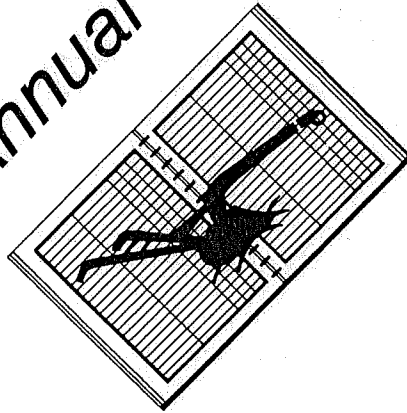


FARM BUSINESS MANAGEMENT

1985 Annual Report



April 1986

Mankato Technical Institute

In cooperation with the State Board of
Vocational Technical Education and
the Division of Agricultural Education,
University of Minnesota

AN ADULT EDUCATIONAL PROGRAM

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

Del Hodgkins

Area Vo-Ag Program Coordinator

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KEY TO COLOR CODE

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

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Introduction

Adult Farm Business Management Education programs have been part of the public school vocational agriculture offerings since 1952. From the early cooperative efforts of the State Board of Vocational Technical Education, Department of Agricultural Education (U of Minn) and the Department of Agricultural Economics (U of Minn), the program has expanded to serve over 4500 farm families in six regional farm management areas. Programs are now cooperatively managed by the State Board of Vocational Technical Education, through the AVTI's and local school districts.

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

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

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

Most programs organize their courses around the same central themes.

They are:

Year 1 - Farm business records and accounts.

Year 2 - Farm business analysis and evaluations.

Year 3 - Farm business organization.

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

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

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 summary of farm records for the South Central Minnesota area served by the Mankato Technical Institute shows the results of the analysis of farm businesses enrolled in management education programs for 1985. Study the results carefully so you can use this information to improve agriculture in your area and in your business.

Schools Participating

The following tabulation indicates the schools and the names of the farm management instructors who have submitted records for analysis as of March 15, 1985:

<u>Class Location</u>	<u>Instructor</u>
Alden (Part Time)	John Nelson
Glencoe	Kenneth Stenzel
Madelia	Charles Worm
Mankato Technical Institute	Paul Callanan
Mankato Technical Institute	Dennis Jackson
Montgomery	Ira Beckman
New Prague	Maynard Harms
New Richland	Mark Worthley
New Ulm	Larry Klingbeil
Sleepy Eye	Dan Persons
Springfield (Part Time)	John Woodford
Waseca	Norman Bohmbach
Watertown	Vernon Yetzer
Wells	Dan Johnson (Assisted by Arnold Carlson)
Sibley County Vocational Center	Charles Boese

Post High School Production Agriculture Programs

Mankato Technical Institute	Lyle Phelps
Waseca UMW	Boyd Fuller

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1985

Items		Average of 288 Farms	
1.	Size of Farm (Total Acres)	407.9	
2.	(Tillable Acres)	379.1	
3.	Work Units (Crops)	185.13	
4.	(Livestock)	270.37	
5.	(Other)	16.32	
6.	Total Size of Business in Work Units	471.81	
7.	Number of Workers	1.53	
8.	Farm Capital Investment per Worker	\$ 410,246	
8a.	Farm Capital Investment per Work Unit	\$ 1,452	
		Jan. 1	Dec. 31
9.	PRODUCTIVE LIVESTOCK		
10.	Dairy Cows	\$ 14,270	\$ 14,425
11.	Other Dairy Cattle	9,335	8,901
12.	Beef Breeding Cattle	925	786
13.	Beef Feeder Cattle	3,365	1,934
14.	Hogs	18,808	17,591
15.	Sheep (Including Feeders) & Goats	121	73
16.	Poultry - all Types	2	
17.	Other Livestock	4	4
18.	Total Productive Livestock	\$ 46,830	\$ 43,714
19.	CROP, SEED, FEED, AND SUPPLIES	\$ 60,671	\$ 58,351
20.	POWER, MACHINERY & EQUIPMENT		
21.	Auto & Truck (Farm Share)	\$ 4,085	\$ 3,365
22.	Power & Machinery	36,685	31,920
23.	Irrigation Equipment	284	267
24.	Custom Work Equipment	13	8
25.	Livestock Equipment	8,741	7,329
26.	Total Power, Mach. & Equip.	\$ 49,808	\$ 42,889
27.	LAND	\$ 392,901	\$ 394,473
28.	BUILDINGS - FENCES - ETC.	\$ 54,717	\$ 50,447
29.	TOTAL FARM CAPITAL	\$ 604,927	\$ 589,874
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$(-15,053)

*Table 1 lists the categories of farm capital for the average of 288 farms and for the 58 most profitable and 58 least profitable farms. These averages include the landlord's share of the investment for rented farms.

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

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

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1985

Items	58 Most Profitable Farms		58 Least Profitable Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1. Size of Farm (Total Acres)	459.2		488.2	
2. (Tillable Acres)	429.1		454.2	
3. Work Units - (Crops)	210.41		222.21	
4. (Livestock)	349.40		255.82	
5. (Other)	20.71		14.22	
6. Total Size of Business in Work Units	580.53		492.25	
7. Number of Workers	1.58		1.69	
8. Farm Capital Investment per Worker	\$ 428,040		\$ 501,008	
8A. Farm Capital Investment per Work Unit	\$ 1,245		\$ 1,815	
9. PRODUCTIVE LIVESTOCK				
10. Dairy Cows	\$ 17,355	\$ 17,702	\$ 14,083	\$ 14,030
11. Other Dairy Cattle	12,251	12,075	10,291	9,291
12. Beef Breeding Cattle	630	706	1,137	540
13. Beef Feeder Cattle	2,527	1,550	4,869	1,711
14. Hogs	25,056	22,799	19,295	16,664
15. Sheep (Including Feeders) & Goats	18	20	83	94
16. Poultry - All Types				
17. Other Livestock				
18. Total Productive Livestock	\$ 57,837	\$ 54,852	\$ 49,758	\$ 42,329
19. CROP, SEED AND FEED	\$ 66,251	\$ 67,983	\$ 77,050	\$ 65,919
20. POWER, MACHINERY & EQUIPMENT				
21. Auto & Truck (Farm Share)	\$ 4,215	\$ 3,551	\$ 5,268	\$ 4,243
22. Power & Machinery	38,978	34,177	45,501	38,139
23. Irrigation Equipment			1,100	1,037
24. Custom Work Equipment			66	39
25. Livestock Equipment	10,779	9,509	10,203	7,817
26. Total Power, Mach. & Equip.	\$ 53,972	\$ 47,237	\$ 62,138	\$ 51,275
27. LAND	\$ 378,532	\$ 381,743	\$ 563,428	\$ 563,451
28. BUILDINGS - FENCES - ETC.	\$ 56,806	\$ 52,651	\$ 69,262	\$ 63,208
29. TOTAL FARM CAPITAL	\$ 613,398	\$ 604,466	\$ 821,636	\$ 786,182
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ (-8,934)		\$ (-35,454)

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

Size as measured by acres for individual farms varied from less than 100 to over 1600 acres.

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

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

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1985

Items	Average of--288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 2,814	\$ 3,903	\$ 2,567
3. Dairy Products	32,841	44,763	27,453
4. Other Dairy Cattle	2,071	2,282	2,517
5. Beef Breeding Cattle	363	144	416
6. Beef Feeder Cattle	4,442	3,288	6,012
7. Hogs Complete & Mixed	24,504	31,667	24,417
8. Hogs Finishing	15,674	21,961	14,737
9. Hogs Producing Weaning Pigs	2,193	3,029	1,654
10. Sheep, Goats & Wool, Farm Flock	67	35	53
11. Sheep & Wool, Feeder Lambs	445	23	4
12. Chickens (Including Hens & Broilers)	1		
13. Turkeys			
14. Eggs	5		1
15. Other Productive Livestock & Products	1		
16. Other Miscellaneous Livestock Income	458	733	219
17. Total Sales of Productive Livestock	\$ 85,879	\$ 111,828	\$ 80,050
18. SALE OF CROPS			
19. Wheat	\$ 532	\$ 354	\$ 341
19A. Durum			
20. Other Small Grains	267	186	313
21. Corn	33,673	41,494	42,528
22. Soybeans	25,469	32,395	27,708
22A. Sunflowers			
23. Other Row Crops	1,716	2,592	1,623
24. Legumes & Other Forage	290	127	388
25. Grass Seed			
26. Fruits & Nuts			
27. Vegetable Roadside Market & Specialty	2		
28. Nursery, Timber & Other	161	73	133
29. Set Aside Acres-Government Payments	5,667	6,955	4,481
29A. PIK Acres			
29B. Sale of Crops & Supp. Purch. for Resale	3,067	7,557	3,069
30. Total Sales From Crops	\$ 70,844	\$ 91,733	\$ 80,584
31. Capital Assets Sold (Auto/Trk./Mach.)	\$ 564	\$ 1,608	\$ 84
31A. Capital Assets Sold (Bldg. & Imprvmnts.)	265	361	
31B. Capital Assets Sold (Land)	860	2,494	
32. Gas Tax Refund	25	16	29
33. Income From Work Off the Farm	1,783	1,915	1,695
34. Custom Work Enterprise Income	66		329
35. Patronage Funds	1,803	2,885	715
36. Miscellaneous Farm Income	3,790	4,254	5,466
37. Total Farm Sales	\$165,879	\$ 217,094	\$ 168,952
38. Increase in Farm Capital	\$ 5,224	\$ 9,942	\$ 1,452
39. Family Living From the Farm	493	510	582
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$171,596	\$ 227,546	\$ 170,986

Table 2A provides a listing of the sources of cash income. The landlord's share of crops and other items is included.

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1985

Items	Average of--288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 405	\$ 559	\$ 703
3. Other Dairy Cattle	205	173	312
4. Beef Breeding Cattle	64	36	16
5. Beef Feeder Cattle	845	602	487
6. Hogs Complete & Mixed	717	1,344	450
7. Hogs Finishing	2,887	2,737	3,124
8. Hogs Producing Weaning Pigs	182	227	80
9. Sheep & Goats	4		9
10. Sheep & Wool	305	14	2
11. Chickens (Including Hens & Broilers)			
12. Turkeys			
13. Other Productive Livestock			
14. Miscellaneous Livestock Expense	5,265	7,790	4,281
14A. Purch. of Crops/Supplies Purchased for Resale	1,942	5,588	1,655
15. Feed Bought	18,619	22,036	18,048
16. Fertilizer	8,839	9,652	10,847
17. Chemicals	6,116	6,603	7,054
18. Other Crop Expense	11,139	12,356	13,040
19. Irrigation Operation Costs	63		278
20. Custom Work Enterprise Oper. Costs, Incl. Labor	20		101
21. Custom Work Hired	2,829	3,375	2,793
22. Repair & Upkeep of Livestock Equipment	1,384	1,447	1,530
23. Repair and Upkeep of Farm Real Estate	1,311	1,110	2,417
24. Gas, Diesel & Lubricants Bought (Farm Share)	5,706	6,464	6,659
25. Repair & Operation of Mach., Trac., Truck, Auto	6,430	7,575	7,143
26. Repair & Upkeep of Irrigation Equipment	7		24
27. Repairs - Custom Work Enterprise	6		29
28. Wages of Hired Labor	3,996	4,772	4,504
29. Personal Property & Real Estate Taxes	5,383	5,983	6,100
30. General Farm Expense	2,451	2,636	2,792
31. Telephone Expense (Farm Share)	360	422	402
32. Electricity Expense (Farm Share)	2,470	3,035	2,686
33. TOTAL CASH OPERATING EXPENSE	\$ 89,950	\$ 106,536	\$ 97,566
34. Power, Crop & General Mach. Bought (FS)	\$ 7,792	\$ 6,707	\$ 10,436
35. Irrigation Equipment Bought			
36. Custom Work Equipment Bought			
37. Livestock Equipment Bought	1,384	1,795	1,164
38. New Real Estate - Bldgs./Imprvmts.	3,627	3,780	3,857
38A. New Real Estate - Land	2,432	5,705	23
39. TOTAL FARM PURCHASES (33) THRU (38A)	\$ 105,185	\$ 124,523	\$ 113,046
40. Decrease in Farm Capital	\$ 20,277	\$ 18,875	\$ 36,906
41. Interest on Farm Capital (7% Opport. Chg.)	\$ 41,818	\$ 42,625	\$ 56,274
42. Unpaid Family Labor	\$ 388	\$ 243	\$ 727
43. Labor Charge for Partners & Other Operators	1,111	326	2,901
44. Board Furnished Hired Labor	\$ 80	\$ 29	\$ 70
45. TOTAL FARM EXPENSE (39) THRU (44)	\$ 168,859	\$ 186,621	\$ 209,924
46. Return to Oper. Labor & Mgmt. - Single Oper. (W.F.) (2A/40)-(45)	\$ 2,737	\$ 40,925	\$ (-38,938)
47. Number of Operators	1	1	1
48. Full Time Operator Equivalents	1.03	1.07	1.1
49. Return to Oper. Labor & Mgmt. - Full Time Operator Equivalent	\$ 3,736	\$ 38,497	\$ (-32,697)

