

VOCATIONAL AGRICULTURE FARM ANALYSIS

FARM BUSINESS MANAGEMENT

SOUTHEASTERN MINNESOTA

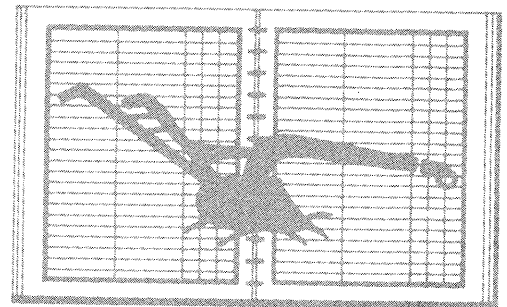
ANNUAL
REPORT
1982

Adult Educational Program

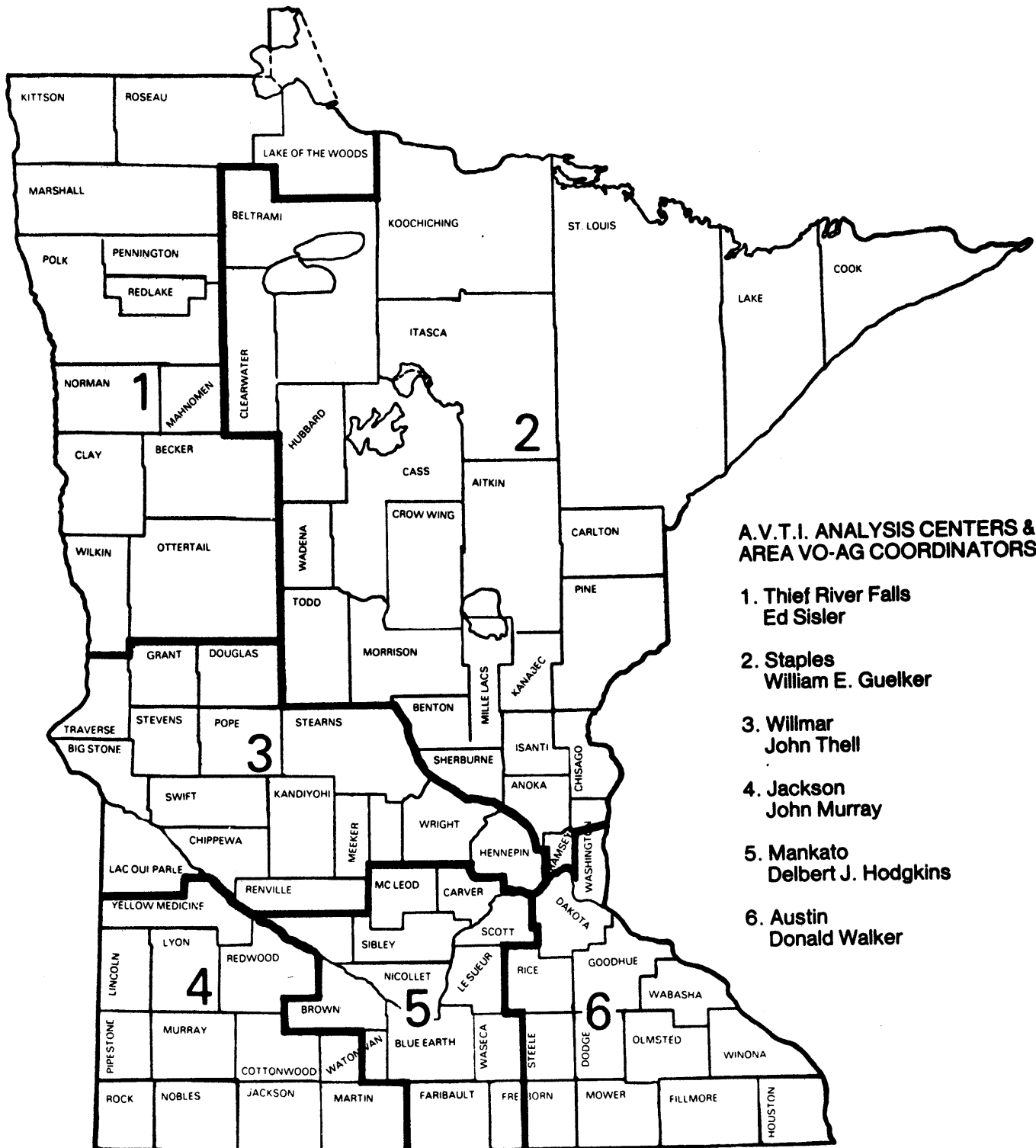
April 1, 1983

In cooperation with the Vocational Division
Minnesota Department of Education and Agricultural
Education Department University of Minnesota.

Austin Area Vocational-Technical Institute



VO-AG FARM MANAGEMENT AREAS



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1982 REPORT OF THE VOCATIONAL AGRICULTURE FARM MANAGEMENT
PROGRAM IN SOUTHEASTERN MINNESOTA
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INTRODUCTION

Adult Farm Business Management Education programs have been part of the public school vocational agriculture offerings since 1952. From the early cooperative efforts of the State Department of Education, Department of Agricultural Education (U of Minn) and the Department of Agricultural Economics (U of Minn), the program has expanded to serve over 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.

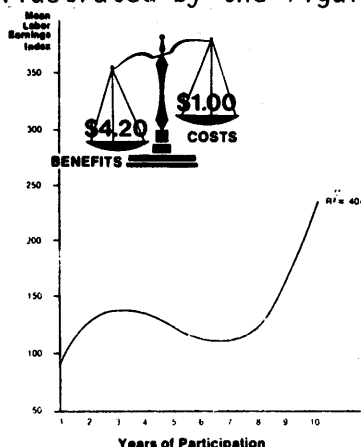
To accomplish the purpose, programs have been organized to generally conform to the following guidelines:

1. Farmers enroll in a specific farm management course.
2. Each course has a specific major objective and specific units on instruction to meet the objective.
3. Courses are offered in a 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 evaluation
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 receive a return of \$4.20.

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

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

The summary of farm records for the Southeastern Minnesota area shows the results of the 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.

Below is a listing of the schools involved and the instructors responsible for these programs.

ADULT FARM MANAGEMENT

<u>School</u>	<u>Instructor(s)</u>
Albert Lea AVTI	Norman Fredin
Austin AVTI	Ronald Hayes
Blooming Prairie H.S.	Gene Francis
Byron-Kasson-Mantorville H.S.	Ken Levos
Fairbault AVTI	Ken Stassen
	Ron Shiflet
Goodhue H.S.	Chris Back
Hayfield H.S.	Curtis Berg
Kenyon H.S.	Jerry Bartel
LeRoy-Ostrander H.S.	Richard Schaufler
	Don Walker
	Wayne Pike
Lewiston H.S.	Loyel Hoseck
Owatonna H.S.	John Zwiebel
	Vic Richardson
Rochester AVTI	Frank Quam
Red Wing AVTI	James Kelm
St. Charles H.S.	Harry Peirce
Southland H.S.	Dwain Vangsness
	Gary Thome
Spring Valley H.S.	James Erredge

Veterans Co-op Farm Management

<u>School</u>	<u>Instructor</u>
Lewiston H.S.	Paul Gardner
Preston H.S.	Kenneth Byrne
Red Wing AVTI	Jim Morrison
Spring Grove H.S.	Boyde Anderson

Full-time AVTI Farm Operation and Management Programs

<u>School</u>	<u>Instructor</u>
Faribault AVTI	Carl Ziebarth
	Dean Hanson
Winona AVTI	David Schroeder
	Andrew Marthaler

The analysis of the records and preparation of the report for the Southeast area is done under the direction of Donald Walker, Area AG Program Coordinator, at the Austin Area Vocational Technical Institute. Directing in a supervisory capacity are Mr. Donald Ingram, Director, Austin AVTI; Dr. Richard W. Morrison, Superintendent of Schools, Mr. Odell Barduson and Sharon K. Grossbach of the State Department of Education; Dr. Edgar Persons, Dr. R. Paul Marvin of the University of Minnesota Agricultural Education Department. Data processing was done by Specialized Data System, Inc., Madison Wisconsin. Special acknowledgement is due the Offset Printing Department at the Austin Area Vocational Technical Institute for printing this report and the Word Processing Center for typing it.

TABLE 1 - FARM INVENTORIES - 1982 - AVERAGE FARMS

ITEMS		AVERAGE OF 326 FARMS	
1	SIZE OF FARM - TOTAL ACRES	382.3	
2	- TILLABLE ACRES	336.1	
3	WORK UNITS - CROPS	170.51	
4	- LIVESTOCK	359.76	
5	- OTHER	13.05	
6	TOTAL SIZE OF BUSINESS IN WORK UNITS	543.32	
7	NUMBER OF WORKERS	1.82	
8	FARM CAPITAL INVESTMENT PER WORKER	\$ 303030	
		<u>JAN 1</u>	<u>DEC 31</u>
9	PRODUCTIVE LIVESTOCK	-	-
10	DAIRY COWS	23668	23661
11	OTHER DAIRY CATTLE	13722	14211
12	BEEF BREEDING CATTLE	3212	2848
13	BEEF FEEDER CATTLE	5178	4656
14	HOGS	17977	25169
15	SHEEP (INCLUDING FEEDERS) & GOATS	128	91
16	POULTRY - ALL TYPES	135	164
17	OTHER LIVESTOCK	52	51
18	TOTAL PRODUCTIVE LIVESTOCK	\$ 64073	70851
19	CROP, SEED & FEED	62508	62880
20	POWER, MACHINERY & EQUIPMENT		
21	AUTO & TRUCK (FARM SHARE)	4773	4329
22	POWER & MACHINERY	40589	39512
23	IRRIGATION EQUIPMENT	656	689
24	CUSTOM WORK EQUIPMENT	223	195
25	LIVESTOCK EQUIPMENT	13793	13380
26	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 60034	58106
27	LAND	235427	240212
28	BUILDINGS-FENCES-ETC.	86495	87209
29	TOTAL FARM CAPITAL	\$ 508538	519258
30	INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	10720

TABLE 1 - FARM INVENTORIES - 1982 - HIGH AND LOW PROFIT FARMS

ITEMS	65 HIGH PROFIT FARMS		65 LOW PROFIT FARMS	
1 SIZE OF FARM - TOTAL ACRES		514.2		412.9
2 - TILLABLE ACRES		457.3		361.8
3 WORK UNITS - CROPS		229.16		187.40
4 - LIVESTOCK		555.93		237.31
5 - OTHER		11.27		6.40
6 TOTAL SIZE OF BUSINESS IN WORK UNITS		796.37		431.11
7 NUMBER OF WORKERS		2.26		1.80
8 FARM CAPITAL INVESTMENT PER WORKER	\$	338853		344716
9 PRODUCTIVE LIVESTOCK	JAN 1	DEC 31	JAN 1	DEC 31
10 DAIRY COWS	23381	24002	20813	18525
11 OTHER DAIRY CATTLE	14957	15409	11468	11231
12 BEEF BREEDING CATTLE	3079	3388	6608	5292
13 BEEF FEEDER CATTLE	6907	6744	3670	2768
14 HOGS	42490	61230	6223	7877
15 SHEEP (INCLUDING FEEDERS) & GOATS	155	182	49	18
16 POULTRY-ALL TYPES	1	1		
17 OTHER LIVESTOCK	3	3	6	18
18 TOTAL PRODUCTIVE LIVESTOCK	\$ 90972	110960	48836	45729
19 CROP, SEED & FEED	90615	98929	70199	66881
20 POWER, MACHINERY & EQUIPMENT				
21 AUTO & TRUCK (FARM SHARE)	6452	6092	4814	4483
22 POWER & MACHINERY	51439	53637	43862	40275
23 IRRIGATION EQUIPMENT	68	50	830	783
24 CUSTOM WORK EQUIPMENT				
25 LIVESTOCK EQUIPMENT	20610	19303	7866	7796
26 TOTAL POWER, MACHINERY & EQUIPMENT	\$ 78569	79081	57371	53337
27 LAND	256735	270102	339162	341254
28 BUILDINGS-FENCES-ETC.	141243	142852	62350	62222
29 TOTAL FARM CAPITAL	\$ 658134	701924	577919	569423
30 INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$ 43790		(-8495)	

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

		AVERAGE OF 326 FARMS	65 MOST PROFITABLE	65 LEAST PROFITABLE
1	SALE OF LIVESTOCK & LIVESTOCK PRODUCTS	\$		
2	DAIRY COWS	3924	3891	4182
3	DAIRY PRODUCTS	47340	52611	35096
4	OTHER DAIRY CATTLE	3871	5312	3276
5	BEEF BREEDING CATTLE	1021	700	2273
6	BEEF FEEDER CATTLE	7731	9321	5644
7	HOGS COMPLETE & MIXED	39613	97905	10317
8	HOGS FINISHING	17204	39848	7464
9	HOGS PRODUCING WEANING PIGS	3067	7846	1884
10	SHEEP, GOATS & WOOL, FARM FLOCK	167	129	54
11	SHEEP & WOOL, FEEDER LAMBS	196	650	
12	CHICKENS (INCLUDING HENS & BROILERS)	6		
13	TURKEYS			
14	EGGS	15	24	
15	OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	422		6
16	OTHER MISCELLANEOUS LIVESTOCK INCOME	2	2	-
17	TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 124579	218241	70196
18	SALE OF CROPS			
19	WHEAT	384	404	380
20	OTHER SMALL GRAINS	692	1069	915
21	CORN	18817	23973	26265
22&22A	SOYBEANS & SUNFLOWERS	14317	17628	17066
23	OTHER ROW CROPS	1681	2379	3470
24	LEGUMES & OTHER FORAGE	732	1120	1135
25	GRASS SEED			
26	FRUITS & NUTS			
27	VEG. ROADSIDE MARKET & SPEC.	1		3
28	NURSERY, TIMBER & OTHER	163	499	93
29	SET ASIDE ACRES-GOV. PAYMENTS	1069	1869	736
30	TOTAL SALES FROM CROPS	\$ 37857	48941	50063
31	CAPITAL ASSETS SOLD (AUTO/TRK/MACH.)	368	493	342
	A. CAP. ASSETS SOLD (BLDGS & IMPVTS.)	142	622	
	B. CAP. ASSETS SOLD (LAND)	466		
32	GAS TAX REFUND	120	165	91
33	INCOME FROM WORK OFF THE FARM	1446	1846	836
34	CUSTOM WORK ENTERPRISE INCOME	95		301
35	PATRONAGE REFUNDS	1409	1814	1015
36	MISCELLANEOUS FARM INCOME	2510	3172	3296
37	TOTAL FARM SALES	\$ 168991	275294	126140
38	INCREASE IN FARM CAPITAL	10720	43790	
39	FAMILY LIVING FROM THE FARM	791	958	732
40	TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 180502	320043	126872

TABLE 2A shows all sources of cash income for the whole farm which includes landlords share. For operators share only of Cash Receipts, see Table 6A. In addition to Cash Receipts, the increase in Farm Capital (item 38) and Family Living from the Farm (item 39) are included in Total Receipts. Increase in Farm Capital is calculated by subtracting the Total Farm Capital at the beginning of the year from the Total Farm Capital at the end of the year (Table 1A, item 29). A decrease in Farm Capital is shown on Table 2B, item 40. Family Living from the Farm represents the cash value of farm produce consumed during the year.

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

ITEMS	AVERAGE OF 326 FARMS	65 MOST PROFITABLE	65 LEAST PROFITABLE
1 PURCHASE OF LIVESTOCK	\$		
2 DAIRY COWS	809	1005	477
3 OTHER DAIRY CATTLE	661	649	427
4 BEEF BREEDING CATTLE	182	554	204
5 BEEF FEEDER CATTLE	2316	2677	983
6 HOGS COMPLETE & MIXED	1785	2609	1137
7 HOGS FINISHING	6813	13734	4090
8 HOGS PRODUCING WEANING PIGS	281	438	380
9 SHEEP & GOATS	6	17	5
10 SHEEP & FEEDER LAMBS	144	474	
11 CHICKENS (INCLUDING HENS & BROILERS)	5	3	
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK	13		12
14 MISCELLANEOUS LIVESTOCK EXPENSE	6125	9433	4484
15 FEED BOUGHT	23215	44381	11837
16 FERTILIZER	9188	12148	10756
17 CHEMICALS	5877	8236	7368
18 OTHER CROP EXPENSE	10718	15608	12413
19 IRRIGATION OPERATION COSTS	38	34	78
20 CUSTOM WORK ENT. OP. COSTS, INCL. LAB.	36		102
21 CUSTOM WORK HIRED	3889	4663	4067
22 REPAIR & UPKEEP OF LVSTK. EQUIPMENT	1647	2824	998
23 REPAIR & UPKEEP OF FARM REAL ESTATE	2116	3215	2000
24 GAS, OIL & GREASE BOUGHT (FS)	6382	8518	6243
25 REPAIR & OP. MACH. TRAC. TRK. & AUTO (FS)	6147	7840	6542
26 REPAIR & UPKEEP OF IRRIG. EQUIPMENT	9	9	20
27 REPAIR CUSTOM WORK ENTERPRISE	39		135
28 WAGES OF HIRED LABOR	4485	7148	4665
29 PERSONAL PROP. & REAL ESTATE TAXES	4370	5953	4687
30 GENERAL FARM EXPENSE	2602	3603	2921
31 TELEPHONE EXPENSE (FS)	325	387	290
32 ELECTRICITY EXPENSE (FS)	2958	4442	2084
33 TOTAL CASH OPERATING EXPENSE	\$ 103184	160603	89408
34 POW. CROP & GEN. MACH. BOUGHT (FS)	10154	17825	7767
35 IRRIGATION EQUIPMENT BOUGHT	109		39
36 CUSTOM WORK EQUIPMENT BOUGHT	10		
37 LIVESTOCK EQUIPMENT BOUGHT	2419	2894	1361
38 NEW REAL ESTATE BLDGS/IMPROVEMENTS	8321	13914	5019
38A NEW REAL ESTATE-LAND	5256	13396	2092
39 TOTAL FARM PURCHASES (33) thru (38A)	\$ 129452	208631	105686
40 DECREASE IN FARM CAPITAL			8495
41 INTEREST ON FARM CAPITAL (7% OPPORTUNITY CHG.)	35973	47602	40157
42 UNPAID FAMILY LABOR	1020	1168	1350
43 LABOR CHARGE FOR PARTNERS & OTHER OP.	1629	2178	1369
44 BOARD FURNISHED HIRED LABOR	126	183	88
45 TOTAL FARM EXPENSE (39) THRU (44)	\$ 168200	259763	157145
46 RET. TO OP. LAB. & MGMT. SING. OP. (W.F.) (2A/40)-(45)	\$ 12302	60280	-30273
47 NUMBER OF OPERATORS	1	1	1
48 FULL TIME OPERATOR EQUIVALENTS	1.22	1.37	1.19
49 RET. TO OP. LAB. & MGMT/FULL TIME OPERATOR EQUIVALENTS	10973	49893	-25573

RETURN TO OPERATORS LABOR & MGMT. represents the return for the operators labor and Management after all expenses are deducted.

