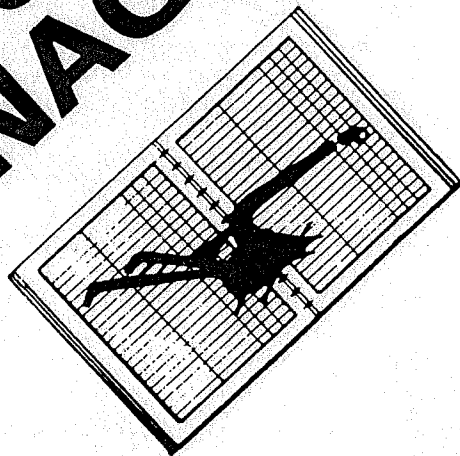


# **FARM BUSINESS MANAGEMENT**



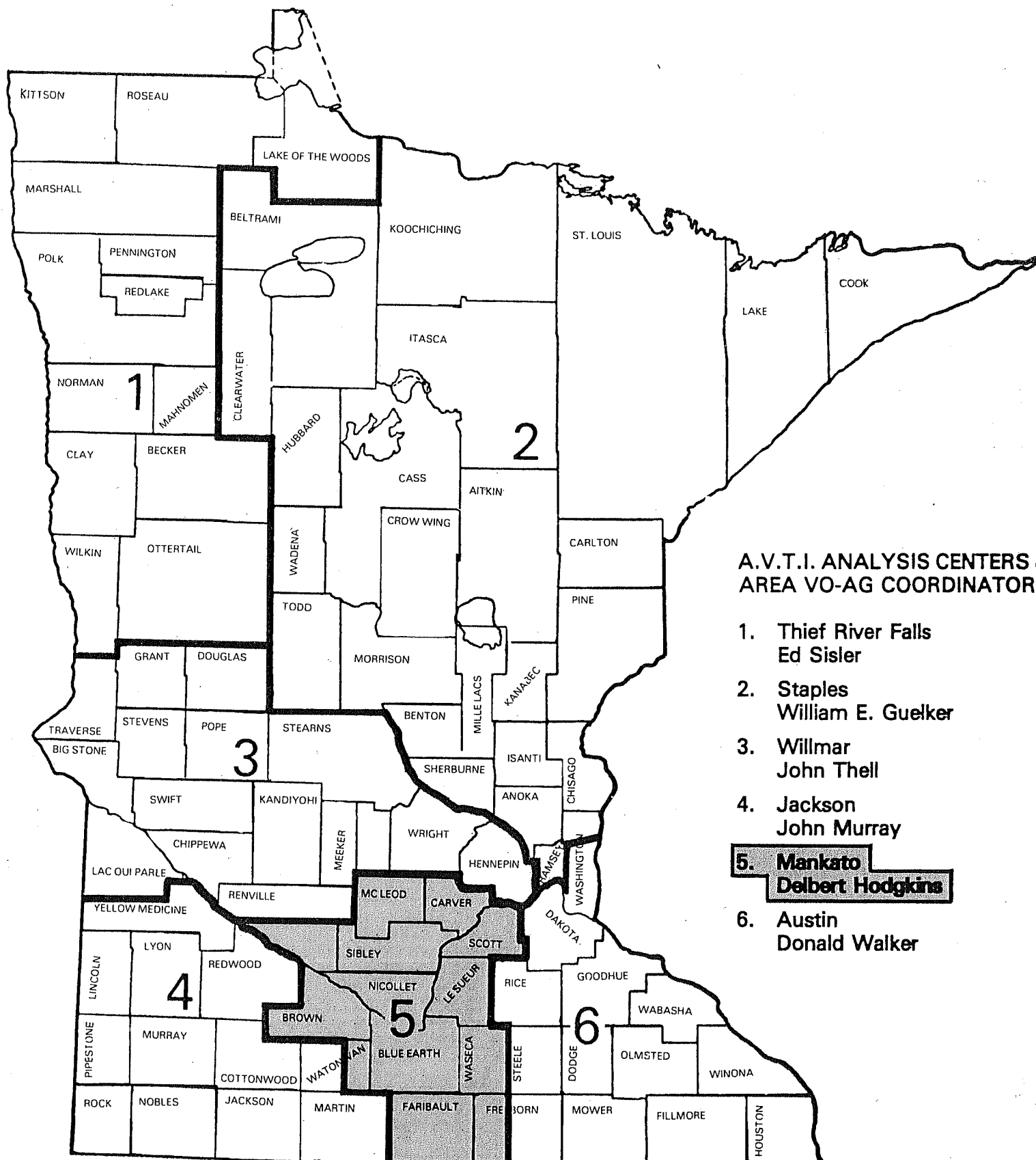
**1982**

## **Education Program Annual Report Mankato Area Southern Minnesota April 1983**

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

### **AN ADULT EDUCATIONAL PROGRAM**

# VO-AG FARM MANAGEMENT AREAS



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1982 ANNUAL VOCATIONAL AGRICULTURE FARM MANAGEMENT PROGRAM REPORT  
MANKATO AREA OF SOUTHERN MINNESOTA

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TABLE OF CONTENTS

Introduction.....	i
Schools Participating.....	iii
Table 1 - Summary of Farm Inventories.....	1 & 2
Table 2A - Summary of Cash Receipts.....	3
Table 2B - Summary of Cash Expenses.....	4
Table 3 - Summary of Farm Earnings - Enterprise Statement.....	5
Table 4 - Operator's Household Expense.....	6
Table 5 - Operator's Net Worth Statement.....	7, 8 & 9
Table 6A - Operator's Share of Cash Receipts.....	10
Table 6B - Operator's Share of Cash Expenses.....	11
Description of Management Factors.....	12
Table 8 - Measures of Organization and Management.....	13
Thermometer Chart.....	14
Table 9 - Distribution of Acres and Crop Yields.....	15
Explanation of Crop Analysis - Table 10.....	16
Table 10 - Crop Data for Oats.....	17
Table 10 - Crop Data for Spring Wheat.....	18
Table 10 - Crop Data for Canning Corn.....	19
Table 10 - Crop Data for Corn - Grain.....	20
Table 10 - Crop Data for Corn - Government Program.....	20a
Table 10 - Crop Data for Soybeans.....	21
Table 10 - Crop Data for Canning Peas.....	22
Table 10 - Crop Data for Alfalfa Hay.....	23
Table 10 - Crop Data for Corn Silage.....	24
Table 10 - Crop Data for Grain Silage - Winter Wheat - Land Rented Out.....	25
Description - Costs and Returns from Livestock.....	26
Table 11A - Costs and Returns from Complete Hog Enterprise.....	27
Table 11B - Costs and Returns from Finishing Hogs.....	28
Table 11C - Costs and Returns from Weaning Pigs.....	29
Table 11D - Costs and Returns from Mixed Hog Enterprise.....	30
Table 12 - Costs and Returns from Dairy Cattle, Com. Herds.....	31
Table 12A - Costs and Returns from Dairy Cattle, Purebred Herds.....	32
Table 13 - Costs and Returns from Other Dairy, Com. & Purebreds.....	33
Table 14 - Costs and Returns from All Dairy Cattle.....	34
Table 15A - Costs and Returns from Beef Breeding Cattle.....	35
Table 15B - Costs and Returns from Beef Feeders.....	36
Table 16A - Costs and Returns from Sheep.....	37
Average Prices.....	38
Explanation of Work Units and Animal Units.....	39
Summary of Miscellaneous Items by Years.....	40
Graph - Range in Labor Earnings.....	41
Setting Goals.....	42

KEY TO COLOR CODE

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

## Introduction

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

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

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

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



Most programs organize their courses around the same central themes.

They are:

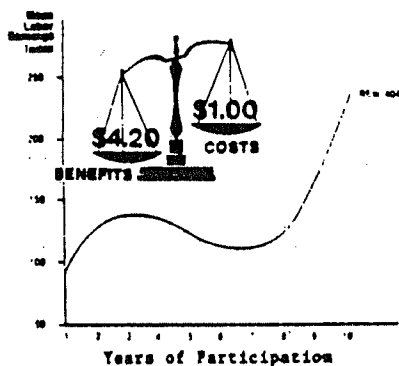
Year 1 - Farm business records and accounts.

Year 2 - Farm business analysis and evaluations.

Year 3 - Farm business organization.

Advanced (for students who have completed years 1, 2, and 3). In the advanced series of classes and on-farm instructional visits the major emphasis is on evaluating the business, examining alternatives and continuing the reorganization of the resources used in the business.

Like most education programs, enrollees benefit from the instruction in relation to how much effort they put into study. But there have been some research studies that show that on the average, enrollees get some exciting results. They are best illustrated by the figure below:



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

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

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

This summary of farm records for the South Central Minnesota area served by the Mankato AVTI shows the results of the analysis of farm businesses enrolled in management education programs for 1982. Study the results carefully so you can use this information to improve agriculture in your area and in your business.

XXX

### Schools Participating

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

<u>Class Location</u>	<u>Instructor</u>
Alden (part time)	John Nelson
Gaylord	Leo Lick
Glencoe	Kenneth Stenzel
Hutchinson	Warren Ekstrom
Madelia	John Rollings
Mankato AVTI	Paul Callanan
Mankato AVTI	Dennis Jackson
New Prague	Maynard Harms
New Richland	Mark Worthley
New Ulm	Layton Peters
Sleepy Eye	Keith Banta
Springfield (part time)	Harvey Sankey
St. Peter	Cletus Janni
Waseca	Norman Bohmbach
Watertown	Vernon Yetzer
Wells	Arnold Carlson
Winthrop	James Atchison

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

Mankato AVTI	Lyle Phelps
Waseca UMW	Boyd Fuller

TABLE 1 - SUMMARY OF FARM INVENTORIES\* - 1982

Items		Average of 319 Farms	
1.	Size of Farm (Total Acres)	373.6	
2.	(Tillable Acres)	347.7	
3.	Work Units (Crops)	171.64	
4.	(Livestock)	249.70	
5.	(Other)	14.03	
6.	Total Size of Business in Work Units	435.37	
7.	Number of Workers	1.57	
8.	Farm Capital Investment per Worker	\$368,113	
		Jan. 1	Dec. 31
9.	PRODUCTIVE LIVESTOCK		
10.	Dairy Cows	\$ 13,438	\$ 13,733
11.	Other Dairy Cattle	8,453	8,741
12.	Beef Breeding Cattle	1,137	1,192
13.	Beef Feeder Cattle	3,957	4,127
14.	Hogs	14,670	20,322
15.	Sheep, (Including Feeders) & Goats	198	187
16.	Poultry - All Types	8	4
17.	Other Livestock	69	96
18.	Total Productive Livestock	\$ 41,930	\$ 48,402
19.	CROP, SEED AND FEED	\$ 64,200	\$ 68,007
20.	POWER, MACHINERY & EQUIPMENT		
21.	Auto & Truck (Farm Share)	\$ 5,614	\$ 5,175
22.	Power & Machinery	42,806	42,282
23.	Irrigation Equipment	69	64
24.	Custom Work Equipment	226	218
25.	Livestock Equipment	9,610	9,574
26.	Total Power, Mach. & Equip.	\$ 58,325	\$ 57,313
27.	LAND	\$ 346,419	\$ 350,931
28.	BUILDINGS - FENCES - ETC.	\$ 58,971	\$ 61,375
29.	TOTAL FARM CAPITAL	\$ 569,845	\$ 586,028
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 16,183

\*Table 1 lists the categories of farm capital for the average of 319 farms and for the 64 most profitable and 64 least profitable farms. These averages include the landlord's share of the investment for rented farms.

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

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

(Continued on Page 2)



TABLE 1 - SUMMARY OF FARM INVENTORIES - 1982

Items		64 Most Profitable Farms		64 Least Profitable Farms	
1.	Size of Farm (Total Acres)	459.6		460.9	
2.	(Tillable Acres)	433.0		431.5	
3.	Work Units - (Crops)	214.04		211.92	
4.	(Livestock)	391.75		191.76	
5.	(Other)	13.57		7.85	
6.	Total Size of Business in Work Units	619.36		411.54	
7.	Number of Workers	1.77		1.74	
8.	Farm Capital Investment per Worker	\$ 383,726		\$ 470,696	
		Jan. 1	Dec. 31	Jan. 1	Dec. 31
9.	PRODUCTIVE LIVESTOCK				
10.	Dairy Cows	\$ 9,896	\$ 9,755	\$ 14,910	\$ 15,555
11.	Other Dairy Cattle	7,129	7,358	10,201	9,569
12.	Beef Breeding Cattle	427	422	2,046	1,748
13.	Beef Feeder Cattle	8,074	9,344	2,478	2,684
14.	Hogs	37,979	54,968	5,024	6,565
15.	Sheep (Including Feeders) & Goats	385	421	277	256
16.	Poultry - All Types			15	17
17.	Other Livestock				
18.	Total Productive Livestock	\$ 63,890	\$ 82,268	\$ 34,952	\$ 36,395
19.	CROP, SEED AND FEED	\$ 84,629	\$ 106,036	\$ 79,486	\$ 70,682
20.	POWER, MACHINERY & EQUIPMENT				
21.	Auto & Truck (Farm Share)	\$ 7,308	\$ 6,516	\$ 7,353	\$ 6,197
22.	Power & Machinery	48,317	51,284	54,696	50,253
23.	Irrigation Equipment				
24.	Custom Work Equipment	119	87	348	457
25.	Livestock Equipment	13,449	14,205	6,899	6,692
26.	Total Power, Mach. & Equip.	\$ 69,193	\$ 72,092	\$ 69,295	\$ 63,599
27.	LAND	\$ 351,157	\$ 359,282	\$ 581,466	\$ 583,591
28.	BUILDINGS - FENCES - ETC.	\$ 84,332	\$ 85,512	\$ 58,058	\$ 60,498
29.	TOTAL FARM CAPITAL	\$ 653,200	\$ 705,190	\$ 823,256	\$ 814,765
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 51,990		\$ (-8,491)

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

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

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

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



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

Items	Average of--319 Farms	64 Most Profitable Farms	64 Least Profitable Farms
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 2,322	\$ 1,723	\$ 2,476
3. Dairy Products	29,528	21,431	29,631
4. Other Dairy Cattle	2,526	2,086	3,378
5. Beef Breeding Cattle	335	27	587
6. Beef Feeder Cattle	8,546	22,039	4,721
7. Hogs Complete & Mixed	24,192	76,597	4,924
8. Hogs Finishing	19,194	44,645	9,072
9. Hogs Producing Weaning Pigs	3,361	5,303	662
10. Sheep, Goats & Wool, Farm Flock	134	173	243
11. Sheep & Wool, Feeder Lambs			
12. Chickens (Including Hens & Broilers)	14	20	24
13. Turkeys	201	999	
14. Eggs	28		71
15. Other Productive Livestock & Products	174		
16. Other Miscellaneous Livestock Income	197	199	45
17. Total Sales of Productive Livestock	\$ 90,751	\$ 175,242	\$ 55,834
18. SALE OF CROPS			
19. Wheat	\$ 692	\$ 481	\$ 791
19A. Durum			
20. Other Small Grains	264	107	300
21. Corn	30,388	33,156	46,766
22. Soybeans	28,156	36,357	37,033
22A. Sunflowers	44	24	
23. Other Row Crops	1,507	1,503	2,217
24. Legumes & Other Forage	296	28	580
25. Grass Seed			
26. Fruits & Nuts			
27. Vegetable Roadside Market & Specialty	1		
28. Nursery, Timber & Other	700	126	1,168
29. Set Aside Acres-Government Payments	531	781	285
30. Total Sales From Crops	\$ 62,579	\$ 72,563	\$ 89,140
31. Capital Assets Sold (Auto/Trk/Mach.)	\$ 831	\$ 2,085	\$ 704
31A. Capital Assets Sold (Bldg. & Imprvmnts)	40		34
31B. Capital Assets Sold (Land)	383		
32. Gas Tax Refund	68	20	127
33. Income From Work off the Farm	1,517	1,794	1,380
34. Custom Work Enterprise Income	141	240	195
35. Patronage Refunds	1,613	1,546	1,128
36. Miscellaneous Farm Income	2,999	4,633	4,063
37. Total Farm Sales	\$ 160,922	\$ 258,123	\$ 152,605
38. Increase in Farm Capital	\$ 16,183	\$ 51,990	
39. Family Living From the Farm	571	573	735
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 177,676	\$ 310,686	\$ 153,340

