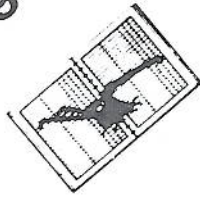


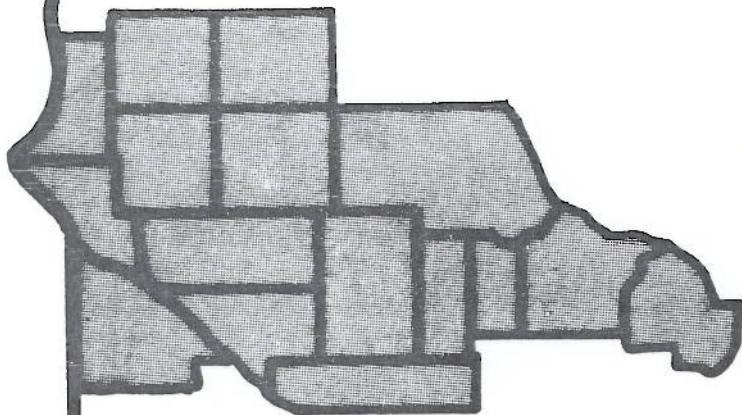
1982 ANNUAL REPORT

Central Minnesota
Farm Management Report



COOPERATING AGENCIES

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



An Adult Education Program

APRIL, 1983

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

1983 Report, Central Minnesota Farm Management Analysis Program

John L. Thell

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INTRODUCTION

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

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

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

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

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

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

THIS REPORT INVOLVES THE FARM RECORDS FROM THE INSTRUCTORS IN THE FOLLOWING SCHOOLS IN THE CENTRAL MINNESOTA AREA. MANY HIGH SCHOOL INSTRUCTORS SUBMIT ONE OR TWO RECORDS EACH YEAR TOO.

REGULAR FARM MANAGEMENT INSTRUCTORS

ALEXANDRIA
APPLETON
BENSON
BELLINGHAM VETS
COLD SPRING
*DAWSON-BOYD
GRANITE FALLS AVTI
GRANITE FALLS AVTI
HENNEPIN AVTI
LITCHFIELD
*MADISON
*MELROSE
*MONTEVIDEO
MONTEVIDEO
PAYNESVILLE
*ST.CLOUD AVTI
ST.CLOUD AVTI
*WILLMAR AVTI
WILLMAR AVTI VETS

BERNARD SONSTEGARD
TIM HOLTQUIST
RICHARD BONDE
PETERS FRANSKY
DAVE ACHESON
CURT SCHOEPHOERSTER
MIKE RESVICK
NEALE DETERS
RALPH GROCHEN
WINTON NELSON
RALPH BUTTERFIELD
MIKE FOLEY
MYRON WARNER
NORMAN BRAKKEN
WALLACE PAYNE
DENNIS LEHTO
RAYMOND ANDERSON
DALE STEUSSY
FLOYD BOEDER

OTHERS

FARM OPERATION AND MANAGEMENT CLASSES AT:
ALEXANDRIA AVTI JERRY KALINOWSKI
ST.CLOUD AVTI HOWARD PENNERTZ
WILLMAR AVTI CHARLES STRANBERG
*AGRI-BUSINESS SERVICE JAMES KASTANEK

*INDICATES FORTY OR MORE FARMS SUBMITTED FOR ANALYSIS

THE 1983 CENTRAL MINNESOTA FARM MANAGEMENT REPORT IS DEDICATED TO MR. MIKE CULLEN, DIRECTOR OF WILLMAR AREA VOCATIONAL-TECHNICAL INSTITUTE. MR. CULLEN HAS DEVOTED TIME AND EFFORT ABOVE THE CALL OF DUTY TO MAKE VOCATIONAL EDUCATION IN MINNESOTA TRULY GREAT EDUCATION.

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1982

ITEMS	AVERAGES OF 468 FARMS	
1. SIZE OF FARM -TOTAL ACRES	421.6	
2. -TILLAGE ACRES	371.6	
3. WORK UNITS - CROPS	190.62	
4. - LIVESTOCK	297.11	
5. - OTHER	23.66	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	511.4	
7. NUMBER OF WORKERS	1.55	
8. FARM CAPITAL INVESTMENT PER WORKER	\$ 366337	
	JAN. 1	DEC. 31
9. PRODUCTIVE LIVESTOCK		
10. DAIRY COWS	\$ 17484	17878
11. OTHER DAIRY CATTLE	\$ 10650	11370
12. BEEF BREEDING CATTLE	\$ 1926	1787
13. BEEF FEEDER CATTLE	\$ 5335	5322
14. HOGS	\$ 9160	12168
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$ 116	197
16. POULTRY - ALL TYPES	\$ 2	2
17. OTHER LIVESTOCK	\$ 86	95
18. TOTAL PRODUCTIVE LIVESTOCK	\$ 44758	48819
19. CROP, SEED & FEED	\$ 47799	52716
20. POWER, MACHINERY & EQUIPMENT		
21. AUTO & TRUCK (FARM SHARE)	\$ 4477	4268
22. POWER & MACHINERY	\$ 39133	38721
23. IRRIGATION EQUIPMENT	\$ 2395	2214
24. CUSTOM WORK EQUIPMENT	\$ 3	2
25. LIVESTOCK EQUIPMENT	\$ 10165	10799
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$ 56173	56003
27. LAND	\$ 312591	316993
28. BUILDINGS-FENCES-ETC.	\$ 48730	54145
29. TOTAL FARM CAPITAL	\$ 510051	528676
30. INCREASE OR DECREASE IN		11814
TOTAL FARM CAPITAL	&	

*TABLE 1 ON THIS PAGE LISTS THE CATEGORIES OF FARM CAPITAL FOR THE AVERAGES OF 468 FARMS. PAGE 4 LISTS THE SAME INFORMATION FOR THE 94 MOST PROFITABLE AND 94 LEAST PROFITABLE FARM BUSINESSES. TABLE 1 INCLUDES THE LANDLORD'S SHARE OF THE INVESTMENT FOR RENTED FARMS.

OTHER MEASURES OF FARM SIZE LISTED IN LINES 1 THROUGH 8 ARE HELPFUL IN DESCRIBING THE FARMS INCLUDED IN THIS REPORT.

SIZE AS MEASURED BY ACRES FOR INDIVIDUAL FARMS VARIED FROM 80 TO OVER 1800 ACRES; HOWEVER, THE VAST MAJORITY OF THE FARMS FELL IN THE RANGE OF 160 TO 640 ACRES.

TABLE 1 - SUMMARY OF FARM INVENTORIES*-1982

ITEMS	94 HIGH PROFIT		94 LOW PROFIT	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
1. SIZE OF FARM -TOTAL ACRES		577.6		505.3
2. -TILLAGE ACRES		526.0		449.4
3. WORK UNITS - CROPS		301.86		211.79
4. - LIVESTOCK		625.96		143.83
5. - OTHER		27.85		24.19
6. TOTAL SIZE OF BUSINESS IN WORK UNITS		955.67		379.81
7. NUMBER OF WORKERS		1.96		1.48
8. FARM CAPITAL INVESTMENT PER WORKER	\$	383864		507257
9. PRODUCTIVE LIVESTOCK				
10. DAIRY COWS	\$	22248	1	9949
11. OTHER DAIRY CATTLE	\$	16003		5280
12. BEEF BREEDING CATTLE	\$	1484		4968
13. BEEF FEEDER CATTLE	\$	1633		8475
14. HOGS	\$	21467		7369
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$	85		149
16. POULTRY - ALL TYPES	\$			
17. OTHER LIVESTOCK	\$	165		64
18. TOTAL PRODUCTIVE LIVESTOCK	\$	67583		36253
19. CROP, SEED & FEED	\$	61548		78287
20. POWER, MACHINERY & EQUIPMENT				
21. AUTO & TRUCK (FARM SHARE)	\$	5693		5344
22. POWER & MACHINERY	\$	52106		51056
23. IRRIGATION EQUIPMENT	\$	3073		2764
24. CUSTOM WORK EQUIPMENT	\$			
25. LIVESTOCK EQUIPMENT	\$	14869		5423
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$	75741		74192
27. LAND	\$	352774		354909
28. BUILDINGS-FENCES-ETC.	\$	71073		71295
29. TOTAL FARM CAPITAL	\$	628719		663346
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$			31463
				-7826

MACHINERY, EQUIPMENT, AND BUILDING VALUES REFLECT COST LESS DEPRECIATION. LAND IS VALUED AT A CONSERVATIVE MARKET

MARKET LIVESTOCK, CROPS FOR SALE OR FEED ARE VALUED AT MARKET PRICE AT TIME OF INVENTORY WAS TAKEN. PURCHASED AND RAISED BREEDING LIVESTOCK IS VALUED AT TIME PUT INTO USEFUL PRODUCTION AND CARRY SAME VALUE FOR THEIR USEFUL LIFE.

WORK UNITS PROVIDE A MEASURE OF WORK LOAD AND SIZE OF THE FARM BUSINESS. SOME CLUE TO THE FARM ORGANIZATION IS INDICATED BY THE DISTRIBUTION OF WORK BETWEEN CROPS AND LIVESTOCK.

THE NUMBER OF WORKERS LISTED ON LINE 7 INCLUDES THE OPERATOR(S) HIRED LABOR, AND UNPAID FAMILY LABOR AS WELL AS THE LABOR PORTION OF CUSTOM WORK HIRED.

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

	AVERAGE 468 FARMS	HIGH 94 farms	LOW 94 farms
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. DAIRY COWS	\$ 2929	3421	1483
3. DAIRY PRODUCTS	\$ 37629	50080	18761
4. OTHER DAIRY CATTLE	\$ 3000	5150	1152
5. BEEF BREEDING CATTLE	\$ 359	290	879
6. BEEF FEEDER CATTLE	\$ 11608	19117	14744
7. HOGS COMPLETE & MIXED	\$ 14381	33390	10863
8. HOGS FINISHING	\$ 11068	28256	9419
9. HOGS PRODUCING WEANING PIGS	\$ 2405	6030	1092
10. SHEEP, GOATS & WOOL, FARM FLOCK	\$ 77	37	86
11. SHEEP & WOOL, FEEDER LAMBS	\$ 1		1
12. CHICKENS (INCLUDING HENS & BROILERS)	\$ 4		18
13. TURKEYS	\$		
14. EGGS	\$ 7		
15. OTHER PRODUCTIVE LIVESTOCK	\$ 5	16	
16. OTHER MISCELLANEOUS LIVESTOCK INCOME	\$ 38	57	
17. TOTAL SALES OF PRODCTIVE LIVESTOCK	\$ 83512	145844	58498
18. SALE OF CROPS			
19. WHEAT	\$ 6445	9041	9955
19A. DURUM	\$		
20. OTHER SMALL GRAINS	\$ 3084	6142	2461
21. CORN	\$ 17713	20155	30510
22. SOYBEANS	\$ 17858	25821	22976
22A. SUNFLOWERS	\$ 275	179	964
23. OTHER ROW CROPS	\$ 3800	12745	2286
24. LEGUMES & OTHER FORAGE	\$ 700	1876	202
25. GRASS SEED	\$		
26. FRUIT & NUTS	\$		
27. VEGETABLE ROADSIDE MARKET & SPECIALTY	\$ 1	4	
28. NURSERY, TIMBER & OTHER	\$ 71	44	306
29. SET ASIDE ACRES-GOVERMENT PAYMENTS	\$ 984	2146	272
30. TOTAL SALES FROM CROPS	\$ 50931	78154	69933
31. CAP. ASSETS SOLD (AUTO/TRK/MACH.)	\$ 855	2306	996
31A. CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)	\$ 123	171	377
31B. CAP. ASSETS SOLD (LAND)	\$ 6640	3615	3919
32. GAS TAX REFUND	\$ 56	25	35
33. INCOME FROM WORK OFF THE FARM	\$ 1449	1801	1344
34. CUSTOM WORK ENTERPRISE INCOME	\$ 32		33
35. PATRONAGE REFUNDS	\$ 767	793	807
36. MISCELLANEOUS FARM INCOME	\$ 2469	3235	3225
37. TOTAL FARM SALES	\$ 146833	235945	139167
38. INCREASE IN FARM CAPITAL	\$ 11814	31465	
39. FAMILY LIVING FROM THE FARM	\$ 712	975	489
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 159359	268389	139656

*OPERATORS LABOR AND MANAGEMENT EARNINGS, PAGE 6, LINE 46, REPRESENT THE RETURN TO THE OPERATOR AFTER ALL EXPENSES ARE DEDUCTED. THE CALCULATION IS DETERMINED BY SUBTRACTING TABLE 2B LINE 46 FROM LINE 40 TABLE 2A.

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

ITEMS	AVERAGE 468 FARM	HIGH 94 FARMS	LOW 94 FARMS
1. PURCHASE OF LIVESTOCK			
2. DAIRY COWS	\$ 716	315	374
3. OTHER DAIRY CATTLE	\$ 576	539	357
4. BEEF BREEDING CATTLE	\$ 35	19	40
5. BEEF FEEDER CATTLE	\$ 5436	10034	4494
6. HOGS COMPLETE & MIXED	\$ 1529	3097	2408
7. HOGS FINISHING	\$ 3365	6840	3921
8. HOGS PRODUCING WEANING PIGS	\$ 214	507	195
9. SHEEP & GOATS	\$ 66	19	141
10. SHEEP, FEEDER LAMBS	\$ 24		
11. CHICKENS (INCLUDING HENS & BROILERS)	2		2
12. TURKEYS	\$		
13. OTHER PRODUCTIVE LIVESTOCK	\$ 8	32	
14. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 3937	6281	2640
15. FEED BOUGHT	\$ 16965	33185	13257
16. FERTILIZER	\$ 7203	10068	9052
17. CHEMICALS	\$ 4695	8224	5440
18. OTHER CROP EXPENSE	\$ 7726	10391	9906
19. IRRIGATION OPERATION EXPENSE	\$ 232	239	186
20. CUSTOM WORK ENT. COSTS, INCL. LABOR	\$ 2		11
21. CUSTOM WORK HIRED	\$ 3139	5063	2923
22. REPAIR & UPKEEP OF LIVESTOCK EUIP.	\$ 1184	1621	926
23. REPAIR & UPKEEP OF FARM REAL ESTATE	\$ 1049	1183	1093
24. GAS, OIL & GREASE (FARM SHARE)	\$ 6059	8458	6810
25. REPAIR OF MACH, TRACTOR, TRUCK & AUTO	\$ 5422	7427	6516
26. REPAIR & UPKEEP OF IRRIGATION EQUIP.	\$ 12	14	10
27. REPAIRS - CUSTOM WORK ENTERPRISE	\$ 7		
28. WAGES OF HIRED LABOR	\$ 4211	7321	4269
29. PERSONAL PROPERTY & REAL ESTATE TAXES	\$ 2536	3595	3178
30. GENERAL FARM EXPENSE	\$ 2219	2814	2337
31. TELEPHONE EXPENSE (FARM SHARE)	\$ 328	371	420
32. ELECTRICITY EXPENSE (FARM SHARE)	\$ 2020	2943	1715
33. TOTAL CASH OPERATING EXPENSE	\$ 80916	130600	82619
34. POWER & MACH. BOUGHT (FARM SHARE)	\$ 9805	13594	12315
35. IRRIGATION EQUIPMENT BOUGHT	\$ 179	100	79
36. CUSTOM WORK EQUIPMENT BOUGHT	\$		
37. LIVESTOCK EQUIPMENT BOUGHT	\$ 2499	2764	3090
38. NEW REAL ESTATE - BLDGS/IMPROVEMENTS	\$ 6868	7447	6022
38A. NEW REAL ESTATE - LAND	\$ 7452	5751	3877
39. TOTAL FARM PURCHASES (33)THRU(38A)	\$ 107719	160255	108002
40. DECREASE IN FARM CAPITAL	\$		7826
41. INTEREST ON FARM CAPITAL (7% OPPORT CHG)	\$ 36108	45112	48488
42. UNPAID FAMILY LABOR	\$ 837	356	328
43. LABOR CHARGE PARTNER & OTHER PARTNERS	\$ 1528	2945	2660
44. BOARD FURNISHED HIRED LABOR	\$ 106	165	60
45. TOTAL FARM EXPENSE (39) THRU (44)	\$ 146299	208833	167364
46. RETURN TO OPER. LABOR & MGMT-SINGLE OPERT. (W.F.) (2A/40)-(45)	13061	59552	-27708
47. NUMBER OF OPERTORS	1	1	1
48. FULL TIME OPERTOR EQUIVALENTS	1.13	1.30	1.15
49. RETURN TO OPERATOR LABOR & MGT/FULL TIME	12508	51617	-22192

