	INCREASE IN FARM CAPITAL	5753	18275	0
39	FAMILY LIVING FROM THE FARM	899	1364	732
40	<u>TOTAL FARM RECEIPTS (37)+(38)+(39)</u>	<u>\$ 97285*</u>	<u>159091*</u>	<u>65823*</u>
41	ADJUSTED TOTAL FARM SALES (37)-(31)	90488	139191	65049
42	TOTAL CASH FARM OPERATING EXPENSE	69554	96930	59488
43	NET CASH OPERATING INCOME	<u>\$ 20934*</u>	<u>42261*</u>	<u>5561*</u>

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

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1982

		Average of 203 Farms	41 Farms High	41 Farms Low
1	PURCHASE OF LIVESTOCK			
2	DAIRY COWS	\$ 1276	1301	1878
3	OTHER DAIRY CATTLE	1038	877	746
4	BEEF BREEDING CATTLE	187		789
5	BEEF FEEDER CATTLE	277		101
6	HOGS COMPLETE	19	23	6
7	HOGS FINISHING	214	337	703
8	HOGS PRODUCING WEANING PIGS	51	207	19
9	SHEEP, FARM FLOCK			
10	SHEEP, FEEDER LAMBS			
11	CHICKENS	1		3
12	TURKEYS			
13	OTHER PRODUCTIVE LIVESTOCK			
14	MISCELLANEOUS LIVESTOCK EXPENSE	4722	7404	3243
15	FEED BOUGHT	14502	20321	11359
16	FERTILIZER	4618	6063	4724
17	CHEMICALS	1291	1932	935
18	OTHER CROP EXPENSE	2655	3056	2817
19	IRRIGATION OPERATION COST	87	90	228
20	CUSTOM WORK OPERATOR COSTS, INC. LABOR	6		30
21	CUSTOM WORK HIRED	3597	4777	2967
22	REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT	1026	1738	827
23	REPAIR & UPKEEP OF FARM REAL ESTATE	1220	2154	1156
24	GAS, OIL, GREASE BOUGHT (FARM SHARE)	4128	5028	4387
25	REP & OPER-MACH, TRACTOR, TRUCK, AUTO (F.S.)	3649	5129	3262
26	REP & UPKEEP OF IRRIGATION EQUIPMENT	21	15	80
27	REPAIRS, CUSTOM WORK ENTERPRISE	5		24
28	WAGES OF HIRED LABOR	3032	5226	2946
29	PERSONAL PROPERTY & REAL ESTATE TAXES	915	1437	869
30	CASH RENT	1809	2938	1385
31	GENERAL FARM EXPENSES	1641	2134	1532
32	TELEPHONE EXPENSE (FARM SHARE)	311	284	346
33	ELECTRICITY EXPENSE (FARM SHARE)	2225	3157	1596
34	INTEREST ACTUALLY PAID	15032	21302	10530
35	TOTAL CASH OPERATING EXPENSE	\$ 69554*	96930*	59488*
36	POWER, CROP & GEN MACH BOUGHT (FARM SHARE)	7021	10208	4956
37	IRRIGATION EQUIPMENT BOUGHT	36		
38	CUSTOM WORK ENTERPRISE EQUIPMENT BOUGHT			
39	LIVESTOCK EQUIPMENT BOUGHT	2052	2993	1457
40	NEW REAL ESTATE-BLDGS/IMPROVEMENTS	5037	7080	3574
40A	NEW REAL ESTATE-LAND	1210	4322	1427
41	TOTAL FARM PURCHASES (35) THRU (40A)	84910*	121533*	70901*
42	DECREASE IN FARM CAPITAL	0	0	3291
43	INTEREST ON FARM CAPITAL (7% OPP CHG)	3056	2250	7402
44	UNPAID FAMILY LABOR	914	636	923
45	BOARD FURNISHED HIRED LABOR	73	27	187
46	TOTAL FARM EXPENSE (41) THRU (45)	\$ 38953*	124446*	82704*
47	RET. TO OPERATOR LABOR & MGMT. (O.S.)			
	(6A/40)-(46)	\$ 8332*	34644*	(-16881)*
48	*RET. TO CAPITAL & FAMILY LABOR			
	(47)+(44)+(43)	\$ 12302	37530	(-8557)

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

EXPLANATION OF WORK UNITS

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

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

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

AVERAGE HARVEST PRICES OF HOME GROWN FEED AND OTHER PRICES USED IN 1982 REPORT

<u>SMALL GRAIN & CORN</u>		<u>PASTURE PER HEAD PER MONTH</u>	
Barley (Feed)	\$1.64/bu	Dairy Cows, Beef Cows	\$5.00
Oats	1.41/bu	Other Dairy and Beef	2.50
Rye	2.34/bu	Hogs	.35
Wheat	3.69/bu	Pigs	.10
Corn	2.00/bu	Sheep	.50
Soybeans	5.05/bu	Lambs	.25

<u>ROUGHAGES</u>		<u>PRODUCTS USED IN THE HOME</u>	
Alfalfa Hay	\$67.48/ton	Cream	\$1.90/qt
Red Clover Hay	59.00/ton	Whole Milk	.30/qt
Other Grass Hay	34.83/ton	Whole Milk Fed	12.00/cwt
O. Leg. & Mix	45.97/ton	<u>UNPAID FAMILY LABOR</u>	
Grain Silage	18.17/ton	Second Operators Labor	\$600.00/month
Corn Silage	15.17/ton	Unpaid Family Labor	15.00/day

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

MEASURES OF FARM ORGANIZATION EFFICIENCY

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

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

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

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

TABLE 3 - MEASURES OF FARM PRODUCTIVITY - 1984

		Average of 205 Farms	41 Farms High	41 Farms Low
1	RETURN TO OPERATORS LABOR & MANAGEMENT	\$ 9156	35400	(-16-94)
2	CROP YIELD INDEX	100.0	168.1	82.0
3	PERCENT TILLABLE LAND IN HIGH-RETURN CROPS			
4	GROSS RETURN PER TILLABLE ACRE EXCLUDING PASTURES	141.24	172.49	99.64
5	RETURN PER \$100 FEED FED PRODUCTIVE LIVESTOCK INDEX	100.0	109.5	93.8
6*	LIVESTOCK UNITS PER 100 ACRES	29.35	34.51	23.15
7	SIZE OF BUSINESS-WORK UNITS	463.24	674.25	305.24
8	WORK UNITS PER WORKER	260.25	388.13	227.72
9	POWER, MACH, EQUIP, BLDG ETC PER WORKER UNIT	\$ 50.20	56.87	68.24
10	FARM CAPITAL INVESTMENT PER WORKER	\$ 151746	146693	187385
11	INDEX OF RETURN PER \$100 FEED FED			
12	6100A BEEF BREEDING FARM, WHOLE HERD, COMM.	100.0		96.9
13	6140A BEEF FEEDERS FEEDLOT	100.0	128.1	89.8
14	6290A DAIRY COWS, COMMERCIAL, GENERAL	100.0	108.7	90.2
15	6310A OTHER DAIRY, COMMERCIAL, REPLACEMENTS	100.0	118.7	84.6
16	6470A HOGS, FARROW, FINISH, GENERAL	100.0	100.0	80.1
17	6510A HOGS, WEANING PIG PRODUCTION	100.0	108.0	
30	NUMBER OF ANIMAL UNITS	77.49	109.37	75.40
31	WORK UNITS			
32	CROPS	115.37	141.23	125.90
33	PRODUCTIVE LIVESTOCK	347.16	526.19	230.14
34	OTHER PRODUCTIVE WORK UNITS	2.71	4.81	1.20
35	EXPENSES PER WORK UNITS			
36	TRACTOR & CROP MACHINERY EXPENSE	\$ 28.96	27.07	35.91
37	FARM SHARE OF AUTO & TRUCK EXPENSE	\$ 8.16	6.59	10.44
38	FARM SHARE OF ELECTRIC EXPENSE	\$ 4.83	4.74	4.45
39	LIVESTOCK EQUIPMENT EXPENSE	\$ 6.94	7.48	5.73
40	BUILDING, FENCE & TILING EXPENSE	\$ 11.31	11.09	11.71
40A	OTHER EXPENSE PER WORK UNITS (INC. CUSTOM ETC)			
40B	GENRL FRM TELC/OTHR UTILITIES EXCEPT ELECT.	\$ 4.22	5.56	5.15
40C	HIREN LABOR	\$ 6.55	8.87	8.25
41**	TRACTOR & CROP MACHINERY EXPENSE PER CROP ACRE	\$ 54.94	65.31	39.31
42	FARM POWER & MACH. COST ALLOC. TO LIVESTOCK	\$ 3425.99	5065.81	2230.53
43	BLDG., FENCE & TIL. COST ALLOC. TO CROPS			
	BORE (3)	\$ 1289.00	1552.98	1555.60