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

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



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

Items	Average of--319 Farms	64 Most Profitable Farms	64 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 326	\$ 23	\$ 246
3. Other Dairy Cattle	318	225	368
4. Beef Breeding Cattle	104		32
5. Beef Feeder Cattle	4,548	13,540	2,398
6. Hogs Complete & Mixed	1,112	2,365	474
7. Hogs Finishing	4,244	8,155	2,829
8. Hogs Producing Weaning Pigs	374	476	237
9. Sheep & Goats	10	1	17
10. Sheep, Feeder Lambs			
11. Chickens (Including Hens & Broilers)	5	3	17
12. Turkeys	42	208	
13. Other Productive Livestock	28		
14. Miscellaneous Livestock Expense	4,467	7,279	3,107
15. Feed Bought	19,757	43,075	12,525
16. Fertilizer	8,488	10,552	10,828
17. Chemicals	6,486	8,466	9,225
18. Other Crop Expense	10,785	14,118	13,705
19. Irrigation Operation Costs	8		
20. Custom Work Enterprise Operator Costs, Including Labor	31	80	46
21. Custom Work Hired	2,998	3,064	2,729
22. Repair & Upkeep of Livestock Equipment	1,415	2,117	1,159
23. Repair & Upkeep of Farm Real Estate	1,499	1,970	1,798
24. Gas, Oil & Grease Bought (Farm Share)	6,201	7,179	7,656
25. Repair & Operation of Mach., Trac., Truck Auto	5,832	6,846	7,333
26. Repair & Upkeep of Irrigation Equipment			
27. Repairs - Custom Work Enterprise	33	44	15
28. Wages of Hired Labor	3,981	5,505	4,047
29. Personal Property & Real Estate Taxes	4,481	5,345	5,856
30. General Farm Expense	2,177	2,868	2,244
31. Telephone Expense (Farm Share)	334	410	345
32. Electricity Expense (Farm Share)	2,212	3,294	1,834
33. TOTAL CASH OPERATING EXPENSE	\$ 92,296	\$ 147,208	\$ 91,070
34. Power, Crop & General Mach. Bought (FS)	\$ 11,722	\$ 17,793	\$ 10,305
35. Irrigation Equipment Bought			1
36. Custom Work Equipment Bought	52		202
37. Livestock Equipment Bought	2,213	4,235	1,505
38. New Real Estate & Improvement	9,043	10,993	8,932
38A. New Real Estate - Land	5,478	8,125	5,469
39. TOTAL FARM PURCHASES (33) THRU (38A)	\$ 120,804	\$ 188,354	\$ 117,484
40. Decrease in Farm Capital	\$	\$	\$ 8,491
41. Interest on Farm Capital (7% Opport. Chg)	40,456	47,544	57,331
42. Unpaid Family Labor	380	525	560
43. Labor Charge for Partners & Other Operators	1,250	675	2,723
44. Board Furnished Hired Labor	105	88	231
45. TOTAL FARM EXPENSE (39) THRU (44)	\$ 162,995	\$ 237,188	\$ 186,820
46. Return to Oper Labor & Mgmt. - Single Oper. (W.F.) (2A/40) - (45)	\$ 14,681	\$ 73,500	\$ (-33,480)
47. Number of Operators	1	1	1
48. Full Time Operator Equivalents	1.18	1.26	1.31
49. Return to Oper. Labor & Mgmt. - Full Time Operator Equivalent	\$ 13,823	\$ 66,243	\$ (-28,762)



TABLE 3 - SUMMARY OF FARM EARNINGS (ENTERPRISE STATEMENT - WHOLE FARM) - 1982

Items	Average of--319 Farms	64 Most Profitable Farms	64 Least Profitable Farms
1. <u>RETURNS AND NET INCREASES</u>			
2. Productive Livestock			
3. Dairy Cows	\$ 28,369	\$ 20,788	\$ 27,769
4. Other Dairy Cattle	6,792	5,144	7,872
5. Beef Breeding Cattle	387	95	601
6. Feeder Cattle	4,056	9,567	2,339
7. Hogs, Complete & Mixed	26,403	86,124	4,829
8. Hogs Finishing Enterprise	12,354	29,323	6,003
9. Producing Weaning Pigs	8,025	17,319	1,896
10. Sheep & Goats	115	209	207
11. Sheep, Feeder Lambs			
12. Chickens (Including Hens & Broilers)	37	19	85
13. Turkeys	159	792	
14. Other Productive Livestock	173		
15. TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 86,870	\$ 169,380	\$ 51,601
16. Value of Feed Fed to Livestock (minus)	40,964 (minus)	73,013 (minus)	28,333 (minus)
17. Return Over Feed From Livestock	45,906	96,367	23,268
18. Crop, Seed & Feed	61,638	90,589	62,182
19. Cooperative Patronage Refunds	1,613	1,546	1,128
20. Miscellaneous Farm Income	2,999	4,633	4,063
21. Custom Work Enterprise	17	84	41
22. TOTAL RETURNS & NET INCREASES	\$ 112,174	\$ 193,219	\$ 90,682
23. <u>EXPENSES &amp; NET DECREASES</u>			
24. Truck & Auto (Farm Share)	\$ 5,456	\$ 6,721	\$ 6,241
25. Tractors & Crop Machinery	19,786	21,906	24,926
26. Irrigation Equipment	5		
27. Electricity	2,212	3,294	1,834
28. Livestock Equipment	3,748	5,746	2,963
29. Buildings, Fences & Tiling	8,097	11,783	8,256
30. Bare Land	583		3,344
31. Miscellaneous Livestock Expense	4,467	7,279	3,107
32. Labor	4,441	6,148	4,992
33. Labor Charge for Other Operator(s)	1,250	675	2,723
34. Property Tax	4,481	5,345	5,856
35. General Farm Expense & Telephone	2,511	3,278	2,589
36. Interest on Farm Capital (7% Opport.Chg)	40,456	47,544	57,331
37. TOTAL EXPENSES & NET DECREASES	\$ 97,493	\$ 119,719	\$ 124,162
38. RETURN TO OPER. LABOR&MGMT. (SINGLE OPR)	\$ 14,681	\$ 73,500	\$ (-33,480)
39. Number of Farm Operators	1	1	1
40. Full Time Operators Equivalents	1.18	1.26	1.31
41. Retrn.Opr.Lbr.&Mgt./Full Time Operator	\$ 13,823	\$ 66,243	\$ (-28,762)

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



TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1982

FOR THOSE FARMS WITH COMPLETE ACCOUNTS - OPERATOR'S SHARE

Items	Average of 159 Farms	Average Per Adult Equivalent	High Per Adult Equivalent	Low Per Adult Equivalent
1. Number of Persons - Family	4	4	4	4
2. Number of Adult Equivalent - Family	3.2	3.2	3.4	3.2
3. Church & Welfare	\$ 860	\$ 268.75	\$ 307.65	\$ 213.75
4. Medical Care & Health Insurance	2,215	692.19	822.65	788.44
5. Food & Meals Bought	3,771	1,178.44	1,290.59	1,315.31
6. Operating Expense & Supplies	2,013	629.06	947.35	560.94
7. Furnishings & Equipment	1,359	424.69	422.35	452.50
8. Clothing & Clothing Materials	1,255	392.19	429.71	406.25
9. Personal Care, Personal Spending	729	227.81	175.29	246.88
10. Education	397	124.06	130.59	230.63
11. Recreation	970	303.13	323.24	210.00
12. Gifts & Special Events	1,025	320.31	357.35	427.19
13. Personal Share Truck & Auto Expense	1,069	334.06	325.00	409.38
14. Operator Share Upkeep on Dwelling	305	95.31	132.94	116.25
14A. Cash Rent (Personal)	39	12.19		33.44
15. Personal Share Telephone & Electricity Expense	714	223.13	269.71	208.13
15A. Personal Share - General Farm Expense	59	18.44	17.06	16.56
16. TOTAL CASH LIVING EXPENSE	\$ 16,780	\$ 5,243.76	\$ 5,951.48	\$ 5,635.65
17. Personal Share New Truck and Auto	\$ 247	\$ 77.19	\$ 75.29	\$ 5.63
18. New Dwelling Bought	1,510	471.88	251.18	1,207.81
19. Taxes and Other Deductions	2,448	765.00	601.47	353.75
20. Life Insurance & Other Savings & Investments	5,719	1,787.19	4,716.18	843.13
21. TOTAL HOUSEHOLD & PERSONAL (16) THRU (20)	\$ 26,704	\$ 8,345.02	\$ 11,595.60	\$ 8,045.97
22. TOTAL FAMILY LIVING FROM THE FARM (33)	\$ 505	\$ 157.81	\$ 118.53	\$ 199.38
23. TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$ 27,209	\$ 8,502.83	\$ 11,714.13	\$ 8,245.35
24. FAMILY LIVING FROM THE FARM				
25. Quantity		Operator's Share	Operator's Share	Operator's Share
26. Milk and Cream (Quarts)	323	82	18	135
27. Beef and Buffalo (Pounds)	595	287	127	426
28. Pork (Pounds)	256	117	251	63
29. Lamb, Mutton, Goat (Pounds)	5	3	3	2
30. Poultry, All Fowl (Pounds)	6	5	4	
31. Eggs (Dozen)	1			
32. Vegetables, Fruits, Spuds, Other Produce & Fuel		10		13
33. TOTAL FAMILY LIVING FROM THE FARM		\$ 505	\$ 403	\$ 638

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

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



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

Items	Average of 285 Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 38,028	\$ 44,249
2. Crop, Seed & Feed	59,121	61,233
3. Total Power, Machinery & Equipment	55,643	54,798
4. Land (Acres Owned 220.7) (Tillable 188.0)	143,517	148,546
5. Buildings, Fences, Etc.	54,976	56,889
6. TOTAL FARM CAPITAL	\$ 351,285	\$ 365,715
7. Non-Farm Assets	\$ 27,537	\$ 30,204
7A. Cash on Hand & in Bank	5,762	5,772
7B. Non-Farm Real Estate	5,775	7,253
8. Dwelling	20,347	21,781
9. TOTAL ASSETS	\$ 410,706	\$ 430,725
10. Real Estate Mortgages	\$ 113,730	\$ 118,571
11. Chattel Mortgages	50,495	59,419
12. Notes	26,055	30,504
13. Accounts Payable	2,944	3,205
14. TOTAL LIABILITIES	\$ 193,224	\$ 211,699
15. FARMER'S NET WORTH	\$ 217,482	\$ 219,026
16. GAIN (OR LOSS) IN NET WORTH		\$ 1,544
*****		
17. Supplementary Management Information		
18. Return to Operator's Labor and Management (6B/47)	\$ 11,572	
19. Return to Capital & Family Labor (6B/48)	\$ 16,252	
20. Non-Farm Income		
21. Outside Investment Income	\$ 1,209	
22. Other Personal Income & Income Tax Refund	3,988	
22A. Sale of (P.S.) Dwelling, Auto & Truck	358	
23. TOTAL NON-FARM INCOME	\$ 5,555	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 21,808	
25. TOTAL MONEY BORROWED	\$ 88,897	
26. TOTAL PAID ON DEBT (PRINCIPAL)	\$ 69,787	
27. TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)	\$ 19,645	
28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)	.932	
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	2.126	2.035
30. Ratio: Non-Real Estate-Assets/Non-Real Est. Liabil.	2.341	2.107
31. Ratio: Real Estate Assets to Real Estate Liabil.	1.975	1.977
32. Ratio: Net Worth to Total Liabilities	1.126	1.035
33* Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)	.814	
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)	.321	
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)	.477	
*Adjusted Farm Sales Does Not Include Sale of Capital Assets		

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

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

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

Items	53 High Profit Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 57,947	\$ 77,838
2. Crop, Seed & Feed	79,308	95,502
3. Total Power, Machinery & Equipment	68,382	70,149
4. Land(Acres Owned 288.8) (Tillable 247.5)	140,092	149,487
5. Buildings, Fences, Etc.	87,341	88,371
6. TOTAL FARM CAPITAL	\$ 433,070	\$ 481,347
7. Non-Farm Assets	\$ 35,838	\$ 40,222
7A. Cash on Hand & in Bank	5,948	5,240
7B. Non-Farm Real Estate		8,126
8. Dwelling	23,922	25,920
9. TOTAL ASSETS	\$ 498,778	\$ 560,855
10. Real Estate Mortgages	\$ 142,032	\$ 155,871
11. Chattel Mortgages	55,894	60,965
12. Notes	37,078	41,786
13. Accounts Payable	2,555	1,865
14. TOTAL LIABILITIES	\$ 237,559	\$ 260,487
15. FARMER'S NET WORTH	\$ 261,220	\$ 300,368
16. GAIN (OR LOSS) IN NET WORTH		\$ 39,148
*****		
17. Supplementary Management Information		
18. Return to Operator's Labor and Management (68B/47)	\$ 61,032	
19. Return to Capital & Family Labor (6B/48)	\$ 65,991	
20. Non-Farm Income		
21. Outside Investment Income	\$ 1,144	
22. Other Personal Income & Income Tax Refund	2,798	
22A. Sale of (P.S.) Dwelling, Auto & Truck	1,434	
23. TOTAL NON-FARM INCOME	\$ 5,376	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 71,367	
25. TOTAL MONEY BORROWED	\$ 137,855	
26. TOTAL PAID ON DEBT (PRINCIPAL)	\$ 114,195	
27. TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)	\$ 30,865	
28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)		.795
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	2.100	2.153
30. Ratio: Non-Real Estate Assets/Non-Real Estate Liabil.	2.590	2.762
31. Ratio: Real Estate Assets to Real Estate Liabil.	1.770	1.744
32. Ratio: Net Worth to Total Liabilities	1.100	1.153
33.* Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.765
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.456
35. Ratio: Total Farm Receipts to Average Farm Cap (O.S.)		.650
*Adjusted Farm Sales Does Not Include Sale of Capital Assets		