TABLE 3 - ENTERPRISE STATEMENT FOR WHOLE FARM - 1982

ITEMS	AVERAGE 468 FARMS	HIGH 94 FARMS	LOW 94 FARMS
1. RETURNS & NET INCREASES			
2. PRODUCTIVE LIVESTOCK			
3. DAIRY COWS	\$ 35662	47599	17002
4. OTHER DAIRY CATTLE	\$ 8821	14323	3077
5. BEEF BREEDING CATTLE	\$ 580	613	1232
6. FEEDER CATTLE	\$ 5582	9623	6187
7. HOGS, COMPLETE & MIXED	\$ 14605	34593	10378
8. HOG FINISHING ENTERPRISE	\$ 6959	18936	4296
9. PRODUCING WEANING PIGS	\$ 4307	13901	1560
10. SHEEP & GOATS	\$ 71	54	126
11. SHEEP, FEEDER LAMBS	\$ 3		
12. CHICKENS (INCLUDING HENS & BROILERS)	\$ 11		18
13. TURKEYS	\$		
14. OTHER PRODUCTIVE LIVESTOCK	\$ 7	16	
15. TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 76609	139658	43877
16. VALUE OF FEED FED TO LIVESTOCK (MINUS)	\$ 37018	65441	24437
17. RETURN OVER FEED FROM LIVESTOCK	\$ 39591	74218	19440
18. CROP, SEED & FEED	\$ 55750	97883	50863
19. PATRONAGE REFUNDS	\$ 767	793	807
20. MISCELLANEOUS FARM INCOME	\$ 2469	3235	3225
21. CUSTOM WORK ENTERPRISE	\$ 22		22
22. TOTAL RETURNS & NET INCREASES	\$ 98598	176129	74357
23. EXPENSES & NET DECREASES	\$		
24. TRUCK & AUTO (FARM SHARE)	\$ 4278	5859	4752
25. TRACTORS & CROP MACHINERY	\$ 18303	25018	22217
26. IRRIGATION EQUIPMENT	\$ 369	422	375
27. ELECTRICITY	\$ 2020	2943	1715
28. LIVESTOCK EQUIPMENT	\$ 3290	4785	2289
29. BUILDINGS, FENCES & TILING	\$ 5733	8236	6016
30. BARE LAND	\$ 115		584
31. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 3937	6281	2640
32. LABOR	\$ 4776	8194	4393
33. LABOR CHARGE FOR OTHER OPERATOR(S)	\$ 1528	2945	2660
34. PROPERTY TAX	\$ 2536	3595	3178
35. GENERAL FARM EXPENSE & TELEPHONE	\$ 2547	3185	2757
36. INTEREST ON FARM CAPITAL (7% OPORT. CHG)	\$ 36108	45112	48488
37. TOTAL EXPENSES & NET DECREASES	\$ 85538	116577	102065
38. RETURN TO OPERATOR & MGT. (SINGLE OPR)	\$ 13061	59552	-27708
39. NUMBER OF FARM OPERATORS	1	1	1
40. FULL TIME OPERATORS EQUIVALENTS	1.13	1.30	1.15
41. RTRN TO OPR LABOR & MGT/FULL TIME OPR.	\$ 12508	51617	-22192

TABLE 3 COMBINES TABLE 1, 2A & 3. CASH RECEIPTS AND EXPENSES ARE ADJ CHANGES IN INVENTORY FOR EACH ENTERPRISE AND FOR EACH CATEGORY OF EXPENS ORDER TO SHOW NET INCREASES AND NET DECREASES. THE RESULTING RETURN TO LABOR AND MANAGEMENT IS THE SAME AS THOSE ON PAGE 6, LINE 46.

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1982

ITEMS	254 FARM PER ADULT AVERAGE EQUIVALENT	
1. NUMBER OF PERSONS - FAMILY	4	
2. NUMBER OF ADULT EQUIVALENT - OPERATOR'S SHARE	3.2	
3. CHURCH & WELFARE	\$	638 199.38
4. MEDICAL CARE & HEALTH INSURANCE		2231 697.19
5. FOOD & MEALS BOUGHT		3756 1173.75
6. OPERATING EXPENSE & SUPPLIES		1383 432.19
7. FURNISHINGS & EQUIPMENT		1135 354.69
8. CLOTHING & CLOTHING MATERIALS		1140 356.25
9. PERSONAL CARE & SPENDING		731 228.44
10. EDUCATION		245 76.56
11. RECREATION		875 273.44
12. GIFTS & SPECIAL EVENTS		747 233.44
13. PERSONAL SHARE TRUCK & AUTO EXPENSE		898 280.63
14. OPERATOR SHARE UPKEEP ON DWELLING		218 68.13
14A. CASH RENT (PERSONAL)		6 1.88
15. PERSONAL SHARE TELEPHONE & ELECTRICITY EXP		662 206.88
15A. PERSONAL SHARE - GENERAL FARM EXPENSE		50 15.63
16. TOTAL CASH LIVING EXPENSE	\$	14717 4599.06
17. PERSONAL SHARE NEW TRUCK & AUTO		415 129.69
18. NEW DWELLING BOUGHT		1176 367.50
19. TAXES & OTHER DEDUCTIONS		1321 412.81
20. LIFE INSURANCE, OTHER SAVINGS & INVESTMENTS		2575 804.69
21. TOTAL HOUSEHOLD & PERSONAL (16) THRU (20)	\$	20205 6314.06
22. TOTAL FAMILY LIVING FROM THE FARM (33)		685 214.06
23. TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$	20889 6527.81
FAMILY LIVING FROM THE FARM		
25.	QUANTITY	OPER. SHARE
26. MILK & CREAM (QUARTS)	616	182
27. BEEF (POUNDS)	607	364
28. PORK (POUNDS)	277	135
29. LAMB & MUTTON (POUNDS)	2	1
30. POULTRY, ALL FOWL (POUNDS)	2	1
31. EGGS (DOZEN)	1	
32. VEGETABLES, FRUITS & OTHER PRODUCE		2
33. TOTAL FAMILY LIVING FROM THE FARM		685

HOUSEHOLD AND PERSONAL ACCOUNTS ARE IMPORTANT IF THE FAMILY IS TO MANAGE ITS FINANCIAL AFFAIRS WISELY. THE HOUSEHOLD AND PERSONAL EXPENSES AND RECEIPTS ARE PRESENTED IN TABLE 4. TABLE 4 REPRESENTS ONLY THOSE FAMILIES WHO KEPT COMPLETE HOUSEHOLD RECORDS. FARMS INCLUDED IN OTHER TABLES MAY NOT BE INCLUDED IN TABLE 4 AVERAGES.

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1982
FOR THOSE OPERATORS WITH A COMPLETE RECORD OF ASSETS & LIABILITIES

ITEMS	AVERAGE 468 FARMS	
	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 41080	44901
2. CROP, SEED & FEED	44749	49484
3. TOTAL POWER, MACHINERY & EQUIPMENT	53850	53736
4. LAND (ACRES OWNED 220.1) (TILLABLE 175.4)	140923	147673
5. BUILDINGS, FENCES, ETC.	44153	46356
6. TOTAL FARM CAPITAL	\$ 324755	342149
7. NON-FARM ASSETS	19108	21380
7A. CASH ON HAND & IN BANK	4133	4195
7B. NON FARM REAL ESTATE	812	1013
8. DWELLING	19362	21574
9. TOTAL ASSETS	\$ 368169	390312
10. REAL ESTATE MORTGAGES	108957	115592
11. CHATTEL MORTGAGES	49761	57303
12. NOTES	24938	28949
13. ACCOUNTS PAYABLE	6957	6331
14. TOTAL LIABILITIES	\$ 190614	208174
15. FARMERS NET WORTH	\$ 177556	182138
16. GAIN (OR LOSS) IN NET WORTH		4582
* * * * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 13410	
19. RETURN TO CAPITAL & FAMILY LABOR (6B/48)	\$ 18018	
20. NON-FARM INCOME		
21. OUTSIDE INVESTMENT INCOME	1625	
22. OTHER PERSONAL INCOME & INCOME TAX REFUND	3448	
22A. SALE OF (P.S.) DWELLING, AUTO & TRUCK	177	
23. TOTAL NON-FARM INCOME	\$ 5250	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 23201	
25. TOTAL MONEY BORROWED	81939	
26. TOTAL PAID ON DEBT (PRINCIPAL)	64303	
27. TOTAL HOUSEHOLD&PERS CASH/NON-CASH (4/23)	17133	
28. RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S)	.915	
	JAN. 1	DEC. 31
29. RATIO: TOTAL-ASSETS TO LIABILITIES	1.931	1.875
30. RATIO: NON-REAL ESTATE-ASSETS TO LIABILITIES	1.995	1.876
31. RATIO: REAL ESTATE-ASSETS TO LIABILITIES	1.884	1.874
32. RATIO: NET WORTH TO TOTAL LIABILITIES	.931	.875
33.*RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.808
34. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.319
35. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.457
*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS		

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1982
FOR THOSE OPERATORS WITH A COMPLETE RECORD OF ASSETS & LIABILITIES

ITEMS	94 HIGH PROFIT FARMS		94 LOW PROFIT FARMS	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 57912	60081	35081	34458
2. CROP, SEED & FEED	58100	78492	55716	48098
3. TOTAL POWER, MACHINERY & EQUIPMENT	74789	73943	52638	54286
4. LAND (ACRES OWNED) (TILLABLE)	152196	165192	213342	219105
5. BUILDINGS, FENCES, ETC.	61737	62041	42623	44468
6. TOTAL FARM CAPITAL	\$ 404814	447749	399400	400415
7. NON-FARM ASSETS	29428	30948	17172	21009
7A. CASH ON HAND & IN BANK	6171	6569	3019	2608
7B. NON FARM REAL ESTATE	1236	1622	1250	1166
8. DWELLING	25434	27495	20379	25554
9. TOTAL ASSETS	\$ 467083	514384	441219	450752
10. REAL ESTATE MORTGAGES	153771	157631	123609	138753
11. CHATTEL MORTGAGES	75045	81827	48546	55268
12. NOTES	32216	34724	27447	36892
13. ACCOUNTS PAYABLE	11481	11330	6972	4345
14. TOTAL LIABILITIES	\$ 272512	285512	206654	235258
15. FARMERS NET WORTH	\$ 194571	228872	234566	215495
16. GAIN (OR LOSS) IN NET WORTH		34301		-19071
	* * * * *			
17. SUPPLEMENTARY MANAGEMENT INFORMATION				
18. RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 53443		-23392	
19. RETURN TO CAPITAL & FAMILY LABOR (6B/48)	\$ 55276		-13972	
20. NON-FARM INCOME				
21. OUTSIDE INVESTMENT INCOME	3090		1392	
22. OTHER PERSONAL INCOME & INCOME TAX REFUND	2978		4515	
22A. SALE OF (P.S.) DWELLING, AUTO & TRUCK	154		129	
23. TOTAL NON-FARM INCOME	\$ 6222		6036	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 61498		-7936	
25. TOTAL MONEY BORROWED	115966		89025	
26. TOTAL PAID ON DEBT (PRINCIPAL)	102215		60365	
27. TOTAL HOUSEHOLD&PERS CASH/NON-CASH (4/23)	20453		16431	
28. RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S.)	.788		1.185	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
29. RATIO: TOTAL-ASSETS TO LIABILITIES	1.714	1.802	2.135	1.916
30. RATIO: NON-REAL ESTATE-ASSETS TO LIABILITIES	1.907	2.018	1.972	1.663
31. RATIO: REAL ESTATE-ASSETS TO LIABILITIES	1.565	1.626	2.244	2.092
32. RATIO: NET WORTH TO TOTAL LIABILITIES	.714	.802	1.135	.916
33. *RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.780		.879
34. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.403		.250
35. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.594		.318
*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS				

THE NET WORTH STATEMENT PRESENTS A PICTURE OF THE FINANCIAL STRUCTURE OF THE OPERATOR'S SHARE OF THE FARM BUSINESS AT THE BEGINNING AND END OF THE YEAR. THE GAIN OR LOSS IN NET WORTH IS A DOLLAR MEASURE OF PROGRESS. THIS STATEMENT ACCURATELY KEPT, OVER A PERIOD OF YEARS IS ONE OF THE BEST MEASURES OF FINANCIAL PROGRESS.

THE SUPPLEMENTARY INFORMATION LISTED IN TABLE 5 IS HELPFUL IN STUDYING THE FINANCIAL STRUCTURE OF THE FARM. ALL FIGURES PRESENTED ARE BASED ON THE OPERATOR'S SHARE OF THE FARM BUSINESS.

*THE RATIO OF TOTAL FARM EXPENSE TO TOTAL FARM RECEIPTS (LINE) 28 IS A WAY OF EXPRESSING THE SO-CALLED MARGIN. IT ANSWERS THE QUESTION, "HOW MANY DOLLARS DOES IT COST ME TO TAKE IN \$100?"

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

		AVERAGE 468 FARMS	HIGH 94 FARMS	LOW 94 FARMS
1.	SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2.	DAIRY COWS	\$ 2759	3170	2023
3.	DAIRY PRODUCTS	\$ 36302	45803	23521
4.	OTHER DAIRY CATTLE	\$ 2876	4430	1493
5.	BEEF BREEDING CATTLE	\$ 341	113	904
6.	BEEF FEEDER CATTLE	\$ 10944	19656	5746
7.	HOGS COMPLETE & MIXED	\$ 12665	21122	9713
8.	HOGS FINISHING	\$ 10109	28580	7368
9.	HOGS PRODUCING WEANING PIGS	\$ 2295	5615	1179
10.	SHEEP, GOATS & WOOL, FARM FLOCK	\$ 77	12	126
11.	SHEEP & WOOL, FEEDER LAMBS	\$ 1		1
12.	CHICKENS (INCLUDING HENS & BROILERS)	\$ 4		
13.	TURKEYS	\$		
14.	EGGS	\$ 1		6
15.	OTHER PRODUCTIVE LIVESTOCK	\$ 5	16	
16.	OTHER MISCELLANEOUS LIVESTOCK INCOME	\$ 38	57	
17.	TOTAL SALES OF PRODCTIVE LIVESTOCK	\$ 78417	128573	52080
18.	SALE OF CROPS			
19.	WHEAT	\$ 5252	7199	7467
19A.	DURUM	\$		
20.	OTHER SMALL GRAINS	\$ 2647	5578	1897
21.	CORN	\$ 15207	17026	20947
22.	SOYBEANS	\$ 15816	19306	18276
22A.	SUNFLOWERS	\$ 241	237	796
23.	OTHER ROW CROPS	\$ 3759	12662	1989
24.	LEGUMES & OTHER FORAGE	\$ 220	265	240
25.	GRASS SEED	\$		
26.	FRUIT & NUTS	\$		
27.	VEGETABLE ROADSIDE MARKET & SPECIALTY	\$ 1	4	
28.	NURSERY, TIMBER & OTHER	\$ 71	40	306
29.	SET ASIDE ACRES-GOVERMENT PAYMENTS	\$ 984	3191	250
30.	TOTAL SALES FROM CROPS	\$ 44198	65510	52169
31.	CAP. ASSETS SOLD (AUTO/TRK/MACH.)	\$ 846	2258	440
31A.	CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)	\$ 95	171	270
31B.	CAP. ASSETS SOLD (LAND)	\$ 95		
32.	GAS TAX REFUND	\$ 56	173	33
33.	INCOME FROM WORK OFF THE FARM	\$ 1440	2327	1353
34.	CUSTOM WORK ENTERPRISE INCOME	\$ 32		33
35.	PATRONAGE REFUNDS	\$ 763	784	631
36.	MISCELLANEOUS FARM INCOME	\$ 2396	3509	2412
37.	TOTAL FARM SALES	\$ 128337	203304	109422
38.	INCREASE IN FARM CAPITAL	\$ 18417	45074	945
39.	FAMILY LIVING FROM THE FARM	\$ 676	861	470
40.	TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 147430	249239	110837
41.	ADJUSTED TOTAL FARM SALES (37)-(31)	\$ 127301	200876	108711
42.	TOTAL CASH FARM OPERATING EXPENSE	\$ 102332	155712	95388
43.	NET CASH OPERATING INCOME	\$ 24969	45164	13323

TABLE 6A IS DERIVED THE SAME WAY AS TABLE 2A WITH THE EXCEPTION THAT LANDLORD'S SHARE OF THE FARM BUSINESS IS NOT INCLUDED. FOR THE OWNER-OP TABLE 2A AND 6A ARE THE SAME.

