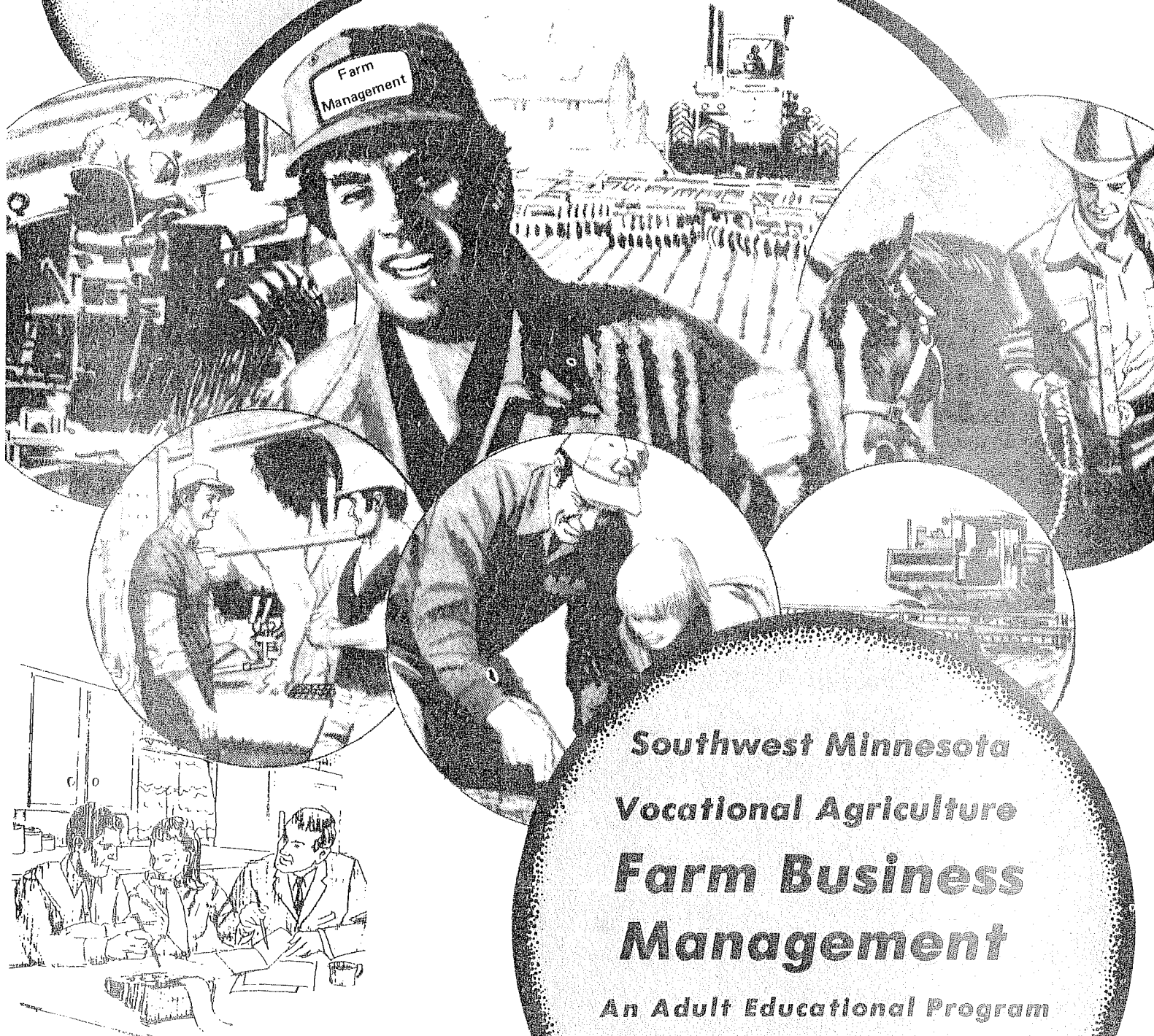
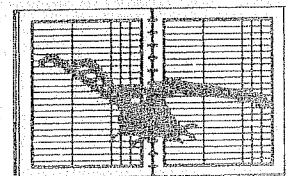


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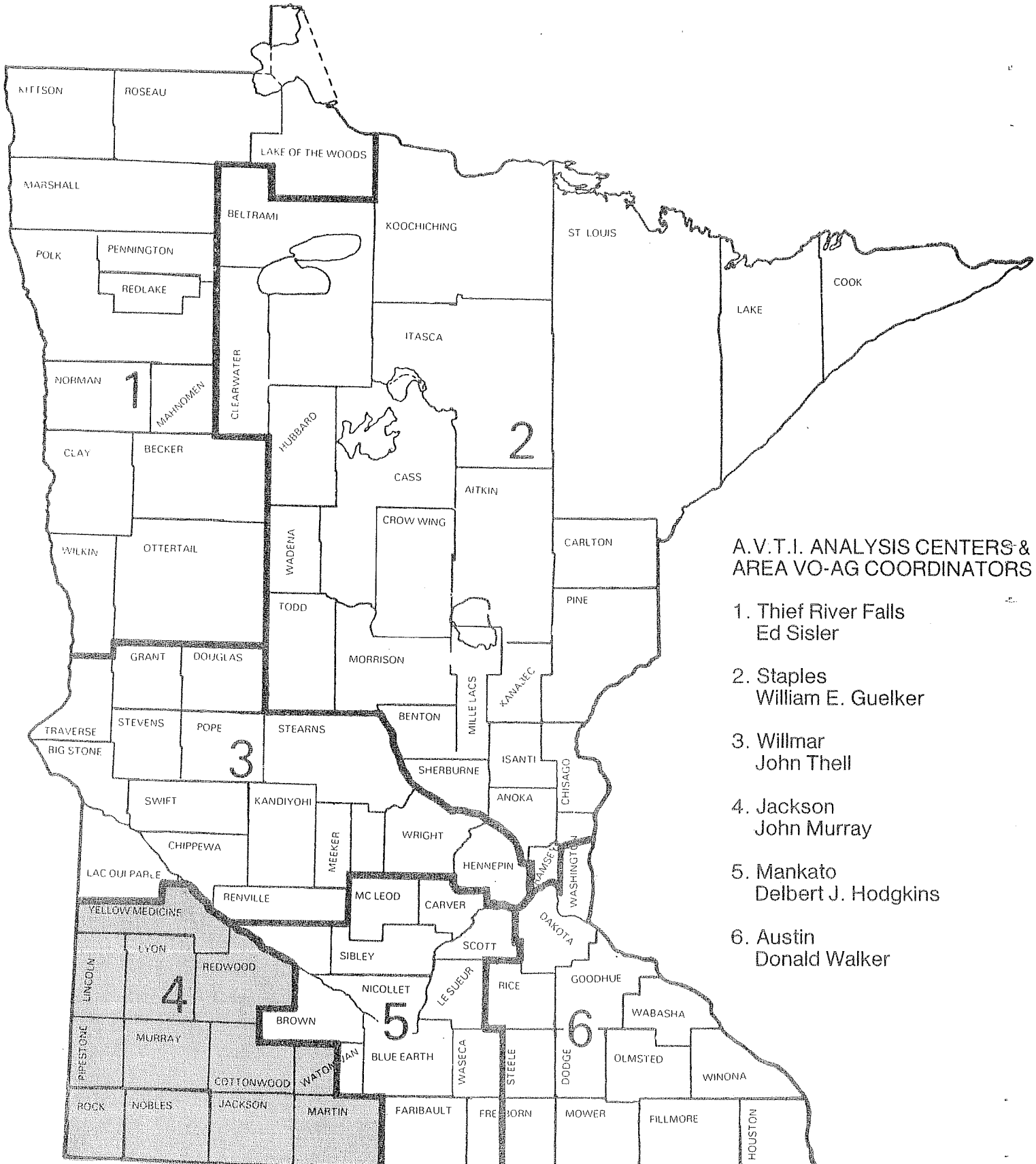
*Southwest Minnesota
Vocational Agriculture
**Farm Business
Management***

An Adult Educational Program



April, 1983
Southwestern Minnesota
Report No. 14
In co-operation with
Vocational Division
Minnesota Department of Education
University of Minnesota
Department of Agricultural Education
Jackson Area Vocational Technical Institute

VO-AG FARM MANAGEMENT AREAS



1983 ANNUAL VOCATIONAL AGRICULTURE FARM BUSINESS MANAGEMENT EDUCATION
PROGRAM REPORT OF SOUTHWESTERN MINNESOTA

JOHN MURRAY
AREA VO-AG PROGRAM COORDINATOR

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KEY TO COLOR CODE OF PAGES

WHITE - GENERAL AND EXPLANATORY INFORMATION

GOLDENROD - WHOLE FARM INFORMATION FOR BOTH OPERATOR AND LANDLORD

BLUE - OPERATOR'S INFORMATION OF BUSINESS

YELLOW - CROP INFORMATION

PINK - LIVESTOCK INFORMATION

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), AVTIS AND LOCAL SCHOOL DISTRICTS.

FROM THE VERY BEGINNING THE PURPOSE OF THE FARM MANAGEMENT EDUCATION PART OF THE ADULT AGRICULTURAL 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:

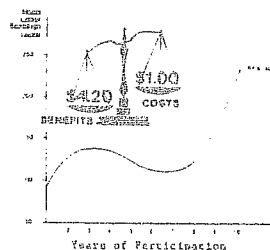
YEAR 1 - FARM BUSINESS RECORDS AND ACCOUNTS.

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. 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.

THE SUMMARY OF FARM RECORDS FOR THE JACKSON AREA (SOUTHWEST MINNESOTA) SHOWS THE RESULTS OF THE 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.

* * * * *

SOURCE OF FARM ANALYSES FOR 1983 FARM BUSINESS SUMMARY FOR SOUTHWEST MINNESOTA (JACKSON AREA)
REGULAR FARM MANAGEMENT EDUCATION PROGRAMS VETERANS FARM TRAINING PROGRAMS

CLASS LOCATION	INSTRUCTOR	CLASS LOCATION	INSTRUCTOR
BREWSTER	GERALD McCONKEY	JACKSON	DOUG O'NEIL
FULDA	MEL FALTINSON	TYLER H.V.C.C.	PAUL BARTZ
HILLS-BEAVAR CREEK	WENDELL ERICKSON	WORTHINGTON	WAYNE FLYNN
JACKSON	CHARLES ASMAN		ROLF MAHLBERG
	DOUG O'NEIL		
LAKEFIELD	HARRY GERDES		
LIVERNE	JAMES OUVORSON		OTHER
MARSHALL	DENNIS SCHROEDER		-----
PIPESTONE	HEINER SWANSON		
SLAYTON	GEORGE CROMPTON	JACKSON A.V.T.I.	FARM OPERATIONS MANAGEMENT
ST. JAMES	RICHARD HEMMINGSEN	PIPESTONE A.V.T.I.	APPRENTICE FARMING
TRUMAN	AL BRUDELIE		
TYLER H.V.C.C.	PAUL BARTZ		
WABASSO	ADRIAN CROMMERT		
WORTHINGTON	WAYNE FLYNN		

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1983

ITEMS	AVERAGES OF 334 FARMS	
1. SIZE OF FARM -TOTAL ACRES	428.2	
2. -TILLABLE ACRES	390.1	
3. WORK UNITS - CROPS	167.21	
4. - LIVESTOCK	276.84	
5. - OTHER	10.47	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	454.51	
7. NUMBER OF WORKERS	1.44	
8. FARM CAPITAL INVESTMENT PER WORKER	\$ 501018	
	JAN. 1	DEC. 31
9. PRODUCTIVE LIVESTOCK		
10. DAIRY COWS	\$ 5373	4991
11. OTHER DAIRY CATTLE	\$ 3203	2953
12. BEEF BREEDING CATTLE	\$ 3565	3373
13. BEEF FEEDER CATTLE	\$ 18723	14391
14. HOGS	\$ 25343	23626
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$ 695	995
16. POULTRY - ALL TYPES	\$ 42	79
17. OTHER LIVESTOCK	\$ 55	48
18. TOTAL PRODUCTIVE LIVESTOCK	\$ 56997	50475
19. CROP, SEED & FEED	\$ 71028	69239
20. POWER, MACHINERY & EQUIPMENT		
21. AUTO & TRUCK (FARM SHARE)	\$ 4561	4332
22. POWER & MACHINERY	\$ 40897	39974
23. IRRIGATION EQUIPMENT	\$ 23	20
24. CUSTOM WORK EQUIPMENT	\$ 143	123
25. LIVESTOCK EQUIPMENT	\$ 9991	9906
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$ 55615	54355
27. LAND	\$ 468627	473456
28. BUILDINGS-FENCES-ETC.	\$ 59913	59157
29. TOTAL FARM CAPITAL	\$ 712179	706663
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	&	-5516

*TABLE 1 ON THIS PAGE LISTS THE CATEGORIES OF FARM CAPITAL FOR THE AVERAGES OF 334 FARMS. PAGE 4 LISTS THE SAME INFORMATION FOR THE 66 MOST PROFITABLE AND 66 LEAST PROFITABLE FARM BUSINESSES. TABLE 1 INCLUDES THE LANDLORD'S SHARE OF THE INVESTMENT FOR RENTED FARMS.

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

SIZE AS MEASURED BY ACRES FOR INDIVIDUAL FARMS VARIED FROM 80 TO OVER 1200 ACRES; HOWEVER, THE VAST MAJORITY OF THE FARMS FELL IN THE RANGE OF 400 TO 640 ACRES.