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TABLE 3 - ENTERPRISE STATEMENT - 1982

ITEMS	AVERAGE OF 65 MOST 326 FARMS PROFITABLE			65 LEAST PROFITABLE	
1 RETURNS & NET INCREASES	\$				
2 PRODUCTIVE LIVESTOCK					
3 DAIRY COWS		44273	49533	32243	
4 OTHER DAIRY CATTLE		11134	13066	7996	
5 BEEF BREEDING CATTLE		1082	1273	1772	
6 FEEDER CATTLE		3993	5246	2454	
7 HOGS, COMPLETE & MIXED		43448	110069	9602	
8 HOGS, FINISHING ENTERPRISE		10967	26150	4648	
9 PRODUCING WEANING PIGS		3915	11619	1561	
10 SHEEP & GOATS		121	141	18	
11 SHEEP, FEEDER LAMBS		56	177		
12 CHICKENS (INCL. HENS & BROILERS)		20	21		
13 TURKEYS					
14 OTHER PRODUCTIVE LIVESTOCK		450		6	
15 TOTAL ALL PROD. LIVESTOCK	\$	119460	217295	60300	
16 LESS THE VALUE OF FEED FED TO LS		60208	98049	38248	
17 RETURN OVER FEED FROM LIVESTOCK (15-16)		59252	119246	22051	
18 CROP, SEED & FEED		49072	74628	42346	
19 COOPERATIVE PATRONAGE REFUNDS		1409	1814	1015	
20 MISC. FARM INCOME		2510	3172	3296	
21 CUSTOM WORK ENTERPRISE		(-18)		65	
22 TOTAL RETURNS & NET INCREASES (17+18+19+20+21)	\$	112226	198860	68774	
23 EXPENSES & NET DECREASES					
24 TRUCK & AUTO (FS)	\$	5100	6734	4589	
25 TRACTORS & CROP MACHINERY		20604	26844	21946	
26 IRRIGATION EQUIPMENT		84	28	106	
27 ELECTRICITY		2958	4442	2084	
28 LIVESTOCK EQUIPMENT		4616	7364	2491	
29 BUILDINGS, FENCES & TILING		9586	14927	7147	
30 BARE LAND					
31 MISC. LIVESTOCK EXPENSE		6125	9433	4484	
32 LABOR		5951	9086	6774	
33 LABOR CHARGE FOR OTHER OP(S)		1629	2178	1369	
34 PROPERTY TAX		4370	5953	4687	
35 GENERAL FARM EXP. & TELEPHONE		2927	3990	3212	
36 INTEREST ON FARM CAPITAL (7% Oppor. Chg.)		35973	47602	40157	
37 TOTAL EXPENSES & NET DECREASES	\$	99924	138581	99046	
38 RET. TO OPS. LABOR & MGMT.(22-37) (single operator)	\$	12302	60280	(-30273)	
39 NUMBER OF FARM OPERATORS		1	1	1	
40 FULL TIME OPERATOR EQUIVALENTS		1.22	1.37	1.19	
41 RTRN. OPR. LBR. & MGMT./FULL TIME OPR.		10973	49893	(-25573)	

TABLE 4 - HOUSEHOLD EXPENSE - 1982 - AVERAGE FARMS

ITEMS		AVERAGE OF 181 FARMS	PER ADULT EQUIV
1	NUMBER OF PERSONS - FAMILY	4	
2	NUMBER OF ADULT EQUIVALENT - FAMILY	3.1	
3	CHURCH & WELFARE	912	294.19
4	MEDICAL CARE & HEALTH INSURANCE	2078	670.32
5	FOOD & MEALS BOUGHT	4067	1311.94
6	OPERATING EXPENSE & SUPPLIES	1451	468.06
7	FURNISHINGS & EQUIPMENT	1023	330.00
8	CLOTHING & CLOTHING MATERIALS	1031	332.58
9	PERSONAL CARE, PERSONAL SPENDING	653	210.65
10	EDUCATION	250	80.65
11	RECREATION	714	230.32
12	GIFTS & SPECIAL EVENTS	818	263.87
13	PERSONAL SHARE TRUCK & AUTO EXPENSE	831	268.06
14	OPERATOR SHARE UPKEEP ON DWELLING	369	119.03
14A	CASH RENT (PERSONAL)		
15	PERSONAL SHARE TELEPHONE & ELECTRIC EXP.	704	227.10
15A	PERSONAL SHARE-GENERAL FARM EXPENSE	65	20.97
16	TOTAL CASH LIVING EXPENSE	\$ 14967	4828.06
17	PERSONAL SHARE NEW TRUCK & AUTO	391	126.13
18	NEW DWELLING BOUGHT	746	240.65
19	TAXES & OTHER DEDUCTIONS	1458	470.32
20	LIFE INS & OTHER SAVINGS & INVESTMENTS	2943	949.35
21	TOTAL HOUSEHOLD & PERSONAL (16)THRU(20)	\$ 20504	6614.19
22	TOTAL FAMILY LIVING FROM THE FARM (33)	740	238.71
23	TOTAL CASH & NON-CASH EXP. (21) + (22)	\$ 21244	6852.90

FAMILY LIVING FROM THE FARM

	QUANTITY	OPERATOR SHARE
25		
26	MILK & CREAM (QUARTS)	572
27	BEEF & BUFFALO (POUNDS)	562
28	PORK (POUNDS)	287
29	LAMB, MUTTON, GOAT (POUNDS)	
30	POULTRY, ALL FOWL (POUNDS)	1
31	EGGS (DOZEN)	1
32	VEGETABLES, FRUITS, SPUDS, OTHER PRODUCE & FUEL	-
33	TOTAL FAMILY LIVING FROM THE FARM	\$ 740

TABLE 4 - HOUSEHOLD EXPENSE - 1982 - HIGH AND LOW PROFIT FARMS

ITEMS	35 HIGH PROFIT FARMS	PER ADULT EQUIV	35 LOW PROFIT FARMS	PER ADULT EQUIV
1 NUMBER OF PERSONS - FAMILY	5		4	
2 NUMBER OF ADULT EQUIVALENT - FAMILY	3.7		2.8	
3 CHURCH & WELFARE	1668	450.81	420	150.00
4 MEDICAL CARE & HEALTH INSURANCE	2432	657.30	1766	630.71
5 FOOD & MEALS BOUGHT	5765	1558.11	3187	1138.21
6 OPERATING EXPENSE & SUPPLIES	1589	429.46	1132	404.29
7 FURNISHINGS & EQUIPMENT	1051	284.05	724	258.57
8 CLOTHING & CLOTHING MATERIALS	1335	360.81	643	229.64
9 PERSONAL CARE, PERSONAL SPENDING	616	166.49	705	251.79
10 EDUCATION	353	95.41	188	67.14
11 RECREATION	1044	282.16	477	170.36
12 GIFTS & SPECIAL EVENTS	1009	272.70	496	177.14
13 PERSONAL SHARE TRUCK & AUTO EXPENSE	983	265.68	617	220.36
14 OPERATOR SHARE UPKEEP ON DWELLING	316	85.41	273	97.50
14A CASH RENT (PERSONAL)				
15 PERSONAL SHARE TELEPHONE & ELECTRIC EXP.	727	196.49	704	251.43
15A PERSONAL SHARE-GENERAL FARM EXPENSE	59	15.95	56	20.00
16 TOTAL CASH LIVING EXPENSE	18948	5121.08	11386	4066.43
17 PERSONAL SHARE NEW TRUCK & AUTO	324	87.57	406	145.00
18 NEW DWELLING BOUGHT	633	171.08		
19 TAXES & OTHER DEDUCTIONS	2502	676.22	1010	360.71
20 LIFE INS & OTHER SAVINGS & INVESTMENTS	3237	874.86	3742	1336.43
21 TOTAL HOUSEHOLD & PERSONAL (16)THRU(20)	25645	6931.08	16544	5908.57
22 TOTAL FAMILY LIVING FROM THE FARM (33)	621	167.84	676	241.43
23 TOTAL CASH & NON-CASH EXP. (21) + (22)	26266	7098.92	17220	6150.00
24	FAMILY LIVING FROM THE FARM			
25	QTY. OP.SHARE		QTY. OP.SHARE	
26 MILK & CREAM (QUARTS)	377	112	476	131
27 BEEF & BUFFALO (POUNDS)	216	149	634	415
28 PORK (POUNDS)	613	315	167	82
29 LAMB, MUTTON, GOAT (POUNDS)				
30 POULTRY, ALL FOWL (POUNDS)				
31 EGGS (DOZEN)				
32 VEGETABLES, FRUITS, SPUDS, OTHER PRODUCE & FUEL	46		48	
33 TOTAL FAMILY LIVING FROM THE FARM	622		676	

ITEM 28 - The Ratio of Total Farm Expense to Total Farm Receipts, sometimes called the Gross Ratio, expresses the percentage of each dollars worth of income consumed by expenses. It is calculated by dividing item 46, Table 6B by item 40, Table 6A.

ITEM 29 - The Ratio of Total Assets to Total Liabilities, sometimes called the Net Capital Ratio, measures the degree of financial safety in the farm business. It shows the number of dollars in assets available to cover each dollar of debt.

ITEM 30 - The Ratio of Non-Real Estate Assets to Non-Real Estate Liabilities, sometimes called the Intermediate Ratio, is calculated by dividing the sum of items 1, 2, 3 & 7 by the Non-Real Estate Liabilities, items 11, 12 & 13.

ITEM 31 - The Ratio of Real Estate Assets to Real Estate Liabilities is calculated by dividing the sum of items 4, 5 and 8 by item 10. Lending agencies are often interested in the relationship of item 30 to item 31.

ITEM 32 - The Ratio of Net Worth to Total Liabilities is a ratio of owners equity to his total debt. It expresses the percentage of his liabilities that are covered by Net Worth.

ITEM 33 - The Ratio of Cash Operating Expense to Adjusted Total Farm Sales is calculated by dividing item 35 in Table 6B by item 41, Table 6A. It differs from item 28 (Ratio of Total Farm Expense to Total Farm Receipts) in that it does not include the sale or purchase of Capital Assets.

ITEM 34 - The Ratio of Total Farm Receipts to Average Farm Capital-Whole Farm, sometimes called the Capital Turnover Ratio, is calculated by dividing item 40, Table 2A by the Average Farm Capital in Table 1. It indicates to the farm operator the amount of gross income received for each dollars worth of capital used in the business.

ITEM 35 - The Ratio of Total Farm Receipts to Average Farm Capital-Operators - Share. The same as item 34 except it is for the operators share only. Calculated by dividing item 40, Table 6A by the average operators Farm Capital on Table 5.

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TABLE 5 - NET WORTH STATEMENT - OPERATOR--AVERAGE FARMS - 1982

ITEMS		AVERAGE OF 206 FARMS	
		JAN 1	DEC 31
1	TOTAL PRODUCTIVE LIVESTOCK	\$ 50603	56546
2	CROP, SEED & FEED	52270	55035
3	TOTAL POWER, MACH & EQUIP	52232	50181
4	LAND (ACRES OWNED 218.9)(till 182.6)	111870	113377
5	BUILDINGS, FENCES, ETC.	64770	64013
6	TOTAL FARM CAPITAL	\$ 331746	339153*
7	NON-FARM ASSETS	16409	18238
7A	CASH ON HAND & IN BANK	4534	4333
7B	NON-FARM REAL ESTATE	2013	1961
8	DWELLING	22086	22365
9	TOTAL ASSETS	\$ 376788	386050*
10	REAL ESTATE MORTGAGES	138056	137233
11	CHattel MORTGAGES	65877	77755
12	NOTES	18924	19689
13	ACCOUNTS PAYABLE	3986	4648
14	TOTAL LIABILITIES	\$ 226842	239325
15	FARMERS NET WORTH (9-14)	\$ 149945	146725
16	GAIN (OR LOSS) IN NET WORTH	\$	(-3220)*
17	SUPPLEMENTARY MANAGEMENT INFORMATION		
18	RET. TO OPERATORS LABOR & MGMT. (6B/47)	\$ 11803	
19	RET. TO CAPITAL & FAMILY LABOR (6B/48)	12271	
20	NON-FARM INCOME		
21	OUTSIDE INVESTMENT INCOME	852	
22	OTHER PERSONAL INCOME & INCOME TAX REFUND	3317	
22A	SALE OF PERSONAL SHARE-DWELLING, AUTO & TRK	6	
23	TOTAL NON-FARM INCOME	\$ 4175	
24	TOTAL FAMILY FARM & NON-FARM INCOME(19+23)	\$ 16446	
25	TOTAL MONEY BORROWED	84614	
26	TOTAL PAID ON DEBT (PRINCIPAL)	71730	
27	TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP.(4/23)	14293	
28	RATIO: TOTAL FARM EXP TO TOTAL FARM RECEIPTS(0.S)		.926
		JAN 1	DEC 31
29	RATIO: TOTAL ASSETS TO TOTAL LIABILITIES	1.661	1.613
30	RATIO: NON-REAL ESTATE ASSETS/NON-REAL ESTATE LIABILITIES	1.983	1.806
31	RATIO: REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES	1.454	1.470
32	RATIO: NET WORTH TO TOTAL LIABILITIES	.661	.613
33	*RATIO: CASH OPERATING EXPENSES TO ADJUSTED TOTAL FARM SALES (O.S.)		.851
34	RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (W.F.)		.360
35	RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (O.S.)		.477

*ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS

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

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TABLE 5 - NET WORTH STATEMENT-OPERATOR - 1982

ITEMS	40 HIGH PROFIT FARMS		40 LOW PROFIT FARMS	
	JAN 1	DEC 31	JAN 1	DEC 31
1 TOTAL PRODUCTIVE LIVESTOCK	\$ 65612	83819	42107	39419
2 CROP, SEED & FEED	64730	78053	66001	68596
3 TOTAL POWER, MACH & EQUIP	57733	57270	51759	50123
4 LAND (ACRES OWNED & TILLABLE)**	150416	150518	143904	143904
5 BUILDINGS, FENCES, ETC.	99026	97150	49080	49751
6 TOTAL FARM CAPITAL	\$ 437517	466809	352852	351794
7 NON-FARM ASSETS	23785	26687	11706	12964
7A CASH ON HAND & IN BANK	5992	5550	4704	3063
7B NON-FARM REAL ESTATE			5721	5571
8 DWELLING	33657	34054	16078	1608
9 TOTAL ASSETS	\$ 500950	533100	391061	389478
10 REAL ESTATE MORTGAGES	218779	215290	140336	137271
11 CHATTEL MORTGAGES	77662	87015	54707	76265
12 NOTES	31445	33664	23618	28085
13 ACCOUNTS PAYABLE	6825	6390	2746	5988
14 TOTAL LIABILITIES	\$ 334711	342358	221407	247609
15 FARMERS NET WORTH (9-14)	\$ 166239	190741	169654	141869
16 GAIN (OR LOSS) IN NET WORTH	\$	24502		(-27785)
17 SUPPLEMENTARY MANAGEMENT INFORMATION				
18 RET. TO OPERATORS LABOR & MGMT. (6B/47)	\$	52889		(-24913)
19 RET. TO CAPITAL & FAMILY LABOR (6B/48)		48810		(19421)
20 NON-FARM INCOME				
21 OUTSIDE INVESTMENT INCOME		677		1070
22 OTHER PERSONAL INCOME & INCOME TAX REFUND		1464		4910
22A SALE OF PERSONAL SHARE-DWELLING, AUTO & TRK		4		-
23 TOTAL NON-FARM INCOME	\$	2145		5981
24 TOTAL FAMILY FARM & NON-FARM INCOME (19+23)	\$	50954		(-13440)
25 TOTAL MONEY BORROWED		122582		85924
26 TOTAL PAID ON DEBT (PRINCIPAL)		115083		59718
27 TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)		19072		11178
28 RATIO: TOTAL FARM EXP TO TOTAL FARM RECEIPTS(O.S)		.792		1.196
29 RATIO: TOTAL ASSETS TO TOTAL LIABILITIES	JAN 1	DEC 31	JAN 1	DEC 31
30 RATIO: NON-REAL ESTATE ASSETS TO NON-REAL ESTATE LIABILITIES	1.497	1.557	1.766	1.573
31 RATIO: REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES	1.879	1.978	2.174	1.578
32 RATIO: NET WORTH TO TOTAL LIABILITIES	1.294	1.309	1.530	1.569
33 *RATIO: CASH OPERATING EXPENSES TO ADJUSTED TOTAL FARM SALES (O.S)	.497	.557	.766	.573
34 RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (W.F.)		.817		1.027
35 RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (O.S)		.447		.256
		.562		.360
** LAND-ACRES OWNED & TILLABLE	TOTAL 267.8	TILLABLE 234.3	TOTAL 222.3	TILLABLE 188.7

*ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS
The NET WORTH STATEMENT shows the operators financial progress during the year and from this statement he can study his progress from year to year. Items 1 through 5 show the distribution of capital invested by the operator in the farm business.