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

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



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

Items	58 Low Profit Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 34,109	\$ 35,892
2. Crop, Seed & Feed	81,949	73,366
3. Total Power, Machinery & Equipment	71,229	64,220
4. Land (Acres Owned 261.2) (Tillable 216.9)	280,680	282,848
5. Buildings, Fences, Etc.	55,833	56,681
6. TOTAL FARM CAPITAL	\$ 523,800	\$ 513,007
7. Non-Farm Assets	\$ 22,342	\$ 23,148
7A. Cash on Hand and In Bank	5,099	3,586
7B. Non-Farm Real Estate	8,818	8,826
8. Dwelling	17,354	19,391
9. TOTAL ASSETS	\$ 577,413	\$ 567,958
10. Real Estate Mortgages	\$ 156,096	\$ 158,452
11. Chattel Mortgages	77,421	91,015
12. Notes	30,446	33,049
13. Accounts Payable	3,015	2,537
14. TOTAL LIABILITIES	\$ 266,978	\$ 285,053
15. FARMER'S NET WORTH	\$ 310,436	\$ 282,904
16. GAIN (OR LOSS) IN NET WORTH		\$ (-27,532)
*****		
17. <u>Supplementary Management Information</u>		
18. Return to Operator's Labor and Management (6B/47)	\$ (-30,022)	
19. Return to Capital & Family Labor (6B/48)	\$ (-22,447)	
20. <u>Non-Farm Income</u>		
21. Outside Investment Income	\$ 1,382	
22. Other Personal Income & Income Tax Refund	5,195	
22A. Sale of (P.S.) Dwelling, Auto & Truck	70	
23. TOTAL NON-FARM INCOME	\$ 6,648	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ (-15,799)	
25. TOTAL MONEY BORROWED	\$ 111,662	
26. TOTAL PAID ON DEBT (PRINCIPAL)	\$ 93,706	
27. TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)	\$ 17,159	
28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)	1.184	
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	2.163	1.992
30. Ratio: Non-Real Estate Assets/Non-Real Est. Liabil.	1.937	1.581
31. Ratio: Real Estate Assets to Real Estate Liabil.	2.323	2.321
32. Ratio: Net Worth to Total Liabilities	1.163	.992
33.* Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.950
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.213
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)		.314
*Adjusted Total Farm Sales Does Not Include Sale of Capital Assets		

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

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



TABLE 6A - OPERATOR'S SHARE OF CASH RECEIPTS - 1982

Items	Average of--319 Farms	64 Most Profitable Farms	64 Least Profitable Farms
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 2,142	\$ 1,480	\$ 2,063
3. Dairy Products	27,328	18,325	24,665
4. Other Dairy Cattle	2,283	1,859	2,701
5. Beef Breeding Cattle	259		684
6. Beef Feeder Cattle	7,260	16,057	5,906
7. Hogs Complete & Mixed	23,105	73,979	6,344
8. Hogs Finishing	17,728	43,984	12,582
9. Hogs Producing Weaning Pigs	3,012	3,314	1,375
10. Sheep, Goats & Wool, Farm Flock	130	173	189
11. Sheep & Wool, Feeder Lambs			
12. Chickens (Including Hens & Broilers)	10	20	
13. Turkeys	201	999	
14. Eggs	13		
15. Other Productive Livestock & Products	174		
16. Other Miscellaneous Livestock Income	197	240	44
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 83,842	\$ 160,429	\$ 56,553
18. SALE OF CROPS			
19. Wheat	\$ 645	\$ 650	\$ 841
19A. Durum			
20. Other Small Grain	250	117	315
21. Corn	27,183	31,099	46,801
22. Soybeans	25,754	34,007	34,857
22A. Sunflowers	42	12	
23. Other Row Crops	1,305	1,948	2,127
24. Legumes & Other Roughage	234	74	488
25. Grass Seed			
26. Fruits & Nuts			
27. Vegetables, Roadside Market & Specialty	1		
28. Nursery, Timber & Other	676	202	1,429
29. Set Aside Acres - Government Payments	441	685	622
30. TOTAL SALES FROM CROPS	\$ 56,530	\$ 68,793	\$ 87,480
31. Capital Assets Sold (Auto/Truck/Mach.)	\$ 817	\$ 2,591	\$ 617
31A. Capital Assets Sold (Buildings & Imprvmnts)	40		34
31B. Capital Assets Sold (Land)	69	345	
32. Gas Tax Refund	63	30	89
33. Income From Work Off the Farm	1,476	1,530	1,601
34. Custom Work Enterprise Income	141	435	
35. Patronage Refunds	1,559	1,665	1,160
36. Miscellaneous Farm Income	2,919	4,510	4,205
37. TOTAL FARM SALES	\$ 147,457	\$ 240,328	\$ 151,739
38. Increase in Farm Capital	\$ 22,289	\$ 49,576	\$ 7,629
39. Family Living From the Farm	530	534	603
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 170,276	\$ 290,438	\$ 159,970
41. Adjusted Total Farm Sales (37)-(31)	\$ 146,530	\$ 237,392	\$ 151,088
42. Total Cash Farm Operating Expense	\$ 118,843	\$ 179,293	\$ 143,448
43. Net Cash Operating Income	\$ 27,688	\$ 58,099	\$ 7,640

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

TABLE 6B - OPERATOR'S SHARE OF CASH EXPENSES - 1982

Items	Average of--319 Farms	64 Most Profitable Farms	64 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 314	\$ 79	\$ 208
3. Other Dairy Cattle	293	314	460
4. Beef Breeding Cattle	51		61
5. Beef Feeder Cattle	3,834	9,999	3,454
6. Hogs Complete	1,079	2,604	556
7. Hogs Finishing	3,874	7,735	3,992
8. Hogs Producing Weaning Pigs	331	375	232
9. Sheep, Farm Flock	9	1	7
10. Sheep, Feeder Lambs			
11. Chickens	2	3	
12. Turkeys	42	208	
13. Other Productive Livestock	28		
14. Miscellaneous Livestock Expense	4,241	7,035	3,144
15. Feed Bought	18,867	42,762	13,745
16. Fertilizer	7,929	10,528	10,960
17. Chemicals	6,007	7,927	8,730
18. Other Crop Expense	10,170	13,323	14,300
19. Irrigation Operation Cost	8		
20. Custom Work Operator Costs, Including Labor	31	126	
21. Custom Work Hired	2,839	2,912	2,518
22. Repair & Upkeep of Livestock Equipment	1,367	2,140	1,184
23. Repair & Upkeep of Farm Real Estate	1,418	1,814	1,925
24. Gas, Oil, Grease Bought (Farm Share)	5,932	7,243	7,540
25. Repair & Oper. of Mach., Tract., Truck, and Auto (Farm Share)	5,616	6,453	7,275
26. Repair & Upkeep of Irrigation Equipment			
27. Repairs, Custom Work Enterprise	33	59	
28. Wages of Hired Labor	3,836	4,864	4,967
29. Personal Property & Real Estate Taxes	2,376	3,158	2,988
30. Cash Rent	13,516	15,858	21,819
31. General Farm Expenses	2,045	2,646	2,387
32. Telephone Expense (Farm Share)	320	390	351
33. Electricity Expense (Farm Share)	2,108	3,216	1,866
34. Interest Actually Paid	20,330	25,523	28,780
35. TOTAL CASH OPERATING EXPENSE	\$ 118,843	\$ 179,293	\$ 143,448
36. Power, Crop & Gen. Mach. Bought (F.Share)	\$ 11,205	\$ 18,145	\$ 10,530
37. Irrigation Equipment Bought			1
38. Custom Work Enterprise Equipment Bought	52		202
39. Livestock Equipment Bought	2,070	2,346	549
40. New Real Estate - Buildings & Improvements	8,338	11,084	7,224
40A. New Real Estate - Land	4,474	8,125	1,964
41. TOTAL FARM PURCHASES (35) THRU (40A)	\$ 144,982	\$ 218,993	\$ 163,917
42. Decrease in Farm Capital	\$ 7,312	\$ 2,946	\$ 18,181
43. Interest on Farm Capital (7% Opport. Chg.)	4,948	5,756	7,609
44. Unpaid Family Labor	380	476	560
45. Board Furnished Hired Labor	88	25	132
46. TOTAL FARM EXPENSE (41) THRU (45)	\$ 157,711	\$ 228,196	\$ 190,398
47. Return to Operator Labor & Mgmt. (Operator's Share) (6A/40)-(46)	\$ 12,564	\$ 62,242	\$ (-30,428)
48. Return to Cap. & Family Labor (47)+(44)+(43)	\$ 17,893	\$ 68,475	\$ (-22,259)

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



MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

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

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1982

Items	Average of--319 Farms	64 Most Profitable Farms	64 Least Profitable Farms
1. Return to Operator's Labor & Management	\$ 14,681	\$ 73,500	\$ (-33,480)
2. Crop Yield Index	100.0	107.1	92.3
3. Percent Tillable Land in High Return Crops	91.1	95.5	90.7
4. Gross Return per Tillable Acre (Excluding Pasture)	\$ 240.44	\$ 254.44	\$ 228.07
5. Return per \$100 Feed Fed Productive Livestock Index	100.0	110.3	96.0
6.* Livestock Units per 100 Acres	26.38	42.55	12.89
7. Size of Business - Work Units	435.37	619.36	411.54
8. Work Units per Worker	277.31	349.92	236.52
9. Power, Machinery, Equipment, Building Expense per Worker Unit	\$ 90.45	\$ 79.94	\$ 107.45
10. Farm Capital Investment per Worker	\$ 368,113	\$ 383,726	\$ 470,696
*****			
30. Number of Animal Units	92.12	184.41	56.21
31. Work Units			
32. Crops	171.64	214.04	211.92
33. Productive Livestock	249.70	391.75	191.76
34. Other Productive Work Units	14.03	13.57	7.85
35. Expenses per Work Units			
36. Tractor & Crop Machinery Expense	\$ 45.55	\$ 35.41	\$ 60.57
37. Farm Share of Auto & Truck Expense	12.56	10.86	15.16
38. Farm Share of Electric Expense	5.09	5.32	4.46
39. Livestock Equipment Expense	8.63	9.29	7.20
40. Building, Fence & Tiling Expense	\$ 18.63	\$ 19.05	\$ 20.06
40A. Other Expense per Work Units (Inc. Custom. Ent.)			
40B. General Farm Tele/Other Utilities Except Electricity	\$ 5.77	\$ 5.29	\$ 6.29
40C. Hired Labor	9.14	8.89	9.83
41.** Tractor & Crop Machinery Expense per Crop Acre	56.87	50.59	57.77
42. Farm Power & Machinery Cost Allocation to Livestock	\$ 3,154.96	\$ 4,389.09	\$ 2,783.90
43. Building, Fence & Tiling Cost Allocation to Crops BCAF (3)	\$ 3,527.93	\$ 4,186.44	\$ 4,588.67
44. *Acres include all tillable land, non-tillable hay and pasture.			
45. **Acres include all tillable land plus acres in non-tillable hay.			

# THERMOMETER CHART

Using your figures from page 13, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the farms included in this summary are located between the dotted lines across the center of the chart.

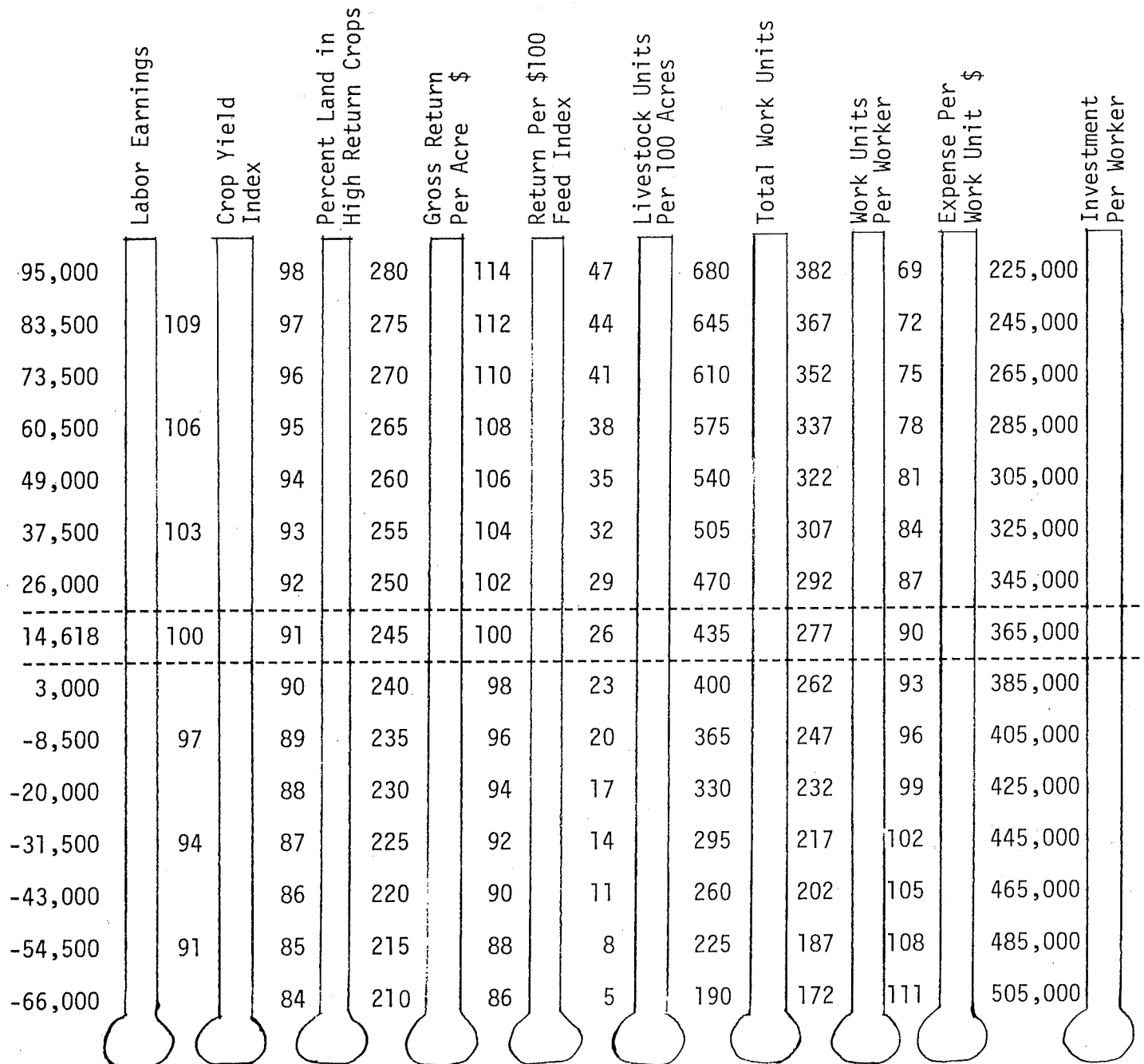




TABLE 9 - CROP DATA FOR MAJOR CROPS, DISTRIBUTION OF ACRES & YIELDS - 1982

Crop	Average of--319 Farms	64 Most Profitable Farms	64 Least Profitable Farms
	Acres	Acres	Acres
Total Small Grain & Canning Peas	13.9	9.8	17.8
Total Row Crop	295.1	396.0	367.1
Total Legumes, Including Seed	19.0	10.9	21.8
Total Other Hay	.8	.6	1.2
Total Silage & Fodder	11.1	6.6	12.7
Total Tillable Pasture	.4	.1	.5
Total Commercial Vegetables			
Total Roadside Market/Special Crops			
Total Fallow & Idle Land	7.4	9.0	10.4
Total Tillable Land	347.7	433.0	431.5
Total Non Tillable Hay/Pasture	1.3	.4	4.6
Wild Hay Not Harvested (Non Tillable)	.9	1.6	.7
Pasture Not Harvested	4.0	3.4	2.2
Timber Not Harvested	2.1	2.1	2.0
Roads & Waste	9.4	10.0	10.4
Farmstead	8.2	9.1	9.5
TOTAL LAND NOT HARVESTED	24.6	26.2	24.8
TOTAL NON TILLABLE LAND	25.9	26.6	29.4
TOTAL LAND IN FARM OR RANCH	373.6	459.6	460.9