TABLE 3 - SUMMARY OF FARM EARNINGS (ENTERPRISE STATEMENT - WHOLE FARM) - 1985

Items	Average of--288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. <u>RETURNS AND NET INCREASES</u>			
2. Productive Livestock			
3. Dairy Cows	\$ 31,301	\$ 43,185	\$ 25,379
4. Other Dairy Cattle	6,602	8,583	5,790
5. Beef Breeding Cattle	264	330	(-90)
6. Feeder Cattle	2,040	1,609	2,399
7. Hogs, Complete & Mixed	23,522	28,945	23,230
8. Hog Finishing Enterprise	8,876	12,219	7,664
9. Producing Weaning Pigs	5,055	9,026	3,713
10. Sheep & Goats	70	36	58
11. Sheep, Feeder Lambs	87	9	3
12. Chickens (Including Hens & Broilers)	5	1	1
13. Turkeys			
14. Other Productive Livestock	2		
15. TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 77,824	\$ 103,943	\$ 68,147
16. Value of Feed Fed to Livestock	minus44,351	minus54,153	minus42,778
17. Return Over Feed From Livestock	33,473	49,790	25,369
18. Crop, Seed & Feed	64,851	89,132	59,767
18A. Crops & Supplies Purchased for Resale (Net)	1,125	1,969	1,414
19. Cooperative Patronage Refunds	1,803	2,885	715
20. Miscellaneous Farm Income	3,790	4,254	5,466
21. Custom Work Enterprise	35		172
22. TOTAL RETURNS & NET INCREASES	\$ 105,077	\$ 148,030	\$ 92,903
23. <u>EXPENSES & NET DECREASES</u>			
24. Truck & Auto (Farm Share)	\$ 5,359	\$ 5,808	\$ 6,217
25. Tractors & Crop Machinery	20,579	20,358	27,245
26. Irrigation Equipment	24		87
27. Electricity	2,470	3,035	2,686
28. Livestock Equipment	4,315	4,786	5,206
29. Buildings, Fences & Tiling	8,943	8,684	12,328
30. Bare Land			
31. Miscellaneous Livestock Expense	5,265	7,790	4,281
32. Labor - Paid, Unpaid, Custom Wrk. (Excl. Custom Lbr.)	4,262	4,652	5,322
33. Labor Charge for Other Operator(s)	1,111	326	2,901
34. Property Tax	5,383	5,983	6,100
35. General Farm Expense	2,451	2,636	2,792
35A. Telephone Expense	360	422	402
36. Interest on Farm Capital (7% Opport. Chg.)	41,818	42,625	56,274
37. TOTAL EXPENSES & NET DECREASES	\$ 102,340	\$ 107,105	\$ 131,841
38. RETURN TO OPER. LABOR & MGMT. (SINGLE OPER.)	\$ 2,737	\$ 40,925	\$ (-38,938)
39. Number of Farm Operators	1	1	1
40. Full Time Operators Equivalents	1.03	1.07	1.1
41. Retrn.Opr.Lbr.&Mgt./Full Time Operator	\$ 3,736	\$ 38,497	\$ (-32,697)

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

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1985

FOR THOSE FARMS WITH COMPLETE ACCOUNTS - OPERATOR'S SHARE

Items	Average of 158 Farms	Average Per Adult Equivalent	High Per Adult Equivalent	Low Per Adult Equivalent
1. Number of Persons - Family	4	4	5	4
2. Number of Adult Equivalent - Family	3.2	3.2	3.4	3.2
3. Church & Welfare	\$ 821	\$ 256.56	\$ 259.12	\$ 239.69
4. Medical Care & Health Insurance	2,600	812.50	827.94	836.88
5. Food & Meals Bought	4,092	1,278.75	1,269.71	1,306.25
6. Operating Expense & Supplies	1,530	478.13	557.94	362.50
7. Furnishings & Equipment	1,011	315.94	340.88	374.38
8. Clothing & Clothing Materials	1,159	362.19	390.00	400.94
9. Personal Care, Personal Spending	925	289.06	363.24	301.88
10. Education	436	136.25	197.35	136.25
11. Recreation	918	286.88	297.94	320.31
12. Gifts & Special Events	1,056	330.00	429.12	348.75
12A. Personal Interest	334	104.38	104.41	
13. Personal Share Truck & Auto Expense	1,223	382.19	303.53	415.94
14. Operator Share Upkeep on Dwelling	301	94.06	39.12	181.88
14A. Cash Rent (Personal)	27	8.44		
15. Personal Share Telephone & Electricity Expense	765	239.06	219.12	255.94
15A. Personal Share - General Farm Expense	120	37.50	10.88	44.38
16. TOTAL CASH LIVING EXPENSE	\$ 17,318	\$ 5,411.88	\$ 5,610.59	\$ 5,525.94
17. Personal Share New Truck and Auto	\$ 419	\$ 130.94	\$ 154.71	\$ 23.44
18. New Dwelling Bought	707	220.94	121.47	459.06
19. Taxes and Other Deductions	1,742	544.38	425.00	613.13
20. Life Insurance	1,441	450.31	437.65	440.63
21. TOTAL HOUSEHOLD & PERSONAL (16) THRU (20)	\$ 21,627	\$ 6,758.44	\$ 6,749.71	\$ 7,061.88
22. TOTAL FAMILY LIVING FROM THE FARM (33)	357	111.56	133.24	75.94
23. TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$ 21,983	\$ 6,869.69	\$ 6,882.94	\$ 7,137.81
23A. Paid on Personal Debt	\$ 882	\$ 275.63	\$ 264.41	\$ 1.56
23B. Savings & Investments (Excl. Life Insurance)	903	282.19	293.24	314.06
23C. TOTAL CASH/NON-CASH FUNDS FOR PERSONAL USE	\$ 23,769	\$	\$	\$
24. FAMILY LIVING FROM THE FARM				
25. Quantity	Operator's Share	Operator's Share	Operator's Share	
26. Milk and Cream (Quarts)	251	64	87	20
27. Beef and Buffalo (Pounds)	403	212	266	139
28. Pork (Pounds)	194	76	93	83
29. Lamb, Mutton, Goat (Pounds)	3	2		
30. Poultry, All Fowl (Pounds)	1	1		
31. Eggs (Dozen)	1			
32. Vegetables, Fruits, Spuds, Other Produce & Fuel		1	6	
33. TOTAL FAMILY LIVING FROM THE FARM		\$ 357	\$ 453	\$ 243

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

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

TABLE 5 - STATEMENT OF FINANCIAL POSITION - OPERATOR - 1985
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	Average of 256 Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 42,218	\$ 39,597
2. Crop, Seed & Feed	57,967	55,144
3. Total Power, Machinery & Equipment	46,554	40,628
4. Land (Acres Owned 177.2) (Tillable 157.3)	142,848	144,336
5. Buildings, Fences, Etc.	49,807	45,710
6. TOTAL FARM CAPITAL	\$ 339,393	\$ 325,415
7. Non-Farm Assets	\$ 26,742	\$ 29,095
7A. Cash on Hand & in Bank	5,507	7,758
7B. Non-Farm Real Estate	3,480	3,419
8. Dwelling	22,558	22,667
9. TOTAL ASSETS	\$ 397,681	\$ 388,353
10. Real Estate Mortgages	\$ 120,095	\$ 120,405
11. Chattel Mortgages	49,576	45,859
12. Notes	22,561	20,775
13. Accounts Payable	3,927	3,054
14. TOTAL LIABILITIES	\$ 196,159	\$ 190,094
15. FARMER'S NET WORTH	\$ 201,522	\$ 198,260
16. GAIN (OR LOSS) IN NET WORTH		\$ (-3,263)

17. Supplementary Management Information		
18. Return to Operator's Labor and Management (6B//47)	\$ 5,031	
19. Return to Capital & Family Labor (6B/48)	10,783	
20. Non-Farm Income		
21. Outside Investment Income	1,510	
22. Other Personal Income & Income Tax Refund	6,345	
22A. Sale of (P.S.) Dwelling, Auto & Truck	274	
23. TOTAL NON-FARM INCOME	\$ 8,129	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 18,912	
25. TOTAL MONEY BORROWED (BUSINESS & PERSONAL)	\$ 62,243	
26. TOTAL PAID ON DEBT (PRINCIPAL-BUSINESS ONLY)	\$ 68,080	
27. TOTAL CASH/NON-CASH EXPENSE/PERSONAL USE (4/23C)	\$ 18,374	
28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)	.969	
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	2.027	2.043
30. Ratio: Non-Real Estate-Assets/Non-Real Est. Liabil.	2.353	2.471
31. Ratio: Real Estate Assets to Real Estate Liabilities	1.821	1.795
32. Ratio: Net Worth to Total Liabilities	1.027	1.043
33*. Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.753
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.294
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)		.481
36. Inventoried Value of Farm per Owned Acre	\$ 1,200	
37. Inventoried Value of Farm per Tillable Acre	1,352	
38. Debt (All Sources) per Acre Owned	\$ 1,073	
*Adjusted Farm Sales Does Not Include Sale of Capital Assets		

** Items 1-5 show the distribution of capital invested by the operator in the farm business. All assets are based upon the modified cost (cost minus depreciation). Land may have been adjusted to reflect long term changes in value.

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

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

TABLE 5 - STATEMENT OF FINANCIAL POSITION - OPERATOR - 1985
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	53 High Profit Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 53,188	\$ 52,610
2. Crop, Seed & Feed	64,435	69,750
3. Total Power, Machinery & Equipment	48,130	44,154
4. Land (Acres Owned 183.6) (Tillable 167.2)	150,967	158,248
5. Buildings, Fences, Etc.	58,708	55,702
6. TOTAL FARM CAPITAL	\$ 375,428	\$ 380,463
7. Non-Farm Assets	\$ 31,823	\$ 34,630
7A. Cash on Hand & in Bank	4,945	11,299
7B. Non-Farm Real Estate	2,385	2,319
8. Dwelling	25,211	25,443
9. TOTAL ASSETS	\$ 439,792	\$ 454,155
10. Real Estate Mortgages	\$ 164,818	\$ 170,743
11. Chattel Mortgages	64,694	54,643
12. Notes	15,466	18,422
13. Accounts Payable	5,011	2,839
14. TOTAL LIABILITIES	\$ 249,989	\$ 246,647
15. FARMER'S NET WORTH	\$ 189,803	\$ 207,508
16. GAIN (OR LOSS) IN NET WORTH		\$ 17,705

17. <u>Supplementary Management Information</u>		
18. Return to Operator's Labor and Management (6B/47)	\$ 37,173	
19. Return to Capital & Family Labor (6B/48)	\$ 40,495	
20. <u>Non-Farm Income</u>		
21. Outside Investment Income	\$ 1,901	
22. Other Personal Income & Income Tax Refund	4,727	
22A. Sale of (P.S.) Dwelling, Auto & Truck	25	
23. TOTAL NON-FARM INCOME	\$ 6,654	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 47,149	
25. TOTAL MONEY BORROWED (BUSINESS & PERSONAL)	\$ 80,492	
26. TOTAL PAID ON DEBT (PRINCIPAL - BUSINESS ONLY)	\$ 82,883	
27. TOTAL CASH/NON-CASH EXPENSE/PERSONAL USE (4/230)	\$ 20,732	
28. Ratio: Total Farm Expenses to Receipts (O.S.)	.831	
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	1.759	1.841
30. Ratio: Non-Real Estate-Assets/Non-Real Est. Liabil.	2.378	2.799
31. Ratio: Real Estate Assets to Real Estate Liabilities	1.440	1.416
32. Ratio: Net Worth to Total Liabilities	.759	.841
33*. Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.725
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.346
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)		.582
36. Inventoried Value of Farm per Owned Acre	\$ 1,304	
37. Inventoried Value of Farm per Tillable Acre	1,432	
38. Debt (All Sources) per Acre Owned	\$ 1,343	

*Adjusted Farm Sales Does Not Include Sale of Capital Assets

** Items 1-5 show the distribution of capital invested by the operator in the farm business. All assets are based upon the modified cost (cost minus depreciation). Land may have been adjusted to reflect long term changes in value.

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

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

TABLE 5 - STATEMENT OF FINANCIAL POSITION - OPERATOR - 1985
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	49 Low Profit Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 35,233	\$ 30,287
2. Crop, Seed & Feed	77,447	61,392
3. Total Power, Machinery & Equipment	61,583	52,257
4. Land (Acres Owned 250.4) (Tillable 224.9)	244,603	244,631
5. Buildings, Fences, Etc.	62,021	56,184
6. TOTAL FARM CAPITAL	\$ 480,887	\$ 444,750
7. Non-Farm Assets	\$ 26,108	\$ 28,811
8. Cash on Hand & in Bank	6,309	8,380
7B. Non-Farm Real Estate	2,557	2,543
8. Dwelling	24,150	24,581
9. TOTAL ASSETS	\$ 540,011	\$ 509,066
10. Real Estate Mortgages	\$ 144,787	\$ 140,003
11. Chattel Mortgages	50,939	50,334
12. Notes	28,296	27,407
13. Accounts Payable	3,761	2,865
14. TOTAL LIABILITIES	\$ 227,783	\$ 220,608
15. FARMER'S NET WORTH	\$ 312,228	\$ 288,458
16. GAIN (OR LOSS) IN NET WORTH		\$(-23,771)

17. <u>Supplementary Management Information</u>		
18. Return to Operator's Labor and Management (6B/47)		\$(-31,014)
19. Return to Capital & Family Labor (6B/48)		\$(-17,536)
20. <u>Non-Farm Income</u>		
21. Outside Investment Income		\$ 1,666
22. Other Personal Income & Income Tax Refund		7,796
22A. Sale of (P.S.) Dwelling, Auto & Truck		12
23. TOTAL NON-FARM INCOME		\$ 9,474
24. TOTAL FAMILY FARM & NON-FARM INCOME		\$ (-8,061)
25. TOTAL MONEY BORROWED (BUSINESS & PERSONAL)		\$ 64,227
26. TOTAL PAID ON DEBT (PRINCIPAL - BUSINESS ONLY)		\$ 72,462
27. TOTAL CASH/NON-CASH EXPENSE/PERSONAL USE (4/23C)		\$ 19,174
28. Ratio: Total Farm Expenses to Receipts (O.S.)		1.197
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	2.371	2.308
30. Ratio: Non-Real Estate-Assets/Non-Real Est. Liabil.	2.490	2.247
31. Ratio: Real Estate Assets to Real Estate Liabilities	2.302	2.342
32. Ratio: Net Worth to Total Liabilities	1.371	1.308
33*. Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.783
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.238
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)		.339
36. Inventoried Value of Farm per Owned Acre	\$ 1,300	
37. Inventoried Value of Farm per Tillable Acre	1,447	
38. Debt (All Sources) per Acre Owned	\$ 881	

*Adjusted Farm Sales Does Not Include Sale of Capital Assets

** Items 1-5 show the distribution of capital invested by the operator in the farm business. All assets are based upon the modified cost (cost minus depreciation). Land may have been adjusted to reflect long term changes in value.

