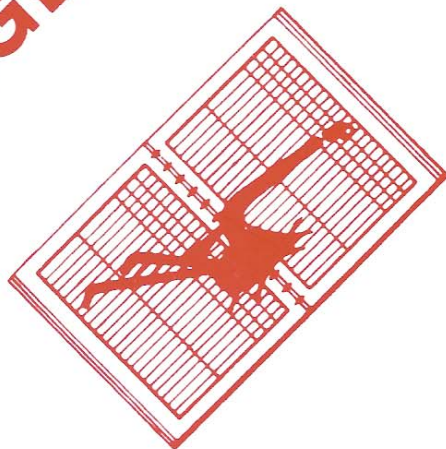


FARM BUSINESS MANAGEMENT



**1985 Annual Report
Northeast and East Central Minnesota
Report No. 30
April, 1986**

**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**

Price: \$5.00

1985 REPORT OF THE VOCATIONAL AGRICULTURE FARM BUSINESS MANAGEMENT
PROGRAM IN NORTHEAST AND EAST CENTRAL MINNESOTA

DelRay Lecy
Area Agriculture Program Coordinator

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KEY TO COLOR CODE OF PAGES

WHITE- General and Explanatory Information
GOLDENROD - Whole Farm Inventories & Earnings for Operator & Landlord
BLUE - Operator's Share of Household Items, Net Worth, & Farm Earnings
YELLOW - Crop Information
PINK - Livestock Information

INTRODUCTION

The Adult Farm Business Management Education program has been part of the public school vocational agriculture offerings since 1957. From the early cooperative efforts of the State Department of Education, Department of Agricultural Education (University of Minnesota) and the Minnesota Department of Agriculture, through the 1960's, the program has expanded to serve over 1000 farm families in six regional farm management centers. The program is now managed by the State Board of Vocational Education, through the AVTEC, and the local school districts.

From the very beginning, the purpose of the farm management education portion of the public 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 this 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 planned series of classes and on-farm instructional visits, the major emphasis is on evaluating the business, examining alternatives, and continuing the reorganization of the resources used in the business. Research studies show that on the average, enrollees get some exciting results.

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.

This report and the individual cooperators' reports were completed under the direction of DelRay Lecy, Area Ag Coordinator at the Staples Technical Institute. Clerical assistance was provided by Lorraine Anderson, Elaine Olson and Shelly Stevens. In addition, many of the Ag Instructors listed below completed their own Data Forms locally. Data processing was done by Specialized Data Systems in Madison, Wisconsin.

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

The Records used in completing this report came from farmers enrolled in the Adult and Veteran Minnesota Farm Business Management program in Northeast and East Central Minnesota.

Below is a list of the Schools involved and the Instructors responsible for these programs:

North Polar Center (serving Barnum, Willow River, Moose Lake)	Darrel Ober
Bemidji AVTI (serving Bagley, Clear- brook, Gonvick, Bemidji, Blackduck, Kelliher and Northome)	Jim Sackett, Steve Ziegler
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	Craig Paskvan
Pierz	Ben Jorgenson
Pine City (PTI)	Doug Gunnick, Roger Thompson
Princeton	Wes Wanke1
Sebeka	Al Lauer, Jerry Haase
Woodland Center (serving Browerville, Clarissa, Eagle Bend, Bertha, Wadena, Staples and Motley)	Robert Anderson, Bill Ladwig, Al Lauer

1982 - 1983 - 1984 - 1985 IN A CAPSULE

	1982	1983	1984	1985
FARM SIZE (ACRES)	378	407	414	422
SIZE OF BUSINESS (WORK UNITS)*	463	449	509	490
RETURN TO CAPITAL & FAMILY LABOR	2302	10016	4640	3824
RETURN TO OPERATOR LABOR & MANAGEMENT (6B)	8332	5864	658	1022
NET WORTH (DEC. 31)	143355	124708	122844	99323
ANNUAL CHANGE IN NET WORTH	879	-1722	-6915	-8083
RATIO OF ASSETS TO LIABILITIES (DEC. 31)	1.93	1.83	1.69	1.55

SOURCE OF INCOME - TABLE 3

INCOME FROM LIVESTOCK	64%	53%	53%	51%
INCOME FROM CROPS	33%	44%	43%	38%
MISCELLANEOUS INCOME; ALL OTHER INCOME	3%	3%	4%	5%

*One Work Unit equals one 10-hour working day

MONEY SPENT BY THE AVERAGE NORTHEAST AND
EAST CENTRAL MINNESOTA FARMER

SUMMARY BY YEARS

	1982	1983	1984	1985
TO OTHER FARMERS FOR LIVESTOCK & CUSTOM WORK	7782	6973	5922	6431
TO THE AGRI-BUSINESS COMMUNITY FOR FERTILIZER, CHEMICALS, FEED, SEEDS, REPAIRS, FUEL & SUPP.	38446	39123	42137	43700
FOR EXTRA LABOR	3032	2494	2835	2996
SUPPORT OF LOCAL GOVT. (PROPERTY & OTHER TAX)	1997	1805	2429	2171
FOR UTILITIES (ELECTRICITY & TELEPHONE)	3179	3369	3772	3791
FOR USE OF OTHER PEOPLE'S CAPITAL (INTEREST & CASH RENT)	16841	16411	18143	17928
FARM EQUIPMENT DEALERS (POWER & MACH.)	9534	7642	8211	6925
BUILDINGS AND LAND	6515	6342	4817	2721
FOOD, CLOTHING, HOUSE, FUEL, FURNITURE, PERSONAL CARE, PERS. STRK. & AUTO EXPENSE	6757	6574	7214	7275
CONTRIBUTIONS - CHURCH AND OTHER	562	654	556	642
MEDICAL CARE & HEALTH INSURANCE	1771	2016	1584	1816
EDUCATION & RECREATION	1344	2069	2205	2403
LIFE INSURANCE & OTHER INVESTMENTS	1186	1109	832	1069
- - - - -				
TOTAL MONEY SPENT BY ONE AVERAGE FARMER WITHIN THIS COMMUNITY & SERVICE AREA	\$98946	\$96581	\$100657	\$99868

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) 1982 - 1985

	1982	1983	1984	1985
FARM RECEIPTS				
DAIRY COWS	4573	5191	5974	4524
DAIRY PRODUCTS	67903	62233	61193	61988
OTHER DAIRY	4821	4852	4641	4692
BEEF CATTLE (INCL. FEEDERS)	3400	4457	3083	3066
HOGS	3717	2889	4079	4960
SHEEP AND WOOL		16	6	88
OTHER PROD. LIVESTOCK	15	45	32	492
CORN	2447	3158	3720	2675
WHEAT	95	266	253	144
OTHER SMALL GRAIN	361	820	880	698
OTHER CROPS	1220	2700	1727	1466
CAPITAL ASSETS SOLD	145	1024	636	1357
INCOME FROM WORK OFF THE FARM	335	554	799	648
MISCELLANEOUS FARM INCOME	2479	2482	2170	2436
1. TOTAL FARM SALES	91511	90687	92820	92697
2. INCREASE IN FARM CAPITAL	5712	335		
3. FAMILY LIVING FROM THE FARM	907	863	767	646
4. TOTAL FARM RECEIPTS 1 & 2 & 3	98130	91886	93587	93343
FARM EXPENSE				
DAIRY COWS BOUGHT	1312	1684	1243	918
OTHER DAIRY BOUGHT	1038	1354	790	987
BEEF CATTLE BOUGHT (INCL. FEEDERS)	474	429	410	897
HOGS BOUGHT	284	87	221	187
SHEEP BOUGHT (INCL. FEEDERS)				9
OTHER PROD. LIVESTOCK	1	1	2	204
MISCELLANEOUS LIVESTOCK EXPENSE	4741	4964	5475	5386
FEED BOUGHT	14545	15548	14729	16190
FERTILIZER & CHEMICALS	5943	5088	6488	6485
OTHER CROP EXP (INCL. IRRIG OPER)	2760	2347	2827	3155
CUSTOM WORK ENTERPRISE/WORK HIRED	3620	3461	3303	3263
GAS-OIL-GREASE BOUGHT (FARM SHARE)	4144	3889	3979	3880
ALL FARM REPAIRS	5931	6023	6416	6468
WAGES OF HIRED LABOR	3033	2499	2836	3007
REAL ESTATE & PERS PROPERTY TAXES	921	1041	1169	1189
UTILITIES & GENERAL FARM EXPENSE	4193	4237	4976	4868
5. TOTAL CASH OPERATION EXPENSE	52939	52652	55131	57497
6. CAPITAL PURCHASES	15444	12396	10773	7980
7. TOTAL FARM PURCHASES	68383	65048	66116	65478
8. DECREASE IN FARM CAPITAL	0	0	4520	5556
9. INTEREST ON FARM CAPITAL	18914	17997	18607	17483
10. UNPAID FAMILY LABOR	914	1403	1178	1005
11. PARTNERS LABOR/BOARD FURNISHED	763	897	955	798
12. TOTAL FARM EXPENSE 9-14	88974	85345	91376	90320
13. LABOR EARNINGS 4-15	9156	6540	2211	3023

"THE CAPITAL INVESTMENT PICTURE IN THE FARM BUSINESS"

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1985

ITEMS	AVERAGES OF 204 FARMS	
1. SIZE OF FARM -TOTAL ACRES	421.6	
2. -TILLABLE ACRES	266.4	
3. WORK UNITS - CROPS	126.70	
4. - LIVESTOCK	358.31	
5. - OTHER	5.28	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	490.30	
7. NUMBER OF WORKERS	1.52	
8. FARM CAPITAL INVESTMENT PER WORKER	\$ 164312	
8A FARM CAPITAL INVESTMENT PER WORK UNIT	\$ 509	
	JAN. 1	DEC. 31
9. PRODUCTIVE LIVESTOCK		
10. DAIRY COWS	\$ 29149	29812
11. OTHER DAIRY CATTLE	\$ 19646	17803
12. BEEF BREEDING CATTLE	\$ 5144	5165
13. BEEF FEEDER CATTLE	\$ 551	1335
14. HOGS	\$ 2422	2235
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$ 62	91
16. POULTRY - ALL TYPES	\$ 2	94
17. OTHER LIVESTOCK	\$ 35	51
18. TOTAL PRODUCTIVE LIVESTOCK	\$ 57012	56587
19. CROP, SEED & FEED	\$ 23231	25095
20. POWER, MACHINERY & EQUIPMENT		
21. AUTO & TRUCK (FARM SHARE)	\$ 2170	2525
22. POWER & MACHINERY	\$ 27451	25156
23. IRRIGATION EQUIPMENT	\$ 1455	1257
24. CUSTOM WORK EQUIPMENT	\$	
25. LIVESTOCK EQUIPMENT	\$ 11411	10439
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$ 42487	39377
27. LAND	\$ 84261	84181
28. BUILDINGS--FENCES--ETC.	\$ 45541	41736
29. TOTAL FARM CAPITAL	\$ 252531	246975
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	-5556

*TABLE 1 ON THIS PAGE LISTS THE CATEGORIES OF FARM CAPITAL FOR THE AVERAGES OF 204 FARMS. PAGE 7 & 8 SHOW THE SAME INFORMATION FOR THE 41 MOST PROFITABLE AND THE 41 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* - 1985

ITEMS	MOST PROFITABLE 41 FARMS	
1. SIZE OF FARM -TOTAL ACRES	432.8	
2. -TILLABLE ACRES	313.2	
3. WORK UNITS - CROPS	158.17	
4. - LIVESTOCK	458.49	
5. - OTHER	16.36	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	633.02	
7. NUMBER OF WORKERS	1.67	
8. FARM CAPITAL INVESTMENT PER WORKER	\$ 169517	
8A FARM CAPITAL INVESTMENT PER WORK UNIT	\$ 447	
	JAN. 1	DEC. 31
9. PRODUCTIVE LIVESTOCK		
10. DAIRY COWS	\$ 38607	41611
11. OTHER DAIRY CATTLE	\$ 26352	24968
12. BEEF BREEDING CATTLE	\$ 893	707
13. BEEF FEEDER CATTLE	\$	
14. HOGS	\$ 2101	2462
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$	
16. POULTRY - ALL TYPES	\$	458
17. OTHER LIVESTOCK	\$	
18. TOTAL PRODUCTIVE LIVESTOCK	\$ 67953	70205
19. CROP, SEED & FEED	\$ 32801	38641
20. POWER, MACHINERY & EQUIPMENT		
21. AUTO & TRUCK (FARM SHARE)	\$ 1935	2246
22. POWER & MACHINERY	\$ 28201	26987
23. IRRIGATION EQUIPMENT	\$ 986	854
24. CUSTOM WORK EQUIPMENT	\$	
25. LIVESTOCK EQUIPMENT	\$ 14149	12800
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$ 45270	42888
27. LAND	\$ 81355	82282
28. BUILDINGS-FENCES-ETC.	\$ 54199	50593
29. TOTAL FARM CAPITAL	\$ 281578	284610
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	3032

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1985

ITEMS	LEAST PROFITABLE 41 FARMS	
	JAN. 1	DEC. 31
1. SIZE OF FARM -TOTAL ACRES	518.0	
2. -TILLABLE ACRES	327.3	
3. WORK UNITS - CROPS	152.23	
4. - LIVESTOCK	351.00	
5. - OTHER	1.31	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	504.54	
7. NUMBER OF WORKERS	1.76	
8. FARM CAPITAL INVESTMENT PER WORKER	\$ 179423	
8A FARM CAPITAL INVESTMENT PER WORK UNIT	\$ 626	
9. PRODUCTIVE LIVESTOCK		
10. DAIRY COWS	\$ 28234	27169
11. OTHER DAIRY CATTLE	\$ 18529	16083
12. BEEF BREEDING CATTLE	\$ 9992	9223
13. BEEF FEEDER CATTLE	\$ 1643	2271
14. HOGS	\$ 3970	2646
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$ 173	245
16. POULTRY - ALL TYPES	\$ 10	12
17. OTHER LIVESTOCK	\$ 122	177
18. TOTAL PRODUCTIVE LIVESTOCK	\$ 62674	57827
19. CROP, SEED & FEED	\$ 29817	30924
20. POWER, MACHINERY & EQUIPMENT		
21. AUTO & TRUCK (FARM SHARE)	\$ 2620	3497
22. POWER & MACHINERY	\$ 34540	30659
23. IRRIGATION EQUIPMENT	\$ 1318	1087
24. CUSTOM WORK EQUIPMENT	\$	
25. LIVESTOCK EQUIPMENT	\$ 13794	12324
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$ 52272	47566
27. LAND	\$ 125691	124658
28. BUILDINGS-FENCES-ETC.	\$ 54472	45668
29. TOTAL FARM CAPITAL	\$ 324926	306643
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	-18283

