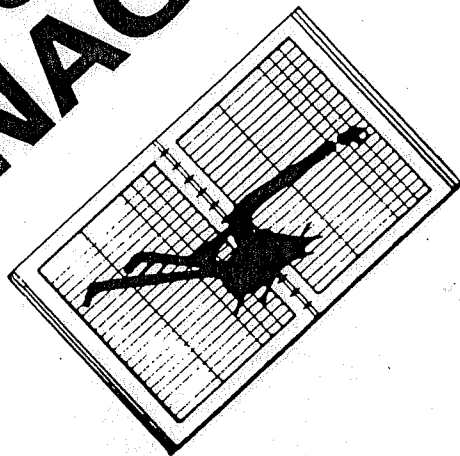


# **FARM BUSINESS MANAGEMENT**

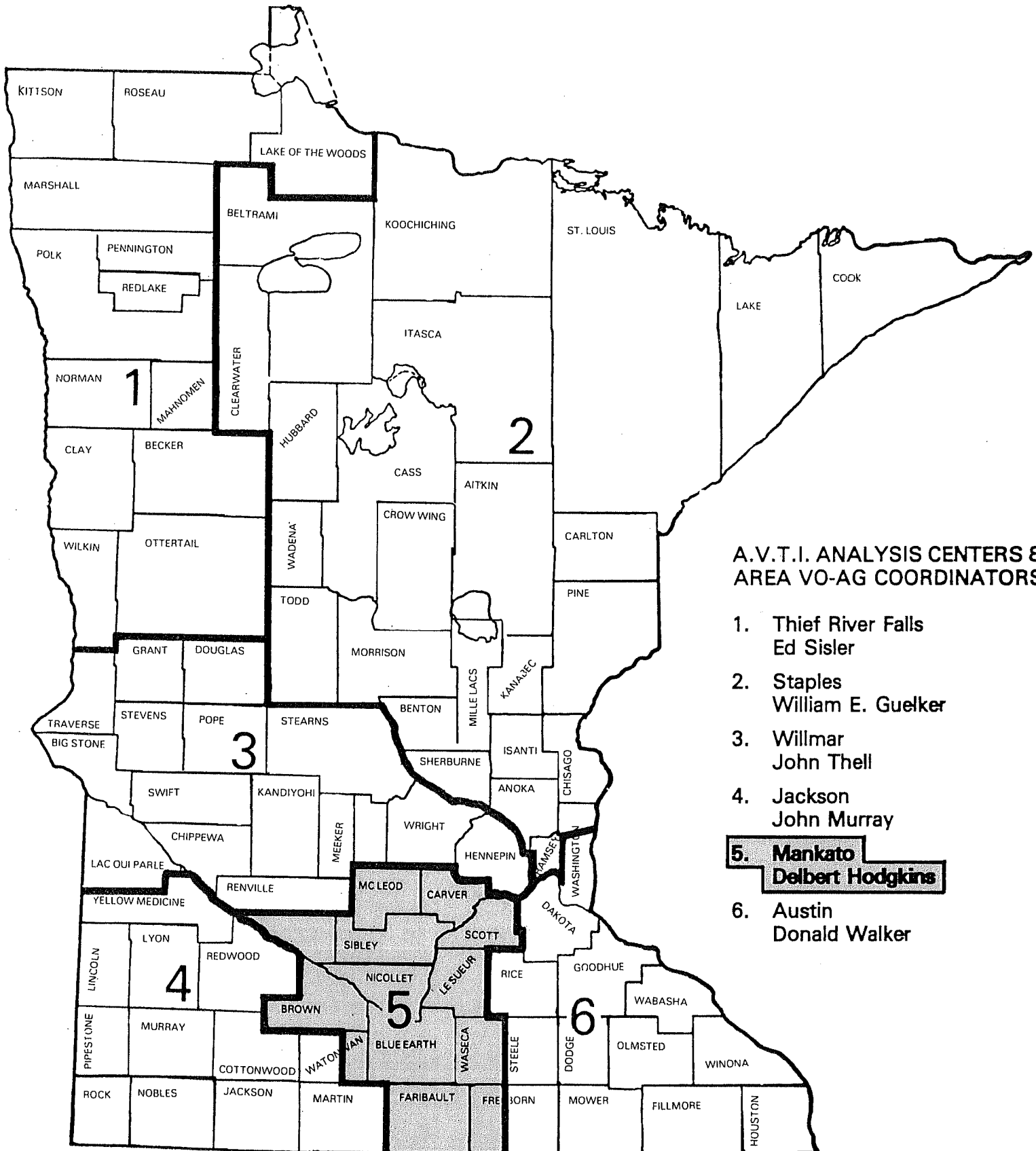


## **1983 Education Program Annual Report Mankato Area Southern Minnesota April 1984**

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

### **AN ADULT EDUCATIONAL PROGRAM**

# VO-AG FARM MANAGEMENT AREAS



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

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KEY TO COLOR CODE

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

## Introduction

Adult Farm Business Management Education programs have been part of the public school vocational agriculture offerings since 1952. From the early cooperative efforts of the State Department of Education, Department of Agricultural Education (U of Minn) and the Department of Agricultural Economics (U of Minn), the program has expanded to serve over 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. The purpose has not changed.

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

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



Most programs organize their courses around the same central themes.

They are:

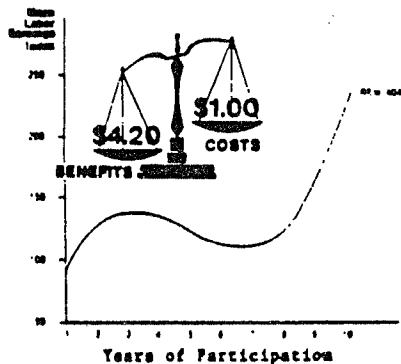
Year 1 - Farm business records and accounts.

Year 2 - Farm business analysis and evaluations.

Year 3 - Farm business organization.

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

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



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

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

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

This summary of farm records for the South Central Minnesota area served by the Mankato AVTI shows the results of the analysis of farm businesses enrolled in management education programs for 1983. Study the results carefully so you can use this information to improve agriculture in your area and in your business.

xxx

### Schools Participating

The following tabulation indicates the schools and the names of the farm management instructors who have submitted records for analysis as of March 15, 1983:

<u>Class Location</u>	<u>Instructor</u>
Alden (Part Time)	John Nelson
Gaylord	Leo Lick
Glencoe	Kenneth Stenzel
Madelia	Charles Worm
Mankato AVTI	Paul Callanan
Mankato AVTI	Dennis Jackson
New Prague	Maynard Harms
New Richland	Mark Worthley
New Ulm	Layton Peters
Sleepy Eye	Lee Anderson
Springfield (Part Time)	John Woodford
Waseca	Norman Bohmbach
Watertown	Vernon Yetzer
Wells	Dan Johnson (Assisted by Arnold Carlson)
Winthrop	James Atchison
<u>Post High School A.V.T.I. &amp; Technical College Production Ag Programs</u>	
Mankato AVTI	Lyle Phelps
Waseca UMW	Boyd Fuller

TABLE 1 - SUMMARY OF FARM INVENTORIES\* - 1983

Items		Average of 271 Farms	
1.	Size of Farm (Total Acres)	385.8	
2.	(Tillable Acres)	358.5	
3.	Work Units (Crops)	155.39	
4.	(Livestock)	256.16	
5.	(Other)	12.32	
6.	Total Size of Business in Work Units	423.87	
7.	Number of Workers	1.63	
8.	Farm Capital Investment per Worker	\$383,738	
9.	PRODUCTIVE LIVESTOCK	Jan. 1	Dec. 31
10.	Dairy Cows	\$ 14,828	\$ 14,726
11.	Other Dairy Cattle	8,496	8,210
12.	Beef Breeding Cattle	1,337	1,115
13.	Beef Feeder Cattle	3,872	3,922
14.	Hogs	19,096	16,622
15.	Sheep (Including Feeders), & Goats	74	42
16.	Poultry - All Types	5	3
17.	Other Livestock		
18.	Total Productive Livestock	\$ 47,707	\$ 44,639
19.	CROP, SEED, AND FEED	\$ 61,176	\$ 68,142
20.	POWER, MACHINERY & EQUIPMENT		
21.	Auto & Truck (Farm Share)	\$ 4,764	\$ 4,659
22.	Power & Machinery	41,335	41,318
23.	Irrigation Equipment		
24.	Custom Work Equipment	554	414
25.	Livestock Equipment	9,551	10,080
26.	Total Power, Mach. & Equip.	\$ 56,203	\$ 56,471
27.	LAND	\$ 394,849	\$ 401,264
28.	BUILDINGS - FENCES - ETC.	\$ 60,353	\$ 60,181
29.	TOTAL FARM CAPITAL	\$ 620,289	\$ 630,697
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 10,408

\*Table 1 lists the categories of farm capital for the average of 271 farms and for the 54 most profitable and 54 least profitable farms. These averages include the landlord's share of the investment for rented farms.

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

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

(Continued on Page 2)



TABLE 1 - SUMMARY OF FARM INVENTORIES - 1983

Items		54 Most Profitable Farms		54 Least Profitable Farms	
1.	Size of Farm (Total Acres)	569.4		390.5	
2.	(Tillable Acres)	537.0		362.3	
3.	Work Units - (Crops)	229.11		157.06	
4.	(Livestock)	259.31		256.00	
5.	(Other)	19.22		11.77	
6.	Total Size of Business in Work Units	507.64		424.82	
7.	Number of Workers	1.70		1.76	
8.	Farm Capital Investment per Worker	\$ 462,885		\$ 437,750	
		Jan. 1	Dec. 31	Jan. 1	Dec. 31
9.	PRODUCTIVE LIVESTOCK				
10.	Dairy Cows	\$ 14,309	\$ 13,521	\$ 14,229	\$ 14,141
11.	Other Dairy Cattle	9,825	10,075	7,604	6,644
12.	Beef Breeding Cattle	447	528	3,916	3,060
13.	Beef Feeder Cattle	4,791	7,207	1,366	1,904
14.	Hogs	19,095	17,067	27,997	20,772
15.	Sheep (Including Feeders) & Goats	49	49	131	23
16.	Poultry - All Types	2	2		
17.	Other Livestock				
18.	Total Productive Livestock	\$ 48,518	\$ 48,448	\$ 55,244	\$ 46,544
19.	CROP, SEED AND FEED	\$ 97,237	\$ 127,706	\$ 67,423	\$ 56,519
20.	POWER, MACHINERY & EQUIPMENT				
21.	Auto & Truck (Farm Share)	\$ 6,585	\$ 8,130	\$ 5,913	\$ 4,816
22.	Power & Machinery	61,116	61,543	45,536	43,607
23.	Irrigation Equipment				
24.	Custom Work Equipment	812	665		
25.	Livestock Equipment	9,723	9,831	11,162	13,099
26.	Total Power, Mach. & Equip.	\$ 78,237	\$ 80,169	\$ 62,610	\$ 61,521
27.	LAND	\$ 458,673	\$ 472,195	\$ 529,805	\$ 532,002
28.	BUILDINGS - FENCES - ETC.	\$ 79,623	\$ 83,003	\$ 65,882	\$ 63,328
29.	TOTAL FARM CAPITAL	\$ 762,287	\$ 811,521	\$ 780,965	\$ 759,914
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$ 49,234		\$ (-21,051)	

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

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

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

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



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

Items	Average of--271 Farms	54 Most Profitable Farms	54 Least Profitable Farms
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 3,038	\$ 4,653	\$ 2,131
3. Dairy Products	32,256	34,721	25,576
4. Other Dairy Cattle	2,307	2,178	2,363
5. Beef Breeding Cattle	430	57	1,369
6. Beef Feeder Cattle	8,045	11,249	4,257
7. Hogs Complete & Mixed	22,898	28,921	36,019
8. Hogs Finishing	15,537	13,214	13,162
9. Hogs Producing Weaning Pigs	1,865	1,083	1,819
10. Sheep, Goats & Wool, Farm Flock	63	20	85
11. Sheep & Wool, Feeder Lambs	4	18	
12. Chickens (Including Hens & Broilers)	10	2	
13. Turkeys			
14. Eggs	24	12	
15. Other Productive Livestock & Products		1	
16. Other Miscellaneous Livestock Income	208	450	12
17. Total Sales of Productive Livestock	\$ 86,685	\$ 96,578	\$ 86,793
18. SALE OF CROPS			
19. Wheat	\$ 471	\$ 626	\$ 571
20. Other Small Grains	215	265	211
21. Corn	32,211	60,985	31,977
22. Soybeans	38,622	69,025	36,444
23. Other Row Crops	963	1,300	1,016
24. Legumes & Other Forage	203	31	110
25. Grass Seed			
26. Fruits & Nuts			
27. Vegetable Roadside Market & Specialty	1		
28. Nursery, Timber & Other	165	449	354
29. Set Aside Acres-Government Payments	443	717	278
30. Total Sales From Crops	\$ 76,701	\$ 138,274	\$ 73,956
31. Capital Assets Sold (Auto/Trk./Mach.)	\$ 655	\$ 493	\$ 179
31A. Capital Assets Sold (Bldg. & Imprvmnts.)	109	97	4
31B. Capital Assets Sold (Land)	657		3,296
32. Gas Tax Refund	57	35	66
33. Income From Work off the Farm	1,194	1,917	1,216
34. Custom Work Enterprise Income	322	287	
35. Patronage Refunds	1,477	2,225	948
36. Miscellaneous Farm Income	3,311	6,260	3,647
37. Total Farm Sales	\$ 171,168	\$ 246,166	\$ 170,106
38. Increase in Farm Capital	\$ 10,408	\$ 49,234	
39. Family Living From the Farm	566	456	616
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 182,142	\$ 295,856	\$ 170,722

