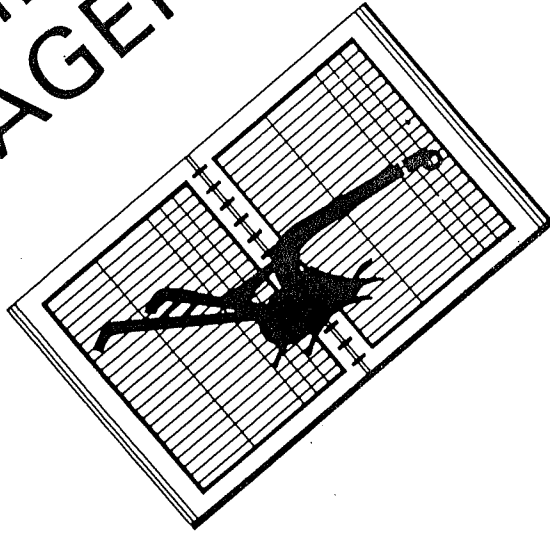


# FARM BUSINESS MANAGEMENT



1985 Annual Report  
Southwestern Minnesota  
April, 1986

AN ADULT  
EDUCATIONAL  
PROGRAM

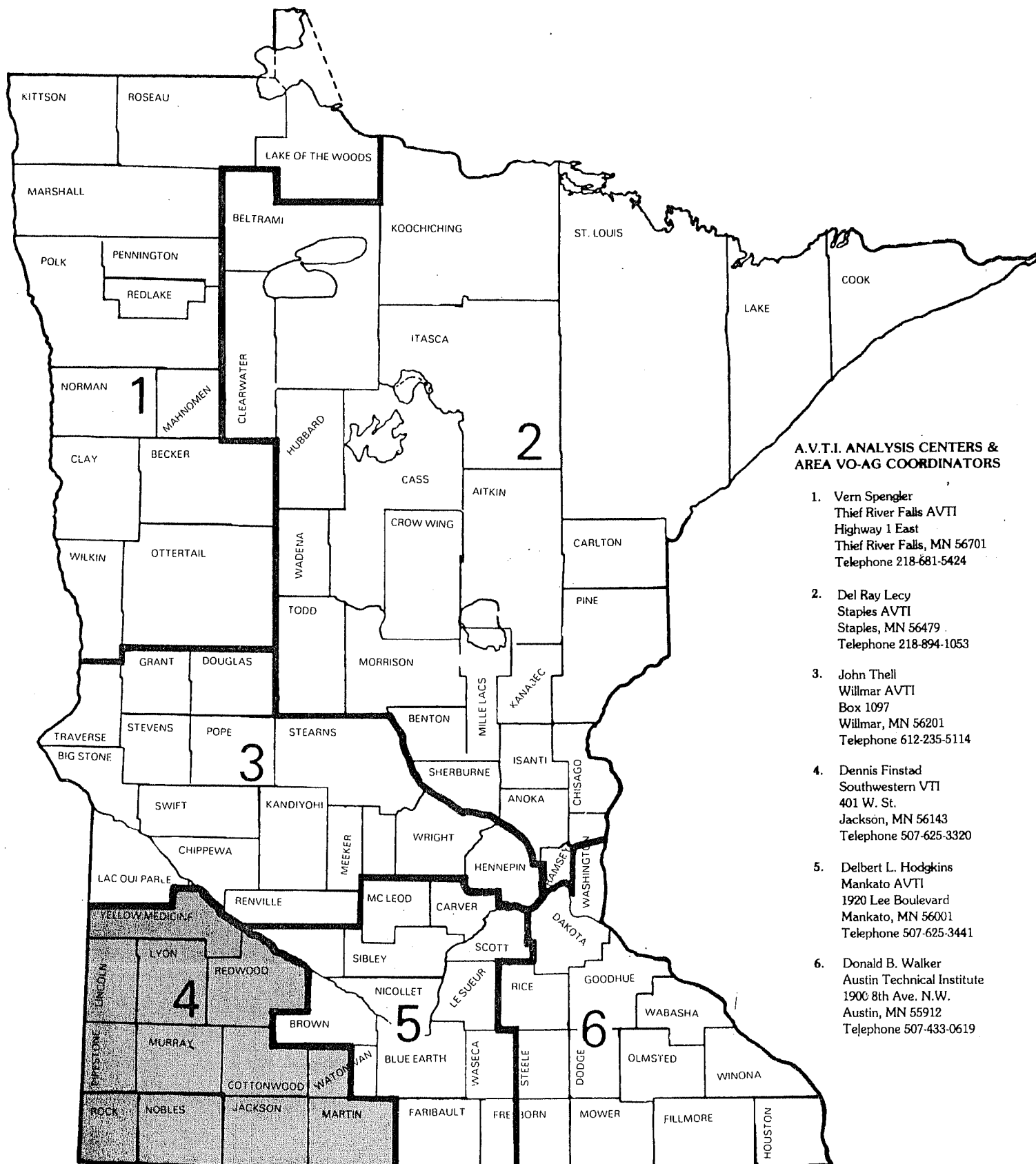
In cooperation with: State Board of Vocational Technical Education

Division of Agricultural Education — University of Minnesota

**SOUTHWESTERN VOCATIONAL TECHNICAL INSTITUTE**

Price \$5.00

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## SETTING GOALS

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

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

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

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

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

### WHAT DOES YOUR FAMILY WANT?

NAME \_\_\_\_\_ DATE \_\_\_\_\_

ADDRESS \_\_\_\_\_

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

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

1985 ANNUAL VOCATIONAL AGRICULTURE FARM BUSINESS MANAGEMENT EDUCATION  
PROGRAM REPORT OF SOUTHWESTERN MINNESOTA

DENNIS FINSTAD  
AREA VO-AG PROGRAM COORDINATOR

TABLE OF CONTENTS

Introduction	2
Schools Participating	2
Table 1 Summary of Farm Inventories	3 & 4
Table 2A Summary of Cash Receipts	5
Table 2B Summary of Cash Expenses	6
Table 3 Summary of Farm Earnings - Enterprise Statement	7
Table 4 Operator's Household Expense	8
Table 5 Operator's Net Worth Statement	9
Table 6A Operator's Share of Cash Receipts	11
Table 6B Operator's Share of Cash Expenses	12
Thermometer Chart	13
Description of Management Factors	14
Table 8 Measures of Organization and Management	15
Table 9 Crop Data	16
Explanation of Crop Analysis - Table 10	16
Table 10 Data for Oats	17
Table 10 Data for Spring Wheat	18
Table 10 Data for Canning Crops - Peas	18
Table 10 Data for Sugarbeets	18
Table 10 Data for Corn for Grain	19
Table 10 Data for Soybeans	20
Table 10 Data for Alfalfa Hay	21
Table 10 Data for Silage - Corn and Oats	22
Description of Costs and Returns for Livestock Enterprises	23
Average Prices used for Farm Grown Feeds	23
Explanation of Work and Animal Units	23
Table 11A Costs and Returns for Hogs - Farrow to Finish	24
Table 11B Costs and Returns for Hogs - Finishing	25
Table 11C Costs and Returns for Hogs - Weaning Pig Production	26
Table 12 Costs and Returns for Dairy Cows	27
Table 13 Costs and Returns for Other Dairy Cattle	28
Table 14 Costs and Returns for All Dairy Cattle	29
Table 15A Costs and Returns for Beef Breeding Cattle	30
Table 15B Costs and Returns for Beef Feeders Feedlot	31
Table 16A Costs and Returns for Sheep Farm Flock	32
Summary of Selected Farm Management Data 1976 thru 1985	33 and 34
Goals and Goal Planning	35

## INTRODUCTION

Adult Farm Business Management Education programs have been part of the Public School Vocational Agriculture offerings since 1952. From the early cooperative efforts of the State Department of Education, Department of Agricultural Education (University of Minnesota) and the Department of Agricultural Economics (University of Minnesota), the program has expanded to serve over 4,500 farm families in six regional farm management areas. Programs are now managed by the Minnesota State Board of Vocational Technical Education, through AVTI's and local school districts.

From the very beginning the purpose of the Farm Business Management education part of the adult agricultural program was to help farm families achieve their farm business and family goals through improved management, organization and efficiency of their farm business. 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 course around the same central themes. They are:

- Year 1 - Farm business records and accounts.
- Year 2 - Farm business analysis and evaluation.
- Year 2 - Farm business organization.

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

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

(2-A)

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.

The summary of farm records for the Jackson area (Southwest Minnesota) shows the results of the farm businesses enrolled in management education programs in 1985. Study the results carefully so you can use this information to improve agriculture in your area and your business.

\*\*\*\*\*

Below is a listing of the schools involved and the instructors responsible for these programs.

Class Location	Instructor
Brewster	Gerald McConkey
Canby	Dale Schoberg
Fulda	Mel Faltinson
Jackson	Charles Asman
	Doug O'Neil
Granite Falls	M.E. Resvick
	Neale Deters
Lakefield	Harry Gerdes
Luverne	James Ouverson
Marshall	Dennis Schroeder
Pipestone	Heimer Swanson
Slayton	George Crompton
St. James	Richard Spitzner
Truman	Al Brudelia
Tyler H.V.C.C.	Paul Bartz
Worthington	Wayne Flynn
	Rolf Mahlberg

The analysis of the records and preparation of the report for the Southwest area is done under the direction of Dennis Finstad, Area Ag Coordinator, at the Southwestern Voc-Tech Institute (Jackson Campus). Directing in a supervisory capacity are Marlin Wacholz, Director, Southwestern Voc-Tech Institute; Delbert Schwieger, Campus Director; John Murray, Education Specialist, State Board of Vocational Technical Education; and Dr. Edgar Persons, Chairman of the University of Minnesota Agricultural Education Division. Data processing was done by Specialized Data System, Inc., Madison, Wisconsin. Special acknowledgement to Marilyn Reese and Terri Pelzel for their part in the preparation of this report.

Table 1- Summary of Farm Inventories\* - 1985

Items	Averages of 289 Farms	
1. Size of Farm - Total Acres	438.0	
2. - Tillable Acres	404.5	
3. Work Units - Crops	198.03	
4. - Livestock	215.45	
5. - Other	15.17	
6. Total Size of Business in Work Units	428.65	
7. Number of Workers	1.29	
8. Farm Capital Investment Per Worker	\$ 451,453	
8A Farm Capital Investment Per Work Unit	\$ 1,614	
	Jan. 1	Dec. 31
9. Productive Livestock		
10. Dairy Cows	3,487	3,802
11. Other Dairy Cattle	2,375	2,280
12. Beef Breeding Cattle	2,870	2,707
13. Beef Feeder Cattle	11,461	8,614
14. Hogs	20,988	20,562
15. Sheep (Including Feeders) & Goats	330	369
16. Poultry - All Types	107	20
17. Other Livestock	19	17
18. Total Productive Livestock	\$ 41,637	38,371 *
19. Crop, Seed & Feed	53,006	57,402
20. Power, Machinery & Equipment		
21. Auto & Truck (Farm Share)	3,704	3,192
22. Power & Machinery	35,435	30,046
23. Irrigation Equipment		
24. Custom Work Equipment	132	102
25. Livestock Equipment	6,500	5,623
26. Total Power, Machinery & Equipment	\$ 45,771	38,963 *
27. Land	387,182	387,445
28. Buildings-Fences-Etc.	43,240	39,599
29. Total Farm Capital	\$ 570,836	561,780 *
30. Increase or Decrease In Total Farm Capital		\$ (9,056) *

\*Table 1 on this page lists the categories of Farm Capital for the averages of 289 farms. Page 4 lists the same information for the 58 most profitable and 58 least profitable farm businesses. Table 1 includes the landlord's share of the investment for rented farms.

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

Size as measured by acres for individual farms varied from 80 to over 1200 acres. However, the majority of the farms fell in the range of 400 to 640 acres.