44 *ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE

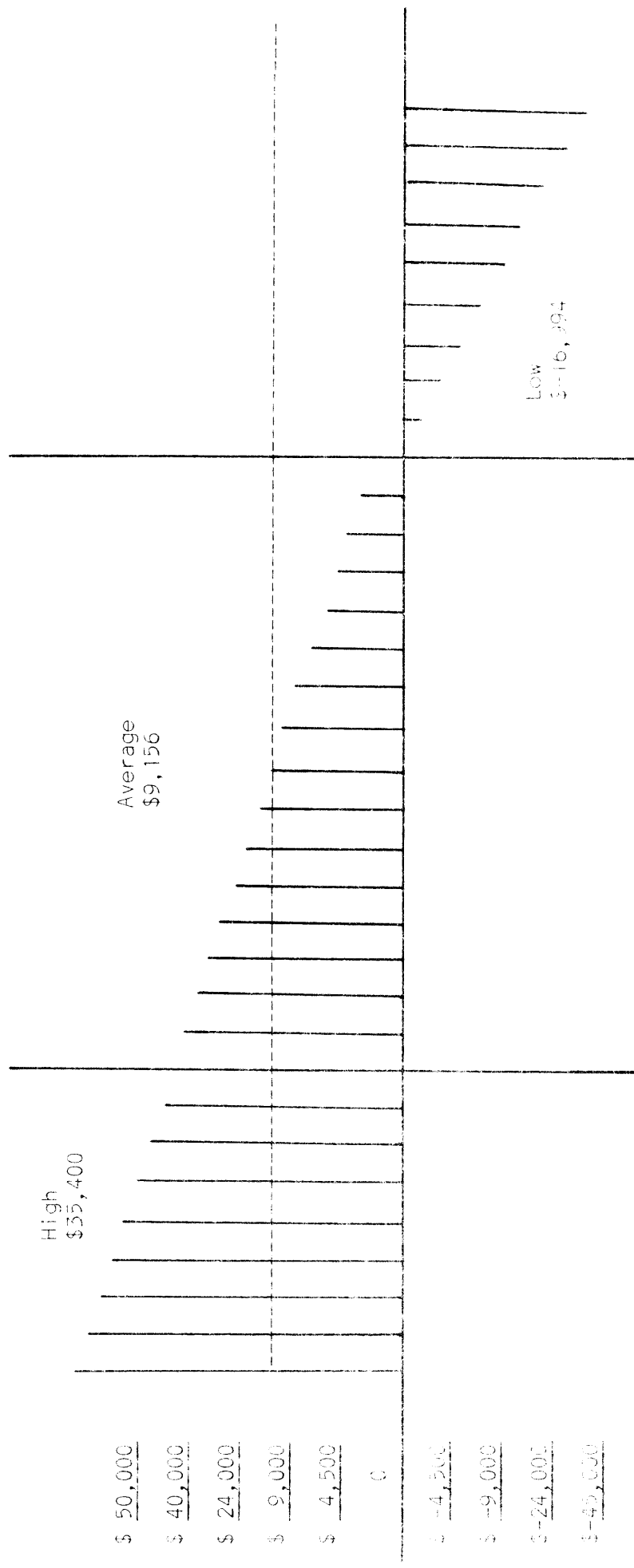
45 **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY

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 dotted lines across from the center of the page.

Labor Earn- ings	Crop Yield	Gross Ret. Per Till.A.	Return From Prod. Livstk.	Prod. Livstk. Units per 100 A.	Work Units Per Worker	Work Units Per Worker	P.M.E.& B. Exp. Per Work Unit	Farm Capt. Invst. Per Wrkr.
45000	180	185	114	36	674	290	53	240000
37000	168	178	112	35	640	288	54	220000
35400	150	172	110	34	605	258	55	200000
30000	140	166	108	33	575	282	56	187400
25000	130	160	106	32	530	274	57	180000
20000	120	154	104	31	500	270	58	170000
15000	110	147	102	30	475	266	59	160000
9156	100	141	100	29	463	260	60	151795
5000	95	130	98	28	445	258	61	140000
0	90	120	96	27	430	252	62	130000
-5000	85	110	94	26	410	246	63	120000
-16994	80	99	92	25	395	240	64	100000
-30000	75	91	90	24	370	234	65	50000

Table 7 - RANGE IN FARM EARNINGS - 1932



Each line represents 6 farm units. Every study of farm earnings shows a wide variation in earnings among farmers in a given year. Some of the causes for these differences in earnings, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The most important management factors affecting earnings are as follows:

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

LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

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

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

No. of factors in which farmers excelled	No. of Farms										
		-50000	-30000	-15000	-5000	-1000	500	1000	9000	25000	50000
0 - 1	27	-28640									
2 - 3	64	6046									
4 - 5	70	9156									
6 - 7	35	8624									
8 - 9	7	35240									

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

TABLE 9 - SELECTED CROP DATA FOR 203 FARMS - 1982

CROP	AVERAGE ACRES	AVERAGE YIELD	AVERAGE COST PER UNIT OF PRODUCTION	AVERAGE RETURN OVER LISTED COST PER ACRE
Barley	58.1	42.4 BU	1.87	(-1.53)
Oats for Feed	31.1	48.9 BU	1.55	4.48
Rye	30.3	40.2 BU	2.18	17.29
Wheat	60.3	32.1 BU	3.22	34.46
Corn	43.1	79.7 BU	2.00	.53
Soybeans	50.7	20.3 BU	5.10	.48
Alfalfa Hay	43.6	3.1 TON	40.51	84.10
Red Clover Hay	21.9	2.5 TON	33.15	65.36
Other Tillable Grass Hay	24.2	2.0 TON	31.85	7.58
Legume Grass Mix Hay	71.1	2.2 TON	36.38	20.93
Grain Silage	21.6	5.4 TON	17.08	6.43
Corn Silage	32.3	11.0 TON	13.44	19.18
Corn Irrigated	60.4	114.0 TON	2.18	(-8.90)
Alfalfa Hay (Irrig.)	40.0	3.3 TON	47.93	75.73
Corn Silage (Irrig.)	22.6	11.7 TON	19.23	(-26.09)

SUPPLEMENTARY MANAGEMENT INFORMATION	203 FARMS AVERAGE	41 FARMS HIGH	41 FARMS LOW
PERCENT LAND TILLABLE	62.6	67.8	62.5
*FERTILIZER COST PER ACRE	19.87	21.32	16.73
*CROP CHEMICALS PER ACRE	5.43	6.75	4.07
*SEED & OTHER COSTS PER ACRE	11.88	12.38	10.68
*GAS, OIL & GREASE BOUGHT PER ACRE	14.68	16.10	12.30
*REPAIR & MAINT. COST/ACRE	16.18	19.75	12.12

*TILLABLE LAND (-) TILLABLE PASTURE, FALLOW & IDLE LAND

TABLE 10 - CROP ANALYSIS

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

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

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

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

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

TABLE 10 - CROP DATA FOR BARLEY, SPRING - 1982

		Average of 29 Farms Per Acre	14 Farms High Per Acre	14 Farms Low Per Acre
1	ACRES (TOTAL)	58.1	59.7	56.2
2	YIELD	42.4	50.3	33.0
3	VALUE PER PRODUCTION UNIT	1.64	1.67	1.63
4	CROP PRODUCT RETURN	69.55	84.89	53.83
5	OTHER CROP INCOME	8.09	14.97	.52
6	TOTAL CROP RETURN	\$ 77.64*	99.86*	54.35*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	15.27	16.06	13.95
9	CHEMICALS	1.03	1.31	.66
10	SEED	7.54	7.97	6.87
10A	CROP DRYING			
10B	OTHER EXPENSE	1.12	1.37	.93
11	SPECIAL HIRED LABOR	.02	.02	
12	CUSTOM WORK HIRED	3.99	4.27	3.84
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 28.97	31.00	26.25
15	RETURN OVER DIRECT COSTS	\$ 48.67*	68.86*	28.10*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	12.46	13.45	11.21
18	FARM POWER & MACHINERY - OPERATION	15.39	18.07	12.31
19	IRRIG. EQUIPMENT OWNERSHIP			
20	LAND COSTS	18.14	23.21	13.50
21	MISCELLANEOUS COSTS	.03	.08	
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.18	4.71	3.55
23	TOTAL ALLOCATED COSTS	50.20	59.52	40.57
24	RETURN OVER ALL LISTED COSTS	\$ (-1.53)*	9.34*	(-12.47)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	1.87	1.78	2.02
29	RETURN OVER LISTED COSTS PER UNIT	(-.04)	.18	(-.38)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	48.27	54.20	40.99
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	34.69	39.08	29.63
31	TOTAL LISTED COSTS PER ACRE	\$ 79.17*	90.52*	66.82*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	2.01	1.62	2.31
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 (OPERATOR'S SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR DATS, FEED - 1982