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1982
FOR THOSE OPERATORS WITH A COMPLETE RECORD OF ASSETS & LIABILITIES

ITEMS	94 HIGH PROFIT FARMS		94 LOW PROFIT FARMS	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 57912	68081	35081	34458
2. CROP, SEED & FEED	58180	78492	55716	48098
3. TOTAL POWER, MACHINERY & EQUIPMENT	74789	73943	52638	54286
4. LAND (ACRES OWNED) (TILLABLE)	152196	165192	213342	219105
5. BUILDINGS, FENCES, ETC.	61737	62041	42623	44468
6. TOTAL FARM CAPITAL	\$ 404814	447749	399400	400415
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7A. CASH ON HAND & IN BANK	6171	6569	3019	2608
7B. NON FARM REAL ESTATE	1236	1622	1250	1166
8. DWELLING	25434	27495	20379	25554
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10. REAL ESTATE MORTGAGES	153771	157631	123689	138753
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12. NOTES	32216	34724	27447	36892
13. ACCOUNTS PAYABLE	11481	11330	6972	4345
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15. FARMERS NET WORTH	\$ 194571	228872	234566	215495
16. GAIN (OR LOSS) IN NET WORTH		34301		-19071
* * * * *				
17. SUPPLEMENTARY MANAGEMENT INFORMATION				
18. RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 53443		-23392	
19. RETURN TO CAPITAL & FAMILY LABOR (6B/48)	\$ 55276		-13972	
20. NON-FARM INCOME				
21. OUTSIDE INVESTMENT INCOME	3090		1392	
22. OTHER PERSONAL INCOME & INCOME TAX REFUND	2978		4515	
22A. SALE OF (P.S.) DWELLING, AUTO & TRUCK	154		129	
23. TOTAL NON-FARM INCOME	\$ 6222		6036	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 61498		-7936	
25. TOTAL MONEY BORROWED	115966		89025	
26. TOTAL PAID ON DEBT (PRINCIPAL)	102215		60365	
27. TOTAL HOUSEHOLD&PERS CASH/NON-CASH (4/23)	20453		16431	
28. RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S.)	.788		1.185	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
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35. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.594		.318
*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS				

THE NET WORTH STATEMENT PRESENTS A PICTURE OF THE FINANCIAL STRUCTURE OF THE OPERATOR'S SHARE OF THE FARM BUSINESS AT THE BEGINNING AND END OF THE YEAR. THE GAIN OR LOSS IN NET WORTH IS A DOLLAR MEASURE OF PROGRESS. THIS STATEMENT ACCURATELY KEPT, OVER A PERIOD OF YEARS IS ONE OF THE BEST MEASURES OF FINANCIAL PROGRESS.

THE SUPPLEMENTARY INFORMATION LISTED IN TABLE 5 IS HELPFUL IN STUDYING THE FINANCIAL STRUCTURE OF THE FARM. ALL FIGURES PRESENTED ARE BASED ON THE OPERATOR'S SHARE OF THE FARM BUSINESS.

*THE RATIO OF TOTAL FARM EXPENSE TO TOTAL FARM RECEIPTS (LINE) 28 IS A WAY OF EXPRESSING THE SO-CALLED MARGIN. IT ANSWERS THE QUESTION, "HOW MANY DOLLARS DOES IT COST ME TO TAKE IN \$100?"

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

		AVERAGE 468 FARMS	HIGH 94 FARMS	LOW 94 FARMS
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS				
2. DAIRY COWS	\$	2759	3170	2023
3. DAIRY PRODUCTS	\$	36302	45803	23521
4. OTHER DAIRY CATTLE	\$	2876	4430	1493
5. BEEF BREEDING CATTLE	\$	341	113	904
6. BEEF FEEDER CATTLE	\$	10944	19656	5746
7. HOGS COMPLETE & MIXED	\$	12665	21122	9713
8. HOGS FINISHING	\$	10109	28580	7368
9. HOGS PRODUCING WEANING PIGS	\$	2295	5615	1179
10. SHEEP, GOATS & WOOL, FARM FLOCK	\$	77	12	126
11. SHEEP & WOOL, FEEDER LAMBS	\$	1		1
12. CHICKENS (INCLUDING HENS & BROILERS)	\$	4		
13. TURKEYS	\$			
14. EGGS	\$	1		6
15. OTHER PRODUCTIVE LIVESTOCK	\$	5	16	
16. OTHER MISCELLANEOUS LIVESTOCK INCOME	\$	38	57	
17. TOTAL SALES OF PRODDCTIVE LIVESTOCK	\$	78417	128573	52080
18. SALE OF CROPS				
19. WHEAT	\$	5252	7199	7467
19A. DURUM	\$			
20. OTHER SMALL GRAINS	\$	2647	5578	1897
21. CORN	\$	15207	17026	20947
22. SOYBEANS	\$	15816	19306	18276
22A. SUNFLOWERS	\$	241	237	796
23. OTHER ROW CROPS	\$	3759	12662	1989
24. LEGUMES & OTHER FORAGE	\$	220	265	240
25. GRASS SEED	\$			
26. FRUIT & NUTS	\$			
27. VEGETABLE ROADSIDE MARKET & SPECIALTY	\$	1	4	
28. NURSERY, TIMBER & OTHER	\$	71	40	306
29. SET ASIDE ACRES-GOVERMENT PAYMENTS	\$	984	3191	250
30. TOTAL SALES FROM CROPS	\$	44198	65510	52169
31. CAP. ASSETS SOLD (AUTO/TRK/MACH.)	\$	846	2258	440
31A. CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)	\$	95	171	270
31B. CAP. ASSETS SOLD (LAND)	\$	95		
32. GAS TAX REFUND	\$	56	173	33
33. INCOME FROM WORK OFF THE FARM	\$	1440	2327	1353
34. CUSTOM WORK ENERPRISE INCOME	\$	32		33
35. PATRONAGE REFUNDS	\$	763	784	631
36. MISCELLANEOUS FARM INCOME	\$	2396	3509	2412
37. TOTAL FARM SALES	\$	128337	203304	109422
38. INCREASE IN FARM CAPITAL	\$	18417	45074	945
39. FAMILY LIVING FROM THE FARM	\$	676	861	470
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$	147430	249239	110837
41. ADJUSTED TOTAL FARM SALES (37)-(31)	\$	127301	200876	108711
42. TOTAL CASH FARM OPERATING EXPENSE	\$	102332	155712	95388
43. NET CASH OPERATING INCOME	\$	24969	45164	13323

TABLE 6A IS DERIVED THE SAME WAY AS TABLE 2A WITH THE EXCEPTION THAT LANDLORD'S SHARE OF THE FARM BUSINESS IS NOT INCLUDED. FOR THE OWNER-OP TABLE 2A AND 6A ARE THE SAME.

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

ITEMS	AVERAGE 468 FARMS	HIGH 94 FARMS	LOW 94 FARMS
1. PURCHASE OF LIVESTOCK			
2. DAIRY COWS	\$ 710	832	428
3. OTHER DAIRY CATTLE	\$ 560	652	262
4. BEEF BREEDING CATTLE	\$ 34	1	54
5. BEEF FEEDER CATTLE	\$ 5144	10479	1820
6. HOGS COMPLETE & MIXED	\$ 1336	1224	2231
7. HOGS FINISHING	\$ 3036	5876	2985
8. HOGS PRODUCING WEANING PIGS	\$ 205	274	122
9. SHEEP & GOATS	\$ 66		8
10. SHEEP, FEEDER LAMBS	\$ 24		
11. CHICKENS (INCLUDING HENS & BROILERS)			
12. TURKEYS	\$		
13. OTHER PRODUCTIVE LIVESTOCK	\$ 8	32	
14. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 3767	5505	2748
15. FEED BOUGHT	\$ 15955	29001	11798
16. FERTILIZER	\$ 6628	9719	7278
17. CHEMICALS	\$ 4282	6832	4092
18. OTHER CROP EXPENSE	\$ 7215	9059	8381
19. IRRIGATION OPERATION EXPENSE	\$ 228	380	260
20. CUSTOM WORK ENT. COSTS, INCL. LABOR	\$ 2		11
21. CUSTOM WORK HIRED	\$ 3073	4550	2614
22. REPAIR & UPKEEP OF LIVESTOCK EQUIP.	\$ 1151	1501	897
23. REPAIR & UPKEEP OF FARM REAL ESTATE	\$ 1042	1280	1153
24. GAS, OIL & GREASE (FARM SHARE)	\$ 5899	8176	5877
25. REPAIR OF MACH, TRACTOR, TRUCK & AUTO	\$ 5278	7420	5741
26. REPAIR & UPKEEP OF IRRIGATION EQUIP.	\$ 12	20	13
27. REPAIRS - CUSTOM WORK ENTERPRISE	\$ 7		
28. WAGES OF HIRED LABOR	\$ 4010	5976	4134
29. PERSONAL PROPERTY & REAL ESTATE TAXES	\$ 1686	2339	2147
30. CASH RENT	\$ 7186	10198	6884
31. GENERAL FARM EXPENSE	\$ 2173	3362	2239
32. TELEPHONE EXPENSE (FARM SHARE)	\$ 319	371	395
33. ELECTRICITY EXPENSE (FARM SHARE)	\$ 1944	2729	1714
34. INTEREST ACTUALLY PAID	\$ 19351	27922	19105
35. TOTAL CASH OPERATING EXPENSE	\$ 102332	155712	95388
36. POWER & MACH. BOUGHT (FARM SHARE)	\$ 9502	13020	11324
37. IRRIGATION EQUIPMENT BOUGHT	\$ 179	262	153
38. CUSTOM WORK EQUIPMENT BOUGHT	\$	2797	
39. LIVESTOCK EQUIPMENT BOUGHT	\$ 2483	7746	3322
40. NEW REAL ESTATE - BLDGS/IMPROVEMENTS	\$ 6851	13980	6940
40A. NEW REAL ESTATE - LAND	\$ 7370	193517	7463
41. TOTAL FARM PURCHASES (33) THRU (38A)	\$ 128717		124590
42. DECREASE IN FARM CAPITAL	\$		
43. INTEREST ON FARM CAPITAL (7% OPPORT CHG)	\$ 4614	1917	8888
44. UNPAID FAMILY LABOR	\$ 591	272	682
45. BOARD FURNISHED HIRED LABOR	\$ 98	90	69
46. TOTAL FARM EXPENSE (41) THRU (45)	\$ 134020	195796	134229
47. RETURN TO OPER. LABOR & MGMT-SINGLE OPERT.	13410	53443	-23392
(6A/40) - (46)	\$ 18018	55276	-13972
48. RETURN TO CAPITAL & FAMILY LABOR			
(47)+(44)+(43)	\$		

RETURN TO CAPITAL AND FAMILY LABOR, LINE 48 OF THIS PAGE REPRESENTS THE AMOUNT AVAILABLE FOR DEBT SERVICE, LIVING EXPENSES AND SAVINGS.

EXPLANATION FOR WORK UNITS

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

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

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

ANIMAL UNITS

One animal unit represents; one dairy cow or bull, two other dairy cattle, 1¼ beef cows or bulls, 1 feeder steer or heifer, 3 1/3 other beef cattle, 7 sheep, 14 lambs, 2½ hogs, 5 pigs, 50 hens, or 1,100 lbs. of turkeys produced.

AVERAGE PRICES USED FOR HOME GROWN FEEDS- 1982

Grain:

Corn	\$ 2.10 Per Bushel
Oats	\$ 1.60 Per Bushel

Hay:

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

Other Roughages:

Corn Silage	\$ 16.00 Per Ton
Legume Silage	\$ 20.00 Per Ton

Pasture Charge:

Cows	\$ 10.00 Per Head Per Mo.
Young Cattle	\$ 4.00 Per Head Per Mo.
Sheep	\$ 1.50 Per Head Per Mo.
Hogs	\$.50 Per Cwt. Per Mo.

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

1. Labor Earnings - A measure of the relative financial return for the operator's labor, taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found also in Table 2 and Table 3.
2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as percentage of the average; the average being 100%.
3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on the soil, TDN yield, labor required, etc. Rating can be found on Table 3.
4. Gross Return Per Acre - An additional measure of crop selection based on total production times an average price for the crops.
5. Return per \$100 Feed Fed to Productive Livestock - Measure the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.
6. Livestock Units per 100 Acres - A measure of livestock density or population. Unit values are assigned to the various classes of livestock.
7. Size of Business - Work Units - A measure of the total work load. A Work Unit represents the average accomplishment of a worker in a one-hour day. Work units values are assigned to each class of livestock each crop, and to other tasks utilizing farm labor.
8. Work Units per Worker - Measures labor efficiency. It is the total work units divided by the number of workers including the operator, hired labor and family labor.
9. Power, Machinery, Equipment and Building Expense Per Work Unit - A measure of expense control. It is the total cost of items 24 through 28 in Table 3 divided by the number of Work Units.
10. Farm Capital Investment Per Worker - Indicates size of business. Useful in comparing a farm business to other industries or businesses.

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

A1

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

ITEMS	AVERAGE 468 FARMS	HIGH 94 FARMS	LOW 94 FARMS
1. RETURN TO OPERATORS LABOR & MANAGEMENT \$	13410	53443	-23392
2. CROP YIELD INDEX	100.0	97.8	97.5
3. % TILLABLE LAND IN HIGH RETURN CROPS	87.0	88.9	87.9
4. GROSS RETURN PER TILLABLE ACRE \$	214.28	242.86	202.96
5. RETURN PER \$100 FEED FED PROD. LVSTK INDEX	100.0	102.8	89.9
6. *LIVESTOCK UNITS PER 100 ACRES	21.81	28.09	13.77
7. SIZE OF BUSINESS - WORK UNITS	511.40	955.67	379.81
8. WORK UNITS PER WORKER	329.94	487.59	256.63
9. POWER, MACH, EQUIP, BLDG EXPENSE/WORK UNIT \$	66.48	49.46	98.42
10. FARM CAPITAL INVESTMENT PER WORKER \$	332797	328802	468035
11. INDEX OF RETURN PER \$100 FEED FED			
12. 6100A BEEF BREEDING HERD	100.0	165.7	82.8
13. 6140A BEEF FEEDERS FEEDLOT	100.0	32.2	112.6
14. 6250A CHICKENS FARM LAYING FLOCK	100.0		
15. 6290A DAIRY COWS	100.0	101.8	94.5
16. 6310A OTHER DAIRY REPLACEMENTS	100.0	114.5	70.6
17. 6470A HOGS, FARROW TO FINISH	100.0	105.9	93.4
18. 6490A HOGS, FINISHING	100.0	99.6	85.8
19. 6510A HOGS, WEANING PIG PRODUCTION	100.0	106.7	76.7
20. 6530A HOGS, MIXED SYSTEMS	100.0	94.1	84.4
21. 6670A SHEEP, FARM FLOCK	100.1	63.5	129.5
30. NUMBER OF ANIMAL UNITS	82.42	149.69	62.35
31. WORK UNITS			
32. CROPS	190.62	301.86	211.79
33. PRODUCTIVE LIVESTOCK	297.11	625.96	143.83
34. OTHER PRODUCTIVE LIVESTOCK	23.66	27.85	24.19
35. EXPENSES PER WORK UNIT			
36. TRACTOR & CROP MACHINERY EXPENSES \$	36.52	26.62	59.51
37. FARM SHARE OF AUTO & TRUCK \$	8.37	6.13	12.52
38. FARM SHARE OF ELECTRIC EXPENSE \$	3.95	3.08	4.52
39. LIVESTOCK EQUIPMENT EXPENSE \$	6.43	5.01	6.03
40. BUILDING, FENCE & TILING EXPENSE \$	11.21	8.62	15.85
40A. OTHER EXP./WORK UNITS (INC. CUSTOM ENT) \$			
40B. GENRL FRM TELE/OTHR UTIL. EXCEPT ELEC \$	4.98	3.33	7.26
40C. HIRED LABOR \$	8.23	7.66	11.24
41. ** TRACTOR & CROP MACH. EXP. PER CROP ACRE \$	49.08	47.53	49.28
42. FARM POWER & MACH. COST ALLOC. TO CROPS \$	3040.81	4260.87	2020.79
43. BLDG., FENCE & TILING COST ALLOCATED TO CROPS BCAF (5) \$	2552.70	3708.38	3598.00
44. *ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE			
45. **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY			

