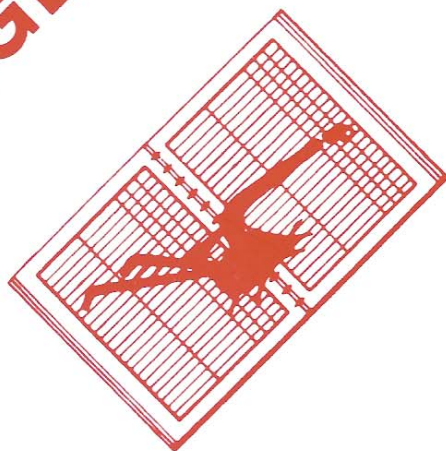


# **FARM BUSINESS MANAGEMENT**



**1984 Annual Report  
Northeast and East Central Minnesota  
Report No. 29  
April, 1985**

**AN ADULT  
EDUCATION  
PROGRAM**

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

**\$5.00**

1984 REPORT OF THE VOCATIONAL AGRICULTURE FARM BUSINESS MANAGEMENT  
PROGRAM IN NORTHEAST AND EAST CENTRAL MINNESOTA  
DELRAY D. LECY  
AREA VO-AG PROGRAM COORDINATOR

TABLE OF CONTENTS

<u>TABLE NO.</u>		<u>PAGE NO.</u>
	COLOR CODE EXPLANATION.....	1
	INTRODUCTION.....	2 & 3
	SOURCE OF FARM RECORDS.....	4
	CAPSULE OF DATA (1980-83).....	5
	MONEY SPENT BY THE AVERAGE AREA FARMER.....	6
	CASH SUMMARY OF FARM BUSINESS (1980-83).....	7
1	FARM INVENTORIES.....	8 - 10
2A	WHOLE FARM SUMMARY OF CASH RECEIPTS.....	11
2B	WHOLE FARM SUMMARY OF CASH EXPENSES.....	12
3	WHOLE FARM ENTERPRISE STATEMENT.....	13
4	OPERATORS HOUSEHOLD EXPENSE.....	14
	EXPLANATION OF RATIOS IN TABLE 5.....	15
5	OPERATORS STATEMENT OF FINANCIAL POSITION.....	16 & 17
6A	OPERATOR'S SHARE OF CASH RECEIPTS.....	18
6B	OPERATOR'S SHARE OF CASH EXPENSE.....	19
	EXPLANATION OF WORK UNITS & HARVEST PRICES.....	20
8	MEASURES OF FARM ORGANIZATION.....	21 & 22
	THERMOMETER CHART.....	23
	RANGE IN LABOR EARNINGS.....	24
	LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS.....	25
9	CROP PRODUCTION STATISTICS.....	26
10	CROP ANALYSIS EXPLANATION.....	27
	BARLEY.....	28
	OATS FOR FEED.....	29
	RYE.....	30
	SPRING WHEAT.....	31
	CORN FOR GRAIN.....	32
	CORN FOR GRAIN (IRRIGATED).....	33
	SOYBEANS.....	34
	ALFALFA HAY.....	35
	ALFALFA HAY (IRRIGATED).....	36
	MEDIUM RED CLOVER HAY.....	37
	TILLABLE GRASS HAY.....	38
	LEGUME-GRASS MIXED HAY.....	39
	CORN & SORGHUM SILAGE.....	40
	COST & RETURNS FROM LIVESTOCK ENTERPRISES.....	42
11A	HOGS, FARROW TO FINISH & MIXED SYSTEMS.....	43
11C	WEANING PIG PRODUCTION.....	44
12	DAIRY COWS.....	45
13	OTHER DAIRY.....	46
12A	DAIRY COWS (PIK).....	47
13A	OTHER DAIRY (PIK).....	48
14	ALL DAIRY & DUAL PURPOSE CATTLE.....	49
15A	BEEF BREEDING CATTLE (WHOLE HERD).....	50
	SETTING GOALS.....	52
	WHAT DOES YOUR FAMILY WANT.....	53

### COLOR CODE EXPLANATION

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

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

## INTRODUCTION

The Adult Farm Business Management Education program has been part of the public school vocational agriculture offerings since 1952. From the early cooperative efforts of the State Board of Vocational Technical Education, Division of Agricultural Education (U of Minn.) and the Department of Agricultural Economics (U. of Minn.); the program has expanded to serve over 5000 farm families in six regional farm management areas. Programs are now cooperatively managed by the State Board of Vocational Technical Education, the Division of Agricultural Education (U. of Minn.), AVTI's, and the local school districts.

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

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

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

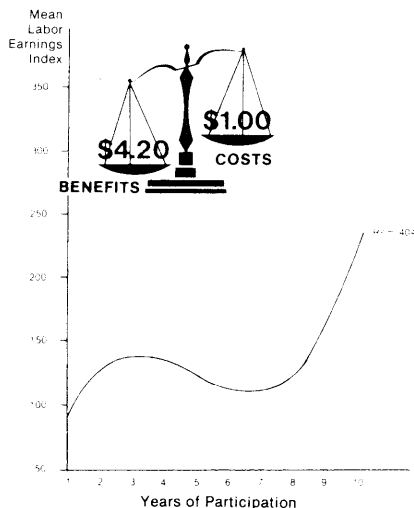
Most programs organize their courses around the same central themes. They are:

- Year 1 - Farm Business records and accounts.
- Year 2 - Farm Business analysis and evaluations.
- Year 3 - Farm Business organization.

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

In the advanced series of classes and on-farm instructional visits, the major emphasis is on evaluating the business, examining alterna-

tives, and continuing the reorganization of the resources used in the business. Research studies show that on the average, enrollees get some exciting results. They are best illustrated by the figure shown here:



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

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

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

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

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

The Staples Technical Institute, in cooperation with the Vocational Division of the Minnesota State Department of Education and the University of Minnesota Agricultural Education Division, is charged with the responsibility for operation and maintenance of the Vocational Agriculture Farm Management Program in Northeast and East Central Minnesota. This 1984 report represents the twenty-ninth annual report for most of this area.

This report and the individual cooperators' reports were completed under the direction of DelRay D. Lecy, Area Vo-Ag Coordinator at the Staples Technical Institute. Clerical assistance was provided by Lorraine Anderson and Laraine Myers. In addition, many Ag Instructors completed their own Data Forms locally.

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

Cooperating agencies were represented by: John Murray, Program Specialist for Agriculture, State Board for Vocational Technical Education; and Dr. Edgar Persons of the Agriculture Education Division of the University of Minnesota.

The Records used in completing this report came from farmers enrolled in the Adult and Veteran Minnesota Farm Business Management program in 8 high schools, 3 AVTI's, and 2 cooperative centers in Northeast and East Central Minnesota.

A list of Cooperating Schools and Instructors follows:

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

Records this year for the 21st time were analyzed by electronic data processing with the work being done by Specialized Data Systems at Madison, Wisconsin.

1981 - 1982 - 1983 - 1984 IN A CAPSULE

	1981	1982	1983	1984
FARM SIZE (ACRES)	360	378	407	414
SIZE OF BUSINESS (WORK UNITS)*	439	463	449	509
RETURN TO CAPITAL & FAMILY LABOR	9337	2302	10016	4640
RETURN TO OPERATOR LABOR & MANAGEMENT (6B)	5791	8332	5864	658
NET WORTH (DEC. 31)	123343	143355	124708	122844
RATIO OF ASSETS TO LIABILITIES (DEC. 31)	1.93	1.93	1.83	1.69

SOURCE OF INCOME - TABLE 3

INCOME FROM LIVESTOCK	60%	64%	53%	53%
INCOME FROM CROPS	36%	33%	44%	43%
MISCELLANEOUS INCOME; ALL OTHER INCOME	4%	3%	3%	4%

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

MONEY SPENT BY THE AVERAGE NORTHEAST AND  
EAST CENTRAL MINNESOTA FARMER

SUMMARY BY YEARS

	1981	1982	1983	1984
TO OTHER FARMERS FOR LIVESTOCK & CUSTOM WORK	6615	7782	6973	5922
TO THE AGRI-BUSINESS COMMUNITY FOR FERTILIZER, CHEMICALS, FEED, SEEDS, REPAIRS, FUEL & SUPP.	35693	38446	39123	42137
FOR EXTRA LABOR	2244	3032	2494	2835
SUPPORT OF LOCAL GOVT. (PROPERTY & OTHER TAX)	1548	1997	1805	2429
FOR UTILITIES (ELECTRICITY & TELEPHONE)	2519	3179	3369	3772
FOR USE OF OTHER PEOPLE'S CAPITAL (INTEREST & CASH RENT)	14485	16841	16411	18143
FARM EQUIPMENT DEALERS (POWER & MACH.)	11227	9534	7642	8211
BUILDINGS AND LAND	9938	6515	6342	4817
FOOD, CLOTHING, HOUSE, FUEL, FURNITURE, PERSONAL CARE, PERS. STRK. & AUTO EXPENSE	6222	6757	6574	7214
CONTRIBUTIONS - CHURCH AND OTHER	572	562	654	556
MEDICAL CARE & HEALTH INSURANCE	1642	1771	2016	1584
EDUCATION & RECREATION	1992	1344	2069	2205
LIFE INSURANCE & OTHER INVESTMENTS	764	1186	1109	832
- - - - -				
TOTAL MONEY SPENT BY ONE AVERAGE FARMER WITHIN HIS COMMUNITY & SERVICE AREA	\$95461	\$98946	\$96581	\$100657

SOURCE

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



## CASH SUMMARIES OF THE FARM BUSINESS (WHOLE FARM) 1980 - 1983

	1981	1982	1983	1984
FARM RECEIPTS				
DAIRY COWS	4211	4573	5191	5974
DAIRY PRODUCTS	56180	67903	62233	61193
OTHER DAIRY	4172	4821	4852	4641
BEEF CATTLE (INCL. FEEDERS)	3551	3400	4457	3083
HOGS	3790	3717	2889	4079
SHEEP AND WOOL	64		16	6
OTHER PROD. LIVESTOCK	28	15	45	32
CORN	3414	2447	3158	3720
WHEAT	439	95	266	253
OTHER SMALL GRAIN	1060	361	820	880
OTHER CROPS	1206	1220	2700	1727
CAPITAL ASSETS SOLD	1118	145	1024	636
INCOME FROM WORK OFF THE FARM	540	335	554	799
MISCELLANEOUS FARM INCOME	2578	2479	2482	2170
1. TOTAL FARM SALES	78259	91511	90687	92820
2. INCREASE IN FARM CAPITAL	10089	5712	335	0
3. FAMILY LIVING FROM THE FARM	908	907	863	767
4. TOTAL FARM RECEIPTS 1 & 2 & 3	89937	98130	91886	93587
FARM EXPENSE				
DAIRY COWS BOUGHT	1602	1312	1684	1243
OTHER DAIRY BOUGHT	1094	1038	1354	790
BEEF CATTLE BOUGHT (INCL. FEEDERS)	783	474	429	410
HOGS BOUGHT	215	284	87	221
SHEEP BOUGHT (INCL. FEEDERS)	12			
OTHER PROD. LIVESTOCK	6	1	1	2
MISCELLANEOUS LIVESTOCK EXPENSE	3670	4741	4964	5475
FEED BOUGHT	13556	14545	15548	14729
FERTILIZER & CHEMICALS	5962	5943	5088	6488
OTHER CROP EXP (INCL. IRRIG OPER)	2312	2760	2347	2827
CUSTOM WORK ENTERPRISE (INCL. LABOR)	131	6	5	5
CUSTOM WORK HIRED	2942	3614	3456	3298
GAS-OIL-GREASE BOUGHT (FARM SHARE)	4044	4144	3889	3979
REPAIR & OPR-MACH/TRAC/TRK/AUTO (F.S.)	3447	3682	4036	4245
REPAIR & UPKEEP OF FARM REAL ESTATE	1087	1220	973	913
REPAIR & UPKEEP OF LIVESTOCK EQUIP.	725	1029	1014	1258
WAGES OF HIRED LABOR	2247	3033	2499	2836
ELECTRICITY EXPENSE (FARM SHARE)	1717	2237	2377	2653
REAL ESTATE & PERS PROPERTY TAXES	713	921	1041	1169
TELEPHONE & GENERAL FARM EXPENSE	1656	1956	1860	2323
5. TOTAL CASH OPERATION EXPENSE	47921	52939	52652	55131
6. POWER, CROP & GEN MACH BOUGHT	8581	7119	5515	6252
7. LIVESTOCK EQUIP BOUGHT	2426	2052	1968	1531
8. NEW REAL ESTATE & IMPROVEMENTS	6363	6273	4913	2990
9. TOTAL FARM PURCHASES	65291	68383	65048	66116
10. DECREASE IN FARM CAPITAL	0	0	0	4520
11. INTEREST ON FARM CAPITAL	16126	18914	17997	18607
12. UNPAID FAMILY LABOR	836	914	1403	1178
13. LABOR CHARGE FOR PARTNERS	730	687	846	917
14. BOARD FURNISHED TO HIRED LABOR	87	76	51	38
15. TOTAL FARM EXPENSE 9-14	83070	88974	85345	91376
16. LABOR EARNINGS 4-15	6867	9156	6540	2211

# "THE CAPITAL INVESTMENT PICTURE IN THE FARM BUSINESS"

TABLE 1 - SUMMARY OF FARM INVENTORIES\* - 1984

ITEMS	AVERAGES OF 168 FARMS	
1. SIZE OF FARM -TOTAL ACRES	414.2	
2. -TILLABLE ACRES	255.9	
3. WORK UNITS - CROPS	151.37	
4. - LIVESTOCK	353.13	
5. - OTHER	4.74	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	509.24	
7. NUMBER OF WORKERS	1.55	
8. FARM CAPITAL INVESTMENT PER WORKER	\$ 176107	
8A FARM CAPITAL INVESTMENT PER WORK UNIT	\$ 605	
	JAN. 1	DEC. 31
9. PRODUCTIVE LIVESTOCK		
10. DAIRY COWS	\$ 34374	32784
11. OTHER DAIRY CATTLE	\$ 19908	20726
12. BEEF BREEDING CATTLE	\$ 5160	5082
13. BEEF FEEDER CATTLE	\$ 639	632
14. HOGS	\$ 1687	1995
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$	
16. POULTRY - ALL TYPES	\$ 5	5
17. OTHER LIVESTOCK	\$ 22	23
18. TOTAL PRODUCTIVE LIVESTOCK	\$ 61795	61246
19. CROP, SEED & FEED	\$ 24532	23576
20. POWER, MACHINERY & EQUIPMENT		
21. AUTO & TRUCK (FARM SHARE)	\$ 2213	2194
22. POWER & MACHINERY	\$ 29442	28361
23. IRRIGATION EQUIPMENT	\$ 1844	1787
24. CUSTOM WORK EQUIPMENT	\$	
25. LIVESTOCK EQUIPMENT	\$ 12563	11605
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$ 46063	43946
27. LAND	\$ 89402	90244
28. BUILDINGS-FENCES-ETC.	\$ 46285	44543
29. TOTAL FARM CAPITAL	\$ 268076	263556
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	-4520

\*TABLE 1 ON THIS PAGE LISTS THE CATEGORIES OF FARM CAPITAL FOR THE AVERAGES OF 168 FARMS. PAGE 9 & 10 SHOW THE SAME INFORMATION FOR THE 34 MOST PROFITABLE AND THE 34 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.

