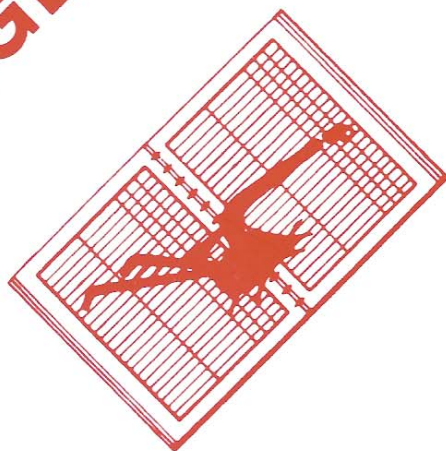


FARM BUSINESS MANAGEMENT



**1983 Annual Report
Northeast and East Central Minnesota
Report No. 28
April, 1984**

**AN ADULT
EDUCATION
PROGRAM**

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

1983 REPORT OF THE VOCATIONAL AGRICULTURE FARM BUSINESS MANAGEMENT
PROGRAM IN NORTHEAST AND EAST CENTRAL MINNESOTA

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Area Vo-Ag Program Coordinator

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COLOR CODE EXPLANATION

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

WHITE.....	INTRODUCTION & MISCELLANEOUS INFORMATION.
GOLDENROD.....	WHOLE FARM tables include both the Landlord and the operator's inventory income and expenses.
BLUE.....	OPERATOR'S tables include inventories, income and expenses for the operator only. All Landlord information is excluded from these tables.
GREEN.....	CROP tables include the information for all crops grown on whole farm basis.
PINK.....	LIVESTOCK tables include the information for all livestock enterprises and are listed on a whole farm basis.

INTRODUCTION

The Adult Farm Business Management Education program has been part of the public school vocational agriculture offerings since 1952. From the early cooperative efforts of the State Department of Education, Department of Agricultural Education (U. of Minn.) and the Department of Agricultural Economics (U. of Minn.), the program has expanded to serve over 4000 farm families in six regional farm management areas. Programs are now cooperatively managed by the State Department of Education, the Division of Agricultural Education (U. of Minn.), AVTI's, and local school districts.

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

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

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

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

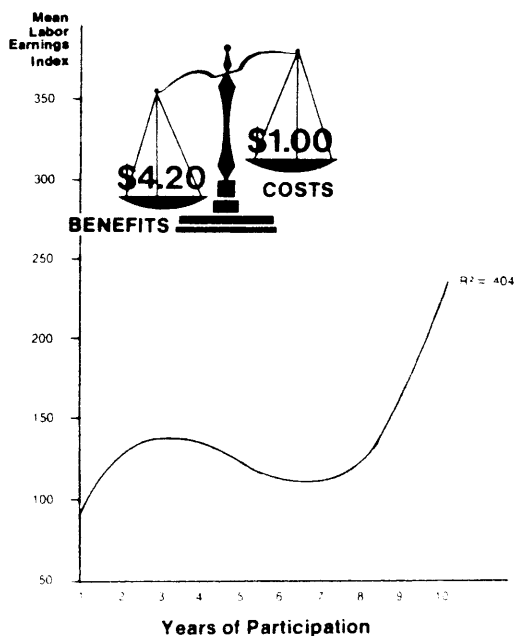
Year 1 - Farm Business records and accounts.

Year 2 - Farm Business analysis and evaluations.

Year 3 - Farm Business organization.

Advanced (For students who have completed Years 1, 2, and 3.)

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



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

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

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

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

For a cost of about \$105.00, the farmer receives a computerized depreciation schedule, and a very complete enterprise analysis of the farming operation. In addition, the farmer will be working with a Farm Management Instructor who teaches basic accounting procedures, and helps to budget, interpret the analysis, and plan the farm operation and credit needs. The "Ag Man" also helps farmers keep up with the latest agricultural developments. In short, the "Ag Man" helps the farmer to get the most out of the farm.

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

The Staples Technical Institute, in cooperation with the Vocational Division of the Minnesota State Department of Education and the University of Minnesota Agricultural Education Division, is charged with the responsibility for operation and maintenance of the Vocational Agriculture Farm Management Program in Northeast and East Central Minnesota. This 1983 report represents the twenty-eighth annual report for most of this area.

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

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

Cooperating agencies were represented by: Ms. Sharon Grossbach, Mr. Paul Day, and Dr. William Hohenhaus of the Vocational Division, State Department of Education, and Dr. Edgar Persons and Dr. Paul Marvin of the Agriculture Education Division of the University of Minnesota.

This report is dedicated to Mr. Odell Barduson, former Adult State Supervisor of Agricultural Education, who retired June 30, 1983. His many years of leadership are greatly appreciated.

The Records used in completing this report came from farmers enrolled in the Adult and Veteran Minnesota Farm Business Management Program in 9 high schools, 3 AVTI's, and 2 cooperative centers in Northeast and East Central Minnesota.

A List of Cooperating Schools and Instructors follows:

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

Records this year for the 20th time were analyzed by electronic data processing with the work being done by Specialized Data Systems at Madison, Wisconsin.

1980 - 1981 - 1982 - 1983 IN A CAPSULE

	<u>1980</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>
FARM SIZE (ACRES)	346	360	378	407
SIZE OF BUSINESS (WORK UNITS)*	386	439	463	449
RETURN TO CAPITAL & FAMILY LABOR	22840	9337	12302	10016
RETURN TO OPERATOR LABOR & MANAGEMENT (6B)	18389	5791	8332	5864
NET WORTH (AVG. JAN. 1 & DEC. 31)	111618	124410	142916	124708
RATIO OF ASSETS TO LIABILITIES (AVG.)	2.02	1.99	1.95	1.83

SOURCE OF INCOME - TABLE 3

INCOME FROM LIVESTOCK	54%	60%	64%	53%
INCOME FROM CROPS	42%	36%	33%	44%
MISCELLANEOUS INCOME; ALL OTHER INCOME	4%	4%	3%	3%

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

MONEY SPENT BY THE AVERAGE NORTHEAST AND
EAST CENTRAL MINNESOTA FARMER

SUMMARY BY YEARS

	1979	1980	1981	1982	1983
TO OTHER FARMERS FOR LIVESTOCK & CUSTOM WORK	8889	6347	6615	7782	6973
TO THE AGRI-BUSINESS COMMUNITY FOR FERTI- LIZER, CHEMICALS, SEED, FEEDS, REPAIRS, AND FUEL	23919	30089	35693	38446	39123
FOR EXTRA LABOR	1517	2199	2244	3032	2494
SUPPORT OF LOCAL GOVT. (PROPERTY & OTHER TAX)	1710	1586	1548	1997	1805
FOR UTILITIES (ELECTRICITY & TELEPHONE)	1681	2110	2519	3179	3369
FOR USE OF OTHER PEOPLE'S CAPITAL (INTEREST & CASH RENT)	7389	10855	14485	16841	16411
FARM EQUIPMENT DEALERS (POWER & MACH.)	12467	12230	11227	9534	7642
BUILDINGS AND LAND	14189	8495	9938	6515	6342
FOOD, CLOTHING, HOUSE, FUEL, FURNITURE & PERSONAL CARE	5496	5698	6222	6757	6574
CONTRIBUTIONS - CHURCH & OTHER	405	415	572	562	654
MEDICAL CARE & HEALTH INSURANCE	1332	1405	1642	1771	2016
EDUCATION & RECREATION	1588	1868	1992	1344	2069
LIFE INSURANCE & OTHER INVESTMENTS	760	725	764	1186	1109
- - - - -					
TOTAL MONEY SPENT BY ONE AVERAGE FARMER WITHIN HIS COMMUNITY & SERVICE AREA	\$81344	\$84022	\$95461	\$98946	\$96581

SOURCE

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

CASH SUMMARY OF FARM EARNINGS (WHOLE FARM) 1980 - 1983

	1980	1981	1982	1983
FARM RECEIPTS				
DAIRY COWS	4449	4211	4573	5191
DAIRY PRODUCTS	47773	56180	67903	62233
OTHER DAIRY	4052	4172	4821	4852
BEEF CATTLE (INCL. FEEDERS)	2854	3551	3400	4457
HOGS	3629	3790	3717	2889
SHEEP AND WOOL	46	64		16
OTHER PROD. LIVESTOCK	41	28	15	45
CORN	2574	3414	2447	3158
WHEAT	515	439	95	266
OTHER SMALL GRAIN	807	1060	361	820
OTHER CROPS	1710	1206	1220	2700
CAPITAL ASSETS SOLD	397	1118	145	1024
INCOME FROM WORK OFF THE FARM	538	540	335	554
MISCELLANEOUS FARM INCOME	2820	2578	2479	2482
1. TOTAL FARM SALES	72178	78259	91511	90687
2. INCREASE IN FARM CAPITAL	24792	15346	10331	7304
3. FAMILY LIVING FROM THE FARM	910	908	907	863
4. TOTAL FARM RECEIPTS 1 & 2 & 3	97880	95194	102749	98854
FARM EXPENSE				
DAIRY COWS BOUGHT	2017	1602	1312	1684
OTHER DAIRY BOUGHT	1323	1094	1038	1354
BEEF CATTLE BOUGHT (INCL. FEEDERS)	514	783	474	429
HOGS BOUGHT	121	215	284	87
SHEEP BOUGHT (INCL. FEEDERS)	18	12		
OTHER PROD. LIVESTOCK	9	6	1	
MISCELLANEOUS LIVESTOCK EXPENSE	3997	3670	4741	4964
FEED BOUGHT	12243	13556	14545	15548
FERTILIZER & CHEMICALS	4306	5962	5943	6039
OTHER CROP EXP (INCL. INRIC OPER OR OPER COST)	1823	2312	2760	2347
CUSTOM WORK ENTERPRISE (INCL. LABOR)	5	131	6	9
CUSTOM WORK HIRED	2585	2942	3614	3456
GAS-OIL-OPT-ACC BOUGHT (FARM SHARE)	3135	4044	4144	3889
REPAIR & OMP OF MACH/TRACTOR/TRUCK/AUTO (F.S.)	3001	3447	3682	4036
REPAIR & OMP OF FARM REAL ESTATE	1039	1087	1220	973
REPAIR & OMP OF LIVESTOCK EQUIPMENT	759	725	1029	1014
WAGES OF HIRED LABOR	2232	2247	3033	2499
ELECTRICITY EXPENSE (FARM SHARE)	1375	1717	2237	2377
REAL ESTATE & PERS PROPERTY TAXES	771	713	921	1041
TELEPHONE & GENERAL FARM EXPENSE	1482	1656	1956	1860
5. TOTAL CASH OPERATION EXPENSE	42056	47921	52939	52652
6. POWER, CROP & GEN MACH BOUGHT	9279	8581	7119	5515
7. LIVESTOCK EQUIP BOUGHT	3093	2426	2052	1968
8. NEW REAL ESTATE & IMPROVEMENTS	8192	6363	6273	4913
9. TOTAL FARM PURCHASES	62620	65291	68383	65048
10. DECREASE IN FARM CAPITAL	0	5257	4619	6969
11. INTEREST ON FARM CAPITAL	13953	16126	18914	17997
12. UNPAID FAMILY LABOR	721	836	914	1403
13. LABOR CHARGE FOR PARTNERS	540	730	687	846
14. BOARD FURNISHED TO HIRED LABOR	50	87	76	51
15. TOTAL FARM EXPENSE 9-14	77884	88327	93593	92314
16. LABOR EARNINGS 4-15	19996	6867	9156	6540

THE CAPITAL INVESTMENT PICTURE IN THE FARM BUSINESS

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1983

		<u>Average of 175 Farms</u>	
1.	SIZE OF FARM - TOTAL ACRES	407.3	
2.	- TILLABLE ACRES	243.3	
3.	WORK UNITS - CROPS	103.98	
4.	- LIVESTOCK	339.29	
5.	- OTHER	5.41	
6.	TOTAL SIZE OF BUSINESS IN WORK UNITS	448.67	
7.	NUMBER OF WORKERS	1.63	
8.	FARM CAPITAL INVESTMENT PER WORKER	\$ 170265	
		<u>JAN. 1</u>	<u>DEC. 31</u>
9.	<u>PRODUCTIVE LIVESTOCK</u>		
10.	DAIRY COWS	33179	33430
11.	OTHER DAIRY CATTLE	20158	19588
12.	BEEF BREEDING CATTLE	6839	6418
13.	BEEF FEEDER CATTLE	480	431
14.	HOGS	1459	1394
15.	SHEEP (INCLUDING FEEDERS) & GOATS	16	13
16.	POULTRY - ALL TYPES	5	3
17.	OTHER LIVESTOCK	41	24
18.	TOTAL PRODUCTIVE LIVESTOCK	\$ 62176	61302*
19.	<u>CROP, SEED & FEED</u>	20792	22169
20.	<u>POWER, MACHINERY & EQUIPMENT</u>		
21.	AUTO & TRUCK (FARM SHARE)	1895	1872
22.	POWER & MACHINERY	26665	25933
23.	IRRIGATION EQUIPMENT	2014	1822
24.	CUSTOM WORK EQUIPMENT		
25.	LIVESTOCK EQUIPMENT	10946	10895
26.	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 41520	40521*
27.	<u>LAND</u>	88375	90114
28.	<u>BUILDINGS-FENCES-ETC.</u>	44066	43158
29.	TOTAL FARM CAPITAL	\$ 256929	257264*
30.	<u>INCREASE OR DECREASE IN TOTAL FARM CAPITAL</u>		\$ 335*

Table 1 lists the categories of farm capital for the average of 175 farms and for the 35 most profitable and 35 least profitable farms. These averages include the Landlord's share of the investment for the rental farms.