THERMOMETER CHART

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

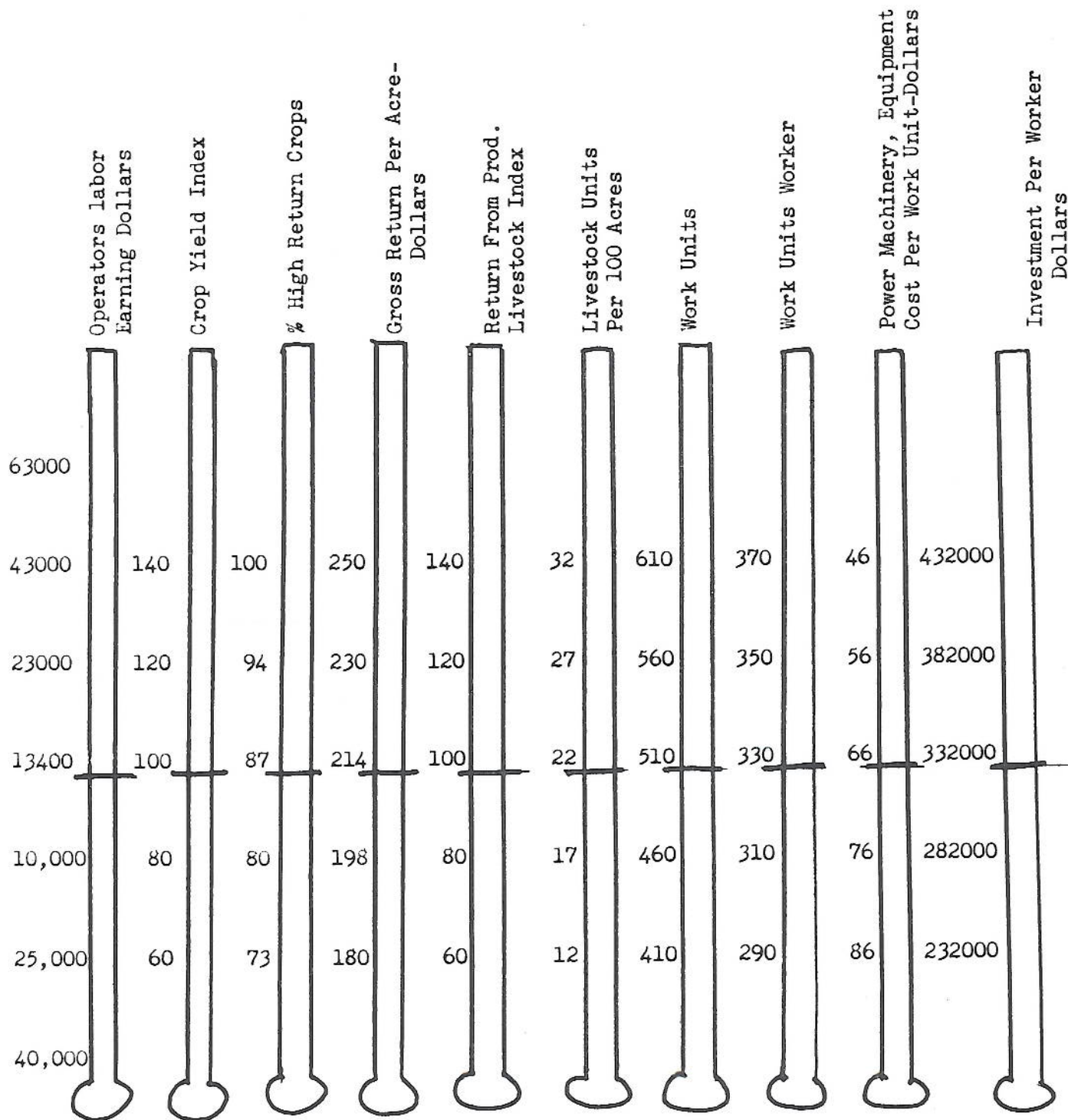


TABLE 9-CROP PRODUCTION - ACRES & YIELD - 1982

ITEM	468 FARMS	94 HIGH	94 LOW
	AVERAGE ACRES	EARNINGS ACRES	EARNINGS ACRES
A. TOTAL SMALL GRAIN & CAN. PEAS	62.3	78.0	84.6
B. TOTAL ROW CROPS	254.6	379.8	323.7
C. TOTAL LEGUMES, INC. SEED	28.0	35.6	20.5
D. TOTAL OTHER HAY	1.8	2.1	.4
E. TOTAL SILAGE & FODDER	21.9	27.0	12.6
F. TOTAL TILLABLE PASTURE	.5	1.6	.7
I. TOTAL COMMERICAL VEG.			
J. TOTAL ROADSIDE MAR/SPEC CROPS		.1	
K. TOTAL FALLOW & IDLE LAND	2.5	1.9	7.0
L. TOTAL TILLABLE LAND	371.6	526.1	449.5
M. TOTAL NON TILLABLE HAY/PAST.	6.3	6.9	3.3
9985 WILD HAY NOT HARVESTED(NON TILL)		.9	2.4
9986 PASTURE NOT HARVESTED	2.7	12.2	20.8
9987 TIMBER NOT HARVESTED	15.0	2.0	.8
9988 ROAD & WASTE	14.7	17.1	18.3
9989 FARMSTEAD	9.2	12.5	10.3
O TOTAL LAND NOT HARVESTED	43.7	44.7	52.6
P TOTAL NOT TILLABLE LAND	50.0	51.6	55.9
Q TOTAL LAND IN FARM OR RANCH	421.6	577.7	505.4
9992 SUPPLEMENTARY MANAGEMENT INFORMATION			
9993 PERCENT LAND TILLABLE	88.1	91.1	88.9
9994 PERCENT LAND IN HIGH RETURN CR	87.0	88.9	87.9
9995 *FERTILIZER COST PER ACRE	21.02	20.59	21.50
9996 *CROP CHEMICALS PER ACRE	12.60	15.23	12.12
9997 *SEED & OTHER COSTS PER AC.	20.46	20.70	21.46
9998 *GAS, OIL, & GR. BOUGHT PER AC.	13.50	13.65	12.41
9999 *REPAIR & MAINT COST/ACRE	14.71	14.21	14.75
9999 *TILLABLE LAND (-) TILLABLE PASTURE, FALLOW & IDLE			

* NUMBER OF FARMS NOT INDICATED ON CROP DATA MEANS 10 OR LESS FARMS WERE INCLUDED IN THIS CROP DATA ANALYSIS.

Table 10 - CROP ANALYSIS

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

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

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

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

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

A Ranked Crops

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

B Ranked Crops

Flax
Wheat
Corn Silage
Legume Silage

C Ranked Crops

Barley
Rye
Sorghum
Sudax
Sorghum Silage
Millet
Oat Silage

D Ranked Crops

Oats
Meadow Hay
(Tillable)
Summer Fallow

TABLE 10 - CROP DATA FOR- FLAX

AVERAGE

1. ACRES		
2. YIELD	PER ACRE	18.0
3. VALUE PER UNIT	\$	6.38
4. CROP PRODUCT RETURN	\$	115.13
5. OTHER CROP INCOME**	\$	3.75
6. TOTAL CROP RETURN	\$	118.88
7. DIRECT COSTS	\$	
8. FERTILIZER	\$	6.88
9. CHEMICALS	\$	4.58
10. SEED	\$	10.96
10A. CROP DRYING	\$	
10B. OTHER EXPENSE	\$	3.21
11. SPECIAL HIRED LABOR	\$	
12. CUSTOM WORK HIRED	\$	1.21
13. IRRIGATION OPERATION	\$	
14. TOTAL DIRECT COSTS	\$	26.84
15. RETURN OVER DIRECT COSTS	\$	92.04
16. ALLOCATED COSTS	\$	
17. FARM POWER & MACHINERY - OWNERSHIP	\$	9.14
18. FARM POWER & MACHINERY - OPERATION	\$	13.02
19. IRRIGATION EQUIPMENT OWNERSHIP	\$	
20. LAND COSTS	\$	51.00
21. MISCELLANEOUS COSTS	\$	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	2.67
23. TOTAL ALLOCATED COSTS	\$	75.83
24. RETURN OVER ALL LISTED COSTS	\$	16.21
25. SUPPLEMENTARY MANAGEMENT INFORMATION		
26. WORK UNITS ASSIGNED PER ACRE		
27. POWER COSTS ALLOCATION FACTOR		
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	
29. RETURN OVER LISTED COSTS PER UNIT	\$	
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	
31. TOTAL LISTED COSTS PER ACRE	\$	102.67
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	5.42
40. QUANTITY SOLD (OPERATOR SHARE)		262.2

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- OATS-1982

	AVERAGE 289 FARMS	HIGH 58 FARMS	LOW 58 FARMS
1. ACRES	28.3 PER ACRE	21.4 PER ACRE	31.3 PER ACRE
2. YIELD	70.6	91.1	47.9
3. VALUE PER UNIT	\$ 1.49	1.51	1.49
4. CROP PRODUCT RETURN	\$ 105.16	137.62	71.31
5. OTHER CROP INCOME**	\$ 13.85	24.44	6.52
6. TOTAL CROP RETURN	\$ 119.01	162.06	77.83
7. DIRECT COSTS	\$		
8. FERTILIZER	\$ 8.55	6.40	15.34
9. CHEMICALS	\$ 1.41	.70	2.33
10. SEED	\$ 8.06	6.78	8.53
10A. CROP DRYING	\$.11		.45
10B. OTHER EXPENSE	\$ 1.52	1.78	1.18
11. SPECIAL HIRED LABOR	\$.32		.16
12. CUSTOM WORK HIRED	\$ 3.92	3.93	4.31
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 23.89	19.59	32.30
15. RETURN OVER DIRECT COSTS	\$ 95.12	142.47	45.53
16. ALLOCATED COSTS	\$		
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 13.99	14.00	13.06
18. FARM POWER & MACHINERY - OPERATION	\$ 17.36	17.92	16.49
19. IRRIGATION EQUIPMENT OWNERSHIP	\$		
20. LAND COSTS	\$ 54.09	62.28	44.79
21. MISCELLANEOUS COSTS	\$.25	1.64	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 4.40	4.59	3.74
23. TOTAL ALLOCATED COSTS	\$ 90.09	100.43	78.08
24. RETURN OVER ALL LISTED COSTS	\$ 5.03	42.04	-32.55
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR	.99	.98	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 1.62	1.32	2.31
29. RETURN OVER LISTED COSTS PER UNIT	\$.07	.46	-.68
30. BREAK EVEN YIELD/UNITS OF PRODUCTION	76.50	79.48	74.08
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 38.36	39.13	36.16
31. TOTAL LISTED COSTS PER ACRE	\$ 113.98	120.02	110.38
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 1.48	1.47	1.50
40. QUANTITY SOLD (OPERATOR SHARE)	670	502	414

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- WHEAT SPRING 1982

	AVERAGE 143 FARMS	HIGH 29 FARMS	LOW 29 FARMS
1. ACRES	86.5	82.1	58.7
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	40.2	47.3	30.1
3. VALUE PER UNIT	\$ 3.71	3.74	3.17
4. CROP PRODUCT RETURN	\$ 149.13	176.85	111.81
5. OTHER CROP INCOME**	\$ 1.23	2.80	.99
6. TOTAL CROP RETURN	\$ 150.36	179.65	112.80
7. DIRECT COSTS	\$		
8. FERTILIZER	\$ 18.76	14.84	21.79
9. CHEMICALS	\$ 3.28	5.14	4.24
10. SEED	\$ 9.33	9.04	11.28
10A. CROP DRYING	\$		
10B. OTHER EXPENSE	\$ 1.85	1.66	2.57
11. SPECIAL HIRED LABOR	\$ 1.06	.37	.26
12. CUSTOM WORK HIRED	\$ 3.36	1.77	6.30
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 37.64	32.82	46.44
15. RETURN OVER DIRECT COSTS	\$ 112.72	146.83	66.36
16. ALLOCATED COSTS	\$		
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 12.05	13.30	11.38
18. FARM POWER & MACHINERY - OPERATION	\$ 14.69	14.79	15.16
19. IRRIGATION EQUIPMENT OWNERSHIP	\$		
20. LAND COSTS	\$ 69.30	73.48"	65.10
21. MISCELLANEOUS COSTS	\$.59	.49	.02
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 4.10	4.62	3.57
23. TOTAL ALLOCATED COSTS	\$ 100.73	106.68	95.23
24. RETURN OVER ALL LISTED COSTS	\$ 11.99	40.15	-28.87
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 3.44	2.95	4.70
29. RETURN OVER LISTED COSTS PER UNIT	\$.30	.85	-.96
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	37.30	37.30	38.19
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 33.08	33.89	34.31
31. TOTAL LISTED COSTS PER ACRE	\$ 138.37	139.50	141.67
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 3.68	3.99	3.48
40. QUANTITY SOLD (OPERATOR SHARE)	2979.2	3196.0	2032.6

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- WINTER WHEAT -1983

AVERAGE

1. ACRES		86.2
		PER ACRE
2. YIELD		38.7
3. VALUE PER UNIT	\$	3.97
4. CROP PRODUCT RETURN	\$	153.60
5. OTHER CROP INCOME**	\$	6.25
6. TOTAL CROP RETURN	\$	159.85
7. DIRECT COSTS	\$	
8. FERTILIZER	\$	2.23
9. CHEMICALS	\$	1.80
10. SEED	\$	10.34
10A. CROP DRYING	\$	
10B. OTHER EXPENSE	\$	6.45
11. SPECIAL HIRED LABOR	\$	
12. CUSTOM WORK HIRED	\$	.90
13. IRRIGATION OPERATION	\$	
14. TOTAL DIRECT COSTS	\$	21.72
15. RETURN OVER DIRECT COSTS	\$	138.13
16. ALLOCATED COSTS	\$	
17. FARM POWER & MACHINERY - OWNERSHIP	\$	5.84
18. FARM POWER & MACHINERY - OPERATION	\$	11.57
19. IRRIGATION EQUIPMENT OWNERSHIP	\$	
20. LAND COSTS	\$	79.33
21. MISCELLANEOUS COSTS	\$	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	1.35
23. TOTAL ALLOCATED COSTS	\$	98.09
24. RETURN OVER ALL LISTED COSTS	\$	40.04
25. SUPPLEMENTARY MANAGEMENT INFORMATION		
26. WORK UNITS ASSIGNED PER ACRE		.30
27. POWER COSTS ALLOCATION FACTOR		1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	3.10
29. RETURN OVER LISTED COSTS PER UNIT	\$	1.04
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		30.18
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	19.36
31. TOTAL LISTED COSTS PER ACRE	\$	119.81
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	3.56
40. QUANTITY SOLD (OPERATOR SHARE)		4407.1

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- NAVY BEANS - 1982

	AVERAGE 12 FARMS	HIGH 6 FARMS	LOW 6 FARMS
1. ACRES	37.9	36.1	39.8
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	14.8	17.0	12.8
3. VALUE PER UNIT	\$ 12.36	13.59	11.14
4. CROP PRODUCT RETURN	\$ 183.27	231.52	142.74
5. OTHER CROP INCOME**	\$		
6. TOTAL CROP RETURN	\$ 183.27	231.52	142.74
7. DIRECT COSTS	\$		
8. FERTILIZER	\$ 14.54	13.32	15.60
9. CHEMICALS	\$ 19.97	13.93	25.40
10. SEED	\$ 32.61	33.24	31.96
10A. CROP DRYING	\$.21		.43
10B. OTHER EXPENSE	\$ 7.76	4.54	10.63
11. SPECIAL HIRED LABOR	\$ 2.80	4.93	.85
12. CUSTOM WORK HIRED	\$ 2.59	.53	4.45
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 80.48	70.49	89.32
15. RETURN OVER DIRECT COSTS	\$ 102.79	161.03	53.42
16. ALLOCATED COSTS	\$		
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 18.60	16.11	20.81
18. FARM POWER & MACHINERY - OPERATION	\$ 22.38	22.34	22.37
19. IRRIGATION EQUIPMENT OWNERSHIP	\$		
20. LAND COSTS	\$ 81.67	83.67	79.67
21. MISCELLANEOUS COSTS	\$		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 5.33	4.82	5.78
23. TOTAL ALLOCATED COSTS	\$ 127.98	126.94	128.63
24. RETURN OVER ALL LISTED COSTS	\$ -25.19	34.09	-75.21
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.50	.50	.50
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 14.06	11.59	17.01
29. RETURN OVER LISTED COSTS PER UNIT	\$ -1.70	2.00	-5.87
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	16.87	14.53	19.56
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 48.04	43.62	51.93
31. TOTAL LISTED COSTS PER ACRE	\$ 208.46	197.43	217.95
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 21.75	20.98	23.78
40. QUANTITY SOLD (OPERATOR SHARE)	375	541	209