\*\*\*\*\*

SUPPLEMENTARY MANAGEMENT INFORMATION

	319 Average All Farms	64 High Earnings Farms	64 Low Earnings Farms
Percent Land Tillable	93.1	94.2	93.6
Percent Land In High Return Crops	91.1	95.5	90.7
*Fertilizer Cost per Acre	\$27.33	\$26.98	\$28.16
*Crop Chemicals per Acre	18.95	19.54	21.98
*Seed and Other Costs per Acre	31.52	33.47	31.86
*Gas, Oil & Grease Bought per Acre	14.05	12.71	14.35
*Repair and Maintenance Cost/Acre	\$17.15	\$16.15	\$17.43

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

\*\*\*\*\*

AVERAGE YIELDS

Crop	Number of Farms Growing	Crop Rank	Average of--319 Farms	64 Most Profitable Farms	64 Least Profitable Farms
Corn	325	A	130.8 bu.	147.3 bu.	104.0 bu.
Govt. Prog. Corn	93	A	136.4 bu.	153.4 bu.	113.1 bu.
Soybeans	379	A	39.3 bu.	44.9 bu.	29.7 bu.
Canning Corn	36	B	\$ 272.46	\$ 337.16	\$ 198.88
Corn Silage	144	B	17.9 T.	23.4 T.	13.3 T.
Alfalfa Hay	183	B	4.3 T.	5.5 T.	2.8 T.
Other Hay	23	C	2.4 T.	3.3 T.	1.9 T.
Oats	153	D	80.5 bu.	95.2 bu.	67.7 bu.
Spring Wheat	58	C	40.3 bu.	49.0 bu.	29.1 bu.
Canning Peas	36	B	\$ 224.65	\$ 294.52	\$ 179.85

## CROP TABLES - CROPS ANALYSIS

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

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

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

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

TABLE 10 - CROP DATA FOR OATS - FEED - 1982

Items	PER ACRE		
	Average of 153 Farms Raising Oats	Highest 31 Farms in Return Over Direct Costs	Lowest 31 Farms in Return Over Direct Costs
1. Acres	16.6	17.4	15.3
2. Yield	80.5	95.2	67.7
3. Value per Production Unit	\$ 1.30	\$ 1.30	\$ 1.30
4. Crop Product Return	104.64	123.79	88.04
5. Other Crop Income (Straw, Insurance, Etc.)	38.55	73.10	10.26
6. TOTAL CROP RETURN	\$ 143.19	\$ 196.89	\$ 98.30
7. DIRECT COSTS:			
8. Fertilizer	\$ 8.55	\$ 8.97	\$ 12.68
9. Chemicals	.54	.92	.26
10. Seed	9.88	7.64	11.50
10A. Crop Drying	.06		
10B. Other Expense	2.65	3.05	2.94
11. Special Hired Labor	.18	.11	
12. Custom Work Hired	6.14	4.89	8.76
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 28.00	\$ 25.58	\$ 36.14
15. RETURN OVER DIRECT COSTS	\$ 115.19	\$ 171.31	\$ 62.16
16. ALLOCATED COSTS:			
17. Farm Power & Machinery - Ownership	\$ 17.24	\$ 20.11	\$ 14.51
18. Farm Power & Machinery - Operation	19.70	21.21	20.46
19. Irrigation Equipment - Ownership			
20. Land Costs	84.46	81.06	84.94
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	5.20	6.42	4.15
23. TOTAL ALLOCATED COSTS	\$ 126.60	\$ 128.80	\$ 124.06
24. RETURN OVER ALL LISTED COSTS	\$ (-11.41)	\$ 42.51	\$ (-61.90)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.30	.30	.30
27. Power Costs Allocation Factor	.99	.95	1.11
28. Total Listed Cost per Unit of Production	\$ 1.92	\$ 1.62	\$ 2.37
29. Return Over Listed Costs per Unit	\$ (-.14)	\$ .45	\$ (-.91)
30. Breakeven Yield	118.92 bu.	118.75 bu.	123.23 bu.
30A. Estimated Total Machine Costs per Acre	\$ 46.24	\$ 51.00	\$ 44.96
31. TOTAL LISTED COSTS PER ACRE	\$ 154.60	\$ 154.38	\$ 160.20
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 57.05	\$ 53.44	\$ 44.58
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR SPRING WHEAT - 1982

Items	PER ACRE		
	Average of 58 Farms Raising Wheat	Highest 12 Farms Return Over Direct Cost	Lowest 12 Farms Return Over Direct Cost
1. Acres	24.7	26.6	23.5
2. Yield	40.3	49.0	29.1
3. Value per Production Unit	\$ 3.75	\$ 3.75	\$ 3.75
4. Crop Product Return	131.12	183.75	109.12
5. Other Crop Income (Straw, Insurance, Etc.)	18.74	27.59	13.32
6. TOTAL CROP RETURN	\$ 169.86	\$ 211.34	\$ 122.44
7. DIRECT COSTS			
8. Fertilizer	\$ 20.45	\$ 20.56	\$ 21.06
9. Chemicals	1.82	2.18	1.32
10. Seed	13.68	11.05	14.98
10A. Crop Drying			
10B. Other Expense	3.20	2.86	4.21
11. Special Hired Labor	.69		1.87
12. Custom Work Hired	5.02	4.29	4.72
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 44.86	\$ 40.94	\$ 48.16
15. RETURN OVER DIRECT COSTS	\$ 125.00	\$ 170.40	\$ 74.28
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 22.06	\$ 20.65	\$ 17.21
18. Farm Power & Machinery - Operation	17.65	16.27	19.21
19. Irrigation Equipment - Ownership			
20. Land Costs	84.43	85.83	76.92
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	6.06	5.15	4.60
23. TOTAL ALLOCATED COSTS	\$ 130.20	\$ 127.90	\$ 117.94
24. RETURN OVER ALL LISTED COSTS	\$ 5.20	\$ 42.50	\$ (-43.66)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.30	.30	.30
27. Power Costs Allocation Factor	1.04	.99	1.33
28. Total Listed Cost per Unit of Production	\$ 4.35	\$ 3.44	\$ 5.72
29. Return Over Listed Costs per Unit	\$ (-.13)	\$ .86	\$ (-1.65)
30. Breakeven Yield/Units of Production	46.7 bu.	45.02 bu.	44.29 bu.
30A. Estimated Total Machine Costs/Acre	\$ 49.12	\$ 44.93	\$ 44.17
31. TOTAL LISTED COSTS PER ACRE	\$ 175.06	\$ 168.84	\$ 166.10
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 92.38	\$ 82.36	\$ 103.87
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR CANNING CORN - 1982

Items	PER ACRE		
	Average of 36 Farms Raising Corn	Highest 12 Farms in Return Over Direct Costs	Lowest 12 Farms in Return Over Direct Costs
1. Acres	41.4	32.7	43.7
2. Yield	\$ 272.46	\$ 337.16	\$ 198.88
3. Value per Production Unit	1.00	1.00	1.00
4. Crop Product Return	272.46	337.16	198.88
5. Other Crop Income (Insurance, Etc.)			
6. TOTAL CROP RETURN	\$ 272.46	\$ 337.16	\$ 198.88
7. DIRECT COSTS			
8. Fertilizer	\$ 38.45	\$ 32.39	\$ 34.67
9. Chemicals	14.25	10.61	14.07
10. Seed	8.00	9.20	.71
10A. Crop Drying			
10B. Other Expense	2.42	1.50	1.49
11. Special Hired Labor	.05		
12. Custom Work Hired	7.58	9.08	3.87
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 70.75	\$ 62.78	\$ 54.81
15. RETURN OVER DIRECT COSTS	\$ 201.71	\$ 274.38	\$ 144.07
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 28.23	\$ 28.41	\$ 33.94
18. Farm Power & Machinery - Operation	27.34	30.38	28.28
19. Irrigation Equipment - Ownership			
20. Land Costs	96.69	96.08	84.33
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	7.71	8.84	8.61
23. TOTAL ALLOCATED COSTS	\$ 159.97	\$ 163.71	\$ 155.16
24. RETURN OVER ALL LISTED COSTS	\$ 41.74	\$ 110.67	\$(-11.09)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.50	.50	.50
27. Power Costs Allocation Factor	.94	.95	.95
28. Total Listed Cost per Unit of Production	\$ .85	\$ .67	\$ 1.06
29. Return Over Listed Costs per Unit	.15	.33	(-.06)
30. Breakeven Yield/Units of Production	\$ 230.72	\$ 226.49	\$ 209.97
30A. Estimated Total Machine Costs per Acre	\$ 68.34	\$ 73.69	\$ 73.41
31. TOTAL LISTED COSTS PER ACRE	\$ 230.72	\$ 226.49	\$ 209.97
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 293.64	\$ 146.67	\$ 351.85
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1982

Items	PER ACRE		
	Average of 329 Farms Raising Corn	Highest 66 Farms in Return Over Direct Costs	Lowest 66 Farms in Return Over Direct Costs
1. Acres	103.4	114.3	83.9
2. Yield	130.8	147.3	104.0
3. Value per Production Unit	\$ 2.00	\$ 2.00	\$ 2.00
4. Crop Product Return	261.60	294.60	208.00
5. Other Crop Income	.61	.63	1.87
6. TOTAL CROP RETURN	\$ 262.21	\$ 295.23	\$ 209.87
7. DIRECT COSTS			
8. Fertilizer	\$ 49.05	\$ 45.00	\$ 52.30
9. Chemicals	20.86	17.63	24.30
10. Seed	18.57	18.43	19.33
10A. Crop Drying	15.10	14.65	15.03
10B. Other Expense	6.24	3.74	6.13
11. Special Hired Labor	.12	.02	.21
12. Custom Work Hired	4.76	2.39	6.66
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 114.70	\$ 101.86	\$ 123.96
15. RETURN OVER DIRECT COSTS	\$ 151.40	\$ 193.37	\$ 85.91
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 33.03	\$ 34.30	\$ 29.11
18. Farm Power & Machinery - Operation	32.01	28.98	36.69
19. Irrigation Equipment - Ownership			
20. Land Costs	88.37	94.17	86.86
21. Miscellaneous Costs	.03		.17
22. *Interest on Mach. & Equip. Investment	9.36	9.80	7.93
23. TOTAL ALLOCATED COSTS	\$ 162.80	\$ 167.25	\$ 160.76
24. RETURN OVER ALL LISTED COSTS	\$ (-15.29)	\$ 26.12	\$ (-74.85)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.55	.55	.55
27. Power Costs Allocation Factor	1.00	1.00	.95
28. Total Listed Cost per Unit of Production	\$ 2.12	\$ 1.82	\$ 2.73
29. Return Over Listed Costs per Unit	(-.11)	.17	(-.82)
30. Breakeven Yield/Units of Production	138.75 bu.	134.55 bu.	142.36 bu.
30A. Estimated Total Machine Costs per Acre	\$ 77.57	\$ 74.67	\$ 78.17
31. TOTAL LISTED COSTS PER ACRE	\$ 277.50	\$ 269.11	\$ 284.72
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 634.44	\$ 465.62	\$ 519.77
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR CORN - GOVERNMENT PROGRAM - 1982

Items	PER ACRE		
	Average of 93 Farms Raising Corn	Highest 19 Farms in Return Over Direct Costs	Lowest 19 Farms in Return Over Direct Costs
1. Acres	188.9	238.7	184.4
2. Yield	136.4	153.4	113.1
3. Value per Production Unit	\$ 2.45	\$ 2.45	\$ 2.45
4. Crop Product Return	334.30	375.74	277.11
5. Other Crop Income	1.63	1.67	1.40
6. TOTAL CROP RETURN	\$ 335.93	\$ 377.41	\$ 278.51
7. DIRECT COSTS			
8. Fertilizer	\$ 51.72	\$ 49.01	\$ 53.26
9. Chemicals	22.75	19.87	27.65
10. Seed	19.21	18.85	19.33
10A. Crop Drying	17.27	17.84	17.33
10B. Other Expense	6.89	5.85	11.68
11. Special Hired Labor	.35	.95	.18
12. Custom Work Hired	4.44	1.03	7.59
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 122.63	\$ 113.40	\$ 137.02
15. RETURN OVER DIRECT COSTS	\$ 213.30	\$ 264.01	\$ 141.49
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 29.49	\$ 23.48	\$ 29.99
18. Farm Power & Machinery - Operation	30.23	27.12	28.37
19. Irrigation Equipment - Ownership			
20. Land Costs	94.52	100.79	89.58
21. Miscellaneous Costs	.03	.10	
22. *Interest on Mach. & Equip. Investment	9.37	9.01	9.69
23. TOTAL ALLOCATED COSTS	\$ 163.64	\$ 160.50	\$ 157.63
24. RETURN OVER ALL LISTED COSTS	\$ 49.66	\$ 103.51	\$ (-16.14)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.55	.55	.55
27. Power Costs Allocation Factor	1.03	1.00	.94
28. Total Listed Cost per Unit of Production	\$ 2.10	\$ 1.79	\$ 2.61
29. Return Over Listed Costs per Unit	\$ .36	\$ .67	\$ (-.14)
30. Breakeven Yield/Units of Production	116.84 bu.	111.80 bu.	120.27 bu.
30A. Estimated Total Machine Costs per Acre	\$ 72.05	\$ 60.30	\$ 73.11
31. TOTAL LISTED COSTS PER ACRE	\$ 286.27	\$ 273.90	\$ 294.65
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$1,148.35	\$ 894.97	\$ 935.55
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR SOYBEANS - 1982