		Average of 150 Farms Per Acre	36 Farms High Per Acre	36 Farms Low Per Acre
1	ACRES (TOTAL)	31.1	18.8	36.3
2	YIELD	48.9	74.7	23.7
3	VALUE PER PRODUCTION UNIT	1.41	1.47	1.37
4	CROP PRODUCT RETURN	58.91	109.79	32.45
5	OTHER CROP INCOME	11.35	35.90	3.80
6	TOTAL CROP RETURN	\$ 80.26*	145.69*	36.25*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	8.39	8.03	9.34
9	CHEMICALS	.74	.16	.94
10	SEED	6.72	5.90	8.54
10A	CROP DRYING			
10B	OTHER EXPENSE	.93	.69	.94
11	SPECIAL HIRED LABOR	.06	.64	
12	CUSTOM WORK HIRED	3.02	6.12	2.70
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 19.86	21.54	22.46
15	RETURN OVER DIRECT COSTS	\$ 60.40*	124.15*	13.79*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	11.50	14.36	9.92
18	FARM POWER & MACHINERY - OPERATION	15.00	15.83	13.93
19	IRRIG. EQUIP. OWNERSHIP	.13		
20	LAND COSTS	25.39	33.67	17.22
21	MISCELLANEOUS COSTS	.13	.11	.08
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	3.77	4.76	3.08
23	TOTAL ALLOCATED COSTS	\$ 55.92	68.73	44.23
24	RETURN OVER ALL LISTED COSTS	\$ 4.48*	55.42*	(-30.44)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	.99	.96	.98
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	1.55	1.21	2.82
29	RETURN OVER LISTED COSTS PER UNIT	.09	.74	(-1.28)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	53.74	61.41	48.68
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	32.28	39.03	28.73
31	TOTAL LISTED COSTS PER ACRE	\$ 75.78*	90.27*	66.69*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	2.41	1.85	2.85
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 - 1981 DATA FOR KYL - 1982

		Average of 7 Farms Per Acre
1	ACREAGE OWNED	30.3
2	YIELD	40.2
3	VALUE OF PRODUCTION, UNIT	2.34
4	OPERATOR'S SHARE	93.99
5	OTHER SHARE INCOME	10.86
6	TOTAL REVENUE PER ACRE	\$ 104.85*
7	<u>OTHER COSTS</u>	
8	UTILITIES	16.44
9	GENERAL	
10	WATER	4.72
10A	OPER. DRYING	
10B	WATER ELECTRIC	.50
11	SPECIAL HIRED LABORS	
12	OUT OF WORK HIRED	6.50
13	IRRIGATION OPERATION	
14	TOTAL HIRED COSTS	\$ 28.16
15	RETURN OVER DIRECT COSTS	\$ 76.69*
16	<u>ALLOCATED COSTS</u>	
17	FARM POWER & MACHINERY - OWNERSHIP	13.46
18	FARM POWER & MACHINERY - OPERATION	12.82
19	IRRIG. EQUIP. OWNERSHIP	
20	LAND COSTS	28.43
21	MINOR LANDWORK COSTS	
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.69
23	TOTAL ALLOCATED COSTS	59.40
24	RETURN OVER ALL LISTED COSTS	\$ 17.29*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
26	WORK UNITS ASSIGNED PER ACRE	.30
27	POWER COSTS ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	2.18
29	RETURN OVER LISTED COSTS PER UNIT	.43
30	UNADJUSTED YIELD/UNITS OF PRODUCTION	37.42
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	35.31
31	TOTAL LISTED COSTS PER ACRE	\$ 87.56
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>	
33	UTILITIES & OTHER GEN. FARM EXP.	1.97
33A	BUILDINGS, FENCES & FILING 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 - COST DATA FOR SPRING WHEAT - 1982

		Average of 15 Farms Per Acre	7 Farms High Per Acre	7 Farms Low Per Acre
1	ACRES (TOTAL)	60.3	61.9	37.3
2	YIELD	32.1	41.8	15.6
3	VALUE PER PRODUCTION UNIT	3.89	3.75	3.58
4	CROP PRODUCE RETURN	\$ 118.29	156.69	55.95
5	OTHER CROP INCOME	19.40	21.15	16.25
6	TOTAL CROP RETURN	\$ 137.69*	177.84*	72.20*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	24.25	28.56	18.82
9	CHEMICALS	7.15	7.02	9.20
10	SEED	8.41	8.97	7.24
10A	CROP DRYING			
10B	OTHER EXPENSE	4.46	5.52	2.49
11	SPECIAL Hired LABOR			
12	CUSTOM WORK Hired	2.49	1.89	4.26
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 46.76	51.96	42.01
15	RETURN OVER DIRECT COSTS	\$ 90.93*	125.88*	30.19*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	6.70	5.98	9.96
18	FARM POWER & MACHINERY - OPERATION	16.07	17.20	15.40
19	IRRIG. EQUIP. OWNERSHIP			
20	LAND COSTS	31.27	48.86	16.00
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	2.43	1.47	5.75
23	TOTAL ALLOCATED COSTS	56.47	71.51	43.11
24	RETURN OVER ALL LISTED COSTS	\$ 34.46*	54.37*	(-12.92)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	.97	1.00	.93
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	3.22	2.96	5.45
29	RETURN OVER LISTED COSTS PER UNIT	1.08	1.30	(-.83)
30	BREAK-EVEN YIELD/UNITS OF PRODUCTION	27.98	32.93	23.78
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	26.86	23.91	29.95
31	TOTAL LISTED COSTS PER ACRE	\$ 103.23*	123.47*	85.12*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	1.45	1.17	1.66
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 (OPERATOR'S SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1982

		Average of 286 Farms Per Acre	57 Farms High Per Acre	57 Farms Low Per Acre
1	ACRES (TOTAL)	43.1	47.8	42.7
2	YIELD	79.7	95.6	58.7
3	VALUE PER PRODUCTION UNIT	2.00	2.07	1.93
4	CROP PRODUCT RETURN	159.49	197.95	113.33
5	OTHER CROP INCOME	.32		.89
6	TOTAL CROP RETURN	\$ 159.81*	197.95*	114.22*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	32.41	22.11	43.14
9	CHEMICALS	11.76	10.38	14.64
10	SEED	13.13	12.24	15.08
10A	CROP DRYING	3.76	1.34	4.89
10B	OTHER EXPENSE	1.37	.67	2.01
11	SPECIAL HIRED LABOR	.21	.02	.47
12	CUSTOM WORK HIRED	5.96	3.95	8.90
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 68.60*	50.71*	89.13*
15	RETURN OVER DIRECT COSTS	\$ 91.21*	147.24*	25.09*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	24.31	29.77	28.02
18	FARM POWER & MACHINERY - OPERATION	28.61	30.84	25.45
19	IRRIG. EQUIP. OWNERSHIP	.32		
20	LAND COSTS	28.77	30.82	25.67
21	MISCELLANEOUS COSTS	.07		.05
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	8.60	8.98	11.27
23	TOTAL ALLOCATED COSTS	90.68	100.41	90.46
24	RETURN OVER ALL LISTED COSTS	\$.53*	46.83*	(-65.37)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27	POWER COSTS ALLOCATION FACTOR	.99	1.00	.97
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	2.00	1.58	3.06
29	RETURN OVER LISTED COSTS PER UNIT	.01	.49	(-1.11)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	79.64	73.00	93.05
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	65.50	72.22	70.68
31	TOTAL LISTED COSTS PER ACRE	\$ 159.28*	151.12*	179.59*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXPENSES	5.01	3.92	6.97
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____	_____	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR CORN FOR GRAIN (IRRIGATED) - 1982