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- PINTO BEANS - 1982

	AVERAGE 25 FARMS
1. ACRES	32.6
	PER ACRE
2. YIELD	19.4
3. VALUE PER UNIT	\$ 9.98
4. CROP PRODUCT RETURN	\$ 193.16
5. OTHER CROP INCOME**	\$
6. TOTAL CROP RETURN	\$ 193.16
7. DIRECT COSTS	\$
8. FERTILIZER	\$ 7.45
9. CHEMICALS	\$ 20.74
10. SEED	\$ 25.98
10A. CROP DRYING	\$ 1.69
10B. OTHER EXPENSE	\$ 1.04
11. SPECIAL HIRED LABOR	\$
12. CUSTOM WORK HIRED	\$ 8.25
13. IRRIGATION OPERATION	\$
14. TOTAL DIRECT COSTS	\$ 65.15
15. RETURN OVER DIRECT COSTS	\$ 128.01
16. ALLOCATED COSTS	\$
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 28.19
18. FARM POWER & MACHINERY - OPERATION	\$ 32.87
19. IRRIGATION EQUIPMENT OWNERSHIP	\$
20. LAND COSTS	\$ 84.25
21. MISCELLANEOUS COSTS	\$
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 7.41
23. TOTAL ALLOCATED COSTS	\$ 152.72
24. RETURN OVER ALL LISTED COSTS	\$ -24.71
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.50
27. POWER COSTS ALLOCATION FACTOR	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 11.26
29. RETURN OVER LISTED COSTS PER UNIT	\$ -1.28
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	21.83
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 73.97
31. TOTAL LISTED COSTS PER ACRE	\$ 217.87
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 10.56
40. QUANTITY SOLD (OPERATOR SHARE)	828

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- CANNING CORN - 1982

	AVERAGE 26 FARMS
1. ACRES	49.3
	PER ACRE
2. YIELD	190.47
3. VALUE PER UNIT	\$ 1.00
4. CROP PRODUCT RETURN	\$ 190.47
5. OTHER CROP INCOME**	\$
6. TOTAL CROP RETURN	\$ 190.47
7. DIRECT COSTS	\$
8. FERTILIZER	\$ 39.53
9. CHEMICALS	\$ 13.12
10. SEED	\$
10A. CROP DRYING	\$
10B. OTHER EXPENSE	\$.67
11. SPECIAL HIRED LABOR	\$
12. CUSTOM WORK HIRED	\$ 5.94
13. IRRIGATION OPERATION	\$
14. TOTAL DIRECT COSTS	\$ 59.26
15. RETURN OVER DIRECT COSTS	\$ 131.21
16. ALLOCATED COSTS	\$
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 24.56
18. FARM POWER & MACHINERY - OPERATION	\$ 30.48
19. IRRIGATION EQUIPMENT OWNERSHIP	\$
20. LAND COSTS	\$ 76.38
21. MISCELLANEOUS COSTS	\$
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 5.77
23. TOTAL ALLOCATED COSTS	\$ 137.19
24. RETURN OVER ALL LISTED COSTS	\$ -5.98
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.50
27. POWER COSTS ALLOCATION FACTOR	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 1.03
29. RETURN OVER LISTED COSTS PER UNIT	\$ -.03
30. BREAK EVEN YIELD/UNITS OF PRODUCTION	196.45
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 64.77
31. TOTAL LISTED COSTS PER ACRE	\$ 196.45
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$
40. QUANTITY SOLD (OPERATOR SHARE)	

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- CORN FOR GRAIN - 1982

		AVERAGE 513 FARMS	HIGH 103 FARMS	LOW 103 FARMS
1. ACRES		82.3 PER ACRE	99.6 PER ACRE	48.6 PER ACRE
2. YIELD		108.0	128.1	76.3
3. VALUE PER UNIT	\$	2.07	2.22	1.99
4. CROP PRODUCT RETURN	\$	223.50	284.35	151.75
5. OTHER CROP INCOME**	\$	.78	1.06	.10
6. TOTAL CROP RETURN	\$	224.28	285.41	151.85
7. DIRECT COSTS	\$			
8. FERTILIZER	\$	37.95	35.95	40.16
9. CHEMICALS	\$	15.82	14.62	17.49
10. SEED	\$	15.93	16.26	17.04
10A. CROP DRYING	\$	12.42	12.46	11.23
10B. OTHER EXPENSE	\$	3.22	3.24	3.29
11. SPECIAL HIRED LABOR	\$	.91	1.05	.72
12. CUSTOM WORK HIRED	\$	4.19	2.01	8.99
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	90.44	85.59	98.92
15. RETURN OVER DIRECT COSTS	\$	133.84	199.82	52.93
16. ALLOCATED COSTS	\$			
17. FARM POWER & MACHINERY - OWNERSHIP	\$	25.31	28.40	21.75
18. FARM POWER & MACHINERY - OPERATION	\$	29.92	29.25	29.57
19. IRRIGATION EQUIPMENT OWNERSHIP	\$			
20. LAND COSTS	\$	60.04	75.50	45.94
21. MISCELLANEOUS COSTS	\$	.43	.72	.10
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	8.38	7.80	8.09
23. TOTAL ALLOCATED COSTS	\$	124.08	141.67	105.45
24. RETURN OVER ALL LISTED COSTS	\$	9.76	58.15	-52.52
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.55	.55	.55
27. POWER COSTS ALLOCATION FACTOR		.98	.98	.94
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	1.99	1.77	2.68
29. RETURN OVER LISTED COSTS PER UNIT	\$	.09	.45	-.69
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		103.63	102.37	102.70
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	66.40	66.79	65.41
31. TOTAL LISTED COSTS PER ACRE	\$	214.52	227.26	204.37
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	2.40	2.41	2.59
40. QUANTITY SOLD (OPERATOR SHARE)		3146	4662	1130

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- CORN-GOV'T RESERVE 1982

	AVERAGE 97 FARMS	HIGH 19 FARMS	LOW 19 FARMS
1. ACRES	167.9	190.7	139.1
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	98.6	125.4	78.2
3. VALUE PER UNIT	\$ 2.96	3.03	2.86
4. CROP PRODUCT RETURN	\$ 292.00	379.99	223.58
5. OTHER CROP INCOME**	\$ 1.37	4.44	
6. TOTAL CROP RETURN	\$ 293.37	384.43	223.58
7. DIRECT COSTS	\$		
8. FERTILIZER	\$ 33.87	40.71	28.69
9. CHEMICALS	\$ 15.51	13.66	13.70
10. SEED	\$ 13.52	14.66	13.86
10A. CROP DRYING	\$ 13.34	16.95	11.89
10B. OTHER EXPENSE	\$ 2.94	3.16	4.41
11. SPECIAL HIRED LABOR	\$ 1.28	.02	1.23
12. CUSTOM WORK HIRED	\$ 3.44	6.68	4.72
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 83.90	95.84	78.50
15. RETURN OVER DIRECT COSTS	\$ 209.47	288.59	145.08
16. ALLOCATED COSTS	\$		
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 23.48	24.60	19.62
18. FARM POWER & MACHINERY - OPERATION	\$ 26.04	25.64	25.34
19. IRRIGATION EQUIPMENT OWNERSHIP	\$		
20. LAND COSTS	\$ 67.42	72.26	60.16
21. MISCELLANEOUS COSTS	\$ 1.33	1.72	1.46
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 7.21	6.19	5.56
23. TOTAL ALLOCATED COSTS	\$ 125.48	130.41	112.14
24. RETURN OVER ALL LISTED COSTS	\$ 83.99	158.18	32.94
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27. POWER COSTS ALLOCATION FACTOR	.93	.98	.93
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 2.12	1.80	2.44
29. RETURN OVER LISTED COSTS PER UNIT	\$.85	1.26	.42
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	70.74	74.67	66.66
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 59.02	60.89	53.67
31. TOTAL LISTED COSTS PER ACRE	\$ 209.38	226.25	190.64
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 2.53	2.59	2.40
40. QUANTITY SOLD (OPERATOR SHARE)	12229	11538	8757

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- SOYBEANS - 1982

	AVERAGE 376 FARMS	HIGH 75 FARMS	LOW 75 FARMS
1. ACRES	140.1	144.7	109.6
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	35.9	42.9	29.0
3. VALUE PER UNIT	\$ 5.00	5.04	4.88
4. CROP PRODUCT RETURN	\$ 179.46	216.44	141.59
5. OTHER CROP INCOME**	\$.75	2.45	
6. TOTAL CROP RETURN	\$ 180.23	218.89	141.59
7. DIRECT COSTS	\$		
8. FERTILIZER	\$ 2.27	1.30	4.61
9. CHEMICALS	\$ 15.71	12.90	20.64
10. SEED	\$ 8.63	8.25	9.13
10A. CROP DRYING	\$.19	.21	.26
10B. OTHER EXPENSE	\$ 5.85	6.43	7.98
11. SPECIAL HIRED LABOR	\$ 2.13	1.11	2.94
12. CUSTOM WORK HIRED	\$ 2.41	.59	5.97
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 37.19	30.79	51.53
15. RETURN OVER DIRECT COSTS	\$ 143.04	188.10	90.06
16. ALLOCATED COSTS	\$		
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 19.92	23.63	16.27
18. FARM POWER & MACHINERY - OPERATION	\$ 22.60	23.03	24.34
19. IRRIGATION EQUIPMENT OWNERSHIP	\$		
20. LAND COSTS	\$ 67.85	76.47	60.27
21. MISCELLANEOUS COSTS	\$ 1.12	1.30	.96
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 6.24	6.39	6.32
23. TOTAL ALLOCATED COSTS	\$ 117.73	130.82	108.16
24. RETURN OVER ALL LISTED COSTS	\$ 25.31	57.28	-18.10
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.45	.45	.45
27. POWER COSTS ALLOCATION FACTOR	.99	.99	.98
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 4.32	3.76	5.52
29. RETURN OVER LISTED COSTS PER UNIT	\$.71	1.33	-.58
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	30.98	32.07	32.72
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 50.37	53.44	50.91
31. TOTAL LISTED COSTS PER ACRE	\$ 154.92	161.61	159.69
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 5.46	5.41	5.35
40. QUANTITY SOLD (OPERATOR SHARE)	3700	4185	2972

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- SUGARBEETS -1982

	AVERAGE 20 FARMS	HIGH 10 FARMS	LOW 10 FARMS
1. ACRES	186.4	184.0	188.9
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	58.6	67.2	55.9
3. VALUE PER UNIT	\$ 10.18	10.18	10.18
4. CROP PRODUCT RETURN	\$ 596.55	684.33	596.06
5. OTHER CROP INCOME**	\$		
6. TOTAL CROP RETURN	\$ 596.55	684.33	569.06
7. DIRECT COSTS	\$		
8. FERTILIZER	\$ 34.58	36.82	32.38
9. CHEMICALS	\$ 46.65	50.07	43.30
10. SEED	\$ 15.56	16.63	14.51
10A. CROP DRYING	\$		
10B. OTHER EXPENSE	\$ 13.66	13.87	13.46
11. SPECIAL HIRED LABOR	\$ 35.53	28.98	41.88
12. CUSTOM WORK HIRED	\$ 21.29	18.81	23.69
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 167.27	165.18	169.22
15. RETURN OVER DIRECT COSTS	\$ 429.28	519.15	399.41
16. ALLOCATED COSTS	\$		
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 42.39	39.50	45.17
18. FARM POWER & MACHINERY - OPERATION	\$ 69.91	73.11	66.75
19. IRRIGATION EQUIPMENT OWNERSHIP	\$		
20. LAND COSTS	\$ 84.25	80.90	87.60
21. MISCELLANEOUS COSTS	\$.26	.40	.13
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 15.58	16.13	15.03
23. TOTAL ALLOCATED COSTS	\$ 212.39	210.04	214.68
24. RETURN OVER ALL LISTED COSTS	\$ 216.89	309.11	185.16
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	2.00	2.00	2.00
27. POWER COSTS ALLOCATION FACTOR	.99	.98	.99
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 6.47	5.58	6.87
29. RETURN OVER LISTED COSTS PER UNIT	\$ 3.70	4.60	3.31
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	40.61	36.86	45.06
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 142.08	141.29	142.75
31. TOTAL LISTED COSTS PER ACRE	\$ 379.66	375.22	383.90
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 47.44		22.04
40. QUANTITY SOLD (OPERATOR SHARE)	1607		3215

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- SUNFLOWERS- 1982

	AVERAGE 10 FARMS
1. ACRES	107.2
2. YIELD	PER ACRE 14.6
3. VALUE PER UNIT	\$ 8.28
4. CROP PRODUCT RETURN	\$ 121.18
5. OTHER CROP INCOME**	\$
6. TOTAL CROP RETURN	\$ 121.18
7. DIRECT COSTS	\$
8. FERTILIZER	\$ 21.86
9. CHEMICALS	\$ 7.11
10. SEED	\$ 7.52
10A. CROP DRYING	\$.73
10B. OTHER EXPENSE	\$.95
11. SPECIAL HIRED LABOR	\$.59
12. CUSTOM WORK HIRED	\$ 4.02
13. IRRIGATION OPERATION	\$
14. TOTAL DIRECT COSTS	\$ 42.78
15. RETURN OVER DIRECT COSTS	\$ 78.40
16. ALLOCATED COSTS	\$
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 17.64
18. FARM POWER & MACHINERY - OPERATION	\$ 23.81
19. IRRIGATION EQUIPMENT OWNERSHIP	\$
20. LAND COSTS	\$ 67.40
21. MISCELLANEOUS COSTS	\$
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 4.78
23. TOTAL ALLOCATED COSTS	\$ 113.63
24. RETURN OVER ALL LISTED COSTS	\$ -35.23
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.40
27. POWER COSTS ALLOCATION FACTOR	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 10.69
29. RETURN OVER LISTED COSTS PER UNIT	\$ -2.41
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	18.89
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 48.91
31. TOTAL LISTED COSTS PER ACRE	\$ 156.41
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 9.78
40. QUANTITY SOLD (OPERATOR SHARE)	1147

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- CANNING PEAS-1982

	AVERAGE 10 FARMS
1. ACRES	32.2
	PER ACRE
2. YIELD	193.91
3. VALUE PER UNIT	\$ 1.00
4. CROP PRODUCT RETURN	\$ 193.91
5. OTHER CROP INCOME**	\$.06
6. TOTAL CROP RETURN	\$ 193.97
7. DIRECT COSTS	\$
8. FERTILIZER	\$ 8.63
9. CHEMICALS	\$ 6.80
10. SEED	\$
10A. CROP DRYING	\$
10B. OTHER EXPENSE	\$ 3.14
11. SPECIAL HIRED LABOR	\$
12. CUSTOM WORK HIRED	\$.37
13. IRRIGATION OPERATION	\$
14. TOTAL DIRECT COSTS	\$ 18.94
15. RETURN OVER DIRECT COSTS	\$ 175.03
16. ALLOCATED COSTS	\$
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 21.45
18. FARM POWER & MACHINERY - OPERATION	\$ 20.89
19. IRRIGATION EQUIPMENT OWNERSHIP	\$
20. LAND COSTS	\$ 76.90
21. MISCELLANEOUS COSTS	\$
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 5.80
23. TOTAL ALLOCATED COSTS	\$ 125.04
24. RETURN OVER ALL LISTED COSTS	\$ 49.99
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.40
27. POWER COSTS ALLOCATION FACTOR	.95
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$.74
29. RETURN OVER LISTED COSTS PER UNIT	\$.26
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	143.98
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 48.39
31. TOTAL LISTED COSTS PER ACRE	\$ 143.98
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$
40. QUANTITY SOLD (OPERATOR SHARE)	