Items	PER ACRE		
	Average of 379 Farms Raising Soybeans	Highest 76 Farms in Return Over Direct Costs	Lowest 76 Farms in Return Over Direct Costs
1. Acres	118.2	107.6	84.5
2. Yield	39.3	44.9	29.7
3. Value per Production Unit	\$ 5.00	\$ 5.00	\$ 5.00
4. Crop Product Return	196.45	224.30	148.28
5. Other Crop Income	2.74	7.51	2.70
6. TOTAL CROP RETURN	\$ 199.19	\$ 231.81	\$ 150.98
7. DIRECT COSTS			
8. Fertilizer	\$ 2.80	\$ .70	\$ 3.72
9. Chemicals	21.22	15.23	25.85
10. Seed	10.13	9.41	9.64
10A. Crop Drying	.08	.24	.07
10B. Other Expense	16.90	11.20	16.31
11. Special Hired Labor	1.07	1.03	.66
12. Custom Work Hired	2.66	1.75	4.93
13. Irrigation Operation	.06		.40
14. TOTAL DIRECT COSTS	\$ 54.92	\$ 39.56	\$ 61.58
15. RETURN OVER DIRECT COSTS	\$ 144.27	\$ 192.25	\$ 89.40
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 25.67	\$ 26.89	\$ 22.80
18. Farm Power & Machinery - Operation	25.69	23.37	26.72
19. Irrigation Equipment - Ownership			
20. Land Costs	90.55	93.83	87.92
21. Miscellaneous Costs	.01		.07
22. *Interest on Mach. & Equip. Investment	7.66	7.86	7.08
23. TOTAL ALLOCATED COSTS	\$ 149.58	\$ 151.95	\$ 144.59
24. RETURN OVER ALL LISTED COSTS	\$ (-5.31)	\$ 40.30	\$ (-55.19)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.45	.45	.45
27. Power Costs Allocation Factor	1.01	1.05	1.03
28. Total Listed Cost per Unit of Production	\$ 5.20	\$ 4.27	\$ 6.95
29. Return Over Listed Costs per Unit	\$ (-.14)	\$ .90	\$ (-1.86)
30. Breakeven Yield/Units of Production	40.90 bu.	38.30 bu.	41.23 bu.
30A. Estimated Total Machine Costs per Acre	\$ 60.79	\$ 59.29	\$ 59.89
31. TOTAL LISTED COSTS PER ACRE	\$ 204.50	\$ 191.51	\$ 206.17
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 579.11	\$ 390.50	\$ 368.26
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR CANNING PEAS - 1982

Items	PER ACRE		
	Average of 13 Farms Raising Peas	Highest 6 Farms in Return Over Direct Costs	Lowest 6 Farms in Return Over Direct Costs
1. Acres	31.6	25.1	39.3
2. Yield	224.65	294.50	179.85
3. Value per Production Unit	\$ 1.00	\$ 1.00	\$ 1.00
4. Crop Product Return	\$ 224.65	\$ 294.50	\$ 179.85
5. Other Crop Income	7.41	20.20	
6. TOTAL CROP RETURN	\$ 232.06	\$ 314.70	\$ 179.85
7. DIRECT COSTS			
8. Fertilizer	\$ 16.93	\$ 14.90	\$ 20.00
9. Chemicals	5.13	7.65	4.05
10. Seed	3.51	9.60	
10A. Crop Drying			
10B. Other Expense	.22		.41
11. Special Hired Labor			
12. Custom Work Hired	.47	.40	.59
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 26.26	\$ 32.55	\$ 25.05
15. RETURN OVER DIRECT COSTS	\$ 205.80	\$ 282.15	\$ 154.80
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 21.31	\$ 25.04	\$ 19.35
18. Farm Power & Machinery - Operation	23.94	25.39	24.00
19. Irrigation Equipment-Ownership			
20. Land Costs	87.38	104.00	70.33
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	6.24	6.83	6.03
23. TOTAL ALLOCATED COSTS	\$ 138.87	\$ 161.26	\$ 119.71
24. RETURN OVER ALL LISTED COSTS	\$ 66.93	\$ 120.89	\$ 35.09
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.40	.40	.40
27. Power Costs Allocation Factor	.97	.97	.98
28. Total Listed Cost per Unit of Production	\$ .74	\$ .66	\$ .80
29. Return Over Listed Costs per Unit	.30	.41	.20
30. Breakeven Yield/Units of Production	\$ 165.13	\$ 193.81	\$ 144.76
30A. Estimated Total Machine Costs per Acre	\$ 51.80	\$ 57.53	\$ 49.77
31. TOTAL LISTED COSTS PER ACRE	\$ 165.13	\$ 193.81	\$ 144.76
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 179.51	\$ 96.16	\$ 284.14
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR ALFALFA HAY - 1982

Items	PER ACRE		
	Average of 183 Farms Raising Alfalfa	Highest 37 Farms in Return Over Direct Costs	Lowest 37 Farms in Return Over Direct Costs
1. Acres	32.7	36.5	22.9
2. Yield	4.3	5.5	2.8
3. Value per Production Unit	\$ 60.00	\$ 60.00	\$ 60.00
4. Crop Product Return	258.00	330.00	168.00
5. Other Crop Income	.03		
6. TOTAL CROP RETURN	\$ 258.03	\$ 330.00	\$ 168.00
7. DIRECT COSTS			
8. Fertilizer	\$ 19.88	\$ 21.95	\$ 24.28
9. Chemicals	.28		.26
10. Seed	9.48	8.47	10.52
10A. Crop Drying	.09		
10B. Other Expense	4.98	5.53	2.75
11. Special Hired Labor	.46	.33	.44
12. Custom Work Hired	3.91	3.92	4.24
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 39.08	\$ 40.20	\$ 42.49
15. RETURN OVER DIRECT COSTS	\$ 218.95	\$ 289.80	\$ 125.51
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 37.29	\$ 45.86	\$ 32.24
18. Farm Power & Machinery - Operation	39.86	41.73	35.12
19. Irrigation Equipment - Ownership			
20. Land Costs	84.50	80.16	85.95
21. Miscellaneous Costs	.24		
22. *Interest on Mach. & Equip. Investment	11.19	12.86	9.36
23. TOTAL ALLOCATED COSTS	\$ 173.08	\$ 180.61	\$ 162.67
24. RETURN OVER ALL LISTED COSTS	\$ 45.87	\$ 109.19	\$ (-37.16)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.60	.60	.60
27. Power Costs Allocation Factor	.96	1.00	.90
28. Total Listed Cost per Unit of Production	\$ 49.55	\$ 39.89	\$ 72.26
29. Return Over Listed Costs per Unit	10.45	20.10	(-12.26)
30. Breakeven Yield/Units of Production	3.53 T.	3.68 T.	3.41 T.
30A. Estimated Total Machine Costs per Acre	\$ 90.95	\$ 103.06	\$ 79.55
31. TOTAL LISTED COSTS PER ACRE	\$ 212.16	\$ 220.81	\$ 205.16
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 240.31	\$ 168.93	\$ 203.50
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR CORN SILAGE - 1982

Items	PER ACRE		
	Average of 144 Farms Raising C.Silage	Highest 29 Farms in Return Over Direct Costs	Lowest 29 Farms in Return Over Direct Costs
1. Acres	22.9	19.7	22.4
2. Yield	17.9	23.4	13.7
3. Value per Production Unit	\$ 18.00	\$ 18.00	\$ 18.00
4. Crop Product Return	321.40	421.22	246.60
5. Other Crop Income			
6. TOTAL CROP RETURN	\$ 322.20	\$ 421.22	\$ 246.60
7. DIRECT COSTS			
8. Fertilizer	\$ 42.97	\$ 36.50	\$ 49.73
9. Chemicals	19.69	14.42	22.41
10. Seed	16.90	16.70	16.83
10A. Crop Drying			.09
10B. Other Expense	3.71	3.91	2.86
11. Special Hired Labor	.04	.20	
12. Custom Work Hired	6.33	7.26	9.96
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 89.64	\$ 78.99	\$ 101.88
15. RETURN OVER DIRECT COSTS	\$ 232.56	\$ 342.23	\$ 144.72
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 37.00	\$ 36.27	\$ 34.60
18. Farm Power & Machinery - Operation	40.45	36.79	44.10
19. Irrigation Equipment - Ownership			
20. Land Costs	83.59	84.34	79.72
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	10.87	12.11	10.20
23. TOTAL ALLOCATED COSTS	\$ 171.91	\$ 169.51	\$ 168.62
24. RETURN OVER ALL LISTED COSTS	\$ 60.65	\$ 172.72	\$ (-23.90)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.60	.60	.60
27. Power Costs Allocation Factor	.98	.98	.98
28. Total Listed Cost per Unit of Production	\$ 14.61	\$ 10.62	\$ 19.80
29. Return Over Listed Costs per Unit	\$ 3.39	\$ 7.38	\$ (-1.80)
30. Breakeven Yield/Units of Production	14.53 T.	13.81 T.	15.02 T.
30A. Estimated Total Machine Costs/Acre	\$ 92.54	\$ 90.01	\$ 95.54
31. TOTAL LISTED COSTS PER ACRE	\$ 261.55	\$ 248.50	\$ 270.50
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 173.67	\$ 99.99	\$ 176.91
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR 1982		27 Farms	7 Farms	15 Farms
Items		With Grain Silage Average	Raising Barley Average	With Land Rented Out Average
1.	Acres	12.9	20.1	50.1
2.	Yield per Acre	5.2 T.	54.4 bu.	\$ 96.8
3.	Value per Production Unit	\$ 19.37	\$ 1.71	\$ 1.00
4.	Crop Product Return	\$ 100.62	\$ 92.99	\$ 96.80
5.	Other Crop Income	16.59	47.76	
6.	TOTAL CROP RETURN	\$ 117.21	\$ 140.75	\$ 96.80
7.	DIRECT COSTS			
8.	Fertilizer	\$ 5.74	\$ 3.13	
9.	Chemicals	.08		
10.	Seed	8.68	12.64	
10A.	Crop Drying			
10B.	Other Expense	.93	1.12	
11.	Special Hired Labor			
12.	Custom Work Hired	1.16	1.94	
13.	Irrigation Operation			
14.	TOTAL DIRECT COSTS	\$ 16.59	\$ 18.95	
15.	RETURN OVER DIRECT COSTS	\$ 100.62	\$ 121.80	\$ 96.80
16.	ALLOCATED COSTS			
17.	Farm Power & Machinery - Ownership	\$ 23.64	\$ 13.81	\$ 3.76
18.	Farm Power & Machinery - Operation	27.04	23.04	9.24
19.	Irrigation Equipment - Ownership			
20.	Land Costs	75.26	86.29	53.20
21.	Miscellaneous Costs			
22.	*Interest on Mach. & Equip. Investment	6.77	4.59	1.42
23.	TOTAL ALLOCATED COSTS	\$ 132.71	\$ 127.73	\$ 67.62
24.	RETURN OVER ALL LISTED COSTS	\$ (-32.09)	\$ (-5.93)	\$ 22.40
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	Work Units Assigned per Acre	.40	.30	.05
27.	Power Costs Allocation Factor	1.00	.91	.40
28.	Total Listed Cost per Unit of Production	\$ 28.75	\$ 2.70	\$ .80
29.	Return Over Listed Costs per Unit	\$ (-6.18)	\$ (-.11)	\$ 1.01
30.	Breakeven Yield/Units of Production	7.71 T.	85.78 bu.	112.70
30A.	Estimated Total Machine Costs per Acre	\$ 58.22	\$ 42.73	\$ 14.42
31.	TOTAL LISTED COSTS PER ACRE	\$ 149.30	\$ 146.68	\$ 67.62
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	Utilities & Other General Farm Expenses	\$ 65.68	\$ 105.34	\$ 26.12
33A.	Buildings, Fences & Tiling Costs			
34.	Interest Allocation			
35.	Other Costs Not Listed			
36.	TOTAL COSTS			

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

## COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

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

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

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

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

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

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

## COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

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

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

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

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

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

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

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE\* - 1982

Items		Average of 65 Farms	13 Farms Highest in Return Above Feed Cost.	13 Farms Lowest in Return Above Feed Cost
1.	Pounds of Hogs Produced	176,443	201,849	109,306
		Per Cwt.	Per Cwt.	Per Cwt.
2.	Net Increase in Value of Hogs	\$ 58.34	\$ 61.99	\$ 48.86
3.	Other Miscellaneous Hog Income			
4.	TOTAL VALUE PRODUCED	\$ 58.34	\$ 61.99	\$ 48.86
5.	POUNDS OF FEED FED			
6.	Corn	330.9	317.8	346.5
7.	Small Grain	6.1	2.6	12.5
8.	Complete Ration	14.2		1.4
9.	Protein, Salt & Mineral & Milk	77.2	74.2	81.3
10.	TOTAL CONCENTRATES	428.4	394.6	441.7
11.	Forages	.5	1.0	
12.	FEED COST			
13.	Grains	\$ 12.91	\$ 10.43	\$ 14.70
14.	Complete Ration	.25		.23
15.	Protein, Salt & Mineral & Milk	11.33	10.36	13.61
16.	Forages	.02	.03	
17.	Pasture	.07		.60
18.	TOTAL FEED COSTS	\$ 24.58	\$ 20.82	\$ 29.14
19.	RETURN OVER FEED COSTS	\$ 33.76	\$ 41.17	\$ 19.72
20.	OTHER DIRECT COSTS			
21.	Miscellaneous Livestock Expense	\$ 1.61	\$ 1.39	\$ 1.31
22.	Veterinary Expense	.88	.87	.79
23.	Custom Work	.21	.07	.38
24.	Special Hired Labor	.31	.03	.14
25.	TOTAL OTHER DIRECT COSTS	\$ 3.01	\$ 2.36	\$ 2.62
26.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 30.75	\$ 38.81	\$ 17.10
27.	ALLOCATED COSTS			
28.	Power and Machinery Costs (PCAF 1.00)	\$ 1.62	\$ 1.26	\$ 2.17
29.	Livestock Equipment Costs (ECAAF 3)	2.16	1.76	2.72
30.	Buildings and Fences (BCAF 3)	3.20	3.03	2.72
31.	TOTAL ALLOCATED COSTS	\$ 6.98	\$ 6.05	\$ 7.61
32.	RETURN OVER ALL LISTED COSTS	\$ 23.77	\$ 32.76	\$ 9.49
33.	SUPPLEMENTARY MANAGEMENT INFORMATION			
34.	Return for \$100 Feed Fed	\$ 237.35	\$ 297.76	\$ 167.68
35.	Price Received per Cwt. All Animals	53.69	55.08	48.66
36.	Price Received per Cwt. Sold Mkt. Only	\$ 53.57	\$ 52.57	\$ 50.54
37.	Number of Litters Farrowed	101	121	50
37A.	Litters/Bearing Female/Year	1.7	1.7	1.7
38.	Number of Pigs Born per Litter	9.3	9.6	9.0
39.	Number of Pigs Weaned per Litter	7.6	7.8	6.4
39A.	Number of Pigs Produced per Litter	7.5	7.6	6.3
40.	Percent Death Loss	12.4	13.9	14.0
41.	Average Weight of All Hogs Sold	233.0	229.3	252.0
42.	Average Weight of Mkt. Hogs Sold	227.6	229.4	245.2
43.	Price per Cwt. Concentrate Fed	\$ 5.72	\$ 5.27	\$ 6.46
44.	Price per Cwt. Protein, Salt & Mineral	\$ 14.66	\$ 13.97	\$ 16.75
45.	Pounds of Pork Purchased	3,053	998	7,204
46.	TOTAL LISTED COSTS PER CWT. PORK PRODUCED	\$ 34.57	\$ 29.23	\$ 39.37
47.	Utilities & Other General Farm Expense	\$ 2,954.89	\$ 1,899.48	\$ 1,621.70