LIVESTOCK, CROPS, SEED AND FEED REFLECT A CONSERVATIVE MARKET PRICE AT THE TIME THE INVENTORY IS TAKEN. MACHINERY, EQUIPMENT, AND BUILDING VALUES REFLECT COST LESS DEPRECIATION.

TABLE 1 - SUMMARY OF FARM INVENTORIES\* - 1984

ITEMS	MOST PROFITABLE 34 FARMS	
1. SIZE OF FARM -TOTAL ACRES 2.               -TILLABLE ACRES 3. WORK UNITS - CROPS 4.               - LIVESTOCK 5.               - OTHER 6. TOTAL SIZE OF BUSINESS IN WORK UNITS 7. NUMBER OF WORKERS 8. FARM CAPITAL INVESTMENT PER WORKER 8A FARM CAPITAL INVESTMENT PER WORK UNIT	422.4 317.5 164.88 456.27 3.68 624.83 1.75 \$ 181999 \$ 585	
	JAN. 1	DEC. 31
9. PRODUCTIVE LIVESTOCK 10. DAIRY COWS 11. OTHER DAIRY CATTLE 12. BEEF BREEDING CATTLE 13. BEEF FEEDER CATTLE 14. HOGS 15. SHEEP (INCLUDING FEEDERS) & GOATS 16. POULTRY - ALL TYPES 17. OTHER LIVESTOCK 18. TOTAL PRODUCTIVE LIVESTOCK	\$ 47809 \$ 31334 \$ \$ 353 \$ 150 \$ \$ \$ \$ 79645	
19. CROP, SEED & FEED	\$ 41451	47568 32762  319 323    80972
20. POWER, MACHINERY & EQUIPMENT 21. AUTO & TRUCK (FARM SHARE) 22. POWER & MACHINERY 23. IRRIGATION EQUIPMENT 24. CUSTOM WORK EQUIPMENT 25. LIVESTOCK EQUIPMENT 26. TOTAL POWER, MACHINERY & EQUIPMENT	\$ 2467 \$ 33990 \$ 961 \$ \$ 14826 \$ 52244	
27. LAND 28. BUILDINGS-FENCES-ETC.	\$ 92583 \$ 48970	
29. TOTAL FARM CAPITAL	\$ 314893	41541 2369 34307 1034 13874 51584  94862 49177
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	318138 3245

TABLE 1 - SUMMARY OF FARM INVENTORIES\* - 1984

ITEMS	LEAST PROFITABLE 34 FARMS	
1. SIZE OF FARM -TOTAL ACRES	522.4	
2. -TILLABLE ACRES	320.1	
3. WORK UNITS - CROPS	278.26	
4. - LIVESTOCK	351.62	
5. - OTHER	3.68	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	633.57	
7. NUMBER OF WORKERS	1.5	
8. FARM CAPITAL INVESTMENT PER WORKER	\$ 233854	
8A FARM CAPITAL INVESTMENT PER WORK UNIT	\$ 806	
	JAN. 1	DEC. 31
9. PRODUCTIVE LIVESTOCK		
10. DAIRY COWS	\$ 31379	29042
11. OTHER DAIRY CATTLE	\$ 20954	19901
12. BEEF BREEDING CATTLE	\$ 13705	12954
13. BEEF FEEDER CATTLE	\$ 2208	2216
14. HOGS	\$ 3452	3523
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$	
16. POULTRY - ALL TYPES	\$ 12	12
17. OTHER LIVESTOCK	\$	
18. TOTAL PRODUCTIVE LIVESTOCK	\$ 71710	67648
19. CROP, SEED & FEED	\$ 26276	23235
20. POWER, MACHINERY & EQUIPMENT		
21. AUTO & TRUCK (FARM SHARE)	\$ 2995	3095
22. POWER & MACHINERY	\$ 38192	35341
23. IRRIGATION EQUIPMENT	\$	
24. CUSTOM WORK EQUIPMENT	\$	
25. LIVESTOCK EQUIPMENT	\$ 14273	12281
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$ 55460	50716
27. LAND	\$ 132076	132076
28. BUILDINGS-FENCES-ETC.	\$ 51958	49340
29. TOTAL FARM CAPITAL	\$ 337480	323014
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	-14466

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1984

ITEMS	AVERAGE 168 FARMS	HIGH 34 FARMS	LOW 34 FARMS
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. DAIRY COWS	\$ 5974	8705	4908
3. DAIRY PRODUCTS	\$ 61193	88803	52090
4. OTHER DAIRY CATTLE	\$ 4641	9335	4402
5. BEEF BREEDING CATTLE	\$ 2137		5386
6. BEEF FEEDER CATTLE	\$ 946	569	3294
7. HOGS COMPLETE & MIXED	\$ 2376	424	6030
8. HOGS FINISHING	\$ 964	233	154
9. HOGS PRODUCING WEANING PIGS	\$ 739		
10. SHEEP, GOATS & WOOL, FARM FLOCK	\$ 6		
11. SHEEP & WOOL, FEEDER LAMBS	\$		
12. CHICKENS	\$ 3		7
13. TURKEYS	\$ 1		5
14. EGGS	\$ 28		88
15. OTHER PRODUCTIVE LIVESTOCK	\$		
16. OTHER MISCELLANEOUS LIVESTOCK INCOME	\$ 2896	3045	2782
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 81903	111114	79145
18. SALE OF CROPS			
19. WHEAT	\$ 253	127	977
19A DURUM	\$		
20. OTHER SMALL GRAINS	\$ 880	943	2279
21. CORN	\$ 3720	9817	3845
22. SOYBEANS	\$ 217	287	169
22A SUNFLOWERS	\$ 50		249
23. OTHER ROW CROPS	\$ 7		
24. LEGUMES & OTHER FORAGE	\$ 686	1359	639
25. GRASS SEED	\$		
26. FRUIT & NUTS	\$		
27. VEGETABLE ROADSIDE MARKET & SPECIALTY	\$		
28. NURSERY, TIMBER & OTHER	\$ 125		112
29. SET ASIDE ACRES-GOVERNMENT PAYMENTS	\$ 232	347	335
29A PIK ACRES	\$		
29B SALE OF CROPS&SUPPL. PURCH FOR RESALE	\$ 410	1204	163
30. TOTAL SALES FROM CROPS	\$ 6580	14084	8769
31. CAP. ASSETS SOLD (AUTO/TRK/MACH.)	\$ 562	428	622
31A CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)	\$ 74	294	
31B CAP. ASSETS SOLD (LAND)	\$		
32. GAS TAX REFUND	\$ 40	36	46
33. INCOME FROM WORK OFF THE FARM	\$ 799	982	892
34. CUSTOM WORK ENTERPRISE INCOME	\$ 36		
35. PATRONAGE REFUNDS	\$ 657	910	690
36. MISCELLANEOUS FARM INCOME	\$ 2170	4780	1039
37. TOTAL FARM SALES	\$ 92820	132629	91204
38. INCREASE IN FARM CAPITAL	\$ 0	3245	0
39. FAMILY LIVING FROM THE FARM	\$ 767	839	865
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 93587	136712	92068

\*OPERATORS LABOR AND MANAGEMENT EARNINGS, PAGE 12 LINE 46, REPRESENT THE RETURN TO THE OPERATOR AFTER ALL EXPENSES ARE DEDUCTED. THE CALCULATION IS DETERMINED BY SUBTRACTING TABLE 2B LINE 45 FROM LINE 40 TABLE 2A.

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1984

ITEMS		AVERAGE 168 FARMS	HIGH 34 FARMS	LOW 34 FARMS
1. PURCHASE OF LIVESTOCK				
2. DAIRY COWS	\$	1243	863	406
3. OTHER DAIRY CATTLE	\$	790	1525	686
4. BEEF BREEDING CATTLE	\$	231		715
5. BEEF FEEDER CATTLE	\$	179		829
6. HOGS COMPLETE & MIXED	\$	79	25	206
7. HOGS FINISHING	\$	130	91	6
8. HOGS PRODUCING WEANING PIGS	\$	12		
9. SHEEP & GOATS	\$			
10. SHEEP, FEEDER LAMBS	\$			
11. CHICKENS	\$	2		4
12. TURKEYS	\$			1
13. OTHER PRODUCTIVE LIVESTOCK	\$			
14. MISCELLANEOUS LIVESTOCK EXPENSE	\$	5475	7671	5832
14A PURCH OF CROPS/SUPPL. PURCH FOR RESALE		230	1048	88
15. FEED BOUGHT	\$	14729	15422	17434
16. FERTILIZER	\$	5004	7414	5734
17. CHEMICALS	\$	1484	2220	2099
18. OTHER CROP EXPENSE	\$	2727	3711	3409
19. IRRIGATION OPERATION EXPENSE	\$	100	133	
20. CUSTOM WORK ENT. COSTS, INCL. LABOR	\$	5		
21. CUSTOM WORK HIRED	\$	3298	3888	3411
22. REPAIR & UPKEEP OF LIVESTOCK EQUIP.	\$	1258	1837	1169
23. REPAIR & UPKEEP OF FARM REAL ESTATE	\$	913	1287	955
24. GAS, DIESEL + LUBRICANTS BOUGHT (F S)	\$	3979	4933	4880
25. REPAIR OF MACH, TRACTOR, TRUCK & AUTO	\$	4245	6130	4435
26. REPAIR & UPKEEP OF IRRIGATION EQUIP.	\$	35	61	
27. REPAIRS - CUSTOM WORK ENTERPRISE	\$	3		
28. WAGES OF HIRED LABOR	\$	2836	4102	3491
29. PERSONAL PROPERTY & REAL ESTATE TAXES	\$	1169	1343	1392
30. GENERAL FARM EXPENSE	\$	1981	2514	2261
31. TELEPHONE EXPENSE (FARM SHARE)	\$	342	272	387
32. ELECTRICITY EXPENSE (FARM SHARE)	\$	2653	3535	2475
33. TOTAL CASH OPERATING EXPENSE	\$	55131	70025	62301
34. POWER & MACH. BOUGHT (FARM SHARE)	\$	6552	8598	7349
35. IRRIGATION EQUIPMENT BOUGHT	\$	212	246	
36. CUSTOM WORK EQUIPMENT BOUGHT	\$			
37. LIVESTOCK EQUIPMENT BOUGHT	\$	1531	1969	1345
38. NEW REAL ESTATE - BLDGS/IMPROVEMENTS	\$	2166	4850	2230
38A NEW REAL ESTATE - LAND	\$	824	2279	-60
39. TOTAL FARM PURCHASES (33)THRU(38A)	\$	66116	87968	73165
40. DECREASE IN FARM CAPITAL	\$	4520	0	14466
41. INTEREST ON FARM CAPITAL(7% OPPORT CHG)	\$	18607	22156	23117
42. UNPAID FAMILY LABOR	\$	1178	443	1098
43. LABOR CHARGE PARTNER & OTHER PARTNERS	\$	917	1676	1684
44. BOARD FURNISHED HIRED LABOR	\$	38	50	56
45. TOTAL FARM EXPENSE (39) THRU (44)	\$	91376	112296	113587
46. RETURN TO OPER. LABOR & MGMT-SINGLE OPERT. (W.F.) (2A/40)-(45)	\$	2211	24418	-21518
47. NUMBER OF OPERATORS		1	1	1
48. FULL TIME OPERATOR EQUIVALENTS		1.17	1.38	1.1
49. RETURN TO OPERATOR LABOR & MGT/FULL TIME OPERATOR EQUIVALENT	\$	2003	20740	-18875

TABLE 3 - ENTERPRISE STATEMENT FOR WHOLE FARM - 1984

ITEMS		AVERAGE 168 FARMS	HIGH 34 FARMS	LOW 34 FARMS
1. RETURNS & NET INCREASES				
2. PRODUCTIVE LIVESTOCK				
3. DAIRY COWS	\$	59248	85638	49917
4. OTHER DAIRY CATTLE	\$	14355	25282	11801
5. BEEF BREEDING CATTLE	\$	2161		5403
6. FEEDER CATTLE	\$	440	406	1049
7. HOGS, COMPLETE & MIXED	\$	2500	584	6040
8. HOG FINISHING ENTERPRISE	\$	602	143	31
9. PRODUCING WEANING PIGS	\$	1082		
10. SHEEP & GOATS	\$	6		
11. SHEEP, FEEDER LAMBS	\$			
12. CHICKENS	\$	32		92
13. TURKEYS	\$	1		6
14. OTHER PRODUCTIVE LIVESTOCK	\$	1		
15. TOTAL ALL PRODUCTIVE LIVESTOCK	\$	80429	112052	74340
16. VALUE OF FEED FED TO LIVESTOCK (MINUS)	\$	44827	59191	46830
17. RETURN OVER FEED FROM LIVESTOCK	\$	35602	52861	27510
18. CROP, SEED & FEED	\$	25024	41985	22475
18A CROPS & SUPPLIES PURCH FOR RESALE (NET)	\$	180	156	76
19. PATRONAGE REFUNDS	\$	657	910	690
20. MISCELLANEOUS FARM INCOME	\$	2170	4780	1039
21. CUSTOM WORK ENTERPRISE	\$	28		
22. TOTAL RETURNS & NET INCREASES	\$	63660	100692	51789
23. EXPENSES & NET DECREASES				
24. TRUCK & AUTO (FARM SHARE)	\$	3631	3572	4409
25. TRACTORS & CROP MACHINERY	\$	13496	17922	16371
26. IRRIGATION EQUIPMENT	\$	272	234	
27. ELECTRICITY	\$	2653	3535	2475
28. LIVESTOCK EQUIPMENT	\$	3839	4874	4518
29. BUILDINGS, FENCES & TILING	\$	4746	5636	5803
30. BARE LAND	\$	-18		-60
31. MISCELLANEOUS LIVESTOCK EXPENSE	\$	5475	7671	5832
32. LABOR-PAID, UNPAID, CUSTOM WRK(EXCL LAB)	\$	4339	4868	5120
33. LABOR CHARGE FOR OTHER OPERATOR(S)	\$	917	1676	1684
34. PROPERTY TAX	\$	1169	1343	1392
35. GENERAL FARM EXPENSE	\$	1981	2514	2261
35A TELEPHONE EXPENSE	\$	342	272	387
36. INTEREST ON FARM CAPITAL(7% OPORT.CHG)	\$	18607	22156	23117
37. TOTAL EXPENSES & NET DECREASES	\$	61449	76273	73308
38. RETURN TO OPERATOR & MGT. (SINGLE OPR)	\$	2211	24418	-21518
39. NUMBER OF FARM OPERATORS		1	1	1
40. FULL TIME OPERATORS EQUIVALENTS		1.17	1.38	1.1
41. RTRN TO OPR LABOR & MGT/FULL TIME OPR.	\$	2003	20740	-18875

TABLE 3 COMBINES TABLE 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 RETURN TO OPERATORS LABOR AND MANAGEMENT IS THE SAME AS THOSE ON PAGE 12, LINE 46. THE NEGATIVE FIGURES FOR LINE 30 (BARE LAND) INDICATE THAT IT HAS BEEN SOLD FOR HIGHER THAN INVENTORY VALUES.