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

The ratio of Farm Receipts to Farm Capital indicates the rate of capital turnover.

TABLE 6A - OPERATOR'S SHARE OF CASH RECEIPTS - 1985

Items	Average of--288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 2,413	\$ 3,249	\$ 957
3. Dairy Products	29,847	43,370	13,216
4. Other Dairy Cattle	1,833	2,144	1,045
5. Beef Breeding Cattle	254	144	492
6. Beef Feeder Cattle	3,798	3,742	5,751
7. Hogs Complete & Mixed	23,301	29,294	26,169
8. Hogs Finishing	14,319	28,686	12,271
9. Hogs Producing Weaning Pigs	2,077	2,437	1,170
10. Sheep, Goats & Wool, Farm Flock	62	35	109
11. Sheep & Wool, Feeder Lambs	445	23	
12. Chickens (Including Hens & Broilers)	1		3
13. Turkeys			
14. Eggs	5	11	1
15. Other Productive Livestock & Products	1		
16. Other Miscellaneous Livestock Income	435	790	30
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 78,792	\$ 113,928	\$ 61,212
18. SALE OF CROPS			
19. Wheat	\$ 498	\$ 190	\$ 363
20. Other Small Grain	248	175	294
21. Corn	30,369	38,629	39,725
22. Soybeans	23,477	27,234	27,208
23. Other Row Crops	1,580	1,348	2,111
24. Legumes & Other Roughages	275	83	555
25. Grass Seed			
26. Fruits & Nuts			
27. Vegetables, Roadside Market & Specialty	2	12	
28. Nursery, Timber & Other	161	61	435
29. Set Aside Acres - Government Payments	5,332	5,444	5,281
29A. Sale of Crops & Supplies Purchased for Resale	2,911	5,044	3,890
30. TOTAL SALES FROM CROPS & SUPPLIES	\$ 64,853	\$ 78,220	\$ 79,860
31. Capital Assets Sold (Auto/Truck/Mach.)	\$ 561	\$ 1,391	\$ 415
31A. Capital Assets Sold (Buildings & Imprvmnts.)	192		69
31B. Capital Assets Sold (Land)	746	468	
32. Gas Tax Refund	22	20	25
33. Income From Work Off the Farm	1,734	1,587	3,015
34. Custom Work Enterprise Income	66		89
35. Patronage Refunds	1,749	3,368	503
36. Miscellaneous Farm Income	3,501	4,420	4,657
37. TOTAL FARM SALES	\$ 152,217	\$ 203,401	\$ 149,845
38. Increase in Farm Capital	\$ 5,741	\$ 15,354	\$ 1,623
39. Family Living From the Farm	438	506	414
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 158,396	\$ 219,261	\$ 151,882
41. Adjusted Total Farm Sales (37)-(31)	\$ 150,718	\$ 201,542	\$ 149,361
42. Total Cash Farm Operating Expense (6B/35)	\$ 115,189	\$ 146,380	\$ 121,196
43. Net Cash Operating Income	\$ 35,529	\$ 55,163	\$ 28,165

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

TABLE 6B - OPERATOR'S SHARE OF CASH EXPENSES - 1985

Items	Average of--288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 391	\$ 470	\$ 250
3. Other Dairy Cattle	201	235	60
4. Beef Breeding Cattle			
5. Beef Feeder Cattle	737	1,120	1,496
6. Hogs Complete	678	1,256	309
7. Hogs Finishing	2,549	3,654	2,693
8. Hogs Producing Weaning Pigs	164	197	243
9. Sheep, Farm Flock	3		6
10. Sheep, Feeder Lambs	305	14	
11. Chickens			
12. Turkeys			
13. Other Productive Livestock			
14. Miscellaneous Livestock Expense	4,889	7,608	2,953
14A. Purchase of Crops/Supplies Purchased for Resale	1,790	4,500	1,327
15. Feed Bought	17,426	23,503	15,854
16. Fertilizer	8,026	9,302	9,975
17. Chemicals	5,581	6,249	6,554
18. Other Crop Expense	10,319	11,877	12,003
19. Irrigation Operation Cost	63		278
20. Custom Work Operator Costs, Including Labor	20		45
21. Custom Work Hired	2,587	3,285	2,171
22. Repair & Upkeep of Livestock Equipment	1,300	1,446	1,349
23. Repair & Upkeep of Farm Real Estate	1,224	1,032	2,562
24. Gas, Diesel & Lubricants (Farm Share)	5,328	6,077	6,104
25. Repair & Oper. of Mach., Tract., Truck, and Auto (Farm Share)	6,064	6,904	7,117
26. Repair & Upkeep of Irrigation Equipment	7	8	24
27. Repairs, Custom Work Enterprise	6		5
28. Wages of Hired Labor	3,865	4,575	4,086
29. Personal Property & Real Estate Taxes	2,367	2,385	3,469
30. Cash Rent	15,816	21,862	13,113
31. General Farm Expenses	2,333	2,352	2,803
32. Telephone Expense (Farm Share)	334	369	370
33. Electricity Expense (Farm Share)	2,294	2,837	2,467
34. Interest Actually Paid	18,521	23,261	21,510
35. TOTAL CASH OPERATING EXPENSE	\$ 115,189	\$ 146,380	\$ 121,196
36. Power, Crop & Gen. Mach. Bought (F. Share)	\$ 7,547	\$ 7,424	\$ 11,241
37. Irrigation Equipment Bought			
38. Custom Work Enterprise Equipment Bought			
39. Livestock Equipment Bought	1,247	1,920	664
40. New Real Estate - Buildings & Improvements	3,179	4,153	2,786
40A. New Real Estate - Land	2,079	6,998	23
41. TOTAL FARM PURCHASES (35) THRU (40A)	\$ 129,240	\$ 166,873	\$ 135,911
42. Decrease in Farm Capital	\$ 19,528	\$ 12,150	\$ 36,136
43. Interest on Farm Capital (7% Opport. Chg.)	5,106	2,677	12,323
44. Unpaid Family Labor	388	223	673
45. Board Furnished Hired Labor	80	38	55
46. TOTAL FARM EXPENSE (41) THRU (45)	\$ 154,342	\$ 181,962	\$ 185,098
47. Return to Operator Labor & Mgmt. (Operator's Share) (6A/40)-(46)	\$ 4,054	\$ 37,299	\$ (-33,216)
48. Ret. to Capital & Family Labor (47)+(44)+(43)	\$ 9,548	\$ 40,199	\$ (-20,221)

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

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

1. Return to Labor and Management - A measure of the relative financial return for the operator's labor taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found in Table 2 and Table 3.
2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as a percentage of the average.
3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on soil, TDN, yield, labor required, etc. Ratings can be found on Table 9.
4. Gross Return per Acre - An additional measure of crop selection based on total production, times an average price for the crops, plus other crop income.
5. Return per \$100 Feed Fed to Productive Livestock - Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.
6. Livestock Units per 100 Acres - A measure of livestock density or population. Unit values are assigned to the various classes of livestock.
7. Size of Business - Work Units - A measure of the total work load. A work unit represents the average accomplishment of a worker in one 10 hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.
8. Work Units per Worker - Measures labor efficiency. It is the total work units divided by the number of farm workers including the operator, hired labor, and family labor.
9. Power, Machinery, Equipment and Building Expense per Work Unit - A measure of expense control. It is the total cost of items 23 through 29, listed in Table 3, divided by the number of work units.
10. Farm Capital Investment per Worker - Indicates size of business. Useful in comparing a farm business to other industries or businesses.

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

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

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

Items	Average of--288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
1. Return to Operator's Labor & Management	\$ 2,737	\$ 40,925	\$ (-38,938)
2. Crop Yield Index	100.0	105.2	98.8
3. Percent Tillable Land in High Return Crop	86.6	87.7	87.7
4. Gross Return per Tillable Acre (Excluding Pasture)	\$ 240.45	\$ 276.49	\$ 229.64
5. Return per \$100 Feed Fed Productive Livestock Index	100.0	112.9	84.3
6*. Livestock Units per 100 Acres	25.55	27.63	21.86
7. Size of Business - Work Units	471.81	580.53	492.25
8. Work Units per Worker	308.37	367.42	291.27
9. Power, Machinery, Equipment, Building Expense per Worker Unit	\$ 88.51	\$ 73.51	\$ 110.13
10. Farm Capital Investment per Worker	\$ 390,458	\$ 385,401	\$ 475,686

30. Number of Animal Units	97.55	118.81	101.02
31. Work Units			
32. Crops	185.13	210.41	222.21
33. Productive Livestock	270.37	349.40	255.82
34. Other Productive Work Units	16.32	20.71	14.22
35. Expenses per Work Units			
36. Tractor & Crop Machinery Expense	\$ 43.74	\$ 35.07	\$ 55.98
37. Farm Share of Auto & Truck Expense	11.38	10.00	12.73
38. Farm Share of Electric Expense	5.24	5.23	5.50
39. Livestock Equipment Expense	9.16	8.24	10.66
40. Building, Fence & Tiling Expense	\$ 18.99	\$ 14.96	\$ 25.25
40A. Other Expense per Work Units (Inc. Custom Ent.)			
40B. General Farm Tele/Other Utilities Except Electricity	\$ 5.96	\$ 5.27	\$ 6.49
40C. Hired Labor	8.47	8.22	9.15
41**. Tractor & Crop Machinery Expense per Crop Acre	54.26	47.39	59.97
42. Farm Power & Machinery Cost Allocation to Livestock	\$ 3,293.88	\$ 3,341.12	\$ 3,653.79
43. Building, Fence & Tiling Cost Allocation to Crops BCAF (3)	\$ 3,675.94	\$ 3,755.83	\$ 5,540.39
44. *Acres include all tillable land, non-tillable hay and pasture.			
45. **Acres include all tillable land plus acres in non-tillable hay.			

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

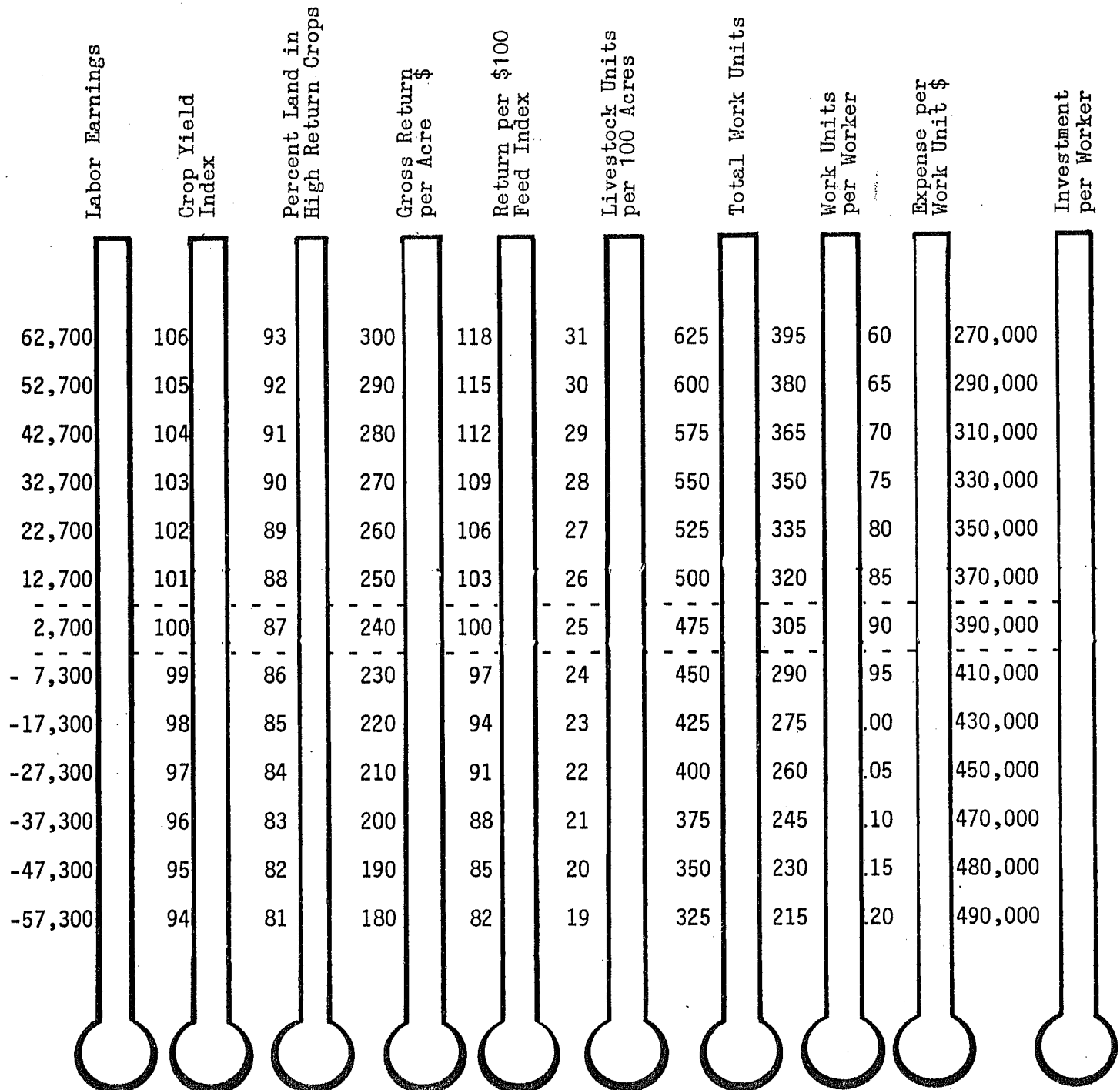


TABLE 9 - CROP DATA FOR MAJOR CROPS, DISTRIBUTION OF ACRES & YIELDS - 1985

Crop	Average of--288 Farms	58 Most Profitable Farms	58 Least Profitable Farms
	Acres	Acres	Acres
Total Small Grain & Canning Peas	14.2	12.2	13.3
Total Row Crop	311.8	358.1	386.6
Total Legumes, Including Seed	22.8	24.8	22.2
Total Other Hay	1.2	.8	1.6
Total Silage & Fodder	11.0	12.4	11.5
Total Tillable Pasture	.3	.6	.2
Total Fallow & Idle Land	17.8	20.2	18.8
Total Tillable Land	379.1	429.1	454.2
Total Non-Tillable Hay/Pasture	2.7	.9	7.9
Wild Hay Not Harvested (Non-Tillable)	.6	1.7	.3
Pasture Not Harvested	4.2	5.7	3.1
Timber Not Harvested	1.8	1.2	1.1
Roads & Waste	10.7	10.5	11.3
Farmstead	8.8	10.1	10.3
 TOTAL NON-TILLABLE LAND	 28.8	 30.1	 34.0
TOTAL LAND IN FARM OR RANCH	407.9	459.2	488.2