Table 1- Summary of Farm Inventories\* - 1985

Items	58 FARMS HIGH PROFIT		58 FARMS LOW PROFIT	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1. Size of Farm - Total Acres	512.9		555.2	
2.       - Tillable Acres	487.4		508.7	
3. Work Units - Crops	244.37		248.66	
4.       - Livestock	308.40		167.43	
5.       - Other	13.72		20.98	
6. Total Size of Business in Work Units	566.49		437.07	
7. Number of Workers	1.39		1.35	
8. Farm Capital Investment Per Worker	\$ 416,465		\$ 675,632	
8A Farm Capital Investment Per Work Unit	\$ 1,241		\$ 2,283	
9. Productive Livestock				
10. Dairy Cows	2,109	2,622	2,638	2,650
11. Other Dairy Cattle	1,240	1,233	1,067	874
12. Beef Breeding Cattle	1,303	1,675	5,500	4,408
13. Beef Feeder Cattle	6,901	3,843	18,217	14,000
14. Hogs	42,049	43,178	17,823	15,771
15. Sheep (Including Feeders) & Goats	382	368	200	228
16. Poultry - All Types			524	87
17. Other Livestock	21	22		
18. Total Productive Livestock	\$ 54,005	52,941 *	\$ 45,969	38,018 *
19. Crop, Seed & Feed	50,966	74,172	84,834	77,164
20. Power, Machinery & Equipment				
21. Auto & Truck (Farm Share)	4,321	3,837	4,836	3,718
22. Power & Machinery	36,273	32,004	51,835	40,887
23. Irrigation Equipment				
24. Custom Work Equipment				
25. Livestock Equipment	10,011	9,374	6,480	5,137
26. Total Power, Machinery & Equipment	\$ 50,605	45,215 *	\$ 63,151	49,742 *
27. Land	340,448	341,894	640,554	642,110
28. Buildings-Fences-Etc.	49,039	45,914	59,338	53,112
29. Total Farm Capital	\$ 545,063	560,136 *	\$ 893,846	860,146 *
30. Increase or Decrease In Total Farm Capital		\$ 15,073 *		\$ (33,700) *

Machinery, Equipment, and Building values reflect cost less depreciation. Land is valued at a conservative market value.

Market livestock, crops for sale or feed are valued at market price at time of inventory. Purchased and raised breeding livestock is valued at time put into useful production and carry same value for their useful life.

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

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



Table 2A - Whole Farm Summary of Cash Receipts - 1985

Items	Average 289	High 58	Low 58
1. Sale of Livestock & Livestock Products			
2. Dairy Cows	\$ 659	462	624
3. Dairy Products	7,953	5,741	5,327
4. Other Dairy Cattle	809	480	455
5. Beef Breeding Cattle	854	367	1,769
6. Beef Feeder Cattle	18,056	10,000	30,826
7. Hogs Complete & Mixed	33,233	73,013	27,584
8. Hogs Finishing	15,094	20,703	17,344
9. Hogs Producing Weaning Pigs	4,197	7,799	973
10. Sheep, Goats & Wool, Farm Flock	634	715	441
11. Sheep & Wool, Feeder Lambs			
12. Chickens ( Including Hens & Broilers)	1		3
13. Turkeys			
14. Eggs	262		1,266
15. Other Productive Livestock	3	12	
16. Other Miscellaneous Livestock Income	247	82	144
17. Total Sales of Productive Livestock	\$ 82,002 *	119,374 *	86,756 *
18. Sale of Crops			
19. Wheat	884	866	582
19A. Durum			
20. Other Small Grains	379	486	355
21. Corn	28,594	35,825	38,614
22. Soybeans	28,434	37,200	36,976
22A. Sunflowers			
23. Other Row Crops	893	2,435	1,161
24. Legumes & Other Forage	491	331	467
25. Grass Seed			
26. Fruit & Nuts			
27. Vegetable Roadside Market & Specialty			
28. Nursery, Timber & Other	507	543	464
29. Set Aside Acres-Government Payments	6,077	8,597	10,033
29A. Pik Acres			
29B. Sale of Crops+Supplies Purch for Resale	1,607	1,181	266
30. Total Sales From Crops	\$ 67,866 *	87,464 *	88,918 *
31. Cap. Assets Sold (Auto/Trk/Mach)	426	163	549
31A. Cap. Assets Sold (Buildings & Improv.)	11	30	
31B. Cap. Assets Sold (Land)	872	1,985	897
32. Gas Tax Refund			
33. Income From Work Off the Farm	1,353	1,391	2,113
34. Custom Work Enterprise Income	1,063	304	3,486
35. Patronage Refunds	340	351	489
36. Miscellaneous Farm Income	4,638	6,721	4,187
37. Total Farm Sales	\$ 158,571 *	217,783 *	187,395 *
38. Increase in Farm Capital		15,081	
39. Family Living From the Farm	237	171	266
40. Total Farm Receipts	\$ 158,808 *	233,035 *	187,661 *

\*Operators labor and management earnings, Page 6, Line 46, represent the return to the operator after all expenses are deducted. The calculation is determined by subtracting Table 2B Line 45 From Line 40 Table 2A.

Table 2B - Whole Farm Summary of Cash Expenses - 1985

Items	Average 289	High 58	Low 58
1. Purchase of Livestock			
2. Dairy Cows	\$ 229	564	315
3. Other Dairy Cattle	258	28	161
4. Beef Breeding Cattle	222	597	141
5. Beef Feeder Cattle	8,144	2,213	16,237
6. Hogs Complete & Mixed	1,616	3,666	1,345
7. Hogs Finishing	3,938	2,415	7,278
8. Hogs Producing Weaning Pigs	410	1,146	29
9. Sheep & Goats	59	14	94
10. Sheep, Feeder Lambs			
11. Chickens (Including Hens & Broilers)	5		2
12. Turkeys			
13. Other Productive Livestock			
14. Miscellaneous Livestock Expense	3,880	6,084	3,656
14A. Purch of Crops/Supplies Purch for Resale	1,070	1,811	141
15. Feed Bought	24,756	46,215	22,882
16. Fertilizer	6,507	7,589	7,374
17. Chemicals	5,065	6,217	6,490
18. Other Crop Expense	10,023	12,638	13,019
19. Irrigation Operation Expense			
20. Custom Work Ent. Costs, Incl. Labor	772	128	3,291
21. Custom Work Hired	2,292	3,508	2,213
22. Repair & Upkeep of Livestock Equip.	1,060	1,849	1,068
23. Repair & Upkeep of Farm Real Estate	844	955	1,116
24. Gas, Diesel + Lubricants Bought (F S)	5,475	6,542	6,627
25. Repair of Mach, Tractor, Truck & Auto	6,071	6,980	7,932
26. Repair & Upkeep of Irrigation Equip.			
27. Repairs - Custom Work Enterprise	51	59	19
28. Wages of Hired Labor	3,329	5,724	3,914
29. Personal Property & Real Estate Taxes	3,682	3,625	5,418
30. General Farm Expense	2,846	4,667	3,190
31. Telephone Expense (Farm Share)	349	379	416
32. Electricity Expense (Farm Share)	1,751	2,605	1,758
33. Total Cash Operating Expense	\$ 94,704 *	128,218 *	116,126 *
34. Power & Mach. Bought (Farm Share)	4,954	4,217	5,736
35. Irrigation Equipment Bought			
36. Custom Work Equipment Bought			
37. Livestock Equipment Bought	851	1,623	788
38. New Real Estate - Buildings/Improvements	1,976	2,515	3,166
38A. New Real Estate - Land	2,068	2,316	6,991
39. Total Farm Purchases (33) Thru (38A)	\$ 104,553 *	138,889 *	132,807 *
40. Decrease in Farm Capital	9,049		33,700
41. Interest on Farm Capital (7% Chg)	39,642	38,682	61,390
42. Unpaid Family Labor	344	376	226
43. Labor Charge Partner & Other Operators	24		80
44. Board Furnished Hired Labor	14	27	19
45. Total Farm Expense (39) thru (44)	\$ 153,626 *	177,974 *	228,222 *
46. Return to Oper. Labor & Mgmt-Single Oper.			
(W.F.) (2A/40) - (45)	5,182 *	55,061 *	(40,561) *
47. Number of Operators	1	1	1
48. Full Time Operators Equivalents	1.06	1.07	1.09
49. Return to Operator Labor & Mgt/Full Time Operator Equivalent	5,280	53,391	(37,581)

Table 3 - Enterprise Statement For Whole Farm - 1985

Items	Average 289	High 58	Low 58
1. Returns & Net Increases			
2. Productive Livestock			
3. Dairy Cows	\$ 7,821	5,648	5,342
4. Other Dairy Cattle	1,747	1,032	682
5. Beef Breeding Cattle	1,173	649	1,737
6. Feeder Cattle	6,403	4,276	9,301
7. Hogs, Complete & Mixed	31,542	70,777	25,003
8. Hogs Finishing Enterprise	8,777	12,088	9,032
9. Producing Weaning Pigs	5,896	12,661	1,245
10. Sheep & Goats	630	735	376
11. Sheep, Feeder Lambs			
12. Chickens (Including Hens & Broilers)	171		830
13. Turkeys			
14. Other Productive Livestock	1	14	
15. Total All Productive Livestock	\$ 64,161 *	107,880 *	53,548 *
16. Value of Feed Fed to Livestock (Minus)	39,222	61,426	37,099
17. Return Over Feed From Livestock	24,938	46,456	16,450
18. Crop, Seed & Feed	63,464	98,217	68,236
18A. Crops + Supplies Purch For Resale (Net)	537	(629)	125
19. Patronage Refunds	340	351	489
20. Miscellaneous Farm Income	4,638	6,721	4,187
21. Custom Work Enterprises	218	117	177
22. Total Returns & Net Increases	\$ 94,135 *	151,233 *	89,664 *
23. Expenses & Net Decreases			
24. Truck & Auto (Farm Share)	\$ 4,116	4,495	4,822
25. Tractors & Crop Machinery	18,861	19,516	27,333
26. Irrigation Equipment			
27. Electricity	1,751	2,605	1,758
28. Livestock Equipment	2,884	4,583	3,162
29. Buildings, Fences & Tiling	6,450	6,564	10,508
30. Bare Land	933	(1,116)	4,539
31. Miscellaneous Livestock Expense	3,880	6,084	3,656
32. Labor-Paid, Unpaid, (Excl Custom Work labor)	3,535	6,088	3,953
33. Labor Charge for Other Operator(s)	24		80
34. Property Tax	3,682	3,625	5,418
35. General Farm Expense	2,846	4,667	3,190
35A. Telephone Expense	349	379	416
36. Interest on Farm Capital (7% Chg)	39,642	38,682	61,390
37. Total Expenses & Net Decreases	\$ 88,953 *	96,172 *	130,225 *
38. Return to Operator & Mgt. (Single Operator)	\$ 5,182	55,061	(40,561)
39. Number of Farm Operators	1	1	1
40. Full Time Operators Equivalents	1.06	1.07	1.09
41. Rtrn to Opr Labor & Mgt/Full Time Opr.	5,280	53,391	(37,581)

Table 3 combines Table 1, 2A & 3. Cash receipts and expenses are adjusted for changes in inventory for each enterprise and for each category of expense in order to show net increases and net decreases. The resulting return to operators labor and management is the same as those on page 6 Line 46.

Table 4 - Household and Personal Expenses - 1985

Items		Average of 221 FARMS	Per Adult Equivalent
1.	Number of Persons - Family	4	
2.	Number of Adult Equivalent - Family	2.8	
3.	Church & Welfare	\$ 701	250.36
4.	Medical Care & Health Insurance	2,097	748.93
5.	Food & Meals Bought	3,710	1,325
6.	Operating Expense & Supplies	1,520	542.86
7.	Furnishings & Equipment	874	312.14
8.	Clothing & Clothing Materials	1,041	371.49
9.	Personal Care & Spending	1,164	415.71
10.	Education	377	134.64
11.	Recreation	680	242.86
12.	Gifts & Special Events	622	222.14
12A.	Personal Interest	91	32.50
13.	Personal Share Truck & Auto Expense	901	321.79
14.	Operator Share Upkeep on Dwelling	182	65.00
14A.	Cash Rent (Personal)	11	3.93
15.	Personal Share Telephone & Elec. Exp	593	211.79
15A.	Personal Share - General Farm Expense	36	12.86
16.	Total Cash Living Expense	\$ 14,600	5,214.00 *
17.	Personal Share New Truck & Auto	428	152.86
18.	New Dwelling Bought	208	74.29
19.	Taxes & Other Deductions	1,127	402.50
20.	Life Insurance	984	351.43
21.	Total Household & Personal	\$ 17,347	6,195.36 *
22.	Total Family Living	236	84.29
23.	Total Cash & Non-Cash Expenses	\$ 17,583	6,280.00 *
23A.	Paid on Personal Debt	166	59.29
23B.	Savings + Investments (Excl. Life Ins)	708	252.86
23C.	Total Cash/Noncash Funds for Pers. Use	18,458	

## Family Living From The Farm

	Quantity	Operator Share
26. Milk & Cream (Quarts)	74	21
27. Beef + Buffalo (Pounds)	223	138
28. Pork (Pounds)	181	73
29. Lamb, Mutton, Goat (Pounds)	3	2
30. Poultry, All Fowl (Pounds)	2	1
32. Vegetables, Fruits & Other Prod. + Fuel		1
33. Total Family Living From the Farm		\$ 236 *

Household and personal accounts are important if the family is to manage their financial affairs wisely. The household and personal expenses and receipts are presented in Table 4. \*These families spent an average of \$1,220 per month for cash living expense (line 16) and a total of \$1,445 per month for total personal and household expense (Line 21).

