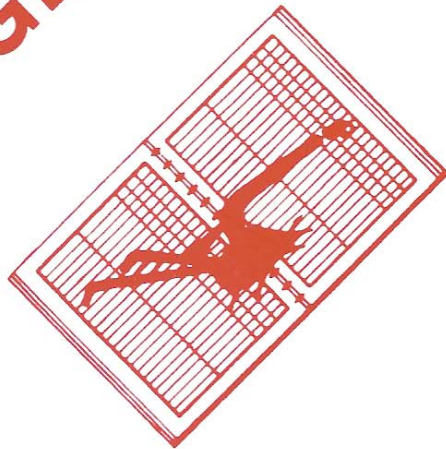


FARM BUSINESS MANAGEMENT



**1986 Annual Report
Northeast and East Central Minnesota
Report No. 31
April, 1987**

**AN ADULT
EDUCATION
PROGRAM**

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

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1986 REPORT OF THE VOCATIONAL AGRICULTURE FARM BUSINESS MANAGEMENT
PROGRAM IN NORTHEAST AND EAST CENTRAL MINNESOTA

DeRay Lecy
Area Agriculture Program Coordinator

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KEY TO COLOR CODE OF PAGES

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

INTRODUCTION

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

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

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

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

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

- Year 1 - Farm Business records and accounts.
- Year 2 - Farm Business analysis and evaluations.
- Year 3 - Farm Business organization.
- Advanced (For students who have completed Years 1, 2, and 3.)

In the 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. Research studies show that on the average, enrollees get some exciting results.

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

This report and the individual cooperators' reports were completed under the direction of DelRay Lecy, Area Ag Coordinator at the Staples Technical Institute. Clerical assistance was provided by Lorraine Anderson, Janet Umland and Shirley Judd. Data processing was done by Specialized Data Systems in Madison, Wisconsin. Directing locally in a supervisory capacity were: Mr. Jack Nelson, Superintendent of Staples Public Schools; Dr. Stan Edin, Director of the Staples Technical Institute; and Mr. Ray Gildow, Director of Extension Programs, Staples Technical Institute.

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

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

Southern Polar Center (serving Barnum, Willow River, Moose Lake)	Darrel Ober
Bemidji AVTI (serving Bagley, Clearbrook, Gonvick, Bemidji, Blackduck, Kelliher and Northome)	Jim Sackett, Steve Ziegler
Duluth AVTI (serving St. Louis County)	Jim Takala
Elk River	Marvin Jensen
Foley	Kenneth Johnson
Long Prairie	Robert Johnson, Lloyd Laine
Little Falls	David Stish
Milaca	John R. Larson
Osakis	Mark Reicks
Park Rapids	Craig Paskvan
Pierz	Ben Jorgensen
Pine City (PTI)	Doug Gunnick, Roger Thompson
Princeton	Wes Wankel
Sebeka	Al Lauer, Jerry Haase
Upsala	Del Pepple
Woodland Center (serving Browerville, Clarissa, Eagle Bend, Bertha, Wadena, Staples and Motley)	Robert Anderson, Bill Ladwig, Al Lauer

1983 - 1984 - 1985 - 1986 IN A CAPSULE

	1983	1984	1985	1986
FARM SIZE (ACRES)	407	414	422	450
SIZE OF BUSINESS (WORK UNITS)*	449	509	490	480
RETURN TO CAPITAL & FAMILY LABOR (TBL. 6B)	10016	4640	3824	9903
RETURN TO OPERATOR LABOR & MGMT. (TBL. 6B)	5864	658	1022	5173
NET WORTH (DEC. 31)	124708	122844	99323	111697
ANNUAL CHANGE IN NET WORTH	-1722	-6915	-8083	-975
RATIO OF ASSETS TO LIABILITIES (DEC. 31)	1.83	1.69	1.55	1.69

SOURCE OF INCOME - TABLE 3

INCOME FROM LIVESTOCK	53%	53%	57%	64%
INCOME FROM CROPS	44%	43%	38%	31%
MISCELLANEOUS INCOME; ALL OTHER INCOME	3%	4%	5%	4%