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1984

ITEMS	AVERAGE OF 78 FAMILIES	10 HIGH PROFIT	16 LOW PROFIT
1. NUMBER OF PERSONS - FAMILY	5	5	4
2. NUMBER OF ADULT EQUIVALENT - FAMILY	3.5	3.6	3.3
3. CHURCH & WELFARE	\$ 556	1376	504
4. MEDICAL CARE & HEALTH INSURANCE	1584	1516	1505
5. FOOD & MEALS BOUGHT	3745	3400	3782
6. OPERATING EXPENSE & SUPPLIES	1205	987	989
7. FURNISHINGS & EQUIPMENT	866	972	826
8. CLOTHING & CLOTHING MATERIALS	367	853	1101
9. PERSONAL CARE & SPENDING	531	478	399
10. EDUCATION	262	168	314
11. RECREATION	526	635	333
12. GIFTS & SPECIAL EVENTS	617	677	826
12A. PERSONAL INTEREST	146	457	20
13. PERSONAL SHARE TRUCK & AUTO EXPENSE	800	1040	562
14. OPERATOR SHARE UPKEEP ON DWELLING	189	92	74
14A. CASH RENT (PERSONAL)	21		6
15. PERSONAL SHARE TELEPHONE & ELEC. EXP.	780	881	751
15A. PERSONAL SHARE - GENERAL FARM EXPENSE	108	52	35
16. TOTAL CASH LIVING EXPENSE	\$ 12804	13585	12026
17. PERSONAL SHARE NEW TRUCK & AUTO	250	695	216
18. NEW DWELLING BOUGHT	1638	700	796
19. TAXES & OTHER DEDUCTIONS	1260	907	545
20. LIFE INSURANCE	562	709	435
21. TOTAL HOUSEHOLD & PERS. (16 THRU 20)\$	16513	16596	14019
22. TOTAL FAMILY LIVING FROM FARM (33) \$	773	828	889
23. TOTAL CASH & NON-CASH EXP. (21+22) \$	17287	17424	14908
23A. PAID ON PERSONAL DEBT	98	458	15
23B. SAVINGS + INVESTMENTS (EXCL. LIFE INS.	270	239	88
23C. TOTAL CASH/NONCASH FUNDS: PERS. USE \$	17655	18121	15011
FAMILY LIVING FROM THE FARM			
25.	OPER. SHARE	OPER. SHARE	OPER. SHARE
26. MILK & CREAM (QUARTS)	\$ 251	358	215
27. BEEF + BUFFALO (POUNDS)	\$ 477	470	636
28. PORK (POUNDS)	\$ 29		37
29. LAMB, MUTTON, GOAT (POUNDS)	\$ 2		
30. POULTRY, ALL FOWL (POUNDS)	\$ 12		1
31. EGGS (DOZEN)	\$		
32. VEGETABLES, FRUITS & OTHER PRODUC	\$ 2		
33. TOTAL FAMILY LIVING FROM THE FARM	\$ 773	828	889

HOUSEHOLD AND PERSONAL ACCOUNTS ARE IMPORTANT IF THE FAMILY IS TO MAN ITS FINANCIAL AFFAIRS WISELY. THE HOUSEHOLD AND PERSONAL EXPENSES AND RECEIPTS ARE PRESENTED IN TABLE 4. \*THESE FAMILIES SPEND AN AVERAGE OF \$1067 PER MONTH FOR CASH LIVING EXPENSE (LINE 16) AND A TOTAL OF \$1376 PER MONTH FOR TOTAL PERSONAL AND HOUSEHOLD EXPENSE (LINE 21).



## EXPLANATION OF RATIOS IN TABLE 5

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

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

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

ITEM 31 - The Ratio of Real Estate Assets to Real Estate Liabilities is calculated by dividing the sum of Real Estate Assets Lines 4, 5, and 8 by Real Estate Liabilities Line 10.

ITEM 32 - The Ratio of Net Worth to Total Liabilities is a ratio of owner's equity to his total debt. It expresses the percentage of his liabilities that are covered by Net Worth. Line 15 is divided by Line 14.

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

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

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

TABLE 5 - STATEMENT OF FINANCIAL POSITION 1984  
FOR THOSE OPERATORS WITH A COMPLETE RECORD OF ASSETS & LIABILITIES

ITEMS	AVERAGE OF 160 FARMS	
	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 61231	60781
2. CROP, SEED & FEED	24333	23143
3. TOTAL POWER, MACHINERY & EQUIPMENT	45985	43873
4. LAND (ACRES OWNED 342.6) TILLABLE (186.3)	88769	89654
5. BUILDINGS, FENCES, ETC.	46349	44744
6. TOTAL FARM CAPITAL	\$ 266668	262194
7. NON-FARM ASSETS	12231	12641
7A CASH ON HAND & IN BANK	1724	1852
7B NON FARM REAL ESTATE	1997	2198
8. DWELLING	22715	23283
9. TOTAL ASSETS	\$ 305335	302169
10. REAL ESTATE MORTGAGES	96823	97864
11. CHATTEL MORTGAGES	67648	68802
12. NOTES	8366	9929
13. ACCOUNTS PAYABLE	2738	2730
14. TOTAL LIABILITIES	\$ 175576	179325
15. FARMERS NET WORTH	\$ 129759	122844
16. GAIN (OR LOSS) IN NET WORTH	\$	-6915
* * * * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 658	
19. RETURN TO CAPITAL & FAMILY LABOR (6B/48)	\$ 4640	
20. NON-FARM INCOME		
21. OUTSIDE INVESTMENT INCOME	376	
22. OTHER PERSONAL INCOME & INCOME TAX REFUND	4207	
22A SALE OF (P.S.) DWELLING, AUTO & TRUCK	160	
23. TOTAL NON-FARM INCOME	\$ 4742	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 9382	
25. TOTAL MONEY BORROWED (BUSINESS + PERSONAL)	30736	
26. TOTAL PAID ON DEBT (PRINCIPAL: BUSINESS ONLY)	26974	
27. TOTL CASH/NONCASH EXPENSE/PERSONAL USE (4/23C)	11718	
28. RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S.)	.995	
	JAN. 1	DEC. 31
29. RATIO: TOTAL-ASSETS TO LIABILITIES	1.739	1.685
30. RATIO: NON-REAL ESTATE-ASSETS TO LIABILITIES	1.848	1.747
31. RATIO: REAL ESTATE-ASSETS TO LIABILITIES	1.651	1.634
32. RATIO: NET WORTH TO TOTAL LIABILITIES	.739	.685
33.*RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.799
34. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.371
35. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.371
36. INVENTORIED VALUE OF FARM PER OWNED ACRE		460
37. INVENTORIED VALUE OF FARM PER TILLABLE ACRE		846
38. DEBT (ALL SOURCES) PER ACRE OWNED		523

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

TABLE 5 - STATEMENT OF FINANCIAL POSITION 1984  
FOR THOSE OPERATORS WITH A COMPLETE RECORD OF ASSETS & LIABILITIES

ITEMS	33 HIGH PROFIT FARMS		33 LOW PROFIT FARMS	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 73967	75245	73168	68522
2. CROP, SEED & FEED	37459	37516	27494	24628
3. TOTAL POWER, MACHINERY & EQUIPMENT	51139	50853	56268	51523
4. LAND	87739	90088	135155	135155
5. BUILDINGS, FENCES, ETC.	49403	49644	50356	48167
6. TOTAL FARM CAPITAL	\$ 299708	303346	342441	327995
7. NON-FARM ASSETS	11110	11497	10422	11009
7A CASH ON HAND & IN BANK	910	1792	1632	1854
7B NON FARM REAL ESTATE	5924	6894	970	970
8. DWELLING	27149	27520	19661	21287
9. TOTAL ASSETS	\$ 344801	351050	375125	363115
10. REAL ESTATE MORTGAGES	116193	114187	94900	98596
11. CHATTEL MORTGAGES	79468	81374	50516	47954
12. NOTES	13298	15769	9299	14305
13. ACCOUNTS PAYABLE	1754	1273	2813	2585
14. TOTAL LIABILITIES	\$ 210712	212604	157528	163440
15. FARMERS NET WORTH	\$ 134089	138447	217597	199676
16. GAIN (OR LOSS) IN NET WORTH		4357		-17922
	* * *	* * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION				
18. RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 21235		-22626	
19. RETURN TO CAPITAL & FAMILY LABOR (6B/48)	\$ 23307		-11529	
20. NON-FARM INCOME				
21. OUTSIDE INVESTMENT INCOME	154		192	
22. OTHER PERSONAL INCOME & INCOME TAX REFUND	3232		7278	
22A SALE OF (P.S.) DWELLING, AUTO & TRUCK	736		18	
23. TOTAL NON-FARM INCOME	\$ 4122		7488	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 27429		-4041	
25. TOTAL MONEY BORROWED (BUSINESS & PERSONAL)	35872		44574	
26. TOTAL PAID ON DEBT (PRINCIPAL-BUSINESS ONLY)	34053		38662	
27. TOTAL CASH/NONCASH EXPENSE/PERS USE (4/23C)	16072		11317	
28. RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S.)	.845		1.242	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
29. RATIO: TOTAL-ASSETS TO LIABILITIES	1.636	1.651	2.381	2.222
30. RATIO: NON-REAL ESTATE-ASSETS TO LIABILITIES	1.847	1.798	2.698	2.429
31. RATIO: REAL ESTATE-ASSETS TO LIABILITIES	1.465	1.525	2.172	2.085
32. RATIO: NET WORTH TO TOTAL LIABILITIES	.636	.651	1.381	1.222
33.*RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.718		.864
34. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.447		.283
35. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.451		.283
36. INVENTORIED VALUE OF FARM PER OWNED ACRE		537		489
37. INVENTORIED VALUE OF FARM TILLABLE ACRE		814		866
38. DEBT (ALL SOURCES) PER ACRE OWNED		682		391
*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.

TABLE 6A - OPERATOR'S SHARE OF CASH RECEIPTS - 1984

ITEMS	AVERAGE 168	HIGH 34	LOW 34
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. DAIRY COWS	\$ 5938	8450	5181
3. DAIRY PRODUCTS	\$ 60973	85643	51147
4. OTHER DAIRY CATTLE	\$ 4638	8558	4385
5. BEEF BREEDING CATTLE	\$ 2067		5500
6. BEEF FEEDER CATTLE	\$ 946	569	3294
7. HOGS COMPLETE & MIXED	\$ 2376		7037
8. HOGS FINISHING	\$ 964	233	154
9. HOGS PRODUCING WEANING PIGS	\$ 739		
10. SHEEP, GOATS & WOOL, FARM FLOCK	\$ 6		
11. SHEEP & WOOL, FEEDER LAMBS	\$		
12. CHICKENS	\$ 3		7
13. TURKEYS	\$ 1		5
14. EGGS	\$ 28		88
15. OTHER PRODUCTIVE LIVESTOCK	\$		
16. OTHER MISCELLANEOUS LIVESTOCK INCOME	\$ 2896	3054	3499
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 81574	106506	80296
18. SALE OF CROPS			
19. WHEAT	\$ 248		953
20. OTHER SMALL GRAINS	\$		
21. CORN	\$ 861	899	2509
22. SOYBEANS	\$ 3686	9482	3797
22A. SUNFLOWERS	\$ 217	287	169
23. OTHER ROW CROPS	\$ 50		249
24. LEGUMES & OTHER FORAGE	\$ 7	33	
25. GRASS SEED	\$ 669	1350	605
26. FRUIT & NUTS	\$		
27. VEGETABLE ROADSIDE MARKET & SPECIALTY	\$		
28. NURSERY, TIMBER & OTHER	\$ 125		18
29. SET ASIDE ACRES-GOVERNMENT PAYMENTS	\$ 230	337	335
29A. PIK ACRES			
29B. SALE OF CROPS&SUPPL. PURCH FOR RESALE	\$ 403	1204	163
30. TOTAL SALES FROM CROPS	\$ 6497	13593	8799
31. CAP. ASSETS SOLD (AUTO/TRK/MACH.)	\$ 562	269	605
31A. CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)	\$ 74	72	
31B. CAP. ASSETS SOLD (LAND)	\$		
32. GAS TAX REFUND	\$ 40	36	46
33. INCOME FROM WORK OFF THE FARM	\$ 799	1046	925
34. CUSTOM WORK ENTERPRISE INCOME	\$ 36		
35. PATRONAGE REFUNDS	\$ 646	955	695
36. MISCELLANEOUS FARM INCOME	\$ 2170	5003	897
37. TOTAL FARM SALES	\$ 92397	127479	92263
38. INCREASE IN FARM CAPITAL	\$ 0	2906	0
39. FAMILY LIVING FROM THE FARM	\$ 760	838	861
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 93158	131223	93124
41. ADJUSTED TOTAL FARM SALES (37)-(31)	\$ 91762	127138	91658
42. TOTAL CASH FARM OPERATING EXPENSE	\$ 72922	90746	78517
43. NET CASH OPERATING INCOME	\$ 18839	36392	13141