SUPPLEMENTARY MANAGEMENT INFORMATION

	288 Average All Farms	58 High Earnings Farms	58 Low Earnings Farms
Percent Land Tillable	92.9	93.4	93.0
Percent Land in High Return Crops	86.6	87.7	87.7
*Fertilizer Cost per Acre	\$ 25.34	\$ 26.35	\$ 24.98
*Crop Chemicals per Acre	17.01	15.79	17.29
*Seed and Other Costs per Acre	30.84	31.00	30.05
*Gas, Oil & Grease Bought per Acre	17.08	17.01	16.30
*Repair and Maintenance Cost/Acre	\$ 17.81	\$ 18.55	\$ 16.42

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

AVERAGE YIELDS (From Table 10)						
Crop	Acres Grown	Number Recorded Fields	Crop Rank	Average All Farms Growing Crops	20% High Return	20% Low Return
Corn	51,382.5 A	403	A	134.1 bu.	148.3 bu.	108.3 bu.
Soybeans	40,804.4 A	364	A	37.2 bu.	43.5 bu.	31.0 bu.
Canning Corn	1,287.6 A	29	B	\$277.05	\$322.59	\$224.23
Corn Silage	2,718.3 A	123	B	18.5 T	24.1 T	12.7 T
Alfalfa Hay	6,444.0 A	180	B	4.7 T	7.1 T	2.3 T
Oats	2,485.0 A	142	D	74.2 bu.	90.2 bu.	48.7 bu.
Spring Wheat	881.4 A	39	D	53.6 bu.	70.8 bu.	43.9 bu.
Canning Peas	579.7 A	17	B	\$346.04	\$401.41	\$273.30

CROP TABLES - CROPS ANALYSIS

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

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

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

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.

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 in items 39 & 40.

TABLE 10 - CROP DATA FOR OATS - FEED - 1985

Items	PER ACRE		
	Average of 142 Farms Raising Oats	Highest 28 Farms in Return Over Direct Costs	Lowest 28 Farms in Return Over Direct Costs
1. Acres	17.5	19.1	16.0
2. Yield	74.2	90.2	48.7
3. Value per Production Unit	\$ 1.10	\$ 1.10	\$ 1.10
4. Crop Product Return	81.62	99.22	53.57
5. Other Crop Income (Straw, Insurance, Etc)	48.86	101.31	7.38
6. TOTAL CROP RETURN	\$ 130.48	\$ 200.53	\$ 60.95
7. DIRECT COSTS:			
8. Fertilizer	\$ 6.06	\$ 8.74	\$ 3.69
9. Chemicals	.40	.31	.31
10. Seed	9.71	9.69	9.44
10A. Crop Drying			
10B. Other Expense	2.06	1.83	1.31
11. Special Hired Labor	.11	.21	
12. Custom Work Hired	7.71	7.64	8.38
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 26.05	\$ 28.42	\$ 23.13
15. RETURN OVER DIRECT COSTS	\$ 104.43	\$ 172.11	\$ 37.82
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 18.40	\$ 20.55	\$ 16.44
18. Farm Power & Machinery-Operation	17.75	17.56	14.83
19. Irrigation Equipment-Ownership	.06		
20. Land Costs	81.00	81.00	81.00
21. Miscellaneous Costs	.29		
22. *Interest on Mach.&Equip. Investment	4.11	4.35	4.57
23. TOTAL ALLOCATED COSTS	\$ 121.61	\$ 123.46	\$ 116.84
24. RETURN OVER ALL LISTED COSTS	\$ (-17.18)	\$ 48.65	\$ (-79.02)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.30	.30	.30
27. Power Costs Allocation Factor	.96	.97	.96
28. Total Listed Cost/Unit of Production	\$ 1.99	\$ 1.68	\$ 2.85
29. Return Over Listed Costs per Unit	\$ (-.23)	\$.54	\$ (-1.60)
30. Breakeven Yield	134.2 bu.	138.1 bu.	126.3 bu.
30A. Estimated Total Machines Costs/Acre	\$ 45.40	\$ 47.56	\$ 41.43
31. TOTAL LISTED COSTS PER ACRE	\$ 147.66	\$ 151.88	\$ 138.97
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 58.79	\$ 52.41	\$ 43.21
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 1.34	\$ 1.22	\$ 1.27
40. QUANTITY SOLD (OPERATOR'S SHARE)	214.2 bu.	192.1 bu.	203.8 bu.

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

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1985

Items	PER ACRE		
	Average of 39 Farms Raising Wheat	Highest 13 Farms in Return Over Direct Costs	Lowest 13 Farms in Return Over Direct Costs
1. Acres	22.6	16.7	26.1
2. Yield	53.6	70.8	43.9
3. Value per Production Unit	\$ 3.30	\$ 3.30	\$ 3.30
4. Crop Product Return	176.88	233.64	144.87
5. Other Crop Income (Straw, Insurance, Etc)	21.15	29.58	16.51
6. TOTAL CROP RETURN	\$ 198.03	263.22	\$ 161.38
7. DIRECT COSTS:			
8. Fertilizer	\$ 15.93	\$ 11.32	\$ 18.28
9. Chemicals	2.65	2.10	2.61
10. Seed	12.57	12.46	11.19
10A. Crop Drying			
10B. Other Expense	3.85	2.34	3.79
11. Special Hired Labor	.31		.50
12. Custom Work Hired	4.56	1.92	5.02
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 39.87	\$ 30.14	\$ 41.39
15. RETURN OVER DIRECT COSTS	\$ 158.16	\$ 233.08	\$ 119.99
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 24.83	\$ 20.91	\$ 42.08
18. Farm Power & Machinery-Operation	14.90	18.66	13.98
19. Irrigation Equipment-Ownership			
20. Land Costs	85.75	85.75	85.75
21. Miscellaneous Costs			
22. *Interest on Mach.&Equip. Investment	4.99	4.23	6.27
23. TOTAL ALLOCATED COSTS	\$ 130.47	\$ 129.55	\$ 148.08
24. RETURN OVER ALL LISTED COSTS	\$ 27.69	\$ 103.53	\$ (-28.09)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.30	.30	.30
27. Power Costs Allocation Factor	.97	.97	.99
28. Total Listed Cost/Unit of Production	\$ 3.18	\$ 2.26	\$ 4.31
29. Return Over Listed Costs per Unit	\$.52	\$ 1.46	\$ (-.64)
30. Breakeven Yield/Units of Production	51.6 bu.	48.4 bu.	57.4 bu.
30A. Estimated Total Machines Costs/Acre	\$ 47.76	\$ 45.08	\$ 65.68
31. TOTAL LISTED COSTS PER ACRE	\$ 170.34	\$ 159.69	\$ 189.47
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 80.31	\$ 58.37	\$ 74.78
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 2.96	\$ 2.94	\$ 2.68
40. QUANTITY SOLD (OPERATOR'S SHARE)	539.6 bu.	319.5 bu.	376.7 bu.

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

TABLE 10 - CROP DATA FOR CANNING CORN - 1985

PER ACRE

Items		PER ACRE		
		Average of 29 Farms Raising Corn	Highest 14 Farms in Return Over Direct Costs	Lowest 14 Farms in Return Over Direct Costs
1.	Acres	44.4	48.7	40.9
2.	Yield	\$ 277.05	\$ 322.59	\$ 224.23
3.	Value per Production Unit	\$ 1.00	\$ 1.00	\$ 1.00
4.	Crop Product Return	277.05	322.59	224.23
5.	Other Crop Income (Insurance, Etc)			
6.	TOTAL CROP RETURN	\$ 277.05	\$ 322.59	\$ 224.23
7.	DIRECT COSTS:			
8.	Fertilizer	\$ 42.91	\$ 39.43	\$ 46.70
9.	Chemicals	15.29	16.90	13.86
10.	Seed	4.32	5.50	3.18
10A.	Crop Drying			
10B.	Other Expense	2.57	2.92	2.27
11.	Special Hired Labor	.05	.08	
12.	Custom Work Hired	9.14	9.18	9.19
13.	Irrigation Operation	.47	.88	
14.	TOTAL DIRECT COSTS	\$ 74.75	\$ 74.89	\$ 75.20
15.	RETURN OVER DIRECT COSTS	\$ 202.30	\$ 247.70	\$ 149.03
16.	ALLOCATED COSTS:			
17.	Farm Power & Machinery- Ownership	\$ 23.99	\$ 25.41	\$ 23.30
18.	Farm Power & Machinery-Operation	23.85	24.13	23.81
19.	Irrigation Equipment-Ownership			
20.	Land Costs	94.00	94.00	94.00
21.	Miscellaneous Costs			
22.	*Interest on Mach.&Equip. Investment	5.48	5.75	5.17
23.	TOTAL ALLOCATED COSTS	\$ 147.32	\$ 149.29	\$ 146.28
24.	RETURN OVER ALL LISTED COSTS	\$ 54.98	\$ 98.41	\$ 2.75
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	Work Units Assigned per Acre	.50	.50	.50
27.	Power Costs Allocation Factor	.86	.87	.86
28.	Total Listed Cost/Unit of Production	\$.80	\$.69	\$.99
29.	Return Over Listed Costs per Unit	\$.20	\$.30	\$.01
30.	Breakeven Yield/Units of Production	\$ 222.07	\$ 224.18	\$ 221.48
30A.	Estimated Total Machine Costs/Acre	\$ 59.42	\$ 61.41	\$ 58.41
31.	TOTAL LISTED COSTS PER ACRE	\$ 222.07	\$ 224.18	\$ 221.48
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	Utilities & Other General Farm Exp.	\$ 267.61	\$ 295.79	\$ 192.49
33A.	Buildings, Fences & Tiling Costs			
34.	Interest Allocation			
35.	Other Costs Not Listed			
36.	TOTAL COSTS			

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1985

Items	PER ACRE		
	Average of 403 Farms Raising Corn	Highest 81 Farms in Return Over Direct Costs	Lowest 81 Farms in Return Over Direct Costs
1. Acres	127.5	151.8	93.0
2. Yield	134.1	148.3	108.3
3. Value per Production Unit	\$ 2.10	\$ 2.10	\$ 2.10
4. Crop Product Return	281.61	311.43	227.43
5. Other Crop Income (Insurance, Etc)	.50	.50	.82
6. TOTAL CROP RETURN	\$ 282.11	\$ 311.93	\$ 228.25
7. DIRECT COSTS:			
8. Fertilizer	\$ 44.85	\$ 41.71	\$ 45.24
9. Chemicals	19.87	18.05	21.69
10. Seed	21.24	21.21	20.66
10A. Crop Drying	15.73	15.44	17.04
10B. Other Expense	5.15	3.37	7.98
11. Special Hired Labor	.30	.57	.26
12. Custom Work Hired	3.67	1.94	5.88
13. Irrigation Operation	.06		.19
14. TOTAL DIRECT COSTS	\$ 110.87	\$ 102.29	\$ 118.94
15. RETURN OVER DIRECT COSTS	\$ 171.24	\$ 209.64	\$ 109.31
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 30.63	\$ 37.84	\$ 24.54
18. Farm Power & Machinery-Operation	29.73	31.48	29.07
19. Irrigation Equipment-Ownership	.04	.18	
20. Land Costs	91.00	91.00	91.00
21. Miscellaneous Costs	.18	.75	
22. *Interest on Mach.&Equip. Investment	6.76	9.00	5.10
23. TOTAL ALLOCATED COSTS	\$ 158.34	\$ 170.25	\$ 149.71
24. RETURN OVER ALL LISTED COSTS	\$ 12.90	\$ 39.39	\$ (-40.40)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.55	.55	.55
27. Power Costs Allocation Factor	.98	.99	.96
28. Total Listed Cost/Unit of Production	\$ 2.00	\$ 1.84	\$ 2.48
29. Return Over Listed Costs per Unit	\$.10	\$.26	\$ (-.38)
30. Breakeven Yield/Units of Production	128.2 bu.	129.8 bu.	127.9 bu.
30A. Estimated Total Machine Costs/Acre	\$ 69.57	\$ 79.61	\$ 62.63
31. TOTAL LISTED COSTS PER ACRE	\$ 269.21	\$ 272.54	\$ 268.65
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 771.59	\$ 918.45	\$ 448.34
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 2.36	\$ 2.30	\$ 2.35
40. QUANTITY SOLD (OPERATOR'S SHARE)	6,115.6 bu.	8,778.5 bu.	3,875.9 bu.