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- ALFALFA HAY-1982

		AVERAGE 348 FARMS	HIGH 70 FARMS	LOW 70 FARMS
1. ACRES		35.3 PER ACRE	35.9 PER ACRE	29.6 PER ACRE
2. YIELD		3.8	4.2	2.3
3. VALUE PER UNIT	\$	59.51	60.11	58.19
4. CROP PRODUCT RETURN	\$	227.59	252.46	131.72
5. OTHER CROP INCOME**	\$	.23	.58	
6. TOTAL CROP RETURN	\$	227.82	253.04	131.72
7. DIRECT COSTS	\$			
8. FERTILIZER	\$	18.87	13.27	24.26
9. CHEMICALS	\$	.68	.11	1.89
10. SEED	\$	9.32	9.44	11.52
10A. CROP DRYING	\$	.03	.17	
10B. OTHER EXPENSE	\$	3.88	3.46	4.02
11. SPECIAL HIRED LABOR	\$	1.22	2.60	
12. CUSTOM WORK HIRED	\$	3.54	3.49	4.36
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	37.54	32.54	46.05
15. RETURN OVER DIRECT COSTS	\$	190.28	220.50	85.67
16. ALLOCATED COSTS	\$			
17. FARM POWER & MACHINERY - OWNERSHIP	\$	29.84	34.89	24.24
18. FARM POWER & MACHINERY - OPERATION	\$	34.94	36.59	32.27
19. IRRIGATION EQUIPMENT OWNERSHIP	\$			
20. LAND COSTS	\$	54.16	61.09	47.34
21. MISCELLANEOUS COSTS	\$	.17	.11	.07
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	9.94	11.23	7.29
23. TOTAL ALLOCATED COSTS	\$	129.05	143.91	111.21
24. RETURN OVER ALL LISTED COSTS	\$	61.23	76.59	-25.54
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.60	.60	.60
27. POWER COSTS ALLOCATION FACTOR		.98	.98	.97
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	43.56	42.01	69.48
29. RETURN OVER LISTED COSTS PER UNIT	\$	16.01	18.23	-11.28
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		2.81	2.98	2.70
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	77.08	85.04	66.71
31. TOTAL LISTED COSTS PER ACRE	\$	166.59	176.45	157.26
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	65.60	67.39	57.10
40. QUANTITY SOLD (OPERATOR SHARE)		2.5	4.6	3.1

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- LEGUME, LEGUME-GRASS SILAGE -1982

	AVERAGE 31 FARMS	HIGH 10 FARMS	LOW 10 FARMS
1. ACRES	30.2	30.9	24.1
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	9.2	11.0	7.7
3. VALUE PER UNIT	\$ 26.16	29.50	24.60
4. CROP PRODUCT RETURN	\$ 240.79	323.66	189.88
5. OTHER CROP INCOME**	\$		
6. TOTAL CROP RETURN	\$ 240.79	323.66	189.88
7. DIRECT COSTS	\$		
8. FERTILIZER	\$ 28.08	27.67	41.95
9. CHEMICALS	\$.60		1.62
10. SEED	\$ 13.08	9.90	20.29
10A. CROP DRYING	\$ 1.69		4.65
10B. OTHER EXPENSE	\$ 1.06	.29	1.08
11. SPECIAL HIRED LABOR	\$		
12. CUSTOM WORK HIRED	\$ 2.38		4.32
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 46.89	37.86	73.91
15. RETURN OVER DIRECT COSTS	\$ 193.90	285.80	115.97
16. ALLOCATED COSTS	\$		
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 18.97	20.31	16.44
18. FARM POWER & MACHINERY - OPERATION	\$ 33.00	30.96	31.49
19. IRRIGATION EQUIPMENT OWNERSHIP	\$		
20. LAND COSTS	\$ 77.06	57.50	76.40
21. MISCELLANEOUS COSTS	\$		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 8.14	7.10	9.04
23. TOTAL ALLOCATED COSTS	\$ 137.17	115.87	133.37
24. RETURN OVER ALL LISTED COSTS	\$ 56.73	169.93	-17.40
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 20.00	14.01	26.85
29. RETURN OVER LISTED COSTS PER UNIT	\$ 6.16	15.49	-2.25
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	7.04	5.21	8.43
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 61.70	58.37	59.85
31. TOTAL LISTED COSTS PER ACRE	\$ 184.06	153.73	207.28
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 34.55		
40. QUANTITY SOLD (OPERATOR SHARE)	11		

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- GRAIN SILAGE - 1982

		AVERAGE 53 FARMS	HIGH 11 FARMS	LOW 11 FARMS
1. ACRES		20.8	25.9	17.7
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		5.7	8.5	2.3
3. VALUE PER UNIT	\$	15.85	17.91	14.82
4. CROP PRODUCT RETURN	\$	89.90	151.43	34.35
5. OTHER CROP INCOME**	\$			
6. TOTAL CROP RETURN	\$	89.90	151.43	34.35
7. DIRECT COSTS	\$			
8. FERTILIZER	\$	9.57	10.50	13.39
9. CHEMICALS	\$	.24	.08	.40
10. SEED	\$	10.58	8.19	9.77
10A. CROP DRYING	\$			
10B. OTHER EXPENSE	\$	1.44	3.13	1.81
11. SPECIAL HIRED LABOR	\$	.67		
12. CUSTOM WORK HIRED	\$	.67	.42	.56
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	23.17	22.32	25.93
15. RETURN OVER DIRECT COSTS	\$	66.73	129.11	8.42
16. ALLOCATED COSTS	\$			
17. FARM POWER & MACHINERY - OWNERSHIP	\$	18.97	24.97	21.65
18. FARM POWER & MACHINERY - OPERATION	\$	24.46	27.72	21.12
19. IRRIGATION EQUIPMENT OWNERSHIP	\$			
20. LAND COSTS	\$	50.91	63.00	55.64
21. MISCELLANEOUS COSTS	\$	.34		.11
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	7.35	7.79	7.52
23. TOTAL ALLOCATED COSTS	\$	102.03	123.48	106.04
24. RETURN OVER ALL LISTED COSTS	\$	-35.30	5.63	-97.62
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR		.97	.98	.99
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	22.08	17.25	56.98
29. RETURN OVER LISTED COSTS PER UNIT	\$	-6.23	.66	-42.15
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		7.90	8.14	8.90
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	51.23	60.76	50.66
31. TOTAL LISTED COSTS PER ACRE	\$	125.20	145.80	131.97
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$			
40. QUANTITY SOLD (OPERATOR SHARE)				

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- CORN & SORGHUM SILAGE 1982

	AVERAGE 276 FARMS	HIGH 55 FARMS	LOW 55 FARMS
1. ACRES	30.7	24.9	26.6
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	15.0	19.8	9.4
3. VALUE PER UNIT	\$ 16.29	16.89	15.50
4. CROP PRODUCT RETURN	\$ 244.63	335.10	146.28
5. OTHER CROP INCOME**	\$.36	.44	
6. TOTAL CROP RETURN	\$ 244.99	335.54	146.28
7. DIRECT COSTS	\$		
8. FERTILIZER	\$ 30.46	29.64	28.53
9. CHEMICALS	\$ 14.59	14.98	14.51
10. SEED	\$ 13.55	13.37	13.80
10A. CROP DRYING	\$.03		
10B. OTHER EXPENSE	\$ 2.02	2.49	2.86
11. SPECIAL HIRED LABOR	\$.88	.04	.71
12. CUSTOM WORK HIRED	\$ 5.05	4.50	7.22
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 66.58	65.02	67.63
15. RETURN OVER DIRECT COSTS	\$ 178.41	270.52	78.65
16. ALLOCATED COSTS	\$		
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 28.92	27.81	26.42
18. FARM POWER & MACHINERY - OPERATION	\$ 35.62	36.78	33.41
19. IRRIGATION EQUIPMENT OWNERSHIP	\$		
20. LAND COSTS	\$ 53.01	65.33	43.80
21. MISCELLANEOUS COSTS	\$.13		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 9.73	10.28	8.03
23. TOTAL ALLOCATED COSTS	\$ 127.41	140.20	111.66
24. RETURN OVER ALL LISTED COSTS	\$ 51.00	130.32	-33.01
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27. POWER COSTS ALLOCATION FACTOR	.99	.98	.97
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 12.92	10.34	19.00
29. RETURN OVER LISTED COSTS PER UNIT	\$ 3.39	6.57	-3.50
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	11.91	12.15	11.57
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 77.64	77.87	72.68
31. TOTAL LISTED COSTS PER ACRE	\$ 193.99	205.22	179.29
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 3.19	13.20	19.00
40. QUANTITY SOLD (OPERATOR SHARE)	27.9	2.5	2.0

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

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

	AVERAGE 43 FARMS	HIGH 14 FARMS	LOW 43 FARMS
1. ACRES	74.2	68.3	66.4
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	137.0	143.5	119.4
3. VALUE PER UNIT	\$ 2.08	2.17	2.04
4. CROP PRODUCT RETURN	\$ 284.87	311.49	243.48
5. OTHER CROP INCOME**	\$ 3.27	1.77	
6. TOTAL CROP RETURN	\$ 288.14	313.26	243.48
7. DIRECT COSTS	\$		
8. FERTILIZER	\$ 55.84	50.42	61.33
9. CHEMICALS	\$ 16.28	15.62	14.92
10. SEED	\$ 18.65	17.66	16.46
10A. CROP DRYING	\$ 15.77	17.25	14.29
10B. OTHER EXPENSE	\$ 2.90	3.32	3.10
11. SPECIAL HIRED LABOR	\$.03		.11
12. CUSTOM WORK HIRED	\$ 5.71	3.79	5.44
13. IRRIGATION OPERATION	\$ 21.44	15.58	32.00
14. TOTAL DIRECT COSTS	\$ 136.62	123.64	147.65
15. RETURN OVER DIRECT COSTS	\$ 151.52	189.62	95.83
16. ALLOCATED COSTS	\$		
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 27.40	32.02	23.31
18. FARM POWER & MACHINERY - OPERATION	\$ 31.66	25.23	33.15
19. IRRIGATION EQUIPMENT OWNERSHIP	\$ 35.42	31.32	34.01
20. LAND COSTS	\$ 48.81	55.86	38.21
21. MISCELLANEOUS COSTS	\$ 1.70		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 8.14	9.34	8.10
23. TOTAL ALLOCATED COSTS	\$ 153.13	153.77	136.78
24. RETURN OVER ALL LISTED COSTS	\$ -1.61	35.85	-40.95
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.65	.65	.65
27. POWER COSTS ALLOCATION FACTOR	.99	.99	.98
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 2.12	1.93	2.38
29. RETURN OVER LISTED COSTS PER UNIT	\$ -.01	.25	-.34
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	139.30	127.84	139.43
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 71.01	69.12	68.19
31. TOTAL LISTED COSTS PER ACRE	\$ 289.75	277.41	284.43
37. TOTAL ACRE INCHES OF WATER APP.	6	5	6
38. COST OF IRRIGATION / A.	\$ 56.85	\$ 46.90	\$ 66.01
39. AVE. PRICE REC. PER UNIT SOLD	\$ 2.09	2.30	\$ 2.25
40. QUANTITY SOLD (OPER. SHARE)	3738	2076	3140

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW, CORN STALKS FOR FEED)
INSURANCE LOSS PAYMENTS & DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR- SOYBEANS-IRRIGATED - 1982

	AVERAGE 15 FARMS	HIGH 7 FARMS	LOW 7 FARMS
1. ACRES	85.4	61.9	105.4
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	35.4	40.7	31.5
3. VALUE PER UNIT	\$ 5.05	5.14	4.97
4. CROP PRODUCT RETURN	\$ 178.52	209.26	156.59
5. OTHER CROP INCOME**	\$		
6. TOTAL CROP RETURN	\$ 178.52	209.26	156.59
7. DIRECT COSTS	\$		
8. FERTILIZER	\$ 11.35	9.26	14.25
9. CHEMICALS	\$ 24.56	17.79	29.65
10. SEED	\$ 10.64	9.92	11.76
10A. CROP DRYING	\$ 2.08		3.61
10B. OTHER EXPENSE	\$ 5.46	2.39	4.90
11. SPECIAL HIRED LABOR	\$		
12. CUSTOM WORK HIRED	\$ 4.96	1.34	7.85
13. IRRIGATION OPERATION	\$ 11.53	9.32	11.76
14. TOTAL DIRECT COSTS	\$ 70.58	50.03	83.78
15. RETURN OVER DIRECT COSTS	\$ 107.94	159.23	72.81
16. ALLOCATED COSTS	\$		
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 15.22	20.36	12.20
18. FARM POWER & MACHINERY - OPERATION	\$ 27.19	19.10	30.42
19. IRRIGATION EQUIPMENT OWNERSHIP	\$ 36.93	35.78	37.29
20. LAND COSTS	\$ 46.73	46.29	45.29
21. MISCELLANEOUS COSTS	\$		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 5.86	6.95	5.58
23. TOTAL ALLOCATED COSTS	\$ 131.93	128.48	130.78
24. RETURN OVER ALL LISTED COSTS	\$ -23.99	30.75	-57.97
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27. POWER COSTS ALLOCATION FACTOR	.99	1.00	.97
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 5.73	4.38	6.81
29. RETURN OVER LISTED COSTS PER UNIT	\$ -.68	.76	-1.84
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	40.10	34.73	43.17
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 51.58	47.30	53.44
31. TOTAL LISTED COSTS PER ACRE	\$ 202.51	178.51	214.56
37. TOTAL ACRE INCHES OF WATER APPLIED	4	3	4
38. COST OF IRRIGATION / A.	\$ 48.46	45.10	49.05
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 4.30	5.67	3.73
40. QUANTITY SOLD (OPER. SHARE)	1955.6	559.3	2566.2

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT.

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

	AVERAGE 21 FARMS	HIGH 10 FARMS	LOW 10 FARMS
1. ACRES	42.9	34.8	44.3
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	4.3	5.0	3.7
3. VALUE PER UNIT	\$ 60.24	60.50	60.00
4. CROP PRODUCT RETURN	\$ 259.77	302.50	220.77
5. OTHER CROP INCOME**	\$		
6. TOTAL CROP RETURN	\$ 259.77	302.50	220.77
7. DIRECT COSTS	\$		
8. FERTILIZER	\$ 31.52	24.89	32.42
9. CHEMICALS	\$ 1.17		2.37
10. SEED	\$ 10.05	4.77	13.34
10A. CROP DRYING	\$		
10B. OTHER EXPENSE	\$ 4.22	3.36	5.12
11. SPECIAL HIRED LABOR	\$		
12. CUSTOM WORK HIRED	\$.44		.88
13. IRRIGATION OPERATION	\$ 20.14	13.94	25.30
14. TOTAL DIRECT COSTS	\$ 67.54	46.96	79.43
15. RETURN OVER DIRECT COSTS	\$ 192.23	255.54	141.34
16. ALLOCATED COSTS	\$		
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 32.02	37.60	23.86
18. FARM POWER & MACHINERY - OPERATION	\$ 43.58	50.28	39.49
19. IRRIGATION EQUIPMENT OWNERSHIP	\$ 36.39	33.51	44.65
20. LAND COSTS	\$ 42.38	52.50	34.50
21. MISCELLANEOUS COSTS	\$		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 10.26	13.35	9.10
23. TOTAL ALLOCATED COSTS	\$ 164.63	187.24	151.60
24. RETURN OVER ALL LISTED COSTS	\$ 27.60	68.30	-10.26
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.80	.80	.80
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 53.84	46.84	62.79
29. RETURN OVER LISTED COSTS PER UNIT	\$ 6.40	13.66	-2.79
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	3.85	3.87	3.85
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 86.15	101.23	73.04
31. TOTAL LISTED COSTS PER ACRE	\$ 232.17	234.20	231.03
37. TOTAL ACRE INCHES OF WATER APPLIED	5	4	7
38. COST OF IRRIGATION / A.	\$ 56.53	47.45	69.95
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 52.00	52.50	51.76
40. QUANTITY SOLD (OPER. SHARE)	1.00	.4	1.7

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT.

TABLE 10 - CROP DATA FOR- CORN & SORGHUM SILAGE - IRRIGATED - 1982

		AVERAGE 19 FARMS	HIGH 9 FARMS	LOW 9 FARMS
1. ACRES		23.1 PER ACRE	22.7 PER ACRE	25.2 PER ACRE
2. YIELD		19.6	23.1	16.5
3. VALUE PER UNIT	\$	15.25	16.00	14.42
4. CROP PRODUCT RETURN	\$	298.40	370.04	237.46
5. OTHER CROP INCOME**	\$	3.55	7.62	
6. TOTAL CROP RETURN	\$	301.95	377.66	237.46
7. DIRECT COSTS	\$			
8. FERTILIZER	\$	47.62	45.46	49.52
9. CHEMICALS	\$	15.89	17.67	13.97
10. SEED	\$	19.09	19.30	19.13
10A. CROP DRYING	\$			
10B. OTHER EXPENSE	\$	6.75	10.75	3.45
11. SPECIAL HIRED LABOR	\$			
12. CUSTOM WORK HIRED	\$	5.80	9.34	2.86
13. IRRIGATION OPERATION	\$	18.61	18.06	19.17
14. TOTAL DIRECT COSTS	\$	113.76	120.58	108.10
15. RETURN OVER DIRECT COSTS	\$	188.19	257.08	129.36
16. ALLOCATED COSTS	\$			
17. FARM POWER & MACHINERY - OWNERSHIP	\$	33.55	35.60	32.18
18. FARM POWER & MACHINERY - OPERATION	\$	50.19	50.30	50.14
19. IRRIGATION EQUIPMENT OWNERSHIP	\$	41.56	51.81	32.54
20. LAND COSTS	\$	47.84	40.78	53.56
21. MISCELLANEOUS COSTS	\$			
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	10.41	11.82	9.33
23. TOTAL ALLOCATED COSTS	\$	183.55	190.31	177.75
24. RETURN OVER ALL LISTED COSTS	\$	4.64	66.77	-48.39
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.80	.80	.80
27. POWER COSTS ALLOCATION FACTOR		1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	15.19	13.44	17.36
29. RETURN OVER LISTED COSTS PER UNIT	\$	.24	2.89	-2.94
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		19.50	19.43	19.82
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	98.02	103.95	93.56
31. TOTAL LISTED COSTS PER ACRE	\$	297.31	310.89	285.85
37. TOTAL ACRE INCHES OF WATER APPLIED		5	5	5
38. COST OF IRRIGATION / A.	\$	60.17	69.87	51.71
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$			
40. QUANTITY SOLD (OPER. SHARE)				

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT.