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1983

ITEMS	66 FARMS HIGH PROFIT		66 FARMS LOW PROFIT	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
1. SIZE OF FARM -TOTAL ACRES		614.8		460.5
2. -TILLABLE ACRES		577.6		422.9
3. WORK UNITS - CROPS		251.22		180.22
4. - LIVESTOCK		275.72		242.83
5. - OTHER		6.74		8.05
6. TOTAL SIZE OF BUSINESS IN WORK UNITS		533.68		431.10
7. NUMBER OF WORKERS		1.72		1.47
8. FARM CAPITAL INVESTMENT PER WORKER	\$	569029		651991
9. PRODUCTIVE LIVESTOCK				
10. DAIRY COWS	\$	826	5002	4393
11. OTHER DAIRY CATTLE	\$	533	3343	2458
12. BEEF BREEDING CATTLE	\$	3017	4337	3925
13. BEEF FEEDER CATTLE	\$	38800	21649	14361
14. HOGS	\$	35649	28259	25838
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$	913	1167	1030
16. POULTRY - ALL TYPES	\$		204	386
17. OTHER LIVESTOCK	\$	95	56	56
18. TOTAL PRODUCTIVE LIVESTOCK	\$	79833	64018	52446
19. CROP, SEED & FEED	\$	109107	86855	61432
20. POWER, MACHINERY & EQUIPMENT				
21. AUTO & TRUCK (FARM SHARE)	\$	5278	6047	5242
22. POWER & MACHINERY	\$	52067	50172	46085
23. IRRIGATION EQUIPMENT	\$			
24. CUSTOM WORK EQUIPMENT	\$		720	617
25. LIVESTOCK EQUIPMENT	\$	9058	16357	16327
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$	66404	73296	68271
27. LAND	\$	582086	687883	687042
28. BUILDINGS-FENCES-ETC.	\$	92920	64455	61452
29. TOTAL FARM CAPITAL	\$	930349	976508	930644
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$			-45865

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

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

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

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

(5)

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

ITEMS	AVERAGE 334	HIGH 66	LOW 66
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. DAIRY COWS	\$ 827	280	901
3. DAIRY PRODUCTS	\$ 8844	1986	7063
4. OTHER DAIRY CATTLE	\$ 1298	71	1542
5. BEEF BREEDING CATTLE	\$ 982	754	820
6. BEEF FEEDER CATTLE	\$ 34840	73364	41761
7. HOGS COMPLETE & MIXED	\$ 37055	61633	38509
8. HOGS FINISHING	\$ 15533	30500	10884
9. HOGS PRODUCING WEANING PIGS	\$ 4577	288	3296
10. SHEEP, GOATS & WOOL, FARM FLOCK	\$ 496	878	527
11. SHEEP & WOOL, FEEDER LAMBS	\$ 686	1894	1221
12. CHICKENS (INCLUDING HENS & BROILERS)	\$ 547		2747
13. TURKEYS	\$		
14. EGGS	\$ 334	205	1427
15. OTHER PRODUCTIVE LIVESTOCK	\$ 149	20	704
16. OTHER MISCELLANEOUS LIVESTOCK INCOME	\$ 5		23
17. TOTAL SALES OF PRODCTIVE LIVESTOCK	\$ 106173	171873	111424
18. SALE OF CROPS			
19. WHEAT	\$ 167	45	162
19A. DURUM	\$		
20. OTHER SMALL GRAINS	\$ 439	388	345
21. CORN	\$ 28813	47764	32034
22. SOYBEANS	\$ 40336	68803	43865
22A. SUNFLOWERS	\$		
23. OTHER ROW CROPS	\$ 144	239	438
24. LEGUMES & OTHER FORAGE	\$ 413	317	507
25. GRASS SEED	\$		
26. FRUIT & NUTS	\$		
27. VEGETABLE ROADSIDE MARKET & SPECIALTY	\$ 68		343
28. NURSERY, TIMBER & OTHER	\$ 89	239	27
29. SET ASIDE ACRES-GOVERMENT PAYMENTS	\$ 2456	4354	2564
29A. PIK ACRES	1731	1416	2324
30. TOTAL SALES FROM CROPS	\$ 74657	123565	82609
31. CAP. ASSETS SOLD (AUTO/TRK/MACH.)	\$ 1119	1539	1654
31A. CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)	\$ 683	24	2006
31B. CAP. ASSETS SOLD (LAND)	\$ 6877	156	19383
32. GAS TAX REFUND	\$ 35	26	62
33. INCOME FROM WORK OFF THE FARM	\$ 1180	1067	989
34. CUSTOM WORK ENTERPRISE INCOME	\$ 209	665	388
35. PATRONAGE REFUNDS	\$ 749	1037	738
36. MISCELLANEOUS FARM INCOME	\$ 3706	7017	4640
37. TOTAL FARM SALES	\$ 195388	306969	223893
38. INCREASE IN FARM CAPITAL	\$	27573	
39. FAMILY LIVING FROM THE FARM	\$ 353	373	331
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 195741	334915	224224

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

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

ITEMS		AVERAGE 334	HIGH 66	LOW 66
1. PURCHASE OF LIVESTOCK				
2. DAIRY COWS	\$	183		465
3. OTHER DAIRY CATTLE	\$	364	94	595
4. BEEF BREEDING CATTLE	\$	501	219	1016
5. BEEF FEEDER CATTLE	\$	15490	39836	17359
6. HOGS COMPLETE & MIXED	\$	1680	1771	2875
7. HOGS FINISHING	\$	4214	10377	2413
8. HOGS PRODUCING WEANING PIGS	\$	582	103	249
9. SHEEP & GOATS	\$	23		3
10. SHEEP, FEEDER LAMBS	\$	724	1987	649
11. CHICKENS (INCLUDING HENS & BROILERS)		199		982
12. TURKEYS	\$			
13. OTHER PRODUCTIVE LIVESTOCK	\$	50		245
14. MISCELLANEOUS LIVESTOCK EXPENSE	\$	4177	4973	5238
15. FEED BOUGHT	\$	27479	40389	31921
16. FERTILIZER	\$	7071	12432	7685
17. CHEMICALS	\$	4756	7100	5289
18. OTHER CROP EXPENSE	\$	7100	9689	8991
19. IRRIGATION OPERATION EXPENSE	\$			
20. CUSTOM WORK ENT. COSTS, INCL. LABOR	\$	73	310	60
21. CUSTOM WORK HIRED	\$	2492	2883	3142
22. REPAIR & UPKEEP OF LIVESTOCK EQUIP.	\$	1517	2414	2058
23. REPAIR & UPKEEP OF FARM REAL ESTATE	\$	1466	1761	1774
24. GAS, OIL & GREASE (FARM SHARE)	\$	5816	7731	6791
25. REPAIR OF MACH, TRACTOR, TRUCK & AUTO	\$	5945	7733	7997
26. REPAIR & UPKEEP OF IRRIGATION EQUIP.	\$			
27. REPAIRS - CUSTOM WORK ENTERPRISE	\$	13	41	24
28. WAGES OF HIRED LABOR	\$	3410	4597	5559
29. PERSONAL PROPERTY & REAL ESTATE TAXES	\$	4623	7508	5177
30. GENERAL FARM EXPENSE	\$	2557	3552	3083
31. TELEPHONE EXPENSE (FARM SHARE)	\$	368	389	439
32. ELECTRICITY EXPENSE (FARM SHARE)	\$	1886	2295	2353
33. TOTAL CASH OPERATING EXPENSE	\$	104760	170181	124431
34. POWER & MACH. BOUGHT (FARM SHARE)	\$	10720	18436	8743
35. IRRIGATION EQUIPMENT BOUGHT	\$			
36. CUSTOM WORK EQUIPMENT BOUGHT	\$			
37. LIVESTOCK EQUIPMENT BOUGHT	\$	2196	2509	2991
38. NEW REAL ESTATE - BLDGS/IMPROVEMENTS	\$	5994	8072	5995
38A. NEW REAL ESTATE - LAND	\$	12041	15880	20410
39. TOTAL FARM PURCHASES (33) THRU (38A)	\$	135711	215078	162571
40. DECREASE IN FARM CAPITAL	\$	5517		45864
41. INTEREST ON FARM CAPITAL (7% OPPORT CHG)	\$	49660	66089	66750
42. UNPAID FAMILY LABOR	\$	319	535	240
43. LABOR CHARGE PARTNER & OTHER PARTNERS	\$			
44. BOARD FURNISHED HIRED LABOR	\$	21	66	31
45. TOTAL FARM EXPENSE (39) THRU (44)	\$	191228	281768	275456
46. RETURN TO OPER. LABOR & MGMT-SINGLE OPERT. (W.F.) (2A/40)-(45)	\$	4513	53147	-45730
47. NUMBER OF OPERATORS		1	1	1
48. FULL TIME OPERATOR EQUIVALENTS		1.13	1.28	1.07
49. RETURN TO OPERATOR LABOR & MGT/FULL TIME OPERATOR EQUIVALENT	\$	3687	44504	-45730

TABLE 3 - ENTERPRISE STATEMENT FOR WHOLE FARM - 1983

ITEMS	AVERAGE 334	HIGH 66	LOW 66
1. RETURNS & NET INCREASES			
2. PRODUCTIVE LIVESTOCK			
3. DAIRY COWS	\$ 7782	1929	5627
4. OTHER DAIRY CATTLE	\$ 2291	617	1609
5. BEEF BREEDING CATTLE	\$ 1274	1264	1252
6. FEEDER CATTLE	\$ 14059	29371	15238
7. HOGS, COMPLETE & MIXED	\$ 34589	60042	35523
8. HOG FINISHING ENTERPRISE	\$ 9591	18725	5651
9. PRODUCING WEANING PIGS	\$ 4887	862	3653
10. SHEEP & GOATS	\$ 365	622	451
11. SHEEP, FEEDER LAMBS	\$ 372	847	510
12. CHICKENS (INCLUDING HENS & BROILERS)	\$ 720	205	3373
13. TURKEYS	\$		
14. OTHER PRODUCTIVE LIVESTOCK	\$ 93	2	459
15. TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 76024	114388	73345
16. VALUE OF FEED FED TO LIVESTOCK (MINUS)	\$ 54220	81853	57768
17. RETURN OVER FEED FROM LIVESTOCK	\$ 21803	32536	15577
18. CROP, SEED & FEED	\$ 80634	151835	61055
19. PATRONAGE REFUNDS	\$ 749	1037	738
20. MISCELLANEOUS FARM INCOME	\$ 3706	7017	4640
21. CUSTOM WORK ENTERPRISE	\$ 103	315	201
22. TOTAL RETURNS & NET INCREASES	\$ 106995	192740	82212
23. EXPENSES & NET DECREASES	\$		
24. TRUCK & AUTO (FARM SHARE)	\$ 4240	4997	5089
25. TRACTORS & CROP MACHINERY	\$ 19422	27208	23531
26. IRRIGATION EQUIPMENT	\$		
27. ELECTRICITY	\$ 1886	2295	2353
28. LIVESTOCK EQUIPMENT	\$ 3810	4827	5069
29. BUILDINGS, FENCES & TILING	\$ 7867	12143	10636
30. BARE LAND	\$		
31. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 4177	4973	5238
32. LABOR	\$ 3873	5611	6078
33. LABOR CHARGE FOR OTHER OPERATOR(S)	\$		
34. PROPERTY TAX	\$ 4623	7508	5177
35. GENERAL FARM EXPENSE & TELEPHONE	\$ 2924	3941	3523
36. INTEREST ON FARM CAPITAL (7% OPORT. CHG)	\$ 49660	66089	66750
37. TOTAL EXPENSES & NET DECREASES	\$ 102482	139592	133443
38. RETURN TO OPERATOR & MGT. (SINGLE OPR)	\$ 4513	53147	-51232
39. NUMBER OF FARM OPERATORS	1	1	1
40. FULL TIME OPERATORS EQUIVALENTS	1.13	1.28	1.07
41. RTRN TO OPR LABOR & MGT/FULL TIME OPR.	\$ 3687	44504	-45730

TABLE 3 COMBINES TABLE 1, 2A & 3. 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 RETURN TO OPERATORS LABOR AND MANAGEMENT IS THE SAME AS THOSE ON PAGE 6, LINE 46.

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1983

ITEMS	AVERAGE OF 234 FAMILIES	PER ADULT EQUIVALENT
1. NUMBER OF PERSONS - FAMILY	5	
2. NUMBER OF ADULT EQUIVALENT - OPERATOR'S SHARE	2.9	
3. CHURCH & WELFARE	\$ 811	279.66
4. MEDICAL CARE & HEALTH INSURANCE	2167	747.24
5. FOOD & MEALS BOUGHT	3810	1313.79
6. OPERATING EXPENSE & SUPPLIES	1619	558.28
7. FURNISHINGS & EQUIPMENT	1314	453.11
8. CLOTHING & CLOTHING MATERIALS	1200	413.79
9. PERSONAL CARE & SPENDING	1005	346.55
10. EDUCATION	345	118.97
11. RECREATION	817	281.72
12. GIFTS & SPECIAL EVENTS	691	238.28
13. PERSONAL SHARE TRUCK & AUTO EXPENSE	874	301.38
14. OPERATOR SHARE UPKEEP ON DWELLING	309	106.55
14A. CASH RENT (PERSONAL)	6	2.07
15. PERSONAL SHARE TELEPHONE & ELECTRICITY EXP	637	219.66
15A. PERSONAL SHARE - GENERAL FARM EXPENSE	53	18.28
16. TOTAL CASH LIVING EXPENSE	\$ 15659	5399.66
17. PERSONAL SHARE NEW TRUCK & AUTO	544	187.59
18. NEW DWELLING BOUGHT	793	273.45
19. TAXES & OTHER DEDUCTIONS	1884	649.66
20. LIFE INSURANCE, OTHER SAVINGS & INVESTMENTS	3373	1163.09
21. TOTAL HOUSEHOLD & PERSONAL (16) THRU (20)	\$ 22254	7673.79
22. TOTAL FAMILY LIVING FROM THE FARM (33)	357	123.11
23. TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$ 22611	7796.91

FAMILY LIVING FROM THE FARM

	QUANTITY	OPERATOR SHARE
25.		
26. MILK & CREAM (QUARTS)	139	40
27. BEEF (POUNDS)	331	221
28. PORK (POUNDS)	213	91
29. LAMB & MUTTON (POUNDS)	3	2
30. POULTRY, ALL FOWL (POUNDS)		
31. EGGS (DOZEN)	3	1
32. VEGETABLES, FRUITS & OTHER PRODUCE		2
33. TOTAL FAMILY LIVING FROM THE FARM		357

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. *THESE FAMILIES SPEND AN AVERAGE OF \$1305 PER MONTH FOR CASH LIVING EXPENSE (LINE 16) AND A TOTAL OF \$1855 PER MONTH FOR TOTAL PERSONAL AND HOUSEHOLD EXPENSE (LINE 21).