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

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

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1983

		Most Profitable Farms 35 High	
		JAN. 1	DEC. 31
1.	SIZE OF FARM - TOTAL ACRES	402.6	
2.	- TILLABLE ACRES	276.3	
3.	WORK UNITS - CROPS	130.86	
4.	- LIVESTOCK	435.39	
5.	- OTHER	1.81	
6.	TOTAL SIZE OF BUSINESS IN WORK UNITS	568.07	
7.	NUMBER OF WORKERS	1.78	
8.	FARM CAPITAL INVESTMENT PER WORKER	\$ 192602	
		JAN. 1	DEC. 31
9.	PRODUCTIVE LIVESTOCK		
10.	DAIRY COWS	47001	46617
11.	OTHER DAIRY CATTLE	26213	29028
12.	BEEF BREEDING CATTLE	1051	1090
13.	BEEF FEEDER CATTLE	495	343
14.	HOGS	507	367
15.	SHEEP (INCLUDING FEEDERS) & GOATS	80	67
16.	POULTRY - ALL TYPES	13	3
17.	OTHER LIVESTOCK	205	119
18.	TOTAL PRODUCTIVE LIVESTOCK	\$ 75565	77634*
19.	CROP, SEED & FEED	30935	35675
20.	POWER, MACHINERY & EQUIPMENT		
21.	AUTO & TRUCK (FARM SHARE)	2620	2716
22.	POWER & MACHINERY	37637	36492
23.	IRRIGATION EQUIPMENT	3275	2935
24.	CUSTOM WORK EQUIPMENT		
25.	LIVESTOCK EQUIPMENT	12553	13986
26.	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 56084	56130*
27.	LAND	101675	103770
28.	BUILDINGS-FENCES-ETC.	52662	50860
29.	TOTAL FARM CAPITAL	\$ 316922	324069*
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 7147*

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

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

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1983

		Least Profitable Farms 35 Low	
		JAN. 1	DEC. 31
1.	SIZE OF FARM - TOTAL ACRES	535.1	
2.	- TILLABLE ACRES	271.6	
3.	WORK UNITS - CROPS	113.35	
4.	- LIVESTOCK	363.21	
5.	- OTHER	5.86	
6.	TOTAL SIZE OF BUSINESS IN WORK UNITS	482.43	
7.	NUMBER OF WORKERS	1.79	
8.	FARM CAPITAL INVESTMENT PER WORKER	\$ 184084	
		JAN. 1	DEC. 31
9.	<u>PRODUCTIVE LIVESTOCK</u>		
10.	DAIRY COWS	30639	32235
11.	OTHER DAIRY CATTLE	23557	20707
12.	BEEF BREEDING CATTLE	15390	12403
13.	BEEF FEEDER CATTLE	377	762
14.	HOGS	2605	2302
15.	SHEEP (INCLUDING FEEDERS) & GOATS		
16.	POULTRY - ALL TYPES		
17.	OTHER LIVESTOCK		
18.	TOTAL PRODUCTIVE LIVESTOCK	\$ 72567	68411*
19.	<u>CROP, SEED & FEED</u>	21161	21582
20.	<u>POWER, MACHINERY & EQUIPMENT</u>		
21.	AUTO & TRUCK (FARM SHARE)	2657	2909
22.	POWER & MACHINERY	25263	25378
23.	IRRIGATION EQUIPMENT	2385	2177
24.	CUSTOM WORK EQUIPMENT		
25.	LIVESTOCK EQUIPMENT	12505	11955
26.	TOTAL POWER, MACHINERY & EQUIPMENT	\$ 42810	42419*
27.	<u>LAND</u>	131988	133003
28.	<u>BUILDINGS-FENCES-ETC.</u>	48153	45118
29.	TOTAL FARM CAPITAL	\$ 316678	310533*
30.	<u>INCREASE OR DECREASE IN TOTAL FARM CAPITAL</u>		\$ (-6145)*

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1983

	Average of 175 Farms	35 Most Profitable	35 Least Profitable
1 <u>SALE OF LIVESTOCK & LIVESTOCK PRODUCTS</u>			
2 DAIRY COWS	5191	7099	5606
3 DAIRY PRODUCTS	62233	87700	56906
4 OTHER DAIRY CATTLE	4852	6834	6196
5 BEEF BREEDING CATTLE	3333	614	8751
6 BEEF FEEDER CATTLE	1124	667	922
7 HOGS COMPLETE & MIXED	1810	688	4457
8 HOGS FINISHED	266		
9 HOGS PRODUCING WEANING PIGS	813	196	343
10 SHEEP, GOATS & WOOL, FARM FLOCK	16	80	
11 SHEEP & WOOL, FEEDER LAMBS			
12 CHICKENS (INCLUDING HENS & BROILERS)	3	10	
13 TURKEYS			
14 EGGS	27	66	
15 OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	13	63	
16 OTHER MISCELLANEOUS LIVESTOCK INCOME	2		
17 <u>TOTAL SALES OF PRODUCTIVE LIVESTOCK</u>	\$ 79683*	104017*	83181*
18 <u>SALE OF CROPS</u>			
19 WHEAT	266	256	52
19A DURUM			
20 OTHER SMALL GRAINS	820	1401	236
21 CORN	3158	9878	1231
22 SOYBEANS	203	697	
22A SUNFLOWERS	11	31	23
23 OTHER ROW CROPS	12		
24 LEGUMES & OTHER FORAGE	564	1466	453
25 GRASS SEED			
26 FRUITS & NUTS			
27 VEGETABLE ROADSIDE MKT. & SPECIALTY	188		
28 NURSERY, TIMBER & OTHER	57		245
29 SET ASIDE ACRES-GOVERNMENT PAYMENTS	154	235	
29A PIK ACRES	1511	2388	888
30 <u>TOTAL SALES FROM CROPS</u>	\$ 6944*	16351*	3128*
31 CAP. ASSETS SOLD (AUTO/TRK/MACH.)	310	561	528
31A CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)	257	1286	
31B CAP. ASSETS SOLD (LAND)	457	2286	
32 GAS TAX REFUND	55	51	56
33 INCOME FROM WORK OFF THE FARM	554	1178	302
34 CUSTOM WORK ENTERPRISE INCOME	21		
35 PATRONAGE REFUNDS	772	1065	829
36 MISCELLANEOUS FARM INCOME	1634	2728	1317
37 <u>TOTAL FARM SALES</u>	\$ 90688*	129524*	89340*
38 INCREASE IN FARM CAPITAL	335	7147	0
39 FAMILY LIVING FROM THE FARM	863	955	1049
40 <u>TOTAL FARM RECEIPTS (37)+(38)+(39)</u>	\$ 91886*	137626*	90389*

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

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1983

	Average of 175 Farms	35 Most Profitable	35 Least Profitable
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	1684	2145	2266
3 OTHER DAIRY CATTLE	1354	1456	2705
4 BEEF BREEDING CATTLE	313		572
5 BEEF FEEDER CATTLE	116		114
6 HOGS COMPLETE & MIXED	55		66
7 HOGS FINISHING	11		
8 HOGS PRODUCING WEANING PIGS	21	34	5
9 SHEEP & GOATS			
10 SHEEP, FEEDER LAMBS			
11 CHICKENS (INCLUDING HENS & BROILERS)	1		
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK			
14 MISCELLANEOUS LIVESTOCK EXPENSE	4964	6077	5097
15 FEED BOUGHT	15548	16043	20519
16 FERTILIZER	4039	5303	4662
17 CHEMICALS	1049	1756	763
18 OTHER CROP EXPENSE	2270	3141	2247
19 IRRIGATION OPERATION COSTS	77	163	95
20 CUSTOM WK. ENTER. OPER. COSTS, INC. LABOR	5		
21 CUSTOM WORK HIRED	3456	3910	3621
22 REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT	1014	1230	1260
23 REPAIR & UPKEEP OF FARM REAL ESTATE	973	1384	1036
24 GAS, OIL & GREASE BOUGHT (FARM SHARE)	3889	4297	4476
25 REPAIR & OPR. OF MACH., TRACTOR, TRUCK, AUTO	3993	4782	4563
26 REPAIR & UPKEEP OF IRRIGATION EQUIPMENT	42	21	9
27 REPAIRS-CUSTOM WORK ENTERPRISE	1		
28 WAGES OF HIRED LABOR	2499	3397	3314
29 PERSONAL PROPERTY & REAL ESTATE TAXES	1041	1280	1289
30 GENERAL FARM EXPENSE	1551	1909	1619
31 TELEPHONE EXPENSE (FARM SHARE)	309	288	315
32 ELECTRICITY EXPENSE (FARM SHARE)	2377	2969	2487
33 TOTAL CASH OPERATING EXPENSE	\$ 52652*	61584*	63101*
34 POWER, CROP & GEN. MACH. BOUGHT (FARM SHARE)	5472	7023	7892
35 IRRIGATION EQUIPMENT BOUGHT	43	7	
36 CUSTOM WORK EQUIPMENT BOUGHT			
37 LIVESTOCK EQUIPMENT BOUGHT	1968	3622	1863
38 NEW REAL ESTATE - BLDGS/IMPROVEMENTS	3046	3649	848
38A NEW REAL ESTATE - LAND	1867	2732	1016
39 TOTAL FARM PURCHASES (33) THRU (38A)	\$ 65048*	78617*	74720*
40 DECREASE IN FARM CAPITAL	0	0	6144
41 INTEREST ON FARM CAP. (7% OPPOR. CHG.)	17997	22435	21952
42 UNPAID FAMILY LABOR	1403	1624	1940
43 LABOR CHG. FOR PARTNERS & OTHER OPER.	846	1223	1628
44 BOARD FURNISHED HIRED LABOR	51	73	35
45 TOTAL FARM EXPENSE (39) THRU (44)	\$ 85345*	103971*	106419*
46 RET TO OPR LAB & MGMT-SINGLE OPER (W.F.) (2A/40)-(45)	\$ 6540	33654*	(-16031)*
47 NUMBER OF OPERATORS	1	1	1
48 FULL TIME OPERATOR EQUIVALENTS	1.11	1.30	1.10
49 RET TO OPR. LABOR & MGT/FULL TIME OPR EQUIV	6336	29340	(-13258)

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

THE VALUE PRODUCED BY EACH ENTERPRISE

TABLE 3 - ENTERPRISE STATEMENT - 1983

		Average of 175 Farms	35 Most Profitable	35 Least Profitable
1	<u>RETURNS & NET INCREASES</u>			
2	PRODUCTIVE LIVESTOCK			
3	DAIRY COWS	\$ 56584	79299	51697
4	OTHER DAIRY CATTLE	13808	23049	12577
5	BEEF BREEDING CATTLE	3015	666	5814
6	FEEDER CATTLE	544	320	565
7	HOGS, COMPLETE & MIXED	1669	512	4110
8	HOG FINISHING ENTERPRISE	242		
9	PRODUCING WEANING PIGS	864	224	329
10	SHEEP & GOATS	13	67	
11	SHEEP, FEEDER LAMBS			
12	CHICKENS (INCLUDING HENS & BROILERS)	27	66	
13	TURKEYS			
14	OTHER PRODUCTIVE LIVESTOCK	(-5)	(-23)	
15	TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 76762*	104181*	75092*
16	VALUE OF FEED FED TO LIVESTOCK (MINUS)	43243	54758	48096
17	RETURN OVER FEED FROM LIVESTOCK	33519	49423	26996
18	CROP, SEED & FEED	27935	48669	22611
19	COOPERATIVE PATRONAGE REFUNDS	772	1065	829
20	MISCELLANEOUS FARM INCOME	1634	2728	1317
21	CUSTOM WORK ENTERPRISE	16		
22	TOTAL RETURNS & NET INCREASES	\$ 63876*	101885*	51753*
23	<u>EXPENSES & NET DECREASES</u>			
24	TRUCK & AUTO (FARM SHARE)	\$ 3846	3769	4643
25	TRACTORS & CROP MACHINERY	12341	14998	14213
26	IRRIGATION EQUIPMENT	276	368	217
27	ELECTRICITY	2377	2969	2487
28	LIVESTOCK EQUIPMENT	3196	3503	3741
29	BUILDINGS, FENCES & TILING	4670	5550	4919
30	BARE LAND	(-329)	(-1649)	
31	MISCELLANEOUS LIVESTOCK EXPENSE	4964	6077	5097
32	LABOR	4249	5512	5662
33	LABOR CHARGE FOR OTHER OPERATOR(S)	846	1223	1628
34	PROPERTY TAX	1041	1280	1289
35	GENERAL FARM EXPENSE & TELEPHONE	1860	2196	1934
36	INT. ON FARM CAP. (7% OPPORTUNITY CHG.)	17997	22435	21952
37	TOTAL EXPENSES & NET DECREASES	\$ 57335*	68231*	67784*
38	RETURN TO OPERATOR LABOR & MGMT (SING. OPR)	\$ 6540	33654	(-16031)
39	NUMBER OF FARM OPERATORS	1	1	1
40	FULL TIME OPERATORS EQUIVALENTS	1.11	1.30	1.10
41	RTRN OPR LBR & MGT./FULL TIME OPERATOR	6336	29340	(-13258)

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

TABLE 4 - HOUSEHOLD EXPENSE - 1983

		Average of 81 Farms	16 High Profit	15 Low Profit
1	NUMBER OF PERSONS - FAMILY	4	4	4
2	NUMBER OF ADULT EQUIVALENT - FAMILY	2.8	3.1	3.4
3	CHURCH & WELFARE	654	846	581
4	MEDICAL CARE & HEALTH INSURANCE	2016	2038	1740
5	FOOD & MEALS BOUGHT	3687	3593	3758
6	OPERATING EXPENSE & SUPPLIES	956	944	709
7	FURNISHINGS & EQUIPMENT	674	917	299
8	CLOTHING & CLOTHING MATERIALS	794	1213	473
9	PERSONAL CARE, PERSONAL SPENDING	463	589	279
10	EDUCATION	337	265	208
11	RECREATION	491	603	317
12	GIFTS & SPECIAL EVENTS	599	704	309
13	PERSONAL SHARE TRUCK & AUTO EXPENSE	642	842	531
14	OPERATOR SHARE UPKEEP ON DWELLING	139	164	218
14A	CASH RENT (PERSONAL)	35	94	
15	PERSONAL SHARE TELEPHONE & ELECTRICITY EXP.	698	802	839
15A	PERSONAL SHARE-GENERAL FARM EXPENSE	57	76	2
16	TOTAL CASH LIVING EXPENSE	\$ 12245*	13690*	10262*
17	PERSONAL SHARE NEW TRUCK & AUTO	181		171
18	NEW DWELLING BOUGHT	1292	2541	2500
19	TAXES & OTHER DEDUCTIONS	770	1214	939
20	LIFE INSURANCE & OTHER SAV. & INVEST.	1109	1863	200
21	TOTAL HOUSEHOLD & PERSONAL (16) THRU (20)	15597*	19308*	14071*
22	TOTAL FAMILY LIVING FROM THE FARM (33)	818	1024	752
23	TOTAL CASH & NON-CASH EXP. (21)+(22)	\$ 16415*	20332*	14823*
FAMILY LIVING FROM THE FARM				
25				
26	MILK & CREAM (QUARTS)	_____	_____	_____
27	BEEF & BUFFALO (POUNDS)	_____	_____	_____
28	PORK (POUNDS)	_____	_____	_____
29	LAMB, MUTTON, GOAT (POUNDS)	_____	_____	_____
30	POULTRY, ALL FOWL (POUNDS)	_____	_____	_____
31	EGGS (DOZEN)	_____	_____	_____
32	VEGETABLES, FRUITS, SPUDS, OTHER PRODUCE & FUEL	_____	_____	_____
33	TOTAL FAMILY LIVING FROM THE FARM	\$ 818*	1024*	752*

The household and personal expenses and receipts presented in Table 4 are for those farms with complete accounts. These farmers spent an average of \$1173 per month for family living in addition to the food, fuel, and housing furnished by the farm.