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

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE - 1982

Items		Average of 69 Farms	14 Farms Highest in Return Above Feed Cost	14 Farms Lowest in Return Above Feed Cost
1.	Average Number of Pigs on Hand	303.1	205.7	223.9
2.	Pounds of Hogs Produced	136,466	80,436	101,256
		Per Cwt.	Per Cwt.	Per Cwt.
3.	Net Increase in Value of Hogs	\$ 42.50	\$ 48.06	\$ 37.32
4.	Other Miscellaneous Hog Income			
5.	TOTAL VALUE PRODUCED	\$ 42.50	\$ 48.06	\$ 37.32
6.	POUNDS OF FEED FED			
7.	Corn	298.3	280.2	326.3
8.	Small Grain	1.8	3.1	.9
9.	Complete Ration	2.3		.1
10.	Protein, Salt & Mineral & Milk	71.3	65.8	75.5
11.	TOTAL CONCENTRATES	373.7	349.1	402.8
12.	Forages	.1		
13.	FEED COST			
14.	Grains	\$ 11.73	\$ 10.65	\$ 13.03
15.	Complete Ration	.28		.01
16.	Protein, Salt & Mineral & Milk	10.62	9.13	12.12
17.	Forages			
18.	Pasture	.11	.02	
19.	TOTAL FEED COSTS	\$ 22.74	\$ 19.80	\$ 25.16
20.	RETURN OVER FEED COSTS	\$ 19.76	\$ 28.26	\$ 12.16
21.	OTHER DIRECT COSTS			
22.	Miscellaneous Livestock Expense	\$ .54	\$ .52	\$ .47
23.	Veterinary Expense	.30	.23	.62
24.	Custom Work	.37	.29	.09
25.	Special Hired Labor	.02		
26.	TOTAL OTHER DIRECT COSTS	\$ 1.23	\$ 1.04	\$ 1.18
27.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 18.53	\$ 27.22	\$ 10.98
28.	ALLOCATED COSTS			
29.	Power and Machinery Costs (PCAF .97)	\$ .88	\$ 1.06	\$ .86
30.	Livestock Equipment Costs (ECAF 3)	1.39	1.55	1.61
31.	Building and Fences (BCAF 3)	1.61	2.38	1.32
32.	TOTAL ALLOCATED COSTS	\$ 3.88	\$ 4.99	\$ 3.79
33.	RETURN OVER ALL LISTED COSTS	\$ 14.65	\$ 22.23	\$ 7.19
34.	SUPPLEMENTARY MANAGEMENT INFORMATION			
35.	Return for \$100 Feed Fed	\$ 186.90	\$ 242.74	\$ 148.31
36.	Price Received per Cwt.	54.05	54.55	53.86
37.	Average Weight of Pigs Sold	225.6	230.3	230.7
38.	Average Price Paid per Pig Bought	\$ 52.24	\$ 55.03	\$ 57.55
39.	Average Weight per Pig Bought	42.3	52.7	44.4
40.	Number of Pigs Purchased	406	118	566
41.	Number of Pigs Transferred In	416	340	53
42.	Average Weight of Pigs Transferred In	51.4	54.2	101.7
43.	Pounds of Pork Purchased	17,178	6,214	25,115
44.	Percent Death Loss	4.0	2.8	3.7
45.	Price per Cwt. Concentrate Fed	\$ 6.06	\$ 5.67	\$ 6.25
46.	Price per Cwt. Protein, Salt & Mineral Fed	\$ 14.89	\$ 13.88	\$ 16.06
47.	Effective Daily Gain - lbs. per Day per Pig	1.23	1.07	1.24
48.	TOTAL LISTED COST PER CWT. PORK PRODUCED	\$ 27.85	\$ 25.83	\$ 30.13
49.	Utilities & Other General Farm Expense	\$ 877.72	\$ 234.15	\$ 680.62

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



TABLE 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1982

Items		Average of 49 Farms	16 Farms Highest in Return Above Feed Cost	16 Farms Lowest in Return Above Feed Cost
1.	Number of Litters Farrowed	127	139	77
2.	Net Increase in Value of Hogs per litter	\$ 430.46	\$ 502.76	\$ 359.99
3.	Other Miscellaneous Weaning Pigs Income	.06		.27
4.	TOTAL VALUE PRODUCED	\$ 430.52	\$ 502.76	\$ 360.26
		Per Litter	Per Litter	Per Litter
5.	POUNDS OF FEED FED			
6.	Corn	1,702.5	1,651.5	2,088.6
7.	Small Grain	48.0	24.7	115.4
8.	Complete Ration	45.4	7.8	16.6
9.	Protein, Salt & Mineral, & Milk	549.3	600.8	561.6
10.	TOTAL CONCENTRATES	2,345.2	2,284.8	2,782.2
11.	Forages	21.2	18.0	74.8
12.	FEED COST			
13.	Grains	\$ 69.73	\$ 65.76	\$ 88.30
14.	Complete Ration	5.78	1.02	3.30
15.	Protein, Salt & Mineral & Milk	89.54	100.37	95.09
16.	Forages	.72	.54	2.69
17.	Pasture	.26		
18.	TOTAL FEED COSTS	\$ 166.03	\$ 167.69	\$ 189.38
19.	RETURN OVER FEED COSTS	\$ 264.49	\$ 335.07	\$ 170.88
20.	OTHER DIRECT COSTS			
21.	Miscellaneous Livestock Expense	\$ 18.95	\$ 20.75	\$ 15.86
22.	Veterinary Expense	12.21	9.39	12.23
23.	Custom Work	2.51	1.17	1.19
24.	Special Hired Labor	4.05	10.81	
25.	TOTAL OTHER DIRECT COSTS	\$ 37.72	\$ 42.12	\$ 29.28
26.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 226.77	\$ 292.95	\$ 141.60
27.	ALLOCATED COSTS			
28.	Power and Machinery Costs (PCAF 1.01)	\$ 16.36	\$ 16.96	\$ 20.05
29.	Livestock Equipment Costs (ECAAF 3)	23.60	25.34	26.03
30.	Building and Fences (BCAF 4)	30.13	28.65	22.04
31.	TOTAL ALLOCATED COST	\$ 70.09	\$ 70.95	\$ 68.12
32.	RETURN OVER ALL LISTED COSTS	\$ 156.68	\$ 222.00	\$ 73.48
33.	SUPPLEMENTARY MANAGEMENT INFORMATION			
34.	Return for \$100 Feed Fed	\$ 259.30	\$ 299.81	\$ 190.23
35.	Average Price Received per Animal Sold	65.56	75.55	61.30
36.	Average Price per Pig Sold or Transferred	\$ 51.63	\$ 53.03	\$ 50.10
37.	Average Weight per Pig Sold or Transferred	49.3	51.4	47.7
38.	Number of Pigs Produced	954	1,133	523
39.	Number of Pigs Born per Litter	9.9	10.2	9.9
40.	Number of Pigs Weaned per Litter	7.6	8.3	6.9
40A.	Litter/Bearing Female/Year	2.0	1.9	1.7
41.	Percent Death Loss	19.2	15.7	24.5
42.	Price per Cwt. Concentrate Fed	\$ 7.04	\$ 7.32	\$ 6.71
43.	Price per Cwt. Protein, Salt & Mineral Fed	16.30	16.71	16.93
44.	Feed & Supplemental Costs per Pig Produced	27.12	25.74	32.19
45.	TOTAL LISTED COSTS PER LITTER	\$ 273.84	\$ 280.76	\$ 286.78
46.	Utilities and Other General Farm Expense	\$ 1,958.51	\$ 1,673.65	\$ 944.57

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

TABLE 11D - COSTS AND RETURN FROM MIXED HOG ENTERPRISE\* - 1982

Items		Average of 19 Farms	9 Farms Highest in Return Above Feed Cost	9 Farms Lowest in Return Above Feed Cost
1.	Pounds of Hogs Produced	130,289	102,444	146,475
		Per Cwt.	Per Cwt.	Per Cwt.
2.	Net Increase in Value of Hogs	\$ 61.51	\$ 66.57	\$ 59.00
3.	Other Miscellaneous Hog Income			
4.	TOTAL VALUE PRODUCED	\$ 61.51	\$ 66.57	\$ 59.00
5.	POUNDS OF FEED FED			
6.	Corn	325.3	295.4	358.0
7.	Small Grain	5.2	6.8	5.0
8.	Complete Ration	6.8		12.0
9.	Protein, Salt & Mineral & Milk	83.6	117.5	62.3
10.	TOTAL CONCENTRATES	420.9	419.7	437.3
11.	Forages	16.6		31.1
12.	FEED COST			
13.	Grains	\$ 12.90	\$ 11.97	\$ 14.04
14.	Complete Ration	3.94		7.24
15.	Protein, Salt & Mineral & Milk	13.13	16.08	11.29
16.	Forages	2.32		4.35
17.	Pasture			
18.	TOTAL FEED COSTS	\$ 32.29	\$ 28.05	\$ 36.92
19.	RETURN OVER FEED COSTS	\$ 29.22	\$ 38.52	\$ 22.08
20.	OTHER DIRECT COSTS			
21.	Miscellaneous Livestock Expense	\$ 1.56	\$ 1.15	\$ 2.05
22.	Veterinary Expense	1.20	.64	1.51
23.	Custom Work	.34	.69	.13
24.	Special Hired Labor	.01	.02	
25.	TOTAL OTHER DIRECT COSTS	\$ 3.11	\$ 2.50	\$ 3.69
26.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 26.11	\$ 36.02	\$ 18.39
27.	ALLOCATED COSTS			
28.	Power and Machinery Costs (PCAF 1.00)	\$ 1.43	\$ 1.53	\$ 1.40
29.	Livestock Equipment Costs (ECAF 3)	2.00	1.74	2.32
30.	Building and Fences (BCAF 3)	2.14	1.84	1.92
31.	TOTAL ALLOCATED COSTS	\$ 5.57	\$ 5.11	\$ 5.64
32.	RETURN OVER ALL LISTED COSTS	\$ 20.54	\$ 30.91	\$ 12.75
33.	SUPPLEMENTARY MANAGEMENT INFORMATION			
34.	Return for \$100 Feed Fed	\$ 190.48	\$ 237.33	\$ 159.81
35.	Price Received per Cwt. All Animals	57.61	59.21	57.07
36.	Price Received per Cwt. Sold Mkt. Only	\$ 55.53	\$ 57.51	\$ 54.59
37.	Number of Litters Farrowed	87	61	107
37A.	Litter/Bearing Female/Year	1.5	1.5	1.4
38.	Number of Pigs Born per Litter	9.9	10.9	9.5
39.	Number of Pigs Weaned per Litter	7.4	8.3	7.0
39A.	Number Pigs Produced per Litter	7.3	8.2	6.9
40.	Percent Death Loss	16.4	15.6	16.8
41.	Average Weight of All Hogs Sold	179.8	181.6	174.6
42.	Average Weight of Mkt. Hogs Sold	216.0	224.5	208.2
43.	Price per Cwt. Concentrate Fed	\$ 7.12	\$ 6.68	\$ 7.45
44.	Price per Cwt. Protein, Salt & Mineral	\$ 15.70	\$ 13.68	\$ 18.12
45.	Pounds of Pork Purchased	5,922	3,509	8,828
46.	TOTAL LISTED COSTS PER CWT. PORK PRODUCED	\$ 40.97	\$ 35.66	\$ 46.25
47.	Utilities & Other General Farm Expense	\$ 1,651.23	\$ 699.24	\$ 2,348.21

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



TABLE 12 - COSTS AND RETURN FROM DAIRY COWS, COMMERCIAL HERDS - 1982

Items	Average of 111 Farms	22 Farms Highest in Return Above Feed Cost	22 Farms Lowest in Return Above Feed Cost
1. Average Number of Cows	45.7	52.9	44.2
	Per Cow	Per Cow	Per Cow
2. Pounds of Milk	14,007	16,421	11,359
3. Pounds of Butterfat	504.9	588.2	410.3
4. Percent of Butterfat in Milk	3.6	3.6	3.6
5. VALUE OF PRODUCE			
6. Dairy Products Sold	\$ 1,798.60	\$ 2,118.43	\$ 1,445.14
7. Dairy Products Used in Home	6.91	7.71	9.93
8. Milk Fed to Livestock	11.42	6.28	10.32
9. Net Increases in Value of Cows	(-107.59)	(-96.90)	(-172.66)
10. Other Miscellaneous Dairy Income	12.21	24.84	2.01
11. TOTAL VALUE PRODUCED	\$ 1,721.55	\$ 2,060.36	\$ 1,294.84
12. POUNDS OF FEED FED			
13. Corn	5,428.7	6,042.8	5,165.2
14. Small Grain	343.7	417.4	260.3
15. Complete Ration	953.6		2,157.4
16. Protein, Salt & Mineral	1,038.3	1,075.0	822.1
17. TOTAL CONCENTRATES	7,764.3	7,535.2	8,405.0
18. Legume Hay	5,173.7	4,273.1	5,301.3
19. Other Hay & Dry Roughage	200.9	134.7	570.5
20. Silage	10,886.4	7,767.7	15,578.4
20A. Haylage	2,117.7	2,757.5	985.2
21. FEED COSTS			
22. Grains	\$ 228.84	\$ 255.22	\$ 215.50
23. Complete Ration	10.96		21.31
24. Protein/Salt/Minrl (Cost/Cwt. Fed.15.45)	160.42	161.47	121.61
25. Hay/Haylage & Dry Roughage	231.40	227.05	212.53
26. Silage	97.07	69.96	138.24
27. Pasture	2.65	1.64	2.04
28. TOTAL FEED COSTS	\$ 731.34	\$ 715.34	\$ 711.23
29. RETURN OVER FEED COST	\$ 990.21	\$ 1,345.02	\$ 583.61
30. OTHER DIRECT COSTS			
31. Miscellaneous Livestock Expense	\$ 88.86	\$ 98.00	\$ 72.83
32. Veterinary Expense	41.14	47.88	39.62
33. Custom Work Hired	53.19	61.40	44.52
34. Special Hired Labor	8.51	34.18	.05
35. TOTAL OTHER DIRECT COSTS	\$ 191.70	\$ 241.46	\$ 157.02
36. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 798.51	\$ 1,103.56	\$ 426.59
37. ALLOCATED COSTS			
38. Power and Machinery Costs (PCAF .99)	\$ 84.14	\$ 95.14	\$ 82.10
39. Livestock Equipment Costs (ECAAF 3)	93.47	100.34	76.85
40. Building and Fences (BCAF 3)	112.31	126.30	104.27
41. TOTAL ALLOCATED COSTS	\$ 289.92	\$ 321.78	\$ 263.22
42. RETURN OVER ALL LISTED COSTS	\$ 508.59	\$ 781.78	\$ 163.37
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. Return for \$100 Feed Fed	\$ 235.40	\$ 288.03	\$ 182.06
45. Feed Cost per Cwt. Milk	5.22	4.35	6.26
46. Feed Cost per Pound of Butterfat	\$ 1.45	\$ 1.22	\$ 1.73
47. Pounds of Milk per Pound of Concentrate	1.80	2.18	1.35
48. Average Price per Cwt. Milk Sold	\$ 12.99	\$ 12.99	\$ 12.92
49. Average Price per Pound of Butterfat	3.60	3.63	3.58
50. Total Listed Costs per Cwt. Milk Produced	\$ 8.66	\$ 7.79	\$ 9.96
51. Dairy Cow Turnover Percentage	32.8	34.0	38.5
52. TOTAL LISTED COSTS PER COW	\$ 1,212.96	\$ 1,278.58	\$ 1,131.47
53. Utilities and Other General Farm Expense	\$ 4,067.20	\$ 4,379.59	\$ 3,912.70