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

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



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

Items	Average of--271 Farms	54 Most Profitable Farms	54 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 618	\$ 410	\$ 974
3. Other Dairy Cattle	307	229	119
4. Beef Breeding Cattle	115	183	337
5. Beef Feeder Cattle	4,161	7,989	2,643
6. Hogs Complete & Mixed	1,119	1,030	2,103
7. Hogs Finishing	2,892	4,696	1,209
8. Hogs Producing Weaning Pigs	281		244
9. Sheep & Goats	7		7
10. Sheep, Feeder Lambs	2	11	
11. Chickens (Including Hens & Broilers)	3	2	
12. Turkeys			
13. Other Productive Livestock			
14. Miscellaneous Livestock Expense	5,232	5,517	5,299
15. Feed Bought	21,542	30,375	22,238
16. Fertilizer	7,700	10,871	9,035
17. Chemicals	5,483	8,539	5,760
18. Other Crop Expense	8,530	13,872	8,657
19. Irrigation Operation Costs			
20. Custom Work Enterprise Operator Costs, Including Labor	92	39	
21. Custom Work Hired	2,991	2,992	3,114
22. Repair & Upkeep of Livestock Equipment	1,417	1,434	1,754
23. Repair & Upkeep of Farm Real Estate	1,624	1,861	2,462
24. Gas, Oil & Grease Bought (Farm Share)	5,596	6,914	5,833
25. Repair & Operation of Mach., Trac., Truck, Auto	6,010	7,149	7,109
26. Repair & Upkeep of Irrigation Equipment			
27. Repairs - Custom Work Enterprise	61	37	
28. Wages of Hired Labor	4,249	5,016	4,516
29. Personal Property & Real Estate Taxes	4,841	7,167	5,124
30. General Farm Expense	2,292	2,694	2,716
31. Telephone Expense (Farm Share)	344	410	364
32. Electricity Expense (Farm Share)	2,390	2,742	2,631
33. TOTAL CASH OPERATING EXPENSE	\$ 89,899	\$ 122,180	\$ 94,247
34. Power, Crop & General Mach. Bought (FS)	\$ 13,598	\$ 20,402	\$ 11,707
35. Irrigation Equipment Bought			
36. Custom Work Bought	3	15	
37. Livestock Equipment Bought	3,145	2,806	5,588
38. New Real Estate & Improvement	7,103	12,526	6,324
38A. New Real Estate - Land	7,530	13,522	7,790
39. TOTAL FARM PURCHASES (33) THRU (38A)	\$ 121,277	\$ 171,450	\$ 125,655
40. Decrease in Farm Capital	\$	\$	\$(-21,051)
41. Interest on Farm Capital (7% Opport. Chg)	43,785	55,083	53,931
42. Unpaid Family Labor	368	378	537
43. Labor Charge for Partners & Other Operators	1,471	1,200	1,933
44. Board Furnished Hired Labor	96	188	112
45. TOTAL FARM EXPENSE (39) THRU (44)	\$ 166,997	\$ 228,299	\$ 203,219
46. Return to Oper. Labor & Mgmt. - Single Oper. (W.F.) (2A/40)-(45)	\$ 15,145	\$ 67,557	\$(-32,496)
47. Number of Operators	1	1	1
48. Full Time Operator Equivalents	1.20	1.24	1.22
49. Return to Oper. Labor & Mgmt. - Full Time Operator Equivalent	\$ 14,100	\$ 59,473	\$(-29,397)



TABLE 3 - SUMMARY OF FARM EARNINGS (ENTERPRISE STATEMENT - WHOLE FARM) - 1983

Items	Average of--271 Farms	54 Most Profitable Farms	54 Least Profitable Farms
1. <u>RETURNS AND NET INCREASES</u>			
2. Productive Livestock			
3. Dairy Cows	\$ 30,498	\$ 33,921	\$ 23,303
4. Other Dairy Cattle	6,626	7,137	5,021
5. Beef Breeding Cattle	258	30	573
6. Feeder Cattle	3,741	5,721	1,926
7. Hogs, Complete & Mixed	20,380	26,608	28,472
8. Hogs Finishing Enterprise	9,275	8,020	7,388
9. Producing Weaning Pigs	4,011	1,027	4,520
10. Sheep & Goats	25	21	(-31)
11. Sheep, Feeder Lambs	1	8	
12. Chickens (Including Hens & Broilers)	31	14	
13. Turkeys			
14. Other Productive Livestock		3	
15. TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 74,846	\$ 82,510	\$ 71,172
16. Value of Feed Fed to Livestock	(minus)46,898	(minus)48,989	(minus)50,931
17. Return Over Feed From Livestock	27,948	33,521	20,241
18. Crop, Seed & Feed	87,141	153,980	68,194
19. Cooperative Patronage Refunds	1,477	2,225	948
20. Miscellaneous Farm Income	3,311	6,260	3,647
21. Custom Work Enterprise	27	49	
22. TOTAL RETURNS & NET INCREASES	\$ 119,904	\$ 196,035	\$ 93,030
23. <u>EXPENSES &amp; NET DECREASES</u>			
24. Truck & Auto (Farm Share)	\$ 5,564	\$ 7,307	\$ 5,747
25. Tractors & Crop Machinery	20,645	25,897	23,481
26. Irrigation Equipment			
27. Electricity	2,390	2,742	2,631
28. Livestock Equipment	4,199	4,253	5,531
29. Buildings, Fences & Tiling	8,790	10,911	11,336
30. Bare Land	456		2,296
31. Miscellaneous Livestock Expense	5,232	5,517	5,299
32. Labor	4,750	5,296	5,137
33. Labor Charge for Other Operator(s)	1,471	1,201	1,933
34. Property Tax	4,841	7,167	5,124
35. General Farm Expense & Telephone	2,636	3,104	3,080
36. Interest on Farm Capital (7% Opport. Chg.)	43,785	55,083	53,931
37. TOTAL EXPENSES & NET DECREASES	\$ 104,759	\$ 128,478	\$ 125,526
38. RETURN TO OPER. LABOR&MGMT. (SINGLE OPR)	\$ 15,145	\$ 67,557	\$(-32,496)
39. Number of Farm Operators	1	1	1
40. Full Time Operators Equivalents	1.20	1.24	1.22
41. Retrn.Opr.Lbr.&Mgt./Full Time Operator	\$ 14,100	\$ 59,473	\$(-29,397)

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



TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1983

FOR THOSE FARMS WITH COMPLETE ACCOUNTS - OPERATOR'S SHARE

Items	Average of 152 Farms	Average Per Adult Equivalent	High Per Adult Equivalent	Low Per Adult Equivalent
1. Number of Persons - Family	4	4	4	4
2. Number of Adult Equivalent - Family	3.2	3.2	3.5	3.1
3. Church & Welfare	\$ 1,055	\$ 329.69	\$ 283.71	\$ 475.16
4. Medical Care & Health Insurance	2,287	714.69	751.43	728.71
5. Food & Meals Bought	3,910	1,221.88	1,343.71	1,262.58
6. Operating Expense & Supplies	1,658	518.13	514.00	489.68
7. Furnishings & Equipment	1,056	330.00	370.57	302.90
8. Clothing & Clothing Materials	1,317	411.56	440.86	428.06
9. Personal Care, Personal Spending	853	266.56	339.14	275.16
10. Education	473	147.81	115.14	305.48
11. Recreation	1,155	360.94	435.14	281.94
12. Gifts & Special Events	1,014	316.88	402.86	316.45
13. Personal Share Truck & Auto Expense	1,075	335.94	323.43	384.84
14. Operator Share Upkeep on Dwelling	285	89.06	139.43	125.81
14A. Cash Rent (Personal)	6	1.88		
15. Personal Share Telephone & Electricity Expense	758	236.88	244.57	225.48
15A. Personal Share - General Farm Expense	77	24.06	22.57	40.65
16. TOTAL CASH LIVING EXPENSE	\$ 16,981	\$ 5,306.56	\$ 5,726.57	\$ 5,642.90
17. Personal Share New Truck and Auto	\$ 256	\$ 80.00	\$ 177.43	\$ 27.74
18. New Dwelling Bought	1,720	537.50	730.57	22.90
19. Taxes and Other Deductions	2,225	695.31	667.71	813.55
20. Life Insurance & Other Savings & Investments	2,916	911.25	799.14	1,131.29
21. TOTAL HOUSEHOLD & PERSONAL (16) THRU (20)	\$ 24,097	\$ 7,530.31	\$ 8,101.43	\$ 7,638.39
22. TOTAL FAMILY LIVING FROM THE FARM (33)	501	156.56	112.29	207.74
23. TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$ 24,598	\$ 7,686.88	\$ 8,213.71	\$ 7,846.13
24. FAMILY LIVING FROM THE FARM				
25. Quantity	Operator's Share	Operator's Share	Operator's Share	Operator's Share
26. Milk and Cream (Quarts)	282	72	75	59
27. Beef and Buffalo (Pounds)	582	325	251	442
28. Pork (Pounds)	224	97	58	131
29. Lamb, Mutton, Goat (Pounds)	4	2	2	
30. Poultry, All Fowl (Pounds)		1	6	
31. Eggs (Dozen)	1	1	2	
32. Vegetables, Fruits, Spuds, Other Produce & Fuel		4		12
33. TOTAL FAMILY LIVING FROM THE FARM		\$ 501	\$ 393	\$ 644

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

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



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

Items	Average of 244 Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 42,211	\$ 39,779
2. Crop, Seed & Feed	57,699	64,430
3. Total Power, Machinery & Equipment	52,059	52,759
4. Land (Acres Owned 212.9) (Tillable 183.5)	151,103	159,161
5. Buildings, Fences, Etc.	54,003	53,490
6. TOTAL FARM CAPITAL	\$ 357,075	\$ 369,619
7. Non-Farm Assets	\$ 25,893	\$ 27,531
7A. Cash on Hand & in Bank	4,567	5,457
7B. Non-Farm Real Estate	3,079	5,648
8. Dwelling	17,825	19,402
9. TOTAL ASSETS	\$ 408,439	\$ 427,657
10. Real Estate Mortgages	\$ 115,159	\$ 125,357
11. Chattel Mortgages	54,276	53,225
12. Notes	27,769	28,975
13. Accounts Payable	4,789	3,910
14. TOTAL LIABILITIES	\$ 201,993	\$ 211,467
15. FARMER'S NET WORTH	\$ 206,446	\$ 216,190
16. GAIN (OR LOSS) IN NET WORTH		\$ 9,746
*****		
17. Supplementary Management Information		
18. Return to Operator's Labor and Management (6B/47)	\$ 17,631	
19. Return to Capital & Family Labor (6B/48)	\$ 23,088	
20. Non-Farm Income		
21. Outside Investment Income	\$ 2,239	
22. Other Personal Income & Income Tax Refund	4,493	
22A. Sale of (P.S.) Dwelling, Auto & Truck	5	
23. TOTAL NON-FARM INCOME	\$ 6,737	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 29,825	
25. TOTAL MONEY BORROWED	\$ 78,748	
26. TOTAL PAID ON DEBT (PRINCIPAL)	\$ 70,754	
27. TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)	\$ 22,045	
28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)	.902	
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	2.022	2.022
30. Ratio: Non-Real Estate-Assets/Non-Real Est. Liabil.	2.101	2.206
31. Ratio: Real Estate Assets to Real Estate Liabil.	1.963	1.896
32. Ratio: Net Worth to Total Liabilities	1.022	1.022
33*. Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.744
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.312
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)		.496
*Adjusted Farm Sales Does Not Include Sale of Capital Assets		

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

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



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

Items	50 High Profit Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 44,355	\$ 46,903
2. Crop, Seed & Feed	86,963	118,070
3. Total Power, Machinery & Equipment	70,240	71,594
4. Land (Acres Owned 307.7) (Tillable 260.0)	128,435	142,525
5. Buildings, Fences, Etc.	68,561	69,579
6. TOTAL FARM CAPITAL	\$ 398,554	\$ 448,671
7. Non-Farm Assets	\$ 37,109	\$ 42,976
7A. Cash on Hand & in Bank	5,305	9,086
7B. Non-Farm Real Estate	6,484	19,114
8. Dwelling	19,386	21,376
9. TOTAL ASSETS	\$ 466,838	\$ 541,223
10. Real Estate Mortgages	\$ 122,340	\$ 147,031
11. Chattel Mortgages	62,614	63,818
12. Notes	18,323	20,321
13. Accounts Payable	1,363	2,402
14. TOTAL LIABILITIES	\$ 204,640	\$ 233,572
15. FARMER'S NET WORTH	\$ 262,198	\$ 307,651
16. GAIN (OR LOSS) IN NET WORTH		\$ 45,453
*****		
17. Supplementary Management Information		
18. Return to Operator's Labor and Management (6B/47)	\$ 67,073	
19. Return to Capital & Family Labor (6B/48)	\$ 74,934	
20. Non-Farm Income		
21. Outside Investment Income	\$ 6,097	
22. Other Personal Income & Income Tax Refund	5,412	
22A. Sale of (P.S.) Dwelling, Auto & Truck		
23. TOTAL NON-FARM INCOME	\$ 11,509	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 86,443	
25. TOTAL MONEY BORROWED	\$ 102,238	
26. TOTAL PAID ON DEBT (PRINCIPAL)	\$ 78,717	
27. TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)	\$ 38,545	
28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)	.754	
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	2.281	2.317
30. Ratio: Non-Real Estate Assets/Non-Real Estate Liabil.	2.964	3.335
31. Ratio: Real Estate Assets to Real Estate Liabil.	1.822	1.718
32. Ratio: Net Worth to Total Liabilities	1.281	1.317
33*. Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.688
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.392
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)		.644
*Adjusted Farm Sales Does Not Include Sale of Capital Assets		

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

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



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

Items	47 Low Profit Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 52,309	\$ 41,735
2. Crop, Seed & Feed	65,857	54,694
3. Total Power, Machinery & Equipment	58,600	59,891
4. Land (Acres Owned 257.0) (Tillable 214.6)	285,343	291,676
5. Buildings, Fences, Etc.	71,711	69,267
6. TOTAL FARM CAPITAL	\$ 533,820	\$ 517,263
7. Non-Farm Assets	\$ 18,455	\$ 18,214
7A. Cash on Hand & in Bank	2,363	2,911
7B. Non-Farm Real Estate	4,447	4,289
8. Dwelling	16,590	17,084
9. TOTAL ASSETS	\$ 575,675	\$ 559,761
10. Real Estate Mortgages	\$ 171,792	\$ 177,500
11. Chattel Mortgages	63,399	63,185
12. Notes	36,320	36,561
13. Accounts Payable	3,327	4,179
14. TOTAL LIABILITIES	\$ 274,838	\$ 281,425
15. FARMER'S NET WORTH	\$ 300,837	\$ 278,336
16. GAIN (OR LOSS) IN NET WORTH		\$ (-22,501)
*****		
17. Supplementary Management Information		
18. Return to Operator's Labor and Management (6B/47)	\$ (-26,348)	
19. Return to Capital & Family Labor (6B/48)	\$ (-18,306)	
20. Non-Farm Income		
21. Outside Investment Income	\$ 1,711	
22. Other Personal Income & Income Tax Refund	\$ 4,641	
22A. Sale of (P.S.) Dwelling, Auto & Truck		
23. TOTAL NON-FARM INCOME	\$ 6,352	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ (-11,954)	
25. TOTAL MONEY BORROWED	\$ 78,676	
26. TOTAL PAID ON DEBT (PRINCIPAL)	\$ 72,120	
27. TOTAL HOUSEHOLD & PERSONAL CASH/NON-CASH EXP. (4/23)	\$ 16,314	
28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)	1.149	
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	2.095	1.989
30. Ratio: Non-Real Estate Assets/Non-Real Est. Liabil.	1.917	1.707
31. Ratio: Real Estate Assets to Real Estate Liabil.	2.201	2.154
32. Ratio: Net Worth to Total Liabilities	1.095	.989
33*. Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.819
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.250
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)		.337
*Adjusted Total Farm Sales Does Not Include Sale of Capital Assets		