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TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1982

		AVERAGE OF 326 FARMS	65 MOST PROFITABLE	65 LEAST PROFITABLE
1	SALE OF LIVESTOCK & LIVESTOCK PRODUCTS	\$		
2	DAIRY COWS	3591	3594	2936
3	DAIRY PRODUCTS	44343	43922	44941
4	OTHER DAIRY CATTLE	3656	3488	4332
5	BEEF BREEDING CATTLE	981	482	2182
6	BEEF FEEDER CATTLE	7561	7174	5441
7	HOGS COMPLETE & MIXED	36341	86349	10895
8	HOGS FINISHING	16911	41483	6693
9	HOGS PRODUCING WEANING PIGS	2998	8955	1794
10	SHEEP, GOATS & WOOL, FARM FLOCK	160	92	35
11	SHEEP & WOOL, FEEDER LAMBS	196	650	-
12	CHICKENS (INCLUDING HENS & BROILERS)	6	-	-
13	TURKEYS	-	-	-
14	EGGS	15	24	-
15	OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	219	1017	68
16	OTHER MISCELLANEOUS LIVESTOCK INCOME	2	2	-
17	TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 116978*	197233*	79318*
18	SALE OF CROPS	-	-	-
19	WHEAT	373	415	359
19A	DURAM	-	-	-
20	OTHER SMALL GRAINS	632	841	673
21	CORN	17177	18257	26252
22&22A	SOYBEANS & SUNFLOWERS	13055	14840	17162
23	OTHER ROW CROPS	1658	2505	3470
24	LEGUMES & OTHER FORAGE	640	489	1304
25	GRASS SEED	-	-	-
26	FRUITS & NUTS	-	-	-
27	VEG. ROADSIDE MARKET & SPEC.	1	-	3
28	NURSERY, TIMBER & OTHER	163	533	90
29	SET ASIDE ACRES-GOV. PAYMENTS	1041	1612	893
30	TOTAL SALES FROM CROPS	\$ 34739*	39492*	50204*
31	CAPITAL ASSETS SOLD (AUTO/TRK/MACH.)	368	91	360
31A	CAPITAL ASSETS SOLD (BLDGs. & IMPROV.)	142	622	-
31B	CAPITAL ASSETS SOLD (LAND)	-	-	-
32	GAS TAX REFUND	117	176	81
33	INCOME FROM WORK OFF THE FARM	1368	1268	1110
34	CUSTOM WORK ENTERPRISE INCOME	95	-	301
35	PATRONAGE REFUNDS	1366	1720	1253
36	MISCELLANEOUS FARM INCOME	2457	2900	3370
37	TOTAL FARM SALES	\$ 157629*	243501*	135998*
38	INCREASE IN FARM CAPITAL	10339	40880	-
39	FAMILY LIVING FROM THE FARM	768	820	728
40	TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 168736*	285201*	136726*
41	ADJUSTED TOTAL FARM SALES (37)-(31)	157119	242788	135638
42	TOTAL CASH FARM OPERATING EXP.	132685	191481	131886
43	NET CASH OPERATING INCOME (41-42)	24434*	51307*	3752*

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TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1982

		AVERAGE OF 326 FARMS	65 MOST PROFITABLE	65 LEAST PROFITABLE
1 PURCHASE OF LIVESTOCK	\$	-	-	-
2 DAIRY COWS		727	853	557
3 OTHER DAIRY CATTLE		624	976	362
4 BEEF BREEDING CATTLE		178	386	204
5 BEEF FEEDER CATTLE		2312	1727	983
6 HOGS COMPLETE		1650	2318	950
7 HOGS FINISHING		6750	16045	3377
8 HOGS PRODUCING WEANING PIGS		269	620	321
9 SHEEP, FARM FLOCK		6	18	-
10 SHEEP & FEEDER LAMBS		144	474	-
11 CHICKENS (INCLUDING HENS & BROILERS)		5	3	-
12 TURKEYS		-	-	-
13 OTHER PRODUCTIVE LIVESTOCK		9	24	18
14 MISCELLANEOUS LIVESTOCK EXPENSE		5773	8397	4911
15 FEED BOUGHT		21900	41655	13497
16 FERTILIZER		8678	10262	11464
17 CHEMICALS		5496	7240	7091
18 OTHER CROP EXPENSE		10057	13190	12569
19 IRRIGATION OPERATION COSTS		37	63	78
20 CUSTOM WORK ENT. OP. COSTS, INCL. LAB.		36	-	102
21 CUSTOM WORK HIRED		3695	4052	4185
22 REPAIR & UPKEEP OF LVSTK. EQUIPMENT		1566	2479	1067
23 REPAIR & UPKEEP OF FARM REAL ESTATE		1927	2994	2298
24 GAS, OIL & GREASE BOUGHT (FS)		6115	7586	6657
25 REPAIR & OP. MACH. TRAC. TRK. & AUTO (FS)		5877	7144	6749
26 REPAIR & UPKEEP OF IRRIG. EQUIPMENT		8	9	20
27 REPAIR CUSTOM WORK ENTERPRISE		39	-	135
28 WAGES OF HIRED LABOR		4416	4456	7126
29 PERSONAL PROP. & REAL ESTATE TAXES		2690	3535	3038
30 CASH RENT		9397	10723	13015
31 GENERAL FARM EXPENSES		2500	3093	3226
32 TELEPHONE EXPENSE (FS)		311	345	298
33 ELECTRICITY EXPENSE (FS)		2781	3721	2459
34 INTEREST ACTUALLY PAID		26714	37095	25129
35 TOTAL CASH OPERATING EXPENSE	\$	132685*	191481*	131886*
36 POWER CROP & GEN. MACH. BOUGHT (FS)		9552	15151	7894
37 IRRIGATION EQUIPMENT BOUGHT		8	-	39
38 CUSTOM WORK EQUIPMENT BOUGHT		10	-	-
39 LIVESTOCK EQUIPMENT BOUGHT		2340	3353	1555
40 NEW REAL ESTATE & IMPROVEMENT		7799	10794	7973
40A NEW REAL ESTATE - LAND		4525	9730	2092
41 TOTAL FARM PURCHASES (35) THRU (40)	\$	156918*	230509*	151439*
42 DECREASE IN FARM CAPITAL		-	-	7731
43 INTEREST ON FARM CAPITAL (7% OPPORTUNITY CHG)		(-145)	(-2237)	4524
44 UNPAID FAMILY LABOR		1020	1201	1515
45 BOARD FURNISHED HIRED LABOR		126	180	85
46 TOTAL FARM EXPENSE (41) THRU (45)	\$	157919*	229653*	165293*
47 RETURN TO OP. LAB. & MGMT. (6A/40)-(46)	\$	10817	55548	(-28567)
48 RETURN TO CAPITAL & FAM. LAB. (47+44+43)	\$	11692	54512	(-22528)

TABLE 6B lists the operators share of all cash expense items. The sum of item 34 (interest expense on borrowed capital) and items 43 (interest on the operators equity of farm capital) is equal to 7% of the operators average farm capital found on line 6, Table 5. RETURN to CAPITAL and FAMILY LABOR represents the amount available for debt service, living expense and savings.

MOST COMMON PRICES USED FOR FEED IN THE 1982 REPORT

FARM GROWN FEEDS

CORN \$2.20
 OATS \$1.70
 ALF. HAY 80.00
 CORN SIL. 20.00

PASTURE PER HEAD PER MONTH	
GREEN CHOP & ROTATIONAL PASTURE	PERMANENT PASTURE

Cows	\$ 10.00	7.00
Young Cattle	5.00	3.50
Hogs	1.25	.88
Pigs (under 6 months)63	.44
Sheep	1.81	1.28
Lambs91	.64

EXPLANATION OF WORK UNITS

The TOTAL WORK UNITS on any one farm is one measure of the size of that farm business. A Work Unit, as used in this report, is the average accomplishment of a farm worker in a ten hour day. Total number of Work Units is not a measure of how hard a farmer works but it does measure how much is being accomplished on the farm.

TABLE 7 WORK UNITS FOR CROPS, LIVESTOCK AND WORK OFF OF THE FARM

Item	No. of Work Units	Item	No. of Work Units/acre
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Dairy Cattle	1.2/head	Canning Peas	.40/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeders	.12/cwt.	Canning Corn	.50/acre
Hogs - Complete	.12/cwt.	Corn for Grain	.55/acre
Hogs - Finishing	.06/cwt.	Soybeans	.45/acre
Hogs - Wean, Pigs	1.4/litter	Corn & Cane Silage	.60/acre
Sheep, Farm Flock	.60/head	Alfalfa Hay	.60/acre
Lambs, Feeders	.30/cwt.	O. Leg. & Mix Hay	.40/acre
Chickens, Lay. Flock	5.0/100	Other Grass Hay	.30/acre
Broilers	.20/cwt.	Annual Hay	.40/acre
Turkeys, Lay. Flock	25.0/100	Leg. & Grass Silage	.40/acre
Turkey Poults	.12/cwt.	Summer Fallow Tilled	.20/acre
Labor Off the Farm	1.0/\$40	Wild Hay	.20/acre
Set Aside Acres, tilled	.20/acre	Tillable Grass Pasture	.05/acre
Set Aside Acres, untilled	.05/acre	Non-tillable Pasture	.01/acre
Legume Pasture	.05/acre		

The following values are used for each type of animal in calculating total number of animal units on Table 8, Items 6 and 30.

TYPE OF ANIMAL	ANIMAL UNITS	TYPE OF ANIMAL	ANIMAL UNITS
Dairy Cows	1.0/head	Pigs	.2/head
Other Dairy (young st.)	.5/head	Sheep, Adults	.143/head
Beef Cows	.8/head	Lambs	.071/head
Other Beef (young st.)	.3/head	Chickens, Laying Hens	.02/head
Beef Feeders	1.0/head	Broil. & Turkey Poults	1.0/1100lb.
Hogs, Adults	.4/head	Turkeys, Laying flock	.04/head

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

1. Ret. to Lab. & Mgmt. - A measure of the relative financial return for the operators 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 farmbusiness and is found also in Table 2 and Table 3.
2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as a percentage of the average; the average being 100%.
3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on 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, plus other crop income.
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. Unit values are found in Table 7.
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 on the farm 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 of items 24 through 29 in Table 3 divided by the number of Work Units.
10. Farm Capital Investment per Worker - Another measure indicating size of business. Useful in comparing a farm business to other industries or businesses.

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

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1982

		AVERAGE OF 326 FARMS	65 MOST PROFITABLE	65 LEAST PROFITABLE
1	RETURN TO OPERATORS LABOR & MANAGEMENT	\$ 12302	60280	(-30273)
2	CROP YIELD INDEX	100.0	103.3	96.4
3	PERCENT TILLABLE LAND IN HIGH RET CROPS	85.2	88.4	85.0
4	GROSS RETURN PER TILLABLE ACRE EXC. PAST	\$ 223.16	232.23	210.74
5	RETURN PER \$100 FEED FED PROD. LVSTK INDEX	100.0	109.5	86.9
6	LVSTK UNITS PER 100 ACRES*	37.67	51.25	19.91
7	SIZE OF BUSINESS IN WORK UNITS	543.32	796.34	431.11
8	WORK UNITS PER WORKER	298.53	352.38	239.51
9	POW., MACH., EQ., BLDG. EXP/WORK UNIT	\$ 79.08	75.73	89.08
10	FARM CAPITAL INVESTMENT/WORKER	282362	300898	318706
11	INDEX OF RETURN PER \$100 FEED FED			
12	6100A BEEF BREEDING CATTLE	100.0	129.9	99.7
14	6140A BEEF FEEDERS, FEEDLOT	100.0	100.0	71.2
18	6290A DAIRY COWS, COMMERCIAL, GEN.	100.0	115.4	88.0
20	6310A OTHER DAIRY, COMM., REPLACEMENT	100.0	108.7	85.3
21	6318A OTHER DAIRY, REPL. & FEED STOCK	100.0	100.7	89.0
23	6470A HOGS, FARROW, FINISH, GENERAL	100.0	106.3	86.1
24	6490A HOGS, FINISHING	100.0	105.4	98.2
25	6510A HOGS, WEANING PIG PRODUCTION	100.0	108.5	78.9
26	6530A HOGS, MIXED SYSTEMS	100.0	108.2	78.5
28	6670A SHEEP, FARM, COMMERCIAL	100.0	119.4	104.2
30	NUMBER OF ANIMAL UNITS	130.94	242.21	74.64
31	WORK UNITS			
32	CROPS	170.51	229.16	187.40
33	PRODUCTIVE LIVESTOCK	359.76	555.93	237.31
34	OTHER PRODUCTIVE WORK UNITS	13.05	11.27	6.40
35	EXPENSES PER WORK UNIT			
36	TRACTOR & CROP MACHINERY EXPENSE	\$ 38.10	33.74	51.21
37	FARM SHARE OF AUTO & TRUCK EXPENSE	\$ 9.39	8.46	10.66
38	FARM SHARE OF ELECTRIC EXPENSE	\$ 5.45	5.58	4.84
39	LIVESTOCK EQUIPMENT EXPENSE	\$ 8.50	9.25	5.78
40	BLDG., FENCE & TILING EXPENSE	\$ 17.64	18.71	16.60
40A	OTHER EXPENSE PER WORK UNIT (INC. CUSTOM ENT)	--	--	--
40B	GENRL FRM TELE/OTHR UTILITIES EXCEPT ELECT.	\$ 5.39	5.01	7.45
40C	HIRED LABOR	\$ 8.25	8.98	10.82
41	TRACT. & CROP MACH. EXP/CROP ACRE**	\$ 61.28	58.70	60.61
42	FARM POWER & MACH. COST ALLOCATED TO LVSTK	\$ 4134.40	6102.56	3193.28
43	BLDG., FENCING & TILING COST ALLOCATED TO CROPS BCAF (4)	\$ 3321.92	4533.40	3474.05

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

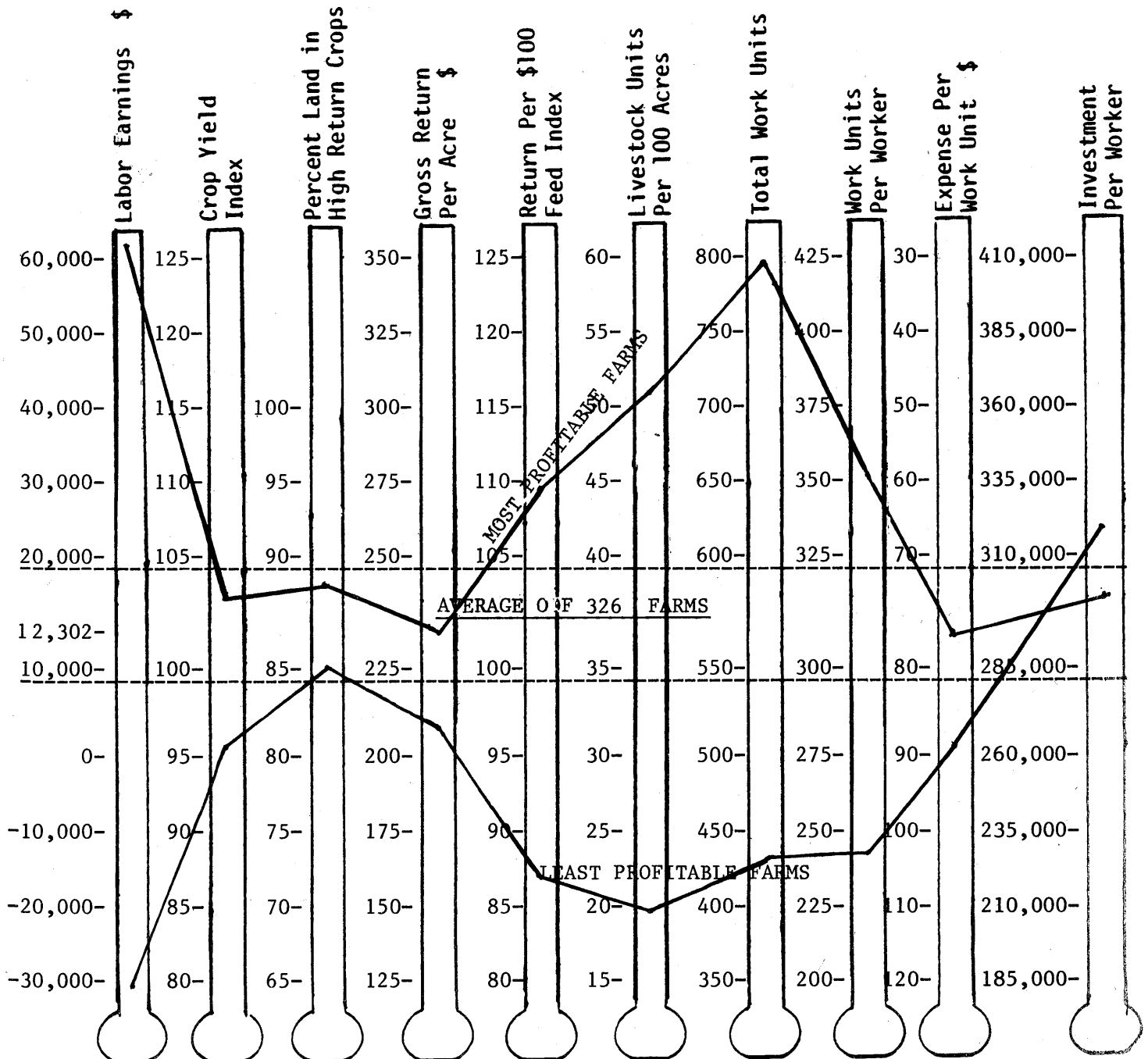


TABLE 9 - CROP ACRES - 1982

		AVERAGE OF 326 FARMS	65 MOST PROFITABLE	65 LEAST PROFITABLE
A	TOTAL SMALL GRAIN & CANNING PEAS	20.8	22.7	24.4
B	TOTAL ROW CROP	244.6	357.0	268.2
C	TOTAL LEGUMES INCLUDING SEED	39.8	39.6	39.9
D	TOTAL OTHER HAY	.8	.5	1.1
E	TOTAL SILAGE & FODDER	18.9	19.1	13.8
F	TOTAL TILLABLE PASTURE	4.5	6.9	5.1
H	TOTAL COMMERCIAL FRUITS & NUTS			
J	TOTAL ROADSIDE MARKET/SPEC CROPS			.1
K	TOTAL FALLOW & IDLE LAND	6.7	11.6	9.3
L	TOTAL TILLABLE LAND*	336.1	457.4	361.9
M	TOTAL NON-TILLABLE HAY & PASTURE	11.5	15.3	13.1
N	TOTAL NON-TILLABLE FOREST CROPS			
	85 WILD HAY NOT HARV (NON-TILL)	.9	.3	1.8
	86 PASTURE NOT HARVESTED	5.6	8.0	4.1
	87 TIMBER NOT HARVESTED	8.3	6.9	10.2
	88 ROAD AND WASTE	11.9	16.1	14.7
	89 FARMSTEAD	7.9	10.3	7.3
O	TOTAL LAND NOT HARVESTED*	34.6	41.6	38.1
P	TOTAL NON-TILL LAND	46.1	56.9	51.2
Q	TOTAL LAND IN FARM OR RANCH*	382.2	514.3	413.1
	92 SUPPLEMENTARY MANAGEMENT INFORMATION			
	93 PERCENT LAND TILLABLE	87.9	88.9	87.6
	94 PERCENT LAND IN HIGH RETURN CROPS	85.2	88.4	85.0
	95 *FERTILIZER COST PER ACRE	31.65	32.88	33.16
	96 *CROP CHEMICALS PER ACRE	18.41	19.19	20.21
	97 *SEED & OTHER COSTS PER ACRE	32.75	34.88	34.95
	98 *GAS, OIL & GREASE BOUGHT/ACRE	15.70	14.94	14.86
	99 *REPAIR & MAINT. COST/ACRE	18.91	17.86	18.83
	TOTAL (95+96+97+98+99)	\$ 117.42	119.75	122.01
100	*TILL LAND (-) TILL PAST, FALLOW & IDLE LAND			

MISCELLANEOUS CROP INFORMATION

CROP	RANK	NO. FARMS GROWING CROP	AVERAGE ACRES	AVERAGE YIELD
OATS	D	209	22.7	58.1
WHEAT (SPRING)	C	36	22.7	38.1
CANNING CORN	C	17	52.8	\$264.72
CORN GRAIN	A	296	121.3	112.0
SOYBEANS	A	275	101.2	34.2
CANNING PEAS	A	24	32.9	\$328.60
ALFALFA HAY	B	251	52.5	3.7
GRAIN SILAGE	C	50	20.6	4.4
CORN SILAGE	A	191	27.4	20.0
LEGUME PASTURE	B	59	22.2	\$ 43.51
LAND RENTED OUT	B	17	40.5	\$ 88.69
NON-TILLABLE PASTURE	--	81	46.6	\$ 25.86
DIVERTED ACRES	A	104	16.8	\$131.61

CROP TABLES - CROPS ANALYSIS

The Crop Analysis Table for each individual crop shows 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.