**TABLE 4 INCLUDES 234 FARM FAMILIES THAT KEPT COMPLETE HOUSEHOLD AND PERSONAL RECORDS.

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1983
FOR THOSE OPERATORS WITH A COMPLETE RECORD OF ASSETS & LIABILITIES

ITEMS	AVERAGE 304	
	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 54637	48321
2. CROP, SEED & FEED	69228	68428
3. TOTAL POWER, MACHINERY & EQUIPMENT	54639	53071
4. LAND (ACRES OWNED 154.2) TILLABLE (129.4)	152414	159867
5. BUILDINGS, FENCES, ETC.	55006	54923
6. TOTAL FARM CAPITAL	\$ 385924	384610
7. NON-FARM ASSETS	23148	26995
7A. CASH ON HAND & IN BANK	5964	7229
7B. NON FARM REAL ESTATE	3781	4365
8. DWELLING	18975	19973
9. TOTAL ASSETS	\$ 437793	443172
10. REAL ESTATE MORTGAGES	115806	124375
11. CHATTEL MORTGAGES	70044	68693
12. NOTES	40020	38845
13. ACCOUNTS PAYABLE	3399	3911
14. TOTAL LIABILITIES	\$ 229270	235823
15. FARMERS NET WORTH	\$ 208523	207349
16. GAIN (OR LOSS) IN NET WORTH		-1173
* * * * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 8854	
19. RETURN TO CAPITAL & FAMILY LABOR (6B/48)	\$ 13418	
20. NON-FARM INCOME		
21. OUTSIDE INVESTMENT INCOME	1073	
22. OTHER PERSONAL INCOME & INCOME TAX REFUND	4096	
22A. SALE OF (P.S.) DWELLING, AUTO & TRUCK	37	
23. TOTAL NON-FARM INCOME	\$ 5206	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 18624	
25. TOTAL MONEY BORROWED	123608	
26. TOTAL PAID ON DEBT (PRINCIPAL)	115579	
27. TOTAL HOUSEHOLD&PERS CASH/NON-CASH (4/23)	20207	
28. RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S.)	.955	
	JAN. 1	DEC. 31
29. RATIO: TOTAL-ASSETS TO LIABILITIES	1.910	1.879
30. RATIO: NON-REAL ESTATE-ASSETS TO LIABILITIES	1.830	1.831
31. RATIO: REAL ESTATE-ASSETS TO LIABILITIES	1.988	1.923
32. RATIO: NET WORTH TO TOTAL LIABILITIES	.910	.879
33. *RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.770
34. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.298
35. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.505
*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS		

TABLE 5 - NET WORTH STATEMENT - OPERATOR - 1983
FOR THOSE OPERATORS WITH A COMPLETE RECORD OF ASSETS & LIABILITIES

ITEMS	61 HIGH PROFIT FARMS		61 LOW PROFIT FARMS	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 69468	62748	69873	59828
2. CROP, SEED & FEED	100678	118390	89177	65667
3. TOTAL POWER, MACHINERY & EQUIPMENT	55886	55788	76528	70925
4. LAND	199454	215868	231973	235683
5. BUILDINGS, FENCES, ETC.	72782	71987	72558	73453
6. TOTAL FARM CAPITAL	\$ 498269	524781	540108	505556
7. NON-FARM ASSETS	32494	36918	24122	27284
7A. CASH ON HAND & IN BANK	5444	7624	1634	984
7B. NON FARM REAL ESTATE	3766	6735	1631	1631
8. DWELLING	24370	24490	22856	24328
9. TOTAL ASSETS	\$ 564344	600549	590351	559782
10. REAL ESTATE MORTGAGES	154431	182456	167829	170252
11. CHATTEL MORTGAGES	60754	51834	118105	126439
12. NOTES	67866	59473	60647	56889
13. ACCOUNTS PAYABLE	4591	6887	3222	3118
14. TOTAL LIABILITIES	\$ 287642	300650	349803	356698
15. FARMERS NET WORTH	\$ 276702	299898	240548	203085
16. GAIN (OR LOSS) IN NET WORTH		23196		-37464
* * * * *				
17. SUPPLEMENTARY MANAGEMENT INFORMATION				
18. RETURN TO OPERATORS LABOR & MGMT. (68/47)	\$ 54064		-42273	
19. RETURN TO CAPITAL & FAMILY LABOR (68/48)	\$ 61492		-40413	
20. NON-FARM INCOME				
21. OUTSIDE INVESTMENT INCOME	1269		441	
22. OTHER PERSONAL INCOME & INCOME TAX REFUND	3672		6333	
22A. SALE OF (P.S.) DWELLING, AUTO & TRUCK	4		34	
23. TOTAL NON-FARM INCOME	\$ 4944		6808	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 66436		-33605	
25. TOTAL MONEY BORROWED	153207		187750	
26. TOTAL PAID ON DEBT (PRINCIPAL)	139472		175084	
27. TOTAL HOUSEHOLD&PERS CASH/NON-CASH (4/23)	23112		19242	
28. RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S.)	.814		1.186	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
29. RATIO: TOTAL-ASSETS TO LIABILITIES	1.962	1.998	1.688	1.569
30. RATIO: NON-REAL ESTATE-ASSETS TO LIABILITIES	1.982	2.381	1.436	1.205
31. RATIO: REAL ESTATE-ASSETS TO LIABILITIES	1.945	1.749	1.96	1.968
32. RATIO: NET WORTH TO TOTAL LIABILITIES	.962	.997	.688	.569
33. *RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.718		.892
34. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.327		.279
35. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.567		.436
*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS				

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

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

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

**THE RATIO OF ASSETS TO LIABILITIES (LINE 29) 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 334	HIGH 66	LOW 66
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS				
2. DAIRY COWS	\$	785	223	990
3. DAIRY PRODUCTS	\$	8380	1748	12275
4. OTHER DAIRY CATTLE	\$	1240	212	1912
5. BEEF BREEDING CATTLE	\$	958	963	1253
6. BEEF FEEDER CATTLE	\$	32896	68029	45486
7. HOGS COMPLETE & MIXED	\$	35871	36999	38873
8. HOGS FINISHING	\$	15266	27000	11968
9. HOGS PRODUCING WEANING PIGS	\$	4561	53	6732
10. SHEEP, GOATS & WOOL, FARM FLOCK	\$	494	749	640
11. SHEEP & WOOL, FEEDER LAMBS	\$	686	1894	1221
12. CHICKENS (INCLUDING HENS & BROILERS)	\$	547		2747
13. TURKEYS	\$			
14. EGGS	\$	334	205	1427
15. OTHER PRODUCTIVE LIVESTOCK	\$	149	20	704
16. OTHER MISCELLANEOUS LIVESTOCK INCOME	\$	5		23
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$	102171	138095	126251
18. SALE OF CROPS				
19. WHEAT	\$	132	79	144
20. OTHER SMALL GRAINS	\$	399	392	455
21. CORN	\$	25478	40238	28178
22. SOYBEANS	\$	35902	53548	38153
22A. SUNFLOWERS	\$			
23. OTHER ROW CROPS	\$	144	239	139
24. LEGUMES & OTHER FORAGE	\$	320	237	488
25. GRASS SEED	\$			
26. FRUIT & NUTS	\$			
27. VEGETABLE ROADSIDE MARKET & SPECIALTY	\$	68		343
28. NURSERY, TIMBER & OTHER	\$	89	186	27
29. SET ASIDE ACRES-GOVERNMENT PAYMENTS	\$	2272	3601	2582
29A. PIK ACRES		1460	1228	2248
30. TOTAL SALES FROM CROPS	\$	66265	99747	72756
31. CAP. ASSETS SOLD (AUTO/TRK/MACH.)	\$	1119	1471	1663
31A. CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)	\$	288		1299
31B. CAP. ASSETS SOLD (LAND)	\$	3754	156	16383
32. GAS TAX REFUND	\$	35	38	46
33. INCOME FROM WORK OFF THE FARM	\$	1163	1564	1076
34. CUSTOM WORK ENTERPRISE INCOME	\$	209	665	388
35. PATRONAGE REFUNDS	\$	747	910	794
36. MISCELLANEOUS FARM INCOME	\$	3685	4727	4255
37. TOTAL FARM SALES	\$	179436	247372	224912
38. INCREASE IN FARM CAPITAL	\$		25325	
39. FAMILY LIVING FROM THE FARM	\$	330	352	313
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$	179766	273049	225225
41. ADJUSTED TOTAL FARM SALES (37)-(31)	\$	174275	245745	205567
42. TOTAL CASH FARM OPERATING EXPENSE	\$	134233	176209	182553
43. NET CASH OPERATING INCOME	\$	40042	69536	23014

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

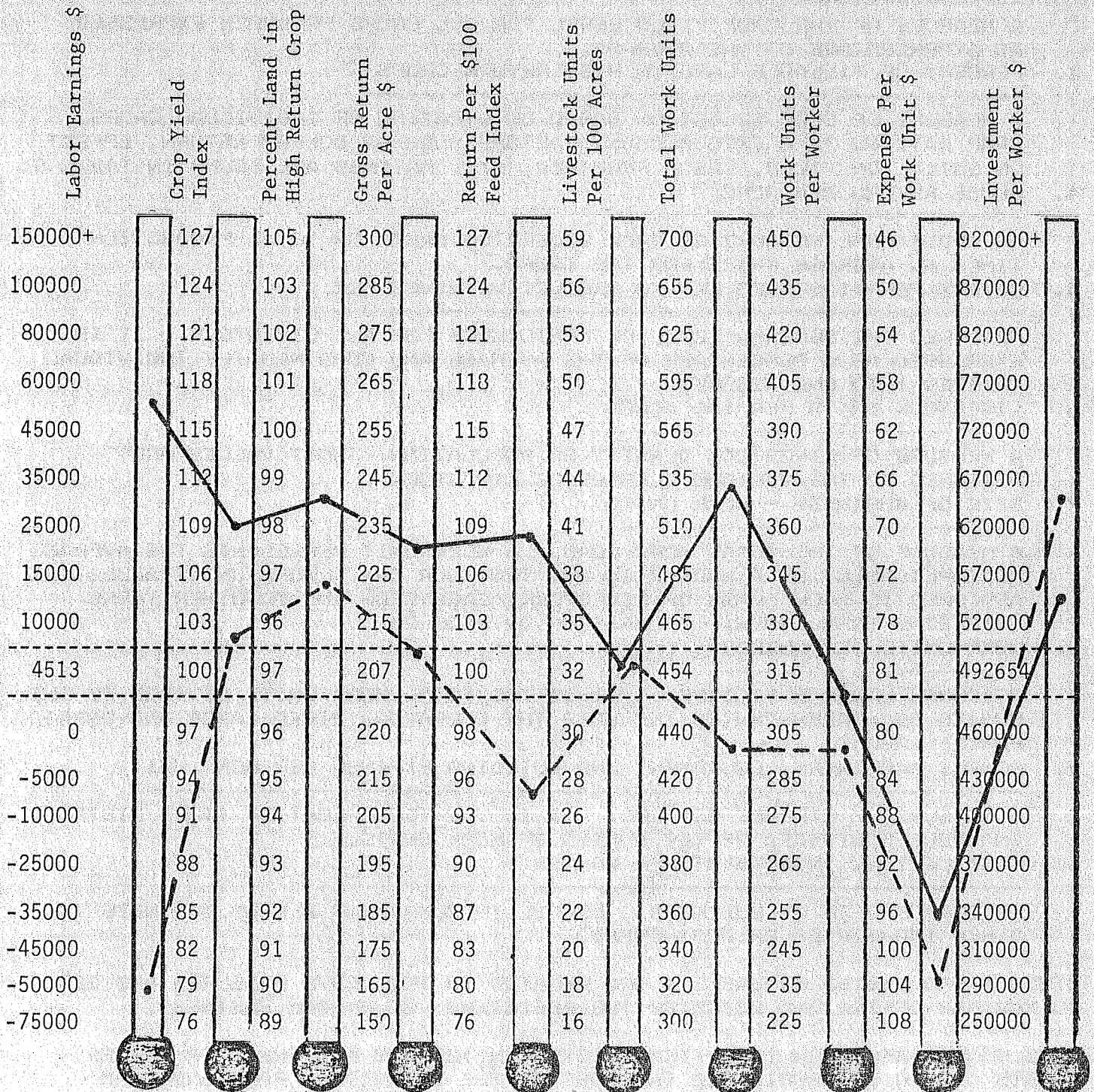
TABLE 6B - OPERATOR'S SHARE OF CASH EXPENSES - 1983