*One Work Unit equals one 10-hour working day

MONEY SPENT BY THE AVERAGE NORTHEAST AND
EAST CENTRAL MINNESOTA FARMER

SUMMARY BY YEARS

	1983	1984	1985	1986
TO OTHER FARMERS FOR LIVESTOCK & CUSTOM WORK	6973	5922	6431	6755
TO THE AGRI-BUSINESS COMMUNITY FOR FERTILIZER, CHEMICALS, FEED, SEEDS, REPAIRS, FUEL & SUPP.	39123	42137	43700	43732
FOR EXTRA LABOR	2494	2835	2996	3314
SUPPORT OF LOCAL GOVT. (PROPERTY & OTHER TAX)	1805	2429	2171	1798
FOR UTILITIES (ELECTRICITY & TELEPHONE)	3369	3772	3791	3061
FOR USE OF OTHER PEOPLE'S CAPITAL (INTEREST & CASH RENT)	16411	18143	17928	15161
FARM EQUIPMENT DEALERS (POWER & MACH.)	7642	8211	6925	7508
BUILDINGS AND LAND	6342	4817	2721	4547
FOOD, CLOTHING, HOUSE, FUEL, FURNITURE, PERSONAL CARE, PERS. SH. TRK. & AUTO EXP.	6574	7214	7275	7321
CONTRIBUTIONS - CHURCH AND OTHER	654	556	642	676
MEDICAL CARE & HEALTH INSURANCE	2016	1584	1816	2386
EDUCATION & RECREATION	2069	2205	2403	1417
LIFE INSURANCE & OTHER INVESTMENTS	1109	832	1069	904
- - - - -				
TOTAL MONEY SPENT BY ONE AVERAGE FARMER WITHIN THIS COMMUNITY & SERVICE AREA	\$96581	\$100657	\$99868	\$98580

SOURCE

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

CASH SUMMARIES OF THE FARM BUSINESS (WHOLE FARM) 1983 - 1986

	1983	1984	1985	1986
FARM RECEIPTS				
DAIRY COWS	5191	5974	4524	5190
DAIRY PRODUCTS	62233	61193	61988	64497
OTHER DAIRY	4852	4641	4692	4013
BEEF CATTLE (INCL. FEEDERS)	4457	3083	3066	4825
HOGS	2889	4079	4960	4167
SHEEP AND WOOL	16	6	88	97
OTHER PROD. LIVESTOCK	45	32	492	903
CORN	3158	3720	2675	3672
SMALL GRAINS	1086	1133	842	895
OTHER CROPS	2700	1727	1466	1724
GOVERNMENT PAYMENTS	1665	232	610	2652
CAPITAL ASSETS SOLD	1024	636	1357	960
INCOME FROM WORK OFF THE FARM	554	799	648	843
MISCELLANEOUS FARM INCOME	2482	2170	2436	2906
1. TOTAL FARM SALES	90687	92820	92697	97343
2. INCREASE IN FARM CAPITAL	335			
3. FAMILY LIVING FROM THE FARM	863	767	646	729
4. TOTAL FARM RECEIPTS 1 & 2 & 3	91886	93587	93343	98072
FARM EXPENSE				
DAIRY COWS BOUGHT	1684	1243	918	1210
OTHER DAIRY BOUGHT	1354	790	987	695
BEEF CATTLE BOUGHT (INCL. FEEDERS)	429	410	897	1128
HOGS BOUGHT	87	221	187	291
SHEEP BOUGHT (INCL. FEEDERS)			9	3
OTHER PROD. LIVESTOCK	1	2	204	188
MISCELLANEOUS LIVESTOCK EXPENSE	4964	5475	5386	6290
FEED BOUGHT	15548	14729	16190	17669
FERTILIZER & CHEMICALS	5088	6488	6485	5367
OTHER CROP EXP (INCL. IRRIG OPER)	2347	2827	3155	2740
CUSTOM WORK ENTERPRISE/WORK HIRED	3461	3303	3263	3274
GAS-OIL-GREASE BOUGHT (FARM SHARE)	3889	3979	3880	2952
ALL FARM REPAIRS	6023	6416	6468	6501
WAGES OF HIRED LABOR	2499	2836	3007	3325
REAL ESTATE & PERS PROPERTY TAXES	1041	1169	1189	1076
UTILITIES & GENERAL FARM EXPENSE	4237	4976	4868	4941
5. TOTAL CASH OPERATION EXPENSE	52652	55131	57497	58069
6. CAPITAL PURCHASES	12396	10773	7980	10016
7. TOTAL FARM PURCHASES	65048	66116	65478	68085
8. DECREASE IN FARM CAPITAL	0	4520	5556	4721
9. INTEREST ON FARM CAPITAL	17997	18607	17483	16571
10. UNPAID FAMILY LABOR	1403	1178	1005	976
11. PARTNERS LABOR/BOARD FURNISHED	897	955	798	385
12. TOTAL FARM EXPENSE 9-14	85345	91376	90320	90738
13. LABOR EARNINGS 4-15	6540	2211	3023	7334