		Average of 14 Farms Per Acre	7 Farms High Per Acre	7 Farms Low Per Acre
1	ACRES (TOTAL)	60.4	58.6	62.1
2	YIELD	114.0	124.2	104.6
3	VALUE PER PRODUCTION UNIT	2.10	2.04	2.15
4	CROP PRODUCT RETURN	239.49	253.46	224.90
5	OTHER CROP INCOME	.60		1.14
6	TOTAL CROP RETURN	\$ 240.09*	253.46*	226.04*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	54.82	52.12	57.46
9	CHEMICALS	12.91	12.65	13.20
10	SEED	15.66	14.32	16.94
10A	CROP DRYING	13.06	10.38	15.64
10B	OTHER EXPENSE	3.66	1.77	5.46
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	4.83	4.76	4.91
13	IRRIGATION OPERATION	13.05	10.65	15.33
14	TOTAL DIRECT COSTS	117.99	106.65	128.94
15	RETURN OVER DIRECT COSTS	\$ 122.10*	146.81*	97.10*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	24.43	24.83	24.09
18	FARM POWER & MACHINERY - OPERATION	26.94	27.20	26.75
19	IRRIG. EQUIP. OWNERSHIP	38.66	29.16	47.67
20	LAND COSTS	28.36	26.71	30.00
21	MISCELLANEOUS COSTS	.41	.85	
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	12.20	10.18	14.13
23	TOTAL ALLOCATED COSTS	131.00	118.93	142.64
24	RETURN OVER ALL LISTED COSTS	\$ (-8.90)*	27.88*	(-45.54)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.65	.65	.65
27	POWER COSTS ALLOCATION FACTOR	.99	.98	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	2.18	1.82	2.60
29	RETURN OVER LISTED COSTS PER UNIT	(-.08)	.22	(-.44)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	118.57	110.58	126.32
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	66.79	65.38	68.24
31	TOTAL LISTED COSTS PER ACRE	\$ 248.99*	225.58*	271.58*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	7.12	4.96	9.17
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
37	INCHES OF WATER APPLIED	4.0	4.0	4.0
38	COST OF IRRIGATION	51.71	39.81	63.00
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____	_____	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR SOYBEANS - 1982

		Average of 21 Farms Per Acre	10 Farms High Per Acre	10 Farms Low Per Acre
1	ACRES (TOTAL)	50.7	40.5	63.1
2	YIELD	20.3	30.5	14.2
3	VALUE PER PRODUCTION UNIT	5.05	5.01	4.99
4	CROP PRODUCT RETURN	102.70	152.89	70.94
5	OTHER CROP INCOME	1.50		2.52
6	TOTAL CROP RETURN	\$ 104.20*	152.89*	73.46*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	6.57	6.22	7.08
9	CHEMICALS	12.56	10.40	14.53
10	SEED	10.26	8.35	11.51
10A	CROP DRYING	.37	.96	
10B	OTHER EXPENSE	1.58	1.11	1.95
11	SPECIAL HIRED LABOR	1.16	3.06	
12	CUSTOM WORK HIRED	5.90	3.60	7.65
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 38.40	33.70	42.72
15	RETURN OVER DIRECT COSTS	\$ 65.80*	119.19*	30.74*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	9.90	12.88	8.11
18	FARM POWER & MACHINERY - OPERATION	18.31	19.53	17.13
19	IRRIG. EQUIP. OWNERSHIP			
20	LAND COSTS	31.81	38.90	25.40
21	MISCELLANEOUS COSTS	.18		.30
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	5.12	5.05	5.24
23	TOTAL ALLOCATED COSTS	65.32	76.36	56.18
24	RETURN OVER ALL LISTED COSTS	\$.48*	42.83*	(-25.44)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.45	.45	.45
27	POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	5.10	3.61	6.96
29	RETURN OVER LISTED COSTS PER UNIT	.02	1.40	(-1.79)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	20.54	21.97	19.82
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	37.27	39.86	35.58
31	TOTAL LISTED COSTS PER ACRE	\$ 103.72*	110.06*	98.90*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	3.64	2.67	4.41
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 (OPERATOR'S SHARE)	-----	-----	-----

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1982

		Average of 202 Farms Per Acre	40 Farms High Per Acre	40 Farms Low Per Acre
1	ACRES (TOTAL)	43.6	40.5	32.5
2	YIELD	3.1	4.5	1.5
3	VALUE PER PRODUCTION UNIT	67.48	74.50	61.38
4	CROP PRODUCT RETURN	210.48	338.47	92.55
5	OTHER CROP INCOME			
6	TOTAL CROP RETURN	\$ 210.48*	338.47*	92.55*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	17.02	19.95	13.91
9	CHEMICALS	1.35	.84	3.20
10	SEED	6.63	4.81	7.97
10A	CROP DRYING			
10B	OTHER EXPENSE	2.27	2.74	2.06
11	SPECIAL HIRED LABOR	.07	.27	
12	CUSTOM WORK HIRED	1.47	1.38	2.74
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	28.81	29.99	29.88
15	RETURN OVER DIRECT COSTS	\$ 181.67*	308.48*	62.67*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	27.46	33.09	18.09
18	FARM POWER & MACHINERY - OPERATION	31.45	32.38	28.86
19	IRRIG. EQUIP. OWNERSHIP	.18		.06
20	LAND COSTS	28.85	35.15	24.78
21	MISCELLANEOUS COSTS	.07	.12	.03
22	*INTEREST ON MACH. & EQUIPMENT INVESTMENT	9.56	11.82	6.39
23	TOTAL ALLOCATED COSTS	97.57	112.56	78.21
24	RETURN OVER ALL LISTED COSTS	\$ 84.10*	195.92*	(-15.54)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COSTS ALLOCATION FACTOR	1.00	1.03	.96
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	40.51	31.38	71.69
29	RETURN OVER LISTED COSTS PER UNIT	26.96	43.12	(-10.31)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	1.87	1.91	1.76
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	69.45	78.21	55.17
31	TOTAL LISTED COSTS PER ACRE	\$ 126.38*	142.55*	108.09*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	5.56	4.37	6.19
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____	_____	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR ALFALFA HAY (IRRIGATED) - 1982

		Average of 7 Farms Per Acre
1	ACRES (TOTAL)	40.0
2	YIELD	3.3
3	VALUE PER PRODUCTION UNIT	70.71
4	CROP PRODUCT RETURN	235.10
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 235.10*
7	<u>DIRECT COSTS</u>	
8	FERTILIZER	24.13
9	CHEMICALS	.60
10	SEED	4.93
10A	CROP DRYING	
10B	OTHER EXPENSE	3.15
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	1.18
13	IRRIGATION OPERATION	5.35
14	TOTAL DIRECT COSTS	39.34
15	<u>RETURN OVER DIRECT COSTS</u>	\$ 195.76*
16	<u>ALLOCATED COSTS</u>	
17	FARM POWER & MACHINERY - OWNERSHIP	30.00
18	FARM POWER & MACHINERY - OPERATION	33.27
19	IRRIG. EQUIPMENT OWNERSHIP	20.88
20	LAND COSTS	25.29
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	10.59
23	TOTAL ALLOCATED COSTS	120.03
24	<u>RETURN OVER ALL LISTED COSTS</u>	\$ 75.73*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
26	WORK UNITS ASSIGNED PER ACRE	.80
27	POWER COSTS ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	47.93
29	RETURN OVER LISTED COSTS PER UNIT	22.77
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	2.25
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	74.65
31	<u>TOTAL LISTED COSTS PER ACRE</u>	\$ 159.37*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>	
33	UTILITIES & OTHER GEN. FARM EXP.	8.50
33A	BUILDINGS, FENCES & TILING COSTS	_____
34	INTEREST ALLOCATION	_____
35	OTHER COSTS NOT LISTED	_____
36	TOTAL COSTS	_____
37	INCHES OF WATER APPLIED	3.0
38	COST OF IRRIGATION	26.23
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR MEDIUM RED CLOVER HAY - 1982

		Average of 31 Farms Per Acre	10 Farms High Per Acre	10 Farms Low Per Acre
1	ACRES (TOTAL)	21.9	19.6	31.3
2	YIELD	2.5	4.4	1.3
3	VALUE PER PRODUCTION UNIT	59.00	66.00	48.40
4	CROP PRODUCT RETURN	145.48	292.96	61.85
5	OTHER CROP INCOME	1.60		3.48
6	TOTAL CROP RETURN	\$ 147.08*	292.96*	65.33*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	8.63	22.35	1.73
9	CHEMICALS			
10	SEED	1.55		.16
10A	CROP DRYING			
10B	OTHER EXPENSE	2.15	2.96	1.18
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	.96	.41	.73
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 13.29	25.72	3.80
15	RETURN OVER DIRECT COSTS	\$ 133.79*	267.24*	61.53*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	16.84	20.20	10.50
18	FARM POWER & MACHINERY - OPERATION	19.06	22.84	15.31
19	IRRIG. EQUIP. OWNERSHIP			
20	LAND COSTS	27.48	31.00	26.40
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	5.05	6.95	2.77
23	TOTAL ALLOCATED COSTS	\$ 68.43	80.99	54.98
24	RETURN OVER ALL LISTED COSTS	\$ 65.36*	186.25*	6.55*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	33.15	24.05	46.00
29	RETURN OVER LISTED COSTS PER UNIT	26.50	41.95	5.13
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	1.39	1.62	1.21
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	41.59	50.26	29.07
31	TOTAL LISTED COSTS PER ACRE	\$ 81.72*	106.71*	58.78*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	3.33	2.83	2.73
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____	_____	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR OTHER TILLABLE GRASS HAY - 1982