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS 1985

ITEMS		AVERAGE 204 FARMS	HIGH 41 FARMS	LOW 41 FARMS
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS				
2. DAIRY COWS	\$	4524	5696	4028
3. DAIRY PRODUCTS	\$	61988	87509	57325
4. OTHER DAIRY CATTLE	\$	4692	6190	4170
5. BEEF BREEDING CATTLE	\$	2179	492	3437
6. BEEF FEEDER CATTLE	\$	887		1714
7. HOGS COMPLETE & MIXED	\$	2917	1437	4418
8. HOGS FINISHING	\$	812	537	2667
9. HOGS PRODUCING WEANING PIGS	\$	1231	2335	794
10. SHEEP, GOATS & WOOL, FARM FLOCK	\$	88		295
11. SHEEP & WOOL, FEEDER LAMBS	\$			
12. CHICKENS	\$			2
13. TURKEYS	\$			
14. EGGS	\$	469	2334	
15. OTHER PRODUCTIVE LIVESTOCK	\$	23		85
16. OTHER MISCELLANEOUS LIVESTOCK INCOME	\$	1879	3286	902
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$	81689	109815	79836
18. SALE OF CROPS				
19. WHEAT	\$	144	65	528
19A. DURUM	\$			
20. OTHER SMALL GRAINS	\$	698	1573	725
21. CORN	\$	2675	4888	5608
22. SOYBEANS	\$	756	1563	1568
22A. SUNFLOWERS	\$			
23. OTHER ROW CROPS	\$			
24. LEGUMES & OTHER FORAGE	\$	542	982	472
25. GRASS SEED	\$			
26. FRUIT & NUTS	\$			
27. VEGETABLE ROADSIDE MARKET & SPECIALTY	\$	146		
28. NURSERY, TIMBER & OTHER	\$	22		57
29. SET ASIDE ACRES-GOVERNMENT PAYMENTS	\$	610	941	750
29A. PIK ACRES				
29B. SALE OF CROPS&SUPPL. PURCH FOR RESALE	\$	449		1270
30. TOTAL SALES FROM CROPS	\$	6044	10011	10979
31. CAP. ASSETS SOLD (AUTO/TRK/MACH.)	\$	345	18	862
31A. CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)	\$	384	107	1805
31B. CAP. ASSETS SOLD (LAND)	\$	628	366	1959
32. GAS TAX REFUND	\$	15	6	27
33. INCOME FROM WORK OFF THE FARM	\$	648	1488	732
34. CUSTOM WORK ENTERPRISE INCOME	\$	104	516	
35. PATRONAGE REFUNDS	\$	404	523	383
36. MISCELLANEOUS FARM INCOME	\$	2436	3954	3204
37. TOTAL FARM SALES	\$	92697	126804	99787
38. INCREASE IN FARM CAPITAL	\$		3032	
39. FAMILY LIVING FROM THE FARM	\$	646	745	647
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$	93343	130581	100434

*OPERATORS LABOR AND MANAGEMENT EARNINGS, PAGE 10 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 - 1985

ITEMS		AVERAGE 204 FARMS	HIGH 41 FARMS	LOW 41 FARMS
1. PURCHASE OF LIVESTOCK				
2. DAIRY COWS	\$	918	1753	907
3. OTHER DAIRY CATTLE	\$	987	885	1119
4. BEEF BREEDING CATTLE	\$	134	9	129
5. BEEF FEEDER CATTLE	\$	763		489
6. HOGS COMPLETE & MIXED	\$	60	55	
7. HOGS FINISHING	\$	102	30	462
8. HOGS PRODUCING WEANING PIGS	\$	25	12	18
9. SHEEP & GOATS	\$	9		22
10. SHEEP, FEEDER LAMBS	\$			
11. CHICKENS	\$	199	986	4
12. TURKEYS	\$			
13. OTHER PRODUCTIVE LIVESTOCK	\$	5		26
14. MISCELLANEOUS LIVESTOCK EXPENSE	\$	5386	7329	5660
14A PURCH OF CROPS/SUPPL. PURCH FOR RESALE		405		1194
15. FEED BOUGHT	\$	16190	17890	20648
16. FERTILIZER	\$	5067	7525	5951
17. CHEMICALS	\$	1418	2104	2025
18. OTHER CROP EXPENSE	\$	3128	3696	4466
19. IRRIGATION OPERATION EXPENSE	\$	27	7	48
20. CUSTOM WORK ENT. COSTS, INCL. LABOR	\$	5	25	
21. CUSTOM WORK HIRED	\$	3257	3563	3845
22. REPAIR & UPKEEP OF LIVESTOCK EQUIP.	\$	1182	1380	1180
23. REPAIR & UPKEEP OF FARM REAL ESTATE	\$	976	1401	968
24. GAS, DIESEL + LUBRICANTS BOUGHT (F S)	\$	3851	4810	4228
25. REPAIR OF MACH, TRACTOR, TRUCK & AUTO	\$	4310	4824	5024
26. REPAIR & UPKEEP OF IRRIGATION EQUIP.	\$	22	5	71
27. REPAIRS - CUSTOM WORK ENTERPRISE	\$	7	33	
28. WAGES OF HIRED LABOR	\$	3007	4687	4165
29. PERSONAL PROPERTY & REAL ESTATE TAXES	\$	1189	1399	1312
30. GENERAL FARM EXPENSE	\$	1890	2106	1949
31. TELEPHONE EXPENSE (FARM SHARE)	\$	336	317	401
32. ELECTRICITY EXPENSE (FARM SHARE)	\$	2642	3297	2546
33. TOTAL CASH OPERATING EXPENSE	\$	57497	70128	68857
34. POWER & MACH. BOUGHT (FARM SHARE)	\$	5255	7077	6700
35. IRRIGATION EQUIPMENT BOUGHT	\$			
36. CUSTOM WORK EQUIPMENT BOUGHT	\$			
37. LIVESTOCK EQUIPMENT BOUGHT	\$	1213	1159	1082
38. NEW REAL ESTATE - BLDGS/IMPROVEMENTS	\$	1015	615	845
38A NEW REAL ESTATE - LAND	\$	497	1224	935
39. TOTAL FARM PURCHASES (33)THRU(38A)	\$	65478	80203	78419
40. DECREASE IN FARM CAPITAL	\$	5556		18283
41. INTEREST ON FARM CAPITAL(7% OPPORT CHG)	\$	17483	19817	22105
42. UNPAID FAMILY LABOR	\$	1005	480	1501
43. LABOR CHARGE PARTNER & OTHER PARTNERS	\$	751	1244	1352
44. BOARD FURNISHED HIRED LABOR	\$	47	16	66
45. TOTAL FARM EXPENSE (39) THRU (44)	\$	90320	101759	121726
46. RETURN TO OPER. LABOR & MGMT-SINGLE OPERT. (W.F.) (2A/40)-(45)	\$	3023	28821	-21292
47. NUMBER OF OPERATORS		1	1	1
48. FULL TIME OPERATOR EQUIVALENTS		1.10	1.18	1.14
49. RETURN TO OPERATOR LABOR & MGT/FULL TIME OPERATOR EQUIVALENT	\$	3431	25479	-17491

TABLE 3 - ENTERPRISE STATEMENT FOR WHOLE FARM - 1985

	AVERAGE 204 FARMS	HIGH 41 FARMS	LOW 41 FARMS
1. RETURNS & NET INCREASES			
2. PRODUCTIVE LIVESTOCK			
3. DAIRY COWS CATTLE	\$ 60133	86200	52705
4. OTHER DAIRY CATTLE	\$ 11289	17789	9204
5. BEEF BREEDING CATTLE	\$ 2341	292	3582
6. FEEDER CATTLE	\$ 557		787
7. HOGS, COMPLETE & MIXED	\$ 2755	1917	3149
8. HOG FINISHING ENTERPRISE	\$ 464	578	1365
9. PRODUCING WEANING PIGS	\$ 1389	2092	1595
10. SHEEP & GOATS	\$ 107		346
11. SHEEP, FEEDER LAMBS	\$		
12. CHICKENS	\$ 422	2098	2
13. TURKEYS	\$		
14. OTHER PRODUCTIVE LIVESTOCK	\$ 34		114
15. TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 79491	110965	72848
16. VALUE OF FEED FED TO LIVESTOCK (MINUS)	\$ 43139	54167	43936
17. RETURN OVER FEED FROM LIVESTOCK	\$ 36351	56798	28912
18. CROP, SEED & FEED	\$ 23985	36913	21226
18A CROPS & SUPPLIES PURCH FOR RESALE (NET)	\$ 45		76
19. COOPERATIVE PATRONAGE REFUNDS	\$ 404	523	383
20. MISCELLANEOUS FARM INCOME	\$ 2436	3954	3204
21. CUSTOM WORK ENTERPRISE	\$ 92	457	
22. TOTAL RETURNS & NET INCREASES	\$ 63313	98646	53801
23. EXPENSES & NET DECREASES			
24. TRUCK & AUTO (FARM SHARE)	\$ 3678	3906	4352
25. TRACTORS & CROP MACHINERY	\$ 13411	15596	16139
26. IRRIGATION EQUIPMENT	\$ 220	136	301
27. ELECTRICITY	\$ 2642	3297	2546
28. LIVESTOCK EQUIPMENT	\$ 3574	4169	3966
29. BUILDINGS, FENCES & TILING	\$ 5412	5514	8812
30. BARE LAND	\$ -50	-69	9
31. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 5386	7329	5660
32. LABOR-PAID, UNPAID, CUSTOM WRK(EXCL LAB)	\$ 4367	5064	6188
33. LABOR CHARGE FOR OTHER OPERATOR(S)	\$ 751	1244	1352
34. PROPERTY TAX	\$ 1189	1399	1312
35. GENERAL FARM EXPENSE	\$ 1890	2106	1949
35A TELEPHONE EXPENSE	\$ 336	317	401
36. INTEREST ON FARM CAPITAL(7% OPORT.CHG)	\$ 17483	19817	22105
37. TOTAL EXPENSES & NET DECREASES	\$ 60289	69825	75093
38. RETURN TO OPERATOR & MGT. (SINGLE OPR)	\$ 3023	28821	-21292
39. NUMBER OF FARM OPERATORS	1	1	1
40. FULL TIME OPERATORS EQUIVALENTS	\$ 1.10	1.18	1.14
41. RTRN TO OPR LABOR & MGT/FULL TIME OPR.	\$ 3431	25479	-17491

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 10, 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 - 1985

ITEMS	AVERAGE OF 85 FAMILIES	16 HIGH PROFIT	16 LOW PROFIT
1. NUMBER OF PERSONS - FAMILY	5	4	4
2. NUMBER OF ADULT EQUIVALENT - FAMILY	3.5	3.2	3.5
3. CHURCH & WELFARE	\$ 642	1164	424
4. MEDICAL CARE & HEALTH INSURANCE	1816	2035	1477
5. FOOD & MEALS BOUGHT	3766	3800	3832
6. OPERATING EXPENSE & SUPPLIES	1146	1203	967
7. FURNISHINGS & EQUIPMENT	919	1295	1128
8. CLOTHING & CLOTHING MATERIALS	909	1311	717
9. PERSONAL CARE & SPENDING	535	437	626
10. EDUCATION	357	672	267
11. RECREATION	617	612	859
12. GIFTS & SPECIAL EVENTS	564	658	497
12A. PERSONAL INTEREST	68	56	18
13. PERSONAL SHARE TRUCK & AUTO EXPENSE	865	1085	690
14. OPERATOR SHARE UPKEEP ON DWELLING	205	70	174
14A. CASH RENT (PERSONAL)			
15. PERSONAL SHARE TELEPHONE & ELEC. EXP.	816	832	868
15A. PERSONAL SHARE - GENERAL FARM EXPENSE	99	72	131
16. TOTAL CASH LIVING EXPENSE	\$ 13324	15301	12674
17. PERSONAL SHARE NEW TRUCK & AUTO	457	245	629
18. NEW DWELLING BOUGHT	1151	385	4415
19. TAXES & OTHER DEDUCTIONS	982	1116	663
20. LIFE INSURANCE	701	439	1537
21. TOTAL HOUSEHOLD & PERS. (16 THRU 20)\$	16615	17486	19917
22. TOTAL FAMILY LIVING FROM FARM (33) \$	660	677	689
23. TOTAL CASH & NON-CASH EXP. (21+22) \$	17275	18163	20606
23A. PAID ON PERSONAL DEBT	111		1
23B. SAVINGS + INVESTMENTS (EXCL. LIFE INS.	368	434	225
23C. TOTAL CASH/NONCASH FUNDS: PERS. USE \$	17754	18597	20831
FAMILY LIVING FROM THE FARM			
	OPER.	OPER.	OPER.
25. SHARE	SHARE	SHARE	SHARE
26. MILK & CREAM (QUARTS)	\$ 242	313	150
27. BEEF + BUFFALO (POUNDS)	\$ 391	350	499
28. PORK (POUNDS)	\$ 26	15	33
29. LAMB, MUTTON, GOAT (POUNDS)	\$		2
30. POULTRY, ALL FOWL (POUNDS)	\$ 1		5
31. EGGS (DOZEN)	\$		
32. VEGETABLES, FRUITS & OTHER PRODUC	\$		
33. TOTAL FAMILY LIVING FROM THE FARM	\$ 660	677	689

HOUSEHOLD AND PERSONAL ACCOUNTS ARE IMPORTANT IF THE FAMILY IS TO MANAGE ITS FINANCIAL AFFAIRS WISELY. THE HOUSEHOLD AND PERSONAL EXPENSES AND RECEIPTS ARE PRESENTED IN TABLE 4. *THESE FAMILIES SPEND AN AVERAGE OF \$1110 PER MONTH FOR CASH LIVING EXPENSE (LINE 16) AND A TOTAL OF \$1385 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 – 1985
FOR THOSE OPERATORS WITH A COMPLETE RECORD OF ASSETS & LIABILITIES