"THE CAPITAL INVESTMENT PICTURE IN THE FARM BUSINESS"

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1986

ITEMS	AVERAGES OF 225 FARMS	
1. SIZE OF FARM -TOTAL ACRES	450.0	
2. -TILLABLE ACRES	257.5	
3. WORK UNITS - CROPS	116.49	
4. - LIVESTOCK	356.41	
5. - OTHER	6.90	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	479.79	
7. NUMBER OF WORKERS	1.60	
8. FARM CAPITAL INVESTMENT PER WORKER	\$ 147952	
8A FARM CAPITAL INVESTMENT PER WORK UNIT	\$ 493	
	JAN. 1	DEC. 31
9. PRODUCTIVE LIVESTOCK		
10. DAIRY COWS	\$ 28985	29102
11. OTHER DAIRY CATTLE	\$ 16408	17276
12. BEEF BREEDING CATTLE	\$ 4751	4814
13. BEEF FEEDER CATTLE	\$ 1657	1563
14. HOGS	\$ 1551	1950
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$ 76	102
16. POULTRY - ALL TYPES	\$ 101	106
17. OTHER LIVESTOCK	\$ 46	2
18. TOTAL PRODUCTIVE LIVESTOCK	\$ 53573	54915
19. CROP, SEED, FEED, & SUPPLIES	\$ 22282	19962
20. POWER, MACHINERY & EQUIPMENT		
21. AUTO & TRUCK (FARM SHARE)	\$ 2290	2352
22. POWER & MACHINERY	\$ 26501	24857
23. IRRIGATION EQUIPMENT	\$ 865	768
24. CUSTOM WORK EQUIPMENT	\$	
25. LIVESTOCK EQUIPMENT	\$ 9023	8597
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$ 38679	36574
27. LAND	\$ 81650	81843
28. BUILDINGS-FENCES-ETC.	\$ 42899	41069
29. TOTAL FARM CAPITAL	\$ 239084	234363
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	-4721

*TABLE 1 ON THIS PAGE LISTS THE CATEGORIES OF FARM CAPITAL FOR THE AVERAGES OF 225 FARMS. PAGE 7 & 8 SHOW THE SAME INFORMATION FOR THE 45 MOST PROFITABLE AND THE 45 LEAST PROFITABLE FARM BUSINESSES. TABLE 1 INCLUDES THE LANDLORD'S SHARE OF THE INVESTMENT FOR RENTED FARMS.

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

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

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1986

ITEMS	MOST PROFITABLE 45 FARMS	
1. SIZE OF FARM -TOTAL ACRES	517.9	
2. -TILLABLE ACRES	382.8	
3. WORK UNITS - CROPS	176.96	
4. - LIVESTOCK	487.34	
5. - OTHER	4.17	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	668.47	
7. NUMBER OF WORKERS	1.88	
8. FARM CAPITAL INVESTMENT PER WORKER	\$ 171028	
8A FARM CAPITAL INVESTMENT PER WORK UNIT	\$ 481	
	JAN. 1	DEC. 31
9. PRODUCTIVE LIVESTOCK		
10. DAIRY COWS	\$ 40660	42189
11. OTHER DAIRY CATTLE	\$ 24347	27164
12. BEEF BREEDING CATTLE	\$ 2424	2705
13. BEEF FEEDER CATTLE	\$ 1942	1452
14. HOGS	\$ 1248	1872
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$	
16. POULTRY - ALL TYPES	\$	
17. OTHER LIVESTOCK	\$	
18. TOTAL PRODUCTIVE LIVESTOCK	\$ 70623	75381
19. CROP, SEED & FEED	\$ 36104	34187
20. POWER, MACHINERY & EQUIPMENT		
21. AUTO & TRUCK (FARM SHARE)	\$ 2409	2829
22. POWER & MACHINERY	\$ 37693	37401
23. IRRIGATION EQUIPMENT	\$ 1606	1404
24. CUSTOM WORK EQUIPMENT	\$	
25. LIVESTOCK EQUIPMENT	\$ 11615	11691
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$ 53323	53595
27. LAND	\$ 104666	104020
28. BUILDINGS-FENCES-ETC.	\$ 56564	54600
29. TOTAL FARM CAPITAL	\$ 321280	321785
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	505