\*\*Table 4 includes 221 farm families who kept complete household and personal records.

Table 5 - Statement of Financial Position - 1985  
For Those Operators With a Complete Record of Assets & Liabilities

Items	Average 289	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 40,367	37,344
2. Crop, Seed & Feed	50,884	55,807
3. Total Power, Machinery & Equipment	44,965	38,227
4. Bare Land	141,736	142,835
5. Buildings, Fences, Etc.	41,511	37,983
6. Total Farm Capital	\$ 319,463	312,196 *
7. Non-Farm Assets	21,066	22,176
7A. Cash On Hand & In Bank	5,203	6,640
7B. Non Farm Real Estate	1,511	1,808
8. Dwelling	18,007	18,492
9. Total Assets	\$ 365,250	361,312 *
10. Real Estate Mortgages	110,791	109,440
11. Chattel Mortgages	66,685	66,517
12. Notes	26,525	23,784
13. Accounts Payable	3,296	3,315
14. Total Liabilities	\$ 207,297	203,056 *
15. Farmers Net Worth	\$ 157,953	158,256 *
16. Gain (or Loss) in Net Worth		\$ 303 *
* * * * *		
17. Supplementary Management Information		
18. Return to Operators Labor & Mgmt. (6B/47)	\$ 4,619	
19. Return to Capital & Family Labor (6b/48)	8,753	
20. Non-Farm Income		
21. Outside Investment Income	747	
22. Other Personal Income & Income Tax Refund	7,333	
22A. Sale of (P.S.) Dwelling, Auto & Truck	11	
23. Total Non-Farm Income	\$ 8,091	
24. Total Family Farm & Non-Farm Income	\$ 16,844	
25. Total Money Borrowed (Business + Personal)	85,503	
26. Total Paid on Debt (Principal-Business Only)	89,238	
27. Total Cash/Noncash Expense/Pers. Use (4/23C)	18,458	
28. Ratio: Total Farm-Expenses To Receipts (O.S.)	0.971	
29. Ratio: Total-Assets to Liabilities	Jan. 1 1.762	Dec. 31 1.779
30. Ratio: Non-Real Estate-Assets to Liab.	1.684	1.711
31. Ratio: Real Estate-Assets to Liab.	1.830	1.838
32. Ratio: Net Worth to Total Liabilities	0.762	0.779
33. *Ratio: Cash Oper. Exp to adj Total Farm Sales (O.S.)		0.836
34. Ratio: Total Farm Recpts to Ave Farm Capital (W.F.)		0.295
35. Ratio: Total Farm Recpts to Ave Farm Capital (O.S.)		0.504
36. Inventoried Value of Farm Per Owned Acre		1,384
37. Inventoried Value of Farm Per Tillable Acre		1,582
38. Debt (All Sources) Per Acre Owned		1,410
*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	56 High Profit Farms		56 Low Profit Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 36,619	34,747	\$ 53,696	46,016
2. Crop, Seed & Feed	46,471	66,932	87,682	79,673
3. Total Power, Machinery & Equipment	38,733	35,875	67,758	53,855
4. Bare Land	98,430	101,745	263,039	262,647
5. Buildings, Fences, Etc.	31,130	29,788	72,340	65,039
6. Total Farm Capital	\$ 251,383	269,087 *	\$ 544,515	507,230 *
7. Non-Farm Assets	17,122	18,740	34,229	34,993
7A. Cash On Hand & In Bank	1,998	2,400	12,498	14,153
7B. Non Farm Real Estate	207	207	1,934	3,417
8. Dwelling	19,282	19,480	22,686	24,723
9. Total Assets	\$ 289,992	309,914 *	\$ 615,862	584,516 *
10. Real Estate Mortgages	101,011	101,722	163,302	158,985
11. Chattel Mortgages	84,273	81,043	88,384	86,988
12. Notes	14,305	11,418	48,674	43,678
13. Accounts Payable	5,474	4,301	3,276	4,108
14. Total Liabilities	\$ 205,063	198,484 *	\$ 303,636	293,759 *
15. Farmers Net Worth	\$ 84,929	111,430 *	\$ 312,226	290,757 *
16. Gain (or Loss) in Net Worth		\$ 26,501 *		\$ (21,469) *
* * * * *				
17. Supplementary Management Information				
18. Return to Operators Labor & Mgmt. (6B/47)	41,430		(30,753)	
19. Return to Capital & Family Labor (6B/48)	41,022		(20,480)	
20. Non-Farm Income				
21. Outside Investment Income	330		1,306	
22. Other Personal Income & Income Tax Refund	7,847		8,815	
22A. Sale of (P.S.) Dwelling, Auto & Truck			13	
23. Total Non-Farm Income	8,177		10,134	
24. Total Family Farm & Non-Farm Income	49,199		(10,346)	
25. Total Money Borrowed (Business + Personal)	91,268		110,626	
26. Total Paid on Debt (Principal-Business Only)	97,998		118,037	
27. Total Cash/Noncash Expense/Pers. Use (4/23C)	16,808		20,694	
28. Ratio: Total Farm-Expenses To Receipts (O.S.)	0.769		1.144	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
29. Ratio: Total-Assets to Liabilities	1.414	1.561	2.028	1.990
30. Ratio: Non-Real Estate-Assets to Liab.	1.355	1.640	1.823	1.697
31. Ratio: Real Estate-Assets to Liab.	1.476	1.487	2.204	2.238
32. Ratio: Net Worth to Total Liabilities	0.414	0.561	1.028	0.990
33. *Ratio: Cash Oper. Exp to adj Total Farm Sales (O.S.)		0.783		0.878
34. Ratio: Total Farm Recpts to Ave Farm Capital (W.F.)		0.347		0.268
35. Ratio: Total Farm Recpts to Ave Farm Capital (O.S.)		0.688		0.411
36. Inventoried Value of Farm Per Owned Acre		1,750		1,392
37. Inventoried Value of Farm Per Tillable Acre		2,000		1,610
38. Debt (All Sources) Per Acre Owned		2,300		1,160

\*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.

\*The ratio of total farm expense to total farm receipts (line 28) is a way of expressing the so-called margin. It answers the question, "How many dollars does it cost me to take in \$100?"

\*\*The ratio of assets to liabilities (line 29) indicates the degree of solvency at the beginning and end of the year. This ratio is often referred to as the "Net Capital Ratio". It answers the question: "How many dollars of total assets do I have to cover each dollar of debt?"

Table 6A - Operator's Share of Cash Receipts - 1985

Items	Average 289	High 58	Low 58
1. Sale of Livestock & Livestock Products			
2. Dairy Cows	\$ 602	421	562
3. Dairy Products	7,852	6,162	8,032
4. Other Dairy Cattle	766	459	606
5. Beef Breeding Cattle	774	412	1,451
6. Beef Feeder Cattle	17,771	12,085	36,097
7. Hogs Complete & Mixed	32,270	40,379	35,605
8. Hogs Finishing	14,796	10,893	19,160
9. Hogs Producing Weaning Pigs	4,157	6,263	
10. Sheep, Goats & Wool, Farm Flock	619	1,000	586
11. Sheep & Wool, Feeder Lambs			
12. Chickens (Including Hens & Broilers)	1		3
13. Turkeys			
14. Eggs	262		1,266
15. Other Productive Livestock	3	12	
16. Other Miscellaneous Livestock Income	233	48	666
17. Total Sales of Productive Livestock	\$ 80,106 *	78,134 *	104,034 *
18. Sale of Crops			
19. Wheat	801	948	461
20. Other Small Grains	325	321	400
21. Corn	24,441	27,822	33,851
22. Soybeans	25,901	27,817	38,087
22A. Sunflowers			
23. Other Row Crops	893	2,435	1,580
24. Legumes & Other Forage	476	443	741
25. Grass Seed			
26. Fruit & Nuts			
27. Vegetable Roadside Market & Specialty			
28. Nursery, Timber & Other	484	486	459
29. Set Aside Acres-Government Payments	5,844	6,572	10,225
29A. Pick Acres			
29B. Sale of Crops+Supplies Purch for Resale	1,430	511	2,122
30. Total Sales From Crops + Supplies	\$ 60,595 *	67,355 *	87,926 *
31. Cap. Assets Sold (Auto/Trk/Mach.)	418	230	383
31A. Cap. Assets Sold (Bldgs & Improvements)	11	30	
31B. Cap. Assets Sold (Land)	872		4,347
32. Gas Tax Refund			
33. Income From Work Off the Farm	1,353	1,309	1,956
34. Custom Work Enterprise Income	1,063	557	4,093
35. Patronage Refunds	337	408	628
36. Miscellaneous Farm Income	4,607	7,541	5,267
37. Total Farm Sales	\$ 149,362 *	155,564 *	208,634 *
38. Increase in Farm Capital		17,704	
39. Family Living From the Farm	235	183	295
40. Total Farm Receipts (37)+(38)+(39)	\$ 149,597 *	173,451 *	208,929 *
41. Adjusted Total Farm Sales (37) - (31)	148,061	155,304	203,904
42. Total Cash Farm Operating Expense	123,765	121,547	178,853
43. Net Cash Operating Income	\$ 24,299 *	33,757 *	25,049 *