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 - 1984

ITEMS	AVERAGE 168	HIGH 33	LOW 33
1. PURCHASE OF LIVESTOCK			
2. DAIRY COWS	\$ 1243	1747	361
3. OTHER DAIRY CATTLE	\$ 759	841	686
4. BEEF BREEDING CATTLE	\$ 231		720
5. BEEF FEEDER CATTLE	\$ 179		829
6. HOGS COMPLETE & MIXED	\$ 79		237
7. HOGS FINISHING	\$ 130	91	6
8. HOGS PRODUCING WEANING PIGS	\$ 12		
9. SHEEP & GOATS	\$		
10. SHEEP, FEEDER LAMBS	\$		
11. CHICKENS	\$ 2		4
12. TURKEYS	\$		1
13. OTHER PRODUCTIVE LIVESTOCK	\$		
14. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 5456	6939	5845
14A PURCH OF CROPS/SUPPLIES PURCH FOR RESALE	\$ 230	1048	88
15. FEED BOUGHT	\$ 14678	15159	16594
16. FERTILIZER	\$ 4992	7244	6373
17. CHEMICALS	\$ 1480	2079	2193
18. OTHER CROP EXPENSE	\$ 2720	3452	3653
19. IRRIGATION OPERATION EXPENSE	\$ 100	133	
20. CUSTOM WORK ENT. COSTS, INCL. LABOR	\$ 5		
21. CUSTOM WORK HIRED	\$ 3282	3694	3276
22. REPAIR & UPKEEP OF LIVESTOCK EQUIP.	\$ 1248	1743	1161
23. REPAIR & UPKEEP OF FARM REAL ESTATE	\$ 908	1167	1186
24. GAS, DIESEL + LUBRICANTS (F S)	\$ 3967	4696	5080
25. REPAIR OF MACH, TRACTOR, TRUCK & AUTO	\$ 4232	5726	4443
26. REPAIR & UPKEEP OF IRRIGATION EQUIP.	\$ 35	61	
27. REPAIRS - CUSTOM WORK ENTERPRISE	\$ 3		
28. WAGES OF HIRED LABOR	\$ 2835	3512	3366
29. PERSONAL PROPERTY & REAL ESTATE TAXES	\$ 1169	1230	1403
30. CASH RENT	\$ 2283	4157	2534
31. GENERAL FARM EXPENSE	\$ 1980	2430	2203
32. TELEPHONE EXPENSE (FARM SHARE)	\$ 341	274	353
33. ELECTRICITY EXPENSE (FARM SHARE)	\$ 2651	3384	2423
34. INTEREST ACTUALLY PAID	\$ 15693	19939	13500
35. TOTAL CASH OPERATING EXPENSE	\$ 72922	90746	78517
36. POWER & MACH. BOUGHT (FARM SHARE)	\$ 6218	8311	7513
37. IRRIGATION EQUIPMENT BOUGHT	\$ 212	246	
38. CUSTOM WORK EQUIPMENT BOUGHT	\$		
39. LIVESTOCK EQUIPMENT BOUGHT	\$ 1531	1805	1231
40. NEW REAL ESTATE - BLDGS/IMPROVEMENTS	\$ 2166	4478	2550
40A NEW REAL ESTATE - LAND	\$ 824	2279	-60
41. TOTAL FARM PURCHASES (33)THRU(38A)	\$ 83872	107865	89751
42. DECREASE IN FARM CAPITAL	\$ 4608	0	14846
43. INTEREST ON FARM CAPITAL(7% OPPORT CHG)	\$ 2804	1614	9940
44. UNPAID FAMILY LABOR	\$ 1178	459	1157
45. BOARD FURNISHED HIRED LABOR	\$ 38	50	56
46. TOTAL FARM EXPENSE (41) THRU (45)	\$ 92500	109988	115750
47. RETURN TO OPER. LABOR & MGMT-SINGLE OPERT. (6A/40) - (46)	\$ 658	21235	-22626
48. RETURN TO CAPITAL & FAMILY LABOR (47)+(44)+(43)	\$ 4640	23307	-11529

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

## EXPLANATION OF WORK UNITS

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

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

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

### MOST COMMON HARVEST PRICES OF HOME GROWN FEED AND OTHER PRICES USED IN THE 1984 REPORT

<u>SMALL GRAIN &amp; CORN</u>		<u>PASTURE PER HEAD PER MONTH</u>	
Barley (Feed)	\$2.20/bu	Dairy Cows, Beef Cows	\$5.00
Corn	2.70/bu	Other Dairy & Beef	2.50
Oats	1.50/bu	Hogs	3.50
Soybeans	6.50/bu	Sheep	.35
Wheat	3.60/bu	Lambs	.25

<u>ROUGHAGES</u>		<u>PRODUCTS USED IN THE HOME</u>	
Alfalfa Hay	\$80.00/ton	Cream	1.80/qt
Mixed Legume	65.00/ton	Whole Milk	.25/qt
Other Grass Hay	40.00/ton	Whole Milk Fed	11.00/cwt
Corn Silage	18.00/ton		

### UNPAID FAMILY LABOR

Second Operators Labor	\$600.00/mo
Unpaid Family Labor	15.00/day

LAND COST used on Table 10 was considered to be the rental value of land on each farm. The Interest on Farm Capital was calculated using a 7% factor.

## MEASURES OF FARM ORGANIZATION EFFICIENCY

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

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

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

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

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1984

ITEMS		AVERAGE 168 FARMS	HIGH 34 FARMS	LOW 34 FARMS
1. RETURN TO OPERATORS LABOR & MANAGEMENT	\$	2211	24418	-21518
2. CROP YIELD INDEX		100	111.3	93.2
3. % TILLABLE LAND IN HIGH RETURN CROPS				
4. GROSS RETURN PER TILLABLE ACRE	\$	146.63	180.08	119.41
5. RETURN PER \$100 FEED FED PROD. LVSTK INDEX		100	102.4	91.7
6. *LIVESTOCK UNITS PER 100 ACRES		31.02	27.41	35.4
7. SIZE OF BUSINESS - WORK UNITS		509.24	624.83	633.57
8. WORK UNITS PER WORKER		328.54	357.05	422.38
9. POWER, MACH, EQUIP, BLDG EXPENSE/WORK UNIT	\$	56.24	57.25	52.99
10. FARM CAPITAL INVESTMENT PER WORKER	\$	171494	180866	220165
11. INDEX OF RETURN PER \$100 FEED FED				
12. 6100A BEEF BREEDING HERD		100	106.2	92.4
13. 6290A DAIRY COWS		100	103.8	98.3
14. 6310A OTHER DAIRY REPLACEMENTS		100	116.3	79.1
15. 6318A OTHER DAIRY REPLACEMENTS		100	102.1	95.9
16. 6470A HOGS, FARROW TO FINISH		100		89.5
17. 6510A HOGS, WEANING PIG PRODUCTION		100		
30. NUMBER OF ANIMAL UNITS		85.93	93.55	120.89
31. WORK UNITS				
32. CROPS		151.37	164.88	278.26
33. PRODUCTIVE LIVESTOCK		353.13	456.27	351.62
34. OTHER PRODUCTIVE LIVESTOCK		4.74	3.68	3.68
35. EXPENSES PER WORK UNIT				
36. TRACTOR & CROP MACHINERY EXPENSES	\$	27.04	29.06	25.84
37. FARM SHARE OF AUTO & TRUCK	\$	7.13	5.72	6.96
38. FARM SHARE OF ELECTRIC EXPENSE	\$	5.21	5.66	3.91
39. LIVESTOCK EQUIPMENT EXPENSE	\$	7.54	7.8	7.13
40. BUILDING, FENCE & TILING EXPENSE	\$	9.32	9.02	9.16
40A OTHER EXP/WORK UNITS (INC. CUSTOM ENT)				
40B GENRL FRM TELE/OTHR UTILIT. EXCEPT ELEC	\$	4.56	4.46	4.18
40C HIRED LABOR	\$	5.57	6.56	5.51
41. ** TRACTOR & CROP MACH. EXP. PER CROP ACRE	\$	52.07	55.59	50.98
42. FARM POWER & MACH. COST ALLOC. TO CROPS	\$	3503.9	3987.87	3920.97
43. BLDG., FENCE & TILING COST ALLOCATED TO CROPS BCAF (3)	\$	1179.09	1543.47	1507.93
44. *ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE				
45. **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY				



# THERMOMETER CHART

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

Labor Earn- ings	Crop Yield	Gross Ret./ Till. Acre	Return From Prod. Livstk.	Prod. Livstk. Units/ 100 A.	Work Units Per Worker	Work Units Per Worker	P.M.E.& B. Exp. / Work Unit	Farm Capital Invest. / Worker
35000	115	192	114	37	650	430	42	240000
30000	113	186	112	36	630	415	44	230000
24418	111	180	110	35	610	400	46	220165
20000	109	172	108	34	590	385	48	210000
15000	107	166	106	33	570	360	50	200000
10000	105	160	104	32	550	350	52	190000
5000	103	152	102	31	530	340	54	180866
2211	100	146	100	30	509	329	56	171494
-5000	95	140	96	29	480	310	58	140000
-10000	93	134	94	28	440	300	60	130000
-15000	91	128	92	27	400	290	62	120000
-21518	89	120	90	26	380	275	64	100000
-30000	87	114	88	25	360	260	66	80000



# LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

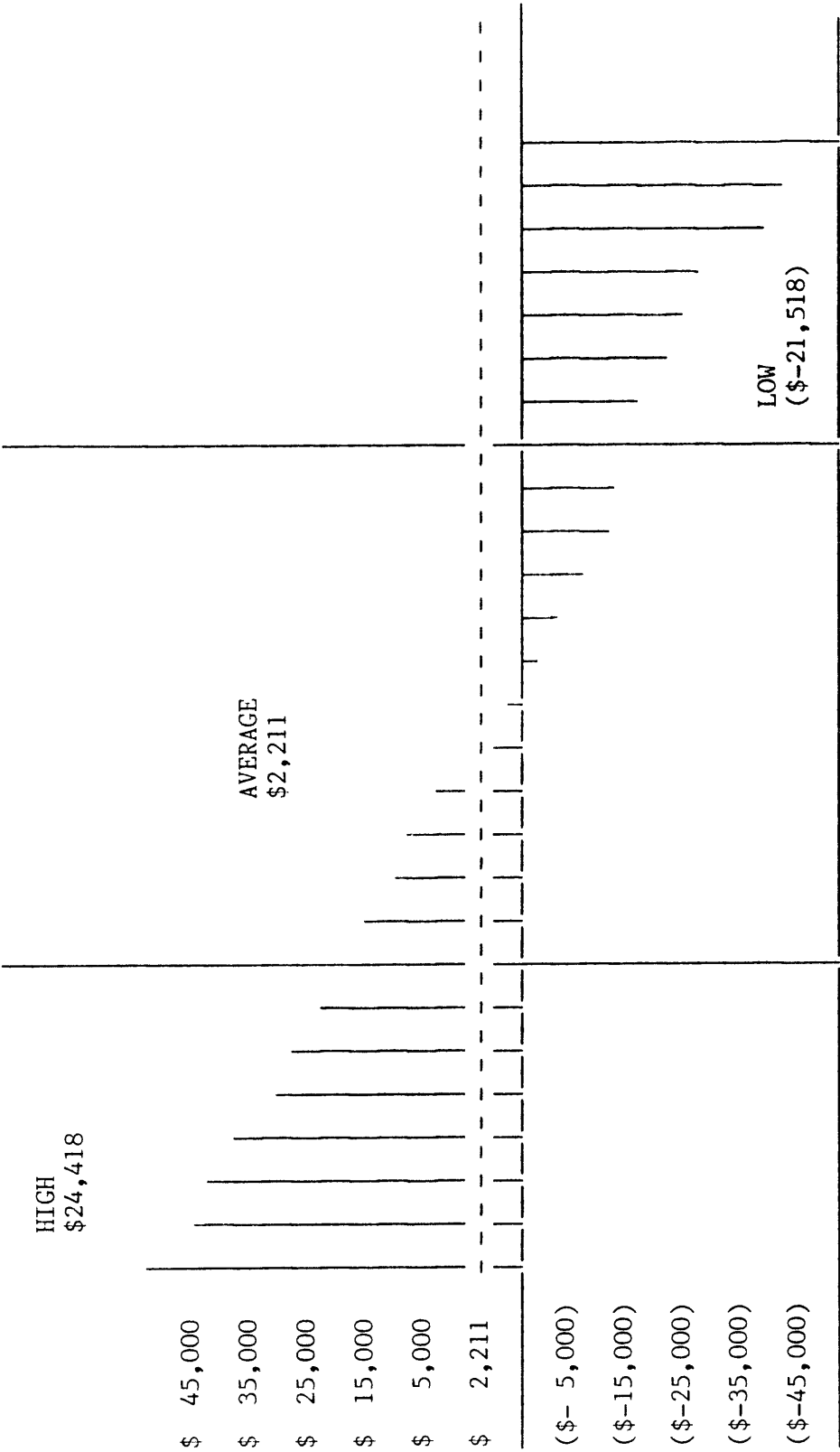
- |   |                                  |                          |
|---|----------------------------------|--------------------------|
| 1. Crop Yield                             | 2. Gross Return for Tillage Acre | 3. Return from Livestock |
| 4. Amount of Livestock                    | 5. Size of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

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

No. of Factors in Which Farmers Excelled	No. of Farms	-25,000	-15,000	-5,000	0	5,000	15,000	25,000	35,000
0 - 1	17	////////////////	////////////////	////////////////	-5408				
2 - 3	54	////////////////	////////////////	////////////////	////////////////	881			
4 - 5	57	////////////////	////////////////	////////////////	////////////////	////////////////	5162		
6 - 7	32	////////////////	////////////////	////////////////	////////////////	////////////////	4497		
8 - 9	8	////////////////	////////////////	////////////////	////////////////	////////////////	////////////////	21834	

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

TABLE 7 - RANGE IN FARM EARNINGS - 1984



Each line represents 7 farm units. Every study of farm earnings shows a wide variation in earnings among farmers in a given year. Some of the causes for these differences in earnings, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The most important management factors affecting earnings are as follows:

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

TABLE 9 - SELECTED CROP DATA FOR MAJOR CROPS, DISTRIBUTION OF ACRES &amp; YIELDS - 1984

CROP	AVERAGE OF 168 FARMS	34 HIGH PROFIT FARMS	34 LOW PROFIT FARMS
	ACRES	ACRES	ACRES
Total Small Grain & Canning Peas	39.6	28.0	63.0
Total Row Crop	15.2	117.5	15.7
Total Legumes, Including Seed	64.4	84.8	65.9
Total Other Hay	47.5	27.1	64.3
Total Silage & Fodder	41.9	51.6	35.5
Total Tillable Pasture	8.2	.6	22.3
Total Fallow & Idle Land	4.5	7.9	10.6
Total Tillable Land	282.1	317.5	320.2
Total Non-Tillable Hay/Pasture	25.3	23.8	21.4
Wild Hay Not Harvested (Non-Tillable)	2.6	.7	2.9
Pasture Not Harvested	53.2	36.7	66.4
Timber Not Harvested	55.4	12.6	71.1
Roads & Waste	25.4	23.6	30.6
Farmstead	7.8	7.4	8.7
TOTAL LAND NOT HARVESTED	144.4	81.0	179.7
TOTAL NON-TILLABLE LAND	169.9	104.8	202.3
TOTAL LAND IN FARM OR RANCH	452.0	422.3	522.5