TABLE 12A - COSTS AND RETURNS FROM DAIRY COWS - PUREBRED HERDS - 1982

Items	Average of 7 Farms
1. Average Number of Cows	38.2
	Per Cow
2. Pounds of Milk	14,885
3. Pounds of Butterfat	555.4
4. Percent of Butterfat in Milk	3.7
5. VALUE OF PRODUCE	
6. Dairy Products Sold	\$ 1,880.68
7. Dairy Products Used in Home	3.04
8. Milk Fed to Livestock	15.47
9. Net Increases in Value of Cows	30.00
10. Other Miscellaneous Dairy Income	2.98
11. TOTAL VALUE PRODUCED	\$ 1,932.17
12. POUNDS OF FEED FED	
13. Corn	3,530.7
14. Small Grain	588.7
15. Complete Ration	5,964.8
16. Protein, Salt & Mineral	655.6
17. TOTAL CONCENTRATES	10,739.8
18. Legume Hay	3,590.1
19. Other Hay & Dry Roughage	
20. Silage	7,865.4
20A. Haylage	1,725.5
21. FEED COSTS	
22. Grains	\$ 165.05
23. Complete Ration	44.61
24. Protein/Salt/Minrl (Cost/Cwt. Fed 14.48)	94.95
25. Hay/Haylage & Dry Roughage	179.29
26. Silage	69.74
27. Pasture	4.27
28. TOTAL FEED COSTS	\$ 557.91
29. RETURN OVER FEED COST	\$ 1,374.26
30. OTHER DIRECT COSTS	
31. Miscellaneous Livestock Expense	\$ 109.63
32. Veterinary Expense	45.76
33. Custom Work Hired	47.38
34. Special Hired Labor	
35. TOTAL OTHER DIRECT COSTS	\$ 202.77
36. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 1,171.49
37. ALLOCATED COSTS	
38. Power and Machinery Costs (PCAF .86)	\$ 51.32
39. Livestock Equipment Costs (ECAF 1)	45.24
40. Building and Fences (BCAF 1)	66.31
41. TOTAL ALLOCATED COSTS	\$ 162.87
42. RETURN OVER ALL LISTED COSTS	\$ 1,008.62
43. SUPPLEMENTARY MANAGEMENT INFORMATION	
44. Return for \$100 Feed Fed	\$ 346.33
45. Feed Cost per Cwt. Milk	3.75
46. Feed Cost per Pound of Butterfat	\$ 1.00
47. Pounds of Milk per Pound of Concentrate	1.39
48. Average Price per Cwt. Milk Sold	\$ 12.80
49. Average Price per Pound of Butterfat	3.43
50. Total Listed Costs per Cwt. Milk Produced	\$ 6.20
51. Dairy Cow Turnover Percentage	31.4
52. TOTAL LISTED COSTS PER COW	\$ 923.55
53. Utilities & Other General Farm Expense	\$ 2,427.86



TABLE 13 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE, COMMERCIAL & PUREBRED - 1982

Items	Average of 111 Farms	22 Farms Highest in Return Above Feed Cost	22 Farms Lowest in Return Above Feed Cost
1. Number of Head	57.6	51.7	53.9
2. Net Increase in Value	\$ Per Cow 312.22	\$ Per Cow 433.95	\$ Per Cow 188.42
3. Other Miscellaneous Income			
4. TOTAL INCOME	\$ 312.22	\$ 433.95	\$ 188.42
5. POUNDS OF FEED FED			
6. Corn	1,185.5	1,205.4	1,104.8
7. Small Grain	145.4	108.1	186.1
8. Complete Ration	148.8	247.6	540.6
9. Protein, Salt & Minerals	191.4	133.4	204.0
10. Hay & Dry Roughage	1,751.8	1,161.2	2,538.9
11. Silage	5,202.0	3,862.0	5,951.1
11A. Haylage	381.0	383.8	388.1
12. Milk	80.2	52.8	111.2
13. FEED COST			
14. Grains	\$ 53.52	\$ 52.48	\$ 52.17
15. Complete Ration	2.43	2.63	5.79
16. Protein, Salt & Minerals	30.52	21.62	31.09
17. Hay/Haylage & Dry Roughage	67.14	47.43	97.38
18. Silage	46.30	33.27	53.10
19. Milk	8.84	5.71	10.15
20. Pasture	1.81	2.48	1.37
21. TOTAL FEED COSTS	\$ 210.56	\$ 165.62	\$ 251.05
22. RETURN OVER FEED COSTS	\$ 101.66	\$ 268.33	\$ (-62.63)
23. OTHER DIRECT COSTS			
24. Miscellaneous Expense	\$ 12.33	\$ 14.60	\$ 10.02
25. Veterinary Expense	4.31	4.62	4.40
26. Custom Work Hired	2.64	4.16	3.65
27. Special Hired Labor			
28. TOTAL OTHER DIRECT COSTS	\$ 19.28	\$ 23.38	\$ 18.07
29. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 82.38	\$ 244.95	\$ (-80.70)
30. ALLOCATED COSTS			
31. Power and Machinery Costs (PCAF .98)	\$ 14.85	\$ 16.72	\$ 14.62
32. Livestock Equipment Costs (ECAF 3)	15.42	15.87	14.83
33. Building and Fences (BCAF 3)	18.75	22.34	19.69
34. TOTAL ALLOCATED COSTS	\$ 49.02	\$ 54.93	\$ 49.14
35. RETURN OVER ALL LISTED COSTS	\$ 33.36	\$ 190.02	\$ (-129.84)
36. SUPPLEMENTARY MANAGEMENT INFORMATION			
37. Return for \$100 Feed Fed	\$ 148.28	\$ 262.00	\$ 75.05
38. Percent Death Loss - Total	8.5	7.2	9.9
39. Percent Calf Death Loss	17.4	15.0	20.0
40. TOTAL LISTED COSTS PER HEAD	\$ 278.86	\$ 243.93	\$ 318.26
41. Utilities & Other General Farm Expense	\$ 879.66	\$ 518.21	\$ 909.35

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

TABLE 14 - COSTS AND RETURNS FROM ALL DAIRY CATTLE\* - 1982

Items	Average of 118 Farms	24 Farms Highest in Return Above Feed Cost	24 Farms Lowest in Return Above Feed Cost
1. Average Number of Cows	45.2	46.3	45.7
	Per Cow	Per Cow	Per Cow
2. Value of Dairy Products	\$ 1,823.27	\$ 2,132.57	\$ 1,478.62
3. Net Increase in Value	298.16	447.86	156.08
4. Miscellaneous Dairy Income	11.77	21.75	3.17
5. TOTAL VALUE PRODUCED	\$ 2,133.20	\$ 2,602.18	\$ 1,637.87
6. POUNDS OF FEED FED			
7. Grains	7,356.7	7,713.7	7,406.8
8. Complete Rations	1,384.2	1,683.2	4,669.8
9. Protein, Salt & Minerals, Including Milk Equiv.	1,279.9	1,222.1	920.9
10. Hay & Dry Roughage	7,536.1	6,657.3	8,408.6
11. Silage	17,461.9	15,513.0	19,932.3
11A. Haylage	2,636.9	1,612.9	2,309.1
12. FEED COST			
13. Grains	\$ 292.65	\$ 307.62	\$ 295.14
14. Complete Rations	15.53	12.38	36.61
15. Protein, Salt & Minerals, Including Milk	208.87	200.22	152.47
16. Hay/Haylage & Dry Roughage	316.08	287.02	323.37
17. Silage	155.20	140.82	176.11
18. Pasture Costs	4.85	3.93	2.01
19. TOTAL FEED COSTS	\$ 993.18	\$ 951.99	\$ 985.71
20. RETURN OVER FEED COSTS	\$ 1,140.02	\$ 1,650.19	\$ 652.16
21. OTHER DIRECT COSTS			
22. Miscellaneous Livestock Expense	\$ 105.73	\$ 129.20	\$ 95.08
23. Veterinary Expense	46.90	54.25	38.58
24. Custom Work	56.22	63.59	47.33
25. Special Hired Labor	8.10	24.10	.04
26. TOTAL OTHER DIRECT COSTS	\$ 216.95	\$ 271.14	\$ 181.03
27. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 923.07	\$ 1,379.05	\$ 471.13
28. ALLOCATED COSTS			
29. Power and Machinery Costs	\$ 100.13	\$ 104.75	\$ 88.34
30. Livestock Equipment Costs	109.83	111.88	100.76
31. Building and Fences	133.18	126.28	109.76
32. TOTAL ALLOCATED COSTS	\$ 343.14	\$ 342.91	\$ 298.86
33. RETURN OVER ALL LISTED COSTS	\$ 579.93	\$ 1,036.14	\$ 172.27
34. SUPPLEMENTARY MANAGEMENT INFORMATION			
35. Return for \$100 Feed Fed	\$ 214.78	\$ 273.34	\$ 166.16
36. TOTAL LISTED COSTS PER COW	\$ 1,553.27	\$ 1,566.04	\$ 1,465.60
37. Utilities & Other General Farm Expense	\$ 4,830.34	\$ 3,795.39	\$ 4,984.49

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



TABLE 15A - BEEF BREEDING CATTLE - 1982

Items		Average of 8 Farms
1.	Average Number of Beef Cows	27.5
2.	Average Number of Other Beef Animals & Bulls	19.8
3.	Pounds of Beef Produced	10,769
		Per Cow
4.	Net Increase in Value	\$ 278.36
5.	Other Miscellaneous Beef Income	.55
6.	TOTAL VALUE PRODUCED	\$ 278.91
7.	POUNDS OF FEED FED	
8.	Grain	748.5
9.	Protein, Salt & Mineral	280.9
10.	Legume Hay	3,926.4
11.	Other Hay & Dry Roughage	1,040.9
12.	Silage	3,143.6
12A.	Haylage	
13.	FEED COST	
14.	Grain	\$ 29.82
15.	Protein, Salt & Mineral	44.11
16.	Legume Hay/Haylage	125.96
17.	Other Hay & Dry Roughage	10.15
18.	Silage	28.29
19.	Pasture	21.78
20.	TOTAL FEED COSTS	\$ 260.11
21.	RETURN OVER FEED COST	\$ 18.80
22.	OTHER DIRECT COSTS	
23.	Miscellaneous Livestock Expense	\$ 20.47
24.	Veterinary Expense	20.73
25.	Custom Work	1.02
26.	Special Hired Labor	
27.	TOTAL OTHER DIRECT COSTS	\$ 42.22
28.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ (-23.42)
29.	ALLOCATED COSTS	
30.	Power and Machinery Costs (PCAF .94)	\$ 35.29
31.	Livestock Equipment Costs (ECAF 4)	33.05
32.	Building and Fences (BCAF 3)	46.74
33.	TOTAL ALLOCATED COSTS	\$ 115.08
34.	RETURN OVER ALL LISTED COSTS	\$ (-138.50)
35.	SUPPLEMENTARY MANAGEMENT INFORMATION	
36.	Return for \$100 Feed Fed	\$ 107.23
37.	Price per Cwt. Sold	57.94
38.	Price per Cwt. Calves Sold or Transferred	\$ 65.01
39.	Average Weight per Head Sold	768.2
40.	Average Weight per Calf Sold or Transferred	563.0
41.	Percent Death Loss	4.3
42.	Percent Calf Crop	92.9
42A.	Percent Calf Death Loss	7.7
43.	TOTAL LISTED COSTS PER COW	\$ 417.41
44.	Utilities \$ Other General Farm Expense	\$ 326.09

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

TABLE 15B - COST AND RETURNS FROM FEEDER CATTLE - 1982

Items		Average of 51 Farms	10 Highest in Return Above Feed	10 Lowest in Return Above Feed
1.	Average Number of Beef Feeders	67.8	69.5	39.7
2.	Pounds of Beef Produced	48,717	63,216	17,960
		Per Cwt.	Per Cwt.	Per Cwt.
3.	Net Increase in Value of Animals	\$ 60.95	\$ 61.71	\$ 50.18
4.	Other Miscellaneous Beef Income			
5.	TOTAL VALUE PRODUCED	\$ 60.95	\$ 61.71	\$ 50.18
6.	POUNDS OF FEED FED			
7.	Grain	554.9	404.3	818.8
8.	Protein, Salt & Mineral	42.3	28.6	60.8
9.	Legume Hay	75.0	29.8	208.5
10.	Other Hay & Dry Roughage	20.5	4.4	10.0
11.	Silage	768.8	519.9	1,670.4
11A.	Haylage	41.0		55.7
12.	FEED COST			
13.	Grain	\$ 21.72	\$ 15.24	\$ 31.66
14.	Protein, Salt & Mineral	5.77	3.32	9.16
15.	Legume Hay/Haylage	4.02	.89	8.90
16.	Other Hay & Dry Roughage	.27	.11	.15
17.	Silage	6.82	4.68	14.78
18.	Pasture	.09	.08	
19.	TOTAL FEED COST	\$ 38.69	\$ 24.32	\$ 64.65
20.	RETURN OVER FEED COST	\$ 22.26	\$ 37.39	\$ (-14.47)
21.	OTHER DIRECT COSTS			
22.	Miscellaneous Livestock Expense	\$ .58	\$ .35	\$ 1.41
23.	Veterinary Expense	1.27	.57	4.19
24.	Custom Work Hired	1.65	1.81	1.16
25.	Special Hired Labor	.05	.12	.28
26.	TOTAL OTHER DIRECT COSTS	\$ 3.55	\$ 2.85	\$ 7.04
27.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 18.71	\$ 34.54	\$ (-21.51)
28.	ALLOCATED COSTS			
29.	Power and Machinery Costs (PCAF .99)	\$ 2.07	\$ 1.81	\$ 3.33
30.	Livestock Equipment Costs (ECAAF 2)	2.78	1.36	4.00
31.	Buildings and Fences (BCAF 2)	2.59	1.99	3.20
32.	TOTAL ALLOCATED COSTS	\$ 7.44	\$ 5.16	\$ 10.53
33.	RETURN OVER ALL LISTED COSTS	\$ 11.27	\$ 29.38	\$ (-32.04)
34.	SUPPLEMENTARY MANAGEMENT INFORMATION			
35.	Return for \$100 Feed Fed	\$ 157.53	\$ 253.74	\$ 77.62
36.	Price per Cwt. Sold	\$ 61.17	\$ 63.30	\$ 57.82
37.	Average Weight per Head Sold	1,122.9	1,072.8	1,075.0
38.	Price per Cwt. Bought	\$ 60.69	\$ 63.14	\$ 57.39
39.	Average Weight per Head Bought	599.2	656.0	583.7
40.	Number of Head Bought	89	135	40
41.	Percent Death Loss	1.8	1.4	4.7
42.	Effective Daily Gain - lbs. per Head per Day	1.97	2.49	1.24
43.	TOTAL LISTED COST PER CWT. PRODUCED	\$ 49.68	\$ 32.33	\$ 82.22
44.	Utilities & Other General Farm Expense	\$ 695.42	\$ 548.23	\$ 282.93