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

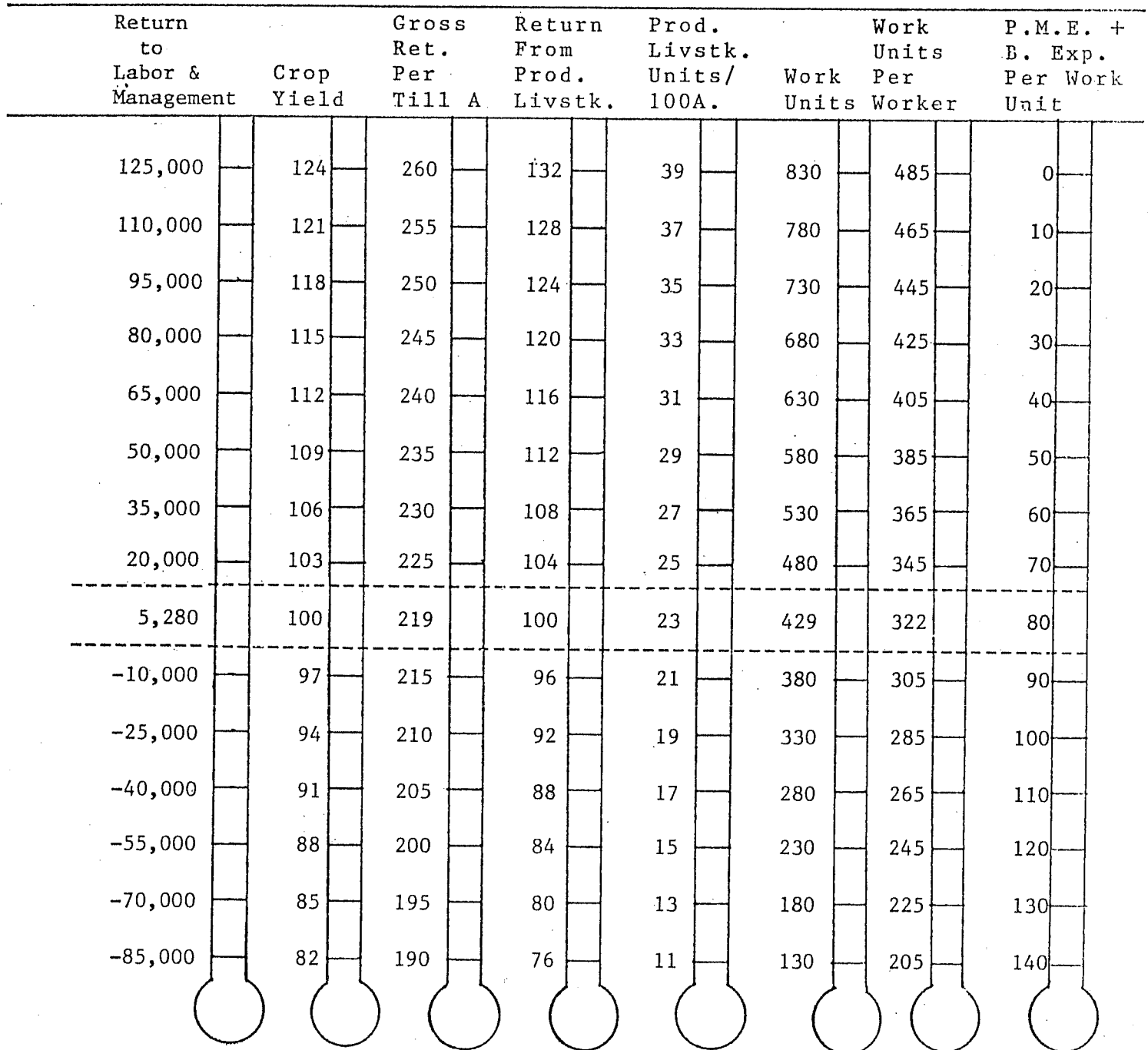
Items	Average 289	High 58	Low 58
1. Purchase of Livestock			
2. Dairy Cows	\$ 229	568	150
3. Other Dairy Cattle	258	31	118
4. Beef Breeding Cattle	214	679	175
5. Beef Feeder Cattle	8,021	2,919	20,721
6. Hogs Complete & Mixed	1,597	1,058	3,291
7. Hogs Finishing	3,865	1,813	6,156
8. Hogs Producing Weaning Pigs	410	598	
9. Sheep & Goats	58	24	94
10. Sheep, Feeder Lambs			
11. Chickens (Including Hens & Broilers)	5		2
12. Turkeys			
13. Other Productive Livestock			
14. Miscellaneous Livestock Expense	3,829	3,439	4,459
14A. Purch of Crops/Supplies Purch for Resale	1,070	1,299	902
15. Feed Bought	24,367	22,477	28,793
16. Fertilizer	5,992	6,319	7,665
17. Chemicals	4,741	5,240	6,420
18. Other Crop Expense	9,637	11,135	12,483
19. Irrigation Operation Expense			
20. Custom Work Ent. Costs, Incl. Labor	772	200	3,532
21. Custom Work Hired	2,267	3,203	2,241
22. Repair & Upkeep of Livestock Equip.	1,033	935	1,093
23. Repair & Upkeep of Farm Real Estate	832	749	1,286
24. Gas, Diesel + Lubricants (F S)	5,405	5,471	6,699
25. Repair of Mach, Tractor, Truck & Auto	5,981	5,791	8,634
26. Repair & Upkeep of Irrigation Equip.			
27. Repairs - Custom Work Enterprise	51	96	88
28. Wages of Hired Labor	3,326	3,462	5,361
29. Personal Property & Real Estate Taxes	1,385	1,069	2,646
30. Cash Rent	15,262	18,799	23,298
31. General Farm Expense	2,820	3,190	4,026
32. Telephone Expense (Farm Share)	345	316	382
33. Electricity Expense (Farm Share)	1,730	1,940	1,905
34. Interest Actually Paid	18,263	18,728	26,232
35. Total Cash Operating Expense	\$ 123,765 *	121,548 *	178,852 *
36. Power & Mach. Bought (Farm Share)	4,880	3,839	4,931
37. Irrigation Equipment Bought			
38. Custom Work Equipment Bought			
39. Livestock Equipment Bought	838	1,168	462
40. New Real Estate - Buildings/Improvements	1,933	2,532	3,675
40A. New Real Estate - Land	2,068	3,315	4,291
41. Total Farm Purchases (33) Thru (38A)	\$ 133,484 *	132,402 *	192,211 *
42. Decrease in Farm Capital	7,346		37,179
43. Interest on Farm Capital (7% Chg)	3,790	(511)	10,049
44. Unpaid Family Labor	344	103	224
45. Board Furnished Hired Labor	14	27	19
46. Total Farm Expense (41) Thru (45)	\$ 144,978 *	132,021 *	239,682 *
47. Return to Oper. Labor & Mgmt-Single Opert. (6A/40) - (46)	\$ 4,619 *	41,430 *	(30,753) *
48. Return to Capital & Family Labor (47)+(44)+(43)	\$ 8,753	41,022	(20,480)

Return to Capital and Family Labor, Line 48 of this page represents the amount available for debt service, living expenses and savings.



## THERMOMETER CHART

Using your figures from page 15, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the farms included in this summary are located between the dotted lines across the center of the chart.



## 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 13.

1. RET TO LABOR & MGT - A measure of the relative financial return for the operator's labor taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found in Table 2 and Table 3.
2. CROP YIELD INDEX - A measure of the crop yield level for all crops produced expressed as a percentage of the average.
3. PERCENT OF TILLABLE LAND IN HIGH RETURN CROPS - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on soil, TDN yield, labor required, etc. Ratings can be found on Table 9.
4. GROSS RETURN PER ACRE - An additional measure of crop selection based on total production times an average price for the crops.
5. RETURN PER \$100 FEED FED TO PRODUCTIVE LIVESTOCK - Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.
6. LIVESTOCK UNITS PER 100 ACRES - A measure of livestock density or population. Unit values are assigned to the various classes of livestock.
7. SIZE OF BUSINESS - WORK UNITS - A measure of the total work load. A work unit represents the average accomplishment of a worker in one 10 hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.
8. WORK UNITS PER WORKER - MEASURES LABOR EFFICIENCY - It is the total work units divided by the number of workers including the operator, hired labor, and family labor.
9. POWER, MACHINERY, EQUIPMENT AND BUILDING EXPENSE PER WORK UNIT - A measure of expense control. It is the total cost of items listed in Table 3 divided by the number of work units.
10. FARM CAPITAL INVESTMENT PER WORKER - Indicates size of business. Useful in comparing a farm business to other industries or businesses.

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

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

Table 8 - Measures of Farm Organization and Management Efficiency - 1985

Items	Average 289	High 58	Low 58
1. Return to Operators Labor & Management	\$ 5,182	55,061	(40,561)
2. Crop Yield Index	100.0	98.5	96.9
3. % Tillable Land in High Return Crops	95.9	96.9	97.0
4. Gross Return per Tillable Acre	\$ 219.52	224.11	223.67
5. Return per \$100 Feed Fed Productive Livestock Index	100.0	102.9	89.1
6. *Livestock Units per 100 Acres	22.96	31.54	15.98
7. Size of Business - Work Units	428.65	566.49	437.07
8. Work Units per Worker	332.29	407.55	323.76
9. Power, Machinery, Equipment, Building Expense per Work Unit	\$ 79.53	66.66	108.87
10. Farm Capital Investment per Worker	\$ 438,999	379,554	649,627
*****			
30. Number of Animal Units	93.56	154.74	81.37
31. Work Units			
32. Crops	198.03	244.37	248.66
33. Productive Livestock	215.45	308.40	167.43
34. Other Productive Livestock	15.17	13.72	20.98
35. Expenses Per Work Unit			
36. Tractor & Crop Machinery Expenses	\$ 44.04	34.45	62.54
37. Farm Share of Auto & Truck	\$ 9.61	7.93	11.03
38. Farm Share of Electric Expense	\$ 4.09	4.60	4.02
39. Livestock Equipment Expense	\$ 6.73	8.09	7.23
40. Building, Fence & Tiling Expense	\$ 15.06	11.59	24.04
40A. Other exp/Work Units (Inc. Custom Ent)			
40B. General Farm Telephone/Other Utilities Except Electricity	\$ 7.45	8.91	8.25
40C. Hired Labor	\$ 7.77	10.10	8.96
41.** Tractor & Crop Machinery Expense per Crop Acre	\$ 46.44	39.78	53.66
42. Farm Power & Machinery Cost Allocation To Livestock	\$ 2,171.38	2,388.94	2,241.10
43. Bldg., Fence & Tiling Cost Allocated to Crops BCAF (5)	\$ 3,448.53	2,658.67	6,961.66
44. *Acres Include All Tillable Land, Non-Tillable Hay & Pasture			
45. **Acres Include all Tillable Land Plus Acres in Non-Tillable Hay			

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

Crop	ACRES		
	Average of 289 Farms	58 Most Profitable Farms	58 Least Profitable Farms
Total Small Grain + Canning Peas	16.1 *	14.0 *	15.0 *
Total Row Crop	351.9 *	443.5 *	445.1 *
Total Legumes, Including Seed	10.6 *	5.4 *	12.7 *
Total Other Hay	0.5 *	0.8 *	1.3 *
Total Silage + Fodder	7.5 *	4.0 *	8.6 *
Total Tillable Pasture	0.1 *	*	0.4 *
Total Fallow + Idle Land	17.9 *	19.7 *	25.6 *
Total Tillable Land	404.6 *	487.4 *	508.7 *
Total Non-Tillable Hay/Pasture	3.0 *	3.2 *	0.6 *
Wild Hay Not Harvested (Non-Tillable)	1.6	0.1	2.2
Pasture Not Harvested	11.6	6.6	20.0
Roads + Waste	8.1	6.7	13.1
Farmstead	9.2	8.9	10.7
TOTAL LAND NOT HARVESTED	30.5 *	22.3 *	46.0 *
TOTAL NON-TILLABLE LAND	33.5 *	25.5 *	46.6 *
TOTAL LAND IN FARM OR RANCH	438.1 *	512.9 *	555.3 *
*****			

## SUPPLEMENTARY MANAGEMENT INFORMATION

	289 Average All Farms	44 High Earnings Farms	44 Low Earnings Farms
Percent Land Tillable	92.4	95.0	91.4
Percent land in High Return Crops	95.9	96.9	97.0
*Fertilizer Cost per Acre	19.08	17.77	20.38
*Crop Chemicals per Acre	13.19	12.85	13.91
*Seed and Other Costs per Acre	26.12	26.93	27.93
*Gas, Diesel + Lubricants per Acre	15.23	15.01	14.30
*Repair and Maintenance Cost per Acre	15.70	14.92	16.42

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

\*\*\*\*\*

## YIELDS

	Number of Farms Growing	Crop Rank	Average Yield All Growers	20% High Yield	20% Low Yield
Corn	289	A	122.4	149.3	95.7
Soybeans	289	A	33.4	42.8	23.4
Alfalfa Hay	133	B	4.1	6.2	2.0
Corn Silage	80	B	16.3	20.2	12.0
Spring Wheat	57	C	54.4	65.1	40.0
Oats	130	D	77.9	96.7	54.5

Table 10 - Crop Data For Oats, Feed - 1985

	Average 130	High 26	Low 26
1. Acres	19.7	18.7	22.2
	Per Acre	Per Acre	Per Acre
2. Yield	77.9	96.7	54.5
3. Value Per Production Unit	1.17	1.19	1.16
4. Crop Product Return	\$ 91.12	115.08	63.24
5. Other Crop Income**	36.60	82.30	11.76
6. Total Crop Return	\$ 127.72 *	197.38 *	75.00 *
7. Direct Costs			
8. Fertilizer	8.68	5.94	11.22
9. Chemicals	1.12	1.02	1.17
10. Seed	7.87	7.06	9.64
10A. Crop Drying			
10B. Other Expense	2.23	3.26	4.60
11. Special Hired Labor	0.25	0.48	0.36
12. Custom Work Hired	3.91	3.21	5.04
13. Irrigation Operation			
14. Total Direct Costs	\$ 24.06	20.97	32.03
15. Return Over Direct Costs	\$ 103.66 *	176.41 *	42.97 *
16. Allocated Costs (Direct + Fixed)			
17. Farm Power + Machinery - Ownership	15.74	27.07	12.85
18. Farm Power + Machinery - Operation	15.88	16.24	13.46
19. Irrig. Equip Ownership (Manual Alloc)			
20. Land Costs	67.23	72.62	63.85
21. Miscellaneous Costs	0.46		0.05
22. *Interest on Mach. + Equip. Investment	3.58	4.64	3.31
23. Total Allocated Costs	\$ 102.89	120.57	93.52
24. Return Over All Listed Costs	\$ 0.77 *	55.84 *	(50.55) *
25. Supplementary Management Information			
26. Work Units Assigned Per Acre	0.30	0.30	0.30
27. Power Costs Allocation Factor	1.00	1.00	1.00
28. Total Listed Cost/Unit of Production	1.63	1.46	2.30
29. Return Over Listed Costs Per Unit	0.01	0.58	(0.93)
30. Breakeven Yield/Units of Production	108.50	118.94	108.23
30A. Estimated Total Machine Costs/Acre	37.77	50.09	32.86
31. Total Listed Costs Per Acre	\$ 126.95 *	141.54 *	125.55 *
32. Other Possible Costs Not Listed			
33. Utilities + Other General Farm Expenses	3.43	2.51	2.78
33A. Buildings, Fences + Tiling Costs	-----	-----	-----
34. Interest Allocation	-----	-----	-----
35. Other Costs Not Listed	-----	-----	-----
36. Total Costs	-----	-----	-----

\*Does not include interest on investment of irrigation equipment

\*\*Line 5 includes value of crop residue, straw, insurance loss payments and disaster aid payments.