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



TABLE 6A - OPERATOR'S SHARE OF CASH RECEIPTS - 1983

Items	Average of -271 Farms	54 Most Profitable Farms	54 Least Profitable Farms
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 2,829	\$ 4,586	\$ 1,953
3. Dairy Products	29,776	36,949	22,954
4. Other Dairy Cattle	2,086	2,474	1,953
5. Beef Breeding Cattle	366	245	765
6. Beef Feeder Cattle	8,003	11,470	2,785
7. Hogs Complete & Mixed	21,567	24,852	38,282
8. Hogs Finishing	14,772	15,217	19,272
9. Hogs Producing Weaning Pigs	1,769	455	2,223
10. Sheep, Goats & Wool, Farm Flock	63	35	100
11. Sheep & Wool, Feeder Lambs	4	18	
12. Chickens (Including Hens & Broilers)	7	2	
13. Turkeys			
14. Eggs	7	12	
15. Other Productive Livestock & Products		1	
16. Other Miscellaneous Livestock Income	207	561	26
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 81,456	\$ 96,877	\$ 90,313
18. SALE OF CROPS			
19. Wheat	\$ 432	\$ 539	\$ 278
19A. Durum			
20. Other Small Grain	201	235	211
21. Corn	27,101	45,698	27,833
22. Soybeans	34,765	58,082	34,300
22A. Sunflowers			
23. Other Row Crops	884	679	1,013
24. Legumes & Other Roughage	187	96	54
25. Grass Seed			
26. Fruits & Nuts			
27. Vegetables, Roadside Market & Specialty	1		
28. Nursery, Timber & Other	90	70	354
29. Set Aside Acres - Government Payments	406	367	339
29A. PIK Acres	2,964	4,523	2,542
30. TOTAL SALES FROM CROPS	\$ 67,031	\$ 110,289	\$ 66,924
31. Capital Assets Sold (Auto/Truck/Mach.)	\$ 607	\$ 373	\$ 175
31A. Capital Assets Sold (Buildings & Imprvmts.)	109	105	4
31B. Capital Assets Sold (Land)			
32. Gas Tax Refund	49	24	83
33. Income From Work Off the Farm	1,153	1,975	1,150
34. Custom Work Enterprise Income	322		
35. Patronage Refunds	1,435	2,566	853
36. Miscellaneous Farm Income	2,887	5,139	3,433
37. TOTAL FARM SALES	\$ 155,049	\$ 217,348	\$ 162,935
38. Increase in Farm Capital	\$ 22,703	\$ 54,384	\$ 9,271
39. Family Living From the Farm	522	453	617
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 178,274	\$ 272,185	\$ 178,323
41. Adjusted Total Farm Sales (37)-(31)	\$ 154,333	\$ 216,870	\$ 162,756
42. Total Cash Farm Operating Expense	\$ 115,978	\$ 150,163	\$ 134,075
43. Net Cash Operating Income	\$ 38,355	\$ 66,707	\$ 28,681

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



TABLE 6B - OPERATOR'S SHARE OF CASH EXPENSES - 1983

Items	Average of--271 Farms	54 Most Profitable Farms	54 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 584	\$ 369	\$ 713
3. Other Dairy Cattle	291	252	63
4. Beef Breeding Cattle	78	174	152
5. Beef Feeder Cattle	4,152	7,986	12
6. Hogs Complete	1,073	974	2,236
7. Hogs Finishing	2,773	5,532	2,978
8. Hogs Producing Weaning Pigs	277		312
9. Sheep, Farm Flock	7		7
10. Sheep, Feeder Lambs	2	11	
11. Chickens	2	2	
12. Turkeys			
13. Other Productive Livestock			
14. Miscellaneous Livestock Expense	4,785	4,646	5,458
15. Feed Bought	20,432	28,723	25,606
16. Fertilizer	6,787	8,762	8,121
17. Chemicals	4,726	6,636	5,232
18. Other Crop Expense	7,648	10,666	8,186
19. Irrigation Operation Cost			
20. Custom Work Operator Costs, Including Labor	92		
21. Custom Work Hired	2,811	3,068	2,566
22. Repair & Upkeep of Livestock Equipment	1,333	1,532	1,841
23. Repair & Upkeep of Farm Real Estate	1,478	1,963	2,314
24. Gas, Oil, Grease Bought (Farm Share)	5,222	6,508	5,799
25. Repair & Oper. of Mach., Tract., Truck, and Auto (Farm Share)	5,573	6,647	7,405
26. Repair & Upkeep of Irrigation Equipment			
27. Repairs, Custom Work Enterprise	60		
28. Wages of Hired Labor	3,990	5,321	4,634
29. Personal Property & Real Estate Taxes	2,457	3,556	3,002
30. Cash Rent	14,006	18,847	12,982
31. General Farm Expenses	2,183	2,698	2,884
32. Telephone Expense (Farm Share)	320	391	334
33. Electricity Expense (Farm Share)	2,213	2,636	2,736
34. Interest Actually Paid	20,623	22,263	28,502
35. TOTAL CASH OPERATING EXPENSE	\$ 115,978	\$ 150,163	\$ 134,075
36. Power, Crop & Gen. Mach. Bought (F.Share)	\$ 12,644	\$ 18,135	\$ 12,742
37. Irrigation Equipment Bought			
38. Custom Work Enterprise Equipment Bought	3		
39. Livestock Equipment Bought	3,047	2,338	5,330
40. New Real Estate - Building & Improvements	6,393	10,531	7,156
40A. New Real Estate - Land	7,292	13,047	5,696
41. TOTAL FARM PURCHASES (35) THRU (40A)	\$ 145,357	\$ 194,214	\$ 164,999
42. Decrease in Farm Capital	\$ 11,029	\$ 3,169	\$ 26,043
43. Interest on Farm Capital (7% Opport. Chg.)	4,603	8,085	7,300
44. Unpaid Family Labor	368	321	485
45. Board Furnished Hired Labor	90	206	85
46. TOTAL FARM EXPENSE (41) THRU (45)	\$ 161,447	\$ 205,995	\$ 198,912
47. Return to Operator Labor & Mgmt. (Operator's Share) (6A/40)-(46)	\$ 16,827	\$ 66,190	\$ (-26,089)
48. Return to Capital & Family Labor (47)+(44)+(43)	\$ 21,798	\$ 74,596	\$ (-18,304)

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

### MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

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

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1983

Items		Average of -271 Farms	54 Most Profitable Farms	54 Least Profitable Farms
1.	Return to Operator's Labor & Management	\$ 15,145	\$ 67,557	\$ (-32,496)
2.	Crop Yield Index	100.0	109.2	87.9
3.	Percent Tillable Land in High Return Crops	90.9	94.4	90.7
4.	Gross Return per Tillable Acre (Excluding Pasture)	\$ 237.02	\$ 247.51	\$ 222.90
5.	Return per \$100 Feed Fed Productive Livestock Index	100.0	102.7	84.6
6*.	Livestock Units per 100 Acres	25.82	17.84	28.49
7.	Size of Business - Work Units	423.87	507.64	424.82
8.	Work Units per Worker	260.04	298.61	241.38
9.	Power, Machinery, Equipment, Building Expense per Worker Unit	\$ 98.37	\$ 100.70	\$ 114.70
10.	Farm Capital Investment per Worker	\$ 383,738	\$ 462,885	\$ 437,750
*****				
30.	Number of Animal Units	93.03	95.80	104.07
31.	Work Units			
32.	Crops	155.39	229.11	157.06
33.	Productive Livestock	256.16	259.31	256.00
34.	Other Productive Work Units	12.32	19.22	11.77
35.	Expenses per Work Units			
36.	Tractor & Crop Machinery Expense	\$ 48.83	\$ 51.03	\$ 55.27
37.	Farm Share of Auto & Truck Expense	13.16	14.40	13.53
38.	Farm Share of Electric Expense	5.65	5.40	6.19
39.	Livestock Equipment Expense	9.93	8.38	13.02
40.	Building, Fence & Tiling Expense	\$ 20.79	\$ 21.50	\$ 26.68
40A.	Other Expense per Work Units (Inc. Custom Ent.)			
40B.	General Farm Tele/Other Utilities Except Electricity	\$ 6.22	\$ 6.11	\$ 7.25
40C.	Hired Labor	10.02	9.88	10.63
41**.	Tractor & Crop Machinery Expense per Crop Acre	57.59	48.23	64.81
42.	Farm Power & Machinery Cost Allocation to Livestock	\$ 3,678.91	\$ 3,580.92	\$ 4,051.41
43.	Building, Fence & Tiling Cost Allocation to Crops BCAF (3)	\$ 3,562.62	\$ 5,223.64	\$ 4,866.40
44.	*Acres include all tillable land, non-tillable hay and pasture.			
45.	**Acres include all tillable land plus acres in non-tillable hay.			

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

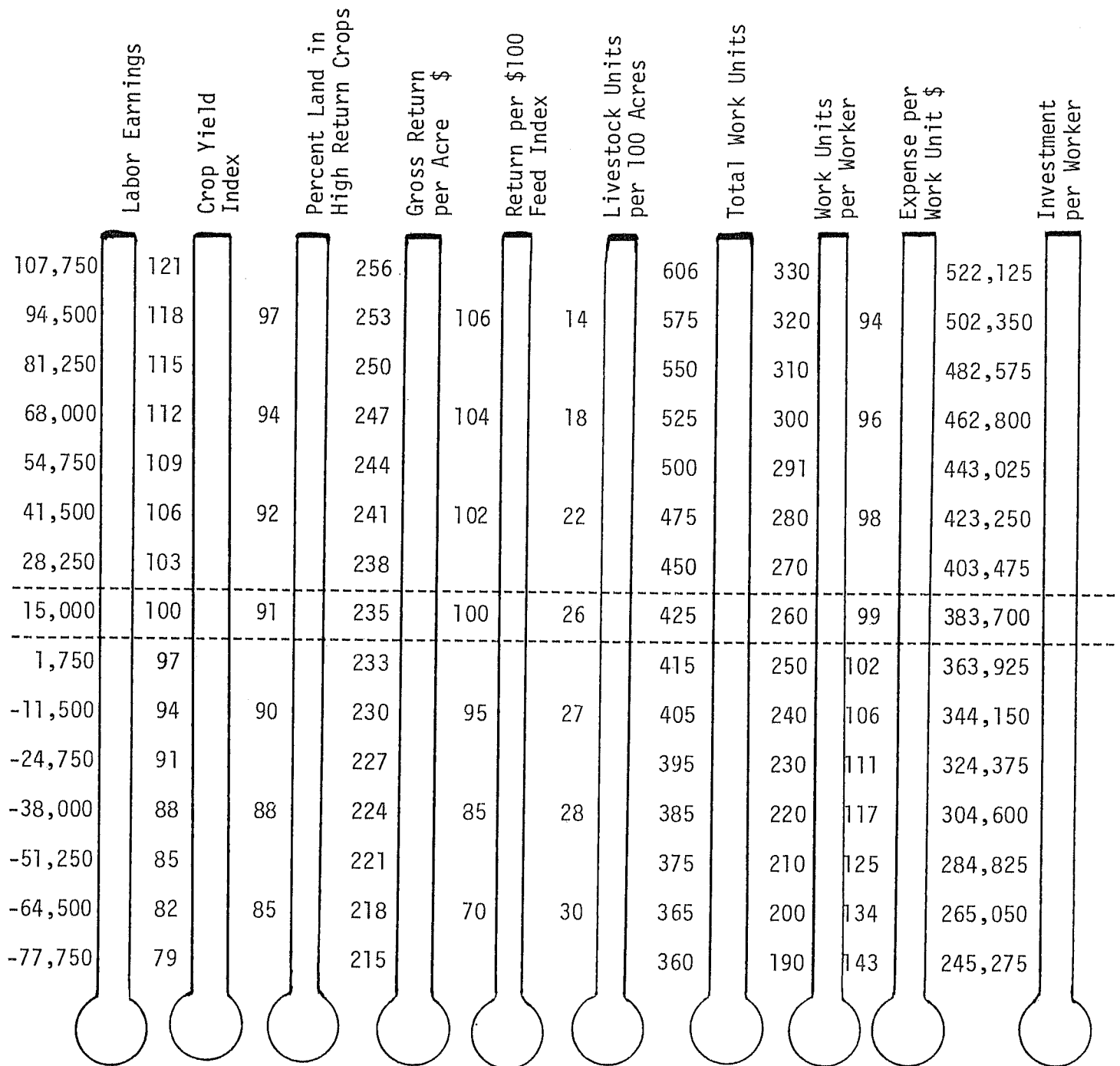




TABLE 9 - CROP DATA FOR MAJOR CROPS, DISTRIBUTION OF ACRES & YIELDS - 1983

Crop	Average of--271 Farms	54 Most Profitable Farms	54 Least Profitable Farms
	Acres	Acres	Acres
Total Small Grain & Canning Peas	12.0	11.0	12.2
Total Row Crop	233.1	367.5	236.5
Total Legumes, Including Seed	22.3	21.5	20.7
Total Other Hay	1.0	.6	1.1
Total Silage & Fodder	12.4	10.6	11.9
Total Tillable Pasture	.5	.4	.8
Total Fallow & Idle Land (Incl. PIK)	77.2	125.4	79.1
Total Tillable Land	358.5	537.0	362.3
Total Non-Tillable Hay/Pasture	1.8		3.0
Wild Hay Not Harvested (Non-Tillable)	.6	1.1	.4
Pasture Not Harvested	5.0	5.8	3.5
Timber Not Harvested	1.8	1.7	1.3
Roads & Waste	9.8	14.2	10.8
Farmstead	8.3	9.6	9.2
TOTAL LAND NOT HARVESTED	25.5	32.4	25.2
TOTAL NON-TILLABLE LAND	27.3	32.4	28.2
TOTAL LAND IN FARM OR RANCH	385.8	569.4	390.5

\*\*\*\*\*

SUPPLEMENTARY MANAGEMENT INFORMATION

	271 Average All Farms	54 High Earnings Farms	54 Low Earnings Farms
Percent Land Tillable	92.9	94.3	92.8
Percent Land in High Return Crops	90.9	94.4	90.7
*Fertilizer Cost per Acre	\$24.36	\$25.42	\$27.34
*Crop Chemicals per Acre	18.64	19.38	19.48
*Seed and Other Costs per Acre	26.86	29.01	26.77
*Gas, Oil & Grease Bought per Acre	14.98	12.29	15.64
*Repair and Maintenance Cost/Acre	\$21.40	\$17.38	\$25.17

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

\*\*\*\*\*

AVERAGE YIELDS (From Table 10)

Crop	Number of Farms Growing	Crop Rank	Average All Farms Growing Crops	20% High Yield	20% Low Yield
Corn	324	A	94.7 bu.	114.4 bu.	71.0 bu.
PIK Corn	281	A	60.9 bu.	80.7 bu.	38.6 bu.
Soybeans	321	A	35.9 bu.	41.2 bu.	24.7 bu.
Canning Corn	27	B	\$172.68	\$197.49	\$148.96
Corn Silage	121	B	13.9 T.	19.4 T.	7.5 T.
Alfalfa Hay	173	B	4.9 T.	9.1 T.	2.5 T.
PIK Wheat	16	A	38.3 bu.	46.4 bu.	25.5 bu.
Oats	116	D	63.8 bu.	75.0 bu.	39.6 bu.
Spring Wheat	41	C	29.5 bu.	34.1 bu.	23.0 bu.
Canning Peas	13	B	\$178.16	\$208.17	\$134.19