ITEMS		AVERAGE 334	HIGH 66	LOW 66
1. PURCHASE OF LIVESTOCK				
2. DAIRY COWS	\$	183		576
3. OTHER DAIRY CATTLE	\$	345	84	753
4. BEEF BREEDING CATTLE	\$	469	164	829
5. BEEF FEEDER CATTLE	\$	14608	32919	19999
6. HOGS COMPLETE & MIXED	\$	1619	1238	3073
7. HOGS FINISHING	\$	4138	8944	2043
8. HOGS PRODUCING WEANING PIGS	\$	577	103	800
9. SHEEP & GOATS	\$	23		3
10. SHEEP, FEEDER LAMBS	\$	724	1987	649
11. CHICKENS (INCLUDING HENS & BROILERS)		199		982
12. TURKEYS	\$			
13. OTHER PRODUCTIVE LIVESTOCK	\$	50	7	245
14. MISCELLANEOUS LIVESTOCK EXPENSE	\$	4096	3506	6685
15. FEED BOUGHT	\$	26874	25543	34196
16. FERTILIZER	\$	6606	9738	7894
17. CHEMICALS	\$	4451	5778	5090
18. OTHER CROP EXPENSE	\$	6885	7971	9451
19. IRRIGATION OPERATION EXPENSE	\$			
20. CUSTOM WORK ENT. COSTS, INCL. LABOR	\$	73	310	60
21. CUSTOM WORK HIRED	\$	2447	2913	3253
22. REPAIR & UPKEEP OF LIVESTOCK EUIP.	\$	1493	1380	2006
23. REPAIR & UPKEEP OF FARM REAL ESTATE	\$	1452	1516	1971
24. GAS, OIL & GREASE (FARM SHARE)	\$	5723	6914	7215
25. REPAIR OF MACH, TRACTOR, TRUCK & AUTO	\$	5873	6851	8379
26. REPAIR & UPKEEP OF IRRIGATION EQUIP.	\$			
27. REPAIRS - CUSTOM WORK ENTERPRISE	\$	13	41	24
28. WAGES OF HIRED LABOR	\$	3398	3164	6251
29. PERSONAL PROPERTY & REAL ESTATE TAXES	\$	1644	2255	2212
30. CASH RENT	\$	12487	19174	15322
31. GENERAL FARM EXPENSE	\$	2529	3034	3515
32. TELEPHONE EXPENSE (FARM SHARE)	\$	366	388	522
33. ELECTRICITY EXPENSE (FARM SHARE)	\$	1867	1789	2772
34. INTEREST ACTUALLY PAID	\$	23022	28499	35783
35. TOTAL CASH OPERATING EXPENSE	\$	134233	176209	182553
36. POWER & MACH. BOUGHT (FARM SHARE)	\$	10616	12989	9211
37. IRRIGATION EQUIPMENT BOUGHT	\$			
38. CUSTOM WORK EQUIPMENT BOUGHT	\$			
39. LIVESTOCK EQUIPMENT BOUGHT	\$	2191	1501	3424
40. NEW REAL ESTATE - BLDGS/IMPROVEMENTS	\$	5967	6662	9961
40A. NEW REAL ESTATE - LAND	\$	12041	15721	24563
41. TOTAL FARM PURCHASES (33) THRU (38A)	\$	165049	213083	229712
42. DECREASE IN FARM CAPITAL	\$	1277		35906
43. INTEREST ON FARM CAPITAL (7% OPPORT CHG)	\$	4638	6102	2116
44. UNPAID FAMILY LABOR	\$	319	384	253
45. BOARD FURNISHED HIRED LABOR	\$	21	56	32
46. TOTAL FARM EXPENSE (41) THRU (45)	\$	171304	219625	268019
47. RETURN TO OPER. LABOR & MGMT-SINGLE OPERT. (6A/40) - (46)	\$	8462	53424	-42794
48. RETURN TO CAPITAL & FAMILY LABOR (47)+(44)+(43)	\$	13419	59910	-40426

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

Thermometer Chart

Using your figures from page 15, 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. Most profitable farms are indicated by a solid line, while the least profitable are shown by a broken line.



MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

THE FOLLOWING EXPLANATIONS AND DEFINITIONS ARE FOR USE IN INTERPRETING TABLE 8 ON PAGE 15 AND THE THERMOMETER CHART ON PAGE 13.

1. RETURN TO OPERATOR'S LABOR AND MANAGEMENT

A MEASURE OF THE RELATIVE FINANCIAL RETURNS FOR THE OPERATOR'S LABOR AND MANAGEMENT, TAKING INTO ACCOUNT ALL INCOME AND EXPENSE BOTH CASH AND NON-CASH, INCLUDING A CHARGE FOR THE USE OF FARM CAPITAL. THIS IS BASED ON THE WHOLE FARM BUSINESS AS FOUND IN TABLES 2 AND 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 FACTORS SUCH AS DOLLAR RETURN, EFFECT ON SOIL, TDN YIELD, LABOR REQUIRED, ETC. RATINGS ARE FOUND IN 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 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 TEN HOUR DAY. WORK UNIT VALUES ARE ASSIGNED TO EACH CLASS OF LIVESTOCK, EACH CROP AND TO OTHER TASKS UTILIZING FARM LABOR. EXPLANATION ON PAGE 23.

8. WORK UNITS PER WORKER

MEASURES LABOR EFFICIENCY. IT IS THE TOTAL WORK UNITS DIVIDED BY THE NUMBER OF WORKERS WHICH INCLUDES THE OPERATOR, HIRED LABOR AND UNPAID 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 OF A FARM BUSINESS.

NOTE SHOULD BE TAKEN THAT ITEMS LISTED IN TABLE 8 AND THE THERMOMETER CHARTS ARE TO BE CONSIDERED IN LIGHT OF THE INDIVIDUAL FARM AND FARM OPERATOR. ALTHOUGH IN GENERAL, AN ABOVE-AVERAGE LEVEL FOR EACH FACTOR LISTED WOULD INDICATE AS ABOVE AVERAGE EARNINGS, THIS MAY NOT BE TRUE WHEN INDIVIDUAL FARMS ARE CONSIDERED. THE INTER-RELATIONSHIP OF FACTORS VARIES FROM ONE FARM BUSINESS TO ANOTHER FARM BUSINESS.

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

ITEMS	AVERAGE 334	HIGH 66	LOW 66
1. RETURN TO OPERATORS LABOR & MANAGEMENT \$	4513	53147	-51232
2. CROP YIELD INDEX	100.0	109.1	102.8
3. % TILLABLE LAND IN HIGH RETURN CROPS	96.9	98.6	96.9
4. GROSS RETURN PER TILLABLE ACRE \$	207.33	228.89	209.57
5. RETURN PER \$100 FEED FED PROD.LVSTK INDEX	100.0	108.1	94.3
6.*LIVESTOCK UNITS PER 100 ACRES	31.57	32.06	32.07
7. SIZE OF BUSINESS - WORK UNITS	454.51	533.68	431.11
8. WORK UNITS PER WORKER	315.63	310.28	293.27
9. POWER,MACH,EQUIP,BLDG EXPENSE/WORK UNIT \$	81.22	96.98	104.09
10. FARM CAPITAL INVESTMENT PER WORKER \$	492654	548916	648691
11. INDEX OF RETURN PER \$100 FEED FED			
12. 6100A BEEF BREEDING HERD	100.0	96.9	72.1
13. 6140A BEEF FEEDERS FEEDLOT	100.0	102.2	98.3
14. 6290A DAIRY COWS	100.0	116.2	69.8
15. 6310A OTHER DAIRY REPLACEMENTS	100.0	96.3	66.3
16. 6470A HOGS, FARROW TO FINISH	100.0	102.3	95.1
17. 6490A HOGS, FINISHING	100.0	94.9	85.4
18. 6510A HOGS, WEANING PIG PRODUCTION	100.0	102.9	79.4
19. 6530A HOGS, MIXED SYSTEMS	100.0	125.4	92.1
20. 6670A SHEEP, FARM FLOCK	100.0	102.6	92.6
30. NUMBER OF ANIMAL UNITS	123.31	185.18	136.01
31. WORK UNITS			
32. CROPS	167.21	251.22	180.22
33. PRODUCTIVE LIVESTOCK	276.84	275.72	242.83
34. OTHER PRODUCTIVE LIVESTOCK	10.47	6.74	8.05
35. EXPENSES PER WORK UNIT			
36. TRACTOR & CROP MACHINERY EXPENSES \$	42.76	51.43	54.66
37. FARM SHARE OF AUTO & TRUCK \$	9.34	9.38	11.82
38. FARM SHARE OF ELECTRIC EXPENSE \$	4.15	4.31	5.47
39. LIVESTOCK EQUIPMENT EXPENSE \$	8.39	9.06	11.78
40. BUILDING,FENCE & TILING EXPENSE \$	16.59	22.79	20.37
40A.OTHER EXP/WORK UNITS (INC. CUSTOM ENT)			
40B. GENRL FRM TELE/OTHR UTILIT.EXCEPT ELEC \$	6.43	7.38	8.17
40C. HIRED LABOR \$	7.49	8.61	12.89
41.** TRACTOR & CROP MACH.EXP.PER CROP ACRE \$	49.73	47.43	55.58
42. FARM POWER & MACH.COST ALLOC. TO CROPS\$	2853.84	2415.36	3109.23
43. BLDG.,FENCE & TILING COST ALLOCATED TO CROPS BCAF (5) \$	3422.58	6282.01	3921.08
44. *ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE			
45. **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY			

TABLE 9 - CROP DATA FOR 334 FARMS - 1983

CROP	CROP RANK	AVERAGE YIELD/AC.	COST PER UNIT OF PRODUCTION	RETURN OVER LISTED COSTS PER ACRE
OATS	D	53.6 BU.	\$ 2.53	\$ -19.18
WHEAT	B	35.4 BU.	4.23	11.44
CORN	A	83.9 BU.	2.91	17.43
SOYBEANS	A	35.1 BU.	5.33	99.14
CORN SILAGE	A	12.1 TON	17.94	43.14
ALFALFA	A	4.1 TON	42.33	73.29
OATS SILAGE	D	9.2 TON	14.87	12.21

* * * * *

SUPPLEMENTARY MANAGEMENT INFORMATION	AVERAGE 334	HIGH 66	LOW 66
PERCENT LAND TILLABLE	91.1	93.9	91.8
PERCENT LAND IN HIGH RETURN CROPS	96.9	98.6	96.9
*FERTILIZER COST PER ACRE	17.97	19.31	19.32
*CROP CHEMICALS COST PER ACRE	15.98	16.66	16.35
*SEED & OTHER COSTS PER ACRE	21.25	20.65	22.46
*GAS, OIL & GREASE BOUGHT PER ACRE	15.66	13.93	17.65
*REPAIR & MAINTENANCE COST PER ACRE	19.74	16.71	25.14
*TILLABLE LAND MINUS TILLABLE PASTURE, FALLOW & IDLE LAND			

* * * * *

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", LINES 8 THRU 13.

"ALLOCATED COSTS", LINES 17 THRU 22, 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 WITHIN THE FARM BUSINESS ARE ITEMS SUCH AS ELECTRICITY, TELEPHONE, GENERAL FARM EXPENSE AND INTEREST. HOWEVER, IF ONE WISHES TO DISTRIBUTE THESE COSTS TO CROP AND LIVESTOCK ENTERPRISES WITHIN THE BUSINESS, SPACES ARE PROVIDED AT BOTTOM OF EACH CROP AND LIVESTOCK PRINTOUT.