TABLE 11A 6470 - HOGS, FARROW TO FINISH - 1982

		AVERAGE 90 FARMS	HIGH 18 FARMS	LOW 18 FARMS
1. POUNDS OF HOGS PRODUCED		112117	81456	118676
2. NET INCREASE IN VALUE OF HOGS	\$	PER CWT 60.79	PER CWT 83.19	PER CWT 49.15
3. OTHER MISCELLANEOUS HOG INCOME				
4. TOTAL VALUE PRODUCED	\$	60.79	83.19	49.15
5. POUNDS OF FEED FED				
6. CORN		262.8	226.0	268.4
7. SMALL GRAIN		16.7	13.7	13.6
8. COMPLETE RATION		74.0	126.1	122.3
9. PROTEIN, SALT, MINERAL & MILK		73.9	71.8	67.4
10. TOTAL CONCENTRATES		427.2	437.6	471.7
11. FORAGES		3.8	1.4	
12. FEED COST				
13. GRAINS	\$	11.10	9.15	11.11
14. COMPLETE RATION		5.50	8.09	7.00
15. PROTEIN, SALT, MINERAL & MILK		10.60	10.71	9.28
16. FORAGES		.03	.03	
17. PASTURE				
18. TOTAL FEED COSTS	\$	27.23	27.98	27.39
19. RETURN OVER FEED COSTS	\$	33.56	55.21	21.76
20. OTHER DIRECT COSTS				
21. MISCELLANEOUS LIVESTOCK EXPENSE	\$	1.56	3.23	1.29
22. VETERINARY EXPENSE		1.00	1.52	.64
23. CUSTOM WORK		.85	2.64	.44
24. SPECIAL HIRED LABOR		.17	.06	.05
25. TOTAL OTHER DIRECT COSTS	\$	3.58	7.45	2.42
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$	29.98	47.76	19.34
27. ALLOCATED COSTS				
28. POWER & MACHINERY COSTS (PCAF 1.00)		1.47	1.72	1.53
29. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		2.16	3.80	2.20
30. BUILDING & FENCES (BCAF 5)		2.09	2.13	2.51
31. TOTAL ALLOCATED COSTS	\$	5.72	7.65	6.24
32. RETURN OVER ALL LISTED COSTS	\$	24.26	40.11	13.10
33. SUPPLEMENTARY MANAGEMENT INFORMATION				
34. RETURN FOR \$100 FEED FED	\$	223.23	297.33	179.45
35. PRICE RECEIVED PER CWT ALL ANIMALS	\$	57.60	72.49	52.29
36. PRICE RECEIVED PER CWT SOLD MKT. ONLY	\$	55.11	69.42	53.12
37. NUMBER OF LITTERS FARROWED		71	84	48
37A. LITTERS PER BEARING FEMALE PER YEAR		1.3	1.5	1.5
38. NUMBER OF PIGS BORN PER LITTER		9.6	8.9	9.5
39. NUMBER OF PIGS WEANED PER LITTER		7.5	7.1	6.8
39A. NUMBER OF PIGS PRODUCED PER LITTER		7.3	6.7	6.5
40. PERCENT DEATH LOSS		14.8	16.9	13.1
41. AVERAGE WEIGHT OF ALL HOGS SOLD		206.5	161.4	233.6
42. AVERAGE WEIGHT OF MARKET HOGS SOLD		220.4	202.4	228.8
43. PRICE PER CWT CONCENTRATE FED	\$	6.36	6.39	5.81
44. PRICE PER CWT PROTEIN, SALT & MINERAL	\$	14.31	14.93	13.77
45. POUNDS OF PORK PURCHASED		7083	2973	18585
46. TOTAL LISTED COSTS PER CWT PRODUCED	\$	36.53	43.08	36.05

TABLE 11B 6490 - HOGS, FINISHING ENTERPRISE - 1982

	AVERAGE 79 FARMS	HIGH 16 FARMS	LOW 16 FARMS
1. AVERAGE NUMBER OF PIGS ON HAND	235.6	155.3	201.4
2. POUNDS OF HOGS PRODUCED	104800	66995	96100
	PER CWT	PER CWT	PER CWT
3. NET INCREASE IN VALUE OF HOGS	\$ 43.00	57.09	38.07
4. OTHER MISCELLANEOUS HOG INCOME	.02		.10
5. TOTAL VALUE PRODUCED	\$ 43.02	57.09	38.17
6. POUNDS OF FEED FED			
7. CORN	280.7	275.6	340.7
8. SMALL GRAIN	2.2	4.3	1.8
9. COMPLETE RATION	66.2	54.8	85.8
10. PROTEIN, SALT, MINERAL & MILK	63.6	48.1	60.6
11. TOTAL CONCENTRATES	412.7	383.0	488.9
12. FORAGES			
13. FEED COST			
14. GRAINS	\$ 11.34	10.92	13.86
15. COMPLETE RATION	4.58	3.50	6.07
16. PROTEIN, SALT, MINERAL & MILK	9.31	7.11	9.98
17. FORAGES			
18. PASTURE			
19. TOTAL FEED COSTS	\$ 25.23	21.53	29.91
20. RETURN OVER FEED COSTS	\$ 17.79	35.56	8.26
21. OTHER DIRECT COSTS			
22. MISCELLANEOUS LIVESTOCK EXPENSE	\$.56	.47	.51
23. VETERINARY EXPENSE	.37	.18	.64
24. CUSTOM WORK	.79	1.95	1.47
25. SPECIAL HIRED LABOR	.32	.01	.88
26. TOTAL OTHER DIRECT COSTS	\$ 2.04	2.61	3.50
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 15.75	32.95	4.76
28. ALLOCATED COSTS			
29. POWER & MACHINERY COSTS (PCAF 1.00)	1.05	.77	1.10
30. LIVESTOCK EQUIPMENT COSTS (ECAF 5)	1.26	1.68	1.38
31. BUILDING & FENCES (BCAF 5)	1.30	1.11	1.38
32. TOTAL ALLOCATED COSTS	\$ 3.61	3.56	3.86
33. RETURN OVER ALL LISTED COSTS	\$ 12.14	29.39	.90
34. SUPPLEMENTARY MANAGEMENT INFORMATION			
35. RETURN FOR \$100 FEED FED	\$ 170.50	265.15	127.62
36. PRICE RECEIVED PER CWT.	\$ 52.93	57.83	50.84
37. AVERAGE WEIGHT OF HOGS SOLD	229.7	217.3	238.2
38. AVERAGE PRICE PAID PER PIG BOUGHT	\$ 53.82	38.98	67.15
39. AVERAGE WEIGHT PER PIG BOUGHT	50.7	39.4	72.5
40. NUMBER OF PIGS PURCHASED	382	169	360
41. NUMBER OF PIGS TRANSFERRED IN	217	256	262
42. AVERAGE WEIGHT OF PIGS TRANSFERRED IN	50.2	48.9	49.6
43. POUNDS OF PORK PURCHASED	19354	4975	26101
44. PERCENT DEATH LOSS	3.5	4.1	3.6
45. PRICE PER CWT CONCENTRATE FED	\$ 6.11	5.62	6.12
46. PRICE PER CWT PROTEIN, SALT & MINERAL	\$ 14.64	14.78	16.49
47. EFFECTIVE DAILY GAIN-POUNDS/DAY/PIG	1.22	1.18	1.44
48. TOTAL LISTED COSTS PER CWT PRODUCED	\$ 30.88	27.70	37.27

TABLE 11C 6510 HOGS, WEANING PIG PRODUCTION - 1982

		AVERAGE 47 FARMS	HIGH 16 FARMS	LOW 16 FARMS
1. NUMBER OF LITTERS FARROWED		104	114	90
		P. LITTER	P. LITTER	P. LITTER
2. NET INCREASE IN VALUE OF HOGS	\$	471.64	566.63	372.21
3. OTHER MISCELLANEOUS INCOME				
4. TOTAL VALUE PRODUCED	\$	471.64	566.63	372.21
5. POUNDS OF FEED FED				
6. CORN		1173.6	1280.6	958.6
7. SMALL GRAIN		95.6	63.6	142.6
8. COMPLETE RATION		638.5	599.3	1096.1
9. PROTEIN, SALT, MINERAL & MILK		360.6	374.8	318.9
10. TOTAL CONCENTRATES		2268.3	2318.3	2516.2
11. FORAGES		78.3		
12. FEED COST				
13. GRAINS	\$	50.73	50.26	44.61
14. COMPLETE RATION		55.30	51.50	91.74
15. PROTEIN, SALT, MINERAL & MILK		56.28	54.85	42.71
16. FORAGES		.12		
17. PASTURE		.11	.30	
18. TOTAL FEED COSTS	\$	162.54	156.91	179.06
19. RETURN OVER FEED COSTS	\$	309.10	409.72	193.15
20. OTHER DIRECT COSTS				
21. MISCELLANEOUS LIVESTOCK EXPENSE	\$	16.02	20.76	15.50
22. VETERINARY EXPENSE		10.42	13.58	7.72
23. CUSTOM WORK		4.13	2.85	4.97
24. SPECIAL HIRED LABOR		7.64	4.80	11.74
25. TOTAL OTHER DIRECT COSTS	\$	38.21	41.99	39.93
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$	270.89	367.73	153.22
27. ALLOCATED COSTS				
28. POWER & MACHINERY COSTS (PCAF 1.00)		15.63	12.59	15.14
29. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		21.27	15.77	20.71
30. BUILDING & FENCES (BCAF 5)		22.09	25.36	15.34
31. TOTAL ALLOCATED COSTS	\$	58.99	53.72	51.19
	\$			
32. RETURN OVER ALL LISTED COSTS	\$	211.90	314.01	102.03
33. SUPPLEMENTARY MANAGEMENT INFORMATION				
34. RETURN FOR \$100 FEED FED	\$	290.17	361.11	207.87
35. PRICE RECEIVED PER ANIMAL SOLD	\$	63.43	65.04	61.19
36. AVERAGE PRICE PER PIG SOLD OR TRANS.	\$	53.85	60.64	46.60
37. AVERAGE WEIGHT PER PIG SOLD OR TRANS.	\$	51.4	54.7	52.0
38. NUMBER OF PIGS PRODUCED		777	940	644
39. NUMBER OF PIGS BORN PER LITTER		9.9	9.8	9.9
40. NUMBER OF PIGS WEANED PER LITTER		7.8	8.3	7.2
40A. LITTERS PER BEARING FEMALE PER YEAR		1.6	1.7	1.6
41. PERCENT DEATH LOSS		18.0	12.7	22.6
42. PRICE PER CWT CONCENTRATE FED	\$	7.16	6.76	7.12
43. PRICE PER CWT PROTEIN, SALT & MIN.	\$	15.61	14.64	13.39
44. FEED & SUPP. COSTS PER PIG PRODUCED	\$	26.87	24.12	30.60
45. TOTAL LISTED COSTS PER LITTER	\$	259.74	252.62	270.18

TABLE 12-6290 - DAIRY COWS, COMMERCIAL - 1982

	AVERAGE 210 FARMS	HIGH 42 FARMS	LOW 42 FARMS
1. AVERAGE NUMBER OF COWS	47.8 PER COW	53.1 PER COW	42.6 PER COW
2. POUNDS OF MILK	14250	16790	11722
3. POUNDS OF BUTTERFAT	516.9	609.3	422.9
4. PERCENT OF BUTTERFAT IN MILK	3.63	3.63	3.61
5. VALUE OF PRODUCE			
6. DAIRY PRODUCTS SOLD	\$ 1832.28	2173.73	1477.46
7. DAIRY PRODUCTS USED IN HOME	8.72	11.24	8.90
8. MILK FED TO LIVESTOCK	14.12	13.22	17.49
9. NET INCREASE IN VALUE OF COWS	-122.07	-50.79	-213.73
10. OTHER MISCELLANEOUS DAIRY INCOME	1.34	.23	
11. TOTAL VALUE PRODUCED	\$ 1734.39	2147.63	1290.12
12. POUNDS OF FEED FED			
13. CORN	4867.8	5082.0	4470.5
14. SMALL GRAIN	420.6	452.2	492.3
15. COMPLETE RATION	176.6	237.0	299.3
16. PROTEIN, SALT & MINERAL	1317.6	1656.7	1007.9
17. TOTAL CONCENTRATES	6782.6	7427.9	6270.0
18. LEGUME HAY	5390.7	5267.8	5938.2
19. OTHER HAY & DRY ROUGHAGE	319.0	55.4	410.8
20. SILAGE	12655.3	10970.1	14156.3
20A. HAYLAGE	784.2	1413.3	476.2
21. FEED COSTS			
22. GRAINS	\$ 213.03	219.70	199.84
23. COMPLETE RATION	12.11	3.47	16.85
24. PROTEIN/SALT/MINRL (COST/CWT FED	183.54	230.92	147.51
25. ALL HAY & DRY ROUGHAGE	180.13	180.21	194.01
26. SILAGE	109.54	96.16	120.49
27. PASTURE	2.32	1.02	5.31
28. TOTAL FEED COSTS	\$ 700.67	731.48	684.01
29. RETURN OVER FEED COSTS	\$ 1033.72	1416.15	606.11
30. OTHER DIRECT COSTS			
31. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 83.62	101.71	59.86
32. VETERINARY EXPENSE	35.02	40.62	32.11
33. CUSTOM WORK HIRED	46.61	52.00	43.57
34. SPECIAL HIRED LABOR	3.28	.08	.12
35. TOTAL OTHER DIRECT COSTS	\$ 168.53	194.41	135.66
36. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 865.19	1221.74	470.45
37. ALLOCATED COSTS			
38. POWER & MACHINERY COSTS (PCAF 1.00)	72.33	81.32	69.01
39. LIVESTOCK EQUIPMENT COSTS (ECAF 5)	76.32	91.39	55.52
40. BUILDING & FENCES (BCAF 5)	85.98	88.78	67.65
41. TOTAL ALLOCATED COSTS	\$ 234.63	261.49	192.18
42. RETURN OVER ALL LISTED COSTS	\$ 630.56	960.25	278.27
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. RETURN FOR \$100 FEED FED	\$ 247.53	293.60	188.61
45. FEED COST PER CWT OF MILK	\$ 4.92	4.35	5.84
46. FEED COST PER POUND OF BUTTERFAT	\$ 1.36	1.20	1.62
47. POUNDS OF MILK / POUND OF CONCENTRATE	2.10	2.26	1.87
48. AVERAGE PRICE PER CWT MILK SOLD	\$ 13.01	13.09	12.79
49. AVERAGE PRICE PER POUND OF BUTTERFAT	\$ 3.59	3.61	3.55
50. TOTAL LISTED COSTS/MILK PRODUCED	\$ 7.75	7.07	8.63
51. DAIRY COW TURNOVER PERCENTAGE	33.5	35.8	32.9
52. TOTAL LISTED COSTS PER COW	\$ 1103.83	1187.38	1011.85