## CROP TABLES - CROPS ANALYSIS

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

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

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

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

TABLE 10 - CROP DATA FOR OATS - FEED - 1983

Items	PER ACRE		
	Average of 116 Farms Raising Oats	Highest 23 Farms in Return Over Direct Costs	Lowest 23 Farms in Return Over Direct Costs
1. Acres	16.8	16.9	14.0
2. Yield	63.8	75.0	39.6
3. Value per Production Unit	\$ 1.45	\$ 1.45	\$ 1.45
4. Crop Product Return	92.51	108.75	57.42
5. Other Crop Income (Straw, Insurance, Etc.)	40.89	88.58	11.86
6. TOTAL CROP RETURN	\$ 133.40	\$ 197.33	\$ 69.28
7. DIRECT COSTS:			
8. Fertilizer	\$ 6.25	\$ 3.37	\$ 7.07
9. Chemicals	.60	1.36	.36
10. Seed	8.33	8.05	12.29
10A. Crop Drying			
10B. Other Expense	2.56	2.49	1.57
11. Special Hired Labor	.06		.36
12. Custom Work Hired	6.85	3.43	7.36
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 24.65	\$ 18.70	\$ 29.01
15. RETURN OVER DIRECT COSTS	\$ 108.75	\$ 178.63	\$ 40.27
16. ALLOCATED COSTS:			
17. Farm Power & Machinery - Ownership	\$ 20.00	\$ 29.03	\$ 12.08
18. Farm Power & Machinery - Operation	21.31	19.35	17.66
19. Irrigation Equipment - Ownership			
20. Land Costs	88.38	88.35	88.40
21. Miscellaneous Costs	.12		.14
22. *Interest on Mach. & Equip. Investment	5.61	8.01	4.03
23. TOTAL ALLOCATED COSTS	\$ 135.42	\$ 144.74	\$ 122.31
24. RETURN OVER ALL LISTED COSTS	\$ (-26.67)	\$ 33.89	\$ (-82.04)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.30	.30	.30
27. Power Costs Allocation Factor	.99	1.00	1.00
28. Total Listed Cost per Unit of Production	\$ 2.51	\$ 2.18	\$ 3.82
29. Return Over Listed Costs per Unit	\$ (-.42)	\$ .45	\$ (-2.07)
30. Breakeven Yield	110.39 bu.	112.72 bu.	104.36 bu.
30A. Estimated Total Machine Costs per Acre	\$ 51.49	\$ 58.68	\$ 38.68
31. TOTAL LISTED COSTS PER ACRE	\$ 160.07	\$ 163.44	\$ 151.32
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 59.88	\$ 50.15	\$ 48.53
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 1.46	\$ 1.51	\$ 1.66
40. QUANTITY SOLD (OPERATOR'S SHARE)	233.6 bu.	268.9 bu.	69.8bu.

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

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1983

Items	Average of 41 Farms Raising Wheat	PER ACRE	
		Highest 14 Farms Return Over Direct Cost	Lowest 14 Farms Return Over Direct Cost
1. Acres	20.5	20.9	21.3
2. Yield	29.5	34.1	23.0
3. Value per Production Unit	\$ 4.00	\$ 4.00	\$ 4.00
4. Crop Product Return	118.00	136.40	92.00
5. Other Crop Income (Straw, Insurance, Etc.)	41.22	70.01	22.96
6. TOTAL CROP RETURN	\$ 159.22	\$ 206.41	\$ 114.96
7. DIRECT COSTS			
8. Fertilizer	\$ 17.85	\$ 16.22	\$ 21.27
9. Chemicals	2.54	.57	5.07
10. Seed	15.95	15.84	16.53
10A. Crop Drying			
10B. Other Expense	1.85	2.73	1.88
11. Special Hired Labor	.15		.23
12. Custom Work Hired	7.02	8.09	7.42
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 45.36	\$ 43.45	\$ 52.40
15. RETURN OVER DIRECT COSTS	\$ 113.86	\$ 162.96	\$ 62.56
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 22.66	\$ 21.86	\$ 26.63
18. Farm Power & Machinery - Operation	19.16	16.29	20.83
19. Irrigation Equipment - Ownership			
20. Land Costs	90.00	90.00	90.00
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	5.47	4.94	5.84
23. TOTAL ALLOCATED COSTS	\$ 137.29	\$ 133.09	\$ 143.30
24. RETURN OVER ALL LISTED COSTS	\$ (-23.43)	\$ 29.87	\$ (-80.74)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.30	.30	.30
27. Power Costs Allocation Factor	.97	.94	.98
28. Total Listed Cost per Unit of Production	\$ 6.19	\$ 5.18	\$ 8.51
29. Return Over Listed Costs per Unit	\$ (-.79)	\$ .88	\$ (-3.51)
30. Breakeven Yield/Units of Production	45.87 bu.	44.14 bu.	48.93 bu.
30A. Estimated Total Machine Costs/Acre	\$ 51.97	\$ 48.49	\$ 58.25
31. TOTAL LISTED COSTS PER ACRE	\$ 182.65	\$ 176.54	\$ 195.70
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 82.61	\$ 75.83	\$ 97.71
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 3.88	\$ 3.89	\$ 3.98
40. QUANTITY SOLD (OPERATOR'S SHARE)	502.1 bu.	522.0 bu.	408.4 bu.

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



TABLE 10 - CROP DATA FOR PIK WHEAT - 1983

Items	PER ACRE		
	Average of 16 Farms Raising PIK Wheat	Highest 8 Farms Return Over Direct Cost	Lowest 8 Farms Return Over Direct Cost
1. Acres	35.1	43.2	27.0
2. Yield	38.3	46.4	25.5
3. Value per Production Unit	\$ 4.00	\$ 4.00	\$ 4.00
4. Crop Product Return	153.20	185.60	102.00
5. Other Crop Income (Straw, Insurance, Etc.)	9.46	11.41	6.33
6. TOTAL CROP RETURN	\$ 162.66	\$ 197.01	\$ 108.33
7. DIRECT COSTS			
8. Fertilizer			
9. Chemicals	\$ 1.79	\$ 2.78	\$ .19
10. Seed	3.62	3.89	3.15
10A. Crop Drying			
10B. Other Expense	1.08	.72	1.67
11. Special Hired Labor	.03		.11
12. Custom Work Hired	.20	.32	
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 6.72	\$ 7.71	\$ 5.12
15. RETURN OVER DIRECT COSTS	\$ 155.94	\$ 189.30	\$ 103.21
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 16.73	\$ 15.48	\$ 18.74
18. Farm Power & Machinery - Operation	12.53	12.41	12.72
19. Irrigation Equipment - Ownership			
20. Land Costs	90.00	90.00	90.00
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	4.16	4.04	4.35
23. TOTAL ALLOCATED COSTS	\$ 123.42	\$ 121.93	\$ 125.81
24. RETURN OVER ALL LISTED COSTS	\$ 32.52	\$ 67.37	\$ (-22.60)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.20	.20	.20
27. Power Costs Allocation Factor	.93	1.00	.85
28. Total Listed Cost per Unit of Production	\$ 3.40	\$ 2.79	\$ 5.13
29. Return Over Listed Costs per Unit	\$ .85	\$ 1.45	\$ (-.89)
30. Breakeven Yield/Units of Production	32.54 bu.	32.41 bu.	32.73 bu.
30A. Estimated Total Machine Costs/Acre	\$ 33.55	\$ 32.14	\$ 35.81
31. TOTAL LISTED COSTS PER ACRE	\$ 130.14	\$ 129.64	\$ 130.93
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 79.41	\$ 72.54	\$ 67.71
33A. Buildings, Fences and Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 4.01	\$ 4.03	\$ 3.98
40. QUANTITY SOLD (OPERATOR'S SHARE)	489.0 bu.	704.4 bu.	275.7 bu.

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

TABLE 10 - CROP DATA FOR CANNING CORN - 1983

Items	PER ACRE		
	Average of 27 Farms Raising Corn	Highest 13 Farms in Return Over Direct Costs	Lowest 13 Farms in Return Over Direct Costs
1. Acres	38.8	36.2	42.3
2. Yield	\$ 172.68	\$ 197.49	\$ 148.96
3. Value per Production Unit	1.00	1.00	1.00
4. Crop Product Return	172.68	197.49	148.96
5. Other Crop Income (Insurance, Etc.)	.95	2.10	
6. TOTAL CROP RETURN	\$ 173.63	\$ 199.59	\$ 148.96
7. DIRECT COSTS			
8. Fertilizer	\$ 34.74	\$ 29.75	\$ 38.11
9. Chemicals	12.91	8.54	16.00
10. Seed	6.21	7.15	4.96
10A. Crop Drying			
10B. Other Expense	2.63	2.40	2.96
11. Special Hired Labor			
12. Custom Work Hired	13.53	6.57	19.17
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 70.02	\$ 54.41	\$ 81.28
15. RETURN OVER DIRECT COSTS	\$ 103.61	\$ 145.18	\$ 67.68
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 28.63	\$ 31.92	\$ 26.05
18. Farm Power & Machinery - Operation	24.42	24.62	24.51
19. Irrigation Equipment - Ownership			
20. Land Costs	95.00	95.00	95.00
21. Miscellaneous Costs			
22. *Interest on Mach. & Equip. Investment	8.12	7.35	8.98
23. TOTAL ALLOCATED COSTS	\$ 156.17	\$ 158.89	\$ 154.54
24. RETURN OVER ALL LISTED COSTS	\$ (-52.56)	\$ (-13.71)	\$ (-5.58)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.50	.50	.50
27. Power Costs Allocation Factor	.91	.87	.94
28. Total Listed Cost per Unit of Production	\$ 1.31	\$ 1.08	\$ 1.58
29. Return Over Listed Costs per Unit	(-.14)	(-.94)	(-.04)
30. Breakeven Yield/Units of Production	\$ 226.19	\$ 213.30	\$ 235.82
30A. Estimated Total Machine Costs/Acre	\$ 70.19	\$ 68.27	\$ 72.33
31. TOTAL LISTED COSTS PER ACRE	\$ 226.19	\$ 213.30	\$ 235.82
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 258.27	\$ 167.95	\$ 339.55
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1983

Items	PER ACRE		
	Average of 324 Farms Raising Corn	Highest 65 Farms in Return Over Direct Costs	Lowest 65 Farms in Return Over Direct Costs
1. Acres	91.7	86.4	74.8
2. Yield	94.7	114.4	71.0
3. Value per Production Unit	\$ 3.10	\$ 3.10	\$ 3.10
4. Crop Product Return	293.57	354.64	220.10
5. Other Crop Income (Insurance, Etc.)	5.38	10.49	7.91
6. TOTAL CROP RETURN	\$ 298.95	\$ 365.13	\$ 228.01
7. DIRECT COSTS			
8. Fertilizer	\$ 49.26	\$ 45.13	\$ 53.41
9. Chemicals	21.38	20.86	20.67
10. Seed	19.29	18.96	20.86
10A. Crop Drying	9.17	9.81	7.73
10B. Other Expense	5.38	4.28	5.68
11. Special Hired Labor	.22	.06	.40
12. Custom Work Hired	4.75	2.94	8.85
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 109.45	\$ 102.04	\$ 117.60
15. RETURN OVER DIRECT COSTS	\$ 189.50	\$ 263.09	\$ 110.41
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 38.25	\$ 43.06	\$ 34.53
18. Farm Power & Machinery - Operation	33.41	33.60	34.20
19. Irrigation Equipment - Ownership			
20. Land Costs	95.00	95.00	95.00
21. Miscellaneous Costs	.01		.04
22. *Interest on Mach. & Equip. Investment	9.70	11.80	8.75
23. TOTAL ALLOCATED COSTS	\$ 176.37	\$ 183.46	\$ 172.52
24. RETURN OVER ALL LISTED COSTS	\$ 13.13	\$ 79.63	\$ (-62.11)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.55	.55	.55
27. Power Costs Allocation Factor	.99	.99	.98
28. Total Listed Cost per Unit of Production	\$ 3.02	\$ 2.44	\$ 4.09
29. Return Over Listed Costs per Unit	.14	.70	(-.87)
30. Breakeven Yield/Units of Production	92.20 bu.	92.10 bu.	93.59 bu.
30A. Estimated Total Machine Costs/Acre	\$ 84.53	\$ 90.42	\$ 83.38
31. TOTAL LISTED COSTS PER ACRE	\$ 285.82	\$ 285.50	\$ 290.12
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 614.99	\$ 496.31	\$ 506.43
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 2.87	\$ 2.90	\$ 2.96
40. QUANTITY SOLD (OPERATOR'S SHARE)	6,025.4 bu.	5,758.7 bu.	4,326.0 bu.

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

TABLE 10 - CROP DATA FOR CORN - PIK CORN - 1983

Items	PER ACRE		
	Average of 218 Farms Raising Corn	Highest 44 Farms in Return Over Direct Costs	Lowest 44 Farms in Return Over Direct Costs
1. Acres	93.5	129.0	69.3
2. Yield	60.9	80.7	38.6
3. Value per Production Unit	\$ 3.10	\$ 3.10	\$ 3.10
4. Crop Product Return	188.79	250.17	119.66
5. Other Crop Income (Insurance, Etc.)	32.00	24.01	29.42
6. TOTAL CROP RETURN	\$ 220.79	\$ 274.18	\$ 149.08
7. DIRECT COSTS			
8. Fertilizer	\$ .94	\$ .96	\$ 1.18
9. Chemicals	2.18	1.23	3.04
10. Seed	3.59	4.51	3.13
10A. Crop Drying	.03		.22
10B. Other Expense	.60	.43	.38
11. Special Hired Labor	.02	.05	.01
12. Custom Work Hired	.58	.33	.39
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 7.94	\$ 7.51	\$ 8.35
15. RETURN OVER DIRECT COSTS	\$ 212.85	\$ 266.67	\$ 140.73
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 14.79	\$ 16.26	\$ 12.34
18. Farm Power & Machinery - Operation	12.86	13.61	10.95
19. Irrigation Equipment - Ownership			
20. Land Costs	95.00	95.00	95.00
21. Miscellaneous Costs			.03
22. *Interest on Mach. & Equip. Investment	3.71	3.83	3.33
23. TOTAL ALLOCATED COSTS	\$ 126.36	\$ 128.70	\$ 121.65
24. RETURN OVER ALL LISTED COSTS	\$ 86.49	\$ 137.97	\$ 19.08
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.20	.20	.20
27. Power Costs Allocation Factor	1.00	1.09	.97
28. Total Listed Cost per Unit of Production	\$ 2.21	\$ 1.69	\$ 3.37
29. Return Over Listed Costs per Unit	\$ 1.42	\$ 1.71	\$ .49
30. Breakeven Yield/Units of Production	43.32 bu.	43.94 bu.	41.94 bu.
30A. Estimated Total Machine Costs/Acre	\$ 31.75	\$ 33.92	\$ 26.88
31. TOTAL LISTED COSTS PER ACRE	\$ 134.30	\$ 136.21	\$ 130.00
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 224.03	\$ 207.84	\$ 184.95
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR SOYBEANS - 1983