TABLE 10 - CROP DATA FOR OATS - 1983

		AVERAGE 111	HIGH 22	LOW 22
1. ACRES		18.2	18.0	18.5
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		53.6	69.1	40.1
3. VALUE PER UNIT	\$	1.46	1.48	1.45
4. CROP PRODUCT RETURN	\$	78.31	102.11	58.01
5. OTHER CROP INCOME**	\$	37.97	63.51	19.57
6. TOTAL CROP RETURN	\$	116.27	165.61	77.57
7. DIRECT COSTS	\$			
8. FERTILIZER	\$	6.65	6.01	15.41
9. CHEMICALS	\$	.99	.44	1.41
10. SEED	\$	8.68	7.99	10.59
10A. CROP DRYING	\$			
10B. OTHER EXPENSE	\$	1.54	.67	1.78
11. SPECIAL HIRED LABOR	\$	.88	.33	1.84
12. CUSTOM WORK HIRED	\$	5.27	3.89	8.59
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	24.01	19.33	39.62
15. RETURN OVER DIRECT COSTS	\$	92.26	146.28	37.95
16. ALLOCATED COSTS	\$			
17. FARM POWER & MACHINERY - OWNERSHIP	\$	13.94	14.54	13.76
18. FARM POWER & MACHINERY - OPERATION	\$	18.18	20.01	17.12
19. IRRIGATION EQUIPMENT OWNERSHIP	\$			
20. LAND COSTS	\$	74.29	70.55	72.14
21. MISCELLANEOUS COSTS	\$			.11
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	5.03	4.87	4.96
23. TOTAL ALLOCATED COSTS	\$	111.44	109.97	108.09
24. RETURN OVER ALL LISTED COSTS	\$	-19.18	36.31	-70.14
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR		1.00	1.00	.95
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	2.53	1.87	3.69
29. RETURN OVER LISTED COSTS PER UNIT	\$	-.36	.53	-1.76
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		92.77	87.36	101.87
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	40.67	42.01	41.57
31. TOTAL LISTED COSTS PER ACRE	\$	135.45	129.31	147.71
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	2.99	2.13	3.22
33A. BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$			
40. QUANTITY SOLD (OPERATOR SHARE)				

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF STRAW, INSURANCE LOSS PAYMENTS AND
DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR SPRING WHEAT, CANNING PEAS & CORN, AND PIK CORN & WHEAT- 1983

	SPRING WHEAT 11 FARMS	CANNING PEAS 4 FARMS	CANNING CORN 3 FARMS	PIK CORN 225 FARMS	PIK WHEAT 12 FARMS
1. ACRES	25.7	31.8	66.1	94.8	50.4
	PER ACRE	PER ACRE	PER ACRE	PER ACRE	PER ACRE
2. YIELD	35.4	82.23	123.55	58.4	35.8
3. VALUE PER UNIT	\$ 3.68	1.00	1.00	3.04	3.77
4. CROP PRODUCT RETURN	\$ 130.31	82.23	123.55	177.55	134.86
5. OTHER CROP INCOME**	\$ 30.74	14.59		28.73	11.35
6. TOTAL CROP RETURN	\$ 161.05	96.82	123.55	206.28	146.21
7. DIRECT COSTS	\$				
8. FERTILIZER	\$ 15.95		43.79	1.22	.62
9. CHEMICALS	\$ 2.72	1.32	18.91	1.61	3.17
10. SEED	\$ 13.46			3.41	3.49
10A. CROP DRYING	\$				
10B. OTHER EXPENSE	\$ 2.68	5.31	.61	.33	.02
11. SPECIAL HIRED LABOR	\$ 1.28	.49	.29	.22	.14
12. CUSTOM WORK HIRED	\$ 3.39	.22		.38	.26
13. IRRIGATION OPERATION	\$				
14. TOTAL DIRECT COSTS	\$ 39.48	7.35	63.61	7.16	7.71
15. RETURN OVER DIRECT COSTS	\$ 121.57	89.47	59.95	199.12	138.51
16. ALLOCATED COSTS	\$				
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 16.46	21.01	27.29	11.35	13.65
18. FARM POWER & MACHINERY - OPERATION	\$ 17.37	20.41	22.51	12.48	13.26
19. IRRIGATION EQUIPMENT OWNERSHIP	\$				
20. LAND COSTS	\$ 69.91	97.49	95.33	81.88	74.25
21. MISCELLANEOUS COSTS	\$				
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 6.37	4.69	6.36	3.53	3.98
23. TOTAL ALLOCATED COSTS	\$ 110.13	143.59	151.49	109.24	105.14
24. RETURN OVER ALL LISTED COSTS	\$ 11.44	-54.13	-91.54	89.88	33.37
25. SUPPLEMENTARY MANAGEMENT INFORMATION					
26. WORK UNITS ASSIGNED PER ACRE	.30	.40	.50	.20	.20
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 4.23	1.84	1.74	1.99	3.15
29. RETURN OVER LISTED COSTS PER UNIT	\$.32	-.66	-.74	1.54	.93
30. BREAK-EVEN YIELD/UNITS OF PRODUCTION	40.65	150.95	215.09	38.29	29.93
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 42.48	46.25	56.16	27.61	31.06
31. TOTAL LISTED COSTS PER ACRE	\$ 149.61	150.95	215.09	116.39	112.84
32. OTHER POSSIBLE COSTS NOT LISTED					
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 2.37	4.51	5.79	2.19	1.71
33A. BUILDINGS, FENCES & TILING COSTS	-----	-----	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$				
40. QUANTITY SOLD (OPERATOR SHARE)					

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF CROP RESIDUE, STRAW, INSURANCE LOSS
PAYMENTS, DISASTER AID PAYMENTS AND DIVERTED ACRE PAYMENTS.

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1983

		AVERAGE 330	HIGH 66	LOW 66
1. ACRES		97.9	103.9	67.6
2. YIELD	PER ACRE	83.9	101.4	61.8
3. VALUE PER UNIT	\$	3.10	3.12	3.08
4. CROP PRODUCT RETURN	\$	260.03	316.23	190.49
5. OTHER CROP INCOME**	\$	1.84	1.61	1.98
6. TOTAL CROP RETURN	\$	261.87	317.83	192.47
7. DIRECT COSTS	\$			
8. FERTILIZER	\$	40.35	41.66	32.55
9. CHEMICALS	\$	18.24	18.03	21.78
10. SEED	\$	18.03	17.12	18.77
10A. CROP DRYING	\$	6.28	5.83	6.83
10B. OTHER EXPENSE	\$	3.86	2.49	7.71
11. SPECIAL HIRED LABOR	\$	.55	.82	.49
12. CUSTOM WORK HIRED	\$	3.47	1.87	5.56
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	90.78	87.82	93.69
15. RETURN OVER DIRECT COSTS	\$	171.09	230.01	98.78
16. ALLOCATED COSTS	\$			
17. FARM POWER & MACHINERY - OWNERSHIP	\$	29.91	34.54	22.59
18. FARM POWER & MACHINERY - OPERATION	\$	32.15	32.16	32.76
19. IRRIGATION EQUIPMENT OWNERSHIP	\$			
20. LAND COSTS	\$	82.58	95.13	70.01
21. MISCELLANEOUS COSTS	\$	.03		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	8.96	8.57	9.41
23. TOTAL ALLOCATED COSTS	\$	153.62	170.41	134.76
24. RETURN OVER ALL LISTED COSTS	\$	17.47	59.61	-35.98
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.55	.55	.55
27. POWER COSTS ALLOCATION FACTOR		1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	2.91	2.55	3.69
29. RETURN OVER LISTED COSTS PER UNIT	\$	.21	.59	-.58
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		78.84	82.76	74.17
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	73.32	76.52	68.46
31. TOTAL LISTED COSTS PER ACRE	\$	244.41	258.22	228.45
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	6.46	6.15	5.67
33A. BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$			
40. QUANTITY SOLD (OPERATOR SHARE)				

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR SOYBEANS - 1983

		AVERAGE 321	HIGH 64	LOW 64
1. ACRES		141.9	157.1	136.1
2. YIELD		PER ACRE	PER ACRE	PER ACRE
3. VALUE PER UNIT		35.1	46.7	24.8
4. CROP PRODUCT RETURN	\$	7.98	7.99	7.93
5. OTHER CROP INCOME**	\$	279.46	373.59	196.91
6. TOTAL CROP RETURN	\$	6.37	9.89	9.21
7. DIRECT COSTS	\$	285.83	383.49	206.12
8. FERTILIZER	\$			
9. CHEMICALS	\$	2.65	1.72	3.38
10. SEED	\$	16.39	14.33	18.95
10A. CROP DRYING	\$	9.47	7.97	10.15
10B. OTHER EXPENSE	\$	.12		.55
11. SPECIAL HIRED LABOR	\$	8.97	10.24	8.97
12. CUSTOM WORK HIRED	\$	1.26	.99	1.41
13. IRRIGATION OPERATION	\$	2.57	1.27	4.57
14. TOTAL DIRECT COSTS	\$	41.43	36.53	47.98
15. RETURN OVER DIRECT COSTS	\$	244.01	346.96	158.14
16. ALLOCATED COSTS	\$			
17. FARM POWER & MACHINERY - OWNERSHIP	\$	26.61	30.51	25.91
18. FARM POWER & MACHINERY - OPERATION	\$	26.59	26.48	27.66
19. IRRIGATION EQUIPMENT OWNERSHIP	\$			
20. LAND COSTS	\$	84.19	93.76	75.32
21. MISCELLANEOUS COSTS	\$	.02	.07	.05
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	7.84	8.18	8.45
23. TOTAL ALLOCATED COSTS	\$	145.26	159.01	137.39
24. RETURN OVER ALL LISTED COSTS	\$	99.14	187.96	20.75
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.45	.45	.45
27. POWER COSTS ALLOCATION FACTOR		1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	5.33	4.19	7.47
29. RETURN OVER LISTED COSTS PER UNIT	\$	2.83	4.02	.84
30. BREAK EVEN YIELD/UNITS OF PRODUCTION		23.37	24.44	23.38
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	62.76	66.02	65.07
31. TOTAL LISTED COSTS PER ACRE	\$	186.69	195.53	185.37
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	5.28	6.36	4.13
33A. BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$			
40. QUANTITY SOLD (OPERATOR SHARE)				

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT
 ** LINE 5 INCLUDES VALUE OF CROP RESIDUE (STRAW), INSURANCE LOSS
 PAYMENTS AND DISASTER AID PAYMENTS

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1983

		AVERAGE 159	HIGH 32	LOW 32
1. ACRES		26.9	23.1	20.8
	PER ACRE		PER ACRE	PER ACRE
2. YIELD		4.1	5.7	2.7
3. VALUE PER UNIT	\$	60.31	61.09	58.28
4. CROP PRODUCT RETURN	\$	246.62	350.61	156.92
5. OTHER CROP INCOME**	\$			
6. TOTAL CROP RETURN	\$	246.62	350.61	156.92
7. DIRECT COSTS	\$			
8. FERTILIZER	\$	10.41	3.35	11.02
9. CHEMICALS	\$	.04		.24
10. SEED	\$	6.09	4.71	6.55
10A. CROP DRYING	\$			
10B. OTHER EXPENSE	\$	2.97	4.35	2.72
11. SPECIAL HIRED LABOR	\$	1.64	1.43	2.04
12. CUSTOM WORK HIRED	\$	9.07	3.61	19.76
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	30.23	17.44	42.33
15. RETURN OVER DIRECT COSTS	\$	216.39	333.17	114.59
16. ALLOCATED COSTS	\$			
17. FARM POWER & MACHINERY - OWNERSHIP	\$	26.58	30.29	32.73
18. FARM POWER & MACHINERY - OPERATION	\$	35.71	39.33	39.81
19. IRRIGATION EQUIPMENT OWNERSHIP	\$			
20. LAND COSTS	\$	70.84	72.91	66.06
21. MISCELLANEOUS COSTS	\$			
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	9.97	10.47	9.49
23. TOTAL ALLOCATED COSTS	\$	143.09	153.01	148.08
24. RETURN OVER ALL LISTED COSTS	\$	73.29	180.16	-33.49
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.60	.60	.60
27. POWER COSTS ALLOCATION FACTOR		.99	1.00	.97
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	42.39	29.71	70.05
29. RETURN OVER LISTED COSTS PER UNIT	\$	17.92	31.39	-11.77
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		2.87	2.79	3.27
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	78.31	82.51	95.19
31. TOTAL LISTED COSTS PER ACRE	\$	173.33	170.45	190.41
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	6.05	4.69	7.02
33A. BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$			
40. QUANTITY SOLD (OPERATOR SHARE)				

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

TABLE 10 - CROP DATA FOR CORN AND OATS SILAGE - 1983

	CORN SILAGE 93	OATS SILAGE 21
1. ACRES	33.0	18.8
2. YIELD	PER ACRE 12.1	PER ACRE 9.2
3. VALUE PER UNIT	\$ 21.51	16.19
4. CROP PRODUCT RETURN	\$ 260.06	148.99
5. OTHER CROP INCOME**	\$	
6. TOTAL CROP RETURN	\$ 260.06	148.99
7. DIRECT COSTS	\$	
8. FERTILIZER	\$ 32.88	12.46
9. CHEMICALS	\$ 17.73	.74
10. SEED	\$ 16.94	6.99
10A. CROP DRYING	\$	
10B. OTHER EXPENSE	\$ 2.79	.59
11. SPECIAL HIRED LABOR	\$.52	1.28
12. CUSTOM WORK HIRED	\$ 4.85	3.99
13. IRRIGATION OPERATION	\$	
14. TOTAL DIRECT COSTS	\$ 75.71	26.28
15. RETURN OVER DIRECT COSTS	\$ 184.35	122.71
16. ALLOCATED COSTS	\$	
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 28.23	17.18
18. FARM POWER & MACHINERY - OPERATION	\$ 34.81	21.04
19. IRRIGATION EQUIPMENT OWNERSHIP	\$	
20. LAND COSTS	\$ 68.79	67.36
21. MISCELLANEOUS COSTS	\$	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 9.38	4.92
23. TOTAL ALLOCATED COSTS	\$ 141.21	110.51
24. RETURN OVER ALL LISTED COSTS	\$ 43.14	12.21
25. SUPPLEMENTARY MANAGEMENT INFORMATION		
26. WORK UNITS ASSIGNED PER ACRE	.60	.40
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 17.94	14.87
29. RETURN OVER LISTED COSTS PER UNIT	\$ 3.57	1.32
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	10.31	9.14
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 75.65	45.79
31. TOTAL LISTED COSTS PER ACRE	\$ 216.92	136.78
32. OTHER POSSIBLE COSTS NOT LISTED		
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 6.77	4.59
33A. BUILDINGS, FENCES & TILING COSTS	-----	-----
34. INTEREST ALLOCATION	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----
36. TOTAL COSTS	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	
40. QUANTITY SOLD (OPERATOR SHARE)		

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

** LINE 5 INCLUDES VALUE OF INSURANCE LOSS PAYMENTS AND DISASTER AID PAYMENTS

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. TABLE 11 THROUGH 17A 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.