Other possible costs not included in item 31 "total listed costs per acre" are "Utilities & other general farm expenses", item 33. A share of the total amount has been assigned to each crop by the use of the work unit value for each crop.

Where crops have been sold, and the crop has a per unit market price, the price received per unit and the quantity sold are shown in items 39 & 40.

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TABLE 10 - CROP DATA FOR OATS, FEED - 0072

		AVERAGE OF 209 FARMS	42 FARMS HIGH IN RET. OVER DIR. COSTS	42 FARMS LOW IN RET. OVER DIR. COSTS
1	ACRES	22.7	22.9	20.2
2	YIELD	58.1	72.3	42.5
3	VALUE PER PRODUCTION UNIT	1.31	1.32	1.30
4	CROP PRODUCT RETURN	\$ 76.08	95.41	55.30
5	OTHER CROP INCOME	30.04	68.21	5.40
6	TOTAL CROP RETURN	\$ 106.12*	163.62*	60.70*
7	DIRECT COSTS			
8	FERTILIZER	\$ 5.55	2.53	11.78
9	CHEMICALS	.57	.31	1.04
10	SEED	10.26	8.65	12.18
10A	CROP DRYING			
10B	OTHER EXPENSE	2.82	3.49	3.07
11	SPECIAL HIRED LABOR	.04		
12	CUSTOM WORK HIRED	8.33	6.77	14.60
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 27.57	21.75	42.67
15	RETURN OVER DIRECT COSTS (6-14)	\$ 78.55*	141.87*	18.03*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 16.17	18.76	13.07
18	FARM POWER & MACHINERY-OPERATION	18.75	20.02	17.08
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	81.36	87.74	74.38
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.60	5.19	3.92
23	TOTAL ALLOCATED COSTS	\$ 120.88	131.71	108.45
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ (-42.33)*	10.16	(-90.42)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COST ALLOCATION FACTOR	--	--	--
28	TOTAL LISTED COST PER UNIT OF PROD.	2.56	2.12	3.55
29	RETURN OVER LISTED COSTS PER UNIT	(-.73)	.14	(-2.13)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	113.32	116.26	116.25
30A	ESTIMATED TOTAL MACHINE COST/ACRE	45.08	48.49	43.81
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 148.45*	153.46*	151.12*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES	\$ 3.80	2.23	3.75
33A	BUILDINGS, FENCES & TILING COSTS	--	--	--
34	INTEREST ALLOCATION	--	--	--
35	OTHER COSTS NOT LISTED	--	--	--
36	TOTAL COSTS	--	--	--
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 1.94	1.81	2.73
40	QUANTITY SOLD (OPERATORS SHARE)	433.1	245.8	448.4

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

TABLE 10 - CROP DATA FOR WHEAT (SPRING) - 0172

		AVERAGE OF 36 FARMS	12 FARMS HIGHEST IN RETURN OVER DIR. COSTS	12 FARMS LOWEST IN RETURN OVER DIR. COSTS
1	ACRES	22.7	23.0	16.3
2	YIELD	38.1	44.7	24.5
3	VALUE PER PRODUCTION UNIT	3.66	3.73	3.62
4	CROP PRODUCT RETURN	\$ 139.30	166.87	88.83
5	OTHER CROP INCOME	27.53	53.48	9.39
6	TOTAL CROP RETURN	\$ 166.83*	220.35*	98.22*
7	DIRECT COSTS			
8	FERTILIZER	\$ 15.77	11.04	21.17
9	CHEMICALS	1.81	.48	3.50
10	SEED	14.76	12.04	16.26
10A	CROP DRYING	.04		
10B	OTHER EXPENSE	3.66	5.35	2.64
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	6.96	5.52	6.75
13	IRRIGATION OPERATION	--	--	--
14	TOTAL DIRECT COSTS	\$ 43.00	34.43	50.32
15	RETURN OVER DIRECT COSTS (6-14)	\$ 123.83*	185.92*	47.90*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 14.45	16.51	14.09
18	FARM POWER & MACHINERY-OPERATION	18.67	20.09	18.21
19	IRRIGATION EQUIPMENT-OWNERSHIP	--	--	--
20	LAND COSTS	85.00	90.92	75.75
21	MISCELLANEOUS COSTS	--	--	--
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.27	4.87	3.97
23	TOTAL ALLOCATED COSTS	\$ 122.39	132.39	112.02
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 1.44*	53.53*	(-64.12)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COST ALLOCATION FACTOR	--	--	--
28	TOTAL LISTED COST PER UNIT OF PROD.	4.35	3.73	6.62
29	RETURN OVER LISTED COSTS PER UNIT	.04	1.20	(-2.62)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	\$ 45.19	44.72	44.85
30A	ESTIMATED TOTAL MACHINE COST/ACRE	\$ 42.03	45.15	40.77
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 165.39*	166.82*	162.34*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES	\$ 3.28	2.13	3.80
33A	BUILDINGS, FENCES & TILING COSTS	--	--	--
34	INTEREST ALLOCATION	--	--	--
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS			
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 3.61	3.59	3.40
40	QUANTITY SOLD (OPERATORS SHARE)	865.5	1065.6	424.4

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

TABLE 10 - CROP DATA FOR CANNING CORN AND CANNING PEAS - 1982

			0211 CANNING CORN AVERAGE OF 17 FARMS	0340 CANNING PEAS AVERAGE OF 24 FARMS
1	ACRES		52.8	32.9
2	YIELD		264.72	253.98
3	VALUE PER PRODUCTION UNIT		1.00	1.00
4	CROP PRODUCT RETURN	\$	264.72	253.98
5	OTHER CROP INCOME			2.49
6	TOTAL CROP RETURN	\$	264.72*	256.47*
7	DIRECT COSTS			
8	FERTILIZER	\$	46.08	14.16
9	CHEMICALS		23.52	3.68
10	SEED		3.26	5.71
10A	CROP DRYING			
10B	OTHER EXPENSE		11.88	15.65
11	SPECIAL HIRED LABOR		--	--
12	CUSTOM WORK HIRED		1.95	1.76
13	IRRIGATION OPERATION		--	--
14	TOTAL DIRECT COSTS	\$	86.69	40.96
15	RETURN OVER DIRECT COSTS (6-14)	\$	178.03*	215.51*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	\$	27.72	20.67
18	FARM POWER & MACHINERY-OPERATION		25.36	22.35
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS		78.65	82.42
21	MISCELLANEOUS COSTS		--	--
22	*INTEREST ON MACH. & EQUIP. INVESTMENT		8.57	6.09
23	TOTAL ALLOCATED COSTS	\$	140.30	131.53
24	RETURN OVER ALL LISTED COSTS (6-31)	\$	37.73*	83.98*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE		.50	.40
27	POWER COST ALLOCATION FACTOR		--	--
28	TOTAL LISTED COST PER UNIT OF PROD.		.86	.52
29	RETURN OVER LISTED COSTS PER UNIT		.14	.48
30	BREAKEVEN YIELD/UNIT OF PRODUCTION		226.99	172.49
30A	ESTIMATED TOTAL MACHINE COST/ACRE		62.95	50.28
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$	226.95*	172.49*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES	\$	6.24	4.89
33A	BUILDINGS, FENCES & TILING COSTS	\$	--	--
34	INTEREST ALLOCATION		--	--
35	OTHER COSTS NOT LISTED		--	--
36	TOTAL COSTS		--	--
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$		
40	QUANTITY SOLD (OPERATORS SHARE)			

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT OR LAND

TABLE 10 - CROP DATA FOR CORN, GRAIN - 1982

		AVERAGE OF 296 FARMS	59 FARMS HIGHEST IN RET. OVER DIR. COSTS	59 FARMS LOWEST IN RET. OVER DIR. COSTS
1	ACRES	121.3	135.6	94.9
2	YIELD	112.0	134.5	83.6
3	VALUE PER PRODUCTION UNIT	2.02	2.05	2.00
4	CROP PRODUCT RETURN	\$ 226.23	275.71	167.17
5	OTHER CROP INCOME	1.14	2.48	.91
6	TOTAL CROP RETURN	\$ 227.37*	278.19*	168.08*
7	DIRECT COSTS			
8	FERTILIZER	\$ 50.04	46.99	53.88
9	CHEMICALS	22.34	23.29	21.64
10	SEED	18.12	17.45	19.23
10A	CROP DRYING	16.55	14.59	20.54
10B	OTHER EXPENSE	6.52	4.86	10.31
11	SPECIAL HIRED LABOR	.22		.21
12	CUSTOM WORK HIRED	5.75	3.49	11.10
13	IRRIGATION OPERATION	.12	.24	
14	TOTAL DIRECT COSTS	\$ 119.66	110.91	136.91
15	RETURN OVER DIRECT COSTS (6-14)	\$ 107.71*	167.28*	31.17*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 30.20	35.02	25.48
18	FARM POWER & MACHINERY-OPERATION	32.42	33.86	29.92
19	IRRIGATION EQUIPMENT-OWNERSHIP	.07		
20	LAND COSTS	84.19	87.83	80.47
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	8.65	9.01	7.59
23	TOTAL ALLOCATED COSTS	\$ 155.53	165.72	143.46
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ (-47.82)*	1.56	(-112.29)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27	POWER COST ALLOCATION FACTOR	1.01	1.00	1.01
28	TOTAL LISTED COST PER UNIT OF PROD.	2.46	2.06	3.35
29	RETURN OVER LISTED COSTS PER UNIT	(-.43)	.01	(-1.34)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	136.23	134.94	140.19
30A	ESTIMATED TOTAL MACHINE COST/ACRE	75.11	80.22	70.39
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 275.19*	276.63*	280.37*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES	\$ 6.17	5.19	6.59
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	--	--	--
35	OTHER COSTS NOT LISTED	--	--	--
36	TOTAL COSTS	--	--	--
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 2.28	2.34	2.46
40	QUANTITY SOLD (OPERATORS SHARE)	4792.2	4536.9	4003.8

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

TABLE 10 - CROP DATA FOR CORN, GRAIN (Government Program) - 1982

		AVERAGE OF 88 FARMS	18 FARMS HIGHEST IN RET. OVER DIR. COSTS	18 FARMS LOWEST IN RET. OVER DIR. COSTS
1	ACRES	176.4	165.6	99.4
2	YIELD	110.1	133.7	83.6
3	VALUE PER PRODUCTION UNIT	2.53	2.58	2.49
4	CROP PRODUCT RETURN	\$ 278.50	344.89	205.58
5	OTHER CROP INCOME	.14		.52
6	TOTAL CROP RETURN	\$ 278.64*	344.89*	206.10*
7	DIRECT COSTS			
8	FERTILIZER	\$ 55.23	49.31	57.51
9	CHEMICALS	21.70	19.72	19.89
10	SEED	18.33	18.83	20.36
10A	CROP DRYING	20.82	18.85	28.77
10B	OTHER EXPENSE	10.50	7.28	20.79
11	SPECIAL HIRED LABOR	.05	.08	--
12	CUSTOM WORK HIRED	6.64	1.95	11.42
13	IRRIGATION OPERATION	.14	.62	
14	TOTAL DIRECT COSTS	\$ 133.41	116.64	158.74
15	RETURN OVER DIRECT COSTS (6-14)	\$ 145.23*	228.25*	47.36*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 28.07	31.15	24.89
18	FARM POWER & MACHINERY-OPERATION	29.80	28.84	33.41
19	IRRIGATION EQUIPMENT-OWNERSHIP	.27	.75	
20	LAND COSTS	82.40	90.28	79.67
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	8.21	8.63	6.52
23	TOTAL ALLOCATED COSTS	\$ 148.75	159.65	144.49
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ (-3.52)*	68.60*	(-97.13)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27	POWER COST ALLOCATION FACTOR	1.00	1.00	.99
28	TOTAL LISTED COST PER UNIT OF PROD.	2.56	2.07	3.67
29	RETURN OVER LISTED COSTS PER UNIT	(-.03)	.51	(-1.18)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	111.53	107.09	121.78
30A	ESTIMATED TOTAL MACHINE COST/ACRE	70.51	69.92	72.44
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 282.16*	276.29*	303.23*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES \$	5.04	3.92	3.90
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	--	--	--
35	OTHER COSTS NOT LISTED	--	--	--
36	TOTAL COSTS	--	--	--
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 2.85	3.41	2.54
40	QUANTITY SOLD (OPERATORS SHARE)	8343.0	7622.6	4236.7

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

TABLE 10 - CROP DATA FOR SOYBEANS - 1982 - 0291

		AVERAGE OF 275 FARMS	55 FARMS HIGHEST IN RETURN OVER DIR. COSTS	55 FARMS LOWEST IN RETURN OVER DIR. COSTS
1	ACRES	101.2	96.3	77.7
2	YIELD	34.2	41.0	24.7
3	VALUE PER PRODUCTION UNIT	5.01	5.00	5.01
4	CROP PRODUCT RETURN	\$ 171.39	205.24	123.86
5	OTHER CROP INCOME	1.00	2.73	.13
6	TOTAL CROP RETURN	\$ 172.39*	207.97*	123.99*
7	DIRECT COSTS			
8	FERTILIZER	\$ 4.81	2.62	6.04
9	CHEMICALS	23.76	22.16	26.40
10	SEED	10.82	11.29	11.76
10A	CROP DRYING	.67	.36	.63
10B	OTHER EXPENSE	14.90	10.75	14.49
11	SPECIAL HIRED LABOR	.33	.57	
12	CUSTOM WORK HIRED	3.45	1.86	5.28
13	IRRIGATION OPERATION	.03	--	--
14	TOTAL DIRECT COSTS	\$ 58.77	49.61	64.60
15	RETURN OVER DIRECT COSTS (6-14)	\$ 113.62*	158.36*	59.39*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 23.19	27.47	18.88
18	FARM POWER & MACHINERY-OPERATION	25.80	26.29	27.58
19	IRRIGATION EQUIPMENT-OWNERSHIP	.07		.45
20	LAND COSTS	84.70	88.42	79.56
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	6.66	7.88	5.71
23	TOTAL ALLOCATED COSTS	\$ 140.42	150.06	132.18
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ (-26.80)*	8.30*	(-72.79)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.45	.45	.45
27	POWER COST ALLOCATION FACTOR	1.00	.99	.99
28	TOTAL LISTED COST PER UNIT OF PROD.	5.82	4.86	7.96
29	RETURN OVER LISTED COSTS PER UNIT	(-.78)	.20	(-2.94)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	39.76	39.93	39.28
30A	ESTIMATED TOTAL MACHINE COST/ACRE	57.95	62.88	55.69
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 199.19*	199.67*	196.78*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES \$	4.54	3.27	4.50
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	----	----	----
35	OTHER COSTS NOT LISTED	----	----	----
36	TOTAL COSTS	----	----	----
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 5.62	5.30	5.19
40	QUANTITY SOLD (OPERATORS SHARE)	2721.1	3175.6	1687.6

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

TABLE 10 - CROP DATA FOR ALFALFA HAY - 0401

		AVERAGE OF 251 FARMS	50 FARMS HIGHEST IN RETURN OVER DIR. COSTS	50 FARMS LOWEST IN RETURN OVER DIR. COSTS
1	ACRES	52.5	56.9	37.5
2	YIELD	3.7	5.0	2.2
3	VALUE PER PRODUCTION UNIT	78.92	79.80	77.20
4	CROP PRODUCT RETURN	\$ 288.63	396.89	172.93
5	OTHER CROP INCOME	.53	--	1.23
6	TOTAL CROP RETURN	\$ 289.16*	396.89*	174.16*
7	DIRECT COSTS			
8	FERTILIZER	\$ 19.05	20.30	15.63
9	CHEMICALS	.65	.44	.37
10	SEED	14.48	15.69	17.47
10A	CROP DRYING	.19		
10B	OTHER EXPENSE	4.29	4.53	4.53
11	SPECIAL HIRED LABOR	.10	.28	
12	CUSTOM WORK HIRED	2.65	2.34	3.71
13	IRRIGATION OPERATION	.02	--	--
14	TOTAL DIRECT COSTS	\$ 41.43	43.58	41.71
15	RETURN OVER DIRECT COSTS (6-14)	\$ 247.73	353.31	132.45
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 33.11	34.13	26.41
18	FARM POWER & MACHINERY-OPERATION	36.77	38.84	33.92
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	80.66	80.58	77.24
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	9.32	9.95	7.92
23	TOTAL ALLOCATED COSTS	\$ 159.86	163.50	145.49
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 87.87*	189.81*	(-13.04)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COST ALLOCATION FACTOR	--	--	--
28	TOTAL LISTED COST PER UNIT OF PROD.	55.04	41.64	83.58
29	RETURN OVER LISTED COSTS PER UNIT	24.03	38.16	(-5.83)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	2.55	2.59	2.42
30A	ESTIMATED TOTAL MACHINE COST/ACRE	80.97	84.48	70.72
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 201.29*	207.08*	187.20*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES	\$ 6.86	4.62	7.58
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	--	--	--
35	OTHER COSTS NOT LISTED	--	--	--
36	TOTAL COSTS	--	--	--
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 94.26	90.50	124.23
40	QUANTITY SOLD (OPERATORS SHARE)	6.8	6.0	2.6