EXPLANATION OF RATIOS IN TABLE 5

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

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

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

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

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

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

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

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

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1983
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

		Average of 156 Farms	
		JAN. 1	DEC. 31
1	TOTAL PRODUCTIVE LIVESTOCK	\$ 59178	58503
2	CROP, SEED & FEED	19537	21250
3	TOTAL POWER, MACHINERY & EQUIPMENT	39918	38748
4	LAND (ACRES OWNED 316.7) (TILLABLE 169.4)	76162	77198
5	BUILDINGS, FENCES, ETC.	43618	42439
6	TOTAL FARM CAPITAL	\$ 238413	238138*
7	NON-FARM ASSETS	12370	12376
7A	CASH ON HAND & IN BANK	2096	2290
7B	NON-FARM REAL ESTATE	343	408
8	DWELLING	20866	21290
9	TOTAL ASSETS	\$ 274089	274503*
10	REAL ESTATE MORTGAGES	79584	80491
11	CHattel MORTGAGES	54047	56050
12	NOTES	9964	9457
13	ACCOUNTS PAYABLE	4064	3797
14	TOTAL LIABILITIES	\$ 147659	149795*
15	FARMERS NET WORTH	\$ 126430	124708
16	GAIN (OR LOSS) IN NET WORTH		\$ (-1722)*
* * * * *			
17	SUPPLEMENTARY MANAGEMENT INFORMATION		
18	RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 5864	
19	RETURN TO CAPITAL & FAMILY LABOR (6B/48)	10016	
20	NON-FARM INCOME		
21	OUTSIDE INVESTMENT INCOME	907	
22	OTHER PERSONAL INCOME & INCOME TAX REFUND	3723	
22A	SALE OF (P. S.) DWELLING, AUTO & TRUCK	237	
23	TOTAL NON-FARM INCOME	\$ 4867	
24	TOTAL FAMILY FARM & NON-FARM INCOME	\$ 14883	
25	TOTAL MONEY BORROWED	24643	
26	TOTAL PAID ON DEBT (PRINCIPAL)	22505	
27	TOTAL HOUSEHOLD & PERS CASH/NON-CASH EXP (4/23)	16415	
28	RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S.)	.923	
		JAN. 1	DEC. 31
29	RATIO: TOTAL-ASSETS TO LIABILITIES	1.856	1.833
30	RATIO: NON-REAL ESTATE-ASSETS TO LIAB.	1.955	1.921
31	RATIO: REAL ESTATE-ASSETS TO LIAB.	1.772	1.756
32	RATIO: NET WORTH TO TOTAL LIABILITIES	.856	.833
33*	RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.760
34	RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.387
35	RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.389
*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS			

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

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

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1983

		32 High Profit Farms		26 Low Profit Farms	
		JAN. 1	DEC. 31	JAN. 1	DEC. 31
1	TOTAL PRODUCTIVE LIVESTOCK	\$ 75052	77590	61497	58039
2	CROP, SEED & FEED	27356	33206	20070	20277
3	TOTAL POWER, MACHINERY & EQUIPMENT	50938	51559	37656	36698
4	LAND	77555	78224	112743	113304
5	BUILDINGS, FENCES, ETC.	51171	50142	51665	48465
6	TOTAL FARM CAPITAL	\$ 282073	290721*	283631	276783*
7	NON-FARM ASSETS	13549	14083	15726	15936
7A	CASH ON HAND & IN BANK	2573	3048	2680	3149
7B	NON-FARM REAL ESTATE	211	427	962	962
8	DWELLING	26304	26692	18972	20415
9	TOTAL ASSETS	\$ 324710	334970*	321971	317243*
10	REAL ESTATE MORTGAGES	96216	91092	82790	83707
11	CHattel MORTGAGES	62270	63783	45519	50270
12	NOTES	12859	12011	5583	6244
13	ACCOUNTS PAYABLE	3507	4193	12292	11751
14	TOTAL LIABILITIES	\$ 174851	171078*	146184	151972*
15	FARMERS NET WORTH	\$ 149859	163892*	175787	165271*
16	GAIN (OR LOSS) IN NET WORTH		\$ 14033*		\$(-10516)*
* * * * *					
17	SUPPLEMENTARY MANAGEMENT INFORMATION				
18	RET. TO OPER. LABOR & MGMT. (6B/47)	\$ 32838		(-15694)	
19	RET. TO CAPITAL & FAMILY LABOR (6B/48)	35323		(-5590)	
20	NON-FARM INCOME				
21	OUTSIDE INVESTMENT INCOME	1154		357	
22	OTHER PERSONAL INCOME & INCOME TAX REF.	3612		6272	
22A	SALE OF (P.S.) DWELLING, AUTO & TRUCK	734		519	
23	TOTAL NON-FARM INCOME	\$ 5500		7149	
24	TOTAL FAMILY FARM & NON-FARM INC.	\$ 40823		1559	
25	TOTAL MONEY BORROWED	23933		23168	
26	TOTAL PAID ON DEBT (PRINCIPAL)	27691		17281	
27	TOT. HSHOLD & PERS CASH/NON-CASH EXP (4/23)	20332		14823	
28	RATIO: TOT.FARM-EXP. TO RECEIPTS (O.S.)	.760		1.174	
		JAN. 1	DEC. 31	JAN. 1	DEC. 31
29	RATIO: TOTAL-ASSETS TO LIABILITIES	1.857	1.958	2.203	2.088
30	RATIO: NON-REAL ESTATE-ASSETS TO LIAB.	2.155	2.244	2.171	1.964
31	RATIO: REAL ESTATE-ASSETS TO LIAB.	1.613	1.707	2.227	2.188
32	RATIO: NET WORTH TO TOTAL LIABILITIES	.857	.958	1.203	1.088
33*	RATIO: CASH OPERATING EXP TO ADJ TOT FARM SALES (O.S.)		.666		.859
34	RATIO: TOTAL FARM RECPTS TO AVE FARM CAP (W.F.)		.467		.287
35	RATIO: TOTAL FARM RECPTS TO AVE FARM CAP (O.S.)		.473		.287

*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1983

		Average of 175 Farms	35 Most Profitable	35 Least Profitable
1	<u>SALE OF LIVESTOCK & LIVESTOCK PRODUCTS</u>			
2	DAIRY COWS	\$ 5163	7058	4911
3	DAIRY PRODUCTS	61762	88006	49449
4	OTHER DAIRY CATTLE	4840	7125	4448
5	BEEF BREEDING CATTLE	3222	461	8802
6	BEEF FEEDER CATTLE	1124	667	922
7	HOGS COMPLETE & MIXED	1790	688	5165
8	HOGS FINISHING	266		456
9	HOGS PRODUCING WEANING PIGS	804	149	1845
10	SHEEP, GOATS & WOOL, FARM FLOCK	12	60	
11	SHEEP & WOOL, FEEDER LAMBS			
12	CHICKENS (INCLUDING HENS & BROILERS)	2	7	3
13	TURKEYS			
14	EGGS	23	44	70
15	OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	13	63	
16	OTHER MISCELLANEOUS LIVESTOCK INCOME	2		
17	<u>TOTAL SALES OF PRODUCTIVE LIVESTOCK</u>	\$ 79023*	104327*	76071*
18	<u>SALE OF CROPS</u>			
19	WHEAT	266	256	52
19A	DURUM			
20	OTHER SMALL GRAIN	777	1401	223
21	CORN	3095	9657	1231
22	SOYBEANS	202	697	
22A	SUNFLOWERS	11	31	23
23	OTHER ROW CROPS	12		
24	LEGUMES & OTHER ROUGHAGE	479	1246	324
25	GRASS SEED			
26	FRUITS & NUTS			
27	VEGETABLES, ROADSIDE MARKET & SPECIALTY	188		
28	NURSERY, TIMBER & OTHER	57		245
29	SET ASIDE ACRES - GOVERNMENT PAYMENTS	154	235	5
29A	PIK ACRES	1480	2139	777
30	<u>TOTAL SALES FROM CROPS</u>	\$ 6722*	15662*	2880*
31	CAP. ASSETS SOLD (AUTO/TRK/MACH.)	310	639	285
31A	CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)	257	1286	
31B	CAP. ASSETS SOLD (LAND)	457	2286	
32	GAS TAX REFUND	55	50	56
33	INCOME FROM WORK OFF THE FARM	554	1179	274
34	CUSTOM WORK ENTERPRISE INCOME	21		
35	PATRONAGE REFUNDS	769	1066	799
36	MISCELLANEOUS FARM INCOME	1572	1802	1258
37	<u>TOTAL FARM SALES</u>	\$ 89740*	128295*	81623*
38	INCREASE IN FARM CAPITAL	472	8881	0
39	FAMILY LIVING FROM THE FARM	839	967	983
40	<u>TOTAL FARM RECEIPTS (37)+(38)+(39)</u>	\$ 91051*	138143*	82606*
41	ADJUSTED TOTAL FARM SALES (37)-(31)	88715	124085	81339
42	TOTAL CASH FARM OPERATING EXPENSE	68614	84691	70533
43	NET CASH OPERATING INCOME	\$ 20101*	39394*	10805*

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

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1983

		Average of 175 Farms	35 Most Profitable	35 Least Profitable
1	PURCHASE OF LIVESTOCK			
2	DAIRY COWS	\$ 1682	1868	2291
3	OTHER DAIRY CATTLE	1354	1491	1690
4	BEEF BREEDING CATTLE	310		572
5	BEEF FEEDER CATTLE	116		114
6	HOGS COMPLETE	55		103
7	HOGS FINISHING	11		
8	HOGS PRODUCING WEANING PIGS	21	34	35
9	SHEEP, FARM FLOCK			
10	SHEEP, FEEDER LAMBS			
11	CHICKENS	1		4
12	TURKEYS			
13	OTHER PRODUCTIVE LIVESTOCK			
14	MISCELLANEOUS LIVESTOCK EXPENSE	4910	6118	4461
15	FEED BOUGHT	15433	16396	19120
16	FERTILIZER	4023	5369	3893
17	CHEMICALS	1045	1715	685
18	OTHER CROP EXPENSE	2250	3028	2131
19	IRRIGATION OPERATION COST	77	163	95
20	CUSTOM WORK OPERATOR COSTS, INC. LABOR	5		
21	CUSTOM WORK HIRED	3418	4094	3441
22	REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT	1004	1183	951
23	REPAIR & UPKEEP OF FARM REAL ESTATE	957	1405	999
24	GAS, OIL, GREASE BOUGHT (FARM SHARE)	3833	4356	4131
25	REP & OPER-MACH,TRACTOR,TRUCK,AUTO (F.S.)	3950	4723	3893
26	REP & UPKEEP OF IRRIGATION EQUIPMENT	42	21	9
27	REPAIRS, CUSTOM WORK ENTERPRISE	1		
28	WAGES OF HIRED LABOR	2494	3674	2992
29	PERSONAL PROPERTY & REAL ESTATE TAXES	1035	1294	1224
30	CASH RENT	1708	3371	778
31	GENERAL FARM EXPENSES	1541	1867	1454
32	TELEPHONE EXPENSE (FARM SHARE)	306	290	310
33	ELECTRICITY EXPENSE (FARM SHARE)	2365	2778	2332
34	INTEREST ACTUALLY PAID	14668	19451	12827
35	TOTAL CASH OPERATING EXPENSE	\$ 68614*	84691*	70533*
36	POWER, CROP & GEN MACH BOUGHT (FARM SHARE)	5455	7203	5910
37	IRRIGATION EQUIPMENT BOUGHT	43	7	
38	CUSTOM WORK ENTERPRISE EQUIPMENT BOUGHT			
39	LIVESTOCK EQUIPMENT BOUGHT	1963	3446	1552
40	NEW REAL ESTATE-BLDGS/IMPROVEMENTS	3044	4645	635
40A	NEW REAL ESTATE-LAND	1867	2732	416
41	TOTAL FARM PURCHASES (35) THRU (40A)	\$ 80986*	102724*	79046*
42	DECREASE IN FARM CAPITAL	0	0	9130
43	INTEREST ON FARM CAPITAL (7% OPP CHG)	2748	1059	8242
44	UNPAID FAMILY LABOR	1403	1427	1862
45	BOARD FURNISHED HIRED LABOR	50	95	20
46	TOTAL FARM EXPENSE (41) THRU (45)	\$ 85187*	105305*	98300*
47	RET. TO OPERATOR LABOR & MGMT. (O.S.)			
	(6A/40)-(46)	\$ 5864*	32838*	(-15694)*
48	*RET. TO CAPITAL & FAMILY LABOR			
	(47)+(44)+(43)	\$ 10016	35323	(-5590)

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

EXPLANATION OF WORK UNITS

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

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

<u>ITEM</u>		<u>ITEM</u>	
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2/head	PIK Grain	.20/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeders	.12/cwt	Canning Corn	.40/acre
Hogs-Complete	.12/cwt	Corn for Grain	.55/acre
Hogs-Finishing	.06/cwt	PIK Corn	.20/acre
Hogs-Wean. Pigs	1.4/Litter	Soybeans	.45/acre
Sheep, Farm Flock	.60/ewe	Corn & Cane Silage	.80/acre
Chickens, Lay. Flock	5.0/100	Alfalfa Hay	.60/acre
Lambs, Feeders	.30/cwt	O. Leg. & Mix Hay	.40/acre
Broilers	.20/cwt	Tame Grass Hay	.20/acre
Turkeys, Lay. Flock	25.0/100	Annual Hay	.30/acre
Turkey Poults	.07/cwt	Leg. & Grass Silage	.40/acre
Labor Off the Farm	1.0/\$20	Legume & Grass Seed	.40/acre
Diverted Acres	.20/acre	Summer Fallow Tilled	.40/acre
Sunflowers	.55/acre	Wild Hay	.20/acre