Items	PER ACRE		
	Average of 321 Farms Raising Soybeans	Highest 64 Farms in Return Over Direct Costs	Lowest 64 Farms in Return Over Direct Costs
1. Acres	105.9	133.8	65.9
2. Yield	35.9	41.2	24.7
3. Value per Production Unit	\$ 8.00	\$ 8.00	\$ 8.00
4. Crop Product Return	287.20	329.60	197.60
5. Other Crop Income (Insurance, Etc.)	30.71	55.54	21.32
6. TOTAL CROP RETURN	\$ 317.91	\$ 385.14	\$ 218.92
7. DIRECT COSTS			
8. Fertilizer	\$ 3.40	\$ 1.69	\$ 3.79
9. Chemicals	21.34	20.71	23.35
10. Seed	9.72	9.30	10.46
10A. Crop Drying	.15	.04	.55
10B. Other Expense	15.52	16.83	13.52
11. Special Hired Labor	.97	.98	1.29
12. Custom Work Hired	3.44	1.69	8.48
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 54.54	\$ 51.33	\$ 61.44
15. RETURN OVER DIRECT COSTS	\$ 262.69	\$ 333.81	\$ 157.48
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 32.38	\$ 35.03	\$ 25.60
18. Farm Power & Machinery - Operation	27.66	26.86	27.44
19. Irrigation Equipment - Ownership			
20. Land Costs	95.00	95.00	95.00
21. Miscellaneous Costs			.02
22. *Interest on Mach. & Equip. Investment	8.06	8.60	6.69
23. TOTAL ALLOCATED COSTS	\$ 163.10	\$ 165.49	\$ 155.75
24. RETURN OVER ALL LISTED COSTS	\$ 100.27	\$ 168.32	\$ 1.73
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
Work Units Assigned per Acre	.45	.45	.45
27. Power Costs Allocation Factor	.98	1.00	.96
28. Total Listed Cost per Unit of Production	\$ 6.06	\$ 5.26	\$ 8.79
29. Return Over Listed Costs per Unit	\$ 2.79	\$ 4.09	\$ .07
30. Breakeven Yield/Units of Production	27.21 bu.	27.10 bu.	27.15 bu.
30A. Estimated Total Machine Costs/Acre	\$ 70.39	\$ 71.62	\$ 65.39
31. TOTAL LISTED COSTS PER ACRE	\$ 217.64	\$ 216.82	\$ 217.19
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 544.78	\$ 648.79	\$ 286.86
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 6.93	\$ 6.94	\$ 6.90
40. QUANTITY SOLD (OPERATOR'S SHARE)	3,264.3 bu.	4,588.3 bu.	2,268.1 bu.

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

TABLE 10 - CROP DATA FOR CANNING PEAS - 1983

Items		PER ACRE		
		Average of 13 Farms Raising Peas	Highest 6 Farms in Return Over Direct Costs	Lowest 6 Farms in Return Over Direct Costs
1.	Acres	36.5	41.6	33.2
2.	Yield	178.16	208.17	134.19
3.	Value per Production Unit	\$ 1.00	\$ 1.00	\$ 1.00
4.	Crop Product Return	178.16	208.17	134.19
5.	Other Crop Income (Insurance, Etc.)	34.66	65.91	
6.	TOTAL CROP RETURN	\$ 212.82	\$ 274.08	\$ 134.19
7.	DIRECT COSTS			
8.	Fertilizer	\$ 13.29	\$ 13.29	\$ 13.01
9.	Chemicals	4.14	5.50	2.53
10.	Seed	8.11	4.76	6.78
10A.	Crop Drying			
10B.	Other Expense	4.52	3.61	6.23
11.	Special Hired Labor			
12.	Custom Work Hired	.44	.38	.18
13.	Irrigation Operation			
14.	TOTAL DIRECT COSTS	\$ 30.50	\$ 27.54	\$ 28.73
15.	RETURN OVER DIRECT COSTS	\$ 182.32	\$ 246.54	\$ 105.46
16.	ALLOCATED COSTS			
17.	Farm Power & Machinery - Ownership	\$ 29.83	\$ 26.22	\$ 37.14
18.	Farm Power & Machinery - Operation	21.47	20.01	24.58
19.	Irrigation Equipment - Ownership			
20.	Land Costs	90.00	90.00	90.00
21.	Miscellaneous Costs			
22.	*Interest on Mach. & Equip. Investment	7.74	7.25	9.13
23.	TOTAL ALLOCATED COSTS	\$ 149.04	\$ 143.48	\$ 160.85
24.	RETURN OVER ALL LISTED COSTS	\$ 33.28	\$ 103.06	\$ (-55.39)
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	Work Units Assigned per Acre	.40	.40	.40
27.	Power Costs Allocation Factor	.92	.97	.97
28.	Total Listed Cost per Unit of Production	\$ 1.01	\$ .82	\$ 1.41
29.	Return Over Listed Costs per Unit	\$ .19	\$ .50	\$ (-.41)
30.	Breakeven Yield/Units of Production	\$ 179.54	\$ 171.02	\$ 189.58
30A.	Estimated Total Machine Costs/Acre	\$ 59.33	\$ 53.73	\$ 70.97
31.	TOTAL LISTED COSTS PER ACRE	\$ 179.54	\$ 171.02	\$ 189.58
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	Utilities & Other General Farm Expenses	\$ 203.05	\$ 139.13	\$ 257.27
33A.	Buildings, Fences & Tiling Costs			
34.	Interest Allocation			
35.	Other Costs Not Listed			
36.	TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR ALFALFA HAY - 1983

Items		PER ACRE		
		Average of 173 Farms Raising Alfalfa	Highest 35 Farms in Return Over Direct Costs	Lowest 35 Farms in Return Over Direct Costs
1.	Acres	34.3	33.1	24.5
2.	Yield	4.9	9.1	2.5
3.	Value per Production Unit	\$ 70.00	\$ 70.00	\$ 70.00
4.	Crop Product Return	343.00	637.00	175.00
5.	Other Crop Income			
6.	TOTAL CROP RETURN	\$ 343.00	\$ 637.00	\$ 175.00
7.	DIRECT COSTS			
8.	Fertilizer	\$ 19.80	\$ 17.37	\$ 14.16
9.	Chemicals	.93	.09	.29
10.	Seed	8.95	5.86	10.94
10A.	Crop Drying			
10B.	Other Expense	4.23	5.68	2.90
11.	Special Hired Labor	.99	1.06	2.65
12.	Custom Work Hired	4.58	.97	6.24
13.	Irrigation Operation			
14.	TOTAL DIRECT COSTS	\$ 39.48	\$ 31.03	\$ 37.18
15.	RETURN OVER DIRECT COSTS	\$ 303.52	\$ 605.97	\$ 137.82
16.	ALLOCATED COSTS			
17.	Farm Power & Machinery - Ownership	\$ 41.09	\$ 50.87	\$ 30.19
18.	Farm Power & Machinery - Operation	40.24	37.00	39.32
19.	Irrigation Equipment - Ownership			
20.	Land Costs	90.00	90.00	90.00
21.	Miscellaneous Costs	.03	.09	
22.	*Interest on Mach. & Equip. Investment	10.88	12.46	9.41
23.	TOTAL ALLOCATED COSTS	\$ 182.24	\$ 190.42	\$ 168.92
24.	RETURN OVER ALL LISTED COSTS	\$ 130.28	\$ 415.55	\$ (-31.10)
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	Work Units Assigned per Acre	.60	.60	.60
27.	Power Costs Allocation Factor	.96	1.00	.91
28.	Total Listed Cost per Unit of Production	\$ 45.25	\$ 24.34	\$ 82.44
29.	Return Over Listed Costs per Unit	\$ 26.59	\$ 45.66	\$ (-12.44)
30.	Breakeven Yield/Units of Production	3.17 T.	3.16 T.	2.94 T.
30A.	Estimated Total Machine Costs/Acre	\$ 95.26	\$ 100.98	\$ 83.08
31.	TOTAL LISTED COSTS PER ACRE	\$ 221.72	\$ 221.45	\$ 206.10
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	Utilities & Other General Farm Expenses	\$ 268.61	\$ 222.24	\$ 189.76
33A.	Buildings, Fences & Tiling Costs			
34.	Interest Allocation			
35.	Other Costs Not Listed			
36.	TOTAL COSTS			

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

TABLE 10 - CROP DATA FOR CORN SILAGE - 1983

Items	Average of 121 Farms Raising C. Silage	PER ACRE	
		Highest 24 Farms in Return Over Direct Costs	Lowest 24 Farms in Return Over Direct Costs
1. Acres	26.9	22.7	30.5
2. Yield	13.9	19.4	7.5
3. Value per Production Unit	\$ 22.00	\$ 22.00	\$ 22.00
4. Crop Product Return	305.80	426.80	165.00
5. Other Crop Income (Insurance, Etc.)	.78	4.76	
6. TOTAL CROP RETURN	\$ 306.58	\$ 431.56	\$ 165.00
7. DIRECT COSTS			
8. Fertilizer	\$ 37.40	\$ 33.92	\$ 27.80
9. Chemicals	18.40	17.22	12.10
10. Seed	15.95	16.65	13.15
10A. Crop Drying			
10B. Other Expense	3.79	6.04	2.59
11. Special Hired Labor	.19	.88	.16
12. Custom Work Hired	5.69	3.44	5.25
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 81.42	\$ 78.15	\$ 61.05
15. RETURN OVER DIRECT COSTS	\$ 225.16	\$ 353.41	\$ 103.95
16. ALLOCATED COSTS			
17. Farm Power & Machinery - Ownership	\$ 40.44	\$ 51.29	\$ 32.43
18. Farm Power & Machinery - Operation	39.80	39.23	35.39
19. Irrigation Equipment - Ownership			
20. Land Costs	95.00	95.00	95.00
21. Miscellaneous Costs	.04	.13	
22. *Interest on Mach. & Equip. Investment	10.27	11.98	7.72
23. TOTAL ALLOCATED COSTS	\$ 175.28	\$ 197.63	\$ 170.54
24. RETURN OVER ALL LISTED COSTS	\$ 49.88	\$ 155.78	\$ (-66.59)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.60	.60	.60
27. Power Costs Allocation Factor	.98	.98	.97
28. Total Listed Cost per Unit of Production	\$ 18.47	\$ 14.22	\$ 30.88
29. Return Over Listed Costs per Unit	\$ 12.61	\$ 8.03	\$ (-8.88)
30. Breakeven Yield/Units of Production	11.67 T.	12.54 T.	10.53 T.
30A. Estimated Total Machine Costs/Acre	\$ 94.31	\$ 104.79	\$ 79.04
31. TOTAL LISTED COSTS PER ACRE	\$ 256.70	\$ 275.78	\$ 231.59
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Expenses	\$ 232.10	\$ 152.75	\$ 327.51
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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



TABLE 10 - CROP DATA FOR 1983

Items	23 Farms		20 Farms		7 Farms	
	With Grain Silage Average		Set Aside Acres Average		With Land Rented Out Average	
1. Acres	15.0		29.6		55.6	
2. Yield per Acre	4.4 T.\$		88.14		\$ 100.00	
3. Value per Production Unit	\$ 20.00		\$ 1.00		\$ 1.00	
4. Crop Product Return	\$ 88.00		\$ 88.14		\$ 100.00	
5. Other Crop Income	23.67		12.74			
6. TOTAL CROP RETURN	\$ 111.67		\$ 100.88		\$ 100.00	
7. DIRECT COSTS						
8. Fertilizer	\$ 9.80		\$ .64		\$	
9. Chemicals	1.40		1.02			
10. Seed	14.00		4.03			
10A. Crop Drying						
10B. Other Expense	.33					
11. Special Hired Labor	.67					
12. Custom Work Hired	4.87		.53		1.11	
13. Irrigation Operation						
14. TOTAL DIRECT COSTS	\$ 31.07		\$ 6.22		\$ 1.11	
15. RETURN OVER DIRECT COSTS	\$ 80.60		\$ 94.66		\$ 98.89	
16. ALLOCATED COSTS						
17. Farm Power & Machinery - Ownership	\$ 23.70		\$ 9.98		\$ .24	
18. Farm Power & Machinery - Operation	22.81		10.42		.21	
19. Irrigation Equipment - Ownership						
20. Land Costs	90.00		90.00		95.00	
21. Miscellaneous Costs						
22. *Interest on Mach. & Equip. Investment	6.70		2.55		.07	
23. TOTAL ALLOCATED COSTS	\$ 143.21		\$ 112.95		\$ 95.52	
24. RETURN OVER ALL LISTED COSTS	\$ (-62.61)		\$ (-18.29)		\$ 3.37	
25. SUPPLEMENTARY MANAGEMENT INFORMATION						
26. Work Units Assigned per Acre	.40		.20		.05	
27. Power Costs Allocation Factor	.95		.89		.29	
28. Total Listed Cost per Unit of Production	\$ 39.61		\$ 1.35		\$ .97	
29. Return Over Listed Costs per Unit	\$ (-14.23)		\$ (-.21)		\$ .03	
30. Breakeven Yield/Units of Production	8.71 T.\$		119.17		\$ 96.63	
30A. Estimated Total Machine Costs/Acre	\$ 56.46		\$ 23.30		\$ 1.26	
31. TOTAL LISTED COSTS PER ACRE	\$ 174.28		\$ 119.17		\$ 96.63	
32. OTHER POSSIBLE COSTS NOT LISTED						
33. Utilities & Other General Farm Expenses	\$ 85.97		\$ 76.74		\$ 40.74	
33A. Buildings, Fences & Tiling Costs						
34. Interest Allocation						
35. Other Costs Not Listed						
36. TOTAL COSTS						