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

TABLE 10 - CROP DATA FOR CORN SILAGE - 1982

	AVERAGE OF 191 FARMS	38 FARMS HIGHEST IN RETURN OVER DIR. COSTS	38 FARMS LOWEST IN RETURN OVER DIR. COSTS
1 ACRES	27.4	22.9	29.1
2 YIELD	17.1	22.4	12.0
3 VALUE PER PRODUCTION UNIT	19.96	19.95	19.87
4 CROP PRODUCT RETURN	\$ 341.32	446.88	239.00
5 OTHER CROP INCOME	.36		
6 TOTAL CROP RETURN	\$ 341.32	446.88	239.00*
7 DIRECT COSTS			
8 FERTILIZER	\$ 42.96	40.61	43.02
9 CHEMICALS	21.02	18.56	19.62
10 SEED	17.66	17.73	18.01
10A CROP DRYING			
10B OTHER EXPENSE	5.84	6.86	6.25
11 SPECIAL HIRED LABOR	.04		
12 CUSTOM WORK HIRED	4.60	3.80	6.46
13 IRRIGATION OPERATION	--	--	--
14 TOTAL DIRECT COSTS	\$ 92.12	87.56	93.36
15 RETURN OVER DIRECT COSTS (6-14)	\$ 249.20	359.32	145.64*
16 ALLOCATED COSTS			
17 FARM POWER & MACHINERY-OWNERSHIP	\$ 33.48	32.78	29.67
18 FARM POWER & MACHINERY-OPERATION	36.59	35.88	35.33
19 IRRIGATION EQUIPMENT-OWNERSHIP			
20 LAND COSTS	82.76	83.26	83.63
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	9.71	10.20	8.60
23 TOTAL ALLOCATED COSTS	\$ 162.54	162.12	157.23
24 RETURN OVER ALL LISTED COSTS (6-31)	\$ 86.66	197.20	(-11.59)*
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27 POWER COST ALLOCATION FACTOR	1.01	1.00	.98
28 TOTAL LISTED COST PER UNIT OF PROD.	12.76	11.25	20.83
29 RETURN OVER LISTED COSTS PER UNIT)	7.22	8.70	(-.96
30 BREAKEVEN YIELD/UNIT OF PRODUCTION	12.76	12.52	12.61
30A ESTIMATED TOTAL MACHINE COST/ACRE	82.85	81.52	77.91
31 TOTAL LISTED COSTS PER ACRE (14+23)	\$ 254.66*	249.68*	250.59*
32 OTHER POSSIBLE COSTS NOT LISTED			
33 UTILITIES & OTHER GENERAL FARM EXPENSES	6.69	4.69	7.61
33A BUILDINGS, FENCES & TILING COSTS			
34 INTEREST ALLOCATION	--	--	--
35 OTHER COSTS NOT LISTED	--	--	--
36 TOTAL COSTS	--	--	--
39 AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 18.62		
40 QUANTITY SOLD (OPERATORS SHARE)	2.9		

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

TABLE 10 - CROP DATA FOR GRAIN SILAGE - 1982

		AVERAGE OF 50 FARMS	10 FARMS HIGHEST IN RETURN OVER DIR. COSTS	10 FARMS LOWEST IN RETURN OVER DIR. COSTS
1	ACRES	20.6	13.2	13.8
2	YIELD	4.4	6.4	2.6
3	VALUE PER PRODUCTION UNIT	21.79	28.50	16.06
4	CROP PRODUCT RETURN	96.26	183.56	41.88
5	OTHER CROP INCOME	1.65		
6	TOTAL CROP RETURN	\$ 97.91*	183.56*	41.88*
7	DIRECT COSTS			
8	FERTILIZER	\$ 4.37	7.12	3.48
9	CHEMICALS	.15	.91	
10	SEED	10.24	10.23	8.84
10A	CROP DRYING	1.07		
10B	OTHER EXPENSE	.78	3.79	1.09
11	SPECIAL HIRED LABOR	.24		
12	CUSTOM WORK HIRED	2.82	.08	7.97
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 19.67	22.13	21.38
15	RETURN OVER DIRECT COSTS (6-14)	\$ 78.24*	161.43*	20.50*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 23.29	22.22	24.54
18	FARM POWER & MACHINERY-OPERATION	24.03	21.20	28.45
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	81.74	86.00	85.40
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	6.30	6.43	6.26
23	TOTAL ALLOCATED COSTS	\$ 135.36	135.85	144.65
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ (-57.12)*	25.58	(-124.15)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
28	TOTAL LISTED COST PER UNIT OF PROD.	35.10	24.53	63.67
29	RETURN OVER LISTED COSTS PER UNIT	(-12.93)	3.98	(-47.61)
30	BREAK EVEN YIELD/UNIT OF PRODUCTION	7.11	5.54	10.34
30A	ESTIMATED TOTAL MACHINE COST/ACRE	55.50	49.90	64.57
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 155.03*	157.98*	166.03*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXPENSES	\$ 5.19	3.62	5.13
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	--	--	--
35	OTHER COSTS NOT LISTED	--	--	--
36	TOTAL COSTS	--	--	--
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$		
40	QUANTITY SOLD (OPERATORS SHARE)			

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

TABLE 10 - CROP DATA FOR LEGUME AND NON-TILL. PASTURE 1982

		0810 LEGUME & PASTURE AVERAGE OF 59 FARMS	0860 NON-TILL PASTURE AVERAGE OF 81 FARMS
1	ACRES	22.2	46.6
2	YIELD	43.51	25.86
3	VALUE PER PRODUCTION UNIT	1.00	1.00
4	CROP PRODUCT RETURN	\$ 43.51	25.86
5	OTHER CROP INCOME		
6	TOTAL CROP RETURN	\$ 43.51*	25.86*
7	DIRECT COSTS		
8	FERTILIZER	\$ 4.46	.60
9	CHEMICALS	.36	.09
10	SEED	.50	.06
10A	CROP DRYING		
10B	OTHER EXPENSE	.23	
11	SPECIAL HIRED LABOR		
12	CUSTOM WORK HIRED	.32	
13	IRRIGATION OPERATION		
14	TOTAL DIRECT COSTS	\$ 5.87	.75
15	RETURN OVER DIRECT COSTS (6-14)	\$ 37.64*	25.11*
16	ALLOCATED COSTS		
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 2.59	.45
18	FARM POWER & MACHINERY-OPERATION	2.86	.46
19	IRRIGATION EQUIPMENT-OWNERSHIP		
20	LAND COSTS	61.27	30.78
21	MISCELLANEOUS COSTS		
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	.56	.12
23	TOTAL ALLOCATED COSTS	\$ 67.28	31.81
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ (-29.64)*	(-6.70)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION		
26	WORK UNITS ASSIGNED PER ACRE	.05	.01
27	POWER COST ALLOCATION FACTOR	.84	.53
28	TOTAL LISTED COST PER UNIT OF PROD.	1.68	1.19
29	RETURN OVER LISTED COSTS PER UNIT	1.73	.13
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	28.57	39.23
30A	ESTIMATED TOTAL MACHINE COST/ACRE	6.22	1.03
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 73.15*	32.56*
32	OTHER POSSIBLE COSTS NOT LISTED		
33	UTILITIES & OTHER GENERAL FARM EXPENSES \$.55	.12
33A	BUILDINGS, FENCES & TILING COSTS		
34	INTEREST ALLOCATION	--	--
35	OTHER COSTS NOT LISTED	--	--
36	TOTAL COSTS	--	--
39	AVERAGE PRICE RECVD. PER UNIT SOLD		
40	QUANTITY SOLD (OPERATORS SHARE)		

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

TABLE 10 - CROP DATA FOR SET ASIDE ACRES AND LAND RENTED OUT - 1982

		SET ASIDE ACRES OF 104 FARMS	1993 LAND RENTED OUT AVERAGE OF 17 FARMS
1	ACRES	16.8	40.5
2	YIELD	120.4	71.3
3	VALUE PER PRODUCTION UNIT	.98	1.00
4	CROP PRODUCT RETURN	\$ 117.98	71.26
5	OTHER CROP INCOME	13.63	17.43
6	TOTAL CROP RETURN	\$ 131.61*	88.69*
7	DIRECT COSTS		
8	FERTILIZER	\$	
9	CHEMICALS	1.87	
10	SEED	2.53	
10A	CROP DRYING		
10B	OTHER EXPENSE	.18	
11	SPECIAL HIRED LABOR		
12	CUSTOM WORK HIRED	.30	
13	IRRIGATION OPERATION		
14	TOTAL DIRECT COSTS	\$ 4.88	
15	RETURN OVER DIRECT COSTS (6-14)	\$ 126.73*	88.69*
16	ALLOCATED COSTS		
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 9.76	2.63
18	FARM POWER & MACHINERY-OPERATION	10.86	3.21
19	IRRIGATION EQUIPMENT-OWNERSHIP		
20	LAND COSTS	82.49	91.71
21	MISCELLANEOUS COSTS		
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	2.82	.77
23	TOTAL ALLOCATED COSTS	\$ 105.93	98.32
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 20.80*	(-9.63)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION		
26	WORK UNITS ASSIGNED PER ACRE	.20	.05
27	POWER COST ALLOCATION FACTOR	.90	.82
28	TOTAL LISTED COST PER UNIT OF PROD.	.91	1.38
29	RETURN OVER LISTED COSTS PER UNIT	.18	(-.14)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	114.24	98.32
30A	ESTIMATED TOTAL MACHINE COST/ACRE	23.64	6.61
31	TOTAL LISTED COSTS PER ACRE (14+23)	\$ 110.81*	98.32*
32	OTHER POSSIBLE COSTS NOT LISTED		
33	UTILITIES & OTHER GENERAL FARM EXPENSES \$	1.93	.61
33A	BUILDINGS, FENCES & TILING COSTS		
34	INTEREST ALLOCATION	--	--
35	OTHER COSTS NOT LISTED	--	--
36	TOTAL COSTS	--	--
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$	
40	QUANTITY SOLD (OPERATORS SHARE)		

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

32
EXPLANATION OF LIVESTOCK TABLES

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

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 Total Return for the enterprise. Total Return is divided by hundred weights or number of head to get a per unit figure for comparison. An example of this calculation is shown below for farrow to finish hogs.

Enterprise Inflow:		<u>Weight</u>	<u>Value</u>
Beginning Inventory	860 head @ 100 lbs. each =	86,000 lbs.	\$ 43,000
Purchased	9 head @ 275 lbs. each =	2,475 lbs.	3,100
		<u>88,475 lbs.</u>	<u>\$ 46,100</u>
Enterprise Outflow:			
Ending Inventory	790 head @ 115 lbs. each =	90,850 lbs.	\$ 52,150
Hogs sold	1100 head @ 225 lbs. each =	247,500 lbs.	133,650
Hogs Butchered	3 head @ 230 lbs. each =	690 lbs.	373
	Total Production =	<u>339,040 lbs.</u>	<u>\$ 186,173</u>
	Minus inflow of Beg. Inv. & Purchases	-88,475 lbs.	-46,100
	Net Production =	<u>250,565 lbs.</u>	<u>\$ 140,073</u>

\$140,073 (net value) divided by 2505.65 cwt. (net lbs. prod.)
 = \$55.90/cwt. (net increase in value/cwt)

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, low and average return groups.

Feed Costs are determined from feed records kept by the farm operator. Purchase price is used for all feeds purchased off the farm. An average price is charged for each kind of farm grown feed. Farm grown feed prices are listed on Table 7.

Direct Cost items are relatively easy to identify and classify in the record book and are listed in each of the tables as costs to the livestock enterprises. The Return Over Feed and Other Direct Costs is the amount available after paying for the feed and those cost items listed.

Allocated costs are expenses for power and machinery, livestock equipment, buildings and fences. They are proportioned to each livestock enterprise by the use of the work unit. The farmer may modify these costs by assigning a specific cost allocation factor for each livestock enterprise.

Other possible costs not included in the "Total Listed Costs per Unit of livestock" are utilities and other genreal farm expenses. A proportionate share of these total expenses have been assigned to each livestock enterprise by the use of the work unit value.

TABLE 11A - HOGS, FARROW, FINISH, ALL FARMS 6470

		AVERAGE OF 76 FARMS	15 FARMS HIGH IN RETURN ABOVE FEED	15 FARMS LOW IN RETURN ABOVE FEED
1 POUNDS OF HOGS PRODUCED		214127	209978	195844
		PER HUNDRED WEIGHT		
2 NET INCREASE IN VALUE OF HOGS	\$	59.80	62.42	55.35
3 OTHER MISCELLANEOUS HOG INCOME		--	--	--
4 TOTAL VALUE PRODUCED	\$	59.80*	62.42*	55.35*
5 POUNDS OF FEED FED				
6 CORN		330.8	303.8	350.4
7 SMALL GRAIN		5.7	4.5	7.4
8 COMPLETE RATION		11.6	30.6	16.5
9 PROTEIN, SALT & MINERAL & MILK		83.8	74.0	98.5
10 TOTAL CONCENTRATES		431.9	412.9	472.8
11 FORAGES		1.6	.4	.8
12 FEED COSTS				
13 GRAINS		13.30	12.17	14.17
14 COMPLETE RATION		.84	.53	1.83
15 PROTEIN, SALT & MINERAL & MILK		12.11	9.90	13.61
16 FORAGES		.06	.01	.03
17 PASTURE		.01	.02	.01
18 TOTAL FEED COSTS	\$	26.32	22.63	29.65
19 RETURN OVER FEED COSTS	\$	33.48*	39.79*	25.70*
20 OTHER DIRECT COSTS				
21 MISCELLANEOUS LIVESTOCK EXPENSE		1.25	1.46	1.55
22 VETERINARY EXPENSE		.89	.89	.49
23 CUSTOM WORK		.34	.14	.32
24 SPECIAL HIRED LABOR		.04	.00	.13
25 TOTAL OTHER DIRECT COSTS	\$	2.52	2.49	2.49
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$	30.96*	37.30*	23.21*
27 ALLOCATED COSTS				
28 POWER & MACHINERY COSTS		1.51	1.83	1.60
29 LIVESTOCK EQUIPMENT COSTS		2.02	2.40	2.49
30 BUILDING & FENCES		2.95	3.54	2.03
31 TOTAL ALLOCATED COSTS	\$	6.48	7.77	6.12
32 RETURN OVER ALL LISTED COSTS	\$	24.48*	29.53*	17.09*
33 SUPPLEMENTARY MANAGEMENT INFORMATION				
34 RETURN FOR \$100 FEED FED		227.22	275.82	186.66
35 PRICE RECEIVED PER CWT. ALL ANIMALS		55.10	55.75	54.32
36 PRICE RECEIVED PER CWT. SOLD MKT. ONLY		55.54	56.28	54.63
37 NUMBER OF LITTERS FARROWED		125	121	106
37A LITTERS/BEARING FEMALE/YEAR		1.4	1.4	1.4
38 NUMBER OF PIGS BORN PER LITTER		9.6	9.8	9.0
39 NUMBER OF PIGS WEANED PER LITTER		7.4	7.6	6.7
39A NUMBER OF PIGS PRODUCED/LITTER		7.1	7.4	6.3
40 PERCENT DEATH LOSS		16.1	16.2	16.1
41 AVERAGE WEIGHT OF ALL HOGS SOLD		232.3	227.4	238.5
42 AVERAGE WEIGHT OF MKT. HOGS SOLD		227.8	220.2	228.3
43 PRICE PER CWT. CONCENTRATE FED		6.08	5.47	6.26
44 PRICE PER CWT. PROTEIN, SALT & MINERAL		14.45	13.37	13.82
45 POUNDS OF PORK PURCHASED		2932	2448	7153
46 TOTAL LISTED COSTS PER CWT. PORK PROD.	\$	35.32*	32.89*	38.26*
47 UTILITIES & OTHER GENERAL FARM EXPENSE	\$	1.53	1.34	1.78
48 INTEREST ALLOCATION		--	--	--
49 OTHER COSTS NOT LISTED		--	--	--
50 TOTAL COST		--	--	--

TABLE 11A - HOGS, FARROW, FINISH, WARM BLDG 6470 & COLD BLDG. 6474 & MIXED SYSTEMS 6530

		WARM BLDG AVERAGE OF 44 FARMS	COLD BLDG AVERAGE OF 30 FARMS	MIXED SYS. AVERAGE OF 55 FARMS
1 POUNDS OF HOGS PRODUCED		240717	178133	131745
	PER HUNDRED WEIGHT			
2 NET INCREASE IN VALUE OF HOGS	\$	59.44	60.20	61.89
3 OTHER MISCELLANEOUS HOG INCOME		--	--	--
4 TOTAL VALUE PRODUCED	\$	59.44*	60.20*	61.89*
5 POUNDS OF FEED FED				
6 CORN		335.5	321.3	335.7
7 SMALL GRAIN		5.0	7.0	5.2
8 COMPLETE RATION		7.1	21.2	15.1
9 PROTEIN, SALT & MINERAL & MILK		87.2	76.3	82.6
10 TOTAL CONCENTRATES		434.8	425.8	438.6
11 FORAGES		.5	3.6	1.0
12 FEED COSTS				
13 GRAINS		13.45	12.99	13.48
14 COMPLETE RATION		.91	.73	1.51
15 PROTEIN, SALT & MINERAL & MILK		12.15	11.87	12.46
16 FORAGES		.02	.14	.03
17 PASTURE		.01	.01	.00
18 TOTAL FEED COSTS	\$	26.54	25.74	27.48
19 RETURN OVER FEED COSTS	\$	32.90*	34.46*	34.41*
20 OTHER DIRECT COSTS				
21 MISCELLANEOUS LIVESTOCK EXPENSE		1.37	1.00	1.50
22 VETERINARY EXPENSE		.85	.92	.90
23 CUSTOM WORK		.33	.27	.64
24 SPECIAL HIRED LABOR		.06	.01	--
25 TOTAL OTHER DIRECT COSTS	\$	2.61	2.20	3.04
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$	30.29*	32.26*	31.37*
27 ALLOCATED COSTS				
28 POWER & MACHINERY COSTS		1.56	1.44	1.60
29 LIVESTOCK EQUIPMENT COSTS		2.23	1.76	2.01
30 BUILDING & FENCES		3.32	2.49	2.72
31 TOTAL ALLOCATED COSTS	\$	7.11	5.69	6.33
32 RETURN OVER ALL LISTED COSTS	\$	23.18*	26.57*	25.04*
33 SUPPLEMENTARY MANAGEMENT INFORMATION				
34 RETURN FOR \$100 FEED FED		223.95	233.89	225.21
35 PRICE RECEIVED PER CWT. ALL ANIMALS		54.98	55.04	57.51
36 PRICE RECEIVED PER CWT. SOLD MKT. ONLY		55.47	55.57	58.43
37 NUMBER OF LITTERS FARROWED		140	106	95
37A LITTERS/BEARING FEMALE/YEAR		1.5	1.3	1.5
38 NUMBER OF PIGS BORN PER LITTER		9.3	9.9	9.7
39 NUMBER OF PIGS WEANED PER LITTER		7.2	7.5	7.3
39A NUMBER PIGS PRODUCED/LITTER		7.0	7.2	6.9
40 PERCENT DEATH LOSS		15.2	18.0	18.9
41 AVERAGE WEIGHT OF ALL HOGS SOLD		232.4	231.9	188.8
42 AVERAGE WEIGHT OF MKT. HOGS SOLD		230.1	223.5	183.5
43 PRICE PER CWT. CONCENTRATE FED		6.10	6.01	6.26
44 PRICE PER CWT. PROTEIN, SALT & MINERAL		13.92	15.56	15.08
45 POUNDS OF PORK PURCHASED		4067	1393	6580
46 TOTAL LISTED COSTS PER CWT. PORK PROD. \$		36.26*	33.63*	36.85*
47 UTILITIES & OTHER GENERAL FARM EXPENSE		1.57	1.46	1.26
48 INTEREST ALLOCATION		--	--	--
49 OTHER COSTS NOT LISTED		--	--	--
50 TOTAL COST		--	--	--

TABLE 11B - HOGS, FINISHING, WARM BLDG. & COLD BLDG.