MOST COMMON HARVEST PRICES OF HOME GROWN FEED AND OTHER PRICES USED IN THE 1983 REPORT

<u>SMALL GRAIN & CORN</u>		<u>PASTURE PER HEAD PER MONTH</u>	
Barley (Feed)	\$2.50/bu	Dairy Cows, Beef Cows	\$7.00
Oats	1.50/bu	Other Dairy and Beef	3.50
Wheat	3.60/bu	Hogs	.35
Corn	3.00/bu	Pigs	.10
Soybeans	7.60/bu	Sheep	.50
		Lambs	.25
<u>ROUGHAGES</u>		<u>PRODUCTS USED IN THE HOME</u>	
Alfalfa Hay	\$80.00/ton	Cream	\$ 1.80/qt
Mixed Legume	65.00/ton	Whole Milk	.25/qt
Other Grass Hay	40.00/ton	Whole Milk Fed	11.00/cwt
Legume & Grain Silage	18.00/ton		
Corn Silage	18.00/ton		
		<u>UNPAID FAMILY LABOR</u>	
		Second Operators Labor	\$600.00/month
		Unpaid Family Labor	15.00/day

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

MEASURES OF FARM ORGANIZATION EFFICIENCY

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

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

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1983

		Average of 175 Farms	35 Most Profitable	35 Least Profitable
1	RETURN TO OPERATORS LABOR & MANAGEMENT	\$ 6540	33654	(-16031)
2	CROP YIELD INDEX	100.0	105.2	93.7
3	PERCENT TILLABLE LAND IN HIGH RETURN CROPS			
4	GROSS RET PER TILLABLE ACRE (EXC. PASTURE)	\$ 143.87	182.70	127.87
5	RET PER \$100 FEED FED PRODUCTIVE LIVESTOCK INDEX	100.0	105.8	90.6
6*	LIVESTOCK UNITS PER 100 ACRES	29.91	30.84	31.61
7	SIZE OF BUSINESS-WORK UNITS	448.67	568.07	482.43
8	WORK UNITS PER WORKER	275.26	319.14	269.51
9	POWER, MACH, EQUIP, BLDG EXP PER WORKER UNIT	\$ 59.57	54.85	62.64
10	FARM CAPITAL INVESTMENT PER WORKER	\$ 157728	180054	175199
11	INDEX OF RETURN PER \$100 FEED FED			
12	6100A BEEF BREEDING FARM, WHOLE HERD, COMM.	100.0	121.8	92.5
13	6140A BEEF FEEDERS FEEDLOT	100.0		
14	6290A DAIRY COWS, COMMERCIAL, GENERAL	100.0	102.5	94.0
15	6310A OTHER DAIRY, COMMERCIAL, REPLACEMENTS	100.0	112.4	86.2
16	6470A HOGS, FARROW, FINISH, GENERAL	100.0		
17	6510A HOGS, WEANING PIG PRODUCTION	100.0		
30	NUMBER OF ANIMAL UNITS	79.32	89.71	96.92
31	WORK UNITS			
32	CROPS	103.98	130.86	113.35
33	PRODUCTIVE LIVESTOCK	339.29	435.39	363.21
34	OTHER PRODUCTIVE WORK UNITS	5.41	1.81	5.86
35	EXPENSES PER WORK UNITS			
36	TRACTOR & CROP MACHINERY EXPENSE	\$ 28.15	27.05	29.91
37	FARM SHARE OF AUTO & TRUCK EXPENSE	\$ 8.58	6.63	9.62
38	FARM SHARE OF ELECTRIC EXPENSE	\$ 5.30	5.23	5.16
39	LIVESTOCK EQUIPMENT EXPENSE	\$ 7.13	6.17	7.75
40	BUILDING, FENCE & TILING EXPENSE	\$ 10.42	9.77	10.20
40A	OTHER EXPENSE PER WORK UNITS (INC. CUSTOM ENT)			
40B	GENRL FRM TELE/OTHR UTILITIES EXCEPT ELECT.	\$ 4.15	3.87	4.01
40C	HIRED LABOR	\$ 5.57	5.98	6.87
41**	TRACTOR & CROP MACHINERY EXPENSE PER CROP ACRES	\$ 50.06	54.03	51.38
42	FARM POWER & MACH. COST ALLOC. TO LIVESTOCK	\$ 3421.08	3919.22	3902.85
43	BLDG., FENCE & TIL. COST ALLOC. TO CROPS			
	BCAF (3)	\$ 1033.36	1380.65	1100.87

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 farm included in this summary are located between the dotted lines across from the center of the page.

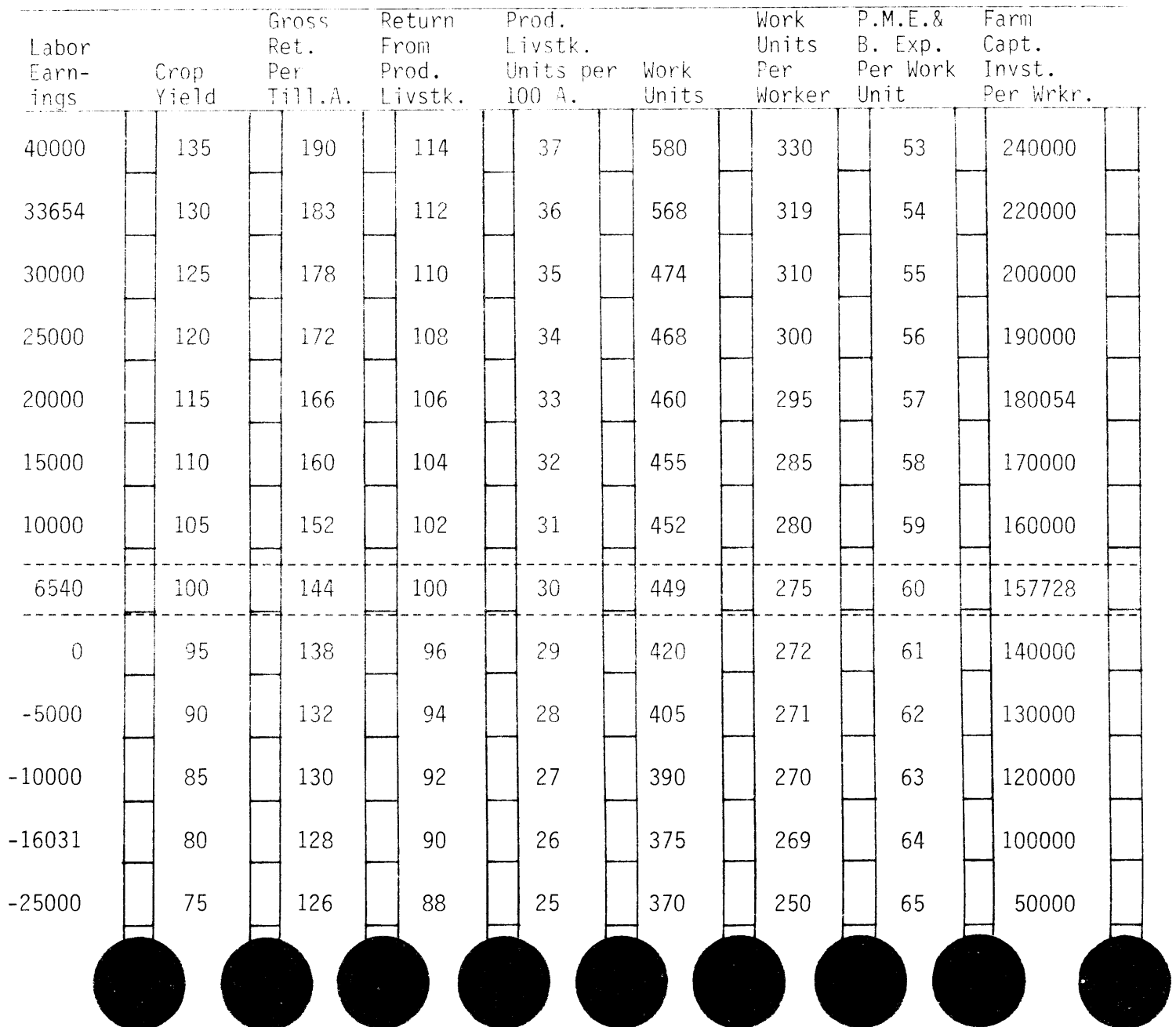
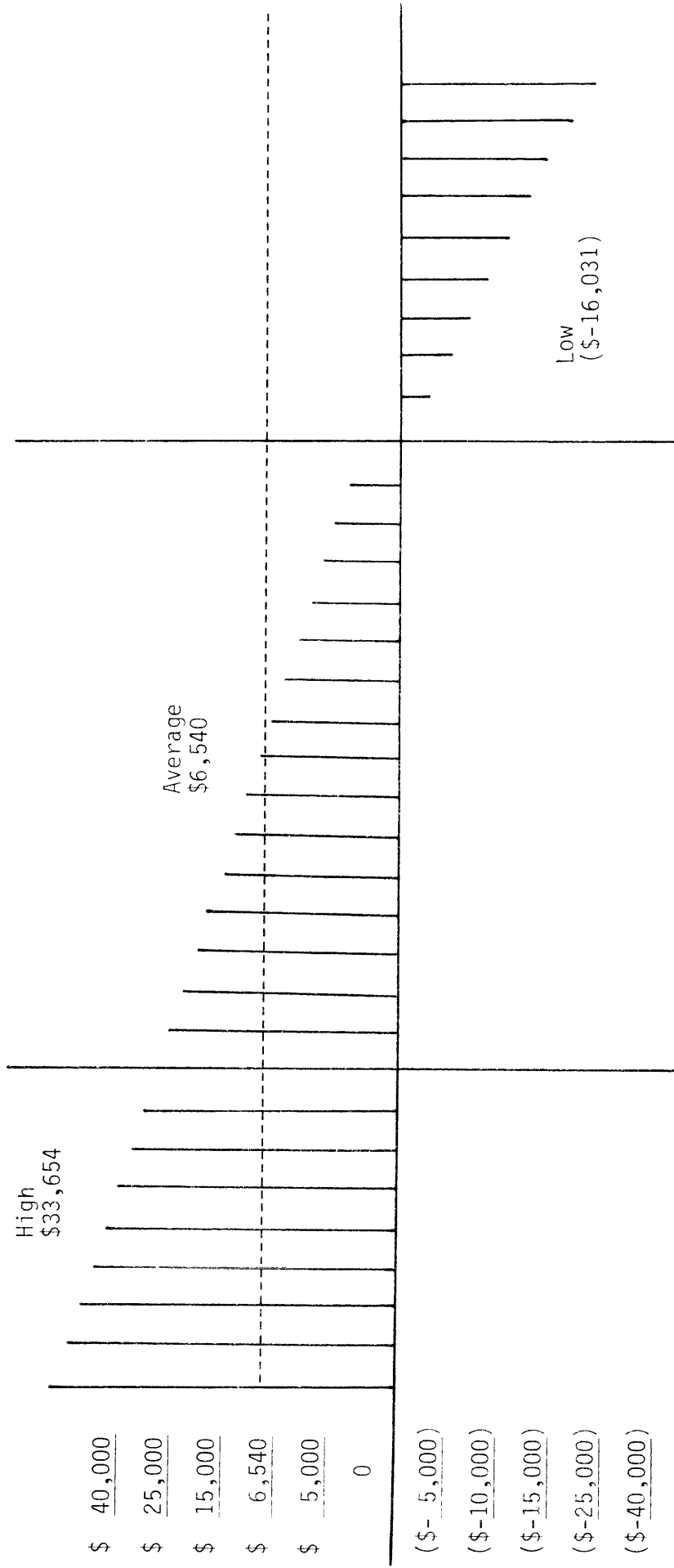


TABLE 7 - RANGE IN FARM EARNINGS - 1983



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

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

LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

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

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

No. of Factors in which farmers excelled	No. of Farms	(-20000)	(-15000)	(-1000)	(-500)	+500	1000	5000	10000	15000	20000
0 - 1	17	////////////////	////////////////	(-2066)							
2 - 3	43	////////////////	////////////////	////////////////	////////////////	////////////////	1154				
4 - 5	60	////////////////	////////////////	////////////////	////////////////	////////////////	6343				
6 - 7	35	////////////////	////////////////	////////////////	////////////////	////////////////	16366				
8 - 9	20	////////////////	////////////////	////////////////	////////////////	////////////////	16848				

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

TABLE 9 - SELECTED CROP DATA FOR 175 FARMS - 1983

CROP	AVERAGE ACRES	AVERAGE YIELD	AVERAGE COST PER UNIT OF PRODUCTION	AVERAGE RETURN OVER LISTED COST PER ACRE
Barley	48.9	53.2 BU	1.55	45.66
Oats for Feed	30.2	49.9 BU	1.52	12.93
Rye	46.4	32.3 BU	2.19	3.23
Wheat	38.1	27.2 BU	3.88	16.73
PIK Wheat	48.0	25.8 BU	1.77	53.54
Corn	34.2	74.0 BU	2.93	55.33
PIK Corn	53.0	44.7 BU	1.18	81.12
Alfalfa Hay	43.4	3.3 TON	39.83	108.59
Red Clover Hay	15.9	2.8 TON	30.86	87.29
Other Tillable Grass Hay	33.8	1.4 TON	40.28	4.27
Legume Grass Mix Hay	84.8	2.2 TON	33.99	30.87
Grain Silage	29.1	3.7 TON	29.36	(-33.92)
Corn Silage	31.1	11.2 TON	13.55	56.65
Corn (Irrigated)	45.8	91.7 BU	2.57	38.55
Alfalfa Hay (Irrigated)	38.9	3.5 TON	52.21	78.12
Corn Silage (Irrigated)	21.3	12.4 TON	18.48	1.59

	175 FARMS AVERAGE	35 MOST PROFITABLE	35 LEAST PROFITABLE
SUPPLEMENTARY MANAGEMENT INFORMATION			
PERCENT LAND TILLABLE	59.6	68.6	50.8
*FERTILIZER COST PER ACRE	18.47	21.47	17.55
*CROP CHEMICALS PER ACRE	4.76	6.94	3.37
*SEED & OTHER COSTS PER ACRE	10.21	11.34	9.18
*GAS, OIL & GREASE BOUGHT PER ACRE	15.68	15.76	15.96
*REPAIR & MAINT. COST/ACRE	19.28	20.11	18.95
TOTAL LAND NOT HARVESTED	144.1	111.7	228.5
TOTAL NON-TILLABLE LAND	166.0	126.3	263.5
TOTAL LAND IN FARM OR RANCH	411.2	402.8	535.1

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

TABLE 10 - CROP ANALYSIS

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

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

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

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

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

On some tables where crops have been sold and the crop has a per unit market price, the price received per unit and the quantity sold are shown on Lines 39 and 40.