## SUPPLEMENTARY MANAGEMENT INFORMATION

	168 FARMS AVERAGE	34 MOST PROFITABLE	34 LEAST PROFITABLE
PERCENT LAND TILLABLE	62.4	75.2	61.3
*FERTILIZER COST PER ACRE	21.3	25.16	18.06
*CROP CHEMICALS PER ACRE	6.35	7.71	6.69
*SEED & OTHER COSTS PER ACRE	12.04	13.4	11.65
*GAS, OIL & GREASE BOUGHT PER ACRE	17.04	16.5	17.75
*REPAIR & MAINT. COST/ACRE	17.03	19.83	15.44
TOTAL LAND NOT HARVESTED	144.4	81.0	179.7
TOTAL NON-TILLABLE LAND	169.9	104.8	202.3
TOTAL LAND IN FARM OR RANCH	452.0	422.3	522.5

\*TILLABLE MINUS TILLABLE PASTURE, FALLOW &amp; IDLE LAND

## CROP YIELDS (FROM TABLE 10)

CROP	NUMBER OF FARMS GROWING	AVERAGE ALL FARMS	20% HIGH FARMS	20% LOW FARMS
Barley	42	44.3	72.7	31.4
Oats	142	54.5	104.6	32.3
Rye	10	39.3		
Wheat	14	28.1	33.6	21.1
Corn	227	72.3	97.7	52.8
Soybeans	15	19.5	29.4	11.9
Alfalfa Hay	178	3.6	6.5	1.9
Red Clover Hay	25	2.2	4.0	1.9
Other Tillable Grass	44	1.8	4.9	0.7
Legume-Grass Mix Hay	95	2.2	3.8	1.6
Corn Silage	206	9.4	14.8	4.0
Corn (Irrigated)	11	89.2	95.7	82.0
Alfalfa Hay (Irrigated)	7	3.6		

## TABLE 10 - CROP ANALYSIS

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

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

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

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

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

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

TABLE 10 - CROP DATA FOR BARLEY, SPRING - 1984

		AVERAGE 42	HIGH 14	LOW 14
1. ACRES		45.7	20.5	56.1
	PER ACRE		PER ACRE	PER ACRE
2. YIELD		44.3	72.7	31.4
3. VALUE PER PRODUCTION UNIT	\$	2.09	2.09	2.04
4. CROP PRODUCT RETURN	\$	92.56	152.00	63.96
5. OTHER CROP INCOME	\$	7.77	11.37	5.4
6. TOTAL CROP RETURN	\$	100.33	163.37	69.36
7. DIRECT COSTS				
8. FERTILIZER	\$	16.26	17.85	16.86
9. CHEMICALS	\$	2.80	4.29	1.05
10. SEED	\$	8.29	7.22	7.43
10A CROP DRYING	\$	.13	.83	
10B OTHER EXPENSE	\$	1.29	2.34	1.3
11. SPECIAL HIRED LABOR	\$	.26	1.66	.02
12. CUSTOM WORK HIRED	\$	1.52	4.20	5.04
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	32.55	38.39	31.70
15. RETURN OVER DIRECT COSTS	\$	67.78	124.98	37.66
16. ALLOCATED COSTS (DIRECT + FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	12.26	11.82	10.61
18. FARM POWER & MACHINERY - OPERATION	\$	16.21	17.58	13.59
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	21.26	27.86	17.93
21. MISCELLANEOUS COSTS	\$	.53	.83	.96
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	3.67	3.14	3.68
23. TOTAL ALLOCATED COSTS	\$	53.93	61.23	46.77
24. RETURN OVER ALL LISTED COSTS	\$	13.85	63.75	-9.11
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR		1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	1.95	1.37	2.50
29. RETURN OVER LISTED COSTS PER UNIT	\$	.31	.88	-.29
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		41.38	47.67	38.47
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	34.49	35.34	31.24
31. TOTAL LISTED COSTS PER ACRE	\$	86.48	99.62	78.47
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	3.17	2.12	1.92
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	2.02	2.13	2.05
40. QUANTITY SOLD (OPERATOR SHARE)		243.6	272.3	81.3

\*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR OATS FOR FEED - 1984

		AVERAGE 142	HIGH 28	LOW 28
1. ACRES		28.2	20.7	26.5
2. YIELD		PER ACRE 54.5	PER ACRE 104.6	PER ACRE 32.3
3. VALUE PER PRODUCTION UNIT	\$	1.50	1.50	1.44
4. CROP PRODUCT RETURN	\$	81.77	156.91	46.57
5. OTHER CROP INCOME	\$	17.48	39.42	5.36
6. TOTAL CROP RETURN	\$	99.25	196.33	51.93
7. DIRECT COSTS				
8. FERTILIZER	\$	10.11	10.10	14.00
9. CHEMICALS	\$	.89	.53	.26
10. SEED	\$	6.70	8.31	8.15
10A CROP DRYING	\$			
10B OTHER EXPENSE	\$	.96	1.01	1.17
11. SPECIAL HIRED LABOR	\$	.18		.15
12. CUSTOM WORK HIRED	\$	4.08	4.69	5.62
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	22.92	24.64	29.35
15. RETURN OVER DIRECT COSTS	\$	76.33	171.69	22.58
16. ALLOCATED COSTS (DIRECT + FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	13.90	13.99	14.39
18. FARM POWER & MACHINERY - OPERATION	\$	16.17	15.94	16.36
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	25.97	31.21	27.68
21. MISCELLANEOUS COSTS	\$	.04		.04
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	4.31	4.22	4.48
23. TOTAL ALLOCATED COSTS	\$	60.39	65.36	62.95
24. RETURN OVER ALL LISTED COSTS	\$	15.94	106.33	-40.37
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR		0.97	0.98	0.96
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	1.53	.86	2.86
29. RETURN OVER LISTED COSTS PER UNIT	\$	.29	1.02	-1.25
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		55.54	60.00	64.10
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	37.10	37.28	38.98
31. TOTAL LISTED COSTS PER ACRE	\$	83.31	90.00	92.30
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	2.74	2.62	2.02
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	1.62	1.87	1.62
40. QUANTITY SOLD (OPERATOR SHARE)		256.6	254.7	88.5

\*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR RYE - 1984

	AVERAGE OF 10 FARMS
1. ACRES	40.6
2. YIELD	PER ACRE 39.3
3. VALUE PER PRODUCTION UNIT	\$ 1.79
4. CROP PRODUCT RETURN	\$ 70.32
5. OTHER CROP INCOME	\$ 9.53
6. TOTAL CROP RETURN	\$ 79.85
7. DIRECT COSTS	
8. FERTILIZER	\$ 9.53
9. CHEMICALS	\$
10. SEED	\$ 1.16
10A CROP DRYING	\$ .62
10B OTHER EXPENSE	\$ 1.77
11. SPECIAL HIRED LABOR	\$
12. CUSTOM WORK HIRED	\$ 3.30
13. IRRIGATION OPERATION	\$
14. TOTAL DIRECT COSTS	\$ 16.38
15. RETURN OVER DIRECT COSTS	\$ 63.47
16. ALLOCATED COSTS (DIRECT + FIXED)	
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 6.35
18. FARM POWER & MACHINERY - OPERATION	\$ 13.90
19. IRRIGATION EQUIP OWNERSHIP	\$
20. LAND COSTS	\$ 17.50
21. MISCELLANEOUS COSTS	\$ .39
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 3.14
23. TOTAL ALLOCATED COSTS	\$ 41.28
24. RETURN OVER ALL LISTED COSTS	\$ 22.19
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.30
27. POWER COSTS ALLOCATION FACTOR	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 1.47
29. RETURN OVER LISTED COSTS PER UNIT	\$ .56
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	32.21
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 25.59
31. TOTAL LISTED COSTS PER ACRE	\$ 57.66
32. OTHER POSSIBLE COSTS NOT LISTED	
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 1.78
33A BUILDINGS, FENCES & TILING COSTS	-----
34. INTEREST ALLOCATION	-----
35. OTHER COSTS NOT LISTED	-----
36. TOTAL COSTS	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 1.96
40. QUANTITY SOLD (OPERATOR SHARE)	1206.2

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA



TABLE 10 - CROP DATA FOR SPRING WHEAT - 1984

		AVERAGE 14	HIGH 7	LOW 7
1. ACRES		36.0	40.5	31.5
2. YIELD		PER ACRE 28.1	PER ACRE 33.6	PER ACRE 21.1
3. VALUE PER PRODUCTION UNIT	\$	3.62	3.66	3.57
4. CROP PRODUCT RETURN	\$	101.67	122.81	75.24
5. OTHER CROP INCOME	\$	23.78	30.15	15.59
6. TOTAL CROP RETURN	\$	125.45	152.96	90.83
7. DIRECT COSTS				
8. FERTILIZER	\$	16.89	11.65	23.62
9. CHEMICALS	\$	6.64	6.52	6.79
10. SEED	\$	9.14	8.99	9.33
10A CROP DRYING	\$	.44	.77	
10B OTHER EXPENSE	\$	2.44	.91	4.41
11. SPECIAL HIRED LABOR	\$	.17	.30	
12. CUSTOM WORK HIRED	\$	3.42	3.19	3.71
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	39.14	32.33	47.86
15. RETURN OVER DIRECT COSTS	\$	86.31	120.63	42.97
16. ALLOCATED COSTS (DIRECT + FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	12.38	14.95	9.08
18. FARM POWER & MACHINERY - OPERATION	\$	14.43	16.19	12.16
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	21.07	18.57	23.57
21. MISCELLANEOUS COSTS	\$	.81	1.46	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	4.08	4.74	3.22
23. TOTAL ALLOCATED COSTS	\$	52.77	55.91	48.03
24. RETURN OVER ALL LISTED COSTS	\$	33.54	64.72	-5.06
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR		0.99	0.99	0.99
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	3.27	2.63	4.55
29. RETURN OVER LISTED COSTS PER UNIT	\$	1.19	1.93	-.24
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		25.39	24.11	26.86
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	33.17	38.01	26.93
31. TOTAL LISTED COSTS PER ACRE	\$	91.91	88.24	95.89
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	3.04	2.34	2.58
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	3.23	3.21	3.26
40. QUANTITY SOLD (OPERATOR SHARE)		480.7	614.1	347.2

\*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1984

		AVERAGE 227	HIGH 45	LOW 45
1. ACRES		51.6	46.1	55.9
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		72.3	97.7	52.8
3. VALUE PER PRODUCTION UNIT	\$	2.45	2.45	2.47
4. CROP PRODUCT RETURN	\$	177.15	239.37	130.48
5. OTHER CROP INCOME	\$	.39	.17	.25
6. TOTAL CROP RETURN	\$	177.54	239.54	130.73
7. DIRECT COSTS				
8. FERTILIZER	\$	39.44	35.10	44.13
9. CHEMICALS	\$	14.38	12.71	19.21
10. SEED	\$	16.09	12.54	23.51
10A CROP DRYING	\$	4.40	2.30	6.98
10B OTHER EXPENSE	\$	1.88	1.48	2.47
11. SPECIAL HIRED LABOR	\$	.35	.28	.05
12. CUSTOM WORK HIRED	\$	4.17	3.38	2.36
13. IRRIGATION OPERATION	\$	0	0	0
14. TOTAL DIRECT COSTS	\$	80.71	67.79	98.71
15. RETURN OVER DIRECT COSTS	\$	96.83	171.75	32.02
16. ALLOCATED COSTS (DIRECT + FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	24.30	31.84	18.99
18. FARM POWER & MACHINERY - OPERATION	\$	27.60	31.71	23.75
19. IRRIGATION EQUIP OWNERSHIP	\$	.23	0	0
20. LAND COSTS	\$	29.18	31.64	24.53
21. MISCELLANEOUS COSTS	\$	.23	.17	.20
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	8.14	10.58	8.08
23. TOTAL ALLOCATED COSTS	\$	89.68	105.94	75.55
24. RETURN OVER ALL LISTED COSTS	\$	7.15	65.81	-43.53
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.55	.55	.55
27. POWER COSTS ALLOCATION FACTOR		0.98	1.01	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	2.36	1.78	3.30
29. RETURN OVER LISTED COSTS PER UNIT	\$	.10	.67	-.82
30. BREAK EVEN YIELD/UNITS OF PRODUCTION		69.55	70.91	70.55
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	62.82	76.38	52.39
31. TOTAL LISTED COSTS PER ACRE	\$	170.39	173.73	174.26
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	5.61	5.08	3.86
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	2.79	2.94	3.04
40. QUANTITY SOLD (OPERATOR SHARE)		606.6	673.5	391.8

\*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR CORN FOR GRAIN (IRRIGATED) - 1984

	AVERAGE OF 11 FARMS
1. ACRES	69.0
2. YIELD	PER ACRE 89.2
3. VALUE PER PRODUCTION UNIT	\$ 2.51
4. CROP PRODUCT RETURN	\$ 224.01
5. OTHER CROP INCOME	\$ 1.13
6. TOTAL CROP RETURN	\$ 225.14
7. DIRECT COSTS	
8. FERTILIZER	\$ 51.33
9. CHEMICALS	\$ 12.07
10. SEED	\$ 17.74
10A. CROP DRYING	\$ 9.43
10B. OTHER EXPENSE	\$ 4.84
11. SPECIAL HIRED LABOR	\$ .55
12. CUSTOM WORK HIRED	\$ 12.67
13. IRRIGATION OPERATION	\$ 16.00
14. TOTAL DIRECT COSTS	\$ 124.63
15. RETURN OVER DIRECT COSTS	\$ 100.51
16. ALLOCATED COSTS (DIRECT + FIXED)	
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 10.82
18. FARM POWER & MACHINERY - OPERATION	\$ 28.70
19. IRRIGATION EQUIP OWNERSHIP	\$ 42.16
20. LAND COSTS	\$ 27.00
21. MISCELLANEOUS COSTS	\$ .26
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 6.06
23. TOTAL ALLOCATED COSTS	\$ 115.00
24. RETURN OVER ALL LISTED COSTS	\$ -14.49
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.65
27. POWER COSTS ALLOCATION FACTOR	0.98
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 2.68
29. RETURN OVER LISTED COSTS PER UNIT	\$ -.16
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	95.47
30A. ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 54.03
31. TOTAL LISTED COSTS PER ACRE	\$ 239.63
32. OTHER POSSIBLE COSTS NOT LISTED	
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 6.80
33A. BUILDINGS, FENCES & TILING COSTS	-----
34. INTEREST ALLOCATION	-----
35. OTHER COSTS NOT LISTED	-----
36. TOTAL COSTS	-----
37. TOTAL ACRE INCHES OF WATER APPLIED	4
38. COST OF IRRIGATION	\$ 58.16
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$
40. QUANTITY SOLD (OPERATOR SHARE)	