LINES 13,17,18, + 22 were allocated to this crop by special formula

Table 10 - Crop Data For Spring Wheat, Canning Peas, &amp; Sugarbeets

	Canning Peas 8 Farms	Wheat 57 Farms	Sugarbeets 5 Farms
1. Acres	32.4	32.0	96.6
	Per Acre	Per Acre	Per Acre
2. Yield	277.69	54.4	17.6
3. Value Per Production Unit	1.00	3.20	31.18
4. Crop Product Return	\$ 277.69	174.00	548.07
5. Other Crop Income**		19.03	6.41
6. Total Crop Return	\$ 277.69 *	193.03 *	554.48 *
7. Direct Costs			
8. Fertilizer	9.60	15.34	34.99
9. Chemicals	0.86	2.97	39.18
10. Seed	4.41	8.97	25.14
10A. Crop Drying			
10B. Other Expense	3.02	3.19	11.79
11. Special Hired Labor	9.97	0.31	25.43
12. Custom Work Hired	0.74	1.47	45.54
13. Irrigation Operation			
14. Total Direct Costs	\$ 28.60	32.25	182.07
15. Return Over Direct Costs	\$ 249.09 *	160.78 *	372.41 *
16. Allocated Costs (Direct + Fixed)			
17. Farm Power + Machinery - Ownership	17.09	13.54	51.08
18. Farm Power + Machinery - Operation	22.01	16.65	91.72
19. Irrig. Equip. Ownership (Manual Alloc)			
20. Land Costs	93.00	66.25	80.80
21. Miscellaneous Costs		0.19	
22. *Interest on Mach. + Equip. Investment	4.90	3.73	13.64
23. Total Allocated Costs	\$ 137.00	100.36	237.24
24. Return Over All Listed Costs	\$ 112.09 *	60.42 *	135.17 *
25. Supplementary Management Information			
26. Work Units Assigned Per Acre	0.40	0.30	2.00
27. Power Costs Allocation Factor	1.00	1.00	1.00
28. Total Listed Cost/Unit of Production	0.60	2.44	23.85
29. Return Over Listed Costs Per Unit	0.40	1.11	7.69
30. Breakeven Yield/Units of Production	165.60	41.44	13.45
30A. Estimated Total Machine Costs/Acre	44.49	34.90	186.82
31. Total Listed Costs Per Acre	\$ 165.60 *	132.61 *	419.31 *
32. Other Possible Costs Not Listed			
33. Utilities +Other General Farm Expenses	4.63	2.72	17.34
33A. Buildings, Fences + Tiling Costs	-----	-----	-----
34. Interest Allocation	-----	-----	-----
35. Other Costs Not Listed	-----	-----	-----
36. Total Costs	-----	-----	-----

\*Does not include interest on investment of irrigation equipment

\*\*Line 5 includes value of crop residue, straw, insurance loss payments and disaster aid payments.

Lines 13,17,18, + 22 were allocated to this crop by special formula

Table 10 - Crop Data For Corn For Grain - 1985

	Average 289	High 82	Low 82
1. Acres	126.1	138.9	113.0
	Per Acre	Per Acre	Per Acre
2. Yield	122.4	149.3	95.7
3. Value Per Production Unit	2.36	2.37	2.36
4. Crop Product Return	\$ 288.83	353.95	225.93
5. Other Crop Income**	3.76	6.25	2.97
6. Total Crop Return	\$ 292.59 *	360.20 *	228.90 *
7. Direct Costs			
8. Fertilizer	36.45	36.61	36.70
9. Chemicals	14.77	14.92	15.22
10. Seed	19.95	20.82	20.66
10A. Crop Drying	13.11	11.93	13.79
10B. Other Expense	4.12	4.33	5.03
11. Special Hired Labor	1.14	2.23	0.44
12. Custom Work Hire	2.51	2.04	4.52
13. Irrigation Operation			
14. Total Direct Costs	\$ 92.05	92.88	96.36
15. Return Over Direct Costs	\$ 200.54 *	267.32 *	132.54 *
16. Allocated Costs (Direct + Fixed)			
17. Farm Power + Machinery - Ownership	25.38	27.53	22.12
18. Farm Power + Machinery - Operation	28.32	28.71	27.57
19. Irrig. Equip Ownership (Manual Alloc)			
20. Land Costs	76.17	81.59	64.15
21. Miscellaneous Costs	0.26	0.10	0.58
22. *Interest on Mach. + Equip. Investment	6.66	6.89	5.85
23. Total Allocated Costs	\$ 136.79	144.82	120.27
24. Return Over All Listed Costs	\$ 63.75 *	122.50 *	12.27
25. Supplementary Mangement Information			
26. Work Units Assigned Per Acre	0.55	0.55	0.55
27. Power Costs Allocation Factor	1.00	1.00	1.00
28. Total Listed Cost/Unit of Production	1.87	1.59	2.26
29. Return Over Listed Costs Per Unit	0.52	0.82	0.13
30. Breakeven Yield/Units of Production	96.97	100.30	91.79
30A. Estimated Total Machine Costs/Acre	62.03	64.49	58.55
31. Total Listed Costs Per Acre	\$ 228.84 *	237.70 *	216.63 *
32. Other Possible Costs Not Listed			
33. Utilities + Other General Farm Expenses	6.64	7.66	4.56
33A. Buildings, Fences + Tiling Costs	-----	-----	-----
34. Interest Allocation	-----	-----	-----
35. Other Costs Not Listed	-----	-----	-----
36. Total Costs	-----	-----	-----

\*Does not include interest on investment of irrigation equipment

\*\*Line 5 includes value of crop residue, corn stalks, insurance loss payments, and disaster aid payments.

LINES 13,17,18, + 22 were allocated to this crop by special formula

Table 10 - Crop Data For Soybeans - 1985

	Average 289	High 80	Low 80
1. Acres	131.2	97.0	122.2
	Per Acre	Per Acre	Per Acre
2. Yield	33.4	42.8	23.4
3. Value Per Production Unit	4.93	4.94	4.93
4. Crop Product Return	\$ 164.81	211.56	115.55
5. Other Crop Income**	3.29	4.56	0.85
6. Total Crop Return	\$ 168.10 *	216.12 *	116.40 *
7. Direct Costs			
8. Fertilizer	1.52	0.89	1.18
9. Chemicals	13.23	12.34	14.22
10. Seed	9.78	8.66	9.88
10A. Crop Drying	0.29	0.52	0.04
10B. Other Expense	7.64	7.65	8.09
11. Special Hired Labor	1.60	1.25	0.69
12. Custom Work Hired	1.80	0.83	3.83
13. Irrigation Operation			
14. Total Direct Costs	\$ 35.86	32.14	37.93
15. Return Over Direct Costs	\$ 132.24 *	183.98 *	78.47 *
16. Allocated Costs (Direct + Fixed)			
17. Farm Power + Machinery - Ownership	21.12	27.90	17.04
18. Farm Power + Machinery - Operation	22.32	24.93	18.24
19. Irrig. Equip Ownership (Manual Alloc)			
20. Land Costs	74.64	78.61	67.19
21. Miscellaneous Costs	0.28	0.78	
22. *Interest on Mach. + Equip. Investment	5.12	6.65	4.20
23. Total Allocated Costs	\$ 123.48	138.87	106.67
24. Return Over All Listed Costs	\$ 8.76 *	45.11 *	(28.20) *
25. Supplementary Management Information			
26. Work Units Assigned Per Acre	0.45	0.45	0.45
27. Power Costs Allocation Factor	1.00	1.00	1.00
28. Total Listed Cost/Unit of Production	4.76	3.99	6.16
29. Return Over Listed Costs Per Unit	0.27	1.05	(1.18)
30. Breakeven Yield/Units of Production	32.39	34.62	29.69
30A. Estimated Total Machine Costs/Acre	49.76	60.03	42.03
31. Total Listed Costs Per Acre	\$ 159.34 *	171.01 *	144.60 *
32. Other Possible Costs Not Listed			
33. Utilities + Other General Farm Expenses	5.25	4.33	3.89
33A. Buildings, Fences, + Tiling Costs	-----	-----	-----
34. Interest Allocation	-----	-----	-----
35. Other Costs Not Listed	-----	-----	-----
36. Total Costs	-----	-----	-----

\*Does not include interest on investment of irrigation equipment

\*\*Line 5 includes value of crop residue, straw, insurance loss payments, and disaster aid payments.

LINES 13,17,18, + 22 were allocated to this crop by special formula



Table 10 - Crop Data For Alfalfa Hay - 1985

	Average 133	High 27	Low 27
1. Acres	23.4	25	16.8
	Per Acre	Per Acre	Per Acre
2. Yield	4.1	6.2	2
3. Value Per Production Unit	61.33	65.19	57.65
4. Crop Product Return	\$ 249.14	406.80	116.67
5. Other Crop Income			1.13
6. Total Crop Return	\$ 249.14 *	406.80 *	117.80 *
7. Direct Costs			
8. Fertilizer	11.92	17.04	8.27
9. Chemicals	0.09	0.20	0.24
10. Seed	7.99	6.56	10.60
10A. Crop Drying			
10B. Other Expense	2.26	2.12	2.26
11. Special Hired Labor	1.41	0.60	2.98
12. Custom Work Hired	5.00	5.68	9.64
13. Irrigation Operation			
14. Total Direct Costs	\$ 28.67	32.20	33.99
15. Return Over Direct Costs	\$ 220.47 *	374.60 *	83.81 *
16. Allocated Costs (Direct + Fixed)			
17. Farm Power + Machinery - Ownership	28.05	30.05	26.97
18. Farm Power + Machinery - Operation	34.94	41.97	35.21
19. Irrig. Equip Ownership (Manual Alloc)			
20. Land Costs	70.58	72.63	68.74
21. Miscellaneous Costs	0.04		0.42
22. *Interest on Mach. + Equip. Investment	7.95	7.39	8.38
23. Total Allocated Costs	\$ 141.56	152.04	139.72
24. Return Over All Listed Costs	\$ 78.91 *	222.56 *	(55.91) *
25. Supplementary Management Information			
26. Work Units Assigned Per Acre	0.60	0.60	0.60
27. Power Costs Allocation Factor	1.00	1.00	1.00
28. Total Listed Cost/Unit of Production	41.94	29.53	85.85
29. Return Over Listed Costs Per Unit	19.43	35.67	(27.65)
30. Breakeven Yield/Units of Production	2.78	2.83	3.01
30A. Estimated Total Machine Costs/Acre	74.28	83.20	76.99
31. Total Listed Costs Per Acre	\$ 170.23 *	184.24 *	173.71 *
32. Other Possible Costs Not Listed			
33. Utilities + Other General Farm Expenses	6.68	4.92	6.51
33A. Buildings, Fences + Tiling Costs	-----	-----	-----
34. Interest Allocation	-----	-----	-----
35. Other Costs Not Listed	-----	-----	-----
36. Total Costs	-----	-----	-----

\*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 And Oats Silage - 1985

	Corn Silage 80 Farms	Oats Silage 20 Farms
1. Acres	23.8	15.4
	Per Acre	Per Acre
2. Yield	16.3	8.8
3. Value Per Production Unit	18.48	16.10
4. Crop Product Return	\$ 302.10	141.17
5. Other Crop Income**		12.66
6. Total Crop Return	\$ 302.10 *	153.83 *
7. Direct Costs		
8. Fertilizer	29.92	15.06
9. Chemicals	13.11	1.23
10. Seed	17.86	12.99
10A. Crop Drying		
10B. Other Expense	5.04	0.52
11. Special Hired Labor	0.67	1.75
12. Custom Work Hired	2.56	4.42
13. Irrigation Operation		
14. Total Direct Costs	\$ 69.16	35.97
15. Return Over Direct Costs	\$ 232.94 *	117.86 *
16. Allocated Costs (Direct + Fixed)		
17. Farm Power + Machinery - Ownership	28.45	16.99
18. Farm Power + Machinery - Operation	35.51	25.37
19. Irrig. Equip Ownership (Manual Alloc)		
20. Land Costs	68.33	73.25
21. Miscellaneous Costs		
22. *Interest on Mach. + Equip. Investment	7.80	3.65
23. Total Allocated Costs	\$ 140.09	119.26
24. Return Over All Listed Costs	\$ 92.85 *	(1.40) *
25. Supplementary Mangement Information		
26. Work Units Assigned Per Acre	0.60	0.40
27. Power Costs Allocation Factor	1.00	1.00
28. Total Listed Cost/Unit of Production	12.84	17.71
29. Return Over Listed Costs Per Unit	5.70	(0.16)
30. Breakeven Yield/Units of Production	11.32	9.64
30A. Estimated Total Machine Costs/Acre	73.47	48.96
31. Total Listed Costs Per Acre	\$ 209.25 *	155.23 *
32. Other Possible Costs Not Listed		
33. Utilities + Other General Farm Expenses	7.00	7.54
33A. Buildings, Fences + Tiling costs	-----	-----
34. Interest Allocation	-----	-----
35. Other Costs Not Listed	-----	-----
36. Total Costs	-----	-----

\*Does not include interest on investment of irrigation equipment

\*\*Line 5 includes value of insurance loss payments and disaster aid payments.