ITEMS	AVERAGE OF 178 FARMS	
	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 56363	55824
2. CROP, SEED & FEED	21224	22444
3. TOTAL POWER, MACHINERY & EQUIPMENT	41295	38119
4. LAND (ACRES OWNED 342.6) TILLABLE (186.3)	80122	80383
5. BUILDINGS, FENCES, ETC.	44403	41724
6. TOTAL FARM CAPITAL	\$ 243407	238494
7. NON-FARM ASSETS	13793	14242
7A CASH ON HAND & IN BANK	1524	1880
7B NON FARM REAL ESTATE	2082	2082
8. DWELLING	24585	24555
9. TOTAL ASSETS	\$ 285390	281253
10. REAL ESTATE MORTGAGES	96696	96993
11. CHATTEL MORTGAGES	68374	71529
12. NOTES	7200	7043
13. ACCOUNTS PAYABLE	5713	6365
14. TOTAL LIABILITIES	\$ 177984	181929
15. FARMERS NET WORTH	\$ 107406	99323
16. GAIN (OR LOSS) IN NET WORTH		-8083
* * * * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 1022	
19. RETURN TO CAPITAL & FAMILY LABOR (6B/48)	\$ 3824	
20. NON-FARM INCOME		
21. OUTSIDE INVESTMENT INCOME	521	
22. OTHER PERSONAL INCOME & INCOME TAX REFUND	6022	
22A SALE OF (P.S.) DWELLING, AUTO & TRUCK	52	
23. TOTAL NON-FARM INCOME	\$ 6595	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 10419	
25. TOTAL MONEY BORROWED (BUSINESS + PERSONAL)	35995	
26. TOTAL PAID ON DEBT (PRINCIPAL: BUSINESS ONLY)	32078	
27. TOTL CASH/NONCASH EXPENSE/PERSONAL USE (4/23C)	17754	
28. RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S)	.992	
	JAN. 1	DEC. 31
29. RATIO: TOTAL-ASSETS TO LIABILITIES	1.603	1.546
30. RATIO: NON-REAL ESTATE-ASSETS TO LIABILITIES	1.651	1.560
31. RATIO: REAL ESTATE-ASSETS TO LIABILITIES	1.564	1.534
32. RATIO: NET WORTH TO TOTAL LIABILITIES	.603	.546
33.*RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.830
34. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.384
35. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.389
36. INVENTORIED VALUE OF FARM PER OWNED ACRE		446
37. INVENTORIED VALUE OF FARM PER TILLABLE ACRE		829
38. DEBT (ALL SOURCES) PER ACRE OWNED		553

*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS

TABLE 5 - STATEMENT OF FINANCIAL POSITION - 1985
FOR THOSE OPERATORS WITH A COMPLETE RECORD OF ASSETS & LIABILITIES

ITEMS	35 HIGH PROFIT FARMS		35 LOW PROFIT FARMS	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 72053	73767	63435	61894
2. CROP, SEED & FEED	27836	33793	23443	22718
3. TOTAL POWER, MACHINERY & EQUIPMENT	47752	45553	52891	47947
4. LAND	76049	76637	111899	113284
5. BUILDINGS, FENCES, ETC.	60146	56718	49098	45673
6. TOTAL FARM CAPITAL	\$ 283836	286467	300766	291517
7. NON-FARM ASSETS	11687	12451	13526	14736
7A CASH ON HAND & IN BANK	427	1014	1586	1644
7B NON FARM REAL ESTATE	538	538	1343	1343
8. DWELLING	27626	27684	21338	20766
9. TOTAL ASSETS	\$ 324114	328155	338558	330007
10. REAL ESTATE MORTGAGES	133764	130929	104468	109267
11. CHATTEL MORTGAGES	76991	80985	81456	89537
12. NOTES	5110	4585	6633	8164
13. ACCOUNTS PAYABLE	3941	4367	10566	12525
14. TOTAL LIABILITIES	\$ 219805	220866	203123	219493
15. FARMERS NET WORTH	\$ 104308	107289	135435	110514
16. GAIN (OR LOSS) IN NET WORTH		2981		-24921
	* * *	* * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION				
18. RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 25660		-23361	
19. RETURN TO CAPITAL & FAMILY LABOR (6B/48)	\$ 24667		-17421	
20. NON-FARM INCOME				
21. OUTSIDE INVESTMENT INCOME	119		1077	
22. OTHER PERSONAL INCOME & INCOME TAX REFUND	3470		7220	
22A SALE OF (P.S.) DWELLING, AUTO & TRUCK	4			
23. TOTAL NON-FARM INCOME	\$ 3593		8297	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 28260		-9124	
25. TOTAL MONEY BORROWED (BUSINESS & PERSONAL)	30868		67546	
26. TOTAL PAID ON DEBT (PRINCIPAL-BUSINESS ONLY)	29934		50840	
27. TOTAL CASH/NONCASH EXPENSE/PERS USE(4/23C)	18597		20831	
28. RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S.)	.828		1.225	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
29. RATIO: TOTAL-ASSETS TO LIABILITIES	1.475	1.486	1.667	1.503
30. RATIO: NON-REAL ESTATE-ASSETS TO LIABILITIES	1.857	1.852	1.570	1.351
31. RATIO: REAL ESTATE-ASSETS TO LIABILITIES	1.229	1.234	1.758	1.657
32. RATIO: NET WORTH TO TOTAL LIABILITIES	.475	.486	.667	.503
33.*RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.776		.998
34. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.463		.322
35. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.469		.335
36. INVENTORIED VALUE OF FARM PER OWNED ACRE		539		468
37. INVENTORIED VALUE OF FARM TILLABLE ACRE		895		889
38. DEBT (ALL SOURCES) PER ACRE OWNED		739		572

*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 - 1985

ITEMS	AVERAGE 204	HIGH 41	LOW 41
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. DAIRY COWS	\$ 4495	5906	3732
3. DAIRY PRODUCTS	\$ 61670	87097	51865
4. OTHER DAIRY CATTLE	\$ 4659	7920	3977
5. BEEF BREEDING CATTLE	\$ 2034	492	2879
6. BEEF FEEDER CATTLE	\$ 887		3486
7. HOGS COMPLETE & MIXED	\$ 2917	3030	4418
8. HOGS FINISHING	\$ 812	573	3274
9. HOGS PRODUCING WEANING PIGS	\$ 1231	2335	1635
10. SHEEP, GOATS & WOOL, FARM FLOCK	\$ 84		295
11. SHEEP & WOOL, FEEDER LAMBS	\$		
12. CHICKENS	\$		2
13. TURKEYS	\$		
14. EGGS	\$ 469	2334	
15. OTHER PRODUCTIVE LIVESTOCK	\$ 23		85
16. OTHER MISCELLANEOUS LIVESTOCK INCOME	\$ 1864	3904	942
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 81145	113591	76589
18. SALE OF CROPS			
19. WHEAT	\$ 140	42	622
20. OTHER SMALL GRAINS	\$		
21. CORN	\$ 655	1330	725
22. SOYBEANS	\$ 2530	4104	6579
22A SUNFLOWERS	\$ 729	663	1568
23. OTHER ROW CROPS	\$		
24. LEGUMES & OTHER FORAGE	\$ 481	955	463
25. GRASS SEED	\$		
26. FRUIT & NUTS	\$		
27. VEGETABLE ROADSIDE MARKET & SPECIALTY	\$ 146		
28. NURSERY, TIMBER & OTHER	\$ 22		49
29. SET ASIDE ACRES-GOVERNMENT PAYMENTS	\$ 604	941	1027
29A PIK ACRES			
29B SALE OF CROPS&SUPPL. PURCH FOR RESALE	\$ 449		1725
30. TOTAL SALES FROM CROPS	\$ 5757	8035	12757
31. CAP. ASSETS SOLD (AUTO/TRK/MACH.)	\$ 345	18	862
31A CAP. ASSETS SOLD (BLDGs & IMPROVEMENTS)	\$ 384	107	1805
31B CAP. ASSETS SOLD (LAND)	\$ 628	366	1959
32. GAS TAX REFUND	\$ 15	6	33
33. INCOME FROM WORK OFF THE FARM	\$ 648	1505	673
34. CUSTOM WORK ENTERPRISE INCOME	\$ 104	516	
35. PATRONAGE REFUNDS	\$ 404	576	411
36. MISCELLANEOUS FARM INCOME	\$ 2435	3420	3648
37. TOTAL FARM SALES	\$ 91864	128140	98737
38. INCREASE IN FARM CAPITAL	\$	3894	
39. FAMILY LIVING FROM THE FARM	\$ 637	745	610
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 92501	132779	99347
41. ADJUSTED TOTAL FARM SALES (37)-(31)	\$ 90507	127648	94111
42. TOTAL CASH FARM OPERATING EXPENSE	\$ 75050	97537	93621
43. NET CASH OPERATING INCOME	\$ 15457	30112	490

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 - 1985

ITEMS	AVERAGE 204	HIGH 41	LOW 41
1. PURCHASE OF LIVESTOCK			
2. DAIRY COWS	\$ 918	1786	1038
3. OTHER DAIRY CATTLE	\$ 987	1442	1060
4. BEEF BREEDING CATTLE	\$ 124	9	106
5. BEEF FEEDER CATTLE	\$ 763		3413
6. HOGS COMPLETE & MIXED	\$ 60	73	
7. HOGS FINISHING	\$ 102	48	462
8. HOGS PRODUCING WEANING PIGS	\$ 25	12	49
9. SHEEP & GOATS	\$ 9		22
10. SHEEP, FEEDER LAMBS	\$		
11. CHICKENS	\$ 199	986	4
12. TURKEYS	\$		
13. OTHER PRODUCTIVE LIVESTOCK	\$ 5		26
14. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 5355	7495	5629
14A PURCH OF CROPS/SUPPLIES PURCH FOR RESALE	\$ 405		1609
15. FEED BOUGHT	\$ 16121	18580	20177
16. FERTILIZER	\$ 5020	7465	6573
17. CHEMICALS	\$ 1402	1877	2307
18. OTHER CROP EXPENSE	\$ 3112	3706	4898
19. IRRIGATION OPERATION EXPENSE	\$ 27	7	48
20. CUSTOM WORK ENT. COSTS, INCL. LABOR	\$ 5	25	
21. CUSTOM WORK HIRED	\$ 3234	3556	3725
22. REPAIR & UPKEEP OF LIVESTOCK EQUIP.	\$ 1176	1483	998
23. REPAIR & UPKEEP OF FARM REAL ESTATE	\$ 975	1479	1146
24. GAS, DIESEL + LUBRICANTS (F S)	\$ 3798	4830	4268
25. REPAIR OF MACH, TRACTOR, TRUCK & AUTO	\$ 4294	5075	4944
26. REPAIR & UPKEEP OF IRRIGATION EQUIP.	\$ 22	5	71
27. REPAIRS - CUSTOM WORK ENTERPRISE	\$ 7	33	
28. WAGES OF HIRED LABOR	\$ 2996	4540	3845
29. PERSONAL PROPERTY & REAL ESTATE TAXES	\$ 1189	1591	1331
30. CASH RENT	\$ 2537	4040	3889
31. GENERAL FARM EXPENSE	\$ 1887	2279	2049
32. TELEPHONE EXPENSE (FARM SHARE)	\$ 336	316	416
33. ELECTRICITY EXPENSE (FARM SHARE)	\$ 2639	3371	2643
34. INTEREST ACTUALLY PAID	\$ 15323	21427	16876
35. TOTAL CASH OPERATING EXPENSE	\$ 75050	97537	93621
36. POWER & MACH. BOUGHT (FARM SHARE)	\$ 5255	7426	6884
37. IRRIGATION EQUIPMENT BOUGHT	\$		
38. CUSTOM WORK EQUIPMENT BOUGHT	\$		
39. LIVESTOCK EQUIPMENT BOUGHT	\$ 1213	1749	986
40. NEW REAL ESTATE - BLDGS/IMPROVEMENTS	\$ 1015	892	443
40A NEW REAL ESTATE - LAND	\$ 350	492	1251
41. TOTAL FARM PURCHASES (33)THRU(38A)	\$ 82883	108095	103185
42. DECREASE IN FARM CAPITAL	\$ 5752		13510
43. INTEREST ON FARM CAPITAL(7% OPPORT CHG)	\$ 1798	-1501	4586
44. UNPAID FAMILY LABOR	\$ 1005	509	1354
45. BOARD FURNISHED HIRED LABOR	\$ 42	16	72
46. TOTAL FARM EXPENSE (41) THRU (45)	\$ 91479	107119	122708
47. RETURN TO OPER. LABOR & MGMT-SINGLE OPERT. (6A/40) - (46)	\$ 1022	25660	-23361
48. RETURN TO CAPITAL & FAMILY LABOR (47)+(44)+(43)	\$ 3824	24667	-17421

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 1985 REPORT

SMALL GRAIN & CORN

Barley (Feed)	\$1.40/bu
Corn	2.20/bu
Oats	1.00/bu
Soybeans	5.00/bu
Wheat	3.00/bu

PASTURE PER HEAD PER MONTH

Dairy Cows, Beef Cows	\$5.00
Other Dairy & Beef	2.50
Hogs	3.50
Sheep	.70
Lambs	.35

ROUGHAGES

Alfalfa Hay	\$80.00/ton
Mixed Legume	70.00/ton
Other Grass Hay	35.00/ton
Corn Silage	15.00/ton
Whole Milk Fed	\$10.00/cwt

PRODUCTS USED IN THE HOME

Whole Milk	.25/qt
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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. PERCENT OF TILLABLE LAND IN HIGH RETURN CROPS: A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on soil, TDN yield, labor required, etc.
4. GROSS RETURN PER TILLABLE ACRE: Reflects both crop selection and crop yield.
5. 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.
6. LIVESTOCK UNITS PER 100 ACRES: A measure of livestock density or population, particularly important for farms with limited crop land.
7. SIZE OF BUSINESS - WORK UNITS: A measure of the total work load. A Work Unit represents the average accomplishment of a worker in one 10-hour day. Work Unit values are assigned to each class of livestock each crop, and to other tasks utilizing farm labor.
8. WORK UNITS PER WORKER: A measure of labor efficiency. It is determined by dividing the work units by the total number of workers.
9. 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.
10. 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.