\*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR SOYBEANS - 1984

	AVERAGE 15	HIGH 7	LOW 7
1. ACRES	89.5	79.6	103.0
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	19.5	29.4	11.9
3. VALUE PER PRODUCTION UNIT	\$ 5.57	5.59	5.55
4. CROP PRODUCT RETURN	\$ 108.54	164.47	66.28
5. OTHER CROP INCOME	\$		
6. TOTAL CROP RETURN	\$ 108.54	164.47	66.28
7. DIRECT COSTS			
8. FERTILIZER	\$ 23.90	24.36	23.09
9. CHEMICALS	\$ 18.86	24.18	15.55
10. SEED	\$ 17.07	14.82	18.23
10A CROP DRYING	\$ 1.52	3.67	
10B OTHER EXPENSE	\$ .56	.26	.83
11. SPECIAL HIRED LABOR	\$		
12. CUSTOM WORK HIRED	\$ 6.83	12.09	3.38
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 68.74	79.38	61.08
15. RETURN OVER DIRECT COSTS	\$ 39.80	85.09	5.20
16. ALLOCATED COSTS (DIRECT + FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 16.37	17.65	15.71
18. FARM POWER & MACHINERY - OPERATION	\$ 18.13	16.17	18.23
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 31.60	30.71	32.71
21. MISCELLANEOUS COSTS	\$		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 5.73	5.43	6.23
23. TOTAL ALLOCATED COSTS	\$ 71.83	69.69	73.63
24. RETURN OVER ALL LISTED COSTS	\$ -32.03	15.13	-68.43
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.45	.45	.45
27. POWER COSTS ALLOCATION FACTOR	0.94	1.00	0.87
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 7.21	5.08	11.28
29. RETURN OVER LISTED COSTS PER UNIT	\$ -1.64	.51	-5.73
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	\$ 25.24	26.72	24.27
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 44.79	47.31	43.17
31. TOTAL LISTED COSTS PER ACRE	\$ 140.57	149.34	134.71
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 6.79	4.92	4.87
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 5.73	5.03	5.97
40. QUANTITY SOLD (OPERATOR SHARE)	373.8	322.3	394.3

\*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1984

	AVERAGE 178	HIGH 36	LOW 36
1. ACRES	48.8	41.6	32.3
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	3.6	6.5	1.9
3. VALUE PER PRODUCTION UNIT	\$ 71.67	76.39	66.06
4. CROP PRODUCT RETURN	\$ 259.96	493.97	122.72
5. OTHER CROP INCOME	\$ 0	0	0
6. TOTAL CROP RETURN	\$ 259.96	493.97	122.72
7. DIRECT COSTS			
8. FERTILIZER	\$ 16.35	17.45	11.61
9. CHEMICALS	\$ 1.23	.67	1.92
10. SEED	\$ 5.41	3.92	3.78
10A CROP DRYING	\$ 0	0	.06
10B OTHER EXPENSE	\$ 2.52	3.61	2.11
11. SPECIAL HIRED LABOR	\$ .33	.17	.31
12. CUSTOM WORK HIRED	\$ 1.76	.50	2.76
13. IRRIGATION OPERATION	\$ 0	0	0
14. TOTAL DIRECT COSTS	\$ 27.60	26.32	22.55
15. RETURN OVER DIRECT COSTS	\$ 232.36	467.65	100.17
16. ALLOCATED COSTS (DIRECT + FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 26.64	32.65	25.18
18. FARM POWER & MACHINERY - OPERATION	\$ 31.87	35.11	30.85
19. IRRIGATION EQUIP OWNERSHIP	\$ 0	0	0
20. LAND COSTS	\$ 30.53	34.36	24.03
21. MISCELLANEOUS COSTS	\$ .02	0	0
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 8.84	11.26	8.57
23. TOTAL ALLOCATED COSTS	\$ 97.90	113.38	88.63
24. RETURN OVER ALL LISTED COSTS	\$ 134.46	354.27	11.54
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27. POWER COSTS ALLOCATION FACTOR	0.99	1.00	0.99
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 34.60	21.61	59.83
29. RETURN OVER LISTED COSTS PER UNIT	\$ 37.07	54.78	6.23
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	1.75	1.83	1.68
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 68.52	79.35	66.44
31. TOTAL LISTED COSTS PER ACRE	\$ 125.50	139.70	111.18
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 6.15	5.12	3.99
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 61.76	64.44	53.33
40. QUANTITY SOLD (OPERATOR SHARE)			

\*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR ALFALFA HAY (IRRIGATED) - 1984

	AVERAGE OF 7 FARMS
1. ACRES	69.8
2. YIELD	PER ACRE 3.6
3. VALUE PER PRODUCTION UNIT	\$ 73.57
4. CROP PRODUCT RETURN	\$ 263.51
5. OTHER CROP INCOME	\$
6. TOTAL CROP RETURN	\$ 263.51
7. DIRECT COSTS	
8. FERTILIZER	\$ 20.09
9. CHEMICALS	\$ .82
10. SEED	\$ 8.65
10A CROP DRYING	\$
10B OTHER EXPENSE	\$ 2.64
11. SPECIAL HIRED LABOR	\$
12. CUSTOM WORK HIRED	\$ 4.40
13. IRRIGATION OPERATION	\$ 15.36
14. TOTAL DIRECT COSTS	\$ 51.96
15. RETURN OVER DIRECT COSTS	\$ 211.55
16. ALLOCATED COSTS (DIRECT + FIXED)	
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 16.01
18. FARM POWER & MACHINERY - OPERATION	\$ 33.66
19. IRRIGATION EQUIP OWNERSHIP	\$ 31.23
20. LAND COSTS	\$ 26.71
21. MISCELLANEOUS COSTS	\$ 0
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 6.54
23. TOTAL ALLOCATED COSTS	\$ 114.15
24. RETURN OVER ALL LISTED COSTS	\$ 97.40
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.80
27. POWER COSTS ALLOCATION FACTOR	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 46.37
29. RETURN OVER LISTED COSTS PER UNIT	\$ 27.20
30. BREAK EVEN YIELD/UNITS OF PRODUCTION	2.26
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 59.14
31. TOTAL LISTED COSTS PER ACRE	\$ 166.11
32. OTHER POSSIBLE COSTS NOT LISTED	
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 8.33
33A BUILDINGS, FENCES & TILING COSTS	-----
34. INTEREST ALLOCATION	-----
35. OTHER COSTS NOT LISTED	-----
36. TOTAL COSTS	-----
37. TOTAL INCHES OF WATER APPLIED	5
38. COST OF IRRIGATION	\$ 46.59
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$
40. QUANTITY SOLD (OPERATOR SHARE)	

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR MEDIUM RED CLOVER HAY - 1984

		AVERAGE 25	HIGH 12	LOW 12
1. ACRES		51.1	14.5	90.8
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		2.2	4.0	1.9
3. VALUE PER PRODUCTION UNIT	\$	59.20	62.08	56.25
4. CROP PRODUCT RETURN	\$	129.75	248.34	107.17
5. OTHER CROP INCOME	\$	1.10		
6. TOTAL CROP RETURN	\$	130.85	248.34	107.17
7. DIRECT COSTS				
8. FERTILIZER	\$	1.86	3.10	1.69
9. CHEMICALS	\$	.47	.14	.54
10. SEED	\$	6.63	1.31	7.57
10A CROP DRYING	\$	.02		
10B OTHER EXPENSE	\$	1.06	2.14	.89
11. SPECIAL HIRED LABOR	\$			
12. CUSTOM WORK HIRED	\$	2.21		2.27
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	12.25	6.69	12.96
15. RETURN OVER DIRECT COSTS	\$	118.60	241.65	94.21
16. ALLOCATED COSTS (DIRECT + FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	15.07	16.08	15.03
18. FARM POWER & MACHINERY - OPERATION	\$	18.12	20.17	17.87
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	28.64	29.75	27.83
21. MISCELLANEOUS COSTS	\$	.06	.41	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	4.69	5.33	4.52
23. TOTAL ALLOCATED COSTS	\$	66.58	71.74	65.25
24. RETURN OVER ALL LISTED COSTS	\$	52.02	169.91	28.96
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR		0.98	0.96	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	35.96	19.59	41.05
29. RETURN OVER LISTED COSTS PER UNIT	\$	23.73	42.50	15.20
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		1.33	1.26	1.39
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	39.35	41.58	38.93
31. TOTAL LISTED COSTS PER ACRE	\$	78.83	78.43	78.21
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	3.68	2.73	3.17
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

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR OTHER TILLABLE GRASS HAY - 1984

		AVERAGE 44	HIGH 15	LOW 15
1. ACRES		32.8	16.8	33.9
2. YIELD		PER ACRE 1.8	PER ACRE 4.9	PER ACRE .7
3. VALUE PER PRODUCTION UNIT	\$	35.63	35.13	37.40
4. CROP PRODUCT RETURN	\$	64.09	173.57	27.58
5. OTHER CROP INCOME	\$	2.44	7.26	
6. TOTAL CROP RETURN	\$	66.53	180.83	27.58
7. DIRECT COSTS				
8. FERTILIZER	\$	1.37	2.68	1.74
9. CHEMICALS	\$			
10. SEED	\$	.88	1.07	1.62
10A CROP DRYING	\$			
10B OTHER EXPENSE	\$	1.07	1.37	1.24
11. SPECIAL HIRED LABOR	\$	.09		.21
12. CUSTOM WORK HIRED	\$	.40	.30	.56
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	3.81	5.42	5.37
15. RETURN OVER DIRECT COSTS	\$	62.72	175.41	22.21
16. ALLOCATED COSTS (DIRECT + FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	10.03	20.77	7.62
18. FARM POWER & MACHINERY - OPERATION	\$	13.72	16.70	14.38
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	13.91	14.33	12.47
21. MISCELLANEOUS COSTS	\$			
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	3.58	6.28	3.42
23. TOTAL ALLOCATED COSTS	\$	41.24	58.08	37.89
24. RETURN OVER ALL LISTED COSTS	\$	21.48	117.33	-15.68
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR		0.91	0.92	0.97
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	25.03	12.86	58.68
29. RETURN OVER LISTED COSTS PER UNIT	\$	11.95	23.75	-21.28
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		1.26	1.81	1.16
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	27.60	43.95	25.79
31. TOTAL LISTED COSTS PER ACRE	\$	45.05	63.50	43.26
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	2.21	1.63	1.91
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	39.17	38.33	39.66
40. QUANTITY SOLD (OPERATOR SHARE)				

\*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA



TABLE 10 - CROP DATA FOR LEGUME-GRASS MIX HAY - 1984

	AVERAGE 95	HIGH 19	LOW 19
1. ACRES	78.2	32.0	120.8
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	2.2	3.8	1.6
3. VALUE PER PRODUCTION UNIT	\$ 50.71	61.32	37.58
4. CROP PRODUCT RETURN	\$ 111.53	233.78	59.73
5. OTHER CROP INCOME	\$ 0	0	0
6. TOTAL CROP RETURN	\$ 111.53	233.78	59.73
7. DIRECT COSTS			
8. FERTILIZER	\$ 6.21	14.66	3.16
9. CHEMICALS	\$ .08	.50	0
10. SEED	\$ 1.98	.97	3.06
10A CROP DRYING	\$ 0	.03	0
10B OTHER EXPENSE	\$ 1.53	1.81	1.03
11. SPECIAL HIRED LABOR	\$ .01	0	0
12. CUSTOM WORK HIRED	\$ .42	1.16	.28
13. IRRIGATION OPERATION	\$ 0	0	0
14. TOTAL DIRECT COSTS	\$ 10.23	19.13	7.53
15. RETURN OVER DIRECT COSTS	\$ 101.30	214.65	52.20
16. ALLOCATED COSTS (DIRECT + FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 16.62	22.66	13.97
18. FARM POWER & MACHINERY - OPERATION	\$ 18.78	27.50	15.03
19. IRRIGATION EQUIP OWNERSHIP	\$ 0	0	0
20. LAND COSTS	\$ 21.05	33.42	13.32
21. MISCELLANEOUS COSTS	\$ .03	0	0
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 5.09	7.88	3.73
23. TOTAL ALLOCATED COSTS	\$ 61.57	91.46	46.05
24. RETURN OVER ALL LISTED COSTS	\$ 39.73	123.19	6.15
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR	0.97	0.99	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 32.65	29.00	33.72
29. RETURN OVER LISTED COSTS PER UNIT	\$ 18.06	32.32	3.86
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	1.42	1.80	1.43
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 40.77	58.81	32.92
31. TOTAL LISTED COSTS PER ACRE	\$ 71.80	110.59	53.58
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 3.29	3.38	1.67
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 45.00	54.64	37.41
40. QUANTITY SOLD (OPERATOR SHARE)			

\*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR CORN &amp; SORGHUM SILAGE - 1984

	AVERAGE 206	HIGH 41	LOW 41
1. ACRES	35.9	32.4	32.8
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	9.4	14.8	4.0
3. VALUE PER PRODUCTION UNIT	\$ 15.54	15.88	14.90
4. CROP PRODUCT RETURN	\$ 146.74	235.25	59.97
5. OTHER CROP INCOME	\$ .22	0	0
6. TOTAL CROP RETURN	\$ 146.96	235.25	59.97
7. DIRECT COSTS			
8. FERTILIZER	\$ 29.08	28.24	26.89
9. CHEMICALS	\$ 10.95	13.02	11.01
10. SEED	\$ 12.53	14.35	12.26
10A CROP DRYING	\$ .03	.06	0
10B OTHER EXPENSE	\$ 1.14	1.08	.98
11. SPECIAL HIRED LABOR	\$ .11	.37	.12
12. CUSTOM WORK HIRED	\$ 2.28	1.39	3.11
13. IRRIGATION OPERATION	\$ 0	0	0
14. TOTAL DIRECT COSTS	\$ 56.12	58.51	54.37
15. RETURN OVER DIRECT COSTS	\$ 90.84	176.74	5.60
16. ALLOCATED COSTS (DIRECT + FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 25.30	26.43	22.26
18. FARM POWER & MACHINERY - OPERATION	\$ 31.34	36.50	30.96
19. IRRIGATION EQUIP OWNERSHIP	\$ 0	0	0
20. LAND COSTS	\$ 26.82	30.61	20.39
21. MISCELLANEOUS COSTS	\$ .08	0	.18
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 8.53	9.27	7.86
23. TOTAL ALLOCATED COSTS	\$ 92.07	102.81	81.65
24. RETURN OVER ALL LISTED COSTS	\$ -1.23	73.93	-76.05
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27. POWER COSTS ALLOCATION FACTOR	0.98	0.99	0.99
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 15.69	10.89	33.80
29. RETURN OVER LISTED COSTS PER UNIT	\$ -.13	4.99	-18.90
30. BREAK EVEN YIELD/UNITS OF PRODUCTION	9.54	10.16	9.13
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 66.69	73.13	63.15
31. TOTAL LISTED COSTS PER ACRE	\$ 148.19	161.32	136.02
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 5.93	6.16	4.06
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

LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA



## COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

Since feed is the largest single item of cost for all classes of livestock, "Return Above Feed Costs" has been used to classify farms into high, low, and average groups. However, the proportion of the total cost represented by feed varies considerably between classes of livestock. Feed makes up approximately 45 percent of the total cost of maintaining dairy cattle and poultry, 60 percent for a farm flock of sheep, and 75-90 percent for hogs, feeder cattle and feeder lambs. Consequently, it is necessary to secure a relatively higher return over feed from dairy cattle and poultry than from the other livestock enterprises in order to be able to cover all the costs other than feed.