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. Table 11 through 17A pertain to the major Livestock Enterprises.

Since feed is the largest single item of cost for all classes of livestock, return above feed costs has been used to classify farms into high and low average groups.

Other cash cost items that are relatively easy to identify and classify in the record book are listed in each of the tables as other direct costs to livestock enterprises. The return over feed and supplemental cost, therefore, is not a new return, but rather the amount available after paying for the feed and those cost items listed to cover outlay for the costs of buildings, machinery, equipment, labor, taxes, insurance, interest, and other fixed costs.

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

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

The items listed as supplementary management information provide further clues to the reasons for high, low or average livestock returns.

All livestock costs and returns for livestock enterprises are computed as return per head or per hundred weight produced.

## AVERAGE PRICES USED FOR 1985 FARM GROWN FEEDS

GRAINS	OTHER ROUGHAGES	PASTURE
CORN . . . . . \$3.00 PER BU.	CORN SILAGE . . . . . \$20.00 PER TON	COWS . . . . . \$9.00 PER HEAD/MO.
OATS . . . . . \$1.30 PER BU.	GRASS SILAGE . . . . . \$16.00 PER TON	YOUNG CATTLE . . . \$4.50 PER HEAD/MO.
	LEGUME HAYLAGE . . . \$30.00 PER TON	HOGS . . . . . \$1.00 PER HEAD/MO.
	OATS STRAW . . . . . \$1.00 PER BALE	SHEEP . . . . . \$1.25 PER HEAD/MO.
HAY	CORN STACKS . . . . . \$10.00 PER TON	LAMBS . . . . . \$ .90 PER HEAD/MO.
ALFALFA . . . . . \$60.00 PER TON		
MIXED HAY . . . . . \$50.00 PER TON		
WILD HAY . . . . . \$55.00 PER TON		

## EXPLANATION OF WORK UNITS

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

## WORK UNITS FOR EACH CLASS OF LIVESTOCK &amp; EACH ACRE OF CROP

ITEM	NO. OF WORK UNITS	ITEM	NO. OF WORK UNITS	ITEM	NO. OF WORK UNITS
DAIRY COW	7.0/COW	BARLEY, WHEAT	.30/ACRE	SUGARBEETS	2.00/ACRE
OTHER DAIRY CATTLE	1.2/HEAD	OATS	.30/ACRE	OTHER LEGUME HAY	.40/ACRE
BEEF BREEDING COWS	1.5/HEAD	RYE, FLAX	.30/ACRE	MIXED HAY	.40/ACRE
BEEF FEEDERS	.12/CWT.	CANNING PEAS	.40/ACRE	TAME GRASS HAY	.20/ACRE
HOGS - COMPLETE	.12/CWT.	OATS SILAGE	.40/ACRE	ANNUAL HAY	.30/ACRE
HOGS - FINISHING	.06/CWT.	CORN FOR SEED	.60/ACRE	TILLABLE LAND IDLE	.05/ACRE
HOGS - WEAN. PIGS	1.4/LITTER	CORN FOR GRAIN	.55/ACRE	SET ASIDE ACRES	.05/ACRE
SHEEP, FARM FLOCK	.60/HEAD	CANNING CORN	.50/ACRE	SOYBEANS FOR SEED	.50/ACRE
LAMBS, FEEDER	.30/CWT.	SOYBEANS	.45/ACRE	SORGHUM FOR GRAIN	.50/ACRE
CHICKEN, LAYING FLOCK	5.0/100	CORN SILAGE	.60/ACRE	LABOR OFF THE FARM	1.0/\$40
BROILERS	.20/CWT.	ALFALFA HAY	.60/ACRE		

## ANIMAL UNITS

One animal unit represents; one dairy cow or bull, two other dairy cattle, 1.25 beef cows or bulls, one feeder steer or heifer, 3.33 other beef cattle, 7 sheep, 14 lambs, 2.50 hogs, 5 pigs, 50 hens, or 1,100 lbs. of turkey produced.

## OTHER NON-CASH COSTS

Unpaid Family Labor . . . \$25.00/DAY	Board Furnished Hired Labor. . . \$6.00/DAY	Interest on Farm Capital. . . 7%
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Table 11A 6470 - Hogs, Farrow to Finish - 1985

	Average 83	High 17	Low 17
1. Pounds of Hogs Produced	223,718	261,094	137,098
	Per CWT	Per CWT	Per CWT
2. Net Value Produced	\$ 43.45	48.96	38.03
3. Other Miscellaneous Hog Income			
4. Total Value Produced	\$ 43.45 *	48.96 *	38.03 *
5. Pounds of Feed Fed			
6. Corn	241.9	198.4	277.7
7. Small Grain	5.5	3.8	13.3
8. Complete Ration	68.5	106.6	40.2
9. Protein, Salt, Mineral + Milk	79.1	67.8	125.0
10. Total Concentrates	395.0	376.6	456.2
11. Forages	0.3	0.1	1.1
12. Feed Cost			
13. Grains	10.25	8.44	11.87
14. Complete Ration	4.52	7.02	2.75
15. Protein, Salt, Mineral + Milk	10.26	8.46	14.46
16. Forages	0.01		0.04
17. Pasture			
18. Total Feed Costs	\$ 25.04	23.92	29.12
19. Return Over Feed Costs	\$ 18.41 *	25.04 *	8.91 *
20. Other Direct Costs			
21. Miscellaneous Livestock Expense	1.11	1.30	1.47
22. Veterinary Expense	1.25	1.32	1.19
23. Custom Hauling, Grinding, Marketing Etc.	0.26	0.39	0.17
24. Special Hired Labor	0.64	0.61	0.30
25. Total Other Direct Costs	\$ 3.26	3.62	3.13
26. Return Over Feed + Other Direct Costs	\$ 15.15 *	21.42 *	5.78 *
27. Allocated Costs			
28. Power + Machinery Costs (PCAF 1.00)	1.25	1.28	1.41
29. Livestock Equipment Costs (ECAF 5)	1.66	1.87	1.40
30. Building + Fences (BCAF 5)	2.08	2.53	1.74
31. Total Allocated Costs	\$ 4.99	5.68	4.55
32. Return Over All Listed Costs	\$ 10.16 *	15.74 *	1.23 *
33. Supplementary Management Information			
34. Return For \$100 Feed Fed	173.53	204.67	130.61
35. Price Received Per CWT All Animals	44.28	45.89	43.49
36. Price Received Per CWT Sold Mkt. Only	45.21	48.68	44.06
37. Number of Litters Farrowed	143	218	98
37A. Litters Per Bearing Female Per Year	1.7	1.8	1.9
38. Number of Pigs Born Per Litter	10.0	9.5	10.3
39. Number of Pigs Weaned Per Litter	8.3	8.2	8.1
39A. Number of Pigs Produced per Litter	8.2	8.1	8.0
40. Percent Death Loss	12.7	10.8	15.3
41. Average Weight of All Hogs Sold	234.3	238.3	245.8
42. Average Weight of Market Hogs Sold	226.4	221.2	234.8
43. Price Per CWT Concentrate Fed	6.34	6.35	6.37
44. Price Per Cwt Protein, Salt + Mineral	12.98	12.48	11.57
45. Pounds of Pork Purchased	4,155	2,282	6,635
46. Total Listed Costs Per Cwt Produced	\$ 33.29 *	33.22 *	36.80 *
47. Utilities + General Farm Expense	1.92	1.74	0.95
48. Interest Allocation			

Table 11B 6490 - Hogs, Finishing Enterprise - 1985

	Average 57	High 11	Low 11
1. Average Number of Pigs on Hand	240.9	180.4	241.4
2. Pounds of Hogs Produced	140,727	106,424	118,075
	Per CWT	Per CWT	Per CWT
3. Net Value Produced	\$ 31.65	35.70	30.37
4. Other Miscellaneous Hog Income			
5. Total Value Produced	\$ 31.65 *	35.70 *	30.37 *
6. Pounds of Feed Fed			
7. Corn	278.3	281.2	326.5
8. Small Grain	2.3	0.9	0.2
9. Complete Ration	27.5	3.5	14.2
10. Protein, Salt, Mineral + Milk	70.7	74.4	94.6
11. Total Concentrate	378.8	360.0	435.5
12. Forages			
13. Feed Cost			
14. Grains	11.92	11.77	14.00
15. Complete Ration	1.82	0.17	1.37
16. Protein, Salt, Mineral + Milk	9.54	8.49	14.15
17. Forages			
18. Pasture			
19. Total Feed Costs	\$ 23.28	20.43	29.52
20. Return Over Feed Costs	\$ 8.37 *	15.27 *	0.85 *
21. Other Direct Costs			
22. Miscellaneous Livestock Expense	0.57	0.37	0.95
23. Veterinary Expense	0.47	0.23	0.57
24. Custom Hauling, Grinding, Marketing Etc.	0.71	0.36	0.20
25. Special Hired Labor	0.57	0.77	0.08
26. Total Other Direct Costs	\$ 2.32	1.73	1.80
27. Return Over Feed + Other Direct Costs	\$ 6.05 *	13.54 *	(0.95) *
28. Allocated Costs			
29. Power + Machinery Costs (PCAF 1.00)	0.94	1.04	0.96
30. Livestock Equipment Costs (ECAAF 5)	1.40	1.91	1.49
31. Building + Fences (BCAF 5)	1.76	2.84	1.69
32. Total Allocated Costs	4.10	5.79	4.14
33. Return Over All Listed Costs	1.95 *	7.75 *	(5.09) *
34. Supplementary Management Information			
35. Return For \$100 Feed Fed	135.95	174.74	102.88
36. Price Received Per CWT.	44.18	45.32	43.86
37. Average Weight of Pigs Sold	230.6	230.6	232.4
38. Average Price Paid Per Pig Bought	42.39	41.33	42.83
39. Average Weight Per Pig Bought	49.4	54.0	51.0
40. Number of Pigs Purchased	494	310	659
41. No. Pigs Transferred In	305	400	32
42. Average Weight of Pigs Transferred In	56.5	56.4	51.3
43. Pounds of Pork Purchased	24,385	16,742	33,583
44. Percent Death Loss	2.7	2.1	4.5
45. Price Per CWT. Concentrate Fed	6.15	5.68	6.78
46. Price Per CWT. Protein, Salt, + Mineral	13.49	11.41	14.96
47. Effective Daily Gain - Pounds/Pig/Day	1.60	1.62	1.34
48. Total Listed Cost Per CWT Produced	29.70 *	27.95 *	35.46 *
49. Utilities + Other General Farm Expense	0.88	1.00	0.64
50. Interest Allocation			