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

## COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

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

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

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

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

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

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

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE\* - 1983

Items		Average of 56 Farms	11 Farms Highest in Return Above Feed Cost	11 Farms Lowest in Return Above Feed Cost
1.	Pounds of Hogs Produced	187,073	304,755	114,847
		Per Cwt.	Per Cwt.	Per Cwt.
2.	Net Increase in Value of Hogs	\$ 42.78	\$ 44.97	\$ 40.60
3.	Other Miscellaneous Hog Income			
4.	TOTAL VALUE PRODUCED	\$ 42.78	\$ 44.97	\$ 40.60
5.	POUNDS OF FEED FED			
6.	Corn	313.1	292.5	359.8
7.	Small Grain	5.9	.9	12.4
8.	Complete Ration	5.8	.8	18.6
9.	Protein, Salt & Mineral & Milk	78.7	74.0	93.4
10.	TOTAL CONCENTRATES	403.5	368.2	484.2
11.	Forages	.8		3.4
12.	FEED COST			
13.	Grains	\$ 15.85	\$ 14.29	\$ 18.59
14.	Complete Ration	.71	.11	1.90
15.	Protein, Salt & Mineral & Milk	12.85	10.81	18.46
16.	Forages	.03		.12
17.	Pasture			
18.	TOTAL FEED COSTS	\$ 29.44	\$ 25.21	\$ 39.07
19.	RETURN OVER FEED COSTS	\$ 13.34	\$ 19.76	\$ 1.53
20.	OTHER DIRECT COSTS			
21.	Miscellaneous Livestock Expense	\$ 1.59	\$ 2.17	\$ 2.31
22.	Veterinary Expense	1.08	1.04	.88
23.	Custom Work	.24	.15	.25
24.	Special Hired Labor	.38	.90	
25.	TOTAL OTHER DIRECT COSTS	\$ 3.29	\$ 4.26	\$ 3.44
26.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 10.05	\$ 15.50	\$ (-1.91)
27.	ALLOCATED COSTS			
28.	Power and Machinery Costs (PCAF 1.00)	\$ 1.75	\$ 1.44	\$ 2.40
29.	Livestock Equipment Costs (ECAF 3)	2.23	2.21	2.21
30.	Buildings and Fences (BCAF 3)	3.32	4.13	3.56
31.	TOTAL ALLOCATED COSTS	\$ 7.30	\$ 7.78	\$ 8.17
32.	RETURN OVER ALL LISTED COSTS	\$ 2.75	\$ 7.72	\$ (-10.08)
33.	SUPPLEMENTARY MANAGEMENT INFORMATION			
34.	Return for \$100 Feed Fed	\$ 145.30	\$ 178.38	\$ 103.92
35.	Price Received per Cwt. All Animals	46.89	47.25	46.18
36.	Price Received per Cwt. Sold Mkt. Only	\$ 47.54	\$ 47.61	\$ 47.16
37.	Number of Litters Farrowed	108	187	71
37A.	Litters/Bearing Female/Year	1.4	1.1	1.6
38.	Number of Pigs Born per Litter	9.4	9.3	9.6
39.	Number of Pigs Weaned per Litter	7.8	8.2	7.6
39A.	Number Pigs Produced per Litter	7.5	7.8	7.7
40.	Percent Death Loss	12.8	10.7	14.1
41.	Average Weight of All Hogs Sold	228.0	221.1	229.9
42.	Average Weight of Mkt. Hogs Sold	223.0	225.3	215.4
43.	Price per Cwt. Concentrate Fed	\$ 7.29	\$ 6.85	\$ 8.04
44.	Price per Cwt. Protein, Salt & Mineral	\$ 16.32	\$ 14.61	\$ 19.76
45.	Pounds of Pork Purchased	4,238	2,066	2,735
46.	TOTAL LISTED COSTS PER CWT. PORK PRODUCED	\$ 40.03	\$ 37.25	\$ 50.68
47.	Utilities and Other General Farm Expense	\$ 3,185.66	\$ 5,707.11	\$ 1,926.73

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

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE - 1983

Items		Average of 59 Farms	12 Farms Highest in Return Above Feed Cost	12 Farms Lowest in Return Above Feed Cost
1.	Average Number of Pigs on Hand	283.7	465.3	122.5
2.	Pounds of Hogs Produced	124,914	194,173	62,400
3.	Net Increase in Value of Hogs	Per Cwt. \$ 35.76	Per Cwt. \$ 39.45	Per Cwt. \$ 28.75
4.	Other Miscellaneous Hog Income	.07		
5.	TOTAL VALUE PRODUCED	\$ 35.83	\$ 39.45	\$ 28.75
6.	POUNDS OF FEED FED			
7.	Corn	305.4	292.6	350.6
8.	Small Grain	2.9	1.3	14.2
9.	Complete Ration	2.6		16.3
10.	Protein, Salt & Mineral & Milk	75.0	68.7	82.7
11.	TOTAL CONCENTRATES	385.9	362.6	463.8
12.	Forages			
13.	FEED COST			
14.	Grains	\$ 15.19	\$ 14.17	\$ 18.30
15.	Complete Ration	.26		1.77
16.	Protein, Salt & Mineral & Milk	11.12	9.10	12.52
17.	Forages			
18.	Pasture	.07		
19.	TOTAL FEED COSTS	\$ 26.64	\$ 23.27	\$ 32.59
20.	RETURN OVER FEED COSTS	\$ 9.19	\$ 16.18	\$ (-3.84)
21.	OTHER DIRECT COSTS			
22.	Miscellaneous Livestock Expense	\$ .48	\$ .42	\$ .67
23.	Veterinary Expense	.32	.43	.14
24.	Custom Work	.35	.20	.19
25.	Special Hired Labor	.10	.24	
26.	TOTAL OTHER DIRECT COSTS	\$ 1.25	\$ 1.29	\$ 1.00
27.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 7.94	\$ 14.89	\$ (-4.84)
28.	ALLOCATED COSTS			
29.	Power and Machinery Costs (PCAF .96)	\$ 1.18	\$ .90	\$ 2.11
30.	Livestock Equipment Costs (ECAAF 3)	1.49	1.12	1.81
31.	Building and Fences (BCAF 3)	2.05	1.87	2.64
32.	TOTAL ALLOCATED COSTS	\$ 4.72	\$ 3.89	\$ 6.56
33.	RETURN OVER ALL LISTED COSTS	\$ 3.22	\$ 11.00	\$ (-11.40)
34.	SUPPLEMENTARY MANAGEMENT INFORMATION			
35.	Return for \$100 Feed Fed	\$ 134.52	\$ 169.54	\$ 88.21
36.	Price Received per Cwt.	\$ 47.34	\$ 48.04	\$ 45.94
37.	Average Weight of Pigs Sold	230.6	223.9	254.2
38.	Average Price Paid per Pig Bought	\$ 39.78	\$ 33.71	\$ 45.50
39.	Average Weight per Pig Bought	46.3	43.2	48.8
40.	Number of Pigs Purchased	331	128	219
41.	Number of Pigs Transferred in	388	1,038	20
42.	Average Weight of Pigs Transferred In	56.3	53.2	149.0
43.	Pounds of Pork Purchased	15,328	5,525	10,691
44.	Percent Death Loss	2.4	1.8	3.4
45.	Price per Cwt. Concentrate Fed	\$ 6.89	\$ 6.42	\$ 7.03
46.	Price per Cwt. Protein, Salt & Mineral Fed	\$ 14.84	\$ 13.25	\$ 15.14
47.	Effective Daily Gain - lbs. per Day per Pig	1.21	1.14	1.40
48.	TOTAL LISTED COST PER CWT. PORK PRODUCED	\$ 32.61	\$ 28.45	\$ 40.15
49.	Utilities & Other General Farm Expense	\$ 923.37	\$ 1,161.70	\$ 420.91

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



TABLE 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1983

Items		Average of 36 Farms	12 Farms Highest in Return Above Feed Cost	12 Farms Lowest in Return Above Feed Cost
1.	Number of Litters Farrowed	121	130	63
2.	Net Increase in Value of Hogs per Litter	\$ 277.40	\$ 333.62	\$ 207.10
3.	Other Miscellaneous Weaning Pigs Income			
4.	TOTAL VALUE PRODUCED	\$ 277.40	\$ 333.62	\$ 207.10
		Per Litter	Per Litter	Per Litter
5.	POUNDS OF FEED FED			
6.	Corn	1,637.4	1,495.3	2,185.0
7.	Small Grain	90.8	22.5	354.3
8.	Complete Ration	91.5	169.0	178.6
9.	Protein, Salt & Mineral, & Milk	635.6	600.0	589.7
10.	TOTAL CONCENTRATES	2,455.3	2,286.8	3,307.6
11.	Forages	3.7	9.0	
12.	FEED COST			
13.	Grains	\$ 83.02	\$ 72.32	\$ 114.16
14.	Complete Ration	11.98	22.64	22.30
15.	Protein, Salt & Mineral & Milk	107.71	92.61	106.02
16.	Forages	.09	.20	
17.	Pasture	.33	.93	
18.	TOTAL FEED COSTS	\$ 203.13	\$ 188.70	\$ 242.48
19.	RETURN OVER FEED COSTS	\$ 74.27	\$ 144.92	\$ (-35.38)
20.	OTHER DIRECT COSTS			
21.	Miscellaneous Livestock Expense	\$ 18.69	\$ 17.14	\$ 15.38
22.	Veterinary Expense	13.48	7.82	7.54
23.	Custom Work	1.57	1.33	3.56
24.	Special Hired Labor	2.20	.11	
25.	TOTAL OTHER DIRECT COSTS	\$ 35.94	\$ 26.40	\$ 26.48
26.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 38.33	\$ 118.52	\$ (-61.86)
27.	ALLOCATED COSTS			
28.	Power and Machinery Costs (PCAF 1.00)	\$ 20.06	\$ 19.32	\$ 24.14
29.	Livestock Equipment Costs (ECAF 3)	22.68	21.65	31.94
30.	Building and Fences (BCAF 3)	37.98	36.79	43.75
31.	TOTAL ALLOCATED COST	\$ 80.72	\$ 77.76	\$ 99.83
32.	RETURN OVER ALL LISTED COSTS	\$ (-42.39)	\$ 40.76	\$ (-161.69)
33.	SUPPLEMENTARY MANAGEMENT INFORMATION			
34.	Return for \$100 Feed Fed	\$ 136.56	\$ 176.80	\$ 85.41
35.	Average Price Received per Animal Sold	\$ 55.58	\$ 57.53	\$ 47.57
36.	Average Price per Pig Sold or Transferred	\$ 37.17	\$ 40.03	\$ 34.10
37.	Average Weight per Pig Sold or Transferred	51.7	54.1	46.5
38.	Number of Pigs Produced	881	1,000	428
39.	Number of Pigs Born per Litter	9.9	9.9	9.8
40.	Number of Pigs Weaned per Litter	7.4	7.8	6.9
40A.	Litters/Bearing Female/Year	1.7	1.8	1.4
41.	Percent Death Loss	20.7	17.4	24.8
42.	Price per Cwt Concentrate Fed	\$ 8.26	\$ 8.20	\$ 7.33
43.	Price per Cwt. Protein, Salt and Mineral Fed	\$ 16.95	\$ 15.43	\$ 17.98
44.	Feed & Supplemental Costs per Pig Produced	\$ 32.84	\$ 27.96	\$ 39.59
45.	TOTAL LISTED COSTS PER LITTER	\$ 319.79	\$ 292.86	\$ 368.79
46.	Utilities and Other General Farm Expense	\$ 2,313.08	\$ 2,516.28	\$ 801.08

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

TABLE 11D - COSTS AND RETURN FROM MIXED HOG ENTERPRISE\* - 1983

Items		Average of 23 Farms	11 Farms Highest in Return Above Feed Cost	11 Farms Lowest in Return Above Feed Cost
1.	Pounds of Hogs Produced	126,554	157,031	96,140
2.	Net Increase in Value of Hogs	Per Cwt. \$ 45.60	Per Cwt. \$ 47.84	Per Cwt. \$ 41.03
3.	Other Miscellaneous Hog Income			
4.	TOTAL VALUE PRODUCED	\$ 45.60	\$ 47.84	\$ 41.03
5.	POUNDS OF FEED FED			
6.	Corn	344.9	292.4	424.1
7.	Small Grain	9.1	9.5	6.2
8.	Complete Ration	2.6	3.5	1.3
9.	Protein, Salt & Mineral & Milk	109.1	93.4	130.2
10.	TOTAL CONCENTRATES	465.7	398.8	561.8
11.	Forages	.6	.2	1.2
12.	FEED COST			
13.	Grains	\$ 17.76	\$ 15.13	\$ 21.60
14.	Complete Ration	.45	.64	.19
15.	Protein, Salt & Mineral & Milk	16.18	14.75	17.99
16.	Forages	.02	.01	.04
17.	Pasture			
18.	TOTAL FEED COSTS	\$ 34.41	\$ 30.53	\$ 39.82
19.	RETURN OVER FEED COSTS	\$ 11.19	\$ 17.31	\$ 1.21
20.	OTHER DIRECT COSTS			
21.	Miscellaneous Livestock Expense	\$ 1.94	\$ 1.57	\$ 2.62
22.	Veterinary Expense	1.36	1.28	1.44
23.	Custom Work	.23	.19	.25
24.	Special Hired Labor	.14	.23	.01
25.	TOTAL OTHER DIRECT COSTS	\$ 3.67	\$ 3.27	\$ 4.32
26.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 7.52	\$ 14.04	\$ (-3.11)
27.	ALLOCATED COSTS			
28.	Power and Machinery Costs (PCAF .96)	\$ 1.70	\$ 1.74	\$ 1.69
29.	Livestock Equipment Costs (ECAF 3)	2.12	1.83	2.49
30.	Building and Fences (BCAF 3)	2.99	3.44	2.44
31.	TOTAL ALLOCATED COSTS	\$ 6.81	\$ 7.01	\$ 6.62
32.	RETURN OVER ALL LISTED COSTS	\$ .71	\$ 7.03	\$ (-9.73)
33.	SUPPLEMENTARY MANAGEMENT INFORMATION			
34.	Return for \$100 Feed Fed	\$ 132.53	\$ 156.69	\$ 103.04
35.	Price Received per Cwt. All Animals	49.67	49.65	49.06
36.	Price Received per Cwt. Sold Mkt. Only	\$ 50.23	\$ 49.77	\$ 50.35
37.	Number of Litters Farrowed	106	121	92
37A.	Litters/Bearing Female/Year	1.6	1.8	1.4
38.	Number of Pigs Born per Litter	9.8	10.1	9.3
39.	Number of Pigs Weaned per Litter	7.4	8.2	6.2
39A.	Number Pigs Produced per Litter	7.3	8.2	6.1
40.	Percent Death Loss	17.3	13.8	22.1
41.	Average Weight of All Hogs Sold	163.3	163.7	165.1
42.	Average Weight of Mkt. Hogs Sold	169.8	177.1	164.8
43.	Price per Cwt. Concentrate Fed	\$ 7.38	\$ 7.65	\$ 7.08
44.	Price per Cwt. Protein, Salt & Mineral	\$ 14.83	\$ 15.79	\$ 13.82
45.	Pounds of Pork Purchased	3,034	1,755	4,499
46.	TOTAL LISTED COSTS PER CWT. PORK PRODUCED	\$ 44.89	\$ 40.81	\$ 50.76
47.	Utilities & Other General Farm Expense	\$ 1,508.32	\$ 1,576.15	\$ 1,109.11