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

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

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

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

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

TABLE 11A - HOGS, FARROW TO FINISH AND MIXED SYSTEMS - 1984

	FARROW TO FINISH AVERAGE OF 5	MIXED SYSTEMS AVERAGE OF 4
1. POUNDS OF HOGS PRODUCED	119653	81332
	PER CWT	PER CWT
2. NET VALUE PRODUCED	\$ 47.70	53.01
3. OTHER MISCELLANEOUS HOG INCOME		
4. TOTAL VALUE PRODUCED	\$ 47.70	53.01
5. POUNDS OF FEED FED		
6. CORN	99.1	299.8
7. SMALL GRAIN	161.6	151.3
8. COMPLETE RATION	163.6	1.0
9. PROTEIN, SALT, MINERAL & MILK	155.6	99.0
10. TOTAL CONCENTRATES	579.9	551.1
11. FORAGES		.6
12. FEED COST		
13. GRAINS	\$ 13.31	20.19
14. COMPLETE RATION	15.48	.58
15. PROTEIN, SALT, MINERAL & MILK	5.66	14.64
16. FORAGES		.02
17. PASTURE		
18. TOTAL FEED COSTS	\$ 34.45	35.43
19. RETURN OVER FEED COSTS	\$ 13.25	17.58
20. OTHER DIRECT COSTS		
21. MISCELLANEOUS LIVESTOCK EXPENSE	\$ .38	1.43
22. VETERINARY EXPENSE	.65	.68
23. CUSTOM HAULING, GRINDING, MARKETING ETC.	.28	.37
24. SPECIAL HIRED LABOR	.01	
25. TOTAL OTHER DIRECT COSTS	\$ 1.32	2.48
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 11.93	15.10
27. ALLOCATED COSTS		
28. POWER & MACHINERY COSTS	2.14	3.28
29. LIVESTOCK EQUIPMENT COSTS	.91	2.02
30. BUILDING & FENCES	1.96	1.78
31. TOTAL ALLOCATED COSTS	\$ 5.01	7.08
32. RETURN OVER ALL LISTED COSTS	\$ 6.92	8.02
33. SUPPLEMENTARY MANAGEMENT INFORMATION		
34. RETURN FOR \$100 FEED FED	\$ 138.47	149.61
35. PRICE RECEIVED PER CWT ALL ANIMALS	\$ 48.70	52.67
36. PRICE RECEIVED PER CWT SOLD MKT. ONLY	\$ 50.56	54.64
37. NUMBER OF LITTERS FARROWED	87	81
37A. LITTERS PER BEARING FEMALE PER YEAR	1.8	2.0
38. NUMBER OF PIGS BORN PER LITTER	9.2	9.1
39. NUMBER OF PIGS WEANED PER LITTER	7.4	7.2
39A. NUMBER OF PIGS PRODUCED PER LITTER	7.2	7.2
40. PERCENT DEATH LOSS	15.1	15.0
41. AVERAGE WEIGHT OF ALL HOGS SOLD	197.5	133.7
42. AVERAGE WEIGHT OF MARKET HOGS SOLD	174.5	117.7
43. PRICE PER CWT CONCENTRATE FED	\$ 5.94	6.43
44. PRICE PER CWT PROTEIN, SALT & MINERAL	\$ 3.64	14.79
45. POUNDS OF PORK PURCHASED	2085	1268
46. TOTAL LISTED COSTS PER CWT PRODUCED	\$ 40.78	44.99
47. UTILITIES & GEN. FARM EXPENSE	1.05	.52
48. INTEREST ALLOCATION	-----	-----
49. OTHER COSTS NOT LISTED	-----	-----
50. TOTAL COSTS	-----	-----

TABLE 11C 6510 HOGS, WEANING PIG PRODUCTION - 1984

		AVERAGE 8
1. NUMBER OF LITTERS FARROWED		124
		PER LITTER
2. NET VALUE PRODUCED	\$	343.12
3. OTHER MISCELLANEOUS INCOME		.24
4. TOTAL VALUE PRODUCED	\$	343.36
5. POUNDS OF FEED FED		
6. CORN		1500.1
7. SMALL GRAIN		444.5
8. COMPLETE RATION		252.4
9. PROTEIN, SALT, MINERAL & MILK		191.2
10. TOTAL CONCENTRATES		2388.2
11. FORAGES		545.2
12. FEED COST		
13. GRAINS	\$	94.52
14. COMPLETE RATION		34.31
15. PROTEIN, SALT, MINERAL & MILK		62.00
16. FORAGES		5.73
17. PASTURE		0
18. TOTAL FEED COSTS	\$	196.56
19. RETURN OVER FEED COSTS	\$	146.80
20. OTHER DIRECT COSTS		
21. MISCELLANEOUS LIVESTOCK EXPENSE	\$	9.68
22. VETERINARY EXPENSE		4.95
23. CUSTOM HAULING, GRINDING, ETC.		6.19
24. SPECIAL HIRED LABOR		0
25. TOTAL OTHER DIRECT COSTS	\$	20.82
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$	125.98
27. ALLOCATED COSTS		
28. POWER & MACHINERY COSTS (PCAF 1.00)		11.64
29. LIVESTOCK EQUIPMENT COSTS (ECAF 5)		13.01
30. BUILDING & FENCES (BCAF 5)		21.88
31. TOTAL ALLOCATED COSTS	\$	46.53
32. RETURN OVER ALL LISTED COSTS	\$	79.45
33. SUPPLEMENTARY MANAGEMENT INFORMATION		
34. RETURN FOR \$100 FEED FED	\$	174.69
35. AVG. PRICE RCVD PER ANIMAL SOLD	\$	41.74
36. AVERAGE PRICE PER PIG SOLD OR TRANSFERRED	\$	37.07
37. AVERAGE WEIGHT PER PIG SOLD OR TRANSFERRED		46.3
38. NUMBER OF PIGS PRODUCED		998
39. NUMBER OF PIGS BORN PER LITTER		10.1
40. NUMBER OF PIGS WEANED PER LITTER		8.1
40A LITTERS PER BEARING FEMALE PER YEAR		1.3
40B PIGS PRODUCED PER SOW/YR (40AX38/LITTERS		10.4
41. PERCENT DEATH LOSS		17.4
42. PRICE PER CWT CONCENTRATE FED	\$	7.99
43. PRICE PER CWT PROTEIN, SALT & MINERAL	\$	32.43
44. FEED & DIRECT COSTS PER PIG PRODUCED		27.01
45. TOTAL LISTED COSTS PER LITTER	\$	263.91
46. UTILITIES & OTHER GEN. FARM EXPENSE	\$	9.92
47. INTEREST ALLOCATION		-----
48. OTHER COSTS NOT LISTED		-----
49. TOTAL COSTS		-----

TABLE 12-6290 - DAIRY COWS, COMMERCIAL - 1984

	AVERAGE 123	HIGH 25	LOW 25
1. AVERAGE NUMBER OF COWS	44.8	48.8	39.5
	PER COW	PER COW	PER COW
2. POUNDS OF MILK	13774	15694	11019
3. POUNDS OF BUTTERFAT	498.3	570.9	397.8
4. PERCENT OF BUTTERFAT IN MILK	3.6	3.6	3.6
5. VALUE OF PRODUCE			
6. DAIRY PRODUCTS SOLD	\$ 1690.51	1958.24	1322.33
7. DAIRY PRODUCTS USED IN HOME	7.37	8.36	4.13
8. MILK FED TO LIVESTOCK	12.57	15.25	8.43
9. NET CHANGE IN VALUE OF COWS	-147.46	-108.57	-219.82
10. OTHER MISCELLANEOUS DAIRY INCOME			
11. TOTAL VALUE PRODUCED	\$ 1562.99	1873.28	1115.07
12. POUNDS OF FEED FED			
13. CORN	3737.7	4417.7	3641.1
14. SMALL GRAIN	664.2	804.7	780.1
15. COMPLETE RATION	1064.3	903.1	576.2
16. PROTEIN, SALT & MINERAL	1021.8	845.3	1013.3
17. TOTAL CONCENTRATES	6488.0	6970.8	6010.7
18. LEGUME HAY	6846.5	6680.3	7206.3
19. OTHER HAY & DRY ROUGHAGE	272.0	100.3	744.5
20. SILAGE	9750.6	8887.2	8750.4
20A HAYLAGE	595.4	884.9	315.9
21. FEED COSTS			
22. GRAINS	\$ 212.97	246.33	217.87
23. COMPLETE RATION	96.12	86.13	59.04
24. PROTEIN/SALT/MINERAL	147.32	136.33	143.90
25. ALL HAY & DRY ROUGHAGE	236.27	231.99	273.19
26. SILAGE	81.79	73.77	70.25
27. PASTURE	3.37	2.09	4.53
28. TOTAL FEED COSTS	\$ 777.84	776.64	768.78
29. RETURN OVER FEED COSTS	\$ 785.15	1096.64	346.29
30. OTHER DIRECT COSTS			
31. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 99.58	101.86	80.28
32. VETERINARY EXPENSE	31.47	37.97	18.48
33. CUSTOM WORK HIRED	53.59	60.45	43.16
34. SPECIAL HIRED LABOR	2.14	0.00	0.81
35. TOTAL OTHER DIRECT COSTS	\$ 186.78	200.28	142.73
36. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 598.37	896.36	203.56
37. ALLOCATED COSTS			
38. POWER & MACHINERY COSTS (PCAF 1.04)	61.26	69.25	49.82
39. LIVESTOCK EQUIPMENT COSTS (ECAF 4)	69.62	92.56	53.81
40. BUILDING & FENCES (BCAF 4)	67.18	79.16	61.23
41. TOTAL ALLOCATED COSTS	\$ 198.06	240.97	164.86
42. RETURN OVER ALL LISTED COSTS	\$ 400.31	655.39	38.70
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. RETURN FOR \$100 FEED FED	\$ 200.94	241.20	145.04
45. FEED COST PER CWT OF MILK	\$ 5.65	4.95	6.98
46. FEED COST PER POUND OF BUTTERFAT	\$ 1.56	1.36	1.93
47. POUNDS OF MILK / POUND OF CONCENTRATE	2.12	2.25	1.83
48. AVERAGE PRICE PER CWT MILK SOLD	\$ 12.45	12.68	12.12
49. AVERAGE PRICE PER POUND OF BUTTERFAT	\$ 3.44	3.49	3.36
50. TOTAL LISTED COSTS/CWT MILK PRODUCED	\$ 8.44	7.76	9.77
51. DAIRY COW TURNOVER PERCENTAGE	33.5	34.8	35.4
52. TOTAL LISTED COSTS PER COW	\$ 1162.68	1217.89	1076.37
53. UTILITIES & OTHER GEN. FARM EXPENSE	\$ 69.35	69.06	52.91
54. INTEREST ALLOCATION	-----	-----	-----
55. OTHER COSTS NOT LISTED	-----	-----	-----
56. TOTAL COSTS	-----	-----	-----

TABLE 13-6310 - OTHER DAIRY, COMMERCIAL REPLACEMENT - 1984

		AVERAGE 127	HIGH 25	LOW 25
1. NUMBER OF HEAD		56.2	50.2	53.4
		PER HEAD	PER HEAD	PER HEAD
2. NET VALUE PRODUCED	\$	274.50	403.75	129.63
3. OTHER MISCELLANEOUS INCOME				
4. TOTAL INCOME	\$	274.50	403.75	129.63
5. POUNDS OF FEED FED				
6. CORN		574.8	418.6	943.1
7. SMALL GRAIN		256.9	323.9	238.9
8. COMPLETE RATION		141.2	98.6	104.3
9. PROTEIN, SALT & MINERAL		120.2	171.3	145.3
10. HAY & DRY ROUGHAGE		2687.5	2325.3	3195.8
11. SILAGE		5248.4	4768.9	6331.7
11A HAYLAGE		80.4	63.7	0
12. MILK		108.9	106.0	71.9
13. FEED COSTS				
14. GRAINS	\$	39.11	34.74	53.39
15. COMPLETE RATION		15.46	7.23	10.79
16. PROTEIN, SALT & MINERALS		20.02	26.71	24.79
17. HAY/HAYLAGE & DRY ROUGHAGE		75.59	60.10	93.75
18. SILAGE		43.19	39.58	49.55
19. MILK		10.02	10.40	6.31
20. PASTURE		4.63	3.67	5.41
21. TOTAL FEED COSTS	\$	208.02	182.43	243.99
22. RETURN OVER FEED COSTS	\$	66.48	221.32	-114.36
23. OTHER DIRECT COSTS				
24. MISCELLANEOUS LIVESTOCK EXPENSE	\$	7.22	9.42	5.75
25. VETERINARY EXPENSE		3.27	3.78	1.91
26. CUSTOM WORK HIRED		2.86	2.31	2.08
27. SPECIAL HIRED LABOR		.32	0	.22
28. TOTAL OTHER DIRECT COSTS	\$	13.67	15.51	9.96
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$	52.81	205.81	-124.32
30. ALLOCATED COSTS				
31. POWER & MACHINERY COSTS (PCAF .95)		9.60	10.68	11.18
32. LIVESTOCK EQUIPMENT COSTS (ECAF 3)		11.03	10.36	14.19
33. BUILDING & FENCES (BCAF 3)		10.66	12.82	13.66
34. TOTAL ALLOCATED COSTS	\$	31.29	33.86	39.03
35. RETURN OVER ALL LISTED COSTS	\$	21.52	171.95	-163.35
36. SUPPLEMENTARY MANAGEMENT INFORMATION				
37. RETURN FOR \$100 FEED FED	\$	131.96	221.31	53.13
38. PERCENT DEATH LOSS - TOTAL		7.7	7.2	10.0
39. PERCENT CALF DEATH LOSS		17.4	13.6	20.5
40. TOTAL LISTED COSTS PER HEAD	\$	252.98	231.80	292.98
41. UTILITIES & OTHER GEN. FARM EXPENSE	\$	11.84	9.16	9.14
42. INTEREST ALLOCATION		-----	-----	-----
43. OTHER COSTS NOT LISTED		-----	-----	-----
44. TOTAL COSTS		-----	-----	-----