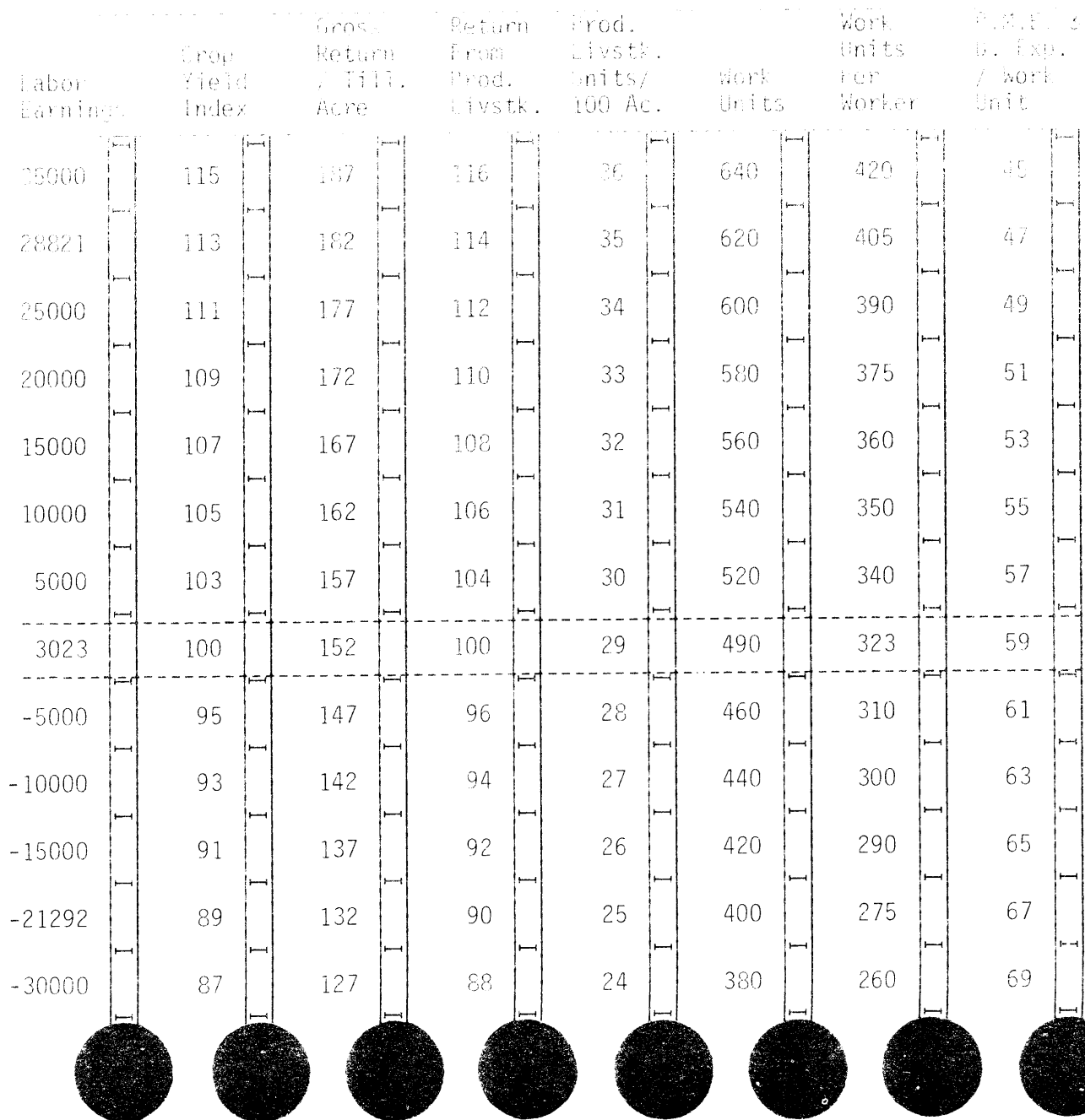
Note should be taken that items listed in Table 8 and the Thermometer Chart are to be considered in light of the individual farm and farm operator. Although in general, an above-average level for each factor listed would indicate above-average earnings, this may not be true when individual farms are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

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1985

ITEMS		AVERAGE 204 FARMS	HIGH 41 FARMS	LOW 41 FARMS
1. RETURN TO OPERATORS LABOR & MANAGEMENT	\$	3023	28821	-21292
2. CROP YIELD INDEX		100	93.3	97.7
3. % TILLABLE LAND IN HIGH RETURN CROPS				
4. GROSS RETURN PER TILLABLE ACRE	\$	152.05	165.52	162.28
5. RETURN PER \$100 FEED FED PROD.LVSTK INDEX		100	113.5	95.1
6.*LIVESTOCK UNITS PER 100 ACRES		28.72	27.01	27.02
7. SIZE OF BUSINESS - WORK UNITS		490.30	633.02	504.54
8. WORK UNITS PER WORKER		322.57	379.05	286.67
9. POWER,MACH,EQUIP,BLDG EXPENSE/WORK UNIT	\$	58.96	51.73	71.58
10. FARM CAPITAL INVESTMENT PER WORKER	\$	164312	169517	179423
11. INDEX OF RETURN PER \$100 FEED FED				
12. 6100A BEEF BREEDING HERD		100	89.2	89.2
13. 6290A DAIRY COWS		100	107.5	94.4
14. 6310A OTHER DAIRY REPLACEMENTS		100	108.8	90.6
15. 6318A OTHER DAIRY REPLACEMENTS		100	116.1	96.7
16. 6470A HOGS, FARROW TO FINISH		100	137.6	79.7
17. 6510A HOGS, WEANING PIG PRODUCTION		100	103.0	117.6
18. 6530A HOGS, MIXED SYSTEMS		100		80.9
30. NUMBER OF ANIMAL UNITS		84.06	93.83	94.52
31. WORK UNITS				
32. CROPS		126.70	158.17	152.23
33. PRODUCTIVE LIVESTOCK		358.31	458.49	351.00
34. OTHER PRODUCTIVE LIVESTOCK		5.28	16.36	1.31
35. EXPENSES PER WORK UNIT				
36. TRACTOR & CROP MACHINERY EXPENSES	\$	27.83	24.95	32.59
37. FARM SHARE OF AUTO & TRUCK	\$	7.51	6.19	8.63
38. FARM SHARE OF ELECTRIC EXPENSE	\$	5.39	5.23	5.05
39. LIVESTOCK EQUIPMENT EXPENSE	\$	7.30	6.61	7.86
40. BUILDING,FENCE & TILING EXPENSE	\$	11.05	8.74	17.47
40A OTHER EXP/WORK UNITS (INC. CUSTOM ENT)				
40B GENRL FRM TELE/OTHR UTIL.EXCEPT ELEC	\$	4.54	3.83	4.66
40C HIRED LABOR	\$	6.13	7.40	8.26
41.** TRACTOR & CROP MACH.EXP.PER CROP ACRE	\$	50.04	49.61	48.92
42. FARM POWER & MACH.COST ALLOC. TO CROPS	\$	3595.54	4129.84	4151.43
43. BLDG.,FENCE & TILING COST ALLOCATED TO CROPS (BCAF 4)	\$	1916.54	1290.35	5111.35
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 the center portion of the chart.



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:

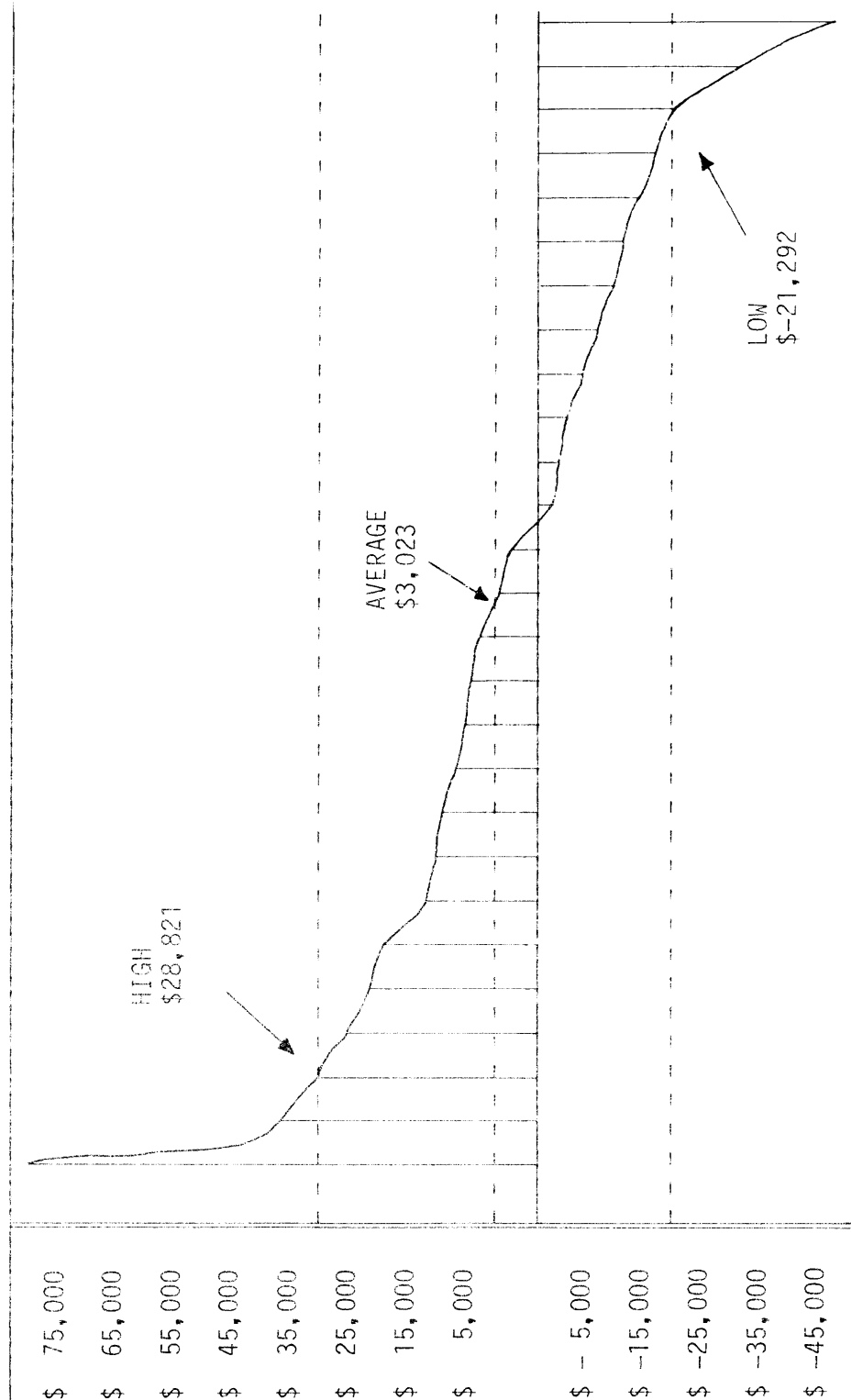
1. Crop Yield
2. Gross Return for Tillage Acre
3. Return from Livestock
4. Amount of Livestock
5. Size of Business
6. Work Units Per Worker
7. Control Over Power & Machinery Expense

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	-12,000	-6,000	-3,000	0	3,000	6,000	12,000	24,000
0 - 1	43	////////	7,456						
2 - 3	106	////////	////////	////////	1,191				
4 - 5	87	////////	////////	////////	////////	8,516			
6 - 7	35	////////	////////	////////	////////	////////	17,597		

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 - 1985



Each line represents 10 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

TABLE 9 - SELECTED CROP DATA FOR MAJOR CROPS, DISTRIBUTION OF ACRES & YIELDS - 1985

CROP	AVERAGE OF 204 FARMS	41 HIGH PROFIT FARMS	41 LOW PROFIT FARMS
	ACRES	ACRES	ACRES
Total Small Grain & Canning Peas	36.6	35.0	51.4
Total Row Crop	72.7	111.7	97.7
Total Legumes, Including Seed	53.9	69.6	49.2
Total Other Hay	49.5	38.7	52.1
Total Silage & Fodder	50.0	55.9	54.3
Total Tillable Pasture	8.0	.6	14.2
Total Fallow & Idle Land	4.6	1.7	8.4
Total Tillable Land	275.4	313.2	327.3
Total Non-Tillable Hay/Pasture	26.4	34.2	22.5
Wild Hay Not Harvested (Non-Tillable)	2.7	1.2	7.4
Pasture Not Harvested	50.7	29.7	61.8
Timber Not Harvested	44.4	25.9	62.4
Roads & Waste	27.1	21.4	28.1
Farmstead	6.9	7.1	8.4
TOTAL LAND NOT HARVESTED	131.8	85.3	168.1
TOTAL NON-TILLABLE LAND	158.2	119.5	190.6
TOTAL LAND IN FARM OR RANCH	433.6	432.7	517.9

SUPPLEMENTARY MANAGEMENT INFORMATION

	204 FARMS AVERAGE	41 MOST PROFITABLE	41 LEAST PROFITABLE
PERCENT LAND TILLABLE	63.5	72.4	63.2
*FERTILIZER COST PER ACRE	20.33	25.54	20.62
*CROP CHEMICALS PER ACRE	5.87	7.29	6.80
*SEED & OTHER COSTS PER ACRE	11.97	12.80	12.47
*GAS, DIESEL & LUBRICANTS PER ACRE	15.91	16.14	14.61
*REPAIR & MAINT. COST/ACRE	17.05	15.52	16.49

*TILLABLE MINUS TILLABLE PASTURE, FALLOW & IDLE LAND

CROP YIELDS (FROM TABLE 10)

CROP	NUMBER OF FARMS GROWING	AVERAGE ALL FARMS	20% HIGH FARMS	20% LOW FARMS
Barley	71	39.3	75.4	15.6
Oats	153	52.9	73.6	26.1
Rye	14	22.3	26.4	12.4
Wheat	9	33.8		
Corn	240	82.1	105.4	55.3
Corn (Irrigated)	10	85.9		
Soybeans	17	24.4	25.9	17.8
Alfalfa Hay	200	3.0	4.2	2.1
Red Clover Hay	16	1.6	3.8	1.0
Other Tillable Grass	68	1.7	3.4	0.9
Legume-Grass Mix Hay	112	2.0	3.3	1.2
Corn Silage	245	10.5	18.5	5.2
Grain Silage	28	4.2	6.0	3.0
Legume-Grass Silage	10	5.1		

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 incurred but are calculated 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 in allocating a portion of Line 17 and 18 to each crop. For a typical operation or where the crop is unusual, the Power Cost Allocation 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.

Other possible costs not included in item 31 "total listed costs per acre" are "utilities & other general farm expenses", item 33. A share of the total amount has been assigned to each crop by the use of the work unit value for each crop.