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



TABLE 12 - COSTS AND RETURN FROM DAIRY COWS, COMMERCIAL HERDS - 1983

Items		Average of 106 Farms	21 Farms Highest in Return Above Feed Cost	21 Farms Lowest in Return Above Feed Cost
1.	Average Number of Cows	45.1	47.4	38.8
		Per Cow	Per Cow	Per Cow
2.	Pounds of Milk	14,271	16,610	12,119
3.	Pounds of Butterfat	514.0	593.4	432.9
4.	Percent of Butterfat in Milk	3.6	3.6	3.6
5.	VALUE OF PRODUCE			
6.	Dairy Products Sold	\$ 1,808.27	\$ 2,113.33	\$ 1,524.25
7.	Dairy Products Used in Home	4.86	5.11	4.97
8.	Milk Fed to Livestock	9.42	5.65	.49
9.	Net Increases in Value of Cows	(-125.90)	(-59.81)	(-183.40)
10.	Other Miscellaneous Dairy Income	10.20	28.65	3.02
11.	TOTAL VALUE PRODUCED	\$ 1,706.85	\$ 2,092.93	\$ 1,349.33
12.	POUNDS OF FEED FED			
13.	Corn	5,263.8	5,972.6	4,868.0
14.	Small Grain	335.6	383.3	282.8
15.	Complete Ration	147.8		277.9
16.	Protein, Salt & Mineral	981.0	970.7	895.3
17.	TOTAL CONCENTRATES	6,728.2	7,326.6	6,324.0
18.	Legume Hay	5,359.5	4,413.9	6,171.1
19.	Other Hay & Dry Roughage	139.8	103.7	106.8
20.	Silage	11,424.3	8,645.6	12,855.2
20A.	Haylage	1,517.8	2,726.4	996.1
21.	FEED COSTS			
22.	Grains	\$ 282.13	\$ 320.19	\$ 264.97
23.	Complete Ration	7.34		18.99
24.	Protein/Salt/Minr1 (Cost/Cwt. Fed 16.12)	158.09	157.62	148.74
25.	Hay/Haylage and Dry Roughage	232.42	226.16	240.82
26.	Silage	109.45	83.84	126.11
27.	Pasture	3.66	3.50	7.89
28.	TOTAL FEED COSTS	\$ 793.09	\$ 791.31	\$ 807.52
29.	RETURN OVER FEED COST	\$ 913.76	\$ 1,301.62	\$ 541.81
30.	OTHER DIRECT COSTS			
31.	Miscellaneous Livestock Expense	\$ 113.75	\$ 140.53	\$ 103.12
32.	Veterinary Expense	44.04	41.67	39.69
33.	Custom Work Hired	55.14	70.57	42.94
34.	Special Hired Labor	11.93	8.97	26.24
35.	TOTAL OTHER DIRECT COSTS	\$ 224.86	\$ 261.74	\$ 211.99
36.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 688.90	\$ 1,039.88	\$ 329.82
37.	ALLOCATED COSTS			
38.	Power and Machinery Costs (PCAF .99)	\$ 88.77	\$ 107.15	\$ 81.45
39.	Livestock Equipment Costs (ECAF 3)	105.54	106.96	151.10
40.	Building and Fences (BCAF 3)	131.52	152.36	152.93
41.	TOTAL ALLOCATED COSTS	\$ 325.83	\$ 366.47	\$ 385.48
42.	RETURN OVER ALL LISTED COSTS	\$ 363.07	\$ 673.41	\$ (-55.66)
43.	SUPPLEMENTARY MANAGEMENT INFORMATION			
44.	Return for \$100 Feed Fed	\$ 215.22	\$ 264.49	\$ 167.09
45.	Feed Cost per Cwt. Milk	5.56	4.76	6.67
46.	Feed Cost per Pound of Butterfat	\$ 1.54	\$ 1.33	\$ 1.87
47.	Pounds of Milk per Pound of Concentrate	2.12	2.27	1.92
48.	Average Price per Cwt. Milk Sold	\$ 12.78	\$ 12.79	\$ 12.62
49.	Average Price per Pound of Butterfat	3.55	3.58	3.53
50.	Total Listed Costs per Cwt. Milk Produced	\$ 9.42	\$ 8.55	\$ 11.59
51.	Dairy Cow Turnover Percentage	37.7	46.4	38.7
52.	TOTAL LISTED COSTS PER COW	\$ 1,343.78	\$ 1,419.52	\$ 1,404.99
53.	Utilities and Other General Farm Expense	\$ 1,280.04	\$ 1,186.04	\$ 1,030.26

TABLE 12A - COSTS AND RETURNS FROM DAIRY COWS - PUREBRED HERDS - 1983

Items	Average of 7 Farms
1. Average Number of Cows	37.2
	Per Cow
2. Pounds of Milk	12,851
3. Pounds of Butterfat	494.2
4. Percent of Butterfat in Milk	3.8
5. VALUE OF PRODUCE	
6. Dairy Products Sold	\$ 1,670.38
7. Dairy Products Used in Home	6.53
8. Milk Fed to Livestock	12.77
9. Net Increases in Value of Cows	(-138.82)
10. Other Miscellaneous Dairy Income	2.28
11. TOTAL VALUE PRODUCED	\$ 1,553.14
12. POUNDS OF FEED FED	
13. Corn	5,279.6
14. Small Grain	463.3
15. Complete Ration	
16. Protein, Salt & Mineral	948.9
17. TOTAL CONCENTRATED	6,691.8
18. Legume Hay	4,543.8
19. Other Hay & Dry Roughage	
20. Silage	10,609.1
20A. Haylage	363.3
21. FEED COSTS	
22. Grains	\$ 286.64
23. Complete Ration	
24. Protein/Salt/Minrl (Cost/Cwt. Fed 14.43)	136.94
25. Hay/Haylage & Dry Roughage	150.91
26. Silage	100.43
27. Pasture	3.82
28. TOTAL FEED COSTS	\$ 678.74
29. RETURN OVER FEED COST	\$ 874.40
30. OTHER DIRECT COSTS	
31. Miscellaneous Livestock Expense	\$ 134.35
32. Veterinary Expense	40.19
33. Custom Work Hired	54.01
34. Special Hired Labor	
35. TOTAL OTHER DIRECT COSTS	\$ 228.55
36. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 645.85
37. ALLOCATED COSTS	
38. Power and Machinery Costs (PCAF 1.00)	\$ 102.07
39. Livestock Equipment Costs (ECAAF 2)	68.34
40. Building and Fences (BCAF 1)	81.91
41. TOTAL ALLOCATED COSTS	\$ 252.32
42. RETURN OVER ALL LISTED COSTS	\$ 393.53
43. SUPPLEMENTARY MANAGEMENT INFORMATION	
44. Return for \$100 Feed Fed	\$ 228.83
45. Feed Cost per Cwt. Milk	5.28
46. Feed Cost per Pound of Butterfat	\$ 1.37
47. Pounds of Milk per Pound of Concentrate	1.92
48. Average Price per Cwt. of Milk Sold	\$ 13.16
49. Average Price per Pound of Butterfat	3.42
50. Total Listed Costs per Cwt. Milk Produced	\$ 9.02
51. Dairy Cow Turnover Percentage	43.0
52. TOTAL LISTED COSTS PER COW	\$ 1,159.61
53. Utilities and Other General Farm Expense	\$ 3,356.55



TABLE 13 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE, COMMERCIAL & PUREBRED - 1983

Items		Average of 106 Farms	21 Farms Highest in Return Above Feed Cost	21 Farms Lowest in Return Above Feed Cost
1.	Number of Head	56.5	46.7	60.8
		Per Cow	Per Cow	Per Cow
2.	Net Increase in Value	\$ 293.66	\$ 477.56	\$ 184.69
3.	Other Miscellaneous Income			
4.	TOTAL INCOME	\$ 293.66	\$ 477.56	\$ 184.69
5.	POUNDS OF FEED FED			
6.	Corn	976.1	820.6	1,151.2
7.	Small Grain	150.5	89.0	180.7
8.	Complete Ration	9.9	9.6	9.7
9.	Protein, Salt & Minerals	178.6	189.6	155.8
10.	Hay & Dry Roughage	1,790.1	1,842.6	2,338.0
11.	Silage	5,938.2	5,178.4	6,943.3
11A.	Haylage	265.6	331.8	95.9
12.	Milk	62.9	96.4	40.0
13.	FEED COST			
14.	Grains	\$ 57.88	\$ 46.66	\$ 71.99
15.	Complete Ration	1.73	1.86	2.32
16.	Protein, Salt & Minerals	30.62	35.20	29.03
17.	Hay/Haylage & Dry Roughage	63.22	60.64	79.14
18.	Silage	56.05	52.29	67.60
19.	Milk	7.49	11.43	5.03
20.	Pasture	1.73	1.22	2.65
21.	TOTAL FEED COSTS	\$ 218.72	\$ 209.30	\$ 257.76
22.	RETURN OVER FEED COSTS	\$ 74.94	\$ 268.26	\$ (-73.07)
23.	OTHER DIRECT COSTS			
24.	Miscellaneous Expense	\$ 10.35	\$ 14.11	\$ 7.80
25.	Veterinary Expense	4.23	5.03	3.13
26.	Custom Work Hired	3.15	2.36	2.52
27.	Special Hired Labor	.34	2.03	
28.	TOTAL OTHER DIRECT COSTS	\$ 18.07	\$ 23.53	\$ 13.45
29.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 56.87	\$ 244.73	\$ (-86.52)
30.	ALLOCATED COSTS			
31.	Power and Machinery Costs (PCAF .98)	\$ 15.40	\$ 13.58	\$ 14.75
32.	Livestock Equipment Costs (ECAAF 3)	17.41	15.63	15.60
33.	Building and Fences (BCAF 3)	21.41	17.86	20.65
34.	TOTAL ALLOCATED COSTS	\$ 54.22	\$ 47.07	\$ 51.00
35.	RETURN OVER ALL LISTED COSTS	\$ 2.65	\$ 197.66	\$ (-137.52)
36.	SUPPLEMENTARY MANAGEMENT INFORMATION			
37.	Return for \$100 Feed Fed	\$ 134.26	\$ 228.18	\$ 71.65
38.	Percent Death Loss - Total	8.5	7.3	10.0
39.	Percent Calf Death Loss	16.7	14.9	22.2
40.	TOTAL LISTED COSTS PER HEAD	\$ 291.01	\$ 279.90	\$ 322.21
41.	Utilities and Other General Farm Expense	\$ 933.48	\$ 704.26	\$ 887.18

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

TABLE 14 - COSTS AND RETURNS FROM ALL DAIRY CATTLE\* - 1983

Items		Average of 113 Farms	23 Farms Highest in Return Above Feed Cost	23 Farms Lowest in Return Above Feed Cost
1.	Average Number of Cows	44.7	45.1	36.4
		Per Cow	Per Cow	Per Cow
2.	Value of Dairy Products	\$ 1,812.08	\$ 2,084.39	\$ 1,559.12
3.	Net Increase in Value	239.24	387.72	65.16
4.	Miscellaneous Dairy Income	9.75	21.93	1.10
5.	TOTAL VALUE PRODUCED	\$ 2,061.07	\$ 2,494.04	\$ 1,625.38
6.	POUNDS OF FEED FED			
7.	Grains	7,050.6	7,918.8	6,680.1
8.	Complete Rations	151.5	1.0	26.5
9.	Protein, Salt & Minerals, Including Milk Equiv.	1,216.0	1,198.2	1,131.5
10.	Hay & Dry Roughage	7,696.1	6,766.4	8,645.5
11.	Silage	18,880.8	15,630.8	23,090.1
11A.	Haylage	1,837.4	2,327.8	930.0
12.	FEED COST			
13.	Grains	\$ 356.35	\$ 400.62	\$ 335.27
14.	Complete Rations	8.99	.31	4.48
15.	Protein, Salt & Minerals, Including Milk	206.91	202.97	203.43
16.	Hay/Haylage and Dry Roughage	308.37	276.65	317.88
17.	Silage	179.13	152.35	218.82
18.	Pasture Costs	5.73	5.37	6.35
19.	TOTAL FEED COSTS	\$ 1,065.48	\$ 1,038.27	\$ 1,086.23
20.	RETURN OVER FEED COSTS	\$ 995.59	\$ 1,455.77	\$ 539.15
21.	OTHER DIRECT COSTS			
22.	Miscellaneous Livestock Expense	\$ 127.87	\$ 158.18	\$ 110.60
23.	Veterinary Expense	48.97	50.73	45.30
24.	Custom Work	58.79	72.77	49.73
25.	Special Hired Labor	11.68	13.66	.08
26.	TOTAL OTHER DIRECT COSTS	\$ 247.31	\$ 295.34	\$ 205.71
27.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 748.28	\$ 1,160.43	\$ 333.44
28.	ALLOCATED COSTS			
29.	Power and Machinery Costs	\$ 108.11	\$ 124.16	\$ 90.19
30.	Livestock Equipment Costs	124.94	128.45	122.50
31.	Building and Fences	154.88	159.63	132.42
32.	TOTAL ALLOCATED COSTS	\$ 387.93	\$ 412.24	\$ 345.11
33.	RETURN OVER ALL LISTED COSTS	\$ 360.35	\$ 748.19	\$ (-11.67)
34.	SUPPLEMENTARY MANAGEMENT INFORMATION			
35.	Return for \$100 Feed Fed	\$ 193.44	\$ 240.21	\$ 149.63
36.	TOTAL LISTED COSTS PER COW	\$ 1,700.72	\$ 1,745.85	\$ 1,637.05
37.	Utilities & Other General Farm Expense	\$ 5,136.00	\$ 5,038.77	\$ 2,514.37

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



TABLE 15A - BEEF BREEDING CATTLE - 1983

Items	Average of 13 Farms
1. Average Number of Beef Cows	23.1
2. Average Number of Other Beef Animals and Bulls	19.5
3. Pounds of Beef Produced	16,336
	Per Cow
4. Net Increase in Value	\$ 147.32
5. Other Miscellaneous Beef Income	1.77
6. TOTAL VALUE PRODUCED	\$ 149.09
7. POUNDS OF FEED FED	
8. Grain	965.6
9. Protein, Salt & Mineral	149.5
10. Legume Hay	3,682.3
11. Other Hay & Dry Roughage	2,272.4
12. Silage	7,833.5
12A. Haylage	
13. FEED COST	
14. Grain	\$ 49.05
15. Protein, Salt & Mineral	41.82
16. Legume Hay/Haylage	97.84
17. Other Hay & Dry Roughage	16.97
18. Silage	69.35
19. Pasture	11.77
20. TOTAL FEED COSTS	\$ 286.80
21. RETURN OVER FEED COST	\$ (-137.71)
22. OTHER DIRECT COSTS	
23. Miscellaneous Livestock Expense	\$ 24.11
24. Veterinary Expense	16.71
25. Custom Work	3.94
26. Special Hired Labor	
27. TOTAL OTHER DIRECT COSTS	\$ 44.76
28. RETURN OVER FEED AND OTHER DIRECT COSTS	\$ (-182.47)
29. ALLOCATED COSTS	
30. Power and Machinery Costs (PCAF 1.00)	\$ 36.51
31. Livestock Equipment Costs (ECAF 2)	36.60
32. Building and Fences (BCAF 2)	40.08
33. TOTAL ALLOCATED COSTS	\$ 113.19
34. RETURN OVER ALL LISTED COSTS	\$ (-295.66)
35. SUPPLEMENTARY MANAGEMENT INFORMATION	
36. Return for \$100 Feed Fed	\$ 51.98
37. Price per Cwt. Sold	38.06
38. Price per Cwt. Calves Sold or Transferred	\$ 59.31
39. Average Weight per Head Sold	1,093.0
40. Average Weight per Calf Sold or Transferred	444.6
41. Percent Death Loss	6.3
42. Percent Calf Crop	95.5
42A. Percent Calf Death Loss	14.3
43. TOTAL LISTED COSTS PER COW	\$ 444.75
44. Utilities & Other General Farm Expense	\$ 295.33