		Average of 59 Farms Per Acre	12 Farms High Per Acre	12 Farms Low Per Acre
1	ACRES (TOTAL)	24.2	35.1	30.5
2	YIELD	2.0	3.1	.6
3	VALUE PER PRODUCTION UNIT	34.83	44.58	31.67
4	CROP PRODUCT RETURN	69.09	139.72	19.74
5	OTHER CROP INCOME	1.69		1.38
6	TOTAL CROP RETURN	\$ 70.78*	139.72*	21.12*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	7.69	15.56	1.70
9	CHEMICALS	.04	.17	
10	SEED	.87	1.37	.85
10A	CROP DRYING			
10B	OTHER EXPENSE	2.07	3.19	.66
11	SPECIAL HIRED LABOR	.08	.14	
12	CUSTOM WORK HIRED	1.16	1.31	1.02
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 11.91	21.74	4.23
15	RETURN OVER DIRECT COSTS	\$ 58.87*	117.98*	16.89*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	12.71	16.47	8.47
18	FARM POWER & MACHINERY - OPERATION	15.88	18.79	12.29
19	IRRIG. EQUIP. OWNERSHIP			
20	LAND COSTS	18.36	21.42	12.33
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.34	5.99	2.94
23	TOTAL ALLOCATED COSTS	\$ 51.29	62.67	36.03
24	RETURN OVER ALL LISTED COSTS	\$ 7.58*	55.31*	(-19.14)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	.92	1.00	.97
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	31.85	26.93	64.63
29	RETURN OVER LISTED COSTS PER UNIT	3.83	17.65	(-30.74)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	1.81	1.89	1.27
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	33.70	42.12	24.38
31	TOTAL LISTED COSTS PER ACRE	\$ 63.20*	84.41*	40.26*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	2.60	2.28	2.57
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____	_____	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR LEGUME-GRASS MIX HAY - 1982

		Average of 106 Farms Per Acre	21 Farms High Per Acre	21 Farms Low Per Acre
1	ACRES (TOTAL)	71.1	36.0	111.8
2	YIELD	2.2	3.2	1.5
3	VALUE PER PRODUCTION UNIT	45.97	56.67	37.43
4	CROP PRODUCT RETURN	99.56	181.03	54.57
5	OTHER CROP INCOME	.18		.30
6	TOTAL CROP RETURN	\$ 99.74*	181.03*	54.87*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	4.81	5.19	2.89
9	CHEMICALS	.30	1.22	
10	SEED	2.17	1.56	2.04
10A	CROP DRYING			
10B	OTHER EXPENSE	2.12	2.25	1.98
11	SPECIAL HIRED LABOR	.23		.33
12	CUSTOM WORK HIRED	1.25	.42	.06
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 10.88	10.64	7.30
15	RETURN OVER DIRECT COSTS	\$ 88.86*	170.39*	47.57*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	18.19	20.00	17.40
18	FARM POWER & MACHINERY - OPERATION	21.45	23.22	18.49
19	IRRIG. EQUIP. OWNERSHIP			
20	LAND COSTS	22.61	34.62	18.76
21	MISCELLANEOUS COSTS	.04	.42	
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	5.64	6.77	5.68
23	TOTAL ALLOCATED COSTS	67.93	85.03	60.33
24	RETURN OVER ALL LISTED COSTS	\$ 20.93*	85.36*	(-12.76)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COSTS ALLOCATION FACTOR	.98	1.00	.98
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	36.38	29.95	46.39
29	RETURN OVER LISTED COSTS PER UNIT	9.67	26.72	(-8.75)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	1.71	1.69	1.81
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	46.11	50.27	41.61
31	TOTAL LISTED COSTS PER ACRE	\$ 78.81*	95.67*	67.63*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	3.08	2.45	3.33
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____	_____	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR GRAIN SILAGE - 1982

		Average of 29 Farms Per Acre	14 Farms High Per Acre	14 Farms Low Per Acre
1	ACRES (TOTAL)	21.6	17.9	26.1
2	YIELD	5.4	8.0	3.6
3	VALUE PER PRODUCTION UNIT	18.17	19.86	17.07
4	CROP PRODUCT RETURN	97.59	159.78	61.49
5	OTHER CROP INCOME	.56		
6	TOTAL CROP RETURN	\$ 98.15*	159.78*	61.49*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	6.81	7.32	6.28
9	CHEMICALS	1.02	1.90	.42
10	SEED	7.13	6.98	7.32
10A	CROP DRYING			
10B	OTHER EXPENSE	.60	1.40	.04
11	SPECIAL HIRED LABOR	.09	.22	
12	CUSTOM WORK HIRED	.09		.15
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 15.74	17.82	14.21
15	RETURN OVER DIRECT COSTS	\$ 82.41*	141.96*	47.28*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	17.78	19.39	16.54
18	FARM POWER & MACHINERY - OPERATION	24.21	24.03	24.36
19	IRRIG. EQUIP. OWNERSHIP			
20	LAND COSTS	27.52	30.79	24.29
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	6.47	6.44	6.48
23	TOTAL ALLOCATED COSTS	75.98	80.65	71.67
24	RETURN OVER ALL LISTED COSTS	\$ 6.43*	61.31*	(-24.39)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COSTS ALLOCATION FACTOR	.98	.95	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	17.08	12.24	23.85
29	RETURN OVER LISTED COSTS PER UNIT	1.20	7.63	(-6.78)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	5.05	4.96	5.03
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	48.52	49.86	47.48
31	TOTAL LISTED COSTS PER ACRE	\$ 91.72*	98.47*	85.88*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	4.58	3.03	
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. FARM DATA FOR 1982: ORCHARD CILAGE - 1982

		Average of 248 Farms Per Acre	50 Farms High Per Acre	50 Farms Low Per Acre
1	ACRES (TOTAL)	32.3	26.2	28.6
2	YIELD	11.0	16.3	6.3
3	VALUE PER PRODUCTION UNIT	15.17	16.01	14.33
4	CROP INCREASE PER ACRE	167.21	260.31	90.70
5	OTHER CROP INCREASE	.12		.28
6	TOTAL CROP INCREASE	\$ 167.33*	260.31*	90.98*
7	DIRECT COSTS			
8	FERTILIZER	27.65	27.60	29.44
9	CHEMICALS	8.92	10.61	6.47
10	SEED	11.89	12.18	14.55
10A	CROP DRYING			
10B	OTHER EXPENSE	1.18	.19	1.54
11	SPECIAL Hired LABOR		.04	
12	CUSTOM WORK Hired	3.34	1.53	4.97
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 52.98	52.15	56.97
15	RETURN OVER DIRECT COSTS	\$ 114.35*	208.16*	34.01*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY -- OWNERSHIP	26.31	27.84	25.41
18	FARM POWER & MACHINERY -- OPERATION	32.71	33.57	37.11
19	IRRIG. EQUIP. OWNERSHIP	.12		
20	LAND COSTS	27.03	29.50	23.26
21	MISCELLANEOUS COSTS	.19	.19	.07
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	8.81	9.40	8.10
23	TOTAL ALLOCATED COSTS	95.17	100.50	93.95
24	RETURN OVER ALL LISTED COSTS	& 19.18*	107.66*	(-59.94)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COSTS ALLOCATION FACTOR	.99	1.00	.97
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	13.44	9.39	23.85
29	RETURN OVER LISTED COSTS PER UNIT	1.74	6.62	(-9.47)
30	BREAK-EVEN YIELD/UNITS OF PRODUCTION	9.77	9.53	10.53
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	70.06	71.83	73.93
31	TOTAL LISTED COSTS PER ACRE	\$ 148.15*	152.65*	150.92*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN. FARM EXP.	5.33	3.95	5.94
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 - CROP DATA FOR CORN & SORGHUM SILAGE (IRRIGATED) - 1982

		Average of 5 Farms Per Acre
1	ACRES (TOTAL)	22.6
2	YIELD	11.7
3	VALUE PER PRODUCTION UNIT	17.00
4	CROP PRODUCT RETURN	198.58
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 198.58*
7	<u>DIRECT COSTS</u>	
8	FERTILIZER	30.49
9	CHEMICALS	8.94
10	SEED	14.42
10A	CROP DRYING	
10B	OTHER EXPENSE	1.37
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	4.29
13	IRRIGATION OPERATION	10.97
14	TOTAL DIRECT COSTS	70.48
15	<u>RETURN OVER DIRECT COSTS</u>	\$ 128.10*
16	<u>ALLOCATED COSTS</u>	
17	FARM POWER & MACHINERY - OWNERSHIP	25.46
18	FARM POWER & MACHINERY - OPERATION	38.45
19	IRRIG. EQUIPMENT OWNERSHIP	55.40
20	LAND COSTS	28.00
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	6.88
23	TOTAL ALLOCATED COSTS	154.19
24	<u>RETURN OVER ALL LISTED COSTS</u>	\$ (-26.09)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
26	WORK UNITS ASSIGNED PER ACRE	.80
27	POWER COSTS ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	19.23
29	RETURN OVER LISTED COSTS PER UNIT	(-2.23)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	13.22
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	73.65
31	<u>TOTAL LISTED COSTS PER ACRE</u>	\$ 224.67*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>	
33	UTILITIES & OTHER GENERAL FARM EXPENSES	10.64
33A	BUILDINGS, FENCES & TILING COSTS	_____
34	INTEREST ALLOCATION	_____
35	OTHER COSTS NOT LISTED	_____
36	TOTAL COSTS	_____
37	INCHES OF WATER APPLIED	
38	COST OF IRRIGATION	66.37
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____

*Does not include interest on investment in irrigation equipment.