		6490	6492
		WARM BLDG	COLD BLDG
		AVERAGE OF	AVERAGE OF
		28 FARMS	20 FARMS
1	AVERAGE NUMBER OF PIGS ON HAND	513.5	217.1
2	POUNDS OF HOGS PRODUCED	229535	93253
		PER HUNDRED WEIGHT	
3	NET INCREASE IN VALUE OF HOGS	\$ 44.95	42.74
4	OTHER MISCELLANEOUS HOG INCOME	--	--
5	TOTAL VALUE PRODUCED	\$ 44.95*	42.74*
6	POUNDS OF FEED FED		
7	CORN	293.8	307.7
8	SMALL GRAIN	2.5	6.1
9	COMPLETE RATION	2.2	.5
10	PROTEIN, SALT & MINERAL & MILK	73.1	76.5
11	TOTAL CONCENTRATES	371.6	390.8
12	FORAGES		
13	FEED COSTS		
14	GRAINS	11.67	12.53
15	COMPLETE RATION	.13	.02
16	PROTEIN, SALT & MINERAL & MILK	10.82	12.01
17	FORAGES		
18	PASTURE		
19	TOTAL FEED COSTS	\$ 22.62	24.56
20	RETURN OVER FEED COSTS	\$ 22.33*	18.18*
21	OTHER DIRECT COSTS		
22	MISCELLANEOUS LIVESTOCK EXPENSE	.42	.63
23	VETERINARY EXPENSE	.41	.29
24	CUSTOM WORK	.73	.50
25	SPECIAL HIRED LABOR	.04	
26	TOTAL OTHER DIRECT COSTS	1.60	1.42
27	RETURN OVER FEED & OTHER DIRECT COSTS	20.73*	16.76*
28	ALLOCATED COSTS		
29	POWER & MACHINERY COSTS	.77	1.25
30	LIVESTOCK EQUIPMENT COSTS	1.31	1.06
31	BUILDING & FENCES	1.91	1.19
32	TOTAL ALLOCATED COSTS	\$ 3.99	3.50
33	RETURN OVER ALL LISTED COST	\$ 16.74*	13.26*
34	SUPPLEMENTARY MANAGEMENT INFORMATION		
35	RETURN FOR \$100 FEED FED	198.72	174.04
36	PRICE RECEIVED PER CWT	56.28	53.90
37	AVERAGE WEIGHT OF PIGS SOLD	221.7	231.3
38	AVERAGE PRICE PAID PER PIG BOUGHT	52.46	54.44
39	AVERAGE WEIGHT PER PIG BOUGHT	44.5	47.6
40	NUMBER OF PIGS PURCHASED	1184	479
41	NUMBER OF PIGS TRANSFERRED IN	172	27
42	AVERAGE WEIGHT OF PIGS TRANSFERRED IN	54.5	62.2
43	POUNDS OF PORK PURCHASED	52707	22813
44	PERCENT DEATH LOSS	3.3	4.0
45	PRICE PER CWT. CONCENTRATE FED	6.09	6.28
46	PRICE PER CWT. PROTEIN, SALT & MIN FED	14.80	15.70
47	EFFECTIVE DAILY GAIN-LBS PER DAY/PIG	1.22	1.18
48	TOTAL LISTED COST/CWT PORK PROD	\$ 28.21*	29.48*
49	UTILITIES & OTHER GENERAL FARM EXPENSE	\$.75	.36
50	INTEREST ALLOCATION	--	--
51	OTHER COSTS NOT LISTED	--	--
52	TOTAL COSTS	--	--

TABLE 11B - HOGS, FINISHING - ALL FARMS 6490

		AVERAGE OF 48 FARMS	16 FARMS HIGH IN RETURN ABOVE FEED	16 FARMS LOW IN RETURN ABOVE FEED
1 AVERAGE NUMBER OF PIGS ON HAND		390.0	402.7	356.7
2 POUNDS OF HOGS PRODUCED		172751	190687	149336
		PER HUNDRED WEIGHT		
3 NET INCREASE IN VALUE OF HOGS	\$	44.46	47.89	41.37
4 OTHER MISCELLANEOUS HOG INCOME		--	--	--
5 TOTAL VALUE PRODUCED	\$	44.46*	47.89*	41.37*
6 POUNDS OF FEED FED				
7 CORN		296.9	273.4	316.1
8 SMALL GRAIN		3.3	2.1	4.8
9 COMPLETE RATION		1.8		.4
10 PROTEIN, SALT & MINERAL & MILK		73.9	74.2	78.2
11 TOTAL CONCENTRATES		375.9	349.7	399.5
12 FORAGES				
13 FEED COSTS				
14 GRAINS		11.86	10.91	12.70
15 COMPLETE RATION		.11		.02
16 PROTEIN, SALT & MINERAL & MILK		11.08	11.29	12.25
17 FORAGES				
18 PASTURE				
19 TOTAL FEED COSTS	\$	23.05	22.20	24.97
20 RETURN OVER FEED COSTS	\$	21.41*	25.69*	16.40*
21 OTHER DIRECT COSTS				
22 MISCELLANEOUS LIVESTOCK EXPENSE		.46	.37	.62
23 VETERINARY EXPENSE		.38	.27	.53
24 CUSTOM WORK		.67	.89	.98
25 SPECIAL HIRED LABOR		.03		
26 TOTAL OTHER DIRECT COSTS	\$	1.54	1.53	2.13
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$	19.87*	24.16*	14.27*
28 ALLOCATED COSTS				
29 POWER & MACHINERY COSTS		.87	.85	.94
30 LIVESTOCK EQUIPMENT COSTS		1.20	1.03	1.35
31 BUILDING & FENCES		1.65	1.67	1.66
32 TOTAL ALLOCATED COSTS	\$	3.72	3.55	3.95
33 RETURN OVER ALL LISTED COSTS	\$	16.15*	20.61*	10.32*
34 SUPPLEMENTARY MANAGEMENT INFORMATION				
35 RETURN FOR \$100 FEED FED		192.87	215.73	165.69
36 PRICE RECEIVED PER CWT.		55.74	56.70	54.99
37 AVERAGE WEIGHT OF PIGS SOLD		223.7	222.3	224.1
38 AVERAGE PRICE PAID PER PIG BOUGHT		52.86	51.51	53.05
39 AVERAGE WEIGHT PER PIG BOUGHT		45.2	44.2	45.3
40 NUMBER OF PIGS PURCHASED		891	923	886
41 NUMBER OF PIGS TRANSFERRED IN		111	169	33
42 AVERAGE WEIGHT OF PIGS TRANSFERRED IN		55.6	65.8	63.6
43 POUNDS OF PORK PURCHASED		40251	40842	40108
44 PERCENT DEATH LOSS		3.4	3.0	3.9
45 PRICE PER CWT. CONCENTRATE FED		6.13	6.35	6.25
46 PRICE PER CWT. PROTEIN, SALT & MIN FED		15.01	15.22	15.67
47 EFFECTIVE DAILY GAIN-LBS PER DAY PER PIG		1.21	1.30	1.15
48 TOTAL LISTED COST PER CWT. PORK PRODUCED	\$	28.31*	27.28*	31.05*
49 UTILITIES & OTHER GENERAL FARM EXPENSE	\$.59	.44	.77
50 INTEREST ALLOCATION		--	--	--
51 OTHER COSTS NOT LISTED		--	--	--
52 TOTAL COSTS		--	--	--

TABLE 11C - HOGS, WEANING PIG PRODUCTION 6510

		AVERAGE OF 18 FARMS	9 FARMS HIGH IN RETURN ABOVE FEED	9 FARMS LOW IN RETURN ABOVE FEED
1	NUMBER OF LITTERS FARROWED	182	219	145
2	NET INCREASE IN VALUE OF HOGS	\$ 432.05	PER LITTER 476.25	365.30
3	OTHER MISCELLANEOUS WEANING PIGS INCOME	--	--	--
4	TOTAL VALUE PRODUCED	\$ 432.05*	476.25*	365.30*
5	POUNDS OF FEED FED			
6	CORN	1539.0	1519.8	1568.0
7	SMALL GRAIN	26.4	21.4	34.1
8	COMPLETE RATION	679.7	1050.6	119.5
9	PROTEIN, SALT & MINERAL & MILK	494.7	475.2	524.2
10	TOTAL CONCENTRATES	2739.8	3067.0	2245.8
11	FORAGES	2.7		6.9
12	FEED COSTS			
13	GRAINS	63.29	62.31	64.79
14	COMPLETE RATION	26.34	31.74	18.19
15	PROTEIN, SALT & MINERAL & MILK	81.57	83.55	78.59
16	FORAGES	.10		.24
17	PASTURE		--	--
18	TOTAL FEED COSTS	\$ 171.30	177.60	161.81
19	RETURN OVER FEED COSTS	\$ 260.75*	298.65*	203.49*
20	OTHER DIRECT COSTS			
21	MISCELLANEOUS LIVESTOCK EXPENSE	19.39	17.42	22.35
22	VETERINARY EXPENSE	16.77	19.13	13.22
23	CUSTOM WORK	7.89	2.23	16.44
24	SPECIAL HIRED LABOR	6.25	2.39	12.07
25	TOTAL OTHER DIRECT COSTS	\$ 50.30	41.17	64.08
26	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 210.45*	257.48*	139.41*
27	ALLOCATED COSTS			
28	POWER & MACHINERY COSTS	13.22	15.08	11.38
29	LIVESTOCK EQUIPMENT COSTS	21.10	24.81	17.37
30	BUILDING & FENCES	21.89	21.74	22.22
31	TOTAL ALLOCATED COST	\$ 56.21	61.63	50.97
32	RETURN OVER ALL LISTED COSTS	\$ 154.24*	195.85*	88.44*
33	SUPPLEMENTARY MANAGEMENT INFORMATION			
34	RETURN FOR \$100 FEED FED	252.22	268.16	225.76
35	AVERAGE PRICE RECEIVED PER ANIMAL SOLD	60.33	60.06	60.93
36	AVERAGE PRICE PER PIG SOLD OR TRANSFERRED	52.76	52.53	53.24
37	AVERAGE WEIGHT/PIG SOLD OR TRANSFERRRED	47.5	49.5	43.1
38	NUMBER OF PIGS PRODUCED	1329	1753	906
39	NUMBER OF PIGS BORN PER LITTER	9.6	10.0	8.9
40	NUMBER OF PIGS WEANED PER LITTER	7.8	8.1	7.3
40A	LITTERS/BEARING/FEMALE/YEAR	1.8	1.8	1.8
41	PERCENT DEATH LOSS	16.3	16.0	16.9
42	PRICE PER CWT. CONCENTRATE FED	6.25	5.79	7.19
43	PRICE PER CWT. PROTEIN, SALT & MIN FED	16.49	17.58	14.99
44	FEED & SUPPLEMENTAL COSTS/PIG PRODUCED	30.35	27.33	36.15
45	TOTAL LISTED COST/LITTER	\$ 277.81*	280.40*	276.86*
46	UTILITIES & OTHER GENERAL FARM EXPENSE	15.79	9.27	22.65
47	INTEREST ALLOCATION	--	--	--
48	OTHER COSTS NOT LISTED	--	--	--
49	TOTAL COSTS	--	--	--

TABLE 12 - 6290A - DAIRY COWS, ALL DAIRY FARMS COMBINED - 1982

		AVERAGE OF 161 FARMS	32 FARMS HIGH IN RETURN ABOVE FEED PER COW	32 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF COWS	53.0	73.4	42.3
2	POUNDS OF MILK	13574	15572	11084
3	POUNDS OF BUTTERFAT	492.4	563.9	398.0
4	PERCENT OF BUTTERFAT IN MILK	3.6	3.6	3.6
5	VALUE OF PRODUCE			
6	DAIRY PRODUCTS SOLD	\$ 1764.64	2033.07	1435.65
7	DAIRY PRODUCTS USED IN HOME	5.70	5.91	4.26
8	MILK FED TO LIVESTOCK	12.42	9.66	15.89
9	NET INCREASES IN VALUE OF COWS	(-134.72)	(-115.52)	(-191.37)
10	OTHER MISCELLANEOUS DAIRY INCOME	--	--	--
11	TOTAL VALUE PRODUCED	\$ 1648.04*	1933.12*	1264.43*
12	POUNDS OF FEED FED			
13	CORN	5536.9	6154.0	5532.9
14	SMALL GRAIN	231.5	175.4	326.3
15	COMPLETE RATION	114.1	26.6	
16	PROTEIN, SALT & MINERAL	993.0	1030.7	1062.3
17	TOTAL CONCENTRATES	6875.5	7386.7	6921.5
18	LEGUME HAY	6623.5	6486.3	6678.5
19	OTHER HAY AND DRY ROUGHAGE	108.1	119.3	158.5
20	SILAGE	10341.0	7768.3	13424.1
20A	HAYLAGE	496.2	202.8	1480.2
21	FEED COSTS			
22	GRAINS	228.06	244.92	234.04
23	COMPLETE RATION	6.02	3.66	
24	PROTEIN/SALT/MINERAL (COST/CWT FED 15.55)	154.38	153.69	170.31
25	HAY, HAYLAGE & DRY ROUGHAGE	272.89	251.09	299.01
26	SILAGE	102.60	75.57	133.52
27	PASTURE	6.36	9.32	4.00
28	TOTAL FEED COSTS	\$ 770.31	738.25	840.88
29	RETURN OVER FEED COST	\$ 877.73*	1194.87*	423.55*
30	OTHER DIRECT COSTS			
31	MISCELLANEOUS LIVESTOCK EXPENSE	88.43	104.32	82.43
32	VETERINARY EXPENSE	42.83	49.11	35.60
33	CUSTOM WORK HIRED	51.60	55.63	47.26
34	SPECIAL HIRED LABOR	1.13		
35	TOTAL OTHER DIRECT COSTS	\$ 183.99	209.06	165.29
36	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 693.74*	985.81*	258.26*
37	ALLOCATED COSTS			
38	POWER & MACHINERY COSTS	75.66	74.33	71.62
39	LIVESTOCK EQUIPMENT COSTS	77.77	81.23	59.39
40	BUILDING & FENCES	106.14	124.91	88.03
41	TOTAL ALLOCATED COSTS	\$ 259.57	280.47	219.04
42	RETURN OVER ALL LISTED COSTS	\$ 434.17*	705.34*	39.22*
43	SUPPLEMENTARY MANAGEMENT INFORMATION			
44	RETURN FOR \$100 FEED FED	213.95	261.85	150.37
45	FEED COST PER CWT. MILK	5.67	4.74	7.59
46	FEED COST PER POUND OF BUTTERFAT	1.56	1.31	2.11
47	POUNDS OF MILK PER LB. OF CONCENTRATE	1.97	2.11	1.60
48	AVERAGE PRICE PER CWT. MILK SOLD	13.15	13.20	13.14
49	AVERAGE PRICE PER LB. OF BUTTERFAT	3.62	3.64	3.66
50	TOTAL LISTED COSTS PER CWT. MILK PRODUCED	8.94	7.88	11.05
51	DAIRY COW TURNOVER PERCENTAGE	32.1	31.3	33.1
52	TOTAL LISTED COSTS PER COW	\$ 1213.87*	1227.78*	1225.21*
53	UTILITIES & OTHER GENERAL FARM EXPENSE	\$ 84.89	83.07	75.14
54	INTEREST ALLOCATION	--	--	--
55	OTHER COSTS NOT LISTED	--	--	--
56	TOTAL COST	--	--	--

TABLE 12 - DAIRY COWS, FREE STALL OR LOOSE HOUSING AND STANCHION OR TIE STALL

		6294	6290
		FREE STALL OR LOOSE HOUSING AV. OF 31 FARMS	STANCHION OR TIE STALL AV. OF 130 FARMS
1	AVERAGE NUMBER OF COWS	75.7	47.5
		PER COW	
2	POUNDS OF MILK	13025	13808
3	POUNDS OF BUTTERFAT	500.6	490.2
4	PERCENT OF BUTTERFAT IN MILK	3.8	3.6
5	VALUE OF PRODUCE		
6	DAIRY PRODUCTS SOLD	\$ 1724.37	1783.18
7	DAIRY PRODUCTS USED IN HOME	3.82	6.42
8	MILK FED TO LIVESTOCK	9.72	13.47
9	NET INCREASES IN VALUE OF COWS	(-150.58)	(-128.93)
10	OTHER MISCELLANEOUS DAIRY INCOME	--	--
11	TOTAL VALUE PRODUCED	\$ 1587.33*	1674.14*
12	POUNDS OF FEED FED		
13	CORN	5246.7	5657.4
14	SMALL GRAIN	126.8	271.8
15	COMPLETE RATION	388.3	10.1
16	PROTEIN, SALT & MINERAL	847.0	1050.3
17	TOTAL CONCENTRATES	6608.8	6989.6
18	LEGUME HAY	6959.3	6508.1
19	OTHER HAY & DRY ROUGHAGE	115.7	105.4
20	SILAGE	12084.2	9697.5
20A	HAYLAGE	534.4	482.6
21	FEED COSTS		
22	GRAINS	212.81	234.27
23	COMPLETE RATION	18.23	1.39
24	PROTEIN/SALT/MINERAL (COST/CWT FED 16.27)	137.82	(15.37)
25	HAY, HAYLAGE & DRY ROUGHAGE	281.04	270.27
26	SILAGE	120.33	96.06
27	PASTURE	2.15	7.96
28	TOTAL FEED COSTS	\$ 772.38	770.90
29	RETURN OVER FEED COST	\$ 814.95*	903.24*
30	OTHER DIRECT COSTS		
31	MISCELLANEOUS LIVESTOCK EXPENSE	87.32	89.03
32	VETERINARY EXPENSE	39.39	44.21
33	CUSTOM WORK HIRED	47.65	53.18
34	SPECIAL HIRED LABOR		1.56
35	TOTAL OTHER DIRECT COSTS	\$ 174.36	187.98
36	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 640.59*	715.26*
37	ALLOCATED COSTS		
38	POWER & MACHINERY COSTS	75.21	76.48
39	LIVESTOCK EQUIPMENT COSTS	69.61	81.29
40	BUILDING & FENCES	100.19	109.10
41	TOTAL ALLOCATED COSTS	\$ 245.01	266.87
42	RETURN OVER ALL LISTED COSTS	\$ 395.58*	448.39*
43	SUPPLEMENTARY MANAGEMENT INFORMATION		
44	RETURN FOR \$100 FEED FED	205.51	217.17
45	FEED COST PER CWT. MILK	5.93	5.58
46	FEED COST PER POUND OF BUTTERFAT	1.54	1.57
47	POUNDS OF MILK PER LB. OF CONCENTRATE	1.97	1.98
48	AVERAGE PRICE PER CWT. MILK SOLD	13.35	13.08
49	AVERAGE PRICE PER LB. OF BUTTERFAT	3.47	3.68
50	TOTAL LISTED COSTS PER CWT. MILK PRODUCED	9.15	8.88
51	DAIRY COW TURNOVER PERCENTAGE	34.3	31.6
52	TOTAL LISTED COSTS PER COW	\$ 1191.75*	1225.75*
53	UTILITIES & OTHER GENERAL FARM EXPENSE	\$ 85.31	84.95
54	INTEREST ALLOCATION	--	--
55	OTHER COSTS NOT LISTED	--	--
56	TOTAL COST	--	--