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

TABLE 15B - COST AND RETURNS FROM FEEDER CATTLE - 1983

Items		Average of 41 Farms	14 Highest in Return Above Feed	14 Lowest in Return Above Feed
1.	Average Number of Beef Feeders	62.5	67.9	50.9
2.	Pounds of Beef Produced	45,577	51,223	26,001
		Per Cwt.	Per Cwt.	Per Cwt.
3.	Net Increase in Value of Animals	\$ 54.66	\$ 66.65	\$ 46.67
4.	Other Miscellaneous Beef Income	.10		
5.	TOTAL VALUE PRODUCED	\$ 54.76	\$ 66.65	\$ 46.67
6.	POUNDS OF FEED FED			
7.	Grain	524.5	562.1	573.2
8.	Protein, Salt & Mineral	43.0	48.2	48.5
9.	Legume Hay	126.8	101.9	140.7
10.	Other Hay & Dry Roughage	49.3	11.2	162.6
11.	Silage	637.3	417.6	1,113.7
11A.	Haylage	72.3	49.6	273.6
12.	FEED COST			
13.	Grain	\$ 25.30	\$ 26.42	\$ 27.13
14.	Protein, Salt & Mineral	6.37	7.19	6.57
15.	Legume Hay/Haylage	5.11	4.84	8.60
16.	Other Hay & Dry Roughage	.78	.29	1.77
17.	Silage	6.31	4.17	10.08
18.	Pasture	.09		.36
19.	TOTAL FEED COST	\$ 43.96	\$ 42.91	\$ 54.51
20.	RETURN OVER FEED COST	\$ 10.80	\$ 23.74	\$ (-7.84)
21.	OTHER DIRECT COSTS			
22.	Miscellaneous Livestock Expense	\$ .81	\$ 1.02	\$ 1.14
23.	Veterinary Expense	.93	1.26	1.28
24.	Custom Work Hired	2.10	4.02	1.17
25.	Special Hired Labor			.01
26.	TOTAL OTHER DIRECT COSTS	\$ 3.84	\$ 6.30	\$ 3.60
27.	RETURN OVER FEED AND OTHER DIRECT COSTS	\$ 6.96	\$ 17.44	\$ (-11.44)
28.	ALLOCATED COSTS			
29.	Power and Machinery Costs (PCAF .97)	\$ 2.34	\$ 1.50	\$ 2.85
30.	Livestock Equipment Costs (ECAAF 3)	2.70	1.66	4.36
31.	Buildings and Fences (BCAF 3)	3.72	2.86	5.33
32.	TOTAL ALLOCATED COSTS	\$ 8.76	\$ 6.02	\$ 12.54
33.	RETURN OVER ALL LISTED COSTS	\$ (-1.80)	\$ 11.42	\$ (-23.98)
34.	SUPPLEMENTARY MANAGEMENT INFORMATION			
35.	Return for \$100 Feed Fed	\$ 124.58	\$ 155.32	\$ 85.61
36.	Price per Cwt. Sold	\$ 59.46	\$ 61.31	\$ 56.08
37.	Average Weight per Head Sold	1,145.4	1,258.1	997.0
38.	Price per Cwt. Bought	\$ 62.38	\$ 62.04	\$ 66.99
39.	Average Weight per Head Bought	588.2	652.1	400.5
40.	Number of Head Bought	74	106	35
41.	Percent Death Loss	2.0	1.6	4.0
42.	Effective Daily Gain - Pounds/Head/Day	2.00	2.07	1.40
43.	TOTAL LISTED COST PER CWT. PRODUCED	\$ 56.56	\$ 55.23	\$ 70.65
44.	Utilities & Other General Farm Expense	\$ 620.74	\$ 527.22	\$ 317.57

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

TABLE 40 - CUSTOM WORK ENTERPRISE - 1983

Items	Average of 7 Farms
1. INCOME	
2. Cash Income	\$ 14,874
3. Non-Cash Income	543
4. TOTAL INCOME	\$ 15,417
5. EXPENSES	
6. Cash Operating Expense	
7. Gas, Oil & Grease	\$ 2,191
8. Repairs	3,067
9. Supplies	369
10. Labor Hired	1,190
11. TOTAL LISTED CASH OPERATING EXPENSE	\$ 6,817
12. RETURN OVER CASH OPERATING EXPENSE	\$ 8,600
13. MACHINERY AND EQUIPMENT OWNERSHIP COSTS	
14. Net Decreases-Ownership	\$ 4,826
15. Interest on Machinery & Equip. Investment (6 percent)	1,160
16. TOTAL LISTED OWNERSHIP COSTS	\$ 5,986
17. TOTAL LISTED OPERATING AND OWNERSHIP COSTS	\$ 12,803
18. RETURN OVER LISTED COSTS	\$ 2,614
19. OTHER POSSIBLE COSTS NOT LISTED ABOVE	
20. Utilities and General Farm Expense	\$ 238
21. Interest on Operating Capital	
22. Other Costs Not Listed	
23. TOTAL OTHER POSSIBLE COSTS	
24. RETURN OVER ALL COSTS	
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. Days Worked by Operator(s) and Family	34
27. Days Worked by Hired Labor	27
28. Return Over Listed Cost/Operator and Family Labor/Day	\$ 46
29. Work Units Assigned to This Enterprise	61



AVERAGE PRICES FOR FARM GROWN FEEDS - 1983

Grain

Corn	\$	2.80 Per Bu.
Oats		1.70 Per Bu.

Hay

Alfalfa	\$	70.00 Per Ton
Other Legume Hay		60.00 Per Ton
Wild Hay		50.00 Per Ton

Other Roughages

Corn Silage	\$	20.00 Per Ton
Grass Silage		18.00 Per Ton
Legume Haylage		28.00 Per Ton
Straw		.75 Per Bale

OTHER NON-CASH COSTS

Unpaid Family Labor	\$	625.00 Per Month (25 da/mo)
Board Furnished Hired Labor	\$	6.00 Per Day
Second Operator's Labor	\$	10,800 Per Year
Interest on Farm Capital		7 Percent
Milk Used in Home	\$	.26 Per Quart
Dollars Off Farm Income Per Work Unit	\$	40.00 Per Work Unit

# EXPLANATION OF WORK UNITS AND ANIMAL UNITS

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

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

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

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

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

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

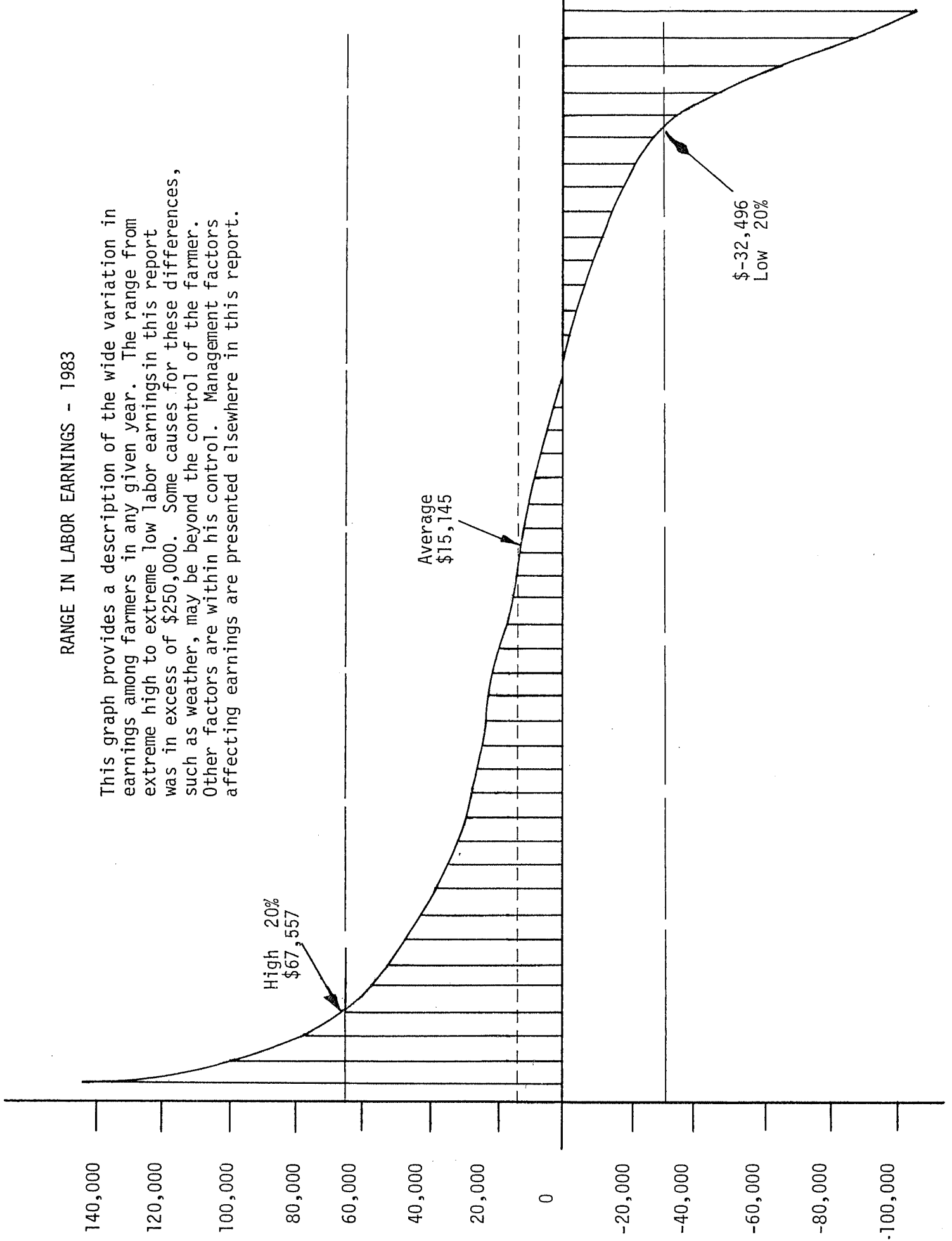
Items	1978	1979	1980	1981	1982
Number of Records	619	638	631	590	543
Average Labor Earnings	\$ 31,839	\$ 19,713	\$ 33,049	\$ (-5,768)	\$ 13,823
Total Farm Sales	\$ 128,107	\$ 142,305	\$ 152,229	\$ 161,363	\$ 160,922
Total Cash Operating Expense	\$ 69,427	\$ 80,705	\$ 85,940	\$ 92,163	\$ 92,296
<u>RETURN ABOVE FEED COST PER:</u>					
Dairy Cow	\$ 791.96	\$ 943.23	\$ 949.04	\$ 1,007.29	\$ 990.21
Cwt. Feeder Cattle Prod.	\$ 28.63	\$ 21.95	\$ 6.84	\$ 4.90	\$ 22.26
Cwt. Hogs Produced	\$ 20.49	\$ 11.88	\$ 9.80	\$ 12.24	\$ 33.76
<u>FEED COST PER:</u>					
Dairy Cow	\$ 493.01	\$ 583.49	\$ 703.83	\$ 764.15	\$ 731.34
Cwt. Feeder Cattle Prod.	\$ 35.68	\$ 37.76	\$ 43.06	\$ 37.54	\$ 38.69
Cwt. Hogs Produced	\$ 22.33	\$ 24.68	\$ 28.48	\$ 28.85	\$ 24.58
<u>MISC. LIVESTOCK INFORMATION</u>					
Number of Dairy Cows	39.2	36.2	43.2	46.0	45.7
Pounds of Feeder Cattle Prod.	55,437	44,235	45,721	14,077	48,717
Pounds of Hogs Produced	110,285	127,718	145,159	168,093	176,443
Pounds of Butterfat per Cow	461.9	512.6	483.2	509.5	504.9
<u>PRICE RECEIVED PER:</u>					
Pound Butterfat in Milk	\$ 2.73	\$ 3.13	\$ 3.47	\$ 3.63	\$ 3.60
Cwt. Fat Cattle	\$ 50.86	\$ 65.70	\$ 64.46	\$ 57.00	\$ 61.17
Cwt. Hogs Sold	\$ 48.07	\$ 42.50	\$ 40.58	\$ 43.11	\$ 53.57
<u>PRICE OF FEED</u>					
Corn, Bushel	\$ 1.90	\$ 2.10	\$ 2.80	\$ 2.70	\$ 2.20
Oats, Bushel	\$ 1.15	\$ 1.25	\$ 1.50	\$ 1.80	\$ 1.70
Alfalfa Hay, Ton	\$ 35.00	\$ 40.00	\$ 52.00	\$ 60.00	\$ 75.00
Corn Silage, Ton	\$ 15.00	\$ 16.00	\$ 18.00	\$ 20.00	\$ 18.00
<u>ACRES PER FARM</u>					
Total Tillable Land	343.6	343.6	341.1	349.7	347.7
Total Acres in Farm	377.8	379.7	371.9	374.8	373.6
<u>YIELDS PER ACRE</u>					
Canning Peas	\$ 155.64	\$ 212.63	\$ 146.43	\$ 120.08	\$ 224.65
Oats, Bushel	66.6	65.0	77.2	61.8	80.5
Corn Grain, Bushel	127.8	125.5	115.6	120.9	130.8
Sweet Corn	\$ 182.67	\$ 187.27	\$ 186.46	\$ 223.23	\$ 272.46
Soybeans, Bushel	41.0	36.6	36.7	32.0	39.3
Corn Silage, Ton	18.7	19.7	16.2	16.8	17.9
Alfalfa Hay, Ton	5.0	5.4	4.3	4.5	4.3



RANGE IN EARNINGS

RANGE IN LABOR EARNINGS - 1983

This graph provides a description of the wide variation in earnings among farmers in any given year. The range from extreme high to extreme low labor earnings in this report was in excess of \$250,000. Some causes for these differences, such as weather, may be beyond the control of the farmer. Other factors are within his control. Management factors affecting earnings are presented elsewhere in this report.



### SETTING GOALS

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

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

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

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

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

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

### SALES AND MANAGEMENT



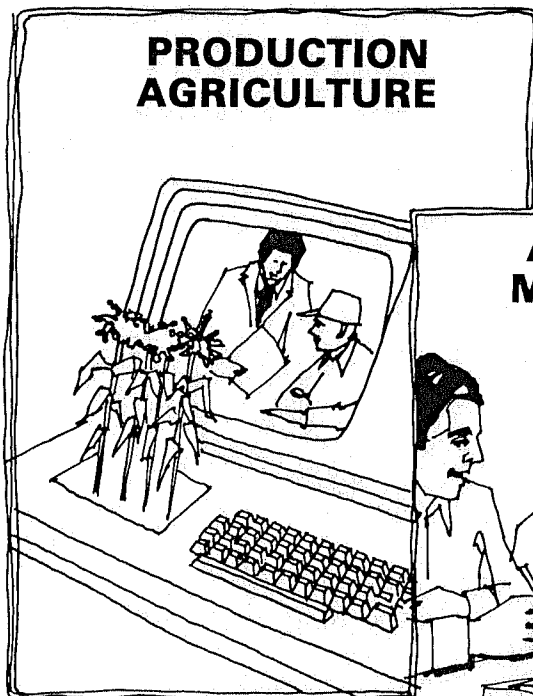
OFFERING EDUCATIONAL  
OPPORTUNITIES IN THE  
FOLLOWING AREAS:

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

### MECHANICS



### PRODUCTION AGRICULTURE



### ADULT FARM MANAGEMENT



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