Irrigation crops have been separated from dryland crops. On these Tables, Line 18 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 – 1985

		AVERAGE 71	HIGH 14	LOW 14
1. ACRES		39.2	25.9	47.8
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		39.3	75.4	15.6
3. VALUE PER PRODUCTION UNIT	\$	1.56	1.47	1.61
4. CROP PRODUCT RETURN	\$	61.25	110.85	25.06
5. OTHER CROP INCOME	\$	10.84	35.06	.23
6. TOTAL CROP RETURN	\$	72.09	145.91	25.29
7. DIRECT COSTS				
8. FERTILIZER	\$	14.16	24.44	12.89
9. CHEMICALS	\$	2.37	4.13	1.49
10. SEED	\$	7.14	8.15	6.72
10A CROP DRYING	\$	.15	1.16	
10B OTHER EXPENSE	\$	1.28	2.24	.54
11. SPECIAL HIRED LABOR	\$	.43	2.43	
12. CUSTOM WORK HIRED	\$	3.44	5.21	2.93
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	28.97	47.76	24.57
15. RETURN OVER DIRECT COSTS	\$	43.12	98.15	.72
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY – OWNERSHIP	\$	11.76	13.19	9.55
18. FARM POWER & MACHINERY – OPERATION	\$	15.80	14.78	15.56
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	20.41	29.21	15.07
21. MISCELLANEOUS COSTS	\$	.28		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	2.97	3.91	2.69
23. TOTAL ALLOCATED COSTS	\$	51.22	61.09	42.87
24. RETURN OVER ALL LISTED COSTS	\$	-8.10	37.06	-42.15
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR		.97	.99	.99
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	2.04	1.44	4.33
29. RETURN OVER LISTED COSTS PER UNIT	\$	.21	.49	-2.71
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		51.40	74.05	41.89
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	32.82	35.36	29.75
31. TOTAL LISTED COSTS PER ACRE	\$	80.19	108.85	67.44
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	2.92	2.03	3.55
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	1.78	1.90	
40. QUANTITY SOLD (OPERATOR SHARE)		132.6	459.1	

*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 - 1985

		AVERAGE 153	HIGH 31	LOW 31
1. ACRES		26.9	22.2	24.0
	PER ACRE		PER ACRE	PER ACRE
2. YIELD		52.9	73.6	26.1
3. VALUE PER PRODUCTION UNIT	\$	1.09	1.12	1.06
4. CROP PRODUCT RETURN	\$	57.62	82.43	27.67
5. OTHER CROP INCOME	\$	18.62	47.43	5.54
6. TOTAL CROP RETURN	\$	76.24	129.86	33.21
7. DIRECT COSTS				
8. FERTILIZER	\$	9.14	8.60	11.21
9. CHEMICALS	\$	.63	.50	1.04
10. SEED	\$	7.03	7.79	7.29
10A CROP DRYING	\$			
10B OTHER EXPENSE	\$	.59	1.31	.67
11. SPECIAL HIRED LABOR	\$	.19	.14	.13
12. CUSTOM WORK HIRED	\$	3.01	4.01	2.08
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	20.59	22.35	22.42
15. RETURN OVER DIRECT COSTS	\$	55.65	107.51	10.79
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	13.37	11.41	11.79
18. FARM POWER & MACHINERY - OPERATION	\$	15.41	14.43	14.71
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	24.82	25.87	24.39
21. MISCELLANEOUS COSTS	\$	.04		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	3.81	3.28	3.45
23. TOTAL ALLOCATED COSTS	\$	57.45	54.99	54.34
24. RETURN OVER ALL LISTED COSTS	\$	-1.80	52.52	-43.55
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR		.99	.98	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	1.48	1.05	2.94
29. RETURN OVER LISTED COSTS PER UNIT	\$	-.04	.71	-1.67
30. BREAK EVEN YIELD/UNITS OF PRODUCTION		71.60	69.05	72.42
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	34.60	31.79	31.34
31. TOTAL LISTED COSTS PER ACRE	\$	78.04	77.34	76.76
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	2.77	2.41	2.60
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	1.06	1.35	1.12
40. QUANTITY SOLD (OPERATOR SHARE)		129.6	164.2	67.1

*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 - 1985

		AVERAGE 14	HIGH 7	LOW 7
1. ACRES		32.7	46.4	18.9
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		22.3	26.4	12.4
3. VALUE PER PRODUCTION UNIT	\$	1.87	2.03	1.71
4. CROP PRODUCT RETURN	\$	41.68	53.56	21.16
5. OTHER CROP INCOME	\$	4.95	6.36	1.53
6. TOTAL CROP RETURN	\$	46.63	59.92	22.69
7. DIRECT COSTS				
8. FERTILIZER	\$	7.25	7.54	6.51
9. CHEMICALS	\$			
10. SEED	\$	2.42	1.34	5.13
10A CROP DRYING	\$	1.41	1.96	
10B OTHER EXPENSE	\$	.73	.86	.42
11. SPECIAL HIRED LABOR	\$			
12. CUSTOM WORK HIRED	\$	2.45	1.90	3.76
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	14.26	13.60	15.82
15. RETURN OVER DIRECT COSTS	\$	32.37	46.32	6.87
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	8.91	8.25	10.58
18. FARM POWER & MACHINERY - OPERATION	\$	13.63	12.33	16.89
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	24.14	25.14	23.14
21. MISCELLANEOUS COSTS	\$			
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	2.38	1.97	3.37
23. TOTAL ALLOCATED COSTS	\$	49.06	47.69	53.98
24. RETURN OVER ALL LISTED COSTS	\$	-16.69	-1.37	-47.11
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR		.93	1.00	.86
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	2.84	2.32	5.64
29. RETURN OVER LISTED COSTS PER UNIT	\$	-.75	-.05	-3.80
30. BREAK EVEN YIELD/UNITS OF PRODUCTION		33.86	30.19	40.82
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	26.55	23.82	33.35
31. TOTAL LISTED COSTS PER ACRE	\$	63.32	61.29	69.80
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	2.49	1.86	2.50
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	1.77	1.77	
40. QUANTITY SOLD (OPERATOR SHARE)		412.7	825.4	

*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 WHEAT – 1985

	AVERAGE OF 9 FARMS
1. ACRES	42.2
	PER ACRE
2. YIELD	33.8
3. VALUE PER PRODUCTION UNIT	\$ 3.06
4. CROP PRODUCT RETURN	\$ 103.48
5. OTHER CROP INCOME	\$.95
6. TOTAL CROP RETURN	\$ 104.43
7. DIRECT COSTS	
8. FERTILIZER	\$ 6.42
9. CHEMICALS	\$ 4.53
10. SEED	\$ 8.25
10A CROP DRYING	\$ 1.61
10B OTHER EXPENSE	\$ 2.11
11. SPECIAL HIRED LABOR	\$
12. CUSTOM WORK HIRED	\$ 7.89
13. IRRIGATION OPERATION	\$
14. TOTAL DIRECT COSTS	\$ 30.81
15. RETURN OVER DIRECT COSTS	\$ 73.62
16. ALLOCATED COSTS (DIRECT & FIXED)	
17. FARM POWER & MACHINERY – OWNERSHIP	\$ 10.52
18. FARM POWER & MACHINERY – OPERATION	\$ 15.95
19. IRRIGATION EQUIP OWNERSHIP	\$
20. LAND COSTS	\$ 23.33
21. MISCELLANEOUS COSTS	\$
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 2.89
23. TOTAL ALLOCATED COSTS	\$ 52.69
24. RETURN OVER ALL LISTED COSTS	\$ 20.93
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	\$ 2.47
29. RETURN OVER LISTED COSTS PER UNIT	\$.62
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	27.29
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 34.62
31. TOTAL LISTED COSTS PER ACRE	\$ 83.50
32. OTHER POSSIBLE COSTS NOT LISTED	
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 2.97
33A BUILDINGS, FENCES & TILING COSTS	-----
34. INTEREST ALLOCATION	-----
35. OTHER COSTS NOT LISTED	-----
36. TOTAL COSTS	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 2.70
40. QUANTITY SOLD (OPERATOR SHARE)	1034.5

*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 CORN FOR GRAIN - 1985

		AVERAGE 240	HIGH 48	LOW 48
1. ACRES		57.8	36.0	60.1
	PER ACRE		PER ACRE	PER ACRE
2. YIELD		82.1	105.4	55.3
3. VALUE PER PRODUCTION UNIT	\$	2.25	2.20	2.43
4. CROP PRODUCT RETURN	\$	184.76	231.86	134.28
5. OTHER CROP INCOME	\$	2.66	2.97	1.90
6. TOTAL CROP RETURN	\$	187.42	234.83	136.18
7. DIRECT COSTS				
8. FERTILIZER	\$	37.34	28.00	43.38
9. CHEMICALS	\$	13.20	9.50	13.88
10. SEED	\$	15.22	15.33	16.39
10A CROP DRYING	\$	3.94	2.42	4.01
10B OTHER EXPENSE	\$	1.52	.61	2.50
11. SPECIAL HIRED LABOR	\$	.33	.64	.90
12. CUSTOM WORK HIRED	\$	3.63	3.94	6.12
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	75.18	60.44	87.18
15. RETURN OVER DIRECT COSTS	\$	112.24	174.39	49.00
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	21.73	25.60	19.96
18. FARM POWER & MACHINERY - OPERATION	\$	26.29	27.70	23.03
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	28.51	26.81	26.88
21. MISCELLANEOUS COSTS	\$	.17	.25	.10
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	7.01	8.27	6.87
23. TOTAL ALLOCATED COSTS	\$	83.71	88.63	76.84
24. RETURN OVER ALL LISTED COSTS	\$	28.53	85.76	-27.84
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.55	.55	.55
27. POWER COSTS ALLOCATION FACTOR		.98	1.00	.97
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	1.94	1.41	2.97
29. RETURN OVER LISTED COSTS PER UNIT	\$	.35	.81	-.50
30. BREAK EVEN YIELD/UNITS OF PRODUCTION		70.62	67.76	67.50
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	57.45	64.20	53.94
31. TOTAL LISTED COSTS PER ACRE	\$	158.89	149.07	164.02
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	5.57	4.40	5.32
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	2.44	2.46	2.39
40. QUANTITY SOLD (OPERATOR SHARE)		439.1	102.3	508.3

*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 CORN FOR GRAIN (IRRIGATED) - 1985

	AVERAGE OF 10 FARMS
1. ACRES	61.2
2. YIELD	PER ACRE 85.9
3. VALUE PER PRODUCTION UNIT	\$ 2.26
4. CROP PRODUCT RETURN	\$ 194.10
5. OTHER CROP INCOME	\$
6. TOTAL CROP RETURN	\$ 194.10
7. DIRECT COSTS	
8. FERTILIZER	\$ 36.91
9. CHEMICALS	\$ 11.57
10. SEED	\$ 15.65
10A CROP DRYING	\$ 5.29
10B OTHER EXPENSE	\$ 2.35
11. SPECIAL HIRED LABOR	\$
12. CUSTOM WORK HIRED	\$ 5.77
13. IRRIGATION OPERATION	\$ 11.06
14. TOTAL DIRECT COSTS	\$ 88.60
15. RETURN OVER DIRECT COSTS	\$ 105.50
16. ALLOCATED COSTS (DIRECT & FIXED)	
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 24.37
18. FARM POWER & MACHINERY - OPERATION	\$ 32.38
19. IRRIGATION EQUIP OWNERSHIP	\$ 34.53
20. LAND COSTS	\$ 25.30
21. MISCELLANEOUS COSTS	\$
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 7.54
23. TOTAL ALLOCATED COSTS	\$ 124.12
24. RETURN OVER ALL LISTED COSTS	\$ -18.62
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.65
27. POWER COSTS ALLOCATION FACTOR	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 2.48
29. RETURN OVER LISTED COSTS PER UNIT	\$ -.22
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	94.12
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 68.14
31. TOTAL LISTED COSTS PER ACRE	\$ 212.72
32. OTHER POSSIBLE COSTS NOT LISTED	
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 7.79
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	\$ 45.59
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 2.64
40. QUANTITY SOLD (OPERATOR SHARE)	481.9

*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 - 1985

	AVERAGE 17	HIGH 8	LOW 8
1. ACRES	93.7	160.1	37.4
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	24.4	25.9	17.8
3. VALUE PER PRODUCTION UNIT	\$ 4.96	5.00	4.99
4. CROP PRODUCT RETURN	\$ 120.91	129.73	88.58
5. OTHER CROP INCOME	\$		
6. TOTAL CROP RETURN	\$ 120.91	129.73	88.58
7. DIRECT COSTS			
8. FERTILIZER	\$ 11.78	9.38	22.43
9. CHEMICALS	\$ 17.01	15.45	23.58
10. SEED	\$ 11.80	11.42	13.48
10A CROP DRYING	\$.13	.11	.21
10B OTHER EXPENSE	\$.76	.88	.05
11. SPECIAL HIRED LABOR	\$.13		.67
12. CUSTOM WORK HIRED	\$ 1.97	.29	8.66
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 43.58	37.53	69.08
15. RETURN OVER DIRECT COSTS	\$ 77.33	92.20	19.50
16. ALLOCATED COSTS (DIRECT & FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 13.78	13.87	13.46
18. FARM POWER & MACHINERY - OPERATION	\$ 18.60	18.88	17.57
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 30.35	30.00	30.75
21. MISCELLANEOUS COSTS	\$.15	.19	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 4.84	5.04	4.02
23. TOTAL ALLOCATED COSTS	\$ 67.72	67.98	65.80
24. RETURN OVER ALL LISTED COSTS	\$ 9.61	24.22	-46.30
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.45	.45	.45
27. POWER COSTS ALLOCATION FACTOR	.99	.99	.99
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 4.57	4.07	7.60
29. RETURN OVER LISTED COSTS PER UNIT	\$.39	.93	-2.61
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	\$ 22.44	21.10	27.03
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 38.53	37.98	40.83
31. TOTAL LISTED COSTS PER ACRE	\$ 111.30	105.51	134.88
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 5.32	3.87	5.37
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 5.12	5.17	5.03
40. QUANTITY SOLD (OPERATOR SHARE)	707.7	1177.0	290.6