TABLE 10 - CROP DATA FOR BARLEY, SPRING - 1983 (PER ACRE)

		Average of 32 Farms Raising Barley	Return Over Direct Costs	
			11 Farms High	11 Farms Low
1	ACRES (TOTAL)	48.9	31.3	41.1
2	YIELD	53.2	69.1	40.1
3	VALUE PER PRODUCTION UNIT	2.28	2.32	2.20
4	CROP PRODUCT RETURN	121.23	160.26	88.32
5	OTHER CROP INCOME	6.71	12.88	2.43
6	TOTAL CROP RETURN	\$ 127.94*	173.14*	90.75*
7	DIRECT COSTS			
8	FERTILIZER	14.34	16.01	11.65
9	CHEMICALS	1.84	1.98	2.07
10	SEED	5.48	5.14	7.74
10A	CROP DRYING	.06		.22
10B	OTHER EXPENSE	.96	.19	1.00
11	SPECIAL HIRED LABOR	.02	.10	
12	CUSTOM WORK HIRED	3.13	5.34	1.39
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 25.83	28.76	24.07
15	RETURN OVER DIRECT COSTS	\$ 102.11*	144.38*	66.68*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY - OWNERSHIP	13.57	12.77	14.17
18	FARM POWER & MACHINERY - OPERATION	16.81	15.76	17.96
19	IRRIG. EQUIPMENT OWNERSHIP			
20	LAND COSTS	21.88	32.55	15.91
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.19	3.97	3.32
23	TOTAL ALLOCATED COSTS	56.45	65.05	51.36
24	RETURN OVER ALL LISTED COSTS	\$ 45.66*	79.33*	15.32*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	1.00	.99	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	1.55	1.36	1.88
29	RETURN OVER LISTED COSTS PER UNIT	.86	1.15	.38
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	36.09	40.44	34.29
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	36.66	36.06	36.38
31	TOTAL LISTED COSTS PER ACRE	\$ 82.28*	93.81*	75.43*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN. FARM EXP.	2.74	2.06	2.74
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	2.14	2.18	2.17
40	QUANTITY SOLD (OPERATORS SHARE)	334.2	475.3	315.0

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR OATS, FEED - 1983 (PER ACRE)

		Average of 126 Farms Raising Oats	Return Over Direct Costs	
			25 Farms High	25 Farms Low
1	ACRES (TOTAL)	30.2	18.6	26.7
2	YIELD	49.9	71.5	25.0
3	VALUE PER PRODUCTION UNIT	1.54	1.52	1.58
4	CROP PRODUCT RETURN	76.85	108.71	39.51
5	OTHER CROP INCOME	12.19	36.08	5.28
6	TOTAL CROP RETURN	\$ 89.04*	144.79*	44.79*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	9.67	6.51	11.16
9	CHEMICALS	.73	.43	.49
10	SEED	6.36	3.82	8.58
10A	CROP DRYING			
10B	OTHER EXPENSE	.99	1.13	1.61
11	SPECIAL HIRED LABOR	.10	.65	
12	CUSTOM WORK HIRED	3.18	4.09	4.61
13	IRRIGATION OPERATION	.10		.19
14	TOTAL DIRECT COSTS	\$ 21.13	16.63	26.64
15	RETURN OVER DIRECT COSTS	\$ 67.91*	128.16*	18.15*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	10.89	14.63	7.71
18	FARM POWER & MACHINERY - OPERATION	14.94	16.69	13.87
19	IRRIG. EQUIP. OWNERSHIP	.60		1.42
20	LAND COSTS	24.68	29.00	19.12
21	MISCELLANEOUS COSTS	.13	.70	
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	3.74	4.58	3.69
23	TOTAL ALLOCATED COSTS	\$ 54.98	65.60	45.81
24	RETURN OVER ALL LISTED COSTS	\$ 12.93*	62.56*	(-27.66)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	.97	.95	.98
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	1.52	1.15	2.90
29	RETURN OVER LISTED COSTS PER UNIT	.26	.88	(-1.10)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	49.42	54.10	45.85
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	31.69	38.63	28.34
31	TOTAL LISTED COSTS PER ACRE	\$ 76.11*	82.23*	72.45*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	2.61	2.35	2.49
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	1.42	1.45	1.23
40	QUANTITY SOLD (OPERATORS SHARE)	259.1	116.2	15.4

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR RYE - 1983 (PER ACRE)

	Average of 8 Farms Raising Rye
1 ACRES (TOTAL)	46.4
2 YIELD	32.3
3 VALUE PER PRODUCTION UNIT	2.28
4 CROP PRODUCT RETURN	73.71
5 OTHER CROP INCOME	.43
6 TOTAL CROP RETURN	\$ 74.14*
7 <u>DIRECT COSTS</u>	
8 FERTILIZER	6.23
9 CHEMICALS	1.01
10 SEED	2.65
10A CROP DRYING	.34
10B OTHER EXPENSE	1.55
11 SPECIAL HIRED LABOR	
12 CUSTOM WORK HIRED	2.26
13 IRRIGATION OPERATION	
14 TOTAL DIRECT COSTS	\$ 14.04
15 RETURN OVER DIRECT COSTS	\$ 60.10*
16 <u>ALLOCATED COSTS</u>	
17 FARM POWER & MACHINERY - OWNERSHIP	12.85
18 FARM POWER & MACHINERY - OPERATION	15.24
19 IRRIG. EQUIP. OWNERSHIP	
20 LAND COSTS	24.88
21 MISCELLANEOUS COSTS	
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	3.90
23 TOTAL ALLOCATED COSTS	56.87
24 RETURN OVER ALL LISTED COSTS	\$ 3.23*
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
26 WORK UNITS ASSIGNED PER ACRE	.30
27 POWER COSTS ALLOCATION FACTOR	1.00
28 TOTAL LISTED COST PER UNIT OF PRODUCTION	2.19
29 RETURN OVER LISTED COSTS PER UNIT	.10
30 BREAKEVEN YIELD/UNITS OF PRODUCTION	31.10
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	33.50
31 TOTAL LISTED COSTS PER ACRE	\$ 70.91*
32 <u>OTHER POSSIBLE COSTS NOT LISTED</u>	
33 UTILITIES & OTHER GEN. FARM EXP.	1.67
33A BUILDINGS, FENCES & TILING COSTS	_____
34 INTEREST ALLOCATION	_____
35 OTHER COSTS NOT LISTED	_____
36 TOTAL COSTS	_____
39 AVERAGE PRICE RECEIVED PER UNIT SOLD	2.30
40 QUANTITY SOLD (OPERATORS SHARE)	312.3

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1983 (PER ACRE)

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1983 (PER ACRE)		Average of 15 Farms Raising Wheat	Return Over Direct Costs	
			7 Farms High	7 Farms Low
1	ACRES (TOTAL)	38.1	47.6	33.2
2	YIELD	27.2	29.6	23.7
3	VALUE PER PRODUCTION UNIT	3.77	3.85	3.70
4	CROP PRODUCT RETURN	\$ 102.41	114.12	87.83
5	OTHER CROP INCOME	19.66	33.72	
6	TOTAL CROP RETURN	\$ 122.07*	147.84*	87.83*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	21.31	28.28	11.84
9	CHEMICALS	4.57	7.52	.48
10	SEED	11.52	12.79	9.55
10A	CROP DRYING	.47	.82	
10B	OTHER EXPENSE	3.62	5.71	.72
11	SPECIAL HIRED LABOR	.10	.19	
12	CUSTOM WORK HIRED	4.49	4.29	4.85
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 46.08	59.60	27.44
15	RETURN OVER DIRECT COSTS	\$ 75.99*	88.24*	60.39*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	11.66	7.84	17.02
18	FARM POWER & MACHINERY - OPERATION	17.11	18.79	14.72
19	IRRIG. EQUIP. OWNERSHIP			
20	LAND COSTS	26.87	37.57	15.71
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	3.62	3.03	4.47
23	TOTAL ALLOCATED COSTS	59.26	67.23	51.92
24	RETURN OVER ALL LISTED COSTS	\$ 16.73*	21.01*	8.47*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	3.88	4.28	3.34
29	RETURN OVER LISTED COSTS PER UNIT	.62	.71	.36
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	27.94	32.94	21.45
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	35.38	32.52	39.44
31	TOTAL LISTED COSTS PER ACRE	\$ 105.34*	126.83*	79.36*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	2.37	2.13	1.99
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	3.99	4.01	3.98
40	QUANTITY SOLD (OPERATORS SHARE)	932.1	1135.8	842.3

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR PIK WHEAT - 1983 (PER ACRE)

	Average of 6 Farms in the PIK Wheat Program
1 ACRES (TOTAL)	48.0
2 YIELD	25.8
3 VALUE PER PRODUCTION UNIT	3.84
4 CROP PRODUCT RETURN	\$ 99.21
5 OTHER CROP INCOME	
6 TOTAL CROP RETURN	\$ 99.21*
7 DIRECT COSTS	
8 FERTILIZER	
9 CHEMICALS	1.58
10 SEED	.92
10A CROP DRYING	
10B OTHER EXPENSE	
11 SPECIAL HIRED LABOR	
12 CUSTOM WORK HIRED	.06
13 IRRIGATION OPERATION	
14 TOTAL DIRECT COSTS	\$ 2.56
15 RETURN OVER DIRECT COSTS	\$ 96.65*
16 ALLOCATED COSTS	
17 FARM POWER & MACHINERY - OWNERSHIP	5.49
18 FARM POWER & MACHINERY - OPERATION	8.02
19 IRRIG. EQUIP. OWNERSHIP	
20 LAND COSTS	28.00
21 MISCELLANEOUS COSTS	
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	1.60
23 TOTAL ALLOCATED COSTS	43.11
24 RETURN OVER ALL LISTED COSTS	\$ 53.54*
25 SUPPLEMENTARY MANAGEMENT INFORMATION	
26 WORK UNITS ASSIGNED PER ACRE	.20
27 POWER COSTS ALLOCATION FACTOR	.81
28 TOTAL LISTED COST PER UNIT OF PRODUCTION	1.77
29 RETURN OVER LISTED COSTS PER UNIT	2.07
30 BREAKEVEN YIELD/UNITS OF PRODUCTION	11.89
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	15.15
31 TOTAL LISTED COSTS PER ACRE	\$ 45.67*
32 OTHER POSSIBLE COSTS NOT LISTED	
33 UTILITIES & OTHER GEN. FARM EXP.	1.80
33A BUILDINGS, FENCES & TILING COSTS	_____
34 INTEREST ALLOCATION	_____
35 OTHER COSTS NOT LISTED	_____
36 TOTAL COSTS	_____
39 AVERAGE PRICE RECEIVED PER UNIT SOLD	3.77
40 QUANTITY SOLD (OPERATORS SHARE)	726.6

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1983 (PER ACRE)

		Average of 187 Farms Raising Corn	Return Over Direct Costs	
			37 Farms High	37 Farms Low
1	ACRES (TOTAL)	34.2	30.7	25.7
2	YIELD	74.0	92.5	50.2
3	VALUE PER PRODUCTION UNIT	2.93	2.98	2.88
4	CROP PRODUCT RETURN	216.84	275.57	144.55
5	OTHER CROP INCOME	.32		
6	TOTAL CROP RETURN	\$ 217.16*	275.57*	144.55*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	34.74	30.16	37.63
9	CHEMICALS	11.75	9.06	10.62
10	SEED	13.54	13.97	12.14
10A	CROP DRYING	2.02	1.30	.31
10B	OTHER EXPENSE	1.55	.36	1.17
11	SPECIAL HIRED LABOR	.73	.03	1.40
12	CUSTOM WORK HIRED	6.26	6.35	12.30
13	IRRIGATION OPERATION	.03		.31
14	TOTAL DIRECT COSTS	\$ 70.62	61.23	75.88
15	RETURN OVER DIRECT COSTS	\$ 146.54*	214.34*	68.67*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	22.50	27.03	18.18
18	FARM POWER & MACHINERY - OPERATION	30.58	34.50	29.20
19	IRRIG. EQUIP. OWNERSHIP	.32		2.14
20	LAND COSTS	29.66	30.11	27.05
21	MISCELLANEOUS COSTS	.15	.42	
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	8.00	9.25	7.80
23	TOTAL ALLOCATED COSTS	91.21	101.31	84.37
24	RETURN OVER ALL LISTED COSTS	\$ 55.33*	113.03*	(-15.70)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27	POWER COSTS ALLOCATION FACTOR	.97	.98	.97
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	2.19	1.76	3.19
29	RETURN OVER LISTED COSTS PER UNIT	.75	1.22	(-.31)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	55.23	54.54	55.64
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	65.26	75.02	63.38
31	TOTAL LISTED COSTS PER ACRE	\$ 161.83*	162.54	160.25*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXPENSES	5.78	4.60	5.35
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	2.78	2.93	
40	QUANTITY SOLD (OPERATORS SHARE)	466.0	327.8	

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR PIK CORN - 1983 (PER ACRE)

		Average of 54 Farms In PIK Corn Program	Return Over Direct Costs	
			11 Farms High	11 Farms Low
1	ACRES (TOTAL)	44.7	50.5	47.7
2	YIELD	44.7	63.8	25.0
3	VALUE PER PRODUCTION UNIT	2.92	2.95	2.70
4	CROP PRODUCT RETURN	\$ 130.47	188.16	67.46
5	OTHER CROP INCOME	3.45	6.77	
6	TOTAL CROP RETURN	\$ 133.92*	194.93*	67.46*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	.06	.30	
9	CHEMICALS	1.57	4.06	
10	SEED	1.32	2.28	1.03
10A	CROP DRYING	.23		
10B	OTHER EXPENSE	.06	.04	.04
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	.53	.81	
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	3.77	7.49	1.07
15	RETURN OVER DIRECT COSTS	\$ 130.15*	187.44*	66.39*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	7.88	7.63	5.82
18	FARM POWER & MACHINERY - OPERATION	11.58	10.14	9.69
19	IRRIG. EQUIP. OWNERSHIP	2.23	11.45	
20	LAND COSTS	24.54	25.55	26.00
21	MISCELLANEOUS COSTS	.04		
22	*INTEREST ON MACH. & EQUIPMENT INVESTMENT	2.76	2.57	2.46
23	TOTAL ALLOCATED COSTS	49.03	57.34	43.97
24	RETURN OVER ALL LISTED COSTS	\$ 81.12*	130.10*	22.42*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.20	.20	.20
27	POWER COSTS ALLOCATION FACTOR	.89	1.00	.93
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	1.18	1.02	1.80
29	RETURN OVER LISTED COSTS PER UNIT	1.82	2.04	.90
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	18.08	21.98	16.68
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	22.57	20.88	17.97
31	TOTAL LISTED COSTS PER ACRE	\$ 52.80*	64.83*	45.04*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXP.	1.79	1.54	1.52
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	2.96	2.93	2.96
40	QUANTITY SOLD (OPERATORS SHARE)	925.7	1524.4	458.0