OTHER CASH COST ITEMS THAT ARE RELATIVELY EASY TO IDENTIFY AND CLASSIFY IN THE RECORD BOOK ARE LISTED IN EACH OF THE TABLES AS OTHER DIRECT COSTS TO LIVESTOCK ENTERPRISES. THE RETURN OVER FEED AND SUPPLEMENTAL COSTS, THEREFORE, IS NOT A NEW RETURN, BUT RATHER THE AMOUNT AVAILABLE AFTER PAYING FOR THE FEED AND THOSE COST ITEMS LISTED TO COVER OUTLAY FOR THE COSTS OF BUILDINGS, MACHINERY, EQUIPMENT, LABOR, TAXES, INSURANCE, INTEREST, AND OTHER FIXED COSTS.

IN CALCULATING THE TOTAL RETURN FOR THE ENTERPRISE, THE INVENTORY CHANGE, PURCHASE AND SALE OF LIVESTOCK, VALUE OF ANIMALS, BUTCHERED, PRODUCTS SOLD, AND PRODUCTS USED IN THE HOME ARE CONSIDERED IN ORDER TO ARRIVE AT THE TOTAL INCOME OR TOTAL RETURN FOR THE ENTERPRISE. THE TOTAL IS DIVIDED BY THE NET QUANTITY PRODUCED OR THE 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 FEED PURCHASED FROM OFF THE FARM. AN AVERAGE PRICE IS CHARGED FOR EACH KIND OF FARM GROWN FEED. FARM GROWN FEED PRICES ARE LISTED BELOW.

THE ITEMS LISTED AS SUPPLEMENTARY MANAGEMENT INFORMATION PROVIDE FURTHER CLUES TO THE REASONS FOR HIGH, LOW OR AVERAGE LIVESTOCK RETURNS.

ALL LIVESTOCK COSTS AND RETURNS FOR LIVESTOCK ENTERPRISES ARE COMPUTED AS RETURN PER HEAD OR PER HUNDRED WEIGHT PRODUCED.

AVERAGE PRICES USED FOR 1983 FARM GROWN FEEDS

GRAINS

CORN \$2.83 PER BU.
OATS \$1.45 PER BU.
BARLEY \$1.95 PER BU.

HAY

ALFALFA \$65.00 PER TON
MIXED HAY \$60.00 PER TON
WILD HAY \$55.00 PER TON

OTHER ROUGHAGES

CORN SILAGE \$22.00 PER TON
GRASS SILAGE \$18.00 PER TON
LEGUME HAYLAGE \$32.50 PER TON
OATS STRAW \$ 1.00 PER BALE
CORN STACKS \$10.00 PER TON

PASTURE

COWS \$9.00 PER HEAD/MO.
YOUNG CATTLE . . . \$4.50 PER HEAD/MO.
HOGS \$1.00 PER HEAD/MO.
SHEEP \$1.75 PER HEAD/MO.
LAMBS \$.90 PER HEAD/MO.

EXPLANATION OF WORK UNITS

THE TOTAL WORK UNITS FOR ANY ONE FARM IS A MEASURE OF THE SIZE OF THAT FARM BUSINESS. A WORK UNIT AS USED IN THIS REPORT IS THE AVERAGE ACCOMPLISHMENT OF A FARM WORKER, IN A TEN HOUR DAY, WORKING ON CROPS AND PRODUCTIVE LIVESTOCK AT AN AVERAGE EFFICIENCY.

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

ITEM	NO. OF WORK UNITS	ITEM	NO. OF WORK UNITS	ITEM	NO. OF WORK UNITS
DAIRY COW	7.0/COW	BARLEY, WHEAT	.30/ACRE	OTHER LEGUME HAY	.40/ACRE
OTHER DAIRY CATTLE	1.2/HEAD	OATS	.30/ACRE	MIXED HAY	.40/ACRE
BEEF BREEDING COWS	1.5/HEAD	RYE, FLAX	.30/ACRE	TAME GRASS HAY	.20/ACRE
BEEF FEEDERS	.12/CWT.	CANNING PEAS	.40/ACRE	ANNUAL HAY	.30/ACRE
HOGS - COMPLETE	.12/CWT.	OATS SILAGE	.40/ACRE	TILLABLE LAND IDLE	.05/ACRE
HOGS - FINISHING	.06/CWT.	CORN FOR SEED	.60/ACRE	SET ASIDE ACRES	.05/ACRE
HOGS - WEAN. PIGS	1.4/LITTER	CORN FOR GRAIN	.55/ACRE	SOYBEANS FOR SEED	.50/ACRE
SHEEP, FARM FLOCK	.60/HEAD	CANNING CORN	.50/ACRE	SORGHUM FOR GRAIN	.50/ACRE
LAMBS, FEEDER	.30/CWT.	SOYBEANS	.45/ACRE	LABOR OFF THE FARM	1.0/\$40
CHICKEN, LAYING FLOCK	5.0/100	CORN SILAGE	.60/ACRE	PIK CORN	.20/ACRE
BROILERS	.20/CWT.	ALFALFA HAY	.60/ACRE	PIK WHEAT	.20/ACRE

ANIMAL UNITS

ONE ANIMAL UNIT REPRESENTS; ONE DAIRY COW OR BULL, TWO OTHER DAIRY CATTLE, 1.25 BEEF COWS OR BULLS, ONE FEEDER STEER OR HEIFER, 3.33 OTHER BEEF CATTLE, 7 SHEEP, 14 LAMBS, 2.50 HOGS, 5 PIGS, 50 HENS, OR 1,100 LBS. OF TURKEYS PRODUCED.

OTHER NON-CASH COSTS

UNPAID FAMILY LABOR . . . \$25.00/DAY

BOARD FURNISHED HIRED LABOR. . . \$6.00/DAY

INTEREST ON FARM CAPITAL. . . 7 %

TABLE 11A 6470 - HOGS, FARROW TO FINISH - 1983

		AVERAGE 68	HIGH 14	LOW 14
1. POUNDS OF HOGS PRODUCED		202480	218447	120767
2. NET INCREASE IN VALUE OF HOGS	\$	43.06	46.04	42.83
3. OTHER MISCELLANEOUS HOG INCOME				
4. TOTAL VALUE PRODUCED	\$	43.06	46.04	42.83
5. POUNDS OF FEED FED				
6. CORN		299.2	252.1	324.6
7. SMALL GRAIN		8.2	10.6	5.3
8. COMPLETE RATION		21.6	25.5	37.1
9. PROTEIN, SALT, MINERAL & MILK		93.9	80.3	98.9
10. TOTAL CONCENTRATES		422.9	368.5	465.9
11. FORAGES		.5		1.1
12. FEED COST				
13. GRAINS	\$	15.11	12.98	16.61
14. COMPLETE RATION		1.72	1.98	2.16
15. PROTEIN, SALT, MINERAL & MILK		15.09	12.98	14.76
16. FORAGES		.02		.03
17. PASTURE				
18. TOTAL FEED COSTS	\$	31.94	27.94	33.56
19. RETURN OVER FEED COSTS	\$	11.12	18.11	9.27
20. OTHER DIRECT COSTS				
21. MISCELLANEOUS LIVESTOCK EXPENSE	\$	1.32	1.07	1.54
22. VETERINARY EXPENSE		.84	.87	.98
23. CUSTOM WORK		.24	.43	.32
24. SPECIAL HIRED LABOR		.58	.03	.15
25. TOTAL OTHER DIRECT COSTS	\$	2.98	2.40	2.99
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$	8.14	15.70	6.28
27. ALLOCATED COSTS				
28. POWER & MACHINERY COSTS (PCAF 1.00)		1.41	1.15	1.63
29. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		2.19	1.78	3.97
30. BUILDING & FENCES (BCAF 5)		2.57	2.42	2.99
31. TOTAL ALLOCATED COSTS	\$	6.16	5.35	8.59
32. RETURN OVER ALL LISTED COSTS	\$	1.98	10.35	-2.31
33. SUPPLEMENTARY MANAGEMENT INFORMATION				
34. RETURN FOR \$100 FEED FED	\$	134.81	164.77	103.97
35. PRICE RECEIVED PER CWT ALL ANIMALS	\$	46.72	47.62	46.38
36. PRICE RECEIVED PER CWT SOLD MKT. ONLY	\$	47.41	48.43	46.77
37. NUMBER OF LITTERS FARROWED		108	118	70
37A. LITTERS PER BEARING FEMALE PER YEAR		1.6	1.8	1.4
38. NUMBER OF PIGS BORN PER LITTER		9.3	10.1	8.9
39. NUMBER OF PIGS WEANED PER LITTER		7.8	8.5	7.1
39A. NUMBER OF PIGS PRODUCED PER LITTER		7.6	8.4	6.9
40. PERCENT DEATH LOSS		15.6	15.6	20.3
41. AVERAGE WEIGHT OF ALL HOGS SOLD		240.3	227.9	250.3
42. AVERAGE WEIGHT OF MARKET HOGS SOLD		231.4	219.3	239.1
43. PRICE PER CWT CONCENTRATE FED	\$	7.55	7.58	7.21
44. PRICE PER CWT PROTEIN, SALT & MINERAL	\$	16.05	16.17	14.93
45. POUNDS OF PORK PURCHASED		4037	4910	3915
46. TOTAL LISTED COSTS PER CWT PRODUCED	\$	41.08	35.69	45.14
47. UTILITIES & GEN. FARM EXPENSE		1.54	1.43	1.29
48. INTEREST ALLOCATION		-----	-----	-----
49. OTHER COSTS NOT LISTED		-----	-----	-----
50. TOTAL COSTS		-----	-----	-----

TABLE 11B 6490 - HOGS, FINISHING ENTERPRISE - 1983

		AVERAGE 59	HIGH 12	LOW 12
1. AVERAGE NUMBER OF PIGS ON HAND		290.9	384.8	185.5
2. POUNDS OF HOGS PRODUCED		139499	191241	89414
		PER CWT	PER CWT	PER CWT
3. NET INCREASE IN VALUE OF HOGS	\$	35.79	38.25	30.11
4. OTHER MISCELLANEOUS HOG INCOME				
5. TOTAL VALUE PRODUCED	\$	35.79	38.25	30.11
6. POUNDS OF FEED FED				
7. CORN		285.8	283.1	238.2
8. SMALL GRAIN		5.7	2.2	
9. COMPLETE RATION		14.4	.2	96.2
10. PROTEIN, SALT, MINERAL & MILK		74.1	55.8	89.1
11. TOTAL CONCENTRATES		379.9	341.3	423.5
12. FORAGES		.1		
13. FEED COST				
14. GRAINS	\$	14.09	14.26	11.85
15. COMPLETE RATION		1.18	.03	8.11
16. PROTEIN, SALT, MINERAL & MILK		10.93	7.82	10.68
17. FORAGES				
18. PASTURE				
19. TOTAL FEED COSTS	\$	26.21	22.11	30.64
20. RETURN OVER FEED COSTS	\$	9.58	16.14	-.54
21. OTHER DIRECT COSTS				
22. MISCELLANEOUS LIVESTOCK EXPENSE	\$	.42	.54	.43
23. VETERINARY EXPENSE		.49	.43	.41
24. CUSTOM WORK		.39	.59	.32
25. SPECIAL HIRED LABOR		.23	.74	
26. TOTAL OTHER DIRECT COSTS	\$	1.53	2.31	1.15
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$	8.05	13.83	-1.69
28. ALLOCATED COSTS				
29. POWER & MACHINERY COSTS (PCAF 1.00)		.98	.57	1.46
30. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		1.34	.79	1.49
31. BUILDING & FENCES (BCAF 5)		1.31	1.11	1.29
32. TOTAL ALLOCATED COSTS	\$	3.62	2.47	4.24
33. RETURN OVER ALL LISTED COSTS	\$	4.43	11.36	-5.93
34. SUPPLEMENTARY MANAGEMENT INFORMATION				
35. RETURN FOR \$100 FEED FED	\$	136.56	173.00	98.23
36. PRICE RECEIVED PER CWT.	\$	47.12	47.57	44.92
37. AVERAGE WEIGHT OF HOGS SOLD		231.1	228.2	234.7
38. AVERAGE PRICE PAID PER PIG BOUGHT	\$	38.19	37.08	43.24
39. AVERAGE WEIGHT PER PIG BOUGHT		45.5	45.8	48.2
40. NUMBER OF PIGS PURCHASED		572	711	417
41. NUMBER OF PIGS TRANSFERRED IN		197	339	22
42. AVERAGE WEIGHT OF PIGS TRANSFERRED IN		49.9	46.8	62.3
43. POUNDS OF PORK PURCHASED		26009	32564	20101
44. PERCENT DEATH LOSS		2.7	2.8	4.3
45. PRICE PER CWT CONCENTRATE FED	\$	6.89	6.48	7.23
46. PRICE PER CWT PROTEIN, SALT & MINERAL	\$	14.76	14.02	11.98
47. EFFECTIVE DAILY GAIN-POUNDS/DAY/PIG		1.31	1.36	1.32
48. TOTAL LISTED COSTS PER CWT PRODUCED	\$	31.36	26.89	36.03
49. UTILITIES & OTHER GEN. FARM EXPENSE	\$	.61	.42	.68
50. INTEREST ALLOCATION		-----	-----	-----
51. OTHER COSTS NOT LISTED		-----	-----	-----
52. TOTAL COSTS		-----	-----	-----