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

TABLE 10 - CROP DATA FOR SOYBEANS - 1985

Items	PER ACRE		
	Average of 364 Farms Raising Soybeans	Highest 73 Farms in Return Over Direct Costs	Lowest 73 Farms in Return Over Direct Costs
1. Acres	112.1	106.0	86.8
2. Yield	37.2	43.5	31.0
3. Value per Production Unit	\$ 4.95	\$ 4.95	\$ 4.95
4. Crop Product Return	184.14	215.32	153.45
5. Other Crop Income (Insurance, Etc)	1.22	3.55	.40
6. TOTAL CROP RETURN	\$ 185.36	\$ 218.87	\$ 153.85
7. DIRECT COSTS:			
8. Fertilizer	\$ 2.16	\$.33	\$ 4.01
9. Chemicals	18.23	14.52	25.37
10. Seed	10.17	9.72	10.30
10A. Crop Drying	.18	.01	.25
10B. Other Expense	12.28	10.19	14.79
11. Special Hired Labor	.89	.98	.74
12. Custom Work Hired	2.36	.98	5.82
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 46.27	\$ 36.73	\$ 61.28
15. RETURN OVER DIRECT COSTS	\$ 139.09	\$ 182.14	\$ 92.57
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 26.13	\$ 33.69	\$ 22.50
18. Farm Power & Machinery-Operation	23.92	24.52	23.21
19. Irrigation Equipment-Ownership	.01	.06	
20. Land Costs	91.00	91.00	91.00
21. Miscellaneous Costs	.04	.25	
22. *Interest on Mach.&Equip. Investment	5.54	6.45	5.10
23. TOTAL ALLOCATED COSTS	\$ 146.64	\$ 155.97	\$ 141.81
24. RETURN OVER ALL LISTED COSTS	\$ (-7.55)	\$ 26.17	\$ (-49.24)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.45	.45	.45
27. Power Costs Allocation Factor	.98	.99	.95
28. Total Listed Cost/Unit of Production	\$ 5.18	\$ 4.43	\$ 6.55
29. Return Over Listed Costs per Unit	\$ (-.20)	\$.60	\$ (-1.59)
30. Breakeven Yield/Units of Production	38.7 bu.	38.3 bu.	40.9 bu.
30A. Estimated Total Machine Costs/Acre	\$ 57.16	\$ 65.31	\$ 54.69
31. TOTAL LISTED COSTS PER ACRE	\$ 192.91	\$ 192.70	\$ 203.09
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 552.71	\$ 432.36	\$ 419.86
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 5.21	\$ 4.83	\$ 5.13
40. QUANTITY SOLD (OPERATOR'S SHARE)	2,385.2 bu.	3,159.6 bu.	1,579.6 bu.

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

TABLE 10 - CROP DATA FOR CANNING PEAS - 1985

Items	PER ACRE	
	Average of 17 Farms Raising Canning Peas	
1. Acres		34.1
2. Yield		346.04
3. Value per Production Unit	\$	1.00
4. Crop Product Return		346.04
5. Other Crop Income (Insurance, Etc.)		3.31
6. TOTAL CROP RETURN	\$	349.35
7. DIRECT COSTS:		
8. Fertilizer	\$	12.58
9. Chemicals		6.77
10. Seed		7.13
10A. Crop Drying		
10B. Other Expense		6.39
11. Special Hired Labor		.12
12. Custom Work Hired		1.00
13. Irrigation Operation		.50
14. TOTAL DIRECT COSTS	\$	34.49
15. RETURN OVER DIRECT COSTS	\$	314.86
16. ALLOCATED COSTS:		
17. Farm Power & Machinery- Ownership	\$	25.41
18. Farm Power & Machinery-Operation		21.22
19. Irrigation Equipment-Ownership		
20. Land Costs		89.06
21. Miscellaneous Costs		
22. *Interest on Mach.&Equip. Investment		5.07
23. TOTAL ALLOCATED COSTS	\$	140.76
24. RETURN OVER ALL LISTED COSTS	\$	174.10
25. SUPPLEMENTARY MANAGEMENT INFORMATION		
26. Work Units Assigned per Acre		.40
27. Power Costs Allocation Factor		.88
28. Total Listed Cost/Unit of Production	\$.51
29. Return Over Listed Costs per Unit		.50
30. Breakeven Yield/Units of Production	\$	175.25
30A. Estimated Total Machine Costs/Acre		52.37
31. TOTAL LISTED COSTS PER ACRE	\$	175.25
32. OTHER POSSIBLE COSTS NOT LISTED		
33. Utilities & Other General Farm Exp.	\$	184.40
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'S SHARE)		

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

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1985

Items	PER ACRE		
	Average of 180 Farms Raising Alfalfa Hay	Highest 36 Farms in Return Over Direct Costs	Lowest 36 Farms in Return Over Direct Costs
1. Acres	35.8	41.2	16.8
2. Yield	4.7	7.1	2.3
3. Value per Production Unit	\$ 70.00	\$ 70.00	\$ 70.00
4. Crop Product Return	329.00	497.00	161.00
5. Other Crop Income (Insurance, Etc)			
6. TOTAL CROP RETURN	\$ 329.00	\$ 497.00	\$ 161.00
7. DIRECT COSTS:			
8. Fertilizer	\$ 22.23	\$ 19.39	\$ 15.60
9. Chemicals	.50	.75	1.90
10. Seed	10.08	5.61	16.25
10A. Crop Drying			
10B. Other Expense	4.83	4.57	4.67
11. Special Hired Labor	.98	.17	1.73
12. Custom Work Hired	3.52	3.96	1.37
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 42.14	\$ 34.45	\$ 41.43
15. RETURN OVER DIRECT COSTS	\$ 286.86	\$ 462.55	\$ 119.57
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 37.16	\$ 37.40	\$ 22.93
18. Farm Power & Machinery-Operation	36.70	37.90	35.37
19. Irrigation Equipment-Ownership	.03	.07	
20. Land Costs	83.00	83.00	83.00
21. Miscellaneous Costs	.11	.51	
22. *Interest on Mach.&Equip. Investment	8.11	8.44	6.45
23. TOTAL ALLOCATED COSTS	\$ 165.11	\$ 167.32	\$ 147.85
24. RETURN OVER ALL LISTED COSTS	\$ 121.75	\$ 295.23	\$ (-28.28)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.60	.60	.60
27. Power Costs Allocation Factor	.94	.95	.83
28. Total Listed Cost/Unit of Production	\$ 44.10	\$ 28.42	\$ 82.30
29. Return Over Listed Costs per Unit	\$ 25.90	\$ 40.17	\$ (-12.30)
30. Breakeven Yield/Units of Production	2.96 ton	2.88 ton	2.7 ton
30A. Estimated Total Machine Costs/Acre	\$ 84.32	\$ 86.38	\$ 65.66
31. TOTAL LISTED COSTS PER ACRE	\$ 207.25	\$ 201.77	\$ 189.28
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 255.26	\$ 289.45	\$ 95.44
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'S SHARE)			

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

TABLE 10 - CROP DATA FOR CORN SILAGE, LEGUME HAYLAGE AND OATLAGE - 1985 - PER ACRE

Items	Average of 123 Farms Raising Corn Silage		Average of 6 Farms Raising Legume Haylage	
1. Acres		22.1		22.1
2. Yield		18.5		5.5
3. Value per Production Unit	\$	20.00	\$	30.00
4. Crop Product Return		370.00		165.00
5. Other Crop Income (Insurance,Etc)		.14		
6. TOTAL CROP RETURN	\$	370.14	\$	165.00
7. DIRECT COSTS:				
8. Fertilizer	\$	37.60	\$	14.98
9. Chemicals		20.36		
10. Seed		18.96		16.61
10A. Crop Drying				
10B. Other Expense		5.24		3.57
11. Special Hired Labor				
12. Custom Work Hired		7.74		3.48
13. Irrigation Operation				
14. TOTAL DIRECT COSTS	\$	89.90	\$	38.64
15. RETURN OVER DIRECT COSTS	\$	280.24	\$	128.36
16. ALLOCATED COSTS:				
17. Farm Power & Machinery- Ownership	\$	41.94	\$	36.75
18. Farm Power & Machinery-Operation		37.22		25.88
19. Irrigation Equipment-Ownership		.14		
20. Land Costs		81.00		81.00
21. Miscellaneous Costs		.54		
22. *Interest on Mach.&Equip. Investment		8.84		7.60
23. TOTAL ALLOCATED COSTS	\$	169.68	\$	151.23
24. RETURN OVER ALL LISTED COSTS	\$	110.56	\$	(-22.87)
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. Work Units Assigned per Acre		.60		.40
27. Power Costs Allocation Factor		.98		.92
28. Total Listed Cost/Unit of Production	\$	14.03	\$	34.52
29. Return Over Listed Costs per Unit	\$	5.97	\$	(-4.16)
30. Breakeven Yield/Units of Production		12.98 ton		6.26 ton
30A. Estimated Total Machine Costs/Acre	\$	93.16	\$	72.55
31. TOTAL LISTED COSTS PER ACRE	\$	259.58	\$	189.87
32. OTHER POSSIBLE COSTS NOT LISTED				
33. Utilities & Other General Farm Exp.	\$	175.68	\$	113.81
33A. Buildings, Fences & Tiling Costs				
34. Interest Allocation				
35. Other Costs Not Listed				
36. TOTAL COSTS				

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

TABLE 10 - CROP DATA FOR LAND RENTED OUT AND LEGUME PASTURE - 1985 - PER ACRE

Items	Average 16 Farms Land Rented Out		Average 3 Farms Legume Pasture	
1. Acres		47.4		7.3
2. Yield		83.54		63.01
3. Value per Production Unit	\$	1.00	\$	1.00
4. Crop Product Return		83.54		63.01
5. Other Crop Income (Insurance, Etc)				
6. TOTAL CROP RETURN	\$	83.54	\$	63.01
7. DIRECT COSTS:				
8. Fertilizer	\$	2.47	\$	
9. Chemicals				3.97
10. Seed				
10A. Crop Drying				
10B. Other Expense				
11. Special Hired Labor				
12. Custom Work Hired				
13. Irrigation Operation				
14. TOTAL DIRECT COSTS	\$	2.47	\$	3.97
15. RETURN OVER DIRECT COSTS	\$	81.07	\$	59.04
16. ALLOCATED COSTS:				
17. Farm Power & Machinery- Ownership	\$	3.28	\$	5.57
18. Farm Power & Machinery-Operation		3.01		2.95
19. Irrigation Equipment-Ownership				
20. Land Costs		83.00		78.33
21. Miscellaneous Costs				
22. *Interest on Mach.&Equip. Investment		.83		.85
23. TOTAL ALLOCATED COSTS	\$	90.12	\$	87.70
24. RETURN OVER ALL LISTED COSTS	\$	(-9.05)	\$	(-28.66)
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. Work Units Assigned per Acre		.05		.05
27. Power Costs Allocation Factor		.75		.85
28. Total Listed Cost per Unit of Production	\$	(-.11)	\$	1.45
29. Return Over Listed Costs per Unit		.05		(-.45)
30. Breakeven Yield/Units of Production		92.59		91.67
30A. Estimated Total Machine Costs/Acre				
31. TOTAL LISTED COSTS PER ACRE	\$	92.59	\$	91.67
32. OTHER POSSIBLE COSTS NOT LISTED				
33. Utilities & Other General Farm Exp.				
33A. Buildings, Fences & Tiling Costs				
34. Interest Allocation				
35. Other Costs Not Listed				
36. TOTAL COSTS				

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

EXPLANATION OF LIVESTOCK TABLES

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 15B pertain to the major livestock enterprises.

In calculating the Total Return for the enterprise, the inventory change, purchase and sale of livestock, value of animals butchered, products sold and products used in the home are considered in order to arrive at the Total Income or Total Return for the enterprise. Total Return is divided by hundred weights or number of head to get a per unit figure for comparison. An example of this calculation is shown below for farrow to finish hogs.

Enterprise Inflow:		<u>Weight</u>	<u>Value</u>
Beginning Inventory	860 head @ 100 lbs. each =	86,000 lbs.	\$ 43,000
Purchased	9 head @ 275 lbs. each =	2,475 lbs.	3,100
		<hr/> 88,475 lbs.	<hr/> \$ 46,100

Enterprise Outflow:			
Ending Inventory	790 head @ 115 lbs. each =	90,850 lbs.	\$ 52,150
Hogs Sold	1100 head @ 225 lbs. each =	247,500 lbs.	133,650
Hogs Butchered	3 head @ 230 lbs. each =	690 lbs.	373
	Total Production =	339,040 lbs.	\$ 186,173
	Minus Inflow of Beg. Inv. & Purchases =	-88,475 lbs.	-46,100
	Net Production =	250,565 lbs.	\$ 140,073
	\$140,073 (net value) divided by 2505.65 cwts. (net lbs. prod.)		
	equals \$55.90/cwt. (net increase in value/cwt.)		

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 return groups.

Feed Costs are determined from feed records kept by the farm operator. Purchase price is used for all feeds purchased from off the farm. An average price is charged for each kind of farm grown feed. Farm grown feed prices are listed on page 38.

Direct Cost items are relatively easy to identify and classify in the record book and are listed in each of the tables as cost to the livestock enterprises. The Return Over Feed and Other Direct Costs is the amount available after paying for the feed and those cost items listed.

Allocated costs are expenses for power and machinery, livestock equipment, buildings and fences. They are proportioned to each livestock enterprise by the use of the work unit. The farmer may modify these costs by assigning a specific cost allocation factor for each livestock enterprise.

Other possible costs not included in the "Total Listed Costs per Unit of Livestock" are utilities and other general farm expenses. A proportionate share of these total expenses have been assigned to each livestock enterprise by the use of the work unit value.