TABLE 13 - 6310 - OTHER DAIRY REPLACEMENTS 1982

		AVERAGE OF 59 FARMS	12 FARMS HIGH IN RETURN ABOVE FEED	12 FARMS LOW IN RETURN ABOVE FEED
1	NUMBER OF HEAD	64.2	47.2	59.5
2	NET INCREASE IN VALUE	\$ 311.81	PER HEAD 489.70	194.12
3	OTHER MISCELLANEOUS DAIRY INCOME			
4	TOTAL INCOME	\$ 311.81*	489.70*	194.12*
5	POUNDS OF FEED FED			
6	CORN	881.9	745.8	958.6
7	SMALL GRAIN	135.6	107.0	128.8
8	COMPLETE RATION	27.0	48.4	2.5
9	PROTEIN, SALT & MINERAL	220.0	114.7	390.9
10	HAY & DRY ROUGHAGE	1958.1	1317.8	2109.2
11	SILAGE	5710.8	4843.9	6798.3
11A	HAYLAGE	71.2	31.8	
12	MILK	88.7	105.6	162.2
13	FEED COSTS			
14	GRAINS	41.93	35.00	44.50
15	COMPLETE RATION	3.01	5.40	.27
16	PROTEIN/SALT/MINERAL	29.21	22.80	27.65
17	HAY, HAYLAGE & DRY ROUGHAGE	77.24	52.18	85.13
18	SILAGE	54.42	47.33	67.48
19	MILK	11.11	13.50	20.35
20	PASTURE	3.72		3.13
21	TOTAL FEED COSTS	220.64	176.21	248.51
22	RETURN OVER FEED COST	\$ 91.17*	313.49*	(-54.39)*
23	OTHER DIRECT COSTS			
24	MISCELLANEOUS LIVESTOCK EXPENSE	12.35	14.05	7.55
25	VETERINARY EXPENSE	7.10	5.68	6.02
26	CUSTOM WORK HIRED	3.13	2.48	4.22
27	SPECIAL HIRED LABOR			
28	TOTAL OTHER DIRECT COSTS	\$ 22.58	22.21	17.79
29	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 68.59*	291.28*	(-72.18)*
30	ALLOCATED COSTS			
31	POWER & MACHINERY COSTS	11.82	10.59	13.32
32	LIVESTOCK EQUIPMENT COSTS	13.47	10.97	13.90
33	BUILDING & FENCES	17.32	17.54	11.99
34	TOTAL ALLOCATED COSTS	\$ 42.61	39.10	39.21
35	RETURN OVER ALL LISTED COSTS	\$ 25.98*	252.18*	(-111.39)*
36	SUPPLEMENTARY MANAGEMENT INFORMATION			
37	RETURN FOR \$100 FEED FED	141.32	277.91	78.11
38	PERCENT DEATH LOSS-TOTAL	9.8	11.2	12.3
39	PERCENT CALF DEATH LOSS	20.0	23.3	25.0
40	TOTAL LISTED COSTS PER HEAD	\$ 285.83*	237.52*	305.51*
41	UTILITIES & OTHER GENERAL FARM EXPENSE	\$ 15.23	8.36	15.55
42	INTEREST ALLOCATION	--	--	--
43	OTHER COSTS NOT LISTED	--	--	--
44	TOTAL COST	--	--	--

TABLE 13 - 6318A - OTHER DAIRY REPLACEMENTS & FEEDER STOCK - 1982

		AVERAGE OF 106 FARMS	21 FARMS HIGH IN RETURN ABOVE FEED PER HEAD	21 FARMS LOW IN RETURN ABOVE FEED
1	NUMBER OF HEAD	69.3	52.0	55.9
2	NET INCREASE IN VALUE	\$ 336.33	467.75	224.28
3	OTHER MISCELLANEOUS INCOME			
4	TOTAL INCOME	\$ 336.33*	467.75*	224.28*
5	POUNDS OF FEED FED			
6	CORN	1542.2	1343.7	1426.9
7	SMALL GRAIN	154.9	227.2	172.1
8	COMPLETE RATION	23.3	17.6	
9	PROTEIN, SALT & MINERAL	197.7	147.0	253.3
10	HAY & DRY ROUGHAGE	2236.9	1526.4	3460.6
11	SILAGE	5456.1	4539.4	5740.5
11A	HAYLAGE	153.3	106.2	42.6
12	MILK	67.8	64.1	63.7
13	FEED COSTS			
14	GRAINS	67.30	64.79	64.87
15	COMPLETE RATION	2.09	3.12	
16	PROTEIN/SALT/MINERAL	33.16	26.65	41.88
17	HAY, HAYLAGE & DRY ROUGHAGE	88.01	65.75	131.22
18	SILAGE	54.01	45.12	56.12
19	MILK	8.44	8.12	7.85
20	PASTURE	5.08	7.08	2.38
21	TOTAL FEED COSTS	\$ 258.09	220.63	304.32
22	RETURN OVER FEED COST	\$ 78.24*	247.12*	(-80.04)*
23	OTHER DIRECT COSTS			
24	MISCELLANEOUS LIVESTOCK EXPENSE	9.99	9.52	7.60
25	VETERINARY EXPENSE	5.40	6.77	3.83
26	CUSTOM WORK HIRED	3.87	3.17	4.79
27	SPECIAL HIRED LABOR	.56	1.08	
28	TOTAL OTHER DIRECT COSTS	\$ 19.82	20.54	16.22
29	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 58.42*	226.58*	(-96.26)*
30	ALLOCATED COSTS			
31	POWER & MACHINERY COSTS	13.35	13.24	13.66
32	LIVESTOCK EQUIPMENT COSTS	12.47	14.06	12.81
33	BUILDING & FENCES	18.38	17.69	18.03
34	TOTAL ALLOCATED COSTS	\$ 44.20	44.99	44.50
35	RETURN OVER ALL LISTED COSTS	\$ 14.22*	181.59*	(-140.76)*
36	SUPPLEMENTARY MANAGEMENT INFORMATION			
37	RETURN FOR \$100 FEED FED	130.31	212.00	73.70
38	PERCENT DEATH LOSS-TOTAL	8.6	7.3	9.7
39	PERCENT CALF DEATH LOSS	18.2	14.6	20.5
40	TOTAL LISTED COSTS PER HEAD	\$ 322.11*	286.16*	365.04*
41	UTILITIES & OTHER GENERAL FARM EXPENSE	\$ 14.37	8.92	17.98
42	INTEREST ALLOCATION	--	--	--
43	OTHER COSTS NOT LISTED	--	--	--
44	TOTAL COSTS	--	--	--

TABLE 14 - ALL DAIRY & REPLACEMENTS - 1982

		AVERAGE OF 167 FARMS	33 FARMS HIGH IN RETURN ABOVE FEED	33 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF COWS	52.6	70.6	40.7
PER COW & REPLACEMENTS				
2	VALUE OF DAIRY PRODUCTS	\$ 1785.10	2022.10	1474.77
3	NET INCREASE IN VALUE	282.00	392.42	131.74
4	MISCELLANEOUS DAIRY INCOME	.04	--	--
5	TOTAL VALUE PRODUCED	\$ 2067.14*	2414.52*	1606.51*
6	POUNDS OF FEED FED	--	--	--
7	GRAINS	7637.8	8645.4	6944.5
8	COMPLETE RATION	142.2	35.5	34.0
9	PROTEIN, SALT, MINERALS INCLDG. MILK EQUIV.	1262.5	1401.3	1301.5
10	HAY & DRY ROUGHAGE	9445.8	8059.8	9810.0
11	SILAGE	17269.5	15567.0	19838.6
11A	HAYLAGE	631.3	543.6	1743.6
12	FEED COSTS	--	--	--
13	GRAINS	302.93	334.21	286.86
14	COMPLETE RATION	8.95	5.23	3.88
15	PROTEIN/SALT/MINERAL INCL. MILK	206.12	213.16	215.97
16	HAY, HAYLAGE & DRY ROUGHAGE	379.45	308.71	416.86
17	SILAGE	170.30	154.24	197.15
18	PASTURE COSTS	12.24	20.18	10.66
19	TOTAL FEED COSTS	\$ 1079.99	1035.73	1131.38
20	RETURN OVER FEED COST	\$ 987.15*	1378.79*	475.13*
21	OTHER DIRECT COSTS	--	--	--
22	MISCELLANEOUS LIVESTOCK EXPENSE	102.91	122.37	84.84
23	VETERINARY EXPENS	50.53	54.55	41.08
24	CUSTOM WORK	56.05	55.37	54.10
25	SPECIAL HIRED LABOR	1.58	-	.12
26	TOTAL OTHER DIRECT COSTS	\$ 211.07	232.29	180.14
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 776.08*	1146.50*	294.99*
28	ALLOCATED COSTS	--	--	--
29	POWER & MACHINERY COSTS	91.77	89.47	93.24
30	LIVESTOCK EQUIPMENT COSTS	93.44	100.37	73.66
31	BUILDING & FENCES	130.49	166.55	94.91
32	TOTAL ALLOCATED COSTS	\$ 315.70	356.39	261.81
33	RETURN OVER ALL LISTED COSTS	\$ 460.38*	790.11*	33.18*
34	SUPPLEMENTARY MANAGEMENT INFORMATION	--	--	--
35	RETURN FOR \$100 FEED FED	\$ 191.40	233.12	142.00
36	TOTAL LISTED COSTS PER COW	\$ 1606.76*	1624.41*	1573.33*
37	UTILITIES & OTHER GENERAL FARM EXPENSE	\$ 103.50	100.61	90.84
38	INTEREST ALLOCATION	--	--	--
39	OTHER COSTS NOT LISTED	--	--	--
40	TOTAL COST	--	--	--

TABLE 15A - 6101 BEEF BREEDING- 1982

		AVERAGE OF 39 FARMS	13 FARMS HIGH IN RETURN ABOVE FEED	13 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF BEEF COWS	33.9	34.4	32.2
2	AVERAGE NUMBER OF OTHER BEEF ANIMALS & BULLS	28.1	32.1	30.3
3	POUNDS OF BEEF PRODUCED	16103	21395	13795
			PER COW	
4	NET INCREASE IN VALUE	\$ 279.38	418.31	216.77
5	OTHER MISCELLANEOUS BEEF INCOME			
6	TOTAL VALUE PRODUCED	\$ 279.38*	418.31*	216.77*
7	POUNDS OF FEED FED			
8	GRAINS	616.6	540.5	1258.7
9	PROTEIN, SALT & MINERAL	130.6	127.2	127.8
10	LEGUME HAY	4663.3	3025.1	7145.2
11	OTHER HAY & DRY ROUGHAGE	496.9	602.8	447.7
12	SILAGE	4173.2	8110.5	3124.7
12A	HAYLAGE			
13	FEED COSTS			
14	GRAINS	24.93	22.09	50.65
15	PROTEIN/SALT/MINERAL	14.96	18.75	19.19
16	LEGUME HAY/HAYLAGE	181.12	117.03	276.15
17	OTHER HAY & DRY ROUGHAGE	5.07	5.15	5.90
18	SILAGE	41.71	81.22	30.99
19	PASTURE	30.56	24.27	34.60
20	TOTAL FEED COSTS	\$ 298.35	268.51	417.48
21	RETURN OVER FEED COST	\$ (-18.97)*	149.80*	(-200.71)*
22	OTHER DIRECT COSTS			
23	MISCELLANEOUS LIVESTOCK EXPENSE	21.03	47.97	6.30
24	VETERINARY EXPENSE	9.06	12.15	3.76
25	CUSTOM WORK HIRED	2.51	2.30	3.91
26	SPECIAL HIRED LABOR	.24	.67	
27	TOTAL OTHER DIRECT COSTS	\$ 32.84	63.09	13.97
28	RETURN OVER FEED & OTHER DIRECT COSTS	\$ (-51.81)*	86.71*	(-214.68)*
29	ALLOCATED COSTS			
30	POWER & MACHINERY COSTS	33.06	34.73	30.66
31	LIVESTOCK EQUIPMENT COSTS	31.35	27.48	28.64
32	BUILDING & FENCES	46.96	45.19	36.79
33	TOTAL ALLOCATED COSTS	\$ 111.37	107.40	96.09
34	RETURN OVER ALL LISTED COSTS	\$ (-163.18)*	(-20.69)*	(-310.77)*
35	SUPPLEMENTARY MANAGEMENT INFORMATION			
36	RETURN FOR \$100 FEED FED	93.64	155.79	51.92
37	PRICE PER CWT SOLD	53.15	62.34	48.65
38	PRICE PER CWT CALVES SOLD OR TRANSFERRED	62.20	65.67	62.45
39	AVERAGE WEIGHT PER HEAD SOLD	866.6	983.5	784.4
40	AVERAGE WEIGHT PER CALF SOLD OR TRANSFERRED	462.1	504.8	444.3
41	PERCENT DEATH LOSS	4.3	3.2	5.1
42	PERCENT CALF CROP	97.1	100.0	97.1
42A	PERCENT CALF DEATH LOSS	11.8	8.8	14.7
43	TOTAL LISTED COSTS PER COW	\$ 442.56*	439.00*	527.54*
44	UTILITIES & OTHER GENERAL FARM EXPENSE	13.86	8.28	14.05
45	INTEREST ALLOCATION	--	--	--
46	OTHER COSTS NOT LISTED	--	--	--
47	TOTAL COSTS	--	--	--

TABLE 15B - BEEF FEEDERS ALL FARMS

		AVERAGE OF 75 FARMS	15 FARMS HIGH IN RETURN ABOVE FEED	15 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF BEEF FEEDERS	49.5	38.9	25.9
2	POUNDS OF BEEF PRODUCED	29337	24421	12913
			PER HUNDRED WEIGHT	
3	NET INCREASE IN VALUE OF ANIMALS	\$ 61.91	84.71	43.80
4	OTHER MISCELLANEOUS BEEF INCOME			
5	TOTAL VALUE PRODUCED	\$ 61.91*	84.71*	43.80*
6	POUNDS OF FEED FED			
7	GRAINS	563.8	545.5	789.5
8	PROTEIN, SALT & MINERAL	53.4	41.1	59.2
9	LEGUME HAY	219.9	43.6	367.1
10	OTHER HAY & DRY ROUGHAGE	24.0	21.7	3.1
11	SILAGE	1026.8	833.2	1607.4
11A	HAYLAGE	20.9		103.3
12	FEED COSTS			
13	GRAINS	22.35	21.68	31.59
14	PROTEIN/SALT/MINERAL	6.98	5.48	8.79
15	LEGUME HAY AND HAYLAGE	9.10	1.70	17.63
16	OTHER HAY & DRY ROUGHAGE	.59	.61	.03
17	SILAGE	10.10	7.76	15.23
18	PASTURE	.14		.29
19	TOTAL FEED COSTS	\$ 49.26	37.23	73.56
20	RETURN OVER FEED COST	\$ 12.65*	47.48*	(-29.76)*
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXPENSE	1.11	.80	1.70
23	VETERINARY EXPENSE	1.02	.77	1.11
24	CUSTOM WORK HIRED	1.54	2.12	1.97
25	SPECIAL HIRED LABOR	--	--	--
26	TOTAL OTHER DIRECT COSTS	\$ 3.67	3.69	4.78
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 8.98*	43.79*	(-34.54)*
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	2.50	2.95	2.39
30	LIVESTOCK EQUIPMENT COSTS	3.17	2.83	3.16
31	BUILDING & FENCES	4.66	5.32	3.19
32	TOTAL ALLOCATED COSTS	\$ 10.33	11.10	8.74
33	RETURN OVER ALL LISTED COSTS	\$ (-1.35)*	32.69*	(-43.28)*
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	125.68	227.52	59.54
36	PRICE PER CWT SOLD	60.96	66.06	56.37
37	AVERAGE WEIGHT PER HEAD SOLD	1003.7	976.8	1002.1
38	PRICE PER CWT BOUGHT	59.90	57.04	66.86
39	AVERAGE WEIGHT/HEAD BOUGHT	559.5	654.1	348.5
40	NUMBER OF HEAD BOUGHT	39	49	6
41	PERCENT DEATH LOSS	1.8	.9	3.6
42	EFFECTIVE DAILY GAIN-LBS/HEAD/DAY	1.62	1.72	1.37
43	TOTAL LISTED COST PER CWT PRODUCED	\$ 63.26*	52.02*	87.08*
44	UTILITIES & OTHER GENERAL FARM EXPENSE	1.13	.88	1.32
45	INTEREST ALLOCATION	--	--	--
46	OTHER COSTS NOT LISTED	--	--	--
47	TOTAL COSTS	--	--	--

TABLE 15B - BEEF FEEDERS - 1982

45

		6140 BEEF FEEDERS IN LOT UNDER 500 lbs AVERAGE OF 49 FARMS	6141 BEEF FEEDERS IN LOT BETWEEN 500-700 lbs AVERAGE OF 19 FARMS
1	AVERAGE NUMBER OF BEEF FEEDERS	45.7	58.9
2	POUNDS OF BEEF PRODUCED	26221	35314
		PER HUNDRED WEIGHT	
3	NET INCREASE IN VALUE OF ANIMALS	\$ 58.31	69.76
4	OTHER MISCELLANEOUS BEEF INCOME		
5	TOTAL VALUE PRODUCED	\$ 58.31*	69.76*
6	POUNDS OF FEED FED		
7	GRAINS	534.0	596.8
8	PROTEIN, SALT & MINERAL	61.7	39.1
9	LEGUME HAY	253.4	141.6
10	OTHER HAY & DRY ROUGHAGE	23.1	12.3
11	SILAGE	1059.4	983.6
11A	HAYLAGE		68.6
12	FEED COSTS		
13	GRAIN	21.31	23.37
14	PROTEIN/SALT/MINERAL	7.38	5.24
15	LEGUME HAY/HAYLAGE	9.81	7.34
16	OTHER HAY & DRY ROUGHAGE	.55	.33
17	SILAGE	10.50	9.46
18	PASTURE	.19	--
19	TOTAL FEED COSTS	\$ 49.74	45.74
20	RETURN OVER FEED COST	\$ 8.57*	24.02*
21	OTHER DIRECT COSTS		
22	MISCELLANEOUS LIVESTOCK EXPENSE	1.33	.82
23	VETERINARY EXPENSE	1.03	1.09
24	CUSTOM WORK HIRED	1.31	1.99
25	SPECIAL HIRED LABOR		
26	TOTAL OTHER DIRECT COSTS	\$ 3.67	3.90
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 4.90*	20.12*
28	ALLOCATED COSTS		
29	POWER & MACHINERY COSTS	2.58	2.75
30	LIVESTOCK EQUIPMENT COSTS	2.87	4.62
31	BUILDING & FENCES	4.18	6.72
32	TOTAL ALLOCATED COSTS	\$ 9.63	14.09
33	RETURN OVER ALL LISTED COSTS	\$ (-4.73)*	6.03*
34	SUPPLEMENTARY MANAGEMENT INFORMATION		
35	RETURN FOR \$100 FEED FED	\$ 117.24	152.50
36	PRICE PER CWT SOLD	59.22	63.06
37	AVERAGE WEIGHT PER HEAD SOLD	960.4	1036.7
38	PRICE PER CWT BOUGHT	58.84	58.36
39	AVERAGE WEIGHT/HEAD BOUGHT	412.4	628.6
40	NUMBER OF HEAD BOUGHT	24	64
41	PERCENT DEATH LOSS	3.0	1.4
42	EFFECTIVE DAILY GAIN-LBS/HEAD/DAY	1.57	1.64
43	TOTAL LISTED COST PER CWT PRODUCED	\$ 63.04*	63.73*
44	UTILITIES & OTHER GENERAL FARM EXPENSE	1.04	1.43
45	INTEREST ALLOCATION	--	--
46	OTHER COSTS NOT LISTED	--	--
47	TOTAL COSTS	--	--