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

TABLE 16A - SHEEP - FARM, COMMERCIAL AND PUREBRED - 1982

Items		Average of 12 Farms	6 Highest in Return Above Feed	6 Lowest in Return Above Feed
1.	Average Number of Ewes	49.6	37.6	61.6
2.	Pounds of Lamb and Mutton Produced	5,872	3,913	7,832
3.	Pounds of Wool Produced	411	321	501
		Per Ewe	Per Ewe	Per Ewe
4.	VALUE OF PRODUCE			
5.	Wool	\$ 5.77	\$ 4.44	\$ 6.59
6.	Net Increase in Value of Animals	52.50	59.47	48.25
7.	Other Miscellaneous Sheep Income			
8.	TOTAL VALUE PRODUCED	\$ 58.27	\$ 63.91	\$ 54.84
9.	POUNDS OF FEED FED			
10.	Grain	413.9	308.0	478.5
11.	Protein, Salt & Mineral	61.1	33.3	78.1
12.	Legume Hay	981.2	728.7	1,135.3
13.	Other Hay & Dry Roughage	13.4	17.7	10.8
14.	Silage			
14A.	Haylage			
15.	FEED COST			
16.	Grain	\$ 16.41	\$ 12.07	\$ 19.04
17.	Protein, Salt & Mineral	13.06	4.92	18.04
18.	Legume Hay/Haylage	30.67	21.99	35.96
19.	Other Hay & Dry Roughage	.30	.35	.28
20.	Silage			
21.	Pasture			
22.	TOTAL FEED COSTS	\$ 60.44	\$ 39.33	\$ 73.32
23.	RETURN OVER FEED COSTS	\$ (-2.17)	\$ 24.58	\$ (-18.48)
24.	OTHER DIRECT COSTS			
25.	Miscellaneous Livestock Expense	\$ 4.72	\$ 8.56	\$ 2.39
26.	Veterinary Expense	3.95	3.09	4.48
27.	Custom Work	1.51	.11	2.37
28.	Special Hired Labor	.16		.26
29.	TOTAL OTHER DIRECT COSTS	\$ 10.34	\$ 11.76	\$ 9.50
30.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ (-12.51)	\$ 12.82	\$ (-27.98)
31.	ALLOCATED COSTS			
32.	Power and Machinery Costs (PCAF .96)	\$ 13.76	\$ 8.25	\$ 13.49
33.	Livestock Equipment Costs (ECAF 3)	21.70	12.82	17.35
34.	Building and Fences (BCAF 3)	22.87	15.49	15.57
35.	TOTAL ALLOCATED COSTS	\$ 58.33	\$ 36.56	\$ 46.41
36.	RETURN OVER ALL LISTED COSTS	\$ (-70.84)	\$ (-23.74)	\$ (-74.39)
37.	SUPPLEMENTARY MANAGEMENT INFORMATION			
38.	Return for \$100 Feed Fed	\$ 96.40	\$ 162.47	\$ 74.78
39.	Price per Cwt. Lamb and Mutton Sold	48.85	50.98	47.95
40.	Price per Cwt. Lamb Sold or Transferred	\$ 166.67	\$ 57.24	\$ 208.52
41.	Average Weight of Lambs Sold or Transferred	105.6	100.1	109.4
42.	Pounds of Wool per Sheep Sheared	6.0	7.8	5.2
43.	Number of Ewes Kept for Lambing	37	31	42
44.	Percent Lamb Crop	178.4	158.1	197.6
45.	Percent Death Loss	10.1	11.9	8.9
45A.	Percent Lamb Death Loss	16.7	20.4	13.3
46.	TOTAL LISTED COSTS PER EWE	\$ 129.11	\$ 87.65	\$ 129.23
47.	Utilities & Other General Farm Expense	\$ 369.50	\$ 245.39	\$ 360.25



AVERAGE PRICES FOR FARM GROWN FEEDS

Grain

Corn	\$	2.20 Per Bu.
Oats		1.70 Per Bu.

Hay

Alfalfa	\$	75.00 Per Ton
Other Legume Hay		65.00 Per Ton
Wild Hay		40.00 Per Ton

Other Roughages

Corn Silage	\$	18.00 Per Ton
Grass Silage		15.00 Per Ton
Legume Haylage		37.00 Per Ton
Straw		.75 Per Bale

OTHER NON-CASH COSTS

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

# EXPLANATION OF WORK UNITS AND ANIMAL UNITS

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

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

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

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

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

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

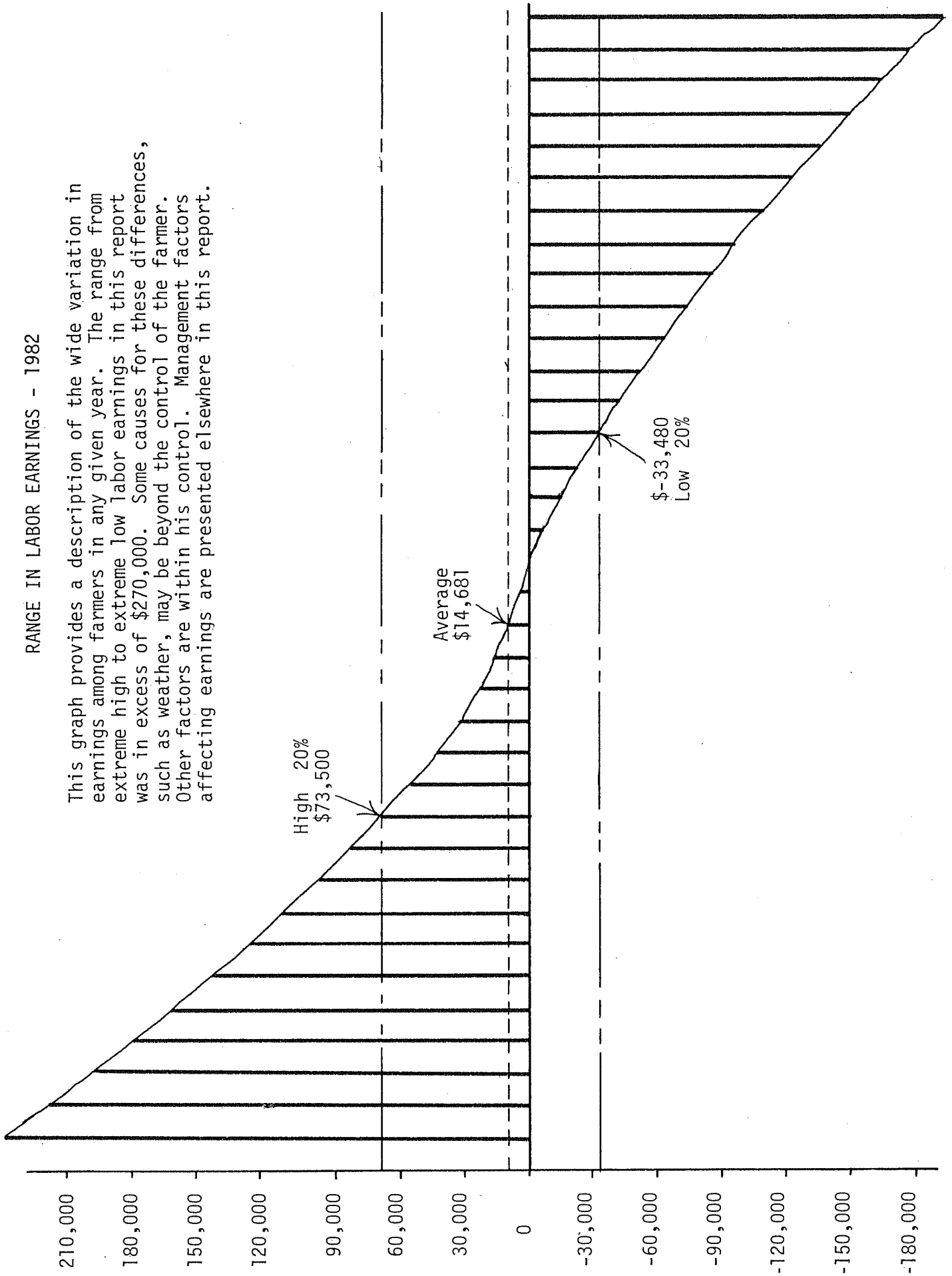
Items	1977	1978	1979	1980	1981
Number of Records	567	619	638	631	590
Average Labor Earnings	\$ 22,265	\$ 31,839	\$ 19,713	\$ 33,049	\$ (-5,768)
Total Farm Sales	\$ 100,344	\$ 128,107	\$ 142,305	\$ 152,229	\$ 161,363
Total Cash Operating Expense	\$ 56,633	\$ 69,427	\$ 80,705	\$ 85,940	\$ 92,163
<u>RETURN ABOVE FEED COST PER:</u>					
Dairy Cow	\$ 574.64	\$ 791.96	\$ 943.23	\$ 949.04	\$ 1,007.29
Cwt. Feeder Cattle Prod.	\$ 5.45	\$ 28.63	\$ 21.95	\$ 6.84	\$ 4.90
Cwt. Hogs Produced	\$ 18.66	\$ 20.49	\$ 11.88	\$ 9.80	\$ 12.24
<u>FEED COST PER:</u>					
Dairy Cow	\$ 540.91	\$ 493.01	\$ 583.49	\$ 703.83	\$ 764.15
Cwt. Feeder Cattle Prod.	\$ 36.23	\$ 35.68	\$ 37.76	\$ 43.06	\$ 37.54
Cwt. Hogs Produced	\$ 23.82	\$ 22.33	\$ 24.68	\$ 28.48	\$ 28.85
<u>MISC. LIVESTOCK INFORMATION</u>					
Number of Dairy Cows	38.5	39.2	36.2	43.2	46.0
Pounds of Feeder Cattle Prod.	49,920	55,437	44,235	45,721	14,077
Pounds of Hogs Produced	131,159	110,285	127,718	145,159	168,093
Pounds of Butterfat per Cow	470.6	461.9	512.6	483.2	509.5
<u>PRICE RECEIVED PER:</u>					
Pound Butterfat in Milk	\$ 2.45	\$ 2.73	\$ 3.13	\$ 3.47	\$ 3.63
Cwt. Fat Cattle	\$ 38.08	\$ 50.86	\$ 65.70	\$ 64.46	\$ 57.00
Cwt. Hogs Sold	\$ 40.10	\$ 48.07	\$ 42.50	\$ 40.58	\$ 43.11
<u>PRICE OF FEED</u>					
Corn, Bushel	\$ 2.00	\$ 1.90	\$ 2.10	\$ 2.80	\$ 2.70
Oats, Bushel	\$ 1.00	\$ 1.15	\$ 1.25	\$ 1.50	\$ 1.80
Alfalfa Hay, Ton	\$ 50.00	\$ 35.00	\$ 40.00	\$ 52.00	\$ 60.00
Corn Silage, Ton	\$ 17.00	\$ 15.00	\$ 16.00	\$ 18.00	\$ 20.00
<u>ACRES PER FARM</u>					
Total Tillable Land	320.5	343.6	343.6	341.1	349.7
Total Acres in Farm	355.2	377.8	379.7	371.9	374.8
<u>YIELDS PER ACRE</u>					
Canning Peas	\$ 195.10	\$ 155.64	\$ 212.63	\$ 146.43	\$ 120.08
Oats, Bushel	86.4	66.6	65.0	77.2	61.8
Corn Grain, Bushel	121.3	127.8	125.5	115.6	120.9
Sweet Corn	\$ 171.51	\$ 182.67	\$ 187.27	\$ 186.46	\$ 223.23
Soybeans, Bushel	43.6	41.0	36.6	36.7	32.0
Corn Silage, Ton	17.8	18.7	19.7	16.2	16.8
Alfalfa Hay, Ton	4.8	5.0	5.4	4.3	4.5



RANGE IN EARNINGS

RANGE IN LABOR EARNINGS - 1982

This graph provides a description of the wide variation in earnings among farmers in any given year. The range from extreme high to extreme low labor earnings in this report was in excess of \$270,000. Some causes for these differences, such as weather, may be beyond the control of the farmer. Other factors are within his control. Management factors affecting earnings are presented elsewhere in this report.



### SETTING GOALS

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

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

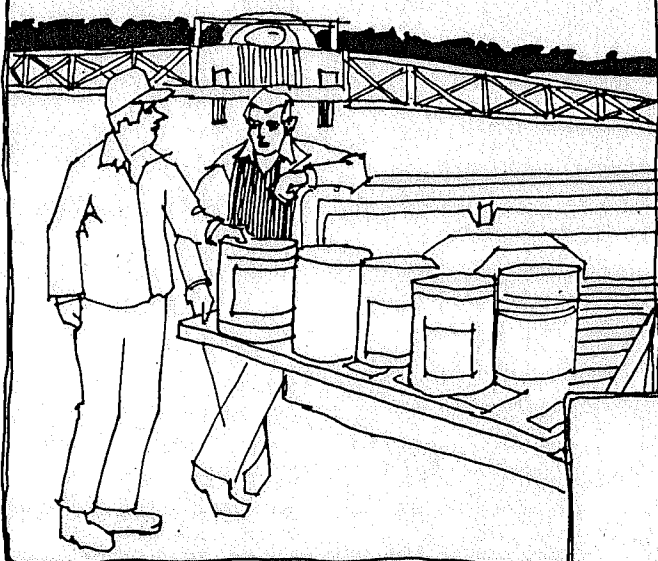
Planning goals is not easy. All members of a family may not agree on what goals are most important. The family may have to give serious thought and discussion to the goals they choose so that all members of the family can benefit from the farming business. Not all goals are related to farm income. Some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

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

# AGRICULTURE AT M.A.V.T.I. POST—SECONDARY AND ADULT

## MANKATO A.V.T.I. SALUTES AGRICULTURE

### SALES AND MANAGEMENT



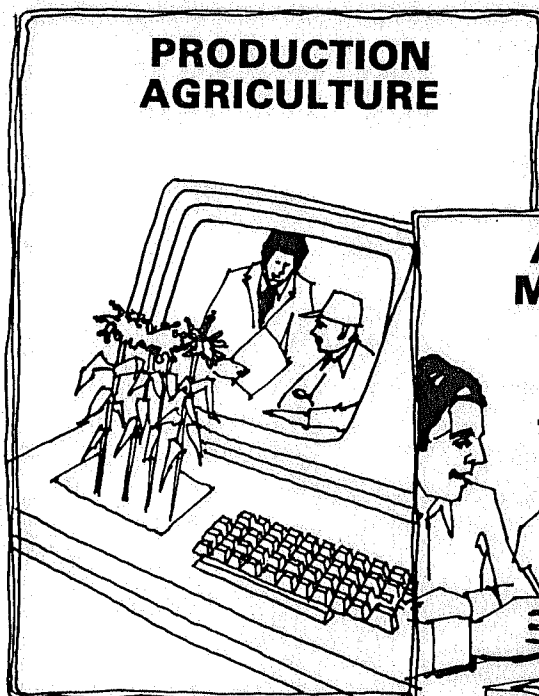
OFFERING EDUCATIONAL  
OPPORTUNITIES IN THE  
FOLLOWING AREAS:

- SALES AND MANAGEMENT
- MECHANICS
- PRODUCTION AGRICULTURE
- ADULT FARM MANAGEMENT

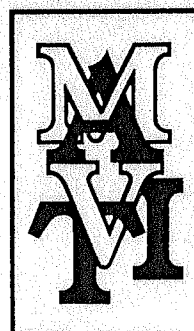
### MECHANICS



### PRODUCTION AGRICULTURE



### ADULT FARM MANAGEMENT



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