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE* - 1985

Items	Average of 47 Farms	16 Farms Highest in Return Above Feed Cost	16 Farms Lowest in Return Above Feed Cost
1. Pounds of Hogs Produced	224,750	335,969	140,755
2. Net Value Produced	Per Cwt. \$ 41.73	Per Cwt. \$ 42.92	Per Cwt. \$ 39.80
3. Other Miscellaneous Hog Income			
4. TOTAL VALUE PRODUCED	\$ 41.73	\$ 42.92	\$ 39.80
5. POUNDS OF FEED FED			
6. Corn	306.2	291.7	340.7
7. Small Grain	7.5	1.5	14.6
8. Complete Ration	4.4	.1	11.4
9. Protein, Salt & Mineral & Milk	85.9	86.4	94.8
10. TOTAL CONCENTRATES	404.0	379.7	461.5
11. Forages	.3	.5	
12. FEED COST			
13. Grains	\$ 13.24	\$ 12.25	\$ 14.90
14. Complete Ration	.43	.03	.59
15. Protein, Salt & Mineral & Milk	11.35	10.45	14.36
16. Forages	.01	.02	
17. Pasture			
18. TOTAL FEED COSTS	\$ 25.03	\$ 22.75	\$ 29.85
19. RETURN OVER FEED COSTS	\$ 16.70	\$ 20.17	\$ 9.95
20. OTHER DIRECT COSTS			
21. Miscellaneous Livestock Expense	\$ 1.19	\$ 1.17	\$ 1.11
22. Veterinary Expense	1.13	1.08	.68
23. Custom Work	.27	.33	.15
24. Special Hired Labor	.03	.03	.03
25. TOTAL OTHER DIRECT COSTS	\$ 2.62	\$ 2.61	\$ 1.97
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 14.08	\$ 17.56	\$ 7.98
27. ALLOCATED COSTS			
28. Power & Machinery Costs (PCAF 1.00)	\$ 1.44	\$ 1.29	\$ 1.86
29. Livestock Equipment Costs (ECAAF 4)	2.50	2.78	2.66
30. Building & Fences (BCAF 4)	3.42	3.67	3.46
31. TOTAL ALLOCATED COSTS	\$ 7.36	\$ 7.74	\$ 7.98
32. RETURN OVER ALL LISTED COSTS	\$ 6.72	\$ 9.82	
33. SUPPLEMENTARY MANAGEMENT INFORMATION			
34. Return for \$100 Feed Fed	\$ 166.72	\$ 188.67	\$ 133.35
35. Price Received/Cwt. All Animals	44.19	44.94	43.07
36. Price Received/Cwt. Sold Mkt. Only	\$ 44.52	\$ 45.14	\$ 43.70
37. Number of Litters Farrowed	130	190	86
37A. Litters/Bearing Female/Year	1.8	1.9	1.7
38. Number of Pigs Born per Litter	9.5	9.6	9.3
39. Number of Pigs Weaned per Litter	7.8	7.8	7.5
39A. Number of Pigs Produced per Litter	7.6	7.6	7.2
40. Percent Death Loss	13.6	13.8	14.8
41. Average Weight of All Hogs Sold	232.9	229.3	243.3
42. Average Weight of Mkt. Hogs Sold	228.3	224.4	234.3
43. Price per Cwt. Concentrate Fed	\$ 6.19	\$ 5.99	\$ 6.47
44. Price/Cwt. Protein, Salt, Mineral Fed	\$ 13.21	\$ 12.09	\$ 15.14
45. Pounds of Pork Purchased	2,253	3,347	1,512
46. TOTAL LISTED COSTS/CWT. PORK PROD.	\$ 35.01	\$ 33.10	\$ 39.80
47. Utilities & Other General Farm Expense	\$ 3,784.75	\$ 5,283.52	\$ 2,465.45

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

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE - 1985

Items	Average of 61 Farms	12 Farms Highest in Return Above Feed Cost	12 Farms Lowest in Return Above Feed Cost
1. Average Number of Pigs on Hand	276.6	396.6	329.8
2. Pounds of Hogs Produced	135,181	245,584	121,722
	Per Cwt.	Per Cwt.	Per Cwt.
3. Net Value Produced	\$ 31.99	\$ 34.96	\$ 29.22
4. Other Miscellaneous Hog Income	.01		.04
5. TOTAL VALUE PRODUCED	\$ 32.00	\$ 34.96	\$ 29.26
6. POUNDS OF FEED FED			
7. Corn	299.3	280.9	346.0
8. Small Grain	3.2	1.6	.7
9. Complete Ration	3.2	4.3	2.4
10. Protein, Salt & Mineral & Milk	109.6	71.8	157.2
11. TOTAL CONCENTRATES	415.3	358.6	506.3
12. Forages			.1
13. FEED COST			
14. Grains	\$ 12.63	\$ 11.82	\$ 14.55
15. Complete Ration	.29	.45	.19
16. Protein, Salt & Mineral & Milk	8.47	7.00	11.46
17. Forages			
18. Pasture			
19. TOTAL FEED COSTS	\$ 21.39	\$ 19.27	\$ 26.20
20. RETURN OVER FEED COSTS	\$ 10.61	\$ 15.69	\$ 3.06
21. OTHER DIRECT COSTS			
22. Miscellaneous Livestock Expense	\$.41	\$.49	\$.29
23. Veterinary Expense	.50	.53	.55
24. Custom Work	.35	.47	.24
25. Special Hired Labor	.31	.12	.08
26. TOTAL OTHER DIRECT COSTS	\$ 1.57	\$ 1.61	\$ 1.16
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 9.04	\$ 14.08	\$ 1.90
28. ALLOCATED COSTS			
29. Power & Machinery Costs (PCAF .98)	\$ 1.00	\$.78	\$.68
30. Livestock Equipment Costs (ECAAF 4)	1.49	1.37	1.60
31. Building & Fences (BCAF 4)	2.01	1.51	1.40
32. TOTAL ALLOCATED COSTS	\$ 4.50	\$ 3.66	\$ 3.68
33. RETURN OVER ALL LISTED COSTS	\$ 4.54	\$ 10.42	\$ (-1.78)
34. SUPPLEMENTARY MANAGEMENT INFORMATION			
35. Return for \$100 Feed Fed	\$ 149.58	\$ 181.40	\$ 111.70
36. Price Received per Cwt.	\$ 43.99	\$ 44.98	\$ 42.74
37. Average Weight of Pigs Sold	234.5	230.1	240.5
38. Average Price Paid per Pig Bought	\$ 41.35	\$ 40.40	\$ 42.31
39. Average Weight per Pig Bought	47.6	43.0	51.4
40. Number of Pigs Purchased	334	386	544
41. Number of Pigs Transferred In	407	833	126
42. Average Weight of Pigs Transferred In	53.7	53.6	56.6
43. Pounds of Pork Purchased	15,887	16,610	27,955
44. Percent Death Loss	3.0	1.4	2.5
45. Price per Cwt. Concentrate Fed	\$ 5.15	\$ 5.37	\$ 5.17
46. Price/Cwt. Protein, Salt, Mineral Fed	\$ 7.73	\$ 9.75	\$ 7.29
47. Effective Daily Gain-lbs./Day/Pig	1.34	1.70	1.01
48. TOTAL LISTED COSTS/CWT. PORK PROD.	\$ 27.46	\$ 24.54	\$ 31.04
49. Utilities & Other General Farm Expense	\$ 881.91	\$ 1,393.98	\$ 630.08

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

TABLE 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1985

Items	Average of 35 Farms	12 Farms	
		Highest in Return Above Feed Cost	Lowest in Return Above Feed Cost
1. Number of Litters Farrowed	137	147	94
2. Net Value Produced	\$ 326.91	\$ 388.47	\$ 263.84
3. Other Miscellaneous Weaning Pigs Income	.18	.50	
4. TOTAL VALUE PRODUCED	\$ 327.09	\$ 388.97	\$ 263.84
	Per Litter	Per Litter	Per Litter
5. POUNDS OF FEED FED			
6. Corn	1,581.1	1,649.7	1,618.7
7. Small Grain	34.7	57.5	51.8
8. Complete Ration	20.6	7.3	14.7
9. Protein, Salt & Mineral & Milk	689.7	667.2	864.2
10. TOTAL CONCENTRATES	2,326.1	2,381.7	2,549.4
11. Forages	2.9		3.4
12. FEED COST			
13. Grains	\$ 67.34	\$ 71.63	\$ 69.82
14. Complete Ration	3.91	1.78	2.51
15. Protein, Salt & Mineral & Milk	96.11	94.12	109.13
16. Forages	.08		.12
17. Pasture			
18. TOTAL FEED COSTS	\$ 167.44	\$ 167.53	\$ 181.58
19. RETURN OVER FEED COSTS	\$ 159.65	\$ 221.44	\$ 82.26
20. OTHER DIRECT COSTS			
21. Miscellaneous Livestock Expense	\$ 15.53	\$ 14.94	\$ 16.83
22. Veterinary Expense	14.67	16.57	11.79
23. Custom Work	1.55	.36	2.35
24. Special Hired Labor	6.17	12.54	
25. TOTAL OTHER DIRECT COSTS	\$ 37.92	\$ 44.41	\$ 30.97
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 121.73	\$ 177.03	\$ 51.29
27. ALLOCATED COSTS			
28. Power & Machinery Costs (PCAF 1.01)	\$ 14.62	\$ 12.18	\$ 17.06
29. Livestock Equipment Costs (ECAAF 4)	22.75	20.10	28.24
30. Building & Fences (BCAF 4)	30.73	18.33	23.33
31. TOTAL ALLOCATED COSTS	\$ 68.10	\$ 50.61	\$ 68.63
32. RETURN OVER ALL LISTED COSTS	\$ 53.63	\$ 126.42	\$ (-17.34)
33. SUPPLEMENTARY MANAGEMENT INFORMATION			
34. Return for \$100 Feed Fed	\$ 195.35	\$ 232.18	\$ 145.30
35. Average Price Received/Animal Sold	\$ 51.70	\$ 53.40	\$ 45.68
36. Average Price/Pig Sold or Transferred	\$ 42.55	\$ 46.03	\$ 40.09
37. Average Weight/Pig Sold or Transferred	52.0	58.9	46.1
38. Number of Pigs Produced	1,042	1,195	643
39. Number of Pigs Born per Litter	9.6	10.0	8.9
40. Number of Pigs Weaned per Litter	7.7	8.1	7.0
40A. Litters/Bearing Female/Year	1.8	1.8	1.7
40B. Pigs Produced/per Sow/per Year	13.7	14.6	11.6
41. Percent Death Loss	16.3	15.3	17.2
42. Price per Cwt. Concentrate Fed	\$ 7.19	\$ 7.03	\$ 7.12
43. Price/Cwt. Protein, Salt, Mineral Fed	\$ 13.93	\$ 14.11	\$ 12.63
44. Feed & Direct Costs per Pig Produced	\$ 27.00	\$ 26.07	\$ 31.07
45. TOTAL LISTED COSTS PER LITTER	\$ 273.46	\$ 262.55	\$ 281.18
46. Utilities & Other General Farm Expense	\$ 2,007.12	\$ 1,736.41	\$ 1,134.98

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

TABLE 11D - COSTS AND RETURNS FROM MIXED HOG ENTERPRISE* - 1985

Items	Average of 25 Farms	12 Farms	
		Highest in Return Above Feed Cost	Lowest in Return Above Feed Cost
1. Pounds of Hogs Produced	207,035	236,955	176,210
	Per Cwt.	Per Cwt.	Per Cwt.
2. Net Value Produced	\$ 44.59	\$ 47.14	\$ 41.25
3. Other Miscellaneous Hog Income			
4. TOTAL VALUE PRODUCED	\$ 44.59	\$ 47.14	\$ 41.25
5. POUNDS OF FEED FED			
6. Corn	329.2	303.1	367.3
7. Small Grain	5.6	2.9	9.7
8. Complete Ration	30.4	40.5	19.3
9. Protein, Salt & Mineral & Milk	91.1	73.6	114.2
10. TOTAL CONCENTRATES	456.3	420.1	510.5
11. Forages			
12. FEED COST			
13. Grains	\$ 14.05	\$ 12.87	\$ 15.79
14. Complete Ration	1.85	2.83	.63
15. Protein, Salt & Mineral & Milk	10.77	8.76	13.25
16. Forages			
17. Pasture			
18. TOTAL FEED COSTS	\$ 26.67	\$ 24.46	\$ 29.67
19. RETURN OVER FEED COSTS	\$ 17.92	\$ 22.68	\$ 11.58
20. OTHER DIRECT COSTS			
21. Miscellaneous Livestock Expense	\$ 1.43	\$ 1.59	\$ 1.28
22. Veterinary Expense	1.09	1.11	1.07
23. Custom Work	.47	.16	.80
24. Special Hired Labor	.20	.31	.07
25. TOTAL OTHER DIRECT COSTS	\$ 3.19	\$ 3.17	\$ 3.22
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 14.73	\$ 19.51	\$ 8.36
27. ALLOCATED COSTS			
28. Power & Machinery Costs (PCAF .96)	\$ 1.38	\$ 1.27	\$ 1.56
29. Livestock Equipment Costs (ECAAF 5)	2.29	1.95	2.51
30. Building & Fences (BCAF 5)	2.55	2.96	2.09
31. TOTAL ALLOCATED COSTS	\$ 6.22	\$ 6.18	\$ 6.16
32. RETURN OVER ALL LISTED COSTS	\$ 8.51	\$ 13.33	\$ 2.20
33. SUPPLEMENTARY MANAGEMENT INFORMATION			
34. Return for \$100 Feed Fed	\$ 167.20	\$ 192.72	\$ 139.03
35. Price Received/Cwt. All Animals	47.28	48.53	45.87
36. Price Received/Cwt. Sold Mkt. Only	\$ 47.11	\$ 48.48	\$ 45.32
37. Number of Litters Farrowed	149	185	113
37A. Litters/Bearing Female/Year	1.4	1.2	1.5
38. Number of Pigs Born per Litter	9.9	10.1	9.5
39. Number of Pigs Weaned per Litter	8.1	8.5	7.6
39A. Number of Pigs Produced per Litter	7.4	7.8	6.8
40. Percent Death Loss	13.0	11.9	13.7
41. Average Weight of All Hogs Sold	180.8	159.4	215.2
42. Average Weight of Mkt. Hogs Sold	187.7	173.4	209.3
43. Price per Cwt. Concentrate Fed	\$ 5.84	\$ 5.82	\$ 5.81
44. Price/Cwt. Protein, Salt, Mineral Fed	\$ 11.82	\$ 11.91	\$ 11.59
45. Pounds of Pork Purchased	3,256	3,464	3,277
46. TOTAL LISTED COSTS/CWT. PORK PROD.	\$ 36.08	\$ 33.81	\$ 39.05
47. Utilities & Other General Farm Expense	\$ 3,205.75	\$ 2,472.08	\$ 2,978.99