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

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

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

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

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

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

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

TABLE 11A - HOGS, FARROW, FINISH, GENERAL - 1982

	Average of 8 Farms In Return Above Feed
1 POUNDS OF HOGS PRODUCED (TOTAL)	72729
2 NET INCREASE IN VALUE OF HOGS	PER CWT. 70.01
3 OTHER MISCELLANEOUS HOG INCOME	
4 TOTAL VALUE PRODUCED	\$ 70.01*
5 POUNDS OF FEED FED	
6 CORN	153.5
7 SMALL GRAIN	59.5
8 COMPLETE RATION	251.3
9 PROTEIN, SALT & MINERAL & MILK	110.2
10 TOTAL CONCENTRATES	574.5
11 FORAGES	4.1
12 FEED COST	
13 GRAINS	8.30
14 COMPLETE RATION	19.37
15 PROTEIN, SALT & MINERAL & MILK	8.26
16 FORAGES	.06
17 PASTURE	
18 TOTAL FEED COSTS	\$ 35.99
19 RETURN OVER FEED COSTS	\$ 34.02*
20 OTHER DIRECT COSTS	
21 MISCELLANEOUS LIVESTOCK EXPENSE	.99
22 VETERINARY EXPENSE	.73
23 CUSTOM WORK	.63
24 SPECIAL HIRED LABOR	
25 TOTAL OTHER DIRECT COSTS	\$ 2.35
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 31.67*
27 ALLOCATED COSTS	
28 POWER & MACHINERY COSTS	1.73
29 LIVESTOCK EQUIPMENT COSTS	2.29
30 BUILDING & FENCES	2.32
31 TOTAL ALLOCATED COSTS	6.34
32 RETURN OVER ALL LISTED COSTS	\$ 25.33*
33 SUPPLEMENTARY MANAGEMENT INFORMATION	
34 RETURN FOR \$100 FEED FED	194.54
35 PRICE RECEIVED PER CWT. ALL ANIMALS	60.18
36 PRICE RECEIVED PER CWT. SOLD MKT. ONLY	59.87
37 NUMBER OF LITTERS FARROWED	55
37A LITTERS/BEARING FEMALE/YEAR	1.3
38 NUMBER OF PIGS BORN PER LITTER	10.2
39 NUMBER OF PIGS WEANED PER LITTER	8.0
39A NUMBER PIGS PRODUCED/LITTER	7.9
40 PERCENT DEATH LOSS	14.9
41 AVERAGE WEIGHT OF ALL HOGS SOLD	170.4
42 AVERAGE WEIGHT OF MKT. HOGS SOLD	170.2
43 PRICE PER CWT. CONCENTRATE FED	6.25
44 PRICE PER CWT. PROTEIN, SALT & MINERAL	7.49
45 POUNDS OF PORK PURCHASED	483
46 TOTAL LISTED COSTS/CWT PORK PROD.	\$ 44.68*
47 UTIL. & OTHER GEN. FARM EXP. (TOTAL)	959.47

TABLE 11C - HOGS, WEANING PIG PRODUCTION - 1982

	Average of 11 Farms In Return Above Feed	5 Farms High in Return Above Feed	5 Farms Low in Return Above Feed
1 NUMBER OF LITTERS FARROWED	72 PER LITTER	65 PER LITTER	73 PER LITTER
2 NET INCREASE IN VALUE OF HOGS	489.03	613.45	383.32
3 OTHER MISCELLANEOUS WEANING PIGS INCOME			
4 TOTAL VALUE PRODUCED	\$ 489.03*	613.45*	383.32*
5 POUNDS OF FEED FED			
6 CORN	1721.2	2270.2	1267.6
7 SMALL GRAIN	425.3	490.1	453.4
8 COMPLETE RATION	653.8	595.1	887.1
9 PROTEIN, SALT & MINERAL, & MILK	145.2	27.3	150.2
10 TOTAL CONCENTRATES	2945.5	3382.7	2758.3
11 FORAGES	234.8	467.7	93.2
12 FEED COST			
13 GRAINS	80.81	97.66	67.59
14 COMPLETE RATION	69.32	100.29	60.73
15 PROTEIN, SALT & MINERAL, & MILK	27.03	4.57	30.00
16 FORAGES	5.07	9.20	2.79
17 PASTURE	.10		.21
18 TOTAL FEED COSTS	\$ 182.33	211.72	161.32
19 RETURN OVER FEED COSTS	\$ 306.70*	401.73*	222.00*
20 OTHER DIRECT COSTS			
21 MISCELLANEOUS LIVESTOCK EXPENSE	11.72	8.31	7.11
22 VETERINARY EXPENSE	5.96	5.86	5.21
23 CUSTOM WORK	4.82	5.15	5.88
24 SPECIAL HIRED LABOR			
25 TOTAL OTHER DIRECT COSTS	\$ 22.50	19.32	18.20
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 284.20*	382.41*	203.80*
27 ALLOCATED COSTS			
28 POWER & MACHINERY COSTS	22.09	22.48	24.67
29 LIVESTOCK EQUIPMENT COSTS	16.70	16.52	18.03
30 BUILDING & FENCES	23.89	32.30	15.84
31 TOTAL ALLOCATED COST	\$ 62.68	71.30	58.54
32 RETURN OVER ALL LISTED COSTS	\$ 221.52*	311.11*	145.26*
33 SUPPLEMENTARY MANAGEMENT INFORMATION			
34 RETURN FOR \$100 FEED FED	268.21	289.74	237.62
35 AVERAGE PRICE RECEIVED PER ANIMAL SOLD	61.27	69.37	52.26
36 AVERAGE PRICE PER PIG SOLD OR TRANS.	51.97	59.76	46.16
37 AVERAGE WT. PER PIG SOLD OR TRANS.	48.3	56.7	43.0
38 NUMBER OF PIGS PRODUCED	577	525	575
39 NUMBER OF PIGS BORN PER LITTER	9.9	10.4	9.4
40 NUMBER OF PIGS WEANED PER LITTER	8.0	8.1	7.9
40A LITTERS/BEARING FEMALE/YEAR	1.3	1.6	1.1
41 PERCENT DEATH LOSS	15.3	16.9	13.1
42 PRICE PER CWT. CONCENTRATE FED	6.01	5.99	5.74
43 PRICE/CWT. PROTEIN, SALT & MINERAL FED	18.62	16.69	19.98
44 FEED & SUPP. COSTS PER PIG PRODUCED	25.56	28.61	22.79
45 TOTAL LISTED COSTS PER LITTER	\$ 267.51*	302.34*	238.06*
46 UTIL. & OTHER GEN. FARM EXP. (TOTAL)	595.70	421.33	520.68
47 INTEREST ALLOCATION	_____	_____	_____
48 OTHER COSTS NOT LISTED	_____	_____	_____
49 TOTAL COSTS	_____	_____	_____