TABLE 11C 6510 HOGS, WEANING PIG PRODUCTION - 1983

		AVERAGE 22
1. NUMBER OF LITTERS FARROWED		164
2. NET INCREASE IN VALUE OF HOGS	\$	PER LITTER 279.41
3. OTHER MISCELLANEOUS INCOME		
4. TOTAL VALUE PRODUCED	\$	279.41
5. POUNDS OF FEED FED		
6. CORN		1356.6
7. SMALL GRAIN		36.8
8. COMPLETE RATION		391.6
9. PROTEIN, SALT, MINERAL & MILK		726.1
10. TOTAL CONCENTRATES		2511.1
11. FORAGES		5.4
12. FEED COST		
13. GRAINS	\$	68.91
14. COMPLETE RATION		15.36
15. PROTEIN, SALT, MINERAL & MILK		105.52
16. FORAGES		.28
17. PASTURE		.01
18. TOTAL FEED COSTS	\$	190.08
19. RETURN OVER FEED COSTS	\$	89.33
20. OTHER DIRECT COSTS		
21. MISCELLANEOUS LIVESTOCK EXPENSE	\$	18.91
22. VETERINARY EXPENSE		18.11
23. CUSTOM WORK		2.91
24. SPECIAL HIRED LABOR		4.07
25. TOTAL OTHER DIRECT COSTS	\$	44.00
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$	45.33
27. ALLOCATED COSTS		
28. POWER & MACHINERY COSTS (PCAF 1.00)		15.69
29. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		16.72
30. BUILDING & FENCES (BCAF 5)		22.18
31. TOTAL ALLOCATED COSTS	\$	54.59
32. RETURN OVER ALL LISTED COSTS	\$	-9.26
33. SUPPLEMENTARY MANAGEMENT INFORMATION		
34. RETURN FOR \$100 FEED FED	\$	147.00
35. PRICE RECEIVED PER ANIMAL SOLD	\$	47.19
36. AVERAGE PRICE PER PIG SOLD OR TRANSFERRED	\$	37.58
37. AVERAGE WEIGHT PER PIG SOLD OR TRANSFERRED		47.4
38. NUMBER OF PIGS PRODUCED		1273
39. NUMBER OF PIGS BORN PER LITTER		10.1
40. NUMBER OF PIGS WEANED PER LITTER		7.9
40A. LITTERS PER BEARING FEMALE PER YEAR		1.8
41. PERCENT DEATH LOSS		18.6
42. PRICE PER CWT CONCENTRATE FED	\$	7.56
43. PRICE PER CWT PROTEIN, SALT & MINERAL	\$	14.53
44. FEED & SUPPLEMENTAL COSTS PER PIG PRODUCED	\$	30.16
45. TOTAL LISTED COSTS PER LITTER	\$	288.67
46. UTILITIES & OTHER GEN. FARM EXPENSE	\$	15.89
47. INTEREST ALLOCATION		-----
48. OTHER COSTS NOT LISTED		-----
49. TOTAL COSTS		-----

TABLE 12-6290 - DAIRY COWS, COMMERCIAL - 1983

	AVERAGE 36	HIGH 12	LOW 12
1. AVERAGE NUMBER OF COWS	39.1	46.9	37.1
2. POUNDS OF MILK	PER COW 13012	PER COW 14204	PER COW 11793
3. POUNDS OF BUTTERFAT	465.7	506.9	434.4
4. PERCENT OF BUTTERFAT IN MILK	3.6	3.6	3.7
5. VALUE OF PRODUCE			
6. DAIRY PRODUCTS SOLD	\$ 1588.21	1751.39	1445.43
7. DAIRY PRODUCTS USED IN HOME	6.37	5.95	7.16
8. MILK FED TO LIVESTOCK	9.34	2.91	8.16
9. NET INCREASE IN VALUE OF COWS	-209.26	-110.69	-351.43
10. OTHER MISCELLANEOUS DAIRY INCOME			
11. TOTAL VALUE PRODUCED	\$ 1394.66	1649.54	1109.32
12. POUNDS OF FEED FED			
13. CORN	5258.1	4639.5	6067.7
14. SMALL GRAIN	251.8	335.1	138.4
15. COMPLETE RATION	316.4	791.4	
16. PROTEIN, SALT & MINERAL	942.1	897.7	1047.9
17. TOTAL CONCENTRATES	6768.3	6663.7	7254.1
18. LEGUME HAY	4911.3	4014.6	5116.7
19. OTHER HAY & DRY ROUGHAGE	143.4	35.5	381.9
20. SILAGE	10396.1	8713.9	13081.1
20A. HAYLAGE	1970.6	3578.2	1576.6
21. FEED COSTS			
22. GRAINS	\$ 274.76	241.28	313.54
23. COMPLETE RATION	28.29	70.77	
24. PROTEIN/SALT/MINERAL	152.12	134.01	174.51
25. ALL HAY & DRY ROUGHAGE	191.82	176.41	205.03
26. SILAGE	109.85	91.51	141.11
27. PASTURE	3.68	1.06	4.08
28. TOTAL FEED COSTS	\$ 760.52	715.04	838.27
29. RETURN OVER FEED COSTS	\$ 634.14	934.50	271.05
30. OTHER DIRECT COSTS			
31. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 96.55	102.71	96.24
32. VETERINARY EXPENSE	42.94	40.75	56.43
33. CUSTOM WORK HIRED	61.74	63.48	65.97
34. SPECIAL HIRED LABOR	17.80	28.66	20.08
35. TOTAL OTHER DIRECT COSTS	\$ 219.03	235.60	238.72
36. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 415.11	698.90	32.33
37. ALLOCATED COSTS			
38. POWER & MACHINERY COSTS (PCAF 1.00)	78.26	86.91	70.95
39. LIVESTOCK EQUIPMENT COSTS (ECAF 5)	85.42	96.91	79.89
40. BUILDING & FENCES (BCAF 5)	68.27	93.97	51.55
41. TOTAL ALLOCATED COSTS	\$ 231.95	277.79	202.39
42. RETURN OVER ALL LISTED COSTS	\$ 183.16	421.11	-170.06
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. RETURN FOR \$100 FEED FED	\$ 183.38	230.69	132.33
45. FEED COST PER CWT OF MILK	\$ 5.85	5.03	7.11
46. FEED COST PER POUND OF BUTTERFAT	\$ 1.63	1.41	1.93
47. POUNDS OF MILK / POUND OF CONCENTRATE	1.92	2.13	1.63
48. AVERAGE PRICE PER CWT MILK SOLD	\$ 12.32	12.39	12.38
49. AVERAGE PRICE PER POUND OF BUTTERFAT	\$ 3.44	3.47	3.36
50. TOTAL LISTED COSTS/MILK PRODUCED	\$ 9.31	8.65	10.85
51. DAIRY COW TURNOVER PERCENTAGE	35.8	29.9	43.2
52. TOTAL LISTED COSTS PER COW	\$ 1211.50	1228.43	1279.38
53. UTILITIES & OTHER GEN. FARM EXPENSE	\$ 77.33	91.63	73.79
54. INTEREST ALLOCATION	-----	-----	-----
55. OTHER COSTS NOT LISTED	-----	-----	-----
56. TOTAL COSTS	-----	-----	-----

TABLE 13-6310 - OTHER DAIRY, COMMERCIAL REPLACEMENT - 1983

		AVERAGE 36	HIGH 12	LOW 12
1. NUMBER OF HEAD		52.6	55.4	49.7
		PER HEAD	PER HEAD	PER HEAD
2. NET INCREASE IN VALUE	\$	279.98	362.36	187.51
3. OTHER MISCELLANEOUS INCOME				
4. TOTAL INCOME	\$	279.98	362.36	187.51
5. POUNDS OF FEED FED				
6. CORN		1269.6	828.7	1763.2
7. SMALL GRAIN		164.4	118.6	200.8
8. COMPLETE RATION		69.2	150.7	51.6
9. PROTEIN, SALT & MINERAL		155.9	168.2	128.5
10. HAY & DRY ROUGHAGE		1530.3	982.3	2001.1
11. SILAGE		3987.1	2451.6	4563.4
11A. HAYLAGE		175.3	499.4	
12. MILK		60.3	60.1	39.3
13. FEED COSTS				
14. GRAINS	\$	72.07	47.73	99.50
15. COMPLETE RATION		6.24	15.60	2.41
16. PROTEIN, SALT & MINERALS		30.57	30.29	27.75
17. HAY/HAYLAGE & DRY ROUGHAGE		50.76	39.87	61.89
18. SILAGE		42.60	25.60	49.03
19. MILK		6.94	6.73	4.73
20. PASTURE		2.34	1.88	2.60
21. TOTAL FEED COSTS	\$	211.52	167.70	247.91
22. RETURN OVER FEED COSTS	\$	68.46	194.66	-60.40
23. OTHER DIRECT COSTS				
24. MISCELLANEOUS LIVESTOCK EXPENSE	\$	10.08	12.80	9.36
25. VETERINARY EXPENSE		4.90	5.54	3.64
26. CUSTOM WORK HIRED		1.94	2.08	2.70
27. SPECIAL HIRED LABOR		2.51	7.13	
28. TOTAL OTHER DIRECT COSTS	\$	19.43	27.55	15.70
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$	49.03	167.11	-76.10
30. ALLOCATED COSTS				
31. POWER & MACHINERY COSTS (PCAF 1.00)		13.51	16.57	11.46
32. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		14.74	15.81	10.73
33. BUILDING & FENCES (BCAF 5)		11.78	14.61	8.38
34. TOTAL ALLOCATED COSTS	\$	40.03	46.99	30.57
35. RETURN OVER ALL LISTED COSTS	\$	9.00	120.12	-106.67
36. SUPPLEMENTARY MANAGEMENT INFORMATION				
37. RETURN FOR \$100 FEED FED	\$	132.37	216.07	75.64
38. PERCENT DEATH LOSS - TOTAL		9.2	10.9	10.7
39. PERCENT CALF DEATH LOSS		21.4	22.1	25.1
40. TOTAL LISTED COSTS PER HEAD	\$	270.98	242.24	294.18
41. UTILITIES & OTHER GEN. FARM EXPENSE	\$	13.26	14.72	12.56
42. INTEREST ALLOCATION		-----	-----	-----
43. OTHER COSTS NOT LISTED		-----	-----	-----
44. TOTAL COSTS		-----	-----	-----

TABLE 14 - ALL DAIRY CATTLE - 1983

		AVERAGE 36	HIGH 12	LOW 12
1. AVERAGE NUMBER OF COWS		39.1	46.9	37.0
2. VALUE OF DAIRY PRODUCTS	\$	1533.11	1776.31	1316.38
3. NET INCREASE IN VALUE		175.69	255.79	-.21
4. MISCELLANEOUS DAIRY INCOME				
5. TOTAL VALUE PRODUCED	\$	1708.79	2032.09	1316.17
6. POUNDS OF FEED FED				
7. GRAINS		7099.8	6383.6	8863.4
8. COMPLETE RATIONS		446.1	829.2	57.9
9. PROTEIN, SALT & MINERAL, INCL. MILK EQUIV.		1167.9	1145.5	1176.4
10. HAY & DRY ROUGHAGE		7018.3	6166.9	7817.6
11. SILAGE		15459.4	13974.8	17841.3
11A. HAYLAGE		2101.2	3565.1	2236.6
12. FEED COSTS				
13. GRAINS	\$	355.58	312.38	448.54
14. COMPLETE RATIONS		40.66	76.28	1.28
15. PROTEIN, SALT & MINERAL, INCL. MILK		194.37	184.09	207.08
16. HAY/HAYLAGE & DRY ROUGHAGE		255.31	246.43	290.03
17. SILAGE		166.88	148.57	201.49
18. PASTURE COSTS		5.86	1.15	5.22
19. TOTAL FEED COSTS	\$	1018.65	968.91	1153.64
20. RETURN OVER FEED COSTS	\$	690.14	1063.19	162.54
21. OTHER DIRECT COSTS				
22. MISCELLANEOUS LIVESTOCK EXPENSE	\$	104.06	126.11	80.26
23. VETERINARY EXPENSE		45.30	54.74	43.35
24. CUSTOM WORK HIRED		59.19	69.64	56.97
25. SPECIAL HIRED LABOR		17.59	45.28	
26. TOTAL OTHER DIRECT COSTS	\$	226.14	295.77	180.58
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$	464.00	767.42	-18.04
28. ALLOCATED COSTS				
29. POWER & MACHINERY COSTS		94.97	113.25	82.25
30. LIVESTOCK EQUIPMENT COSTS		119.69	116.30	122.51
31. BUILDING & FENCES		83.72	117.37	62.87
32. TOTAL ALLOCATED COSTS	\$	298.38	346.92	267.83
33. RETURN OVER ALL LISTED COSTS	\$	165.62	420.50	-285.88
34. SUPPLEMENTARY MANAGEMENT INFORMATION				
35. RETURN FOR \$100 FEED FED	\$	167.75	209.73	114.09
36. TOTAL LISTED COSTS PER COW	\$	1543.17	1611.59	1601.85
37. UTILITIES & OTHER GEN. FARM EXPENSE	\$	99.32	108.17	94.39
38. INTEREST ALLOCATION		-----	-----	-----
39. OTHER COSTS NOT LISTED		-----	-----	-----
40. TOTAL COSTS		-----	-----	-----