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

TABLE 12 - COSTS AND RETURNS FROM DAIRY COWS, COMMERCIAL HERDS - 1985

Items	Average of 114 Farms	23 Farms Highest in Return Above Feed Cost	23 Farms Lowest in Return Above Feed Cost
1. Average Number of Cows	47.8	48.3	45.2
	Per Cow	Per Cow	Per Cow
2. Pounds of Milk	14,871	16,923	12,580
3. Pounds of Butterfat	526.4	616.2	417.0
4. Percent of Butterfat in Milk	3.5	3.6	3.3
5. VALUE OF PRODUCE			
6. Dairy Products Sold	\$ 1,799.00	\$ 2,058.84	\$ 1,491.88
7. Dairy Products Used in Home	4.67	5.73	4.36
8. Milk Fed to Livestock	9.75	13.91	7.57
9. Net Change in Value of Cows	(-125.46)	(-104.89)	(-187.74)
10. Other Miscellaneous Dairy Income	22.09	51.47	13.81
11. TOTAL VALUE PRODUCED	\$ 1,710.05	\$ 2,025.06	\$ 1,329.88
12. POUNDS OF FEED FED			
13. Corn	5,380.1	5,382.4	5,399.4
14. Small Grain	312.0	242.1	325.8
15. Complete Ration	67.3		
16. Protein, Salt & Mineral	1,102.0	11,00.1	852.2
17. TOTAL CONCENTRATES	6,861.4	6,724.6	6,577.4
18. Legume Hay	5,988.3	5,773.7	5,656.0
19. Other Hay & Dry Roughage	176.2	257.3	231.2
20. Silage	9,829.2	9,119.1	12,430.4
20A. Haylage	2,164.5	1,886.4	1,737.6
21. FEED COSTS			
22. Grains	\$ 239.37	\$ 243.71	\$ 237.63
23. Complete Ration	5.29		
24. Protein/Salt/Minrl (Cost/Cwt.Fed 14.46)	159.41	167.97	136.97
25. Hay/Haylage and Dry Roughage	249.90	239.32	234.47
26. Silage	92.66	84.43	124.31
27. Pasture	1.67	1.51	3.41
28. TOTAL FEED COSTS	\$ 748.30	\$ 736.94	\$ 736.79
29. RETURN OVER FEED COST	\$ 961.75	\$ 1,288.12	\$ 593.09
30. OTHER DIRECT COSTS			
31. Miscellaneous Livestock Expense	\$ 118.10	\$ 150.60	\$ 82.35
32. Veterinary Expense	37.15	42.44	29.80
33. Custom Work Hired	53.37	62.19	37.99
34. Special Hired Labor	7.97	23.87	1.97
35. TOTAL OTHER DIRECT COSTS	\$ 216.59	\$ 279.10	\$ 152.11
36. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 745.16	\$ 1,009.02	\$ 440.98
37. ALLOCATED COSTS			
38. Power & Machinery Costs (PCAF .97)	\$ 79.60	\$ 96.56	\$ 74.84
39. Livestock Equipment Costs (ECAAF 4)	90.94	106.35	106.39
40. Building and Fences (BCAF 4)	112.35	133.02	112.14
41. TOTAL ALLOCATED COSTS	\$ 282.89	\$ 335.93	\$ 293.37
42. RETURN OVER ALL LISTED COSTS	\$ 462.27	\$ 673.09	\$ 147.61
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. Return for \$100 Feed Fed	\$ 228.52	\$ 274.80	\$ 180.49
45. Feed Cost per Cwt. Milk	5.03	4.36	5.86
46. Feed Cost per Pound of Butterfat	\$ 1.42	\$ 1.20	\$ 1.77
47. Lbs. of Milk per Lb. of Concentrate	2.17	2.52	1.91
48. Average Price per Cwt. Milk Sold	\$ 12.20	\$ 12.29	\$ 11.95
49. Average Price per Pound of Butterfat	3.45	3.37	3.61
50. Total Listed Costs/Cwt. Milk Prod.	\$ 8.39	\$ 7.99	\$ 9.40
51. Dairy Cow Turnover Percentage	35.6	39.3	39.8
52. TOTAL LISTED COSTS PER COW	\$ 1,247.78	\$ 1,351.97	\$ 1,182.27
53. Utilities & Other General Farm Expense	\$ 4,345.67	\$ 4,021.69	\$ 3,220.67

TABLE 12A

Data for herds in Government Program was not accumulated separate from regular commercial herds. Thus, there is no 1985 average for this category.

TABLE 13 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE, COMMERCIAL HERDS - 1985

Items	Average of 118 Farms	24 Farms Highest in Return Above Feed Cost	24 Farms Lowest in Return Above Feed Cost
1. Number of Head	63.4	44.9	58.4
	Per Cow	Per Cow	Per Cow
2. Net Value Produced	\$ 268.41	\$ 369.20	\$ 188.90
3. Other Miscellaneous Income			
4. TOTAL INCOME	\$ 268.41	\$ 369.20	\$ 188.90
5. POUNDS OF FEED FED			
6. Corn	1,041.9	1,053.9	1,213.4
7. Small Grain	141.9	161.2	165.0
8. Complete Ration	10.0	17.3	4.4
9. Protein, Salt & Minerals	185.4	187.1	243.2
10. Hay & Dry Roughage	2,244.4	2,045.5	2,877.4
11. Silage	5,460.9	3,770.8	5,708.8
11A. Haylage	459.7	515.0	553.1
12. Milk	61.4	49.2	60.2
13. FEED COST			
14. Grains	\$ 50.39	\$ 50.36	\$ 57.62
15. Complete Ration	1.09	2.83	1.04
16. Protein, Salt & Minerals	30.05	29.80	34.83
17. Hay/Haylage & Dry Roughage	75.21	62.74	104.21
18. Silage	54.24	30.71	64.93
19. Milk	7.16	5.99	7.16
20. Pasture	1.58	3.76	3.00
21. TOTAL FEED COSTS	\$ 219.72	\$ 186.19	\$ 272.79
22. RETURN OVER FEED COSTS	\$ 48.69	\$ 183.01	\$ (-83.89)
23. OTHER DIRECT COSTS			
24. Miscellaneous Expense	\$ 9.89	\$ 14.63	\$ 7.83
25. Veterinary Expense	5.79	6.70	4.88
26. Custom Work Hired	2.57	3.65	3.12
27. Special Hired Labor	.47		.82
28. TOTAL OTHER DIRECT COSTS	\$ 18.72	\$ 24.98	\$ 16.65
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 29.97	\$ 158.03	\$ (-100.54)
30. ALLOCATED COSTS			
31. Power & Machinery Costs (PCAF .99)	\$ 14.16	\$ 16.76	\$ 14.62
32. Livestock Equipment Costs (ECAAF 4)	15.05	15.64	15.95
33. Building and Fences (BCAF 4)	18.44	20.29	15.78
34. TOTAL ALLOCATED COSTS	\$ 47.65	\$ 52.69	\$ 46.35
35. RETURN OVER ALL LISTED COSTS	\$ (-17.68)	\$ 105.34	\$ (-146.89)
36. SUPPLEMENTARY MANAGEMENT INFORMATION			
37. Return for \$100 Feed Fed	\$ 122.16	\$ 198.29	\$ 69.25
38. Percent Death Loss - Total	7.8	6.8	7.4
39. Percent Calf Death Loss	15.7	11.9	16.7
40. TOTAL LISTED COSTS PER HEAD	\$ 286.09	\$ 263.86	\$ 335.79
41. Utilities & Other General Farm Expense	\$ 991.37	\$ 505.83	\$ 782.16

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

TABLE 14 - COSTS AND RETURNS FROM ALL DAIRY CATTLE* - 1985

Items	Average of 118 Farms	24 Farms Highest in Return Above Feed Cost	24 Farms Lowest in Return Above Feed Cost
1. Average Number of Cows	47.3	49.5	42.2
	Per Cow	Per Cow	Per Cow
2. Value of Dairy Products	\$ 1,816.64	\$ 2,100.71	\$ 1,539.24
3. Net Change in Value	237.55	285.64	129.24
4. Miscellaneous Dairy Income	22.07	47.21	12.42
5. TOTAL VALUE PRODUCED	\$ 2,076.26	\$ 2,433.56	\$ 1,680.90
6. POUNDS OF FEED FED			
7. Grains	7,289.5	6,911.4	8,033.6
8. Complete Rations	79.1	6.9	10.9
9. Protein/Salt/Minrl., Incl. Milk Equiv.	1,365.8	1,330.6	1,232.1
10. Hay and Dry Roughage	9,145.5	9,329.3	10,413.9
11. Silage	17,080.0	16,357.6	17,891.4
11A. Haylage	2,833.9	2,970.5	2,507.9
12. FEED COSTS			
13. Grains	\$ 307.38	\$ 297.74	\$ 335.50
14. Complete Rations	6.64	.85	1.99
15. Protein/Salt/Minrl./Including Milk	210.36	213.19	181.54
16. Hay/Haylage and Dry Roughage	350.63	362.12	395.69
17. Silage	164.67	156.02	182.87
18. Pasture Costs	3.76	3.66	5.66
19. TOTAL FEED COSTS	\$ 1,043.44	\$ 1,033.58	\$ 1,103.25
20. RETURN OVER FEED COST	\$ 1,032.82	\$ 1,399.98	\$ 577.65
21. OTHER DIRECT COSTS			
22. Miscellaneous Livestock Expense	\$ 132.28	\$ 171.31	\$ 105.12
23. Veterinary Expense	45.10	51.05	31.00
24. Custom Work	57.51	72.22	43.34
25. Special Hired Labor	8.41	21.98	.57
26. TOTAL OTHER DIRECT COSTS	\$ 243.30	\$ 316.56	\$ 180.03
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 789.52	\$ 1,083.42	\$ 397.62
28. ALLOCATED COSTS			
29. Power & Machinery Costs	\$ 98.88	\$ 110.74	\$ 90.81
30. Livestock Equipment Costs	111.72	134.41	124.61
31. Building and Fences	136.06	144.68	119.67
32. TOTAL ALLOCATED COSTS	\$ 346.66	\$ 389.83	\$ 335.09
33. RETURN OVER ALL LISTED COSTS	\$ 442.86	\$ 693.59	\$ 62.53
34. SUPPLEMENTARY MANAGEMENT INFORMATION			
35. Return for \$100 Feed Fed	\$ 198.98	\$ 235.45	\$ 152.36
36. TOTAL LISTED COSTS PER COW	\$ 1,633.40	\$ 1,739.97	\$ 1,618.37
37. Utilities & Other General Farm Expense	\$ 5,302.70	\$ 5,333.13	\$ 3,870.51

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

TABLE 15A - BEEF BREEDING CATTLE - 1985

Items	Average of 12 Farms
1. Average Number of Beef Cows	22.3
2. Average Number of Other Beef Animals and Bulls	19.2
3. Pounds of Beef Produced	11,019
	Per Cow
4. Net Value Produced	\$ 222.91
5. Other Miscellaneous Beef Income	
6. TOTAL VALUE PRODUCED	\$ 222.91
7. POUNDS OF FEED FED	
8. Grain	990.1
9. Protein, Salt & Mineral	244.1
10. Legume Hay	4,272.8
11. Other Hay & Dry Roughage	1,994.8
12. Silage	6,284.8
12A. Haylage	
13. FEED COST	
14. Grain	\$ 39.46
15. Protein, Salt & Mineral	38.43
16. Legume Hay/Haylage	145.11
17. Other Hay & Dry Roughage	20.90
18. Silage	57.94
19. Pasture	13.14
20. TOTAL FEED COSTS	\$ 314.98
21. RETURN OVER FEED COST	\$ (-92.07)
22. OTHER DIRECT COSTS	
23. Miscellaneous Livestock Expense	\$ 16.95
24. Veterinary Expense	25.02
25. Custom Work	4.62
26. Special Hired Labor	
27. TOTAL OTHER DIRECT COSTS	\$ 46.59
28. RETURN OVER FEED & OTHER DIRECT COSTS	\$ (-138.66)
29. ALLOCATED COSTS	
30. Power and Machinery Costs (PCAF .96)	\$ 32.87
31. Livestock Equipment Costs (ECAF 4)	29.06
32. Building and Fences (BCAF 4)	45.98
33. TOTAL ALLOCATED COSTS	\$ 107.91
34. RETURN OVER ALL LISTED COSTS	\$ (-246.57)
35. SUPPLEMENTARY MANAGEMENT INFORMATION	
36. Return for \$100 Feed Fed	\$ 70.77
37. Price per Cwt. Sold	52.35
38. Price per Cwt. Calves Sold or Transferred	\$ 53.75
39. Average Weight per Head Sold	825.5
40. Average Weight per Calf Sold or Transferred	571.5
41. Percent Death Loss	3.0
42. Percent Calf Crop	100.0
42A. Percent Calf Death Loss	4.8
43. TOTAL LISTED COSTS PER COW	\$ 469.48
44. Utilities & Other General Farm Expense	\$ 218.33