TABLE 12 - DAIRY COWS, COMMERCIAL, GENERAL - 1982

	Average of 195 Farms In Return Above Feed	39 Farms High in Return Above Feed	39 Farms Low in Return Above Feed
1 AVERAGE NUMBER OF COWS	43.9	51.9	37.2
	PER COW	PER COW	PER COW
2 POUNDS OF MILK	13686	16224	10448
3 POUNDS OF BUTTERFAT	500.2	601.9	389.2
4 PERCENT OF BUTTERFAT IN MILK	3.7	3.7	3.7
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	\$ 1756.47	2098.34	1313.01
7 DAIRY PRODUCTS USED IN HOME	9.02	11.37	8.17
8 MILK FED TO LIVESTOCK	15.72	23.87	12.47
9 NET INCREASES IN VALUE OF COWS	(-145.40)	(-96.36)	(-180.32)
10 OTHER MISCELLANEOUS DAIRY INCOME			
11 TOTAL VALUE PRODUCED	\$ 1635.81*	2037.22*	1153.33*
12 POUNDS OF FEED FED			
13 CORN	4233.8	4676.8	3819.8
14 SMALL GRAIN	578.3	287.9	888.5
15 COMPLETE RATION	1251.8	1085.6	1054.6
16 PROTEIN, SALT & MINERAL	1050.7	905.5	813.8
17 TOTAL CONCENTRATES	7114.6	6955.8	6576.7
18 LEGUME HAY	6257.1	6504.6	6314.2
19 OTHER HAY & DRY ROUGHAGE	323.7	158.2	654.1
20 SILAGE	11301.3	7013.3	13062.8
20A HAYLAGE	499.4	584.5	307.4
21 FEED COSTS			
22 GRAINS	188.93	190.19	195.27
23 COMPLETE RATION	90.57	106.94	73.92
24 PROTEIN/SALT/MINRL	133.44	133.76	108.52
25 HAY/HAYLAGE & DRY ROUGHAGE	208.52	212.39	207.69
26 SILAGE	92.82	54.70	113.25
27 PASTURE	5.35	4.39	6.51
28 TOTAL FEED COSTS	\$ 719.63	702.37	705.16
29 RETURN OVER FEED COST	\$ 916.18*	1334.85*	448.17*
30 OTHER DIRECT COSTS			
31 MISCELLANEOUS LIVESTOCK EXPENSE	73.96	86.96	50.35
32 VETERINARY EXPENSE	31.25	41.62	22.55
33 CUSTOM WORK HIRED	53.12	58.55	40.70
34 SPECIAL HIRED LABOR	1.03	4.22	
35 TOTAL OTHER DIRECT COSTS	\$ 159.36	191.35	113.60
36 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 756.82*	1143.50*	334.57*
37 ALLOCATED COSTS			
38 POWER & MACHINERY COSTS	67.97	69.89	62.16
39 LIVESTOCK EQUIPMENT COSTS	60.07	68.36	47.75
40 BUILDING & FENCES	75.59	109.09	54.35
41 TOTAL ALLOCATED COSTS	\$ 203.63	247.34	164.26
42 RETURN OVER ALL LISTED COSTS	\$ 553.19*	896.16*	170.31*
43 SUPPLEMENTARY MANAGEMENT INFORMATION			
44 RETURN FOR \$100 FEED FED	227.31	290.05	163.56
45 FEED COST PER CWT. MILK	5.26	4.33	6.75
46 FEED COST PER POUND OF BUTTERFAT	1.44	1.17	1.81
47 POUNDS OF MILK PER POUND OF CONCENTRATE	1.92	2.33	1.59
48 AVERAGE PRICE PER CWT. MILK SOLD	13.02	13.16	12.75
49 AVERAGE PRICE PER POUND OF BUTTERFAT	3.56	3.55	3.42
50 TOTAL LISTED COSTS PER CWT. MILK PROD.	7.91	7.03	9.41
51 DAIRY COW TURNOVER PERCENTAGE	29.6	28.9	29.6
52 TOTAL LISTED COSTS PER COW	\$ 1082.62*	1141.06*	983.02*
53 UTILITIES & OTHER GEN. FARM EXP. (TOT.)	2880.87	2939.73	2482.51

TABLE 13 - OTHER DAIRY/COMMERCIAL/REPLACEMENT - 1982

	Average of 194 Farms In Return Above Feed	39 Farms High in Return Above Feed	39 Farms Low in Return Above Feed
1 NUMBER OF HEAD	53.6	50.0	45.7
	PER HEAD	PER HEAD	PER HEAD
2 NET INCREASE IN VALUE	311.87	470.28	173.24
3 OTHER MISCELLANEOUS INCOME			
4 TOTAL INCOME	\$ 311.87*	470.28*	173.24*
5 <u>POUNDS OF FEED FED</u>			
6 CORN	630.2	633.1	708.0
7 SMALL GRAIN	200.5	215.1	242.5
8 COMPLETE RATION	151.0	175.7	150.5
9 PROTEIN, SALT & MINERALS	135.2	278.2	132.5
10 HAY & DRY ROUGHAGE	2298.7	1952.3	2815.2
11 SILAGE	5642.9	5270.6	6421.4
11A HAYLAGE	79.4	5.1	413.0
12 MILK	104.4	93.5	100.8
13 <u>FEED COST</u>			
14 GRAINS	33.71	33.26	42.32
15 COMPLETE RATION	15.73	16.00	15.05
16 PROTEIN, SALT & MINERALS	18.56	23.96	24.81
17 HAY/HAYLAGE & DRY ROUGHAGE	62.80	49.88	92.52
18 SILAGE	46.21	43.06	52.74
19 MILK	12.11	11.44	12.25
20 PASTURE	5.11	4.32	5.69
21 TOTAL FEED COSTS	\$ 194.23	181.92	245.38
22 RETURN OVER FEED COSTS	\$ 117.64*	288.36*	(-72.14)*
23 <u>OTHER DIRECT COSTS</u>			
24 MISCELLANEOUS EXPENSE	6.25	6.70	5.75
25 VETERINARY EXPENSE	3.36	3.20	3.17
26 CUSTOM WORK HIRED	2.48	2.80	2.41
27 SPECIAL HIRED LABOR	.09		
28 TOTAL OTHER DIRECT COSTS	\$ 12.18	12.70	11.33
29 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 105.46*	275.66*	(-83.47)*
30 <u>ALLOCATED COSTS</u>			
31 POWER & MACHINERY COSTS	10.67	11.30	10.84
32 LIVESTOCK EQUIPMENT COSTS	9.38	10.29	7.92
33 BUILDING & FENCES	12.14	12.92	12.27
34 TOTAL ALLOCATED COSTS	32.19	34.51	31.03
35 RETURN OVER ALL LISTED COSTS	\$ 73.27*	241.15*	(-114.50)*
36 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
37 RETURN FOR \$100 FEED FED	160.56	258.51	70.60
38 PERCENT DEATH LOSS - TOTAL	9.3	8.5	13.1
39 PERCENT CALF DEATH LOSS	18.6	15.6	26.3
40 TOTAL LISTED COSTS PER HEAD	\$ 238.60*	229.13*	287.74*
41 UTILITIES & OTHER GEN. FARM EXP. (TOT.)	586.08	377.46	588.15
42 INTEREST ALLOCATION	_____	_____	_____
43 OTHER COSTS NOT LISTED	_____	_____	_____
44 TOTAL COSTS	_____	_____	_____

TABLE 14 - ALL DAIRY & DUAL PURPOSE CATTLE - 1982

	Average of 197 Farms In Return Above Feed	39 Farms High In Return Above Feed	39 Farms Low In Return Above Feed
1 AVERAGE NUMBER OF COWS	43.7	47.8	37.5
	PER COW	PER COW	PER COW
2 VALUE OF DAIRY PRODUCTS	1780.59	2107.51	1366.05
3 NET INCREASE IN VALUE	254.58	471.97	32.99
4 MISCELLANEOUS DAIRY INCOME			
5 TOTAL VALUE PRODUCED	\$ 2035.17*	2579.48*	1399.04*
6 POUNDS OF FEED FED			
7 GRAINS	5858.0	6178.3	5580.5
8 COMPLETE RATIONS	1488.8	1642.9	1324.9
9 PROTEIN, SALT & MIN., INCL. MILK EQUIV.	1223.4	1746.7	949.0
10 HAY & DRY ROUGHAGE	9452.8	10218.4	9872.4
11 SILAGE	18604.5	13199.3	17277.9
11A HAYLAGE	637.2	982.3	339.1
12 FEED COST			
13 GRAINS	231.49	239.16	239.12
14 COMPLETE RATIONS	114.76	162.51	98.29
15 PROTEIN, SALT & MINERALS, INC. MILK	171.99	158.74	141.47
16 HAY/HAYLAGE & DRY ROUGHAGE	287.09	301.49	289.89
17 SILAGE	150.48	105.92	140.51
18 PASTURE COSTS	11.65	12.49	11.71
19 TOTAL FEED COSTS	\$ 967.46	980.31	920.99
20 RETURN OVER FEED COSTS	\$ 1067.71*	1599.17*	478.05*
21 OTHER DIRECT COSTS			
22 MISCELLANEOUS LIVESTOCK EXPENSE	83.20	96.07	55.07
23 VETERINARY EXPENSE	36.52	45.44	25.39
24 CUSTOM WORK	56.02	71.21	45.23
25 SPECIAL HIRED LABOR	1.14	1.90	
26 TOTAL OTHER DIRECT COSTS	\$ 176.88	214.62	125.69
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 890.83*	1384.55*	352.36*
28 ALLOCATED COSTS			
29 POWER & MACHINERY COSTS	80.98	88.11	77.13
30 LIVESTOCK EQUIPMENT COSTS	71.69	78.31	48.93
31 BUILDING & FENCES	89.51	130.87	51.72
32 TOTAL ALLOCATED COSTS	\$ 242.18	297.29	177.78
33 RETURN OVER ALL LISTED COSTS	\$ 648.65*	1087.26*	174.58*
34 SUPPLEMENTARY MANAGEMENT INFORMATION			
35 RETURN FOR \$100 FEED FED	210.36	263.13	151.91
36 TOTAL LISTED COSTS PER COW	\$ 1386.52*	1492.22*	1224.46*
37 UTILITIES & OTHER GEN. FARM EXP. (TOT.)	3468.91	3041.72	3013.42
38 INTEREST ALLOCATION	_____	_____	_____
39 OTHER COSTS NOT LISTED	_____	_____	_____
40 TOTAL COSTS	_____	_____	_____