TABLE 12-6294 - DAIRY COWS, GOVERNMENT PROGRAM - 1984

	AVERAGE 47	HIGH 16	LOW 16
1. AVERAGE NUMBER OF COWS	40.2	46.7	37.6
	PER COW	PER COW	PER COW
2. POUNDS OF MILK	12512	15445	8871
3. POUNDS OF BUTTERFAT	459.2	495.8	425.1
4. PERCENT OF BUTTERFAT IN MILK	3.7	3.2	4.7
5. VALUE OF PRODUCE			
6. DAIRY PRODUCTS SOLD	\$ 1474.70	1826.87	1035.80
7. DAIRY PRODUCTS USED IN HOME	8.46	10.26	6.54
8. MILK FED TO LIVESTOCK	58.08	89.87	20.13
9. NET CHANGE IN VALUE OF COWS	-201.74	-217.15	-173.16
10. OTHER MISCELLANEOUS DAIRY INCOME	270.07	278.54	218.56
11. TOTAL VALUE PRODUCED	\$ 1609.57	1988.39	1107.87
12. POUNDS OF FEED FED			
13. CORN	3763.9	4711.1	2551.0
14. SMALL GRAIN	389.9	390.7	373.2
15. COMPLETE RATION	919.2	1023.8	659.6
16. PROTEIN, SALT & MINERAL	740.8	964.2	604.7
17. TOTAL CONCENTRATES	5813.8	7089.8	4188.5
18. LEGUME HAY	6756.0	6311.8	7289.6
19. OTHER HAY & DRY ROUGHAGE	115.7	101.2	10.0
20. SILAGE	10361.8	6033.5	11742.0
20A. HAYLAGE	1625.4	3398.0	249.3
21. FEED COSTS			
22. GRAINS	\$ 197.11	236.15	145.24
23. COMPLETE RATION	84.70	102.25	55.05
24. PROTEIN/SALT/MINERAL	97.54	116.34	86.65
25. ALL HAY & DRY ROUGHAGE	248.08	248.24	221.06
26. SILAGE	82.14	45.97	97.23
27. PASTURE	3.21	3.47	4.10
28. TOTAL FEED COSTS	\$ 712.78	752.42	609.33
29. RETURN OVER FEED COSTS	\$ 896.79	1235.97	498.54
30. OTHER DIRECT COSTS			
31. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 95.55	111.78	81.84
32. VETERINARY EXPENSE	32.71	47.45	23.83
33. CUSTOM WORK HIRED	50.07	65.10	35.11
34. SPECIAL HIRED LABOR	0.10	0.00	0.00
35. TOTAL OTHER DIRECT COSTS	\$ 178.43	224.33	140.78
36. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 718.36	1011.64	357.76
37. ALLOCATED COSTS			
38. POWER & MACHINERY COSTS (PCAF 1.05)	75.98	86.31	65.77
39. LIVESTOCK EQUIPMENT COSTS (ECAF 4)	73.87	101.21	60.63
40. BUILDING & FENCES (BCAF 4)	76.90	90.87	53.23
41. TOTAL ALLOCATED COSTS	\$ 226.75	278.39	179.63
42. RETURN OVER ALL LISTED COSTS	\$ 491.61	733.25	178.13
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. RETURN FOR \$100 FEED FED	\$ 225.81	264.27	181.82
45. FEED COST PER CWT OF MILK	\$ 5.70	4.87	6.87
46. FEED COST PER POUND OF BUTTERFAT	\$ 1.55	1.52	1.43
47. POUNDS OF MILK / POUND OF CONCENTRATE	2.15	2.18	2.12
48. AVERAGE PRICE PER CWT MILK SOLD	\$ 12.39	12.61	12.02
49. AVERAGE PRICE PER POUND OF BUTTERFAT	\$ 3.38	3.89	2.57
50. TOTAL LISTED COSTS/ CWT MILK PRODUCED	\$ 8.94	8.13	10.48
51. DAIRY COW TURNOVER PERCENTAGE	47.3	49.3	42.6
52. TOTAL LISTED COSTS PER COW	\$ 1117.96	1255.14	929.74
53. UTILITIES & OTHER GEN. FARM EXPENSE	\$ 71.79	73.67	46.82
54. INTEREST ALLOCATION	-----	-----	-----
55. OTHER COSTS NOT LISTED	-----	-----	-----
56. TOTAL COSTS	-----	-----	-----

TABLE 13-6318 - OTHER DAIRY, GOVERNMENT PROGRAM - 1984

	AVERAGE 47	HIGH 16	LOW 16
1. NUMBER OF HEAD	65.8	42.0	97.7
	PER HEAD	PER HEAD	PER HEAD
2. NET VALUE PRODUCED	\$ 259.79	353.21	211.01
3. OTHER MISCELLANEOUS INCOME			
4. TOTAL INCOME	\$ 259.79	353.21	211.01
5. POUNDS OF FEED FED			
6. CORN	1027.6	329.7	1375.4
7. SMALL GRAIN	185.5	284.5	152.2
8. COMPLETE RATION	93.6	31.3	103.4
9. PROTEIN, SALT & MINERAL	112.9	94.7	126.0
10. HAY & DRY ROUGHAGE	2422.8	1654.2	2792.1
11. SILAGE	6129.7	5678.6	6597.2
11A HAYLAGE	112.7	0	148.2
12. MILK	329.3	162.0	373.3
13. FEED COSTS			
14. GRAINS	\$ 57.98	29.62	72.99
15. COMPLETE RATION	9.06	3.45	9.90
16. PROTEIN, SALT & MINERALS	16.38	16.14	17.41
17. HAY/HAYLAGE & DRY ROUGHAGE	67.08	45.14	78.70
18. SILAGE	49.42	44.55	53.75
19. MILK	35.11	19.38	42.54
20. PASTURE	3.50	5.21	2.15
21. TOTAL FEED COSTS	\$ 238.53	163.49	277.44
22. RETURN OVER FEED COSTS	\$ 21.26	189.72	-66.43
23. OTHER DIRECT COSTS			
24. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 5.00	5.45	5.49
25. VETERINARY EXPENSE	4.10	1.55	4.76
26. CUSTOM WORK HIRED	2.34	1.83	2.61
27. SPECIAL HIRED LABOR	.02	0	.02
28. TOTAL OTHER DIRECT COSTS	\$ 11.46	8.83	12.88
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 9.80	180.89	-79.31
30. ALLOCATED COSTS			
31. POWER & MACHINERY COSTS (PCAF .95)	11.17	12.96	12.10
32. LIVESTOCK EQUIPMENT COSTS (ECAF 3)	11.43	8.79	15.20
33. BUILDING & FENCES (BCAF 3)	11.89	11.45	14.49
34. TOTAL ALLOCATED COSTS	\$ 34.49	33.20	41.79
35. RETURN OVER ALL LISTED COSTS	\$ -24.69	147.69	-121.10
36. SUPPLEMENTARY MANAGEMENT INFORMATION			
37. RETURN FOR \$100 FEED FED	\$ 108.91	216.03	76.06
38. PERCENT DEATH LOSS - TOTAL	7.1	9.0	5.2
39. PERCENT CALF DEATH LOSS	16.7	17.1	13.5
40. TOTAL LISTED COSTS PER HEAD	\$ 284.48	205.52	332.11
41. UTILITIES & OTHER GEN. FARM EXPENSE	\$ 12.32	8.01	11.04
42. INTEREST ALLOCATION	-----	-----	-----
43. OTHER COSTS NOT LISTED	-----	-----	-----
44. TOTAL COSTS	-----	-----	-----

TABLE 14 - ALL DAIRY CATTLE - 1984

		AVERAGE 174	HIGH 35	LOW 35
1. AVERAGE NUMBER OF COWS		43.5	44.7	38.1
		PER COW	PER COW	PER COW
2. VALUE OF DAIRY PRODUCTS	\$	1660.69	1975.01	1207.90
3. NET CHANGE IN VALUE		206.60	331.12	10.94
4. MISCELLANEOUS DAIRY INCOME		67.49	101.03	61.05
5. TOTAL VALUE PRODUCED	\$	1934.78	2407.16	1279.89
6. POUNDS OF FEED FED				
7. GRAINS		5551.7	6530.9	4072.4
8. COMPLETE RATIONS		1252.6	812.1	1290.0
9. PROTEIN, SALT & MINERAL, INCL. MILK EQUIV.		1121.2	1278.1	766.7
10. HAY & DRY ROUGHAGE		10523.3	10276.9	11142.0
11. SILAGE		17209.7	19048.9	14263.4
11A HAYLAGE		961.1	1537.6	279.0
12. FEED COSTS				
13. GRAINS	\$	266.23	314.56	200.63
14. COMPLETE RATIONS		115.82	81.45	121.68
15. PROTEIN, SALT & MINERAL, INCL. MILK		182.23	228.79	121.57
16. HAY/HAYLAGE & DRY ROUGHAGE		335.45	324.03	361.29
17. SILAGE		142.46	152.84	115.77
18. PASTURE COSTS		9.08	9.78	10.97
19. TOTAL FEED COSTS	\$	1051.27	1111.45	931.91
20. RETURN OVER FEED COSTS	\$	883.51	1295.71	347.98
21. OTHER DIRECT COSTS				
22. MISCELLANEOUS LIVESTOCK EXPENSE	\$	107.61	124.90	80.42
23. VETERINARY EXPENSE		37.03	49.40	23.46
24. CUSTOM WORK HIRED		55.98	64.12	36.14
25. SPECIAL HIRED LABOR		1.91	0	.81
26. TOTAL OTHER DIRECT COSTS	\$	202.53	238.42	140.83
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$	680.98	1057.29	207.15
28. ALLOCATED COSTS				
29. POWER & MACHINERY COSTS		78.02	91.37	62.44
30. LIVESTOCK EQUIPMENT COSTS		85.31	116.98	63.21
31. BUILDING & FENCES		83.31	117.69	66.21
32. TOTAL ALLOCATED COSTS	\$	246.64	326.04	191.86
33. RETURN OVER ALL LISTED COSTS	\$	434.34	731.25	15.29
34. SUPPLEMENTARY MANAGEMENT INFORMATION				
35. RETURN FOR \$100 FEED FED	\$	184.04	216.58	137.34
36. TOTAL LISTED COSTS PER COW	\$	1500.44	1675.91	1264.60
37. UTILITIES & OTHER GEN. FARM EXPENSE	\$	85.59	83.37	50.73
38. INTEREST ALLOCATION		-----	-----	-----
39. OTHER COSTS NOT LISTED		-----	-----	-----
40. TOTAL COSTS		-----	-----	-----

TABLE 15A - 6100 BEEF BREEDING CATTLE - 1984

	AVERAGE 22	HIGH 11	LOW 11
1. AVERAGE NUMBER OF BEEF COWS	70.6	55.9	85.2
2. AVERAGE NUMBER OF OTHER BEEF ANIMALS	57.7	56.0	59.4
3. POUNDS OF BEEF PRODUCED	32425	37606	27245
	PER COW	PER COW	PER COW
4. NET VALUE PRODUCED	\$ 264.80	362.15	201.23
5. OTHER MISCELLANEOUS BEEF INCOME	0	0	0
6. TOTAL VALUE PRODUCED	\$ 264.80	362.15	201.23
7. POUNDS OF FEED FED			
8. GRAIN	339.7	457.0	263.1
9. PROTEIN, SALT & MINERAL	66.0	57.2	71.9
10. LEGUME HAY	6133.0	9164.1	4151.5
11. OTHER HAY & DRY ROUGHAGE	1333.9	535.0	1859.6
12. SILAGE	3691.9	1922.3	4857.2
12A HAYLAGE			
13. FEED COSTS			
14. GRAIN	\$ 17.82	24.87	13.22
15. PROTEIN, SALT & MINERAL	9.96	9.77	10.09
16. LEGUME HAY/HAYLAGE	113.31	151.02	88.71
17. OTHER HAY & DRY ROUGHAGE	18.90	6.62	26.97
18. SILAGE	28.99	14.42	38.59
19. PASTURE	25.69	29.75	23.08
20. TOTAL FEED COSTS	\$ 214.67	236.45	200.66
21. RETURN OVER FEED COSTS	50.13	125.70	.57
22. OTHER DIRECT COSTS			
23. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 6.10	4.54	7.14
24. VETERINARY EXPENSE	10.38	12.04	9.32
25. CUSTOM WORK HIRED	5.89	7.44	4.87
26. SPECIAL HIRED LABOR	0	0	0
27. TOTAL OTHER DIRECT COSTS	\$ 22.37	24.02	21.33
28. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 27.76	101.68	-20.76
29. ALLOCATED COSTS			
30. POWER & MACHINERY COSTS (PCAF 1.00)	15.98	17.72	13.47
31. LIVESTOCK EQUIPMENT COSTS (ECAF 4)	16.18	13.53	15.61
32. BUILDING & FENCES (BCAF 5)	10.70	10.57	9.86
33. TOTAL ALLOCATED COSTS	\$ 42.86	41.82	38.94
34. RETURN OVER ALL LISTED COSTS	\$ -15.10	59.86	-59.70
35. SUPPLEMENTARY MANAGEMENT INFORMATION			
36. RETURN FOR \$100 FEED FED	\$ 123.35	153.15	100.29
37. PRICE PER CWT. SOLD	\$ 57.66	52.43	61.67
38. PRICE PER CWT CALF SOLD/TRANSFERRED	\$ 60.46	62.40	58.50
39. AVERAGE WEIGHT PER HEAD SOLD	564.0	674.2	494.0
40. AVE. WEIGHT PER CALF SOLD/TRANSFERRED	522.4	592.1	475.6
41. PERCENT DEATH LOSS	2.9	3.2	2.7
42. PERCENT CALF CROP	97.4	95.3	96.8
42A PERCENT CALF DEATH LOSS	6.1	6.6	5.7
43. TOTAL LISTED COSTS PER COW	\$ 279.90	302.29	260.93
44. UTILITIES & OTHER GEN. FARM EXPENSE	\$ 9	5.38	9.17
45. INTEREST ALLOCATION	-----	-----	-----
46. OTHER COSTS NOT LISTED	-----	-----	-----
47. TOTAL COSTS	-----	-----	-----



## SETTING GOALS

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

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

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

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

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

## WHAT DOES YOUR FAMILY WANT?

NAME John Jones Family DATE 1/1/85

ADDRESS Anywhere, Minnesota

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

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