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR CORN FOR GRAIN (IRRIGATED) - 1983 (PER ACRE)

	Average of 8 Farms Rais- ing Irrigated Corn
1 ACRES (TOTAL)	45.8
2 YIELD	91.7
3 VALUE PER PRODUCTION UNIT	2.99
4 CROP PRODUCT RETURN	274.13
5 OTHER CROP INCOME	
6 TOTAL CROP RETURN	\$ 274.13*
7 DIRECT COSTS	
8 FERTILIZER	43.78
9 CHEMICALS	13.14
10 SEED	17.53
10A CROP DRYING	1.20
10B OTHER EXPENSE	
11 SPECIAL HIRED LABOR	
12 CUSTOM WORK HIRED	4.76
13 IRRIGATION OPERATION	18.08
14 TOTAL DIRECT COSTS	98.49
15 RETURN OVER DIRECT COSTS	\$ 175.64*
16 ALLOCATED COSTS	
17 FARM POWER & MACHINERY - OWNERSHIP	26.70
18 FARM POWER & MACHINERY - OPERATION	50.82
19 IRRIG. EQUIP. OWNERSHIP	27.45
20 LAND COSTS	23.38
21 MISCELLANEOUS COSTS	
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	8.74
23 TOTAL ALLOCATED COSTS	137.09
24 RETURN OVER ALL LISTED COSTS	\$ 38.55*
25 SUPPLEMENTARY MANAGEMENT INFORMATION	
26 WORK UNITS ASSIGNED PER ACRE	.65
27 POWER COSTS ALLOCATION FACTOR	.99
28 TOTAL LISTED COST PER UNIT OF PRODUCTION	2.57
29 RETURN OVER LISTED COSTS PER UNIT	.42
30 BREAKEVEN YIELD/UNITS OF PRODUCTION	78.79
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	89.43
31 TOTAL LISTED COSTS PER ACRE	\$ 235.58*
32 OTHER POSSIBLE COSTS NOT LISTED	
33 UTILITIES & OTHER GEN. FARM EXPENSES	7.52
33A BUILDINGS, FENCES & TILING COSTS	_____
34 INTEREST ALLOCATION	_____
35 OTHER COSTS NOT LISTED	_____
36 TOTAL COSTS	_____
37 INCHES OF WATER APPLIED	4.0
38 COST OF IRRIGATION	45.53
39 AVERAGE PRICE RECEIVED PER UNIT SOLD	2.83
40 QUANTITY SOLD (OPERATORS SHARE)	714.8

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1983		(PER ACRE)	Return Over Direct Costs	
		Average of 140 Farms Raising Alfalfa Hay	28 Farms High	28 Farms Low
1	ACRES (TOTAL)	43.4	37.3	37.0
2	YIELD	3.3	5.1	1.6
3	VALUE PER PRODUCTION UNIT	72.29	80.54	67.14
4	CROP PRODUCT RETURN	241.52	412.41	110.70
5	OTHER CROP INCOME	.16		
6	TOTAL CROP RETURN	\$ 241.68*	412.41*	110.70*
7	DIRECT COSTS			
8	FERTILIZER	17.63	19.52	16.54
9	CHEMICALS	1.75	1.98	1.14
10	SEED	6.47	5.52	6.57
10A	CROP DRYING			
10B	OTHER EXPENSE	2.79	2.84	2.16
11	SPECIAL HIRED LABOR	.25	.46	.84
12	CUSTOM WORK HIRED	1.20	2.17	1.00
13	IRRIGATION OPERATION	.07	.21	
14	TOTAL DIRECT COSTS	30.16	32.70	28.25
15	RETURN OVER DIRECT COSTS	\$ 211.52*	379.71*	82.45*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY - OWNERSHIP	27.39	32.17	17.05
18	FARM POWER & MACHINERY - OPERATION	34.95	37.64	35.29
19	IRRIG. EQUIP. OWNERSHIP	.65	1.66	
20	LAND COSTS	30.14	34.96	23.75
21	MISCELLANEOUS COSTS	.02		.05
22	*INTEREST ON MACH. & EQUIPMENT INVESTMENT	9.78	12.53	6.98
23	TOTAL ALLOCATED COSTS	102.93	118.96	83.12
24	RETURN OVER ALL LISTED COSTS	\$ 108.59*	260.75*	(-.67)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COSTS ALLOCATION FACTOR	1.00	1.03	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	39.83	29.62	67.56
29	RETURN OVER LISTED COSTS PER UNIT	32.50	50.92	(-.41)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	1.84	1.88	1.66
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	72.92	83.79	59.99
31	TOTAL LISTED COSTS PER ACRE	\$ 133.09*	151.66*	111.37*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN. FARM EXPENSES	6.61	6.52	5.27
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____	_____	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR ALFALFA HAY (IRRIGATED) - 1983 (PER ACRE)

	Average of 10 Farms Raising Alfalfa
1 ACRES (TOTAL)	38.9
2 YIELD	3.5
3 VALUE PER PRODUCTION UNIT	75.00
4 CROP PRODUCT RETURN	264.14
5 OTHER CROP INCOME	1.39
6 TOTAL CROP RETURN	\$ 265.53*
7 <u>DIRECT COSTS</u>	
8 FERTILIZER	20.44
9 CHEMICALS	4.01
10 SEED	6.81
10A CROP DRYING	
10B OTHER EXPENSE	4.88
11 SPECIAL HIRED LABOR	.18
12 CUSTOM WORK HIRED	.26
13 IRRIGATION OPERATION	14.81
14 TOTAL DIRECT COSTS	51.39
15 RETURN OVER DIRECT COSTS	\$ 214.14*
16 <u>ALLOCATED COSTS</u>	
17 FARM POWER & MACHINERY - OWNERSHIP	28.08
18 FARM POWER & MACHINERY - OPERATION	48.02
19 IRRIG. EQUIPMENT OWNERSHIP	24.40
20 LAND COSTS	26.20
21 MISCELLANEOUS COSTS	.23
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	9.09
23 TOTAL ALLOCATED COSTS	136.02
24 RETURN OVER ALL LISTED COSTS	\$ 78.12*
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
26 WORK UNITS ASSIGNED PER ACRE	.80
27 POWER COSTS ALLOCATION FACTOR	1.00
28 TOTAL LISTED COST PER UNIT OF PRODUCTION	53.21
29 RETURN OVER LISTED COSTS PER UNIT	22.18
30 BREAKEVEN YIELD/UNITS OF PRODUCTION	2.50
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	85.36
31 TOTAL LISTED COSTS PER ACRE	\$ 187.41*
32 <u>OTHER POSSIBLE COSTS NOT LISTED</u>	
33 UTILITIES & OTHER GEN. FARM EXPENSES	11.28
33A BUILDINGS, FENCES & TILING COSTS	_____
34 INTEREST ALLOCATION	_____
35 OTHER COSTS NOT LISTED	_____
36 TOTAL COSTS	_____
37 INCHES OF WATER APPLIED	4.0
38 COST OF IRRIGATION	39.21
39 AVERAGE PRICE RECEIVED PER UNIT SOLD	_____
40 QUANTITY SOLD (OPERATORS SHARE)	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR MEDIUM RED CLOVER HAY - 1983 (PER ACRE)

		Return Over Direct Costs		
		Average of 18 Farms Raising Red Clover	9 Farms High	9 Farms Low
1	ACRES (TOTAL)	15.9	19.3	12.5
2	YIELD	2.8	3.5	1.6
3	VALUE PER PRODUCTION UNIT	60.28	62.78	57.78
4	CROP PRODUCT RETURN	166.79	217.93	92.48
5	OTHER CROP INCOME	5.91	9.74	
6	TOTAL CROP RETURN	\$ 172.70*	227.67*	92.48*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	7.11	9.84	2.88
9	CHEMICALS			
10	SEED	3.21	1.61	5.76
10A	CROP DRYING			
10B	OTHER EXPENSE	2.01	2.07	1.84
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	1.38	2.23	
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 13.71	15.75	10.48
15	RETURN OVER DIRECT COSTS	\$ 158.99*	211.92*	82.00*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	16.79	18.55	14.06
18	FARM POWER & MACHINERY - OPERATION	23.15	22.20	24.63
19	IRRIG. EQUIP. OWNERSHIP			
20	LAND COSTS	26.67	28.11	25.22
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	5.09	5.06	5.13
23	TOTAL ALLOCATED COSTS	\$ 71.70	73.92	69.04
24	RETURN OVER ALL LISTED COSTS	\$ 87.29*	138.00*	12.96*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	30.86	25.84	49.70
29	RETURN OVER LISTED COSTS PER UNIT	31.55	39.75	8.10
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	1.42	1.43	1.38
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	45.95	47.30	43.82
31	TOTAL LISTED COSTS PER ACRE	\$ 85.41*	89.67*	79.52*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXPENSES	3.45	3.26	2.59
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____	_____	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR OTHER TILLABLE GRASS HAY - 1983 (PER ACRE)

		Average of 42 Farms Rais- ing Tillable Grass Hay	Return Over 14 Farms High	Direct Costs 14 Farms Low
1	ACRES (TOTAL)	33.8	19.4	63.3
2	YIELD	1.4	3.0	.7
3	VALUE PER PRODUCTION UNIT	42.74	47.14	38.93
4	CROP PRODUCT RETURN	\$ 58.17	140.93	27.68
5	OTHER CROP INCOME	.92	3.30	.46
6	TOTAL CROP RETURN	\$ 59.09*	144.23*	28.14*
7	<u>DIRECT COSTS</u>			
8	FERTILIZER	3.93	8.51	.74
9	CHEMICALS	.30		.47
10	SEED	1.66	.41	2.29
10A	CROP DRYING			
10B	OTHER EXPENSE	1.27	2.37	.87
11	SPECIAL HIRED LABOR		.05	
12	CUSTOM WORK HIRED	.44	2.01	.06
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 7.60	13.35	4.43
15	RETURN OVER DIRECT COSTS	\$ 51.49*	130.88*	23.71*
16	<u>ALLOCATED COSTS</u>			
17	FARM POWER & MACHINERY - OWNERSHIP	8.63	8.76	8.52
18	FARM POWER & MACHINERY - OPERATION	13.58	19.08	11.18
19	IRRIG. EQUIP. OWNERSHIP			
20	LAND COSTS	21.86	26.21	20.71
21	MISCELLANEOUS COSTS		.05	
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	3.15	3.74	3.03
23	TOTAL ALLOCATED COSTS	\$ 47.22	57.84	43.44
24	RETURN OVER ALL LISTED COSTS	\$ 4.27*	73.04*	(-19.73)*
25	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COSTS ALLOCATION FACTOR	.89	.86	.89
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	40.28	23.81	67.36
29	RETURN OVER LISTED COSTS PER UNIT	3.13	24.43	(-27.78)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	1.28	1.51	1.23
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	25.65	32.92	22.77
31	TOTAL LISTED COSTS PER ACRE	\$ 54.82*	71.19*	47.87*
32	<u>OTHER POSSIBLE COSTS NOT LISTED</u>			
33	UTILITIES & OTHER GEN. FARM EXPENSES	3.09	2.98	2.50
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____	_____	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR LEGUME-GRASS MIX HAY - 1983 (PER ACRE)

		Average of 94 Farms Raising Mixed Hay	Return Over Direct Costs	
			19 Farms High	19 Farms Low
1	ACRES (TOTAL)	84.8	28.9	92.0
2	YIELD	2.2	3.3	1.4
3	VALUE PER PRODUCTION UNIT	48.29	61.58	36.47
4	CROP PRODUCT RETURN	\$ 104.21	204.57	51.14
5	OTHER CROP INCOME			
6	TOTAL CROP RETURN	\$ 104.21*	204.57*	51.14*
7	DIRECT COSTS			
8	FERTILIZER	5.81	7.89	4.65
9	CHEMICALS	.18	.38	.04
10	SEED	1.91	.52	1.86
10A	CROP DRYING			
10B	OTHER EXPENSE	2.00	1.87	1.72
11	SPECIAL HIRED LABOR	.22		
12	CUSTOM WORK HIRED	1.00	2.66	.34
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 11.12	13.32	8.61
15	RETURN OVER DIRECT COSTS	\$ 93.09*	191.25*	42.53*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY - OWNERSHIP	16.91	17.33	11.07
18	FARM POWER & MACHINERY - OPERATION	19.97	19.11	19.84
19	IRRIG. EQUIP. OWNERSHIP			
20	LAND COSTS	20.26	33.47	12.26
21	MISCELLANEOUS COSTS	.02		
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	5.06	5.35	5.20
23	TOTAL ALLOCATED COSTS	\$ 62.22	75.26	48.37
24	RETURN OVER ALL LISTED COSTS	\$ 30.87*	115.99*	(-5.84)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COSTS ALLOCATION FACTOR	.97	.96	.95
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	33.99	26.67	40.64
29	RETURN OVER LISTED COSTS PER UNIT	14.30	34.92	(-4.16)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	1.52	1.44	1.56
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	42.61	43.56	36.34
31	TOTAL LISTED COSTS PER ACRE	\$ 73.34*	88.58*	56.98*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN. FARM EXP.	3.23	3.68	1.67
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____	_____	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR GRAIN SILAGE - 1983 (PER ACRE)