Table 11C 6510 - Hogs, Weaning Pig Production - 1985

	Average 28	High 14	Low 14
1. Number of Litter Farrowed	169	191	147
2. Net Value Produced	\$ 357.64	393.50	311.06
3. Other Miscellaneous Hog Income			
4. Total Value Produced	\$ 357.64 *	393.50 *	311.06 *
5. Pounds of Feed Fed			
6. Corn	1402.7	1,418.9	1381.6
7. Small Grain	55.6	35.8	81.4
8. Complete Ration	111.6	108.7	115.4
9. Protein, Salt, Mineral + Milk	627.8	656.0	633.1
10. Total Concentrates	2197.7	2,219.4	2,211.5
11. Forages			
12. Feed Cost			
13. Grains	63.44	61.80	65.56
14. Complete Ration	17.14	15.50	19.27
15. Protein, Salt, Mineral + Milk	87.86	91.88	88.63
16. Forages			
17. Pasture			
18. Total Feed Costs	\$ 168.44	169.18	173.46
19. Return Over Feed Costs	\$ 189.20 *	224.32 *	137.60 *
20. Other Direct Costs			
21. Miscellaneous Livestock Expense	14.80	17.32	11.52
22. Veterinary Expense	21.34	23.87	18.05
23. Custom Hauling, Grinding, Marketing Etc.	3.51	2.93	4.28
24. Special Hired Labor	9.79	13.91	4.44
25. Total Other Direct Costs	\$ 49.44	58.03	38.29
26. Return Over Feed + Other Direct Costs	\$ 139.76 *	166.29 *	99.31 *
27. Allocated Costs			
28. Power + Machinery Costs (PCAF 1.00)	14.29	15.57	12.48
29. Livestock Equipment Costs (ECAF 5)	20.21	19.96	20.44
30. Building + Fences (BCAF 5)	22.13	25.02	18.11
31. Total Allocated Costs	\$ 56.63	60.55	51.03
32. Return Over All Listed Costs	\$ 83.13 *	105.74 *	48.28 *
33. Supplementary Management Information			
34. Return For \$100 Feed Fed	212.32	232.59	179.33
35. Average Price Received Per Animal Sold	49.11	49.84	48.02
36. Average Price Per Pig Sold or Transferred	42.11	43.48	39.78
37. Average Weight Per Pig Sold or Transferred	51.1	54.0	46.1
38. Number of Pigs Produced	1,399	1,667	1,131
39. Number of Pigs Born Per Litter	10.0	10.2	9.7
40. Number of Pigs Weaned Per Litter	8.3	8.8	7.7
40A. Litter/Bearing Female/Year	1.7	1.8	1.6
40B. Pigs Produced/Per Sow/Per Year	14.1	15.7	12.3
41. Percent Death Loss	14.2	11.9	17.6
42. Price Per CWT Concentrate Fed	7.66	7.62	7.84
43. Price Per CWT Protein, Salt + Mineral	13.99	14.01	14.00
44. Feed + Direct Costs Per Pig Produced	26.32	26.03	27.52
45. Total Listed Costs Per Litter	\$ 274.51 *	287.76 *	262.78 *
46. Utilities + General Farm Expense	20.88	19.00	16.32
47. Interest Allocation			

Table 12 - Dairy Cows, Commercial - 1985

	Average 36	High 12	Low 12
1. Average Number of Cows	39.1	38.8	41.3
	Per COW	Per COW	Per COW
2. Pounds of Milk	13,783	15,301	11,603
3. Pounds of Butterfat	495.3	570.3	412.8
4. Percent of Butterfat in Milk	3.6	3.7	3.6
5. Value of Produce			
6. Dairy Products Sold	\$ 1,654.12	1,864.46	1,469.71
7. Dairy Products Used in Home	3.73	4.10	2.25
8. Milk Fed to Livestock	10.69	14.69	2.06
9. Net Change in Value of Cows	(96.60)	(95.59)	(110.73)
10. Other Miscellaneous Dairy Income	48.06	106.75	11.72
11. Total Value Produced	\$ 1,620.00 *	1,894.41 *	1,375.01 *
12. Pounds of Feed Fed			
13. Corn	5,234.2	5,128.8	5,529.6
14. Small Grain	225.2	227.8	130.2
15. Complete Ration	222.4	94.5	125.9
16. Protein, Salt + Mineral	985.6	1,035.3	1,098.4
17. Total Concentrates	6,667.4	6,486.4	6,884.1
18. Legume Hay	4,219.8	2,373.7	5,415.3
19. Other Hay + Dry Roughage	355.7	266.8	619.4
20. Silage	10,616.2	10,912.4	11,238.5
20A. Haylage	2,335.6	4,604.8	754.6
21. Feed Costs			
22. Grains	222.38	212.65	233.61
23. Complete Ration	20.03	11.55	16.25
24. Protein/Salt/Mineral	137.60	160.64	132.11
25. Hay/Haylage + Dry Roughage	187.21	160.85	194.92
26. Silage	100.00	103.69	107.12
27. Pasture	2.58		4.41
28. Total Feed Costs	\$ 669.80	649.38	688.42
29. Return Over Feed Costs	\$ 950.20 *	1,245.03 *	686.59 *
30. Other Direct costs			
31. Miscellaneous Livestock Expense	103.53	107.04	85.18
32. Veterinary Expense	34.40	35.67	27.70
33. Custom Hauling, Grinding, Marketing, Etc.	61.36	78.22	33.08
34. Special Hired Labor	12.84	4.30	15.28
35. Total Other Direct Costs	\$ 212.13	225.23	161.24
36. Return Over Feed + Other Direct Costs	\$ 738.07 *	1,019.80 *	525.35 *
37. Allocated Costs			
38. Power + Machinery Costs (PCAF 1.00)	76.29	81.37	65.26
39. Livestock Equipment Costs (ECAAF 5)	72.33	97.37	69.30
40. Buildings + Fences (BCAF 5)	83.38	125.67	59.52
41. Total Allocated Costs	\$ 232.00	304.41	194.08
42. Return Over All Listed Costs	\$ 506.07 *	715.39 *	331.27 *
43. Supplementary Management Information			
44. Return For \$100 Feed Fed	241.86	291.73	199.73
45. Feed Cost Per CWT. Milk	4.86	4.24	5.93
45. Feed Cost Per Pound of Butterfat	1.35	1.14	1.67
47. Pounds of Milk Per Pound of Concentrate	2.07	2.36	1.69
48. Average Price Per CWT. Milk Sold	12.12	12.30	12.71
49. Average Price Per Pound of Butterfat	3.37	3.29	3.57
50. Total Listed Costs Per CWT. Milk Produced	8.08	7.71	9.00
51. Dairy Cow Turnover Percentage	35.8	46.4	33.9
52. Total Listed Costs Per Cow	\$ 1,113.93 *	1,179.02 *	1,043.74 *
53. Utilities + Other General Farm Expense	86.82	74.41	76.09

Table 13 - Other Dairy, Commercial Replacement - 1985

	Average 35	High 12	Low 12
1. Number of Head	53.5	46.8	54.2
	Per HEAD	Per HEAD	Per HEAD
2. Net Value Produced	\$ 251.72	352.33	163.34
3. Other Miscellaneous Income			
4. Total Income	\$ 251.72 *	352.33 *	163.34
5. Pounds of Feed Fed			
6. Corn	1,362.4	839.5	1,608.0
7. Small Grain	219.4	249.2	169.8
8. Complete Ration	47.7		0.9
9. Protein, Salt + Mineral	210.6	157.3	283.2
10. Hay + Roughage	1,808.1	1,544.9	2,100.9
11. Silages	5,296.8	5,949.1	5,171.9
11A. Haylage	269.2	231.5	575.0
12. Milk	74.2	108.3	46.5
13. Feed Cost			
14. Grains	71.64	43.85	93.01
15. Complete Ration	2.90		0.59
16. Protein, Salt + Minerals	33.48	31.13	41.09
17. Hay/Haylage+ Dry Roughage	50.99	44.15	56.59
18. Silage	49.74	57.76	48.69
19. Milk	7.63	12.56	2.90
20. Pasture	2.60	2.18	
21. Total Feed Costs	\$ 218.98	191.63	242.87
22. Return Over Feed Costs	\$ 32.74 *	160.70 *	(79.53) *
23. Other Direct Costs			
24. Miscellaneous Expense	8.77	11.11	5.28
25. Veterinary Expnes	4.47	4.08	3.99
26. Custom Hauling, Grinding, Marketing Etc.	1.10	2.12	0.35
27. Special Hired Labor	1.70	0.06	4.83
28. Total Other Direct Costs	\$ 16.04	17.37	14.45
29. Return Over Feed + Other Direct Costs	\$ 16.70 *	143.33 *	(93.98) *
30. Allocated Costs			
31. Power + Machinery Costs (PCAF 1.00)	14.27	14.45	13.03
32. Livestock Equipment Costs (ECAF 5)	13.31	17.96	10.25
33. Building + Fences (BCAF 5)	15.55	14.85	17.41
34. Total Allocated Costs	\$ 43.13	47.26	40.69
35. Return Over All Listed Costs	\$ (26.43) *	96.07 *	(134.67) *
36. Supplementary Managemnt Information			
37. Return For \$100 Feed Fed	114.95	183.86	67.25
38. Percent Death Loss - Total	7.9	7.0	9.3
39. Percent Calf Dath Loss	19.0	16.7	21.3
40. Total Listed Costs Per Head	\$ 278.15 *	256.26 *	298.01 *
41. Utilities + Other General Farm Expenses	14.84	10.09	16.84
42. Interest Allocation	-----	-----	-----



Table 14 - All Dairy Cattle - 1985

	Average 38	High 13	Low 13
1. Average Number of Cows	38.9	41.3	40.5
	Per COW	Per COW	Per COW
2. Value of Dairy Products	\$ 1,668.35	1,886.51	1,443.70
3. Net Change in Value	232.78	320.65	122.86
4. Miscellaneous Dairy Income	45.76	91.36	26.84
5. Total Value Produced	\$ 1,946.89 *	2,298.52 *	1,593.40 *
6. Pounds of Feed Fed			
7. Grains	7,508.6	7,188.1	8,054.4
8. Complete Rations	274.2	82.0	119.7
9. Protein, Salt + Mineral, Incl Milk Equiv	1,261.5	1,387.3	1,092.4
10. Hay + Dry Roughage	7,113.1	5,800.3	9,168.5
11. Silage	17,326.1	20,000.8	17,498.2
11A. Haylage	2,725.1	4,873.5	949.7
12. Feed Cost			
13. Grains	315.09	288.01	356.89
14. Complete Ration	22.85	10.00	16.00
15. Protein, Salt + Minerals, Incl Milk	192.31	224.53	142.84
16. Hay/Haylage + Dry Roughage	259.18	240.00	288.49
17. Silage	163.11	189.32	165.38
18. Pasture	5.89	2.28	6.10
19. Total Feed Costs	\$ 958.43	954.14	975.70
20. Return Over Feed Costs	\$ 988.46 *	1,344.38 *	617.70 *
21. Other Direct Costs			
22. Miscellaneous Livestock Expense	116.17	131.48	100.17
23. Veterinary Expense	41.03	47.72	26.86
24. Custom Hauling, Grinding, Marketing Etc.	62.80	86.27	35.26
25. Special Hired Labor	14.37	3.73	7.26
26. Total Other Direct Costs	\$ 234.37	269.20	169.55
27. Return Over Feed + Other Direct Costs	\$ 754.09 *	1,075.18 *	448.15 *
28. Allocated Costs			
29. Power + Machinery Costs	94.93	108.91	80.39
30. Livestock Equipment Costs	89.41	119.97	84.34
31. Building + Fences	103.60	135.94	85.84
32. Total Allocated Costs	\$ 287.94	364.82	250.57
33. Return Over All Listed Costs	\$ 466.15 *	710.36 *	197.58 *
34. Supplementary Management Information			
35. Return For \$100 Feed Fed	203.13	240.90	163.31
36. Total Listed Costs Per Cow	\$ 1,480.74 *	1,588.16 *	1,395.82 *
37. Utilities + Other General Farm Expense	106.42	95.52	90.27
38. Interest Allocation			