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

TABLE 15B - COSTS AND RETURNS FROM FEEDER CATTLE - 1985

Items	Average of 47 Farms	16 Highest in Return Above Feed	16 Lowest in Return Above Feed
1. Average Number of Beef Feeders	47.4	34.8	31.1
2. Pounds of Beef Produced	29,925	25,891	18,804
	Per Cwt.	Per Cwt.	Per Cwt.
3. Net Value Produced	\$ 45.51	\$ 54.24	\$ 42.38
4. Other Miscellaneous Beef Income			
5. TOTAL VALUE PRODUCED	\$ 45.51	\$ 54.24	\$ 42.38
6. POUNDS OF FEED FED			
7. Grain	524.0	572.8	584.8
8. Protein, Salt & Mineral	37.6	38.4	40.1
9. Legume Hay	115.6	56.7	348.2
10. Other Hay & Dry Roughage	103.8	72.8	36.7
11. Silage	792.7	382.1	899.8
11A. Haylage	32.8		2.0
12. FEED COST			
13. Grains	\$ 24.30	\$ 23.85	\$ 36.09
14. Protein, Salt & Minerals	5.11	5.27	5.72
15. Legume Hay/Haylage	4.63	1.90	12.75
16. Other Hay & Dry Roughage	1.79	1.66	.85
17. Silage	7.82	3.79	8.90
18. Pasture	.09		.23
19. TOTAL FEED COSTS	\$ 43.74	\$ 36.47	\$ 64.54
20. RETURN OVER FEED COSTS	\$ 1.77	\$ 17.77	\$ (-22.16)
21. OTHER DIRECT COSTS			
22. Miscellaneous Livestock Expense	\$ 1.13	\$ 1.10	\$ 1.41
23. Veterinary Expense	1.37	.63	1.02
24. Custom Work Hired	1.04	.57	1.88
25. Special Hired Labor	.61	.85	.18
26. TOTAL OTHER DIRECT COSTS	\$ 4.15	\$ 3.15	\$ 4.49
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$ (-2.38)	\$ 14.62	\$ (-26.65)
28. ALLOCATED COSTS			
29. Power & Machinery Costs (PCAF .92)	\$ 3.12	\$ 1.95	\$ 4.68
30. Livestock Equipment Costs (ECAF 4)	5.08	3.05	6.99
31. Building and Fences (BCAF 4)	5.18	3.65	6.54
32. TOTAL ALLOCATED COSTS	\$ 13.38	\$ 8.65	\$ 18.21
33. RETURN OVER ALL LISTED COSTS	\$ (-15.76)	\$ 5.97	\$ (-44.86)
34. SUPPLEMENTARY MANAGEMENT INFORMATION			
35. Return for \$100 Feed Fed	\$ 104.06	\$ 148.74	\$ 65.67
36. Price per Cwt. Sold	\$ 54.22	\$ 57.53	\$ 51.44
37. Average Weight per Head Sold	1,156.5	1,457.8	1,223.2
38. Price per Cwt. Bought	\$ 59.77	\$ 59.20	\$ 58.48
39. Average Weight per Head Bought	498.2	772.4	488.0
40. Number of Head Bought	28	18	8
41. Percent Death Loss	3.3	1.6	3.4
42. Effective Daily Gain - Pounds/Head/Day	1.73	2.04	1.66
43. TOTAL LISTED COST PER CWT. PROD.	\$ 61.27	\$ 48.27	\$ 87.24
44. Utilities & Other General Farm Expense	\$ 411.23	\$ 293.88	\$ 273.47

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

TABLE 16A - 6670 - SHEEP, FARM FLOCK - 1985

Items	Average of 13 Farms
1. Average Number of Ewes	23.7
2. Pounds of Lamb & Mutton Produced	1,797
3. Pounds of Wool Produced	159
4. VALUE OF PRODUCE	Per Ewe
5. Wool	\$ 6.67
6. Net Value Produced - Animals	53.08
7. Other Miscellaneous Sheep Income	.25
8. TOTAL VALUE PRODUCED	\$ 60.00
9. POUNDS OF FEED FED	
10. Grain	304.3
11. Protein, Salt & Mineral	52.0
12. Legume Hay	552.4
13. Other Hay & Dry Roughage	55.2
14. Silage	25.9
14A. Haylage	
15. FEED COST	
16. Grain	\$ 11.77
17. Protein, Salt & Mineral	7.68
18. Legume Hay/Haylage	19.83
19. Other Hay & Dry Roughage	1.31
20. Silage	.25
21. Pasture	
22. TOTAL FEED COSTS	\$ 40.84
23. RETURN OVER FEED COSTS	\$ 19.16
24. OTHER DIRECT COSTS	
25. Miscellaneous Livestock Expense	\$ 2.49
26. Veterinary Expense	1.73
27. Custom Work	1.01
28. Special Hired Labor	
29. TOTAL OTHER DIRECT COSTS	\$ 5.23
30. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 13.93
31. ALLOCATED COSTS	
32. Power and Machinery Costs (PCAF .73)	\$ 22.13
33. Livestock Equipment Costs (ECAAF 3)	26.62
34. Building and Fences (BCAF 3)	33.90
35. TOTAL ALLOCATED COSTS	\$ 82.65
36. RETURN OVER ALL LISTED COSTS	\$ (-68.72)
37. SUPPLEMENTARY MANAGEMENT INFORMATION	
38. Return for \$100 Feed Fed	\$ 146.90
39. Price per Cwt. Lamb & Mutton Sold	58.03
40. Price per Cwt. Lamb Sold or Transferred	\$ 68.35
41. Average Weight of Lambs Sold or Transferred	96.6
42. Pounds of Wool per Sheep Sheared	8.0
43. Number of Ewes Kept for Lambing	23
44. Percent Lamb Crop	126.1
45. Percent Death Loss	15.5
45A. Percent Lamb Death Loss	20.7
46. TOTAL LISTED COSTS PER EWE	\$ 128.72
47. Utilities & Other General Farm Expense	\$ 125.68

AVERAGE PRICES FOR FARM GROWN FEEDS - 1985

Grain

Corn	\$ 2.35 Per Bu.
Oats	1.75 Per Bu.

Hay

Alfalfa	\$ 70.00 Per Ton
Mixed Hay	60.00 Per Ton
Grass Hay	50.00 Per Ton
Wild Hay	35.00 Per Ton

Other Roughages

Corn Silage	\$ 20.00 Per Ton
Oatlage	22.00 Per Ton
Legume Haylage	30.00 Per Ton
Straw	.75 Per Bale

OTHER NON-CASH COSTS

Unpaid Family Labor	\$ 625.00 Per Month (25 da/mo)
Board Furnished Hired Labor	\$ 6.00 Per Day
Second Operator's Labor	\$ 900.00 Per Month
Interest on Farm Capital	7 Percent
Milk Used in Home	\$.26 Per Quart
Dollars Off Farm Income Per Work Unit	\$ 40.00 Per Work Unit

EXPLANATION OF WORK UNITS AND ANIMAL UNITS

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

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

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

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

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

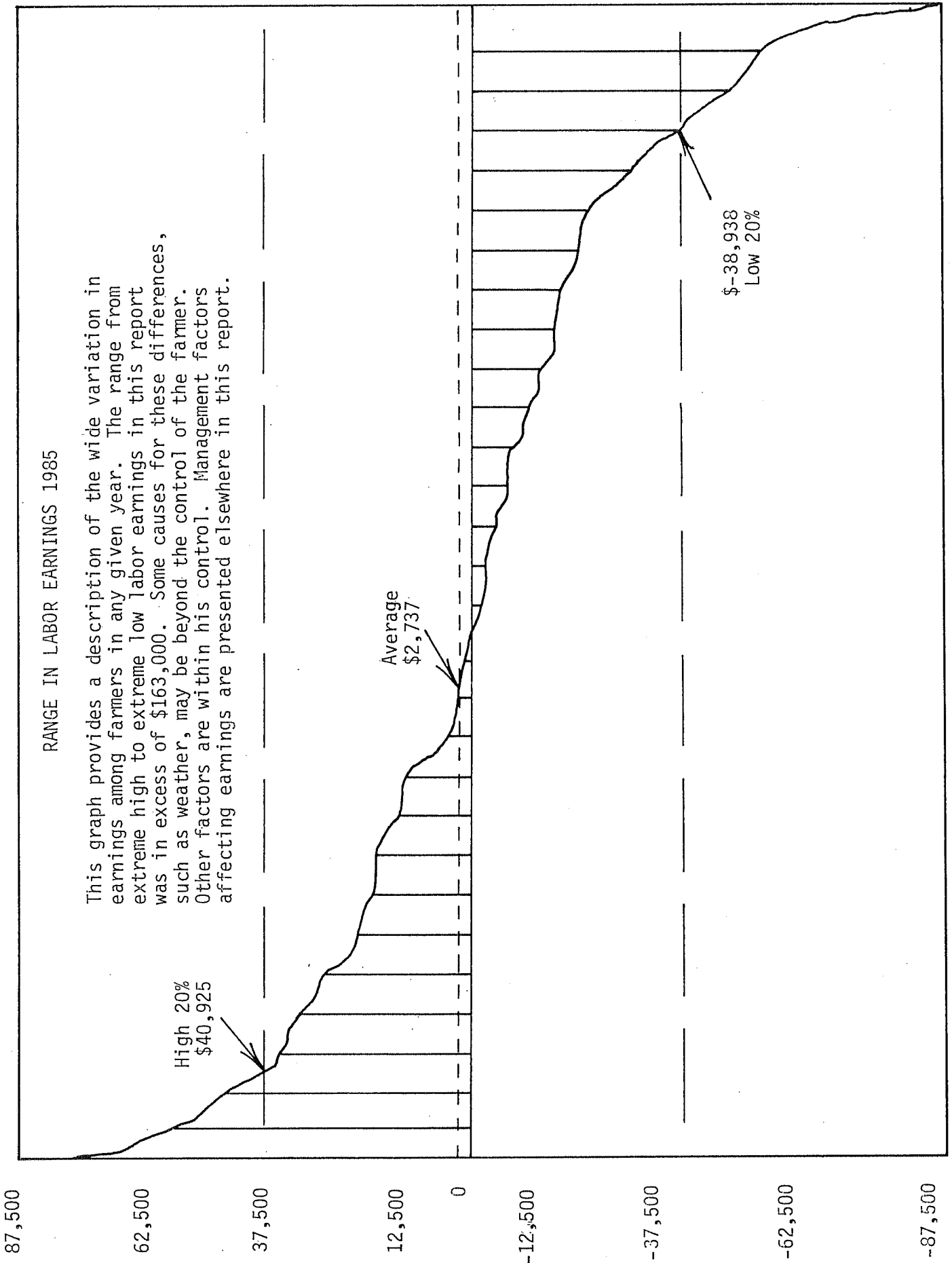
SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Items	1980	1981	1982	1983	1984
Number of Records	631	590	543	439	434
Average Labor Earnings	\$ 33,049	\$ (-5,768)	\$ 13,823	\$ 15,145	\$ (-1,165)
Total Farm Sales	\$ 152,229	\$ 161,363	\$ 160,922	\$ 171,168	\$ 166,395
Total Cash Operating Expense	\$ 85,940	\$ 92,163	\$ 92,296	\$ 89,899	\$ 94,620
<u>RETURN ABOVE FEED COST PER:</u>					
Dairy Cow	\$ 949.04	\$ 1,007.29	\$ 990.21	\$ 913.76	\$ 904.75
Cwt. Feeder Cattle Prod.	\$ 6.84	\$ 4.90	\$ 22.26	\$ 10.80	\$ 16.50
Cwt. Hogs Produced	\$ 9.80	\$ 12.24	\$ 33.76	\$ 13.34	\$ 18.81
<u>FEED COST PER:</u>					
Dairy Cow	\$ 703.83	\$ 764.15	\$ 731.34	\$ 793.09	\$ 796.36
Cwt. Feeder Cattle Prod.	\$ 43.06	\$ 37.54	\$ 38.69	\$ 43.96	\$ 42.19
Cwt. Hogs Produced	\$ 28.48	\$ 28.85	\$ 24.58	\$ 29.44	\$ 29.04
<u>MISC. LIVESTOCK INFORMATION</u>					
Number of Dairy Cows	43.2	46.0	45.7	45.1	45.2
Pounds of Feeder Cattle Prod.	45,721	14,077	48,717	45,577	44,734
Pounds of Hogs Produced	145,159	168,093	176,443	187,073	198,049
Pounds of Butterfat per Cow	483.2	509.5	504.9	514.0	495.0
<u>PRICE RECEIVED PER:</u>					
Pound Butterfat in Milk	\$ 3.47	\$ 3.63	\$ 3.60	\$ 3.55	\$ 3.66
Cwt. Fat Cattle	\$ 64.46	\$ 57.00	\$ 61.17	\$ 59.46	\$ 60.62
Cwt. Hogs Sold	\$ 40.58	\$ 43.11	\$ 53.57	\$ 47.54	\$ 49.81
<u>PRICE OF FEED</u>					
Corn, Bushel	\$ 2.80	\$ 2.70	\$ 2.20	\$ 2.90	\$ 2.90
Oats, Bushel	\$ 1.50	\$ 1.80	\$ 1.70	\$ 1.50	\$ 1.50
Alfalfa Hay, Ton	\$ 52.00	\$ 60.00	\$ 75.00	\$ 70.00	\$ 70.00
Corn Silage, Ton	\$ 18.00	\$ 20.00	\$ 18.00	\$ 20.00	\$ 20.00
<u>ACRES PER FARM</u>					
Total Tillable Land	341.1	349.7	347.7	358.5	396.4
Total Acres in Farm	371.9	374.8	373.6	385.8	369.4
<u>YIELDS PER ACRE</u>					
Canning Peas	\$ 146.43	\$ 120.08	\$ 224.65	\$ 178.16	\$ 214.02
Oats, Bushel	77.2	61.8	80.5	63.8	74.8
Corn Grain, Bushel	115.6	120.9	130.8	94.7	128.5
Sweet Corn	186.46	\$ 223.23	\$ 272.46	\$ 172.68	\$ 307.53
Soybeans, Bushel	36.7	32.0	39.3	35.9	39.9
Corn Silage, Ton	16.2	16.8	17.9	13.9	21.5
Alfalfa Hay, Ton	4.3	4.5	4.3	4.9	4.8

RANGE IN EARNINGS

RANGE IN LABOR EARNINGS 1985

This graph provides a description of the wide variation in earnings among farmers in any given year. The range from extreme high to extreme low labor earnings in this report was in excess of \$163,000. Some causes for these differences, such as weather, may be beyond the control of the farmer. Other factors are within his control. Management factors affecting earnings are presented elsewhere in this report.



SETTING GOALS

One of the primary aims of the farm management education program is to assist farmers in reaching their farm and family goals.

Clarifying their ideas as to what they really want is a very important step in improving the farm business and as a result improve family living.

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

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

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

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