	Average of 16 Farms Rais- ing Grain for Silage
1 ACRES (TOTAL)	29.1
2 YIELD	3.7
3 VALUE PER PRODUCTION UNIT	19.75
4 CROP PRODUCT RETURN	72.61
5 OTHER CROP INCOME	1.44
6 TOTAL CROP RETURN	\$ 74.05*
7 DIRECT COSTS	
8 FERTILIZER	21.68
9 CHEMICALS	
10 SEED	12.37
10A CROP DRYING	
10B OTHER EXPENSE	.55
11 SPECIAL HIRED LABOR	.03
12 CUSTOM WORK HIRED	.89
13 IRRIGATION OPERATION	
14 TOTAL DIRECT COSTS	\$ 35.52
15 RETURN OVER DIRECT COSTS	\$ 38.53*
16 ALLOCATED COSTS	
17 FARM POWER & MACHINERY - OWNERSHIP	15.89
18 FARM POWER & MACHINERY - OPERATION	22.99
19 IRRIG. EQUIP. OWNERSHIP	
20 LAND COSTS	26.81
21 MISCELLANEOUS COSTS	
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	6.76
23 TOTAL ALLOCATED COSTS	72.45
24 RETURN OVER ALL LISTED COSTS	\$ (-33.92)*
25 SUPPLEMENTARY MANAGEMENT INFORMATION	
26 WORK UNITS ASSIGNED PER ACRE	.40
27 POWER COSTS ALLOCATION FACTOR	1.00
28 TOTAL LISTED COST PER UNIT OF PRODUCTION	29.36
29 RETURN OVER LISTED COSTS PER UNIT	(-9.22)
30 BREAK EVEN YIELD/UNITS OF PRODUCTION	5.47
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	46.23
31 TOTAL LISTED COSTS PER ACRE	\$ 107.97*
32 OTHER POSSIBLE COSTS NOT LISTED	
33 UTILITIES & OTHER GEN. FARM EXPENSES	5.49
33A BUILDINGS, FENCES & TILING COSTS	_____
34 INTEREST ALLOCATION	_____
35 OTHER COSTS NOT LISTED	_____
36 TOTAL COSTS	_____
39 AVERAGE PRICE RECEIVED PER UNIT SOLD	_____
40 QUANTITY SOLD (OPERATORS SHARE)	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR CORN & SORGHUM SILAGE - 1983 (PER ACRE)

		Average of 160 Farms Raising Corn	Return Over Direct Costs	
			32 Farms High	32 Farms Low
1	ACRES (TOTAL)	31.1	25.2	29.0
2	YIELD	11.2	17.1	6.4
3	VALUE PER PRODUCTION UNIT	18.60	19.69	17.88
4	CROP PRODUCT RETURN	208.71	335.99	114.07
5	OTHER CROP INCOME			
6	TOTAL CROP RETURN	\$ 208.71*	335.99*	114.07*
7	DIRECT COSTS			
8	FERTILIZER	31.00	30.44	25.69
9	CHEMICALS	9.58	10.44	8.41
10	SEED	11.90	14.92	10.83
10A	CROP DRYING			
10B	OTHER EXPENSE	1.41	1.59	1.17
11	SPECIAL HIRED LABOR	.42		.14
12	CUSTOM WORK HIRED	1.96	3.10	1.83
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 56.27	60.49	48.07
15	RETURN OVER DIRECT COSTS	\$ 152.44*	275.50*	66.00*
16	ALLOCATED COSTS			
17	FARM POWER & MACHINERY - OWNERSHIP	25.49	27.63	22.12
18	FARM POWER & MACHINERY - OPERATION	34.18	36.80	36.65
19	IRRIG. EQUIP. OWNERSHIP			
20	LAND COSTS	27.13	30.66	22.44
21	MISCELLANEOUS COSTS	.16	.60	.14
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	8.83	10.48	7.03
23	TOTAL ALLOCATED COSTS	95.79	106.17	88.38
24	RETURN OVER ALL LISTED COSTS	\$ 56.65*	169.33*	(-22.38)*
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COSTS ALLOCATION FACTOR	.99	.98	1.00
28	TOTAL LISTED COST PER UNIT OF PRODUCTION	13.55	9.77	21.39
29	RETURN OVER LISTED COSTS PER UNIT	5.05	9.93	(-3.51)
30	BREAKEVEN YIELD/UNITS OF PRODUCTION	8.18	8.46	7.63
30A	ESTIMATED TOTAL MACHINE COSTS/ACRE	69.81	76.98	67.02
31	TOTAL LISTED COSTS PER ACRE	\$ 152.06*	166.66*	136.45*
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GEN. FARM EXPENSES	5.96	5.13	4.22
33A	BUILDINGS, FENCES & TILING COSTS	_____	_____	_____
34	INTEREST ALLOCATION	_____	_____	_____
35	OTHER COSTS NOT LISTED	_____	_____	_____
36	TOTAL COSTS	_____	_____	_____
39	AVERAGE PRICE RECEIVED PER UNIT SOLD	_____	_____	_____
40	QUANTITY SOLD (OPERATORS SHARE)	_____	_____	_____

*Does not include interest on investment in irrigation equipment.

TABLE 10 - CROP DATA FOR CORN & SORGHUM SILAGE (IRRIGATED) - 1983 (PER ACRE)

	Average of 5 Farms Who Raised Irrig. Corn Silage
1 ACRES	21.3
2 YIELD	12.4
3 VALUE PER PRODUCTION UNIT	18.60
4 CROP PRODUCT RETURN	\$ 231.41
5 OTHER CROP INCOME	
6 TOTAL CROP RETURN	\$ 231.41*
7 <u>DIRECT COSTS</u>	
8 FERTILIZER	31.22
9 CHEMICALS	10.42
10 SEED	18.69
10A CROP DRYING	
10B OTHER EXPENSE	
11 SPECIAL HIRED LABOR	
12 CUSTOM WORK HIRED	1.31
13 IRRIGATION OPERATION	23.38
14 TOTAL DIRECT COSTS	85.02
15 RETURN OVER DIRECT COSTS	\$ 146.39*
16 <u>ALLOCATED COSTS</u>	
17 FARM POWER & MACHINERY - OWNERSHIP	33.80
18 FARM POWER & MACHINERY - OPERATION	45.25
19 IRRIG. EQUIPMENT OWNERSHIP	28.54
20 LAND COSTS	25.00
21 MISCELLANEOUS COSTS	
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	12.21
23 TOTAL ALLOCATED COSTS	144.80
24 RETURN OVER ALL LISTED COSTS	\$ 1.59*
25 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
26 WORK UNITS ASSIGNED PER ACRE	.80
27 POWER COSTS ALLOCATION FACTOR	1.00
28 TOTAL LISTED COST PER UNIT OF PRODUCTION	18.48
29 RETURN OVER LISTED COSTS PER UNIT	.12
30 BREAKEVEN YIELD/UNITS OF PRODUCTION	12.36
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	92.13
31 TOTAL LISTED COSTS PER ACRE	\$ 229.82*
32 <u>OTHER POSSIBLE COSTS NOT LISTED</u>	
33 UTILITIES & OTHER GENERAL FARM EXPENSES	9.15
33A BUILDINGS, FENCES & TILING COSTS	_____
34 INTEREST ALLOCATION	_____
35 OTHER COSTS NOT LISTED	_____
36 TOTAL COSTS	_____
37 INCHES OF WATER APPLIED	3
38 COST OF IRRIGATION	51.92
39 AVERAGE PRICE RECEIVED PER UNIT SOLD	_____
40 QUANTITY SOLD (OPERATORS SHARE)	_____

*Does not include interest on investment in irrigation equipment.

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

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

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

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

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

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

TABLE 11A - HOGS, FARROW, FINISH, GENERAL - 1983

		Average of 6 Farms In Return Above Feed
1	POUNDS OF HOGS PRODUCED (TOTAL)	86513 PER CWT.
2	NET INCREASE IN VALUE OF HOGS	\$ 43.05*
3	OTHER MISCELLANEOUS HOG INCOME	
4	TOTAL VALUE PRODUCED	\$ 43.05*
5	POUNDS OF FEED FED	
6	CORN	84.0
7	SMALL GRAIN	129.2
8	COMPLETE RATION	204.0
9	PROTEIN, SALT & MINERAL & MILK	18.6
10	TOTAL CONCENTRATES	435.8
11	FORAGES	4.2
12	FEED COST	
13	GRAINS	10.60
14	COMPLETE RATION	19.84
15	PROTEIN, SALT & MINERAL & MILK	3.14
16	FORAGES	.05
17	PASTURE	
18	TOTAL FEED COSTS	\$ 33.63
19	RETURN OVER FEED COSTS	\$ 9.42*
20	OTHER DIRECT COSTS	
21	MISCELLANEOUS LIVESTOCK EXPENSE	.94
22	VETERINARY EXPENSE	.41
23	CUSTOM WORK	.39
24	SPECIAL HIRED LABOR	
25	TOTAL OTHER DIRECT COSTS	\$ 1.74
26	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 7.68*
27	ALLOCATED COSTS	
28	POWER & MACHINERY COSTS	2.21
29	LIVESTOCK EQUIPMENT COSTS	1.97
30	BUILDING & FENCES	2.91
31	TOTAL ALLOCATED COSTS	\$ 7.09
32	RETURN OVER ALL LISTED COSTS	\$.59*
33	SUPPLEMENTARY MANAGEMENT INFORMATION	
34	RETURN FOR \$100 FEED FED	128.03
35	PRICE RECEIVED PER CWT. ALL ANIMALS	45.97
36	PRICE RECEIVED PER CWT. SOLD MKT. ONLY	47.25
37	NUMBER OF LITTERS FARROWED	55
37A	LITTERS/BEARING FEMALE/YEAR	1.6
38	NUMBER OF PIGS BORN PER LITTER	8.2
39	NUMBER OF PIGS WEANED PER LITTER	7.4
39A	NUMBER PIGS PRODUCED/LITTER	
40	PERCENT DEATH LOSS	8.8
41	AVERAGE WEIGHT OF ALL HOGS SOLD	
42	AVERAGE WEIGHT OF MKT. HOGS SOLD	
43	PRICE PER CWT. CONCENTRATE FED	7.71
44	PRICE PER CWT. PROTEIN, SALT & MINERAL	16.88
45	POUNDS OF PORK PURCHASED	1442
46	TOTAL LISTED COSTS/CWT PORK PROD.	\$ 42.46*
47	UTIL. & OTHER GEN. FARM EXP. (TOTAL)	\$ 766.15

TABLE 11C - HOGS, WEANING PIG PRODUCTION - 1983

	Average of 5 Farms In Return Above Feed
1 NUMBER OF LITTERS FARROWED	89
2 NET INCREASE IN VALUE OF HOGS	PER LITTER 322.22
3 OTHER MISCELLANEOUS WEANING PIGS INCOME	
4 TOTAL VALUE PRODUCED	\$ 322.22*
5 <u>POUNDS OF FEED FED</u>	
6 CORN	1416.0
7 SMALL GRAIN	626.2
8 COMPLETE RATION	310.1
9 PROTEIN, SALT & MINERAL, & MILK	379.9
10 TOTAL CONCENTRATES	2732.2
11 FORAGES	218.0
12 <u>FEED COST</u>	
13 GRAINS	92.44
14 COMPLETE RATION	27.10
15 PROTEIN, SALT & MINERAL, & MILK	64.67
16 FORAGES	6.79
17 PASTURE	
18 TOTAL FEED COSTS	\$ 191.00
19 RETURN OVER FEED COSTS	\$ 131.22*
20 <u>OTHER DIRECT COSTS</u>	
21 MISCELLANEOUS LIVESTOCK EXPENSE	8.84
22 VETERINARY EXPENSE	8.09
23 CUSTOM WORK	6.62
24 SPECIAL HIRED LABOR	.02
25 TOTAL OTHER DIRECT COSTS	\$ 23.57
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 107.65*
27 <u>ALLOCATED COSTS</u>	
28 POWER & MACHINERY COSTS	16.11
29 LIVESTOCK EQUIPMENT COSTS	13.32
30 BUILDING & FENCES	22.39
31 TOTAL ALLOCATED COST	\$ 51.82
32 RETURN OVER ALL LISTED COSTS	\$ 55.83*
33 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
34 RETURN FOR \$100 FEED FED	168.70
35 AVERAGE PRICE RECEIVED PER ANIMAL SOLD	41.86
36 AVERAGE PRICE PER PIG SOLD OR TRANS.	34.38
37 AVERAGE WT. PER PIG SOLD OR TRANS.	46.8
38 NUMBER OF PIGS PRODUCED	745
39 NUMBER OF PIGS BORN PER LITTER	11.0
40 NUMBER OF PIGS WEANED PER LITTER	8.4
40A LITTERS/BEARING FEMALE/YEAR	1.4
41 PERCENT DEATH LOSS	19.5
42 PRICE PER CWT. CONCENTRATE FED	6.74
43 PRICE/CWT. PROTEIN, SALT & MINERAL FED	17.02
44 FEED & SUPP. COSTS PER PIG PRODUCED	25.63
45 TOTAL LISTED COSTS PER LITTER	\$ 266.39*
46 UTIL. & OTHER GEN. FARM EXP. (TOTAL)	708.71
47 INTEREST ALLOCATION	_____
48 OTHER COSTS NOT LISTED	_____
49 TOTAL COSTS	_____

TABLE 12 - DAIRY COWS, COMMERCIAL, GENERAL - 1983

	Average of 160 Farms In Return Above Feed	32 Farms High In Return Above Feed	32 Farms Low In Return Above Feed
1 AVERAGE NUMBER OF COWS	42.7	49.7	38.5
	PER COW	PER COW	PER COW
2 POUNDS OF MILK	13925	16261	11544
3 POUNDS OF BUTTERFAT	528.5	586.7	422.2
4 PERCENT OF BUTTERFAT IN MILK	3.8	3.6	3.7
5 VALUE OF PRODUCE			
6 DAIRY PROD.SOLD(NET AFTER ASSESSMENT) \$	1721.26	2021.31	1399.64
7 DAIRY PRODUCTS USED IN HOME	9.60	14.08	6.65
8 MILK FED TO LIVESTOCK	17.96	32.19	16.81
9 NET INCREASES IN VALUE OF COWS	(-174.99)	(-123.04)	(-253.92)
10 OTHER MISCELLANEOUS DAIRY INCOME			
11 TOTAL VALUE PRODUCED \$	1573.83*	1944.54*	1169.18*
12 POUNDS OF FEED FED			
13 CORN	3743.1	3759.2	3560.3
14 SMALL GRAIN	623.3	521.1	724.3
15 COMPLETE RATION	1422.2	1918.8	1555.5
16 PROTEIN, SALT & MINERAL	905.3	754.7	662.2
17 TOTAL CONCENTRATES	6693.9	6953.8	6502.3
18 LEGUME HAY	6602.9	7906.4	7096.9
19 OTHER HAY & DRY ROUGHAGE	380.2	230.1	485.9
20 SILAGE	9828.9	5286.8	12970.9
20A HAYLAGE	834.4	559.1	556.8
21 FEED COSTS			
22 GRAINS	201.10	195.90	207.14
23 COMPLETE RATION	128.48	169.78	135.30
24 PROTEIN/SALT/MINRL	133.14	108.27	97.95
25 HAY/HAYLAGE & DRY ROUGHAGE	231.01	249.56	230.03
26 SILAGE	86.25	43.00	112.16
27 PASTURE	4.78	2.94	7.92
28 TOTAL FEED COSTS \$	784.76	769.45	790.50
29 RETURN OVER FEED COST \$	789.07*	1175.09*	378.68*
30 OTHER DIRECT COSTS			
31 MISCELLANEOUS LIVESTOCK EXPENSE	81.57	95.23	58.49
32 VETERINARY EXPENSE	35.55	37.69	29.58
33 CUSTOM WORK HIRED	56.16	70.30	47.30
34 SPECIAL HIRED LABOR	.52	1.29	
35 TOTAL OTHER DIRECT COSTS \$	173.80	204.51	135.37
36 RETURN OVER FEED & OTHER DIRECT COSTS \$	615.27*	970.58*	243.31*
37 ALLOCATED COSTS			
38 POWER & MACHINERY COSTS	68.92	70.62	64.48
39 LIVESTOCK EQUIPMENT COSTS	61.42	72.97	48.97
40 BUILDING & FENCES	72.65	91.67	64.39
41 TOTAL ALLOCATED COSTS \$	202.99	235.26	177.84
42 RETURN OVER ALL LISTED COSTS \$	412.28*	735.32*	65.47*
43 SUPPLEMENTARY MANAGEMENT INFORMATION			
44 RETURN FOR \$100 FEED FED	200.55	252.72	147.90
45 FEED COST PER CWT. MILK	5.64	4.73	6.84
46 FEED COST PER POUND OF BUTTERFAT	1.48	1.31	1.87
47 POUNDS OF MILK PER POUND OF CONCENTRATE	2.08	2.34	1.78
48 AVERAGE PRICE PER CWT. MILK SOLD	12.57	12.72	12.36
49 AVERAGE PRICE PER POUND OF BUTTERFAT	3.31	3.53	3.38
50 TOTAL LISTED COSTS PER CWT. MILK PROD.	8.34	7.44	9.56
51 DAIRY COW TURNOVER PERCENTAGE	35.1	34.2	36.4
52 TOTAL LISTED COSTS PER COW \$	1161.55*	1209.22*	1103.71*
53 UTILITIES & OTHER GEN. FARM EXP.(TOT.)	2987.50	3305.98	2186.85