*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 - 1985

	AVERAGE 200	HIGH 40	LOW 40
1. ACRES	47.4	35.8	54.6
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	3.0	4.2	2.1
3. VALUE PER PRODUCTION UNIT	\$ 72.91	79.21	65.50
4. CROP PRODUCT RETURN	\$ 212.53	341.41	134.36
5. OTHER CROP INCOME	\$.08	.28	.09
6. TOTAL CROP RETURN	\$ 212.61	341.69	134.45
7. DIRECT COSTS			
8. FERTILIZER	\$ 15.72	23.21	13.13
9. CHEMICALS	\$.36	.08	.70
10. SEED	\$ 5.17	3.49	5.70
10A CROP DRYING	\$		
10B OTHER EXPENSE	\$ 1.96	3.29	1.90
11. SPECIAL HIRED LABOR	\$.57	.97	.16
12. CUSTOM WORK HIRED	\$ 1.74	1.19	2.25
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 25.53	32.24	23.84
15. RETURN OVER DIRECT COSTS	\$ 187.09	309.45	110.61
16. ALLOCATED COSTS (DIRECT & FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 27.09	26.71	24.60
18. FARM POWER & MACHINERY - OPERATION	\$ 30.04	33.43	26.03
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 28.85	32.06	25.10
21. MISCELLANEOUS COSTS	\$.02	.17	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 7.48	7.92	7.14
23. TOTAL ALLOCATED COSTS	\$ 93.48	100.28	82.87
24. RETURN OVER ALL LISTED COSTS	\$ 93.61	209.17	27.74
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 39.03	26.13	52.02
29. RETURN OVER LISTED COSTS PER UNIT	\$ 33.90	52.96	13.53
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	1.63	1.67	1.63
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 65.43	66.42	59.27
31. TOTAL LISTED COSTS PER ACRE	\$ 119.00	132.52	106.71
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 6.45	4.81	5.36
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 MEDIUM RED CLOVER HAY - 1985

		AVERAGE 16	HIGH 8	LOW 8
1. ACRES		35.7	15.6	55.9
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		1.6	3.8	1.0
3. VALUE PER PRODUCTION UNIT	\$	65.00	71.88	58.13
4. CROP PRODUCT RETURN	\$	101.96	271.86	56.15
5. OTHER CROP INCOME	\$			
6. TOTAL CROP RETURN	\$	101.96	271.86	56.15
7. DIRECT COSTS				
8. FERTILIZER	\$	4.45	12.37	2.24
9. CHEMICALS	\$			
10. SEED	\$	.36	.83	.23
10A CROP DRYING	\$			
10B OTHER EXPENSE	\$	.84	1.35	.68
11. SPECIAL HIRED LABOR	\$			
12. CUSTOM WORK HIRED	\$	3.75	1.09	4.47
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	9.40	15.64	7.62
15. RETURN OVER DIRECT COSTS	\$	92.56	256.22	48.53
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	10.82	15.82	9.41
18. FARM POWER & MACHINERY - OPERATION	\$	20.44	25.79	18.91
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	29.19	31.50	26.88
21. MISCELLANEOUS COSTS	\$			
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	5.62	7.83	4.99
23. TOTAL ALLOCATED COSTS	\$	66.07	80.94	60.19
24. RETURN OVER ALL LISTED COSTS	\$	26.49	175.28	-11.66
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR		1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	48.13	25.53	70.20
29. RETURN OVER LISTED COSTS PER UNIT	\$	16.88	46.36	-12.07
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		1.16	1.34	1.17
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	39.38	50.17	36.29
31. TOTAL LISTED COSTS PER ACRE	\$	75.47	96.58	67.81
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	4.08	3.24	3.85
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 - 1985

	AVERAGE 68	HIGH 14	LOW 14
1. ACRES	28.3	15.2	16.1
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	1.7	3.4	.9
3. VALUE PER PRODUCTION UNIT	\$ 39.78	45.71	34.65
4. CROP PRODUCT RETURN	\$ 67.46	153.36	30.12
5. OTHER CROP INCOME	\$.14		
6. TOTAL CROP RETURN	\$ 67.60	153.36	30.12
7. DIRECT COSTS			
8. FERTILIZER	\$ 5.72	11.12	2.11
9. CHEMICALS	\$.07		
10. SEED	\$ 1.17	.53	3.91
10A CROP DRYING	\$		
10B OTHER EXPENSE	\$ 1.27	.79	1.12
11. SPECIAL HIRED LABOR	\$.11		
12. CUSTOM WORK HIRED	\$ 2.19	1.97	2.11
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 10.53	14.41	9.25
15. RETURN OVER DIRECT COSTS	\$ 57.07	138.95	20.87
16. ALLOCATED COSTS (DIRECT & FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 12.98	10.87	9.15
18. FARM POWER & MACHINERY - OPERATION	\$ 13.66	11.91	19.21
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 18.78	18.71	16.79
21. MISCELLANEOUS COSTS	\$		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 4.45	2.99	3.09
23. TOTAL ALLOCATED COSTS	\$ 49.87	44.48	48.24
24. RETURN OVER ALL LISTED COSTS	\$ 7.20	94.47	-27.37
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR	.95	.96	.96
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 35.58	17.53	66.07
29. RETURN OVER LISTED COSTS PER UNIT	\$ 4.27	28.18	-31.43
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	1.52	1.29	1.66
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 32.55	27.08	32.86
31. TOTAL LISTED COSTS PER ACRE	\$ 60.40	58.89	57.49
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 3.12	2.24	2.54
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 LEGUME-GRASS MIX HAY - 1985

		AVERAGE 112	HIGH 22	LOW 22
1. ACRES		77.2	41.6	123.6
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		2.0	3.3	1.2
3. VALUE PER PRODUCTION UNIT	\$	53.69	63.86	42.18
4. CROP PRODUCT RETURN	\$	106.41	213.39	50.51
5. OTHER CROP INCOME	\$	.05		
6. TOTAL CROP RETURN	\$	106.46	213.39	50.51
7. DIRECT COSTS				
8. FERTILIZER	\$	7.23	13.25	2.23
9. CHEMICALS	\$	.08		.03
10. SEED	\$	2.25	2.36	2.31
10A CROP DRYING	\$			
10B OTHER EXPENSE	\$	1.05	.77	.74
11. SPECIAL HIRED LABOR	\$	.04		.11
12. CUSTOM WORK HIRED	\$	.88	1.25	.83
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	11.53	17.63	6.25
15. RETURN OVER DIRECT COSTS	\$	94.93	195.76	44.26
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	15.77	15.75	15.62
18. FARM POWER & MACHINERY - OPERATION	\$	20.99	23.11	21.90
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	22.10	28.05	13.41
21. MISCELLANEOUS COSTS	\$	.17	.94	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	4.45	4.97	4.28
23. TOTAL ALLOCATED COSTS	\$	63.48	72.82	55.21
24. RETURN OVER ALL LISTED COSTS	\$	31.45	122.94	-10.95
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR		1.00	.98	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	37.86	27.06	51.32
29. RETURN OVER LISTED COSTS PER UNIT	\$	15.86	36.80	-9.14
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		1.40	1.42	1.46
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	41.80	44.66	42.35
31. TOTAL LISTED COSTS PER ACRE	\$	75.01	90.45	61.46
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	3.89	3.68	3.62
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 GRAIN SILAGE - 1985

		AVERAGE 28	HIGH 14	LOW 14
1. ACRES		17.7	13.8	21.7
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		4.2	6.0	3.0
3. VALUE PER PRODUCTION UNIT	\$	15.71	16.29	15.14
4. CROP PRODUCT RETURN	\$	66.55	97.97	46.04
5. OTHER CROP INCOME	\$	3.50	8.91	
6. TOTAL CROP RETURN	\$	70.05	106.88	46.04
7. DIRECT COSTS				
8. FERTILIZER	\$	12.26	4.57	17.14
9. CHEMICALS	\$	.40	.94	
10. SEED	\$	6.44	5.43	7.05
10A CROP DRYING	\$			
10B OTHER EXPENSE	\$	.40	.94	
11. SPECIAL HIRED LABOR	\$	.51	1.30	
12. CUSTOM WORK HIRED	\$	4.29	4.06	4.47
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	24.30	17.24	28.66
15. RETURN OVER DIRECT COSTS	\$	45.75	89.64	17.38
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	16.12	14.85	16.86
18. FARM POWER & MACHINERY - OPERATION	\$	21.92	23.89	20.58
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	27.93	29.29	26.57
21. MISCELLANEOUS COSTS	\$			
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	4.57	4.88	4.35
23. TOTAL ALLOCATED COSTS	\$	70.54	72.91	68.36
24. RETURN OVER ALL LISTED COSTS	\$	-24.79	16.73	-50.98
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR		.94	.97	.92
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	22.37	14.99	31.89
29. RETURN OVER LISTED COSTS PER UNIT	\$	-5.84	2.78	-16.76
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		6.04	5.53	6.41
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	45.47	46.33	44.77
31. TOTAL LISTED COSTS PER ACRE	\$	94.84	90.15	97.02
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	4.97	3.74	4.94
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 CORN & SORGHUM SILAGE - 1985

		AVERAGE 245	HIGH 49	LOW 49
1. ACRES		39.2	31.2	48.9
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		10.5	18.5	5.2
3. VALUE PER PRODUCTION UNIT	\$	15.16	15.31	14.23
4. CROP PRODUCT RETURN	\$	158.57	283.62	74.50
5. OTHER CROP INCOME	\$	1.38	1.06	.29
6. TOTAL CROP RETURN	\$	159.95	284.68	74.79
7. DIRECT COSTS				
8. FERTILIZER	\$	28.78	29.04	28.67
9. CHEMICALS	\$	10.18	11.70	9.26
10. SEED	\$	13.62	14.17	14.85
10A CROP DRYING	\$			
10B OTHER EXPENSE	\$	.94	.61	.88
11. SPECIAL HIRED LABOR	\$	.66	.71	.43
12. CUSTOM WORK HIRED	\$	3.09	2.98	4.15
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	57.27	59.21	58.24
15. RETURN OVER DIRECT COSTS	\$	102.68	225.47	16.55
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	25.79	29.04	25.00
18. FARM POWER & MACHINERY - OPERATION	\$	31.41	33.63	30.91
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	25.67	29.69	18.39
21. MISCELLANEOUS COSTS	\$	.15	.26	.02
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	7.65	8.31	6.88
23. TOTAL ALLOCATED COSTS	\$	90.67	100.93	81.20
24. RETURN OVER ALL LISTED COSTS	\$	12.01	124.54	-64.65
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.60	.60	.60
27. POWER COSTS ALLOCATION FACTOR		0.99	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	14.14	8.64	26.64
29. RETURN OVER LISTED COSTS PER UNIT	\$	1.15	6.72	-12.35
30. BREAK EVEN YIELD/UNITS OF PRODUCTION		9.76	10.46	9.80
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	66.73	72.97	65.56
31. TOTAL LISTED COSTS PER ACRE	\$	147.94	160.14	139.44
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	6.12	4.99	5.26
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 LEGUME, LEGUME-GRASS SILAGE - 1985

	AVERAGE OF 10 FARMS
1. ACRES	33.6
	PER ACRE
2. YIELD	5.1
3. VALUE PER PRODUCTION UNIT	\$ 27.75
4. CROP PRODUCT RETURN	\$ 142.89
5. OTHER CROP INCOME	\$ 27.11
6. TOTAL CROP RETURN	\$ 170.00
7. DIRECT COSTS	
8. FERTILIZER	\$ 16.90
9. CHEMICALS	\$.65
10. SEED	\$ 7.80
10A CROP DRYING	\$ 2.32
10B OTHER EXPENSE	\$
11. SPECIAL HIRED LABOR	\$
12. CUSTOM WORK HIRED	\$
13. IRRIGATION OPERATION	\$
14. TOTAL DIRECT COSTS	\$ 27.67
15. RETURN OVER DIRECT COSTS	\$ 142.33
16. ALLOCATED COSTS (DIRECT & FIXED)	
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 15.79
18. FARM POWER & MACHINERY - OPERATION	\$ 19.97
19. IRRIGATION EQUIP OWNERSHIP	\$
20. LAND COSTS	\$ 31.70
21. MISCELLANEOUS COSTS	\$
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 4.62
23. TOTAL ALLOCATED COSTS	\$ 72.08
24. RETURN OVER ALL LISTED COSTS	\$ 70.25
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.40
27. POWER COSTS ALLOCATION FACTOR	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 19.37
29. RETURN OVER LISTED COSTS PER UNIT	\$ 13.65
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	3.59
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 40.38
31. TOTAL LISTED COSTS PER ACRE	\$ 99.75
32. OTHER POSSIBLE COSTS NOT LISTED	
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 5.63
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 IN 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 - 1985

	FARROW TO FINISH AVERAGE OF 9	MIXED SYSTEMS AVERAGE OF 7
1. POUNDS OF HOGS PRODUCED	92449	92673
	PER CWT	PER CWT
2. NET VALUE PRODUCED	\$ 49.75	45.83
3. OTHER MISCELLANEOUS HOG INCOME		
4. TOTAL VALUE PRODUCED	\$ 49.75	45.83
5. POUNDS OF FEED FED		
6. CORN	194.3	248.1
7. SMALL GRAIN	139.1	56.4
8. COMPLETE RATION	44.0	191.1
9. PROTEIN, SALT, MINERAL & MILK	64.6	60.0
10. TOTAL CONCENTRATES	442.0	555.6
11. FORAGES	10.7	.3
12. FEED COST		
13. GRAINS	\$ 13.79	12.82
14. COMPLETE RATION	5.98	12.16
15. PROTEIN, SALT, MINERAL & MILK	8.38	8.84
16. FORAGES	.42	.24
17. PASTURE		
18. TOTAL FEED COSTS	\$ 28.57	34.06
19. RETURN OVER FEED COSTS	\$ 21.18	11.77
20. OTHER DIRECT COSTS		
21. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 1.16	.82
22. VETERINARY EXPENSE	1.03	.57
23. CUSTOM HAULING, GRINDING, MARKETING ETC.	.53	.41
24. SPECIAL HIRED LABOR		.18
25. TOTAL OTHER DIRECT COSTS	\$ 2.72	1.98
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 18.46	9.79
27. ALLOCATED COSTS		
28. POWER & MACHINERY COSTS	1.64	1.93
29. LIVESTOCK EQUIPMENT COSTS	1.03	2.11
30. BUILDING & FENCES	2.09	1.99
31. TOTAL ALLOCATED COSTS	\$ 4.76	6.03
32. RETURN OVER ALL LISTED COSTS	\$ 13.70	3.76
33. SUPPLEMENTARY MANAGEMENT INFORMATION		
34. RETURN FOR \$100 FEED FED	\$ 174.13	134.56
35. PRICE RECEIVED PER CWT ALL ANIMALS	\$ 50.26	51.06
36. PRICE RECEIVED PER CWT SOLD MKT. ONLY	\$ 49.64	54.02
37. NUMBER OF LITTERS FARROWED	100	106
37A. LITTERS PER BEARING FEMALE PER YEAR	1.8	1.7
38. NUMBER OF PIGS BORN PER LITTER	10.2	9.1
39. NUMBER OF PIGS WEANED PER LITTER	7.7	7.5
39A. NUMBER OF PIGS PRODUCED PER LITTER	7.6	7.4
40. PERCENT DEATH LOSS	19.9	13.9
41. AVERAGE WEIGHT OF ALL HOGS SOLD		117.6
42. AVERAGE WEIGHT OF MARKET HOGS SOLD		104.2
43. PRICE PER CWT CONCENTRATE FED	\$ 6.37	6.09
44. PRICE PER CWT PROTEIN, SALT & MINERAL	\$ 12.96	14.72
45. POUNDS OF PORK PURCHASED	722	1159
46. TOTAL LISTED COSTS PER CWT PRODUCED	\$ 36.05	42.07
47. UTILITIES & GEN. FARM EXPENSE	1.22	.91
48. INTEREST ALLOCATION	-----	-----
49. OTHER COSTS NOT LISTED	-----	-----
50. TOTAL COSTS	-----	-----