Table 15A - Beef Breeding Cattle - 1985

	Average 16	High 8	Low 8
1. Average Number of Cows	49.4	47.1	51.5
2. Average Number of Other Beef Animals + Bulls	35.1	30.7	39.5
3. Pounds of Beef Produced	20,437	17,874	23,000
	Per COW	Per COW	Per COW
4. Net Value Produced	\$ 275.65	327.30	228.61
5. Other Miscellaneous Beef Income			
6. Total Value Produced	\$ 275.65 *	327.30 *	228.61 *
7. Pounds of Feed Fed			
8. Grain	666.30	277.80	1,020.20
9. Protein, Salt + Mineral	42.30	38.50	45.70
10. Legume Hay	2,795.30	2,092.90	3,435.20
11. Other Hay + Dry Roughage	704.70	1,208.60	245.60
12. Silage	4,283.90	3,768.60	4,753.40
12A. Haylage			
13. Feed Costs			
14. Grain	34.43	11.46	55.38
15. Protein, Salt + Mineral	6.80	6.86	6.75
16. Legume Hay/Haylage	84.31	63.50	103.25
17. Other Hay + Dry Roughage	10.89	19.21	3.33
18. Silage	41.52	36.96	45.69
19. Pasture	33.72	38.32	29.52
20. Total Feed Costs	\$ 211.67	176.31	243.92
21. Return Over Feed Costs	\$ 63.98 *	150.99 *	(15.31) *
22. Other Direct Costs			
23. Miscellaneous Livestock Expense	6.78	5.01	8.39
24. Veterinary Expense	11.46	9.98	12.80
25. Custom Hauling, Grinding, Marketing Etc.	0.73	0.19	1.24
26. Special Hired Labor	0.89	1.87	
27. Total Other Direct Costs	\$ 19.86	17.05	22.43
28. Return Over Feed + Other Direct Costs	\$ 44.12 *	133.94 *	(37.74) *
29. Allocated Costs			
30. Power + Machinery Costs (PCAF 1.00)	18.56	18.65	18.51
31. Livestock Equipment Costs (ECAF 5)	30.58	40.91	20.32
32. Building + Fences (BCAF 5)	17.40	18.01	16.83
33. Total Allocated Costs	\$ 66.54	77.57	55.66
34. Return Over All listed Costs	\$ (22.42) *	56.37 *	(93.40) *
35. Supplementary Management Information			
36. Return For \$100 Feed Fed	130.23	185.64	93.72
37. Price Per CWT. Sold	56.15	67.93	49.00
38. Price Per CWT. Calves Sold or Transferred	60.26	64.93	54.77
39. Average Weight Per Head Sold	807.3	671.0	921.0
40. Average Weight Per Calf Sold/Transferred	545.3	512.4	606.3
41. Percent Death Loss	3.1	2.4	3.8
42. Percent Calf Crop	96.0	97.9	90.2
42A. Percent Calf Death Loss	6.3	4.3	8.2
43. Total Listed Costs Per Cow	\$ 298.07 *	270.93 *	322.01 *
44. Utilities + Other General Farm Expense	13.01	8.54	14.46
45. Interest Allocation			

Table 15B Beef Feeders Feedlot - 1985

	Calves Average 30	Yearlings Average 26	2 Yr Olds Average 8
1. Average Number of Beef Feeders	44.7	81.8	55.1
2. Pounds of Beef Produced	31,251	87,185	44,551
	Per CWT	Per CWT	Per CWT
3. Net Value Produced	\$ 50.85	45.48	44.03
4. Other Miscellaneous Beef Income			
5. Total Value Produced	\$ 50.85 *	45.48 *	44.03 *
6. Pounds of Feed Fed			
7. Grain	538.2	532.5	464.7
8. Protein, Salt + Mineral	39.2	43.9	43.5
9. Legume Hay	135.7	60.2	100.6
10. Other Hay + Dry Roughage	51.9	57.1	25.4
11. Silage	718.2	665.0	1,195.3
11A. Haylage	88.5	95.1	
12. Feed Cost			
13. Grain	23.02	22.80	18.92
14. Protein, Salt + Mineral	4.17	5.23	5.91
15. Legume Hay/Haylage	6.53	3.03	2.98
16. Other Hay + Dry Roughage	1.02	1.32	0.28
17. Silage	6.91	6.38	11.34
18. Pasture	0.16	0.06	
19. Total Feed Costs	\$ 41.81	38.82	39.43
20. Return Over Feed Costs	\$ 9.04 *	6.66 *	4.60 *
21. Other Direct Costs			
22. Miscellaneous Livestock Expense	0.97	0.31	0.41
23. Veterinary Expense	1.01	0.99	0.51
24. Custom Hauling, Grinding, Marketing Etc.	0.47	0.42	0.59
25. Special Hired Labor		0.05	
26. Total Other Direct Costs	\$ 2.45	1.77	1.51
27. Return Over Feed + Other Direct Costs	\$ 6.59 *	4.89 *	3.09 *
28. Allocated Costs			
29. Power + Machinery Costs (PCAF 1.00)	1.62	1.21	2.69
30. Livestock Equipment Costs (ECAAF 5)	2.28	2.12	3.98
31. Building + Fences (BCAF 5)	3.31	1.55	4.16
32. Total Allocated Costs	\$ 7.21	4.88	10.83
33. Return Over All Listed Costs	\$ (0.62) *	0.01 *	(7.74) *
34. Supplementary Management Information			
35. Return For \$100 Feed Fed	121.62	117.16	111.67
36. Price Per CWT. Sold	58.02	57.47	56.56
37. Average Weight Per Head Sold	1,041.3	1,086.5	1,184.0
38. Price Per CWT Bought	59.07	61.66	63.45
39. Average Weight Per Head Bought	559.4	663.9	737.7
40. Number of Head Bought	29	158	70
41. Percent Death Loss	1.0	0.6	0.6
42. Effective Daily Gain-Pounds/Head/Day	1.92	1.98	1.83
43. Total Listed Costs Per CWT Produced	\$ 51.47 *	45.47 *	51.77 *
44. Utilities + Other General Farm Expense	1.00	1.42	1.57
45. Interest Allocation	-----	-----	-----

Table 16A-6670 - Sheep - Farm Flock -1985

	Average 18	High 9	Low 9
1. Average Number of Ewes	83.5	96.3	70.7
2. Pounds of Lamb + Mutton Produced	11,084	14,623	7,544
3. Pounds of Wool Produced	854	1,347	362
	Per EWE	Per EWE	Per EWE
4. Value Produced			
5.     Wool	13.22	17.47	7.45
6.     Net Value Produced - Animals	104.04	125.13	75.29
7.     Other Miscellaneous Sheep Income	2.44	3.63	0.82
8.     Total Value Produce	\$ 119.70 *	146.23 *	83.56 *
9. Pounds of Feed Fed			
10.    Grain	472.0	487.8	450.5
11.    Protein, Salt + Mineral	75.6	77.5	73.0
12.    Legume Hay	858.2	738.2	1,021.5
13.    Other Hay + Dry Roughage	127.3	51.9	230.1
14.    Silage	443.5	634.6	183.3
14A.   Haylage	81.2	140.8	
15. Feed Cost			
16.    Grain	19.21	19.29	19.08
17.    Protein, Salt + Mineral	12.86	15.06	9.86
18.    Legume Hay/Haylage	25.98	22.58	30.61
19.    Other Hay + Dry Roughage	1.13	0.69	1.71
20.    Silage	4.26	6.15	1.70
21.    Pasture	3.14	4.33	1.53
22.    Total Feed Costs	\$ 66.58	68.10	64.49
23. Return Over Feed Costs	\$ 53.12 *	78.13 *	19.07 *
24. Other Direct Costs			
25.    Miscellaneous Livestock Expense	3.58	4.72	2.01
26.    Veterinary Expense	2.51	2.71	2.25
27.    Custom Hauling, Grinding, Marketing Etc.	1.86	2.67	0.75
28.    Special hired Labor	0.34	0.58	
29.    Total Other Direct Costs	\$ 8.29	10.68	5.01
30. Return Over Feed + Other Direct Costs	\$ 44.83 *	67.45 *	14.06 *
31. Allocated Costs			
32.    Power + Machinery Costs (PCAF 1.00)	10.75	9.32	11.04
33.    Livestock Equipment Costs (ECAAF 5)	10.89	11.38	9.79
34.    Building + Fences (BCAF 5)	14.58	21.34	8.45
35.    Total Allocated Costs	\$ 36.22	42.04	29.28
36. Return Over All Listed Costs	\$ 8.61 *	25.41 *	(15.22)*
37. Supplementary Management Information			
38.    Return For \$100 Feed Fed	179.78	214.73	129.57
39.    Price Per CWT. Lamb + Mutton Sold	76.10	82.15	65.56
40.    Price Per CWT. Lamb Sold or Transferred	72.31	73.19	70.58
41.    Average Weight of Lambs Sold/Transferred	109.4	108.9	110.4
42.    Pounds of Wool per Sheep Sheared	10.4	9.5	15.7
43.    Number of Ewes Kept For Lambing	87	106	69
44.    Percent Lamb Crop	149.4	160.4	129.0
45.    Percent Death Loss	8.4	10.1	6.4
45A.   Percent Lamb Death Loss	12.3	13.5	10.1
46.    Total Listed Costs Per Ewe	\$ 111.09 *	120.82 *	98.78 *
47.    Utilities + Other General Farm Expense	4.82	3.88	4.41
48.    Interest Allocation			

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	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985
Farm Size (Acres)	406	413	417	414	415	412	433	428	412	438
Return to Operator Labor & Management (WF)	3,012	18,241	39,054	7,706	29,431	(5,614)	12,675	4,513	(2,983)	5,280
Return to Capital & Family Labor (OS)	11,698	23,442	48,038	21,102	38,817	3,362	20,869	13,419	2,461	8,753
Average Investment Per Farm Business (T1)	372,861	388,344	486,911	542,965	622,154	646,726	705,838	709,421	634,488	566,308
Cash Sales Per Farm Business (T2A-37)	103,017	96,581	134,493	149,526	171,054	175,305	177,642	195,388	174,070	158,571
Cash Expense Per Farm Business (T2B-39)	91,412	83,702	113,674	144,956	138,216	139,406	140,676	191,228	192,034	104,553
Expenses Per Dollar of Income (T5-28)	0.97	0.85	0.78	0.94	0.85	1.00	0.91	0.96	1.02	0.97
Ratio of Assets to Liabilities (T5-L29)	2.68:1	2.42:1	2.55:1	2.55:1	2.77:1	2.24:1	1.88:1	1.87:1	1.95:1	1.78:1
Gain in Net Worth (T5-L16)	2,678	14,827	37,007	11,457	24,269	(9,570)	9,096	(1,173)	(6,583)	303
Size of Business (Work Units) (T1-L6)	381	365	385	396	414	422	434	455	396	429
Tractor & Crop Machinery Expense/Crop Acre (T8-L41)	28.03	29.07	34.27	41.27	48.41	48.94	50.35	49.73	51.28	46.44
Percent of Income From Livestock (WF)	61%	55%	59%	62%	57%	59%	60%	54%	57%	52%
Percent of Income From Crops (WF)	32%	38%	35%	32%	38%	35%	35%	38%	37%	43%
Percent of Miscellaneous Farm Income (WF)	7%	7%	6%	6%	5%	6%	5%	8%	6%	3%
Family Living Expenses/Year (T4-L23)	14,780	14,796	16,767	20,610	18,585	19,477	20,769	22,611	20,910	17,583
Family Living Expenses/Month	1,231	1,233	1,397	1,718	1,549	1,623	1,731	1,855	1,743	1,465

RETURN ABOVE FEED COST PER:											
	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	
Dairy Cow	421	501	710	780	784	742	731	634	742	950	
Beef Cow	-6	17	297	202	129	8	60	53	37	64	
CWT Feeder Cattle Produced	-1.25	2.07	30.00	28.63	7.41	6.24	19.41	8.35	8.48	9.04	
CWT Hogs Produced	12.65	17.19	28.88	9.71	12.24	10.89	28.83	11.12	20.82	18.41	
YIELD PER ACRE											
Corn, Bu.	57.0	98.1	113.2	104.8	108.8	120.4	121.9	83.9	108.7	122.4	
Soybeans, Bu.	23.4	36.3	41.3	32.6	37.1	37.4	39.4	35.0	35.0	33.4	
Oats, Bu.	50.6	74.7	57.3	55.0	67.8	54.4	79.9	53.6	65.6	77.9	
Corn Silage, Ton	6.5	13.4	15.1	15.7	13.7	14.4	15.9	12.1	13.6	16.3	
Alfalfa, Ton	2.4	3.3	4.3	4.6	3.8	3.4	4.5	4.1	4.6	4.1	
Wheat, Bu.	38.7	48.8	26.2	28.7	37.9	32.7	35.8	35.4	44.2	54.4	
RETURN OVER TOTAL COSTS PER ACRE											
Corn	-4.68	30.96	32.08	19.82	97.82	35.15	7.52	17.47	16.92	63.75	
Soybeans	34.61	74.10	130.32	57.29	123.59	56.31	20.01	99.14	18.21	8.76	
Oats	8.00	1.61	-13.37	-10.88	30.61	-7.46	7.06	-19.18	18.53	0.77	
Wheat	44.72	18.80	-26.52	9.01	42.39	3.31	9.77	11.44	55.39	60.42	