TABLE 13 - OTHER DAIRY/COMMERCIAL/AND PUREBRED - 1983

	Average of 161 Farms In Return Above Feed	32 Farms High In Return Above Feed	32 Farms Low In Return Above Feed
1 NUMBER OF HEAD	57.2	53.4	60.7
	<u>PER HEAD</u>	<u>PER HEAD</u>	<u>PER HEAD</u>
2 NET INCREASE IN VALUE	273.08	405.79	192.95
3 OTHER MISCELLANEOUS INCOME			
4 TOTAL INCOME	\$ 273.08*	405.79*	192.95*
5 <u>POUNDS OF FEED FED</u>			
6 CORN	614.9	610.0	950.7
7 SMALL GRAIN	248.3	253.5	288.0
8 COMPLETE RATION	138.7	81.7	101.0
9 PROTEIN, SALT & MINERALS	118.2	82.3	183.3
10 HAY & DRY ROUGHAGE	2417.8	1774.1	2360.6
11 SILAGE	5522.0	4261.8	6833.0
11A HAYLAGE	116.1	243.1	336.7
12 MILK	121.2	102.2	113.5
13 <u>FEED COST</u>			
14 GRAINS	38.67	39.10	56.41
15 COMPLETE RATION	16.29	10.62	12.47
16 PROTEIN, SALT & MINERALS	19.07	14.48	30.77
17 HAY/HAYLAGE & DRY ROUGHAGE	60.52	53.95	81.10
18 SILAGE	48.22	37.70	61.58
19 MILK	13.20	11.33	13.00
20 PASTURE	3.36	1.52	2.42
21 TOTAL FEED COSTS	\$ 199.33	168.70	257.75
22 RETURN OVER FEED COSTS	\$ 73.75*	237.09*	(-64.80)*
23 <u>OTHER DIRECT COSTS</u>			
24 MISCELLANEOUS EXPENSE	6.85	5.45	8.42
25 VETERINARY EXPENSE	3.71	3.73	3.71
26 CUSTOM WORK HIRED	2.55	2.92	2.73
27 SPECIAL HIRED LABOR	.09	.24	.16
28 TOTAL OTHER DIRECT COSTS	\$ 13.20	12.34	15.02
29 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 60.55*	224.75*	(-79.82)*
30 <u>ALLOCATED COSTS</u>			
31 POWER & MACHINERY COSTS	10.61	9.56	11.72
32 LIVESTOCK EQUIPMENT COSTS	9.57	9.91	9.62
33 BUILDING & FENCES	11.52	12.12	13.63
34 TOTAL ALLOCATED COSTS	31.70	31.59	34.97
35 RETURN OVER ALL LISTED COSTS	\$ 28.85*	193.16*	(-114.79)*
36 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
37 RETURN FOR \$100 FEED FED	136.99	240.53	74.86
38 PERCENT DEATH LOSS - TOTAL	7.8	6.9	7.4
39 PERCENT CALF DEATH LOSS	15.6	15.2	15.2
40 TOTAL LISTED COSTS PER HEAD	\$ 244.23*	212.63*	307.74*
41 UTILITIES & OTHER GEN. FARM EXP. (TOT.)	682.77	500.32	728.56
42 INTEREST ALLOCATION	_____	_____	_____
43 OTHER COSTS NOT LISTED	_____	_____	_____
44 TOTAL COSTS	_____	_____	_____

TABLE 14 - ALL DAIRY & DUAL PURPOSE CATTLE - 1983

	Average of 159 Farms In Return Above Feed	32 Farms High In Return Above Feed	32 Farms Low In Return Above Feed
1 AVERAGE NUMBER OF COWS	42.7	47.4	36.4
	PER COW	PER COW	PER COW
2 VALUE OF DAIRY PRODUCTS	\$ 1749.51	2041.35	1527.42
3 NET INCREASE IN VALUE	193.04	289.30	24.48
4 MISCELLANEOUS DAIRY INCOME			
5 TOTAL VALUE PRODUCED	\$ 1942.55*	2330.65*	1551.90*
6 POUNDS OF FEED FED			
7 GRAINS	5523.8	5924.3	6643.0
8 COMPLETE RATIONS	1609.2	1470.1	1147.5
9 PROTEIN, SALT & MIN., INCL. MILK EQUIV.	1087.7	951.2	1100.0
10 HAY & DRY ROUGHAGE	10293.0	10497.9	11449.3
11 SILAGE	17194.5	15461.8	18253.8
11A HAYLAGE	997.2	2470.5	558.0
12 FEED COST			
13 GRAINS	253.89	271.12	310.52
14 COMPLETE RATIONS	149.88	139.22	102.61
15 PROTEIN, SALT & MINERALS, INC. MILK	177.78	168.86	185.52
16 HAY/HAYLAGE & DRY ROUGHAGE	313.93	331.58	365.74
17 SILAGE	150.73	125.99	162.45
18 PASTURE COSTS	9.30	7.49	11.95
19 TOTAL FEED COSTS	\$ 1055.51	1044.26	1138.79
20 RETURN OVER FEED COSTS	\$ 887.04*	1286.39*	413.11*
21 OTHER DIRECT COSTS			
22 MISCELLANEOUS LIVESTOCK EXPENSE	90.84	108.31	80.14
23 VETERINARY EXPENSE	40.40	42.11	34.23
24 CUSTOM WORK	59.74	70.30	52.25
25 SPECIAL HIRED LABOR	.63	2.32	
26 TOTAL OTHER DIRECT COSTS	\$ 191.61	223.04	166.62
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 695.43*	1063.35*	246.49*
28 ALLOCATED COSTS			
29 POWER & MACHINERY COSTS	83.38	84.63	79.15
30 LIVESTOCK EQUIPMENT COSTS	74.33	96.20	68.13
31 BUILDING & FENCES	88.53	106.93	78.59
32 TOTAL ALLOCATED COSTS	\$ 246.24	287.76	225.87
33 RETURN OVER ALL LISTED COSTS	\$ 449.19*	775.59*	20.62*
34 SUPPLEMENTARY MANAGEMENT INFORMATION			
35 RETURN FOR \$100 FEED FED	184.04	223.19	136.28
36 TOTAL LISTED COSTS PER COW	\$ 1493.36*	1555.06*	1531.28*
37 UTILITIES & OTHER GEN. FARM EXP. (TOT.)	3688.01	3826.72	2491.67
38 INTEREST ALLOCATION			
39 OTHER COSTS NOT LISTED			
40 TOTAL COSTS			

TABLE 15A BEEF BREEDING (WHOLE HERD) - 1983

		Average of 23 Farms In Return Above Feed	11 Farms High In Return Above Feed	11 Farms Low In Return Above Feed
1	AVERAGE NUMBER OF BEEF COWS	66.0	62.4	56.1
2	AVERAGE NUMBER OTHER BEEF ANIMALS & BULLS	55.6	57.1	42.2
3	POUNDS OF BEEF PRODUCED	36450	39456	25159
		PER COW	PER COW	PER COW
4	NET INCREASE IN VALUE	302.71	362.47	228.93
5	OTHER MISCELLANEOUS BEEF INCOME	.29	.63	
6	TOTAL VALUE PRODUCED	\$ 303.00*	363.10*	228.93*
7	<u>POUNDS OF FEED FED</u>			
8	GRAIN	374.8	409.9	363.9
9	PROTEIN, SALT & MINERAL	38.2	54.3	33.5
10	LEGUME HAY	5473.5	5192.3	5598.4
11	OTHER HAY & DRY ROUGHAGE	1526.5	2091.2	1428.9
12	SILAGE	3705.3	3644.5	3116.2
12A	HAYLAGE			
13	<u>FEED COST</u>			
14	GRAIN	23.44	22.04	20.77
15	PROTEIN, SALT & MINERAL	4.65	7.28	3.35
16	LEGUME HAY/HAYLAGE	93.62	80.61	98.81
17	OTHER HAY & DRY ROUGHAGE	27.86	37.68	26.61
18	SILAGE	27.56	27.68	21.44
19	PASTURE	23.82	28.61	19.82
20	TOTAL FEED COSTS	\$ 200.95	203.90	190.80
21	RETURN OVER FEED COST	\$ 102.05*	159.20*	38.13*
22	<u>OTHER DIRECT COSTS</u>			
23	MISCELLANEOUS LIVESTOCK EXPENSE	6.06	8.64	2.30
24	VETERINARY EXPENSE	8.53	9.57	5.24
25	CUSTOM WORK	7.56	11.70	5.06
26	SPECIAL HIRED LABOR			
27	TOTAL OTHER DIRECT COSTS	\$ 22.15	29.91	12.60
28	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 79.90*	129.29*	25.53*
29	<u>ALLOCATED COSTS</u>			
30	POWER & MACHINERY COSTS	20.66	16.80	23.85
31	LIVESTOCK EQUIPMENT COSTS	16.78	14.25	20.38
32	BUILDING & FENCES	21.98	17.60	27.67
33	TOTAL ALLOCATED COSTS	\$ 59.42	48.65	71.90
34	RETURN OVER ALL LISTED COSTS	\$ 20.48*	80.64*	(-46.37)*
35	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>			
36	RETURN FOR \$100 FEED FED	150.78	178.08	119.98
37	PRICE PER CWT. SOLD	54.22	57.42	50.60
38	PRICE PER CWT. CALVES SOLD OR TRANS.	59.49	63.36	56.57
39	AVERAGE WEIGHT PER HEAD SOLD	595.4	634.0	617.4
40	AVERAGE WT. PER CALF SOLD OR TRANS.	514.5	546.6	519.9
41	PERCENT DEATH LOSS	3.5	3.4	4.3
42	PERCENT CALF CROP	95.6	95.7	94.5
42A	PERCENT CALF DEATH LOSS	7.7	7.6	7.7
43	TOTAL LISTED COSTS PER COW	\$ 282.52*	282.46*	275.30*
44	UTILITIES & OTHER GEN. FARM EXP. (TOT.)	543.46	340.39	404.69

TABLE 15B - BEEF FEEDERS (FEED LOT) - 1983

	Average of 7 Farms In Return Above Feed
1 AVERAGE NUMBER OF BEEF FEEDERS	23.4
2 POUNDS OF BEEF PRODUCED	21224
	PER CWT.
3 NET INCREASE IN VALUE OF ANIMALS	57.63
4 OTHER MISCELLANEOUS BEEF INCOME	
5 TOTAL VALUE PRODUCED	\$ 57.63*
6 <u>POUNDS OF FEED FED</u>	
7 GRAIN	329.9
8 PROTEIN, SALT & MINERAL	16.4
9 LEGUME HAY	341.3
10 OTHER HAY & DRY ROUGHAGE	45.1
11 SILAGE	793.2
11A HAYLAGE	
12 <u>FEED COST</u>	
13 GRAIN	13.71
14 PROTEIN, SALT & MINERAL	2.40
15 LEGUME HAY/HAYLAGE	6.38
16 OTHER HAY & DRY ROUGHAGE	.13
17 SILAGE	5.96
18 PASTURE	.22
19 TOTAL FEED COST	\$ 28.80
20 RETURN OVER FEED COST	\$ 28.83*
21 <u>OTHER DIRECT COSTS</u>	
22 MISCELLANEOUS LIVESTOCK EXPENSE	.20
23 VETERINARY EXPENSE	1.52
24 CUSTOM WORK HIRED	2.84
25 SPECIAL HIRED LABOR	
26 TOTAL OTHER DIRECT COSTS	\$ 4.56
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 24.27*
28 <u>ALLOCATED COSTS</u>	
29 POWER & MACHINERY COSTS	1.90
30 LIVESTOCK EQUIPMENT COSTS	1.67
31 BUILDINGS & FENCES	2.30
32 TOTAL ALLOCATED COSTS	5.87
33 RETURN OVER ALL LISTED COSTS	\$ 18.40*
34 <u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
35 RETURN FOR \$100 FEED FED	200.08
36 PRICE PER CWT. SOLD	57.06
37 AVERAGE WEIGHT PER HEAD SOLD	844.2
38 PRICE PER CWT. BOUGHT	57.10
39 AVERAGE WEIGHT PER HEAD BOUGHT	454.3
40 NUMBER OF HEAD BOUGHT	
41 PERCENT DEATH LOSS	1.4
42 EFFECTIVE DAILY GAIN - POUNDS/HEAD/DAY	2.48
43 TOTAL LISTED COST PER CWT. PRODUCED	\$ 39.23*
44 UTILITIES & OTHER GEN. FARM EXP. (TOTAL)	185.63

SETTING GOALS

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

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

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

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

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

WHAT DOES YOUR FAMILY WANT?

NAME John Jones Family DATE 1/1/84

ADDRESS Anywhere, Minnesota

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

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