TABLE 15A - 6100 BEEF BREEDING CATTLE - 1983

		AVERAGE 32	HIGH 11	LOW 11
1. AVERAGE NUMBER OF BEEF COWS		49.0	48.2	40.0
2. AVERAGE NUMBER OF OTHER BEEF ANIMALS		27.7	31.1	23.9
3. POUNDS OF BEEF PRODUCED		16277	19496	10445
4. NET INCREASE IN VALUE	\$	PER COW 235.92	PER COW 331.02	PER COW 145.65
5. OTHER MISCELLANEOUS BEEF INCOME		.06	.19	
6. TOTAL VALUE PRODUCED	\$	235.98	331.21	145.65
7. POUNDS OF FEED FED				
8. GRAIN		274.8	330.6	426.9
9. PROTEIN, SALT & MINERAL		131.1	70.2	276.5
10. LEGUME HAY		2614.7	2982.3	1872.7
11. OTHER HAY & DRY ROUGHAGE		542.7	405.5	854.1
12. SILAGE		3102.1	3298.4	3586.4
12A. HAYLAGE		54.2	84.9	
13. FEED COSTS				
14. GRAIN	\$	13.78	16.27	21.75
15. PROTEIN, SALT & MINERAL		15.49	11.87	27.05
16. LEGUME HAY/HAYLAGE		79.73	89.69	57.13
17. OTHER HAY & DRY ROUGHAGE		8.88	3.91	20.18
18. SILAGE		31.31	32.57	39.31
19. PASTURE		33.73	22.72	35.23
20. TOTAL FEED COSTS	\$	182.92	177.02	200.64
21. RETURN OVER FEED COSTS		53.06	154.19	-54.99
22. OTHER DIRECT COSTS				
23. MISCELLANEOUS LIVESTOCK EXPENSE	\$	6.63	6.54	5.55
24. VETERINARY EXPENSE		9.76	9.81	10.75
25. CUSTOM WORK HIRED		2.08	2.32	1.45
26. SPECIAL HIRED LABOR		.04	.11	
27. TOTAL OTHER DIRECT COSTS	\$	18.51	18.77	17.75
28. RETURN OVER FEED & OTHER DIRECT COSTS	\$	34.55	135.42	-72.74
29. ALLOCATED COSTS				
30. POWER & MACHINERY COSTS (PCAF 1.00)		19.02	17.60	19.91
31. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		26.97	22.85	41.13
32. BUILDING & FENCES (BCAF 5)		22.27	24.87	29.97
33. TOTAL ALLOCATED COSTS	\$	68.26	65.32	91.01
34. RETURN OVER ALL LISTED COSTS	\$	-33.71	70.10	-163.75
35. SUPPLEMENTARY MANAGEMENT INFORMATION				
36. RETURN FOR \$100 FEED FED	\$	129.01	187.11	72.59
37. PRICE PER CWT. SOLD	\$	49.16	61.64	39.06
38. PRICE PER CWT CALF SOLD/TRANSFERRED	\$	64.77	66.83	63.65
39. AVERAGE WEIGHT PER HEAD SOLD		809.2	732.3	952.1
40. AVE. WEIGHT PER CALF SOLD/TRANSFERRED		454.5	502.4	439.5
41. PERCENT DEATH LOSS		5.9	6.6	7.9
42. PERCENT CALF CROP		93.4	95.2	89.5
42A. PERCENT CALF DEATH LOSS		10.4	14.3	12.5
43. TOTAL LISTED COSTS PER COW	\$	269.69	261.11	309.40
44. UTILITIES & OTHER GEN. FARM EXPENSE	\$	11.95	11.55	11.16
45. INTEREST ALLOCATION		-----	-----	-----
46. OTHER COSTS NOT LISTED		-----	-----	-----
47. TOTAL COSTS		-----	-----	-----

TABLE 15B BEEF FEEDERS FEEDLOT - 1983

		CALVES AVERAGE 27	YEARLING AVERAGE 39	2YR. OLDS AVERAGE 12
1. AVERAGE NUMBER OF BEEF FEEDERS		93.6	170.7	40.8
2. POUNDS OF BEEF PRODUCED		53142	120259	24758
		PER CWT	PER CWT	PER CWT
3. NET INCREASE IN VALUE OF ANIMALS	\$	57.36	61.30	62.93
4. OTHER MISCELLANEOUS BEEF INCOME				
5. TOTAL VALUE PRODUCED	\$	57.36	61.30	62.93
6. POUNDS OF FEED FED				
7. GRAIN		535.3	582.3	642.6
8. PROTEIN, SALT & MINERAL		36.4	48.8	61.1
9. LEGUME HAY		139.6	75.4	77.6
10. OTHER HAY & DRY ROUGHAGE		19.5	15.1	64.6
11. SILAGE		1056.1	903.1	920.1
11A. HAYLAGE		10.6	79.1	29.6
12. FEED COST				
13. GRAIN	\$	27.23	32.02	32.69
14. PROTEIN, SALT & MINERAL		5.51	6.92	7.78
15. LEGUME HAY/HAYLAGE		4.68	3.76	3.43
16. OTHER HAY & DRY ROUGHAGE		.42	.16	1.84
17. SILAGE		10.83	9.12	8.82
18. PASTURE		.33	.03	.04
19. TOTAL FEED COSTS	\$	49.01	52.01	54.61
20. RETURN OVER FEED COSTS	\$	8.35	9.29	11.94
21. OTHER DIRECT COSTS				
22. MISCELLANEOUS LIVESTOCK EXPENSE	\$	1.10	1.76	.73
23. VETERINARY EXPENSE		1.19	.95	.72
24. CUSTOM WORK HIRED		.53	.65	1.32
25. SPECIAL HIRED LABOR			.16	.11
26. TOTAL OTHER DIRECT COSTS	\$	2.82	3.52	2.87
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$	5.53	5.77	9.07
28. ALLOCATED COSTS				
29. POWER & MACHINERY COSTS (PCAF 1.00)		1.39	1.28	1.52
30. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		1.83	2.62	2.36
31. BUILDING & FENCES (BCAF 5)		2.22	2.25	2.41
32. TOTAL ALLOCATED COSTS	\$	5.44	6.15	6.29
33. RETURN OVER ALL LISTED COSTS	\$	.09	-.38	-.84
34. SUPPLEMENTARY MANAGEMENT INFORMATION				
35. RETURN FOR \$100 FEED FED	\$	110.19	138.46	124.22
36. PRICE PER CWT. SOLD	\$	59.37	61.35	60.62
37. AVERAGE WEIGHT PER HEAD SOLD		1022.5	1071.1	1124.9
38. PRICE PER CWT. BOUGHT	\$	63.00	61.63	61.95
39. AVERAGE WEIGHT PER HEAD BOUGHT		498.1	622.1	785.3
40. NUMBER OF HEAD BOUGHT		88	234	41
41. PERCENT DEATH LOSS		1.4	1.1	.9
42. EFFECTIVE DAILY GAIN-POUNDS/HEAD/DAY		1.86	1.93	2.06
43. TOTAL LISTED COST PER CWT PRODUCED	\$	57.27	61.68	63.77
44. UTILITIES & OTHER GEN. FARM EXPENSE	\$	1.34	1.44	1.11
45. INTEREST ALLOCATION		-----	-----	-----
46. OTHER COSTS NOT LISTED		-----	-----	-----
47. TOTAL COSTS		-----	-----	-----

TABLE 16A-6670 - SHEEP - FARM FLOCK - 1983

		AVERAGE 17
1. AVERAGE NUMBER OF EWES		83.8
2. POUNDS OF LAMB & MUTTON PRODUCED		10869
3. POUNDS OF WOOL PRODUCED		1147
4. VALUE OF PRODUCE		PER EWE
5. WOOL	\$	7.09
6. NET INCREASE IN VALUE OF ANIMALS		62.97
7. OTHER MISCELLANEOUS SHEEP INCOME		
8. TOTAL VALUE PRODUCED	\$	70.06
9. POUNDS OF FEED FED		
10. GRAIN		384.5
11. PROTEIN, SALT & MINERAL		177.7
12. LEGUME HAY		791.9
13. OTHER HAY & DRY ROUGHAGE		8.4
14. SILAGE		589.6
14A. HAYLAGE		
15. FEED COST		
16. GRAIN	\$	19.47
17. PROTEIN, SALT & MINERAL		18.31
18. LEGUME HAY/HAYLAGE		24.15
19. OTHER HAY & DRY ROUGHAGE		.31
20. SILAGE		5.72
21. PASTURE		2.15
22. TOTAL FEED COSTS	\$	70.11
23. RETURN OVER FEED COSTS	\$	-.05
24. OTHER DIRECT COSTS		
25. MISCELLANEOUS LIVESTOCK EXPENSE	\$	3.01
26. VETERINARY EXPENSE		2.48
27. CUSTOM WORK HIRED		2.77
28. SPECIAL HIRED LABOR		.41
29. TOTAL OTHER DIRECT COSTS	\$	8.67
30. RETURN OVER FEED & OTHER DIRECT COSTS	\$	-8.72
31. ALLOCATED COSTS		
32. POWER & MACHINERY COSTS (PCAF 1.00)		9.61
33. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		8.59
34. BUILDING & FENCES (BCAF 5)		17.00
35. TOTAL ALLOCATED COSTS	\$	35.20
36. RETURN OVER ALL LISTED COSTS	\$	-43.92
37. SUPPLEMENTARY MANAGEMENT INFORMATION		
38. RETURN FOR \$100 FEED FED	\$	99.93
39. PRICE PER CWT LAMB & MUTTON SOLD	\$	49.06
40. PRICE PER CWT LAMB SOLD/TRANSFERRED	\$	55.91
41. AVE. WEIGHT OF LAMB SOLD/TRANSFERRED		105.1
42. POUNNDS OF WOOL PER SHEEP SHEARED		11.8
43. NUMBER OF EWES KEPT FOR LAMBING		86
44. PERCENT LAMB CROP		145.6
45. PERCENT DEATH LOSS		12.3
45A. PERCENT LAMB DEATH LOSS		18.2
46. TOTAL LISTED COST PER EWE	\$	113.98
47. UTILITIES & OTHER GEN. FARM EXPENSE	\$	4.61
48. INTEREST ALLOCATION		-----
49. OTHER COSTS NOT LISTED		-----
50. TOTAL COSTS		-----

SELECTED FARM MANAGEMENT DATA - 1979-83

	1979	1980	1981	1982	1983
FARM SIZE (ACRES)	414	415	412	433	428
LABOR EARNINGS (WHOLE FARM)	7706	29431	-5614	12675	4513
RETURN TO CAPITAL & FAMILY LABOR	21102	38817	3362	20869	13419
AVERAGE INVESTMENT PER FARM BUSINESS	542965	622154	646726	705838	709421
CASH SALES PER FARM BUSINESS (T2A-37)	149526	171054	175305	177642	195388
CASH EXPENSE PER FARM BUSINESS (T2B-39)	144959	138216	139406	140676	191228
EXPENSES PER DOLLAR OF INCOME (T5-28)	.94	.85	1.00	.91	.96
RATIO OF ASSETS TO LIABILITIES (T5-L29)	2.55:1	2.27:1	2.24:1	1.88:1	1.87:1
GAIN IN NET WORTH (T5-L16)	11457	24269	-9570	9096	-1173
SIZE OF BUSINESS (WORK UNITS) (T1-L6)	396	414	422	434	455
TRACTOR & CROP MACHINERY EXPENSE/CROP ACRE (T8-L41)	41.27	48.41	48.94	50.35	49.73
SOURCE OF INCOME					
PER CENT OF INCOME FROM LIVESTOCK	62	57	59	60	54
PER CENT OF INCOME FROM CROPS	32	38	35	35	38
PER CENT OF MISCELLANEOUS FARM INCOME	6	5	6	5	8
FAMILY LIVING EXPENSES					
PER YEAR (T4-L23)	20610	18585	19477	20769	22611
PER MONTH	1718	1549	1623	1731	1855

	1979	1980	1981	1982	1983

RETURN ABOVE FEED COST PER:					

DAIRY COW	780	784	742	731	634
BEEF COW	202	129	8	60	53
CWT FEEDER CATTLE PRODUCED	28.63	7.41	6.24	19.41	8.35
CWT HOGS PRODUCED	9.71	12.24	10.89	28.83	11.12
EWE	58.06	19.21	11.17	4.72	-.05
YIELD PER ACRE					

CORN, BU.	104.8	108.8	120.4	121.9	83.9
SOYBEANS, BU.	32.6	37.1	37.4	39.4	35.0
FLAX, BU.	19.5	17.1	14.5	24.7	---
OATS, BU.	55.0	67.8	54.4	79.9	53.6
CORN SILAGE, TON	15.7	13.7	14.4	15.9	12.1
ALFALFA, TON	4.6	3.8	3.4	4.5	4.1
WHEAT, BU.	28.7	37.9	32.7	35.8	35.4
RETURN OVER TOTAL COSTS PER ACRE					

CORN	19.82	97.82	35.15	7.52	17.47
SOYBEANS	57.29	123.59	56.31	20.01	99.14
FLAX	35.65	21.43	-15.20	25.21	---
OATS	-10.88	30.61	-7.46	7.06	-19.18
CORN SILAGE	85.01	96.76	57.12	37.86	43.14
ALFALFA	36.11	50.21	53.61	77.67	73.29
WHEAT	9.01	42.39	3.31	9.77	11.44

SETTING GOALS

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

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

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

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

On the bottom of this page is a place for you and your family to write your goals for the coming year. The following year, these goals will be reviewed, evaluated and probably changed or expanded to fit the ever changing needs and desires of the family.

WHAT DOES YOUR FAMILY WANT?

NAME _____ DATE _____

ADDRESS _____

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

	This year	Later
<u>FOR A PROFITABLE FARM BUSINESS:</u>		
<u>FOR SATISFYING LIVING:</u>		
<u>FOR DEVELOPMENT OF FAMILY MEMBERS:</u>		
<u>FOR LONG TERM FINANCIAL SECURITY:</u>		