TABLE 16A - 6670 SHEEP, FARM - 1982

		AVERAGE OF 13 FARMS	6 FARMS HIGH IN RETURN ABOVE FEED	6 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF EWES	42.2	41.9	46.1
2	POUNDS OF LAMB & MUTTON PRODUCED	5020	5245	5579
3	POUNDS OF WOOL PRODUCED	463	460	522
		PER EWE		
4	VALUE OF PRODUCE			
5	WOOL	\$ 6.99	7.28	6.68
6	NET INCREASE IN VALUE OF ANIMALS	65.43	75.68	57.40
7	OTHER MISCELLANEOUS SHEEP INCOME	.21	.45	
8	TOTAL VALUE PRODUCED	\$ 72.63*	83.41*	64.08*
9	POUNDS OF FEED FED			
10	GRAINS	438.6	263.6	630.3
11	PROTEIN, SALT & MINERAL	69.7	32.3	89.7
12	LEGUME HAY	742.6	656.3	843.8
13	OTHER HAY & DRY ROUGHAGE	7.3		14.5
14	SILAGE			
14A	HAYLAGE			
15	FEED COSTS			
16	GRAINS	20.21	13.63	27.70
17	PROTEIN/SALT/MINERAL	9.34	3.77	12.80
18	LEGUME HAY AND HAYLAGE	29.29	25.78	33.36
19	OTHER HAY & DRY ROUGHAGE	.07		.15
20	SILAGE			
21	PASTURE	6.52	8.83	4.92
22	TOTAL FEED COSTS	\$ 65.43	52.01	78.93
23	RETURN OVER FEED COST	\$ 7.20*	31.40*	-14.85)*
24	OTHER DIRECT COSTS			
25	MISCELLANEOUS LIVESTOCK EXPENSE	3.51	2.89	3.99
26	VETERINARY EXPENSE	.78	.43	1.17
27	CUSTOM WORK HIRED	3.13	2.27	4.01
28	SPECIAL HIRED LABOR			
29	TOTAL OTHER DIRECT COSTS	\$ 7.42	5.59	9.17
30	RETURN OVER FEED & OTHER DIRECT COST	\$ (-.22)*	25.81*	-24.02)*
31	ALLOCATED COSTS			
32	POWER & MACHINERY COSTS	9.72	5.77	14.41
33	LIVESTOCK EQUIPMENT COSTS	11.04	9.51	10.56
34	BUILDING & FENCES	12.49	9.39	15.78
35	TOTAL ALLOCATED COSTS	\$ 33.25	24.67	40.75
36	RETURN OVER ALL LISTED COSTS	\$ (-33.47)*	1.14*	-64.77)*
37	SUPPLEMENTARY MANAGEMENT INFORMATION			
38	RETURN FOR \$100 FEED FED	111.01	160.39	81.18
39	PRICE PER CWT LAMB & MUTTON SOLD	43.84	41.95	46.68
40	PRICE PER CWT LAMB SOLD OR TRANSFERRED	53.75	54.75	52.71
41	AVERAGE WEIGHT/LAMBS SOLD OR TRANSFERRED	111.8	107.8	114.6
42	POUNDS OF WOOL PER SHEEP SHEARED	9.6	9.2	10.2
43	NUMBER OF EWES KEPT FOR LAMBING	46	45	52
44	PERCENT LAMB CROP	145.7	128.9	157.7
45	PERCENT DEATH LOSS	13.5	9.0	17.2
45A	PERCENT LAMB DEATH LOSS	20.9	13.8	24.4
46	TOTAL LISTED COST PER EWE	\$ 106.10*	82.27*	128.85*
47	UTILITIES & OTHER GENERAL FARM EXPENSE	7.50	4.86	10.59
48	INTEREST ALLOCATION	--	--	--
49	OTHER COSTS NOT LISTED	--	--	--
50	TOTAL COSTS	--	--	--

SUMMARY OF SELECTED ITEMS OF INFORMATION BY YEARS

	1978	1979	1980	1981	1982
TABLE 1					
TOTAL FARM CAPITAL BEG INVEN.	330,779	384,138	431,664	494,807	508,538
TOTAL FARM CAPITAL ENDING INV	371,252	427,724	474,724	511,575	519,258
INCREASE IN INVENTORY	40,474	43,585	43,084	16,768	10,720
TABLE 3					
TOTAL RETURNS & NET INCREASES	91,783	92,959	113,238	97,923	112,226
% OF TOTAL RETURNS FROM FEED	49%	57%	64%	60%	53%
FED TO LIVESTOCK		40	33	37	
% OF TOTAL RETURNS FROM CROP, SEED & FEED	48%	57%	64%	60%	44%
% OF TOTAL RETURN FROM MISC.	3%	3%	3%	3%	3%
TOTAL EXP. & NET DECR	63,649	75,064	84,742	92,564	99,924
RETURN TO LABOR & MG	28,134	17,896	28,496	5,359	12,302
TABLE 4					
TOTAL HOUSEHOLD & PERSONAL	18,201	21,064	19,588	23,241	21,244
TABLE 5					
NET WORTH END OF YEAR	147,419	156,008	177,401	155,334	146,725
NET WORTH BEG OF YEAR	122,202	142,350	155,881	163,847	149,945
INCREASE IN NET WORTH	25,218	13,658	21,519	(-8,512)	(-3,220)
TABLE 6					
RETURN TO CAP. & FAMILY LABOR	35,173	26,116	32,838	8,383	11,692
DAIRY					
AVERAGE NUMBER OF COWS	43.0	42.9	48.4	49.2	53.0
AVE LBS OF MILK PER COW LBS	13,027	13,135	13,305	13,655	13,574
AVE PRICE RECEIVED PER CWT \$	9.97	11.44	12.44	13.28	13.15
FEED COST PER COW \$	500.15	551.35	687.46	839.79	770.31
FEED COST PER CWT MILK \$	3.84	4.19	5.16	6.15	5.67
RETURN PER \$100 FEED FED	259.22	273.77	234.53	205.57	213.95
SWINE (COMPLETE HOGS)					
LBS OF FEED PER CWT GAIN, LBS	406.2	403.0	418.2	417.0	431.9
FEED COST PER CWT GAIN \$	21.49	27.73	27.21	29.38	26.32
RETURN PER \$100 FEED FED \$	241.45	156.20	150.87	144.94	227.22
PRICE PER CWT OF FEED \$	5.28	5.88	6.50	7.04	6.08
PRICE RECEIVED PER CWT PORK \$	48.01	42.06	39.80	43.92	55.10
BEEF BREEDERS					
AVERAGE NUMBER OF BEEF COWS	43.0	42.4	41.6	41.2	33.9
FEED COST PER COW \$	174.55	205.35	276.46	266.14	298.35
RETURN PER \$100 FEED FED \$	227.34	182.82	122.16	108.58	93.64
FEEDER CATTLE					
AVERAGE NO. BEEF FEEDERS	55.0	37.6	57.3	53.7	49.5
FEED COST PER 100 LBS GAIN \$	42.03	39.16	47.23	56.59	49.26
RETURN PER \$100 FEED FED \$	176.79	165.24	112.04	84.60	125.68
PRICE PER CWT SOLD \$	51.51	62.69	63.69	59.95	60.96
PRICE PER CWT BOUGHT \$	57.40	76.07	68.79	62.73	59.90

	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>
<u>SHEEP FLOCK</u>					
AVERAGE NUMBER OF HEAD	68.6	49.7	48.3	36.4	42.2
FEED COST PER EWE	\$ 34.13	48.63	56.25	64.42	65.43
RETURN PER \$100 FEED FED	\$ 207.22	153.87	121.38	93.26	111.01
PRICE PER CWT SOLD	\$ 55.46	56.38	59.05	52.86	53.75
PER CENT LAMB CROP %	138.2	139.1	131.3	130.6	145.7
<u>WORK UNITS</u>					
CROPS W.U.	151.16	158.02	159.73	166.4	170.51
LIVESTOCK	289.23	293.47	313.05	339.46	359.76
OTHER WORK UNITS	13.82	12.12	8.34	10.90	13.05
TOTAL WORK UNITS	454.20	463.62	481.12	516.76	543.32
<u>EXPENSE PER WORK UNIT</u>					
TRACTOR & CROP MACH EXPENSE	27.88	33.55	37.47	36.80	38.10
ELECTRICITY (FARM SHARE)	2.90	3.52	4.54	4.77	5.45
AUTO & TRUCKS (FARM SHARE)	7.40	7.97	9.41	9.70	9.39
LIVESTOCK EQUIPMENT	5.76	6.87	7.43	8.03	
BUILDINGS, FENCES & TILE	12.34	15.48	15.32	16.14	17.64
<u>TRACTOR, CROP MACHINERY EXPENSE</u>					
PER CROP ACRE	42.59	49.97	58.10	59.06	61.28
<u>YIELDS PER ACRE</u>					
OATS, BUSHEL	58.9	59.9	65.0	71.2	58.1
CORN FOR GRAIN, BUSHEL	119.2	115.6	106.8	131.9	112.0
CORN SILAGE, TONS	16.8	19.2	15.3	18.9	17.1
SOYBEANS, BUSHEL	33.8	33.1	32.2	36.5	34.2
ALFALFA HAY, TONS	4.2	3.9	3.5	3.8	3.7
<u>RETURN OVER LISTED COSTS PER ACRE</u>					
OATS	(-28.79)	(-19.46)	(-.17)	9.74	(-42.33)
CORN FOR GRAIN	35.38	22.48	74.30	22.17	(-47.82)
SOYBEANS	79.50	48.00	90.90	33.20	(-26.80)
CORN SILAGE	47.74	86.08	101.38	116.40	144.70
ALFALFA HAY	31.39	3.71	84.69	104.81	87.87

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.

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

WHAT DOES YOUR FAMILY WANT?Name Charles Thatcher FamilyDate 2-15-83Address Anywhere, Minnesota

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

		SHORT TERM GOALS	LONG TERM GOALS
<u>FOR A PROFITABLE FARM BUSINESS:</u>			
<u>PRIORITY</u>			
8	Build a new farrowing barn		X
1	Raise the production of the dairy herd by 500 lbs. milk per cow - cull cows not producing 14,000 lbs.	X	
7	Raise the production of the dairy herd from 13500 lbs. to 15000 lbs. per cow in 4 yrs.		X
3	Improve the number of pigs saved per litter from 6.5 to 7.5.	X	
<u>FOR SATISFYING LIVING</u>			
2	Put new carpeting in living room	X	
4	Remodel kitchen & bathroom	X	
12	Build a new family room on house		X
13	Buy a piano		X
<u>FOR DEVELOPMENT OF FAMILY MEMBERS:</u>			
11	Provide opportunity for Jane to attend college.		X
10	Provide money for family to take a vacation together to England.		X
9	Provide money for Mary to attend vocational school		X
5	Provide money for John to go to leadership camp	X	
<u>FOR LONG-TERM FINANCIAL SECURITY:</u>			
6	Improve net worth by 10% per year.		X

How Much Money Did the Average Farmer Spend, And With Whom Did He Spend It?

Summary by Years

Austin Area

Information from Table 6B, Annual Farm Management Analysis Report

	<u>1974</u>	<u>1975</u>	<u>1976</u>	<u>1977</u>	<u>1978</u>	<u>1979</u>	<u>1980</u>	<u>1981</u>	<u>1982</u>
Family Size	5	5	5	5	4	4	4	4	4
Farm Size	314.3	314.6	329.9	339.0	296.6	309.4	309.7	320.9	336.1
To Other Farmers for Livestock and Custom Work	\$ 8,778	9,965	11,166	11,377	14,741	16,120	17,438	14,089	16,369
To the Agri-Business Community For Fertilizers, Chemicals, Seeds, Feeds, Repairs and Fuel	33,381	35,603	39,527	41,490	41,995	49,139	58,755	68,515	70,009
For Extra Labor	1,776	1,915	2,186	2,358	2,704	2,996	3,302	3,693	4,416
For Utilities (Electricity & Telephone)	858	947	1,125	1,332	1,501	1,818	2,356	2,593	3,092
Support of Local Government (Property Tax)	1,238	1,374	1,533	1,703	1,547	1,905	1,969	1,836	2,690
For Use of Other Peoples Capital (Interest and Cash Rent)	7,870	9,234	12,530	15,040	15,306	18,467	25,440	31,978	36,111
Farm Equipment Dealers (Power & Machinery)	14,205	12,640	12,130	13,759	16,561	20,459	16,692	15,584	11,910
Total Farm Operating Purchases	81,752	90,164	100,013	105,187	94,355	110,908	125,952	138,288	144,594
Real Estate Purchase & Improvement	13,646	18,486	19,816	18,128	18,584	38,033	22,975	19,808	12,324
Household & Personal Expenses	<u>15,151</u>	<u>13,570</u>	<u>16,030</u>	<u>16,316</u>	<u>17,595</u>	<u>20,265</u>	<u>18,891</u>	<u>22,466</u>	<u>21,244</u>
Total Money Spent in Community & Service Area by One Average Farmer	\$110,549	\$122,220	\$135,859	\$139,631	\$130,534	\$169,206	\$167,818	\$180,562	\$178,162

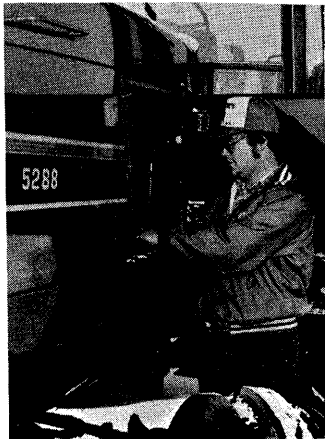
Full Time Vo-Tech Training Programs for Farming and Agri-Business in Southeastern Minnesota



Rochester AVTI

507-285-8629

Horticulture Aide
9 Months
Francis Passe

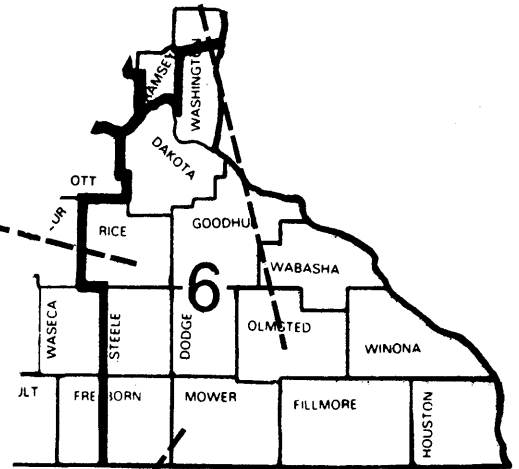


Faribault AVTI

507-332-7444

Farm Operation and Management
19½ Months
Dean Hanson or Carl Ziebarth

Rural Building Construction
9 Months
Ken Ingvalson



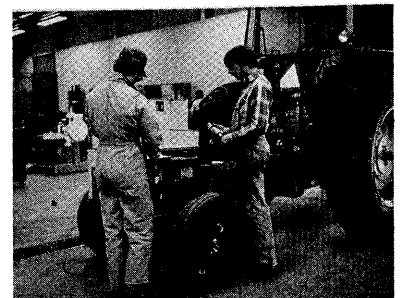
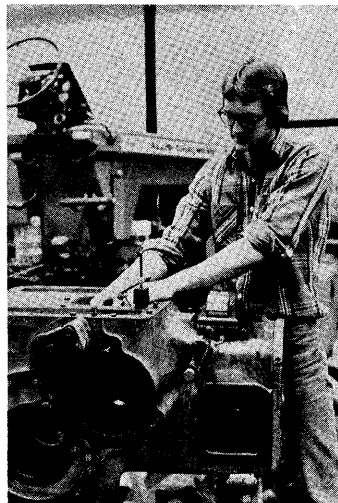
Austin AVTI

507-433-0608

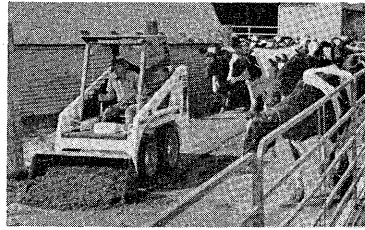
Farm Equipment and Diesel
Mechanics
18 Months

Farm Equipment Service
and Management
8 Months

Charles Uthke
John Drees
Ray Olson



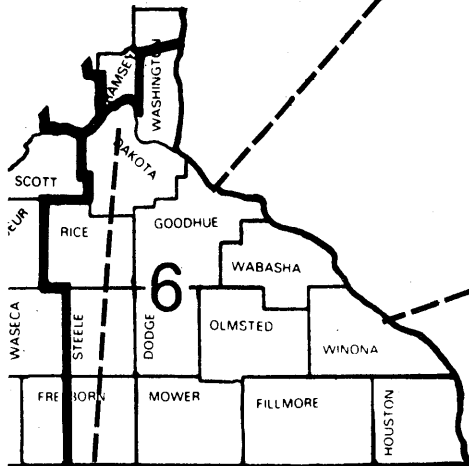
Full Time Vo-Tech Training Programs for Farming and Agri-Business in Southeastern Minnesota



Red Wing AVTI 612-388-8271

Farm Operations and Management
18 Months
John Wachholz

Rural Banking and Agricultural Finance
18 Months
Terri Beckman or Romeo Cyr



Winona AVTI 507-454-4600

Farm Operation and Management

A shop scene from the Winona AVTI two-year Farm Operation and Management Program. Some 600 hours of the 2160-hour curriculum are devoted to machinery management, repair and preventive maintenance.



Dakota County AVTI Agriculture Programs

David Schroeder
Andy Marthaler

Division Supervision
Lois Johnson
423-8231
Agri-Business Sales and Management
22 Months
Larry Braem
423-8395

Landscape Technology and Design Implementation
22 Months
Dale Connolly
423-8392