TABLE 11B - 6490 - HOGS, FINISHING ENTERPRISE - 1985

	AVERAGE OF 7 FARMS
1. AVERAGE NUMBER OF PIGS ON HAND	106.2
2. POUNDS OF HOGS PRODUCED	51821
3. NET VALUE PRODUCED	PER CWT \$ 34.11
4. OTHER MISCELLANEOUS HOG INCOME	
5. TOTAL VALUE PRODUCED	\$ 34.11
6. POUNDS OF FEED FED	
7. CORN	227.6
8. SMALL GRAIN	107.9
9. COMPLETE RATION	33.3
10. PROTEIN, SALT, MINERAL & MILK	69.4
11. TOTAL CONCENTRATES	438.2
12. FORAGES	8.0
13. FEED COST	
14. GRAINS	\$ 13.59
15. COMPLETE RATION	2.92
16. PROTEIN, SALT, MINERAL & MILK	9.22
17. FORAGES	
18. PASTURE	
19. TOTAL FEED COSTS	\$ 25.73
20. RETURN OVER FEED COSTS	\$ 8.38
21. OTHER DIRECT COSTS	
22. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 1.51
23. VETERINARY EXPENSE	.10
24. CUSTOM WORK	3.22
25. SPECIAL HIRED LABOR	
26. TOTAL OTHER DIRECT COSTS	\$ 4.83
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 3.55
28. ALLOCATED COSTS	
29. POWER & MACHINERY COSTS (PCAF .86)	1.35
30. LIVESTOCK EQUIPMENT COSTS (ECAF 2)	1.94
31. BUILDING & FENCES (BCAF 2)	1.72
32. TOTAL ALLOCATED COSTS	\$ 5.01
33. RETURN OVER ALL LISTED COSTS	\$ -1.46
34. SUPPLEMENTARY MANAGEMENT INFORMATION	
35. RETURN FOR \$100 FEED FED	\$ 132.57
36. PRICE RECEIVED PER CWT.	\$ 41.01
37. AVERAGE WEIGHT OF HOGS SOLD	227.9
38. AVERAGE PRICE PAID PER PIG BOUGHT	\$ 38.45
39. AVERAGE WEIGHT PER PIG BOUGHT	48.3
40. NUMBER OF PIGS PURCHASED	73
41. NUMBER OF PIGS TRANSFERRED IN	220
42. AVERAGE WEIGHT OF PIGS TRANSFERRED IN	56.8
43. POUNDS OF PORK PURCHASED	3523
44. PERCENT DEATH LOSS	2.0
45. PRICE PER CWT CONCENTRATE FED	\$ 5.87
46. PRICE PER CWT PROTEIN, SALT & MINERAL	\$ 12.22
47. EFFECTIVE DAILY GAIN-POUNDS/DAY/PIG	1.34
48. TOTAL LISTED COSTS PER CWT PRODUCED	\$ 35.57
49. UTILITIES + OTHER GENERAL FARM EXPENSE	.81
50. INTEREST ALLOCATION	-----
51. OTHER COSTS NOT LISTED	-----
52. TOTAL COSTS	-----

TABLE 11C - 6510 - HOGS, WEANING PIG PRODUCTION - 1985

		AVERAGE OF 9 FARMS
1. NUMBER OF LITTERS FARROWED		92
2. NET VALUE PRODUCED	\$	338.32
3. OTHER MISCELLANEOUS INCOME		
4. TOTAL VALUE PRODUCED	\$	338.32
5. POUNDS OF FEED FED		
6. CORN		1322.4
7. SMALL GRAIN		240.0
8. COMPLETE RATION		280.8
9. PROTEIN, SALT, MINERAL & MILK		448.5
10. TOTAL CONCENTRATES		2291.6
11. FORAGES		4.8
12. FEED COST		
13. GRAINS	\$	63.87
14. COMPLETE RATION		23.62
15. PROTEIN, SALT, MINERAL & MILK		66.29
16. FORAGES		.10
17. PASTURE		
18. TOTAL FEED COSTS	\$	153.87
19. RETURN OVER FEED COSTS	\$	184.45
20. OTHER DIRECT COSTS		
21. MISCELLANEOUS LIVESTOCK EXPENSE	\$	15.89
22. VETERINARY EXPENSE		5.61
23. CUSTOM HAULING, GRINDING, ETC.		3.10
24. SPECIAL HIRED LABOR		
25. TOTAL OTHER DIRECT COSTS	\$	24.59
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$	159.86
27. ALLOCATED COSTS		
28. POWER & MACHINERY COSTS (PCAF 1.00)		14.55
29. LIVESTOCK EQUIPMENT COSTS (ECAF 4)		16.17
30. BUILDING & FENCES (BCAF 4)		26.47
31. TOTAL ALLOCATED COSTS	\$	57.19
32. RETURN OVER ALL LISTED COSTS	\$	102.67
33. SUPPLEMENTARY MANAGEMENT INFORMATION		
34. RETURN FOR \$100 FEED FED	\$	219.88
35. AVG. PRICE RCVD PER ANIMAL SOLD	\$	43.89
36. AVERAGE PRICE PER PIG SOLD OR TRANSFERRED	\$	38.96
37. AVERAGE WEIGHT PER PIG SOLD OR TRANSFERRED		45.9
38. NUMBER OF PIGS PRODUCED		773
39. NUMBER OF PIGS BORN PER LITTER		10.7
40. NUMBER OF PIGS WEANED PER LITTER		8.4
40A LITTERS PER BEARING FEMALE PER YEAR		2.0
40B PIGS PRODUCED PER SOW/YR (40AX38/LITTERS)		16.9
41. PERCENT DEATH LOSS		17.4
42. PRICE PER CWT CONCENTRATE FED	\$	6.71
43. PRICE PER CWT PROTEIN, SALT & MINERAL	\$	14.78
44. FEED & DIRECT COSTS PER PIG PRODUCED		21.27
45. TOTAL LISTED COSTS PER LITTER	\$	235.65
46. UTILITIES & OTHER GEN. FARM EXPENSE	\$	14.42
47. INTEREST ALLOCATION		-----
48. OTHER COSTS NOT LISTED		-----
49. TOTAL COSTS		-----

TABLE 12 - 6290 - DAIRY COWS, COMMERCIAL - 1985

	AVERAGE OF 136	HIGH 27	LOW 27
1. AVERAGE NUMBER OF COWS	45.5	47.7	44.8
	PER COW	PER COW	PER COW
2. POUNDS OF MILK	14161	16581	10957
3. POUNDS OF BUTTERFAT	540.0	718.0	400.8
4. PERCENT OF BUTTERFAT IN MILK	3.8	4.3	3.7
5. VALUE OF PRODUCE			
6. DAIRY PRODUCTS SOLD	\$ 1675.10	1977.40	1273.21
7. DAIRY PRODUCTS USED IN HOME	6.44	8.03	5.96
8. MILK FED TO LIVESTOCK	17.16	17.21	13.21
9. NET CHANGE IN VALUE OF COWS	-126.59	-115.32	-115.89
10. OTHER MISCELLANEOUS DAIRY INCOME			
11. TOTAL VALUE PRODUCED	\$ 1572.11	1887.32	1176.49
12. POUNDS OF FEED FED			
13. CORN	3691.9	3872.9	3633.1
14. SMALL GRAIN	691.8	925.9	495.4
15. COMPLETE RATION	1074.0	732.5	784.6
16. PROTEIN, SALT & MINERAL	1172.0	1162.9	894.6
17. TOTAL CONCENTRATES	6629.7	6694.2	5807.7
18. LEGUME HAY	6168.8	5788.8	5582.5
19. OTHER HAY & DRY ROUGHAGE	750.7	109.2	1517.9
20. SILAGE	9906.7	9651.5	9388.1
20A HAYLAGE	1396.2	2488.2	1587.3
21. FEED COSTS			
22. GRAINS	\$ 183.10	193.65	178.68
23. COMPLETE RATION	79.91	53.71	62.50
24. PROTEIN/SALT/MINERAL	146.40	149.52	115.49
25. ALL HAY & DRY ROUGHAGE	248.48	245.43	260.20
26. SILAGE	78.77	78.99	76.16
27. PASTURE	4.70	3.61	8.26
28. TOTAL FEED COSTS	\$ 741.36	724.91	701.29
29. RETURN OVER FEED COSTS	\$ 830.75	1162.41	475.20
30. OTHER DIRECT COSTS			
31. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 99.16	104.42	84.24
32. VETERINARY EXPENSE	29.74	37.65	19.93
33. CUSTOM WORK HIRED	53.63	64.55	38.26
34. SPECIAL HIRED LABOR	3.21	10.04	4.82
35. TOTAL OTHER DIRECT COSTS	\$ 185.74	216.66	147.25
36. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 645.01	945.75	327.95
37. ALLOCATED COSTS			
38. POWER & MACHINERY COSTS (PCAF 1.06)	63.45	66.06	54.15
39. LIVESTOCK EQUIPMENT COSTS (ECAAF 4)	66.15	80.76	44.29
40. BUILDING & FENCES (BCAF 4)	67.42	108.24	35.10
41. TOTAL ALLOCATED COSTS	\$ 197.02	255.06	133.54
42. RETURN OVER ALL LISTED COSTS	\$ 447.99	690.69	194.41
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. RETURN FOR \$100 FEED FED	\$ 212.06	260.35	167.76
45. FEED COST PER CWT OF MILK	\$ 5.23	4.37	6.40
46. FEED COST PER POUND OF BUTTERFAT	\$ 1.37	1.01	1.75
47. POUNDS OF MILK / POUND OF CONCENTRATE	2.14	2.48	1.89
48. AVERAGE PRICE PER CWT MILK SOLD	\$ 12.00	12.12	11.81
49. AVERAGE PRICE PER POUND OF BUTTERFAT	\$ 3.15	2.80	3.23
50. TOTAL LISTED COSTS/CWT MILK PRODUCED	\$ 7.94	7.22	8.96
51. DAIRY COW TURNOVER PERCENTAGE	33.0	31.4	31.3
52. TOTAL LISTED COSTS PER COW	\$ 1124.12	1196.63	982.08
53. UTILITIES & OTHER GEN. FARM EXPENSE	\$ 69.52	63.12	55.03
54. INTEREST ALLOCATION	-----	-----	-----
55. OTHER COSTS NOT LISTED	-----	-----	-----
56. TOTAL COSTS	-----	-----	-----

TABLE 13 - 6310 - OTHER DAIRY, COMMERCIAL REPLACEMENTS - 1985

		AVERAGE OF 143	HIGH 29	LOW 29
1. NUMBER OF HEAD		58.2	49.9	49.9
		PER HEAD	PER HEAD	PER HEAD
2. NET VALUE PRODUCED	\$	219.48	337.58	113.93
3. OTHER MISCELLANEOUS INCOME		.02		
4. TOTAL INCOME	\$	219.50	337.58	113.93
5. POUNDS OF FEED FED				
6. CORN		644.8	491.8	793.5
7. SMALL GRAIN		209.2	327.9	279.4
8. COMPLETE RATION		168.6	163.4	155.9
9. PROTEIN, SALT & MINERAL		113.6	90.5	148.6
10. HAY & DRY ROUGHAGE		2561.0	2382.3	2908.0
11. SILAGE		5511.5	4460.2	5396.0
11A HAYLAGE		218.5		138.2
12. MILK		123.4	142.4	171.8
13. FEED COSTS				
14. GRAINS	\$	34.97	33.53	44.89
15. COMPLETE RATION		14.64	14.77	10.26
16. PROTEIN, SALT & MINERALS		19.55	16.73	30.34
17. HAY/HAYLAGE & DRY ROUGHAGE		68.75	53.01	91.20
18. SILAGE		42.41	33.51	42.10
19. MILK		13.21	10.62	18.16
20. PASTURE		5.40	5.89	4.25
21. TOTAL FEED COSTS	\$	198.93	168.06	241.20
22. RETURN OVER FEED COSTS	\$	20.57	169.52	-127.27
23. OTHER DIRECT COSTS				
24. MISCELLANEOUS LIVESTOCK EXPENSE	\$	6.86	8.46	6.51
25. VETERINARY EXPENSE		3.52	3.67	2.57
26. CUSTOM WORK HIRED		2.87	4.71	1.22
27. SPECIAL HIRED LABOR		1.05		1.14
28. TOTAL OTHER DIRECT COSTS	\$	14.30	16.84	11.44
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$	6.27	152.68	-138.71
30. ALLOCATED COSTS				
31. POWER & MACHINERY COSTS (PCAF .93)		9.56	9.95	9.40
32. LIVESTOCK EQUIPMENT COSTS (ECAF 3)		10.06	9.09	9.11
33. BUILDING & FENCES (BCAF 3)		10.21	11.04	8.82
34. TOTAL ALLOCATED COSTS	\$	29.83	30.08	27.33
35. RETURN OVER ALL LISTED COSTS	\$	-23.56	122.60	-166.04
36. SUPPLEMENTARY MANAGEMENT INFORMATION				
37. RETURN FOR \$100 FEED FED	\$	110.34	200.87	47.23
38. PERCENT DEATH LOSS - TOTAL		8.5	6.4	13.5
39. PERCENT CALF DEATH LOSS		17.4	11.9	25.6
40. TOTAL LISTED COSTS PER HEAD	\$	243.06	214.98	279.97
41. UTILITIES & OTHER GEN. FARM EXPENSE	\$	11.94	8.41	10.09
42. INTEREST ALLOCATION		-----	-----	-----
43. OTHER COSTS NOT LISTED		-----	-----	-----
44. TOTAL COSTS		-----	-----	-----