TABLE 13-6310 - OTTHER DAIRY, COMMERCIAL REPLACEMENT - 1982

	AVERAGE 210 FARMS	HIGH 42 FARMS	LOW 42 FARMS
1. NUMBER OF HEAD	57.8 PER HEAD	60.5 PER HEAD	54.0 PER HEAD
2. NET INCREASE IN VALUE	\$ 324.86	482.36	165.76
3. OTHER MISCELLANEOUS INCOME	.50		
4. TOTAL INCOME	\$ 325.36	482.36	165.76
5. POUNDS OF FEED FED			
6. CORN	945.7	796.3	1076.1
7. SMALL GRAIN	219.2	145.5	257.4
8. COMPLETE RATION	45.4	88.8	
9. PROTEIN, SALT & MINERAL	238.7	197.6	208.3
10. HAY & DRY ROUGHAGE	2053.4	1466.6	3070.5
11. SILAGE	6992.6	5729.5	9704.4
11A. HAYLAGE	58.3	11.7	
12. MILK	94.5	85.6	92.4
13. FEED COSTS			
14. GRAINS	\$ 47.65	38.08	55.07
15. COMPLETE RATION	4.55	9.26	
16. PROTEIN, SALT & MINERALS	35.35	32.78	37.69
17. HAY/HAYLAGE & DRY ROUGHAGE	56.56	48.21	68.67
18. SILAGE	61.59	49.12	87.91
19. MILK	12.82	11.70	12.67
20. PASTURE	1.90	.96	1.56
21. TOTAL FEED COSTS	\$ 220.42	190.11	263.57
22. RETURN OVER FEED COSTS	\$ 104.94	292.25	-97.81
23. OTHER DIRECT COSTS			
24. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 9.50	13.42	6.89
25. VETERINARY EXPENSE	3.44	4.46	4.30
26. CUSTOM WORK HIRED	2.85	3.16	2.33
27. SPECIAL HIRED LABOR	2.20	.68	.07
28. TOTAL OTHER DIRECT COSTS	\$ 17.99	21.72	13.59
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 86.95	270.53	-111.40
30. ALLOCATED COSTS			
31. POWER & MACHINERY COSTS (PCAF 1.00)	12.40	10.94	13.74
32. LIVESTOCK EQUIPMENT COSTS (ECAAF 5)	13.12	12.86	14.81
33. BUILDING & FENCES (BCAF 5)	14.26	13.12	13.90
34. TOTAL ALLOCATED COSTS	\$ 39.78	36.92	42.45
35. RETURN OVER ALL LISTED COSTS	\$ 47.17	233.61	-153.85
36. SUPPLEMENTARY MANAGEMENT INFORMATION			
37. RETURN FOR \$100 FEED FED	\$ 147.61	253.72	62.89
38. PERCENT DEATH LOSS - TOTAL	9.3	9.5	11.2
39. PERCENT CALF DEATH LOSS	17.0	16.7	23.8
40. TOTAL LISTED COSTS PER HEAD	\$ 278.19	248.75	319.61

TABLE 14 - ALL DAIRY CATTLE - 1982

	AVERAGE 210 FARMS	HIGH 42 FARMS	LOW 42 FARMS
1. AVERAGE NUMBER OF COWS	47.7	50.8	39.3
	PER COW	PER COW	PER COW
2. VALUE OF DAIRY PRODUCTS	\$ 1858.72	2169.67	1561.81
3. NET INCREASE IN VALUE	307.65	480.59	47.33
4. MISCELLANEOUS DAIRY INCOME	1.82		
5. TOTAL VALUE PRODUCED	\$ 2168.19	2650.26	1609.14
6. POUNDS OF FEED FED			
7. GRAINS	6912.1	7049.3	6825.8
8. COMPLETE RATIONS	255.0	318.6	207.9
9. PROTEIN, SALT & MINERAL, INCL. MILK EQUIV.	1639.0	2101.4	1236.4
10. HAY & DRY ROUGHAGE	8482.5	8102.7	10020.8
11. SILAGE	22474.6	22249.4	22710.5
11A. HAYLAGE	838.3	1446.4	212.0
12. FEED COSTS			
13. GRAINS	\$ 279.20	277.66	276.92
14. COMPLETE RATIONS	19.27	11.73	12.72
15. PROTEIN, SALT & MINERAL, INCL. MILK	245.77	306.28	203.05
16. HAY/HAYLAGE & DRY ROUGHAGE	257.69	258.54	276.46
17. SILAGE	193.90	190.51	194.78
18. PASTURE COSTS	4.78	3.74	7.96
19. TOTAL FEED COSTS	\$ 1000.61	1048.46	971.89
20. RETURN OVER FEED COSTS	\$ 1167.58	1601.80	637.25
21. OTHER DIRECT COSTS			
22. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 96.25	115.14	69.67
23. VETERINARY EXPENSE	40.38	48.76	36.82
24. CUSTOM WORK HIRED	50.88	55.79	43.59
25. SPECIAL HIRED LABOR	5.39	.96	1.30
26. TOTAL OTHER DIRECT COSTS	\$ 192.90	220.65	151.38
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 974.68	1381.15	485.87
28. ALLOCATED COSTS			
29. POWER & MACHINERY COSTS	88.63	96.27	93.40
30. LIVESTOCK EQUIPMENT COSTS	93.25	102.80	68.69
31. BUILDING & FENCES	105.08	115.68	94.62
32. TOTAL ALLOCATED COSTS	\$ 286.96	314.75	256.71
33. RETURN OVER ALL LISTED COSTS	\$ 687.72	1066.40	229.16
34. SUPPLEMENTARY MANAGEMENT INFORMATION			
35. RETURN FOR \$100 FEED FED	\$ 216.69	252.77	165.57
36. TOTAL LISTED COSTS PER COW	\$ 1480.47	1583.86	1379.98

TABLE 15A - 6100 BEEF BREEDING CATTLE - 1982

	AVERAGE 28 FARMS	HIGH 14 FARMS	LOW 14 FARMS
1. AVERAGE NUMBER OF BEEF COWS	34.7	42.2	27.2
2. AVERAGE NUMBER OF OTHER BEEF ANIMALS	23.5	27.4	19.7
3. POUNDS OF BEEF PRODUCED	14319	22950	9294
	PER COW	PER COW	PER COW
4. NET INCREASE IN VALUE	\$ 232.39	298.84	200.99
5. OTHER MISCELLANEOUS BEEF INCOME			
6. TOTAL VALUE PRODUCED	\$ 232.39	298.84	200.99
7. POUNDS OF FEED FED			
8. GRAIN	444.7	314.3	446.9
9. PROTEIN, SALT & MINERAL	123.2	111.7	141.0
10. LEGUME HAY	2768.8	2158.8	2715.3
11. OTHER HAY & DRY ROUGHAGE	1852.8	1308.7	1696.9
12. SILAGE	4907.2	4425.2	4654.9
12A. HAYLAGE			
13. FEED COSTS			
14. GRAIN	\$ 18.21	12.91	18.20
15. PROTEIN, SALT & MINERAL	13.63	11.42	17.06
16. LEGUME HAY/HAYLAGE	77.58	54.72	82.64
17. OTHER HAY & DRY ROUGHAGE	26.22	19.50	23.05
18. SILAGE	40.29	36.09	32.83
19. PASTURE	35.65	27.80	37.83
20. TOTAL FEED COSTS	\$ 211.58	162.44	211.51
21. RETURN OVER FEED COSTS	\$ 20.81	136.40	-10.52
22. OTHER DIRECT COSTS			
23. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 13.03	13.25	12.72
24. VETERINARY EXPENSE	5.04	5.33	4.60
25. CUSTOM WORK HIRED	7.46	3.55	13.49
26. SPECIAL HIRED LABOR			
27. TOTAL OTHER DIRECT COSTS	\$ 25.53	22.13	30.81
28. RETURN OVER FEED & OTHER DIRECT COSTS	\$ -4.72	114.27	-41.33
29. ALLOCATED COSTS			
30. POWER & MACHINERY COSTS (PCAF 1.00)	13.52	11.35	16.71
31. LIVESTOCK EQUIPMENT COSTS (ECAF 5)	23.09	22.29	23.61
32. BUILDING & FENCES (BCAF 5)	17.16	17.15	16.31
33. TOTAL ALLOCATED COSTS	\$ 53.77	50.79	56.63
34. RETURN OVER ALL LISTED COSTS	\$ -58.49	63.48	-97.96
35. SUPPLEMENTARY MANAGEMENT INFORMATION			
36. RETURN FOR \$100 FEED FED	\$ 109.83	183.97	95.03
37. PRICE PER CWT. SOLD	\$ 46.02	49.67	42.27
38. PRICE PER CWT CALF SOLD/TRANSFERRED	\$ 54.64	57.29	41.28
39. AVERAGE WEIGHT PER HEAD SOLD	1050.0	1063.9	932.6
40. AVE. WEIGHT PER CALF SOLD/TRANSFERRED	482.4	390.0	681.2
41. PERCENT DEATH LOSS	3.5	2.0	6.0
42. PERCENT CALF CROP	103.8	106.7	96.4
42A. PERCENT CALF DEATH LOSS	6.1	5.3	7.4
43. TOTAL LISTED COSTS PER COW	\$ 290.88	235.36	298.95

TABLE 15B BEEF FEEDERS FEEDLOT - 1982

		AVERAGE 81 FARMS	HIGH 16 FARMS	LOW 16 FARMS
1. AVERAGE NUMBER OF BEEF FEEDERS		75.7	92.9	24.0
2. POUNDS OF BEEF PRODUCED		51152	64218	12511
		PER CWT.	PER CWT.	PER CWT.
3. NET INCREASE IN VALUE OF ANIMALS	\$	59.54	67.65	57.27
4. OTHER MISCELLANEOUS BEEF INCOME				
5. TOTAL VALUE PRODUCED	\$	59.54	67.65	57.27
6. POUNDS OF FEED FED				
7. GRAIN		541.4	410.7	550.8
8. PROTEIN, SALT & MINERAL		67.2	38.7	31.7
9. LEGUME HAY		86.3	34.7	59.8
10. OTHER HAY & DRY ROUGHAGE		137.4	455.7	173.8
11. SILAGE		1022.8	647.4	1286.0
11A. HAYLAGE		4.9		
12. FEED COST				
13. GRAIN	\$	21.38	16.04	24.05
14. PROTEIN, SALT & MINERAL		6.59	6.96	4.13
15. LEGUME HAY/HAYLAGE		2.54	1.08	1.31
16. OTHER HAY & DRY ROUGHAGE		1.30	3.75	2.89
17. SILAGE		9.06	5.74	13.20
18. PASTURE		.23	.03	1.92
19. TOTAL FEED COSTS	\$	41.10	33.60	47.50
20. RETURN OVER FEED COSTS	\$	18.44	34.05	9.77
21. OTHER DIRECT COSTS				
22. MISCELLANEOUS LIVESTOCK EXPENSE	\$	.87	1.00	.89
23. VETERINARY EXPENSE		1.36	.95	.72
24. CUSTOM WORK HIRED		2.06	2.99	.82
25. SPECIAL HIRED LABOR		.08		
26. TOTAL OTHER DIRECT COSTS	\$	4.37	4.94	2.43
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$	14.07	29.11	7.34
28. ALLOCATED COSTS				
29. POWER & MACHINERY COSTS (PCAF 1.00)		1.74	1.52	3.30
30. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		2.41	2.27	2.87
31. BUILDING & FENCES (BCAF 5)		2.38	3.03	3.89
32. TOTAL ALLOCATED COSTS	\$	6.53	6.82	10.06
33. RETURN OVER ALL LISTED COSTS	\$	7.54	22.29	-2.72
34. SUPPLEMENTARY MANAGEMENT INFORMATION				
35. RETURN FOR \$100 FEED FED	\$	144.86	201.34	120.56
36. PRICE PER CWT. SOLD	\$	60.35	62.25	58.42
37. AVERAGE WEIGHT PER HEAD SOLD		1047.8	932.5	955.5
38. PRICE PER CWT. BOUGHT	\$	61.79	59.67	64.92
39. AVERAGE WEIGHT PER HEAD BOUGHT		532.4	502.4	452.5
40. NUMBER OF HEAD BOUGHT		93	123	4
41. PERCENT DEATH LOSS		2.4	1.3	2.3
42. EFFECTIVE DAILY GAIN-POUNDS/HEAD/DAY		1.85	1.89	1.43
43. TOTAL LISTED COST PER CWT PRODUCED	\$	52.00	45.36	59.99

TABLE 16A

SHEEP, FARM, COMMERCIAL - 1982

		AVERAGE 13 FARMS
1. AVERAGE NUMBER OF EWES		59.0
2. POUNDS OF LAMB & MUTTON PRODUCED		5737
3. POUNDS OF WOOL PRODUCED		575
		PER EWE
4. VALUE OF PRODUCE		
5. WOOL	\$	5.97
6. NET INCREASE IN VALUE OF ANIMALS		68.95
7. OTHER MISCELLANEOUS SHEEP INCOME		.17
8. TOTAL VALUE PRODUCED	\$	75.09
9. POUNDS OF FEED FED		
10. GRAIN		374.0
11. PROTEIN, SALT & MINERAL		35.7
12. LEGUME HAY		622.9
13. OTHER HAY & DRY ROUGHAGE		214.9
14. SILAGE		
14A. HAYLAGE		
15. FEED COST		
16. GRAIN	\$	17.02
17. PROTEIN, SALT & MINERAL		10.83
18. LEGUME HAY/HAYLAGE		18.07
19. OTHER HAY & DRY ROUGHAGE		4.64
20. SILAGE		
21. PASTURE		1.29
22. TOTAL FEED COSTS	\$	51.85
23. RETURN OVER FEED COSTS	\$	23.41
24. OTHER DIRECT COSTS		
25. MISCELLANEOUS LIVESTOCK EXPENSE	\$	2.20
26. VETERINARY EXPENSE		2.53
27. CUSTOM WORK HIRED		2.92
28. SPECIAL HIRED LABOR		
29. TOTAL OTHER DIRECT COSTS	\$	7.65
30. RETURN OVER FEED & OTHER DIRECT COSTS	\$	15.76
31. ALLOCATED COSTS		
32. POWER & MACHINERY COSTS (PCAF 1.00)		17.92
33. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		19.58
34. BUILDING & FENCES (BCAF 5)		16.86
35. TOTAL ALLOCATED COSTS	\$	54.36
36. RETURN OVER ALL LISTED COSTS	\$	-38.60
37. SUPPLEMENTARY MANAGEMENT INFORMATION		
38. RETURN FOR \$100 FEED FED	\$	144.82
39. PRICE PER CWT LAMB & MUTTON SOLD	\$	47.01
40. PRICE PER CWT LAMB SOLD/TRANSFERRED	\$	52.54
41. AVE. WEIGHT OF LAMB SOLD/TRANSFERRED		103.5
42. POUNNDS OF WOOL PER SHEEP SHEARED		11.7
43. NUMBER OF EWES KEPT FOR LAMBING		51
44. PERCENT LAMB CROP		119.6
45. PERCENT DEATH LOSS		11.1
45A. PERCENT LAMB DEATH LOSS		23.0
46. TOTAL LISTED COST PER EWE	\$	113.86

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Item	1978	1979	1980	1981	1982
Number of records	500	505	550	501	468
Avg. Labor Earnings	21,220	17,942	26,779	2,371	12,508
Total Farm Sales	92,797	110,667	122,603	127,035	128,431
Total Cash Opr. Expense	47,274	58,569	63,664	96,322	80,916
<u>Ave. Return Over \$100 Feed Fed</u>					
Dairy Cows	250	256	232	232	247
Feeder Cattle	210	164	112	116	144
Hogs, Finishing	176	152	124	114	170
<u>Miscellaneous Livestock Information</u>					
Number of Dairy Cows Herd	43.0	44.7	45.6	46.4	47.8
Pounds of Feeder Cattle Prod.	37,352	41,546	32,286	44,725	51,152
Pounds of Pork Prod. Finishing	65,827	68,491	87,962	84,841	104,800
Pounds Butterfat/Cow	468.5	493.9	505.8	504.7	516.9
<u>Ave. Price Received Per:</u>					
CWT. Milk Sold	9.91	11.34	12.39	13.14	13.01
CWT. Beef Feeders	50.24	64.72	62.50	61.08	60.35
CWT. Hogs Finishing	48.97	56.83	38.94	42.61	52.93
<u>Ave Price of Feed Fed</u>					
Corn, Bushel	1.90	2.00	2.75	2.20	2.10
Oats, Bushel	1.10	1.20	1.45	1.80	1.60
Alfalfa Hay/Ton	40.00	40.00	60.00	60.00	60.00
Corn Silage/Ton	15.00	16.00	21.00	18.00	16.00
<u>Ave. Yield Per Acre:</u>					
Oats, Bushels	52.5	59.8	62.2	67.3	70.6
Corn Grain, Bushel	94.8	92.0	88.5	99.0	108.0
Soybeans, Bushels	35.0	32.8	31.5	30.3	35.9
Corn Silage, Tons	12.1	13.8	13.2	14.8	15.0
Alfalfa Hay, Tons	3.9	4.2	3.8	3.7	3.8
Wheat, Bushels	29.6	36.6	45.3	34.6	40.2
Barley, Bushels	41.3	48.3	44.4	36.6	66.8

SETTING GOALS

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

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

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

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

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

WHAT DOES YOUR FAMILY WANT?

Name _____ Date _____

Address _____

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

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