TABLE 15A BEEF BREEDING, FARM, WHOLE HERD, COMMERCIAL - 1982

	Average of 23 Farms In Return Above Feed	11 Farms High In Return Above Feed	11 Farms Low In Return Above Feed
1 AVERAGE NUMBER OF BEEF COWS	65.9	73.9	56.0
2 AVERAGE NUMBER OTHER BEEF ANIMALS & BULLS	54.2	68.3	42.3
3 POUNDS OF BEEF PRODUCED	33498	45993	22336
	PER COW	PER COW	PER COW
4 NET INCREASE IN VALUE	255.31	306.35	197.84
5 OTHER MISCELLANEOUS BEEF INCOME	.19	.52	
6 TOTAL VALUE PRODUCED	\$ 255.50*	306.67*	197.84*
7 <u>POUNDS OF FEED FED</u>			
8 GRAIN	734.0	1104.0	289.2
9 PROTEIN, SALT & MINERAL	100.5	98.4	105.1
10 LEGUME HAY	2932.2	1954.5	4416.6
11 OTHER HAY & DRY ROUGHAGE	5331.3	4498.2	1817.2
12 SILAGE	5874.9	4071.8	3417.2
12A HAYLAGE			
13 <u>FEED COST</u>			
14 GRAIN	21.16	28.58	12.57
15 PROTEIN, SALT & MINERAL	11.86	11.53	12.59
16 LEGUME HAY/HAYLAGE	53.54	27.81	91.04
17 OTHER HAY & DRY ROUGHAGE	54.26	73.27	28.86
18 SILAGE	28.64	30.43	24.07
19 PASTURE	27.76	27.50	28.71
20 TOTAL FEED COSTS	\$ 197.22	199.12	197.84
21 RETURN OVER FEED COST	\$ 61.28*	107.55*	0.00*
22 <u>OTHER DIRECT COSTS</u>			
23 MISCELLANEOUS LIVESTOCK EXPENSE	5.01	6.06	3.63
24 VETERINARY EXPENSE	6.43	6.17	6.95
25 CUSTOM WORK	6.28	6.58	5.96
26 SPECIAL HIRED LABOR	.06		.14
27 TOTAL OTHER DIRECT COSTS	\$ 17.78	18.81	16.68
28 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 43.50*	88.74*	(-16.68)*
29 <u>ALLOCATED COSTS</u>			
30 POWER & MACHINERY COSTS	19.55	14.94	22.42
31 LIVESTOCK EQUIPMENT COSTS	16.57	13.78	16.78
32 BUILDING & FENCES	23.13	12.47	34.84
33 TOTAL ALLOCATED COSTS	\$ 59.25	41.19	74.04
34 RETURN OVER ALL LISTED COSTS	\$ (-15.75)*	47.55	(-90.72)*
35 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
36 RETURN FOR \$100 FEED FED	131.07	154.01	100.00
37 PRICE PER CWT. SOLD	55.02	56.44	53.31
38 PRICE PER CWT. CALVES SOLD OR TRANS.	60.01	63.59	54.99
39 AVERAGE WEIGHT PER HEAD SOLD	597.0	655.1	547.4
40 AVERAGE WT. PER CALF SOLD OR TRANS.	493.1	531.3	452.5
41 PERCENT DEATH LOSS	4.8	5.1	4.8
42 PERCENT CALF CROP			
42A PERCENT CALF DEATH LOSS	10.9	10.5	10.9
43 TOTAL LISTED COSTS PER COW	\$ 274.25*	259.12*	288.56*
44 UTILITIES & OTHER GEN. FARM EXP. (TOT.)	594.94	334.81	847.54

TABLE 15B - BEEF FEEDERS (FEED LOT) - 1982

	Average of 10 Farms In Return Above Feed
1 AVERAGE NUMBER OF BEEF FEEDERS	32.1
2 POUNDS OF BEEF PRODUCED	21596
	PER CWT.
3 NET INCREASE IN VALUE OF ANIMALS	53.50
4 OTHER MISCELLANEOUS BEEF INCOME	
5 TOTAL VALUE PRODUCED	\$ 53.50*
6 <u>POUNDS OF FEED FED</u>	
7 GRAIN	392.6
8 PROTEIN, SALT & MINERAL	13.4
9 LEGUME HAY	470.9
10 OTHER HAY & DRY ROUGHAGE	203.7
11 SILAGE	679.8
11A HAYLAGE	
12 <u>FEED COST</u>	
13 GRAIN	15.82
14 PROTEIN, SALT & MINERAL	2.37
15 LEGUME HAY/HAYLAGE	9.85
16 OTHER HAY & DRY ROUGHAGE	4.07
17 SILAGE	5.14
18 PASTURE	1.41
19 TOTAL FEED COST	\$ 38.66
20 RETURN OVER FEED COST	\$ 14.84*
21 <u>OTHER DIRECT COSTS</u>	
22 MISCELLANEOUS LIVESTOCK EXPENSE	.70
23 VETERINARY EXPENSE	1.53
24 CUSTOM WORK HIRED	4.02
25 SPECIAL HIRED LABOR	.02
26 TOTAL OTHER DIRECT COSTS	\$ 6.27
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 8.57*
28 <u>ALLOCATED COSTS</u>	
29 POWER & MACHINERY COSTS	1.31
30 LIVESTOCK EQUIPMENT COSTS	.68
31 BUILDINGS & FENCES	1.49
32 TOTAL ALLOCATED COSTS	3.48
33 RETURN OVER ALL LISTED COSTS	\$ 5.09*
34 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
35 RETURN FOR \$100 FEED FED	138.39
36 PRICE PER CWT. SOLD	60.75
37 AVERAGE WEIGHT PER HEAD SOLD	737.4
38 PRICE PER CWT. BOUGHT	64.55
39 AVERAGE WEIGHT PER HEAD BOUGHT	371.8
40 NUMBER OF HEAD BOUGHT	23
41 PERCENT DEATH LOSS	1.1
42 EFFECTIVE DAILY GAIN - POUNDS/HEAD/DAY	1.84
43 TOTAL LISTED COST PER CWT. PRODUCED	48.41
44 UTILITIES & OTHER GEN. FARM EXP. (TOTAL)	141.84

SETTING GOALS

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

Sitting down as an operator or husband and wife and putting these wants in writing is done in one of the early classes in the Adult Farm Management Education Program.

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

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

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

WHAT DOES YOUR FAMILY WANT?

NAME John Jones Family DATE 1/1/83

ADDRESS Anywhere, Minnesota

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

	This Year	Later
<u>FOR A PROFITABLE FARM BUSINESS:</u>		
6 Buy a new tractor to replace old John Deere A	✓	
1 Raise the production of the dairy herd by 500 lbs. of milk per cow	✓	
8 Raise the production of the dairy herd from 11000 lbs. to 15000 lbs. per cow in 10 yrs.		✓
2 Increase hay yield by 1 ton per acre in 3 yrs.	✓	✓
<u>FOR SATISFYING LIVING:</u>		
5 Install kitchen cabinets	✓	
10 Build new family room on west side of house	✓	
11 Paint exterior of home	✓	
12 Landscape yard		✓
<u>FOR DEVELOPMENT OF FAMILY MEMBERS:</u>		
9 Provide opportunity for son, Dave, to attend college in two years		✓
7 Provide money for Dad to attend the National Convention for a week this winter	✓	
4 Provide time and money for Dan to attend camp this summer	✓	
<u>FOR LONG-TERM FINANCIAL SECURITY:</u>		
3 Improve net worth by 20% per year	✓	✓