TABLE 12 - 6294 - DAIRY COWS, GOVERNMENT PROGRAM - 1985

	AVERAGE OF 55	HIGH 11	LOW 11
1. AVERAGE NUMBER OF COWS	46.3	45.1	45.0
	PER COW	PER COW	PER COW
2. POUNDS OF MILK	13216	16416	10080
3. POUNDS OF BUTTERFAT	485.6	602.3	368.7
4. PERCENT OF BUTTERFAT IN MILK	3.7	3.7	3.7
5. VALUE OF PRODUCE			
6. DAIRY PRODUCTS SOLD	\$ 1524.75	1897.67	1125.29
7. DAIRY PRODUCTS USED IN HOME	7.13	9.93	5.40
8. MILK FED TO LIVESTOCK	29.78	56.52	18.62
9. NET CHANGE IN VALUE OF COWS	-114.45	-93.55	-125.04
10. OTHER MISCELLANEOUS DAIRY INCOME	154.28	225.85	120.93
11. TOTAL VALUE PRODUCED	\$ 1601.49	2096.42	1145.20
12. POUNDS OF FEED FED			
13. CORN	3835.7	4955.7	2136.3
14. SMALL GRAIN	378.3	309.5	539.2
15. COMPLETE RATION	1236.3	248.7	2276.4
16. PROTEIN, SALT & MINERAL	1033.7	1694.7	733.1
17. TOTAL CONCENTRATES	6484.0	7208.6	5685.0
18. LEGUME HAY	5353.5	6784.9	6770.9
19. OTHER HAY & DRY ROUGHAGE	814.4	100.8	436.4
20. SILAGE	8647.5	9876.2	9191.1
20A. HAYLAGE	1099.0		1151.5
21. FEED COSTS			
22. GRAINS	\$ 181.49	216.21	121.22
23. COMPLETE RATION	93.02	17.27	166.00
24. PROTEIN/SALT/MINERAL	115.75	175.10	95.09
25. ALL HAY & DRY ROUGHAGE	214.02	236.92	230.22
26. SILAGE	72.05	99.38	76.20
27. PASTURE	7.00	3.79	7.87
28. TOTAL FEED COSTS	\$ 683.33	748.67	696.60
29. RETURN OVER FEED COSTS	\$ 918.16	1347.75	448.60
30. OTHER DIRECT COSTS			
31. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 82.44	109.49	71.20
32. VETERINARY EXPENSE	34.90	59.60	28.04
33. CUSTOM WORK HIRED	52.12	69.87	46.96
34. SPECIAL HIRED LABOR	.30	.89	
35. TOTAL OTHER DIRECT COSTS	\$ 169.76	239.85	146.20
36. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 748.40	1107.90	302.40
37. ALLOCATED COSTS			
38. POWER & MACHINERY COSTS (PCAF 1.09)	69.39	69.23	56.09
39. LIVESTOCK EQUIPMENT COSTS (ECAF 4)	55.52	60.71	37.67
40. BUILDING & FENCES (BCAF 4)	55.87	58.42	38.59
41. TOTAL ALLOCATED COSTS	\$ 180.78	188.36	132.35
42. RETURN OVER ALL LISTED COSTS	\$ 567.62	919.54	170.05
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. RETURN FOR \$100 FEED FED	\$ 234.37	280.02	164.40
45. FEED COST PER CWT OF MILK	\$ 5.17	4.56	6.91
46. FEED COST PER POUND OF BUTTERFAT	\$ 1.41	1.24	1.89
47. POUNDS OF MILK / POUND OF CONCENTRATE	2.04	2.28	1.77
48. AVERAGE PRICE PER CWT MILK SOLD	\$ 11.92	12.05	11.45
49. AVERAGE PRICE PER POUND OF BUTTERFAT	\$ 3.24	3.29	3.12
50. TOTAL LISTED COSTS/ CWT MILK PRODUCED	\$ 7.82	7.17	9.67
51. DAIRY COW TURNOVER PERCENTAGE	30.2	28.8	26.7
52. TOTAL LISTED COSTS PER COW	\$ 1033.87	1176.88	975.15
53. UTILITIES & OTHER GEN. FARM EXPENSE	\$ 78.78	62.01	57.62
54. INTEREST ALLOCATION	-----	-----	-----
55. OTHER COSTS NOT LISTED	-----	-----	-----
56. TOTAL COSTS	-----	-----	-----

TABLE 13 - 6318 - OTHER DAIRY, GOVERNMENT PROGRAM - 1985

		AVERAGE OF 51	HIGH 10	LOW 10
1. NUMBER OF HEAD		70.3	50.8	56.3
		PER HEAD	PER HEAD	PER HEAD
2. NET VALUE PRODUCED	\$	221.59	370.02	108.56
3. OTHER MISCELLANEOUS INCOME				
4. TOTAL INCOME	\$	221.59	370.02	108.56
5. POUNDS OF FEED FED				
6. CORN		763.1	422.6	527.6
7. SMALL GRAIN		168.9	136.2	176.7
8. COMPLETE RATION		77.1	54.3	45.5
9. PROTEIN, SALT & MINERAL		126.9	131.4	169.5
10. HAY & DRY ROUGHAGE		2086.7	2308.7	2879.9
11. SILAGE		4938.8	4919.3	4330.4
11A HAYLAGE		202.9	354.3	266.4
12. MILK		226.4	332.2	193.5
13. FEED COSTS				
14. GRAINS	\$	39.13	22.78	30.64
15. COMPLETE RATION		7.01	5.47	4.16
16. PROTEIN, SALT & MINERALS		18.79	13.68	27.48
17. HAY/HAYLAGE & DRY ROUGHAGE		59.70	72.99	84.26
18. SILAGE		35.70	36.36	33.37
19. MILK		19.08	40.22	19.15
20. PASTURE		6.17	5.08	7.67
21. TOTAL FEED COSTS	\$	185.58	196.58	206.73
22. RETURN OVER FEED COSTS	\$	36.01	173.44	-98.17
23. OTHER DIRECT COSTS				
24. MISCELLANEOUS LIVESTOCK EXPENSE	\$	4.55	2.76	3.29
25. VETERINARY EXPENSE		3.57	1.61	2.91
26. CUSTOM WORK HIRED		1.91	2.38	3.16
27. SPECIAL HIRED LABOR		.01		.12
28. TOTAL OTHER DIRECT COSTS	\$	10.04	6.75	9.48
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$	25.97	166.69	-107.65
30. ALLOCATED COSTS				
31. POWER & MACHINERY COSTS (PCAF .90)		9.87	11.76	10.91
32. LIVESTOCK EQUIPMENT COSTS (ECAF 3)		8.51	9.44	7.31
33. BUILDING & FENCES (BCAF 3)		8.59	7.70	9.68
34. TOTAL ALLOCATED COSTS	\$	26.97	28.90	27.90
35. RETURN OVER ALL LISTED COSTS	\$	-1.00	137.79	-135.55
36. SUPPLEMENTARY MANAGEMENT INFORMATION				
37. RETURN FOR \$100 FEED FED	\$	119.41	188.23	52.51
38. PERCENT DEATH LOSS - TOTAL		8.9	5.5	14.0
39. PERCENT CALF DEATH LOSS		20.4	12.8	31.8
40. TOTAL LISTED COSTS PER HEAD	\$	222.59	232.23	244.11
41. UTILITIES & OTHER GEN. FARM EXPENSE	\$	13.58	6.85	10.65
42. INTEREST ALLOCATION		-----	-----	-----
43. OTHER COSTS NOT LISTED		-----	-----	-----
44. TOTAL COSTS		-----	-----	-----

TABLE 14 - ALL DAIRY CATTLE - 1985

		AVERAGE OF 194	HIGH 39	LOW 39
1. AVERAGE NUMBER OF COWS		45.9	47.3	45.4
		PER COW	PER COW	PER COW
2. VALUE OF DAIRY PRODUCTS	\$	1647.78	1978.54	1267.89
3. NET CHANGE IN VALUE		172.14	284.31	53.81
4. MISCELLANEOUS DAIRY INCOME		43.01	79.18	30.55
5. TOTAL VALUE PRODUCED	\$	1862.93	2342.03	1352.25
6. POUNDS OF FEED FED				
7. GRAINS		5450.3	6538.2	4814.8
8. COMPLETE RATIONS		1336.4	934.5	1478.0
9. PROTEIN, SALT & MINERAL, INCL. MILK EQUIV.		1285.3	1395.1	908.9
10. HAY & DRY ROUGHAGE		9842.7	9611.3	9899.9
11. SILAGE		16609.0	16458.4	14816.3
11A HAYLAGE		1617.4	2291.2	2116.8
12. FEED COSTS				
13. GRAINS	\$	228.61	270.38	208.13
14. COMPLETE RATIONS		103.12	76.03	105.29
15. PROTEIN, SALT & MINERAL, INCL. MILK		180.72	192.22	137.84
16. HAY/HAYLAGE & DRY ROUGHAGE		323.88	330.13	338.57
17. SILAGE		130.24	134.69	120.26
18. PASTURE COSTS		12.96	14.19	14.69
19. TOTAL FEED COSTS	\$	979.53	1017.64	924.78
20. RETURN OVER FEED COSTS	\$	883.40	1324.39	427.47
21. OTHER DIRECT COSTS				
22. MISCELLANEOUS LIVESTOCK EXPENSE	\$	101.92	123.57	80.95
23. VETERINARY EXPENSE		35.86	51.82	23.28
24. CUSTOM WORK HIRED		56.49	76.03	40.95
25. SPECIAL HIRED LABOR		3.29	8.37	2.42
26. TOTAL OTHER DIRECT COSTS	\$	197.56	259.79	147.60
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$	685.84	1064.60	279.87
28. ALLOCATED COSTS				
29. POWER & MACHINERY COSTS		77.83	83.36	65.79
30. LIVESTOCK EQUIPMENT COSTS		76.30	88.43	53.21
31. BUILDING & FENCES		76.65	111.33	41.08
32. TOTAL ALLOCATED COSTS	\$	230.78	283.12	160.08
33. RETURN OVER ALL LISTED COSTS	\$	455.06	781.48	119.79
34. SUPPLEMENTARY MANAGEMENT INFORMATION				
35. RETURN FOR \$100 FEED FED	\$	190.19	230.15	146.22
36. TOTAL LISTED COSTS PER COW	\$	1407.87	1560.55	1232.46
37. UTILITIES & OTHER GEN. FARM EXPENSE	\$	88.45	78.07	67.40
38. INTEREST ALLOCATION		-----	-----	-----
39. OTHER COSTS NOT LISTED		-----	-----	-----
40. TOTAL COSTS		-----	-----	-----

TABLE 15A - 6100 BEEF BREEDING CATTLE - 1985

		AVERAGE OF 29	HIGH 14	LOW 14
1.	AVERAGE NUMBER OF BEEF COWS	55.5	52.5	61.0
2.	AVERAGE NUMBER OF OTHER BEEF ANIMALS	47.9	52.6	43.9
3.	POUNDS OF BEEF PRODUCED	31159	36622	26480
		PER COW	PER COW	PER COW
4.	NET VALUE PRODUCED \$	300.85	385.83	221.43
5.	OTHER MISCELLANEOUS BEEF INCOME	.07	.17	
6.	TOTAL VALUE PRODUCED \$	300.92	386.00	221.43
7.	POUNDS OF FEED FED			
8.	GRAIN	516.8	715.3	358.3
9.	PROTEIN, SALT & MINERAL	80.3	68.9	92.0
10.	LEGUME HAY	4299.6	3262.6	5267.0
11.	OTHER HAY & DRY ROUGHAGE	2188.4	3109.1	1434.4
12.	SILAGE	4664.8	4043.5	4936.8
12A	HAYLAGE	114.3		215.5
13.	FEED COSTS			
14.	GRAIN \$	23.06	32.19	15.75
15.	PROTEIN, SALT & MINERAL	9.01	8.40	9.75
16.	LEGUME HAY/HAYLAGE	90.45	63.62	114.57
17.	OTHER HAY & DRY ROUGHAGE	49.10	73.31	29.16
18.	SILAGE	37.41	29.24	42.52
19.	PASTURE	25.95	26.44	18.56
20.	TOTAL FEED COSTS \$	234.98	233.20	230.31
21.	RETURN OVER FEED COSTS	65.94	152.80	-8.88
22.	OTHER DIRECT COSTS			
23.	MISCELLANEOUS LIVESTOCK EXPENSE \$	5.53	4.27	6.70
24.	VETERINARY EXPENSE	9.10	9.24	9.20
25.	CUSTOM WORK HIRED	6.38	8.21	4.80
26.	SPECIAL HIRED LABOR			
27.	TOTAL OTHER DIRECT COSTS \$	21.01	21.72	20.70
28.	RETURN OVER FEED & OTHER DIRECT COSTS \$	44.93	131.08	-29.58
29.	ALLOCATED COSTS			
30.	POWER & MACHINERY COSTS (PCAF 1.00)	19.75	18.00	20.80
31.	LIVESTOCK EQUIPMENT COSTS (ECAF 5)	19.30	13.50	22.02
32.	BUILDING & FENCES (BCAF 5)	15.64	18.24	12.99
33.	TOTAL ALLOCATED COSTS \$	54.69	49.74	55.81
34.	RETURN OVER ALL LISTED COSTS \$	-9.76	81.34	-85.39
35.	SUPPLEMENTARY MANAGEMENT INFORMATION			
36.	RETURN FOR \$100 FEED FED \$	128.07	165.52	96.14
37.	PRICE PER CWT. SOLD \$	51.76	55.20	47.64
38.	PRICE PER CWT CALF SOLD/TRANSFERRED \$	62.32	63.43	60.94
39.	AVERAGE WEIGHT PER HEAD SOLD	693.2	735.2	641.8
40.	AVE. WEIGHT PER CALF SOLD/TRANSFERRED	541.2	619.4	477.7
41.	PERCENT DEATH LOSS	2.7	2.6	3.4
42.	PERCENT CALF CROP	101.9	106.1	95.1
42A	PERCENT CALF DEATH LOSS	7.4	7.7	6.9
43.	TOTAL LISTED COSTS PER COW \$	310.68	304.66	306.82
44.	UTILITIES & OTHER GEN. FARM EXPENSE \$	9.33	4.78	12.11
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 1/1/86

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.

	<u>This Year</u>	<u>Later</u>
<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	✓	