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1986

ITEMS	LEAST PROFITABLE 45 FARMS	
	JAN. 1	DEC. 31
1. SIZE OF FARM -TOTAL ACRES	423.4	
2. -TILLABLE ACRES	239.9	
3. WORK UNITS - CROPS	105.60	
4. - LIVESTOCK	309.46	
5. - OTHER	9.40	
6. TOTAL SIZE OF BUSINESS IN WORK UNITS	424.46	
7. NUMBER OF WORKERS	1.70	
8. FARM CAPITAL INVESTMENT PER WORKER	\$ 143485	
8A FARM CAPITAL INVESTMENT PER WORK UNIT	\$ 575	
9. PRODUCTIVE LIVESTOCK		
10. DAIRY COWS	\$ 25820	24216
11. OTHER DAIRY CATTLE	\$ 15058	14535
12. BEEF BREEDING CATTLE	\$ 7434	7714
13. BEEF FEEDER CATTLE	\$ 3745	3683
14. HOGS	\$ 1943	2168
15. SHEEP (INCLUDING FEEDERS) & GOATS	\$	
16. POULTRY - ALL TYPES	\$	
17. OTHER LIVESTOCK	\$ 230	12
18. TOTAL PRODUCTIVE LIVESTOCK	\$ 54231	52328
19. CROP, SEED, FEED, & SUPPLIES	\$ 20746	16309
20. POWER, MACHINERY & EQUIPMENT		
21. AUTO & TRUCK (FARM SHARE)	\$ 2555	2395
22. POWER & MACHINERY	\$ 28029	24301
23. IRRIGATION EQUIPMENT	\$ 1309	1202
24. CUSTOM WORK EQUIPMENT	\$	
25. LIVESTOCK EQUIPMENT	\$ 8334	7855
26. TOTAL POWER, MACHINERY & EQUIPMENT	\$ 40227	35753
27. LAND	\$ 95474	95296
28. BUILDINGS-FENCES-ETC.	\$ 39462	38024
29. TOTAL FARM CAPITAL	\$ 250139	237711
30. INCREASE OR DECREASE IN TOTAL FARM CAPITAL	\$	-12428

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1986

ITEMS	AVERAGE 225 FARMS	HIGH 45 FARMS	LOW 45 FARMS
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. DAIRY COWS \$	5190	7197	5110
3. DAIRY PRODUCTS \$	64497	97038	50335
4. OTHER DAIRY CATTLE \$	4013	6008	3886
5. BEEF BREEDING CATTLE \$	1998	995	2236
6. BEEF FEEDER CATTLE \$	2827	4725	5666
7. HOGS COMPLETE & MIXED \$	1860	580	4070
8. HOGS FINISHING \$	314	23	1114
9. HOGS PRODUCING WEANING PIGS \$	1993	2729	
10. SHEEP, GOATS & WOOL, FARM FLOCK \$	97		
11. SHEEP & WOOL, FEEDER LAMBS \$			
12. CHICKENS \$	25		
13. TURKEYS \$			
14. EGGS \$	735	4	
15. OTHER PRODUCTIVE LIVESTOCK \$	87		435
16. OTHER MISCELLANEOUS LIVESTOCK INCOME \$	56	269	
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK \$	83692	119568	72852
18. SALE OF CROPS			
19. WHEAT \$	107		198
19A DURUM \$			
20. OTHER SMALL GRAINS \$	788	872	477
21. CORN \$	3672	13175	1578
22. SOYBEANS \$	457	1593	50
22A SUNFLOWERS \$	1		6
23. OTHER ROW CROPS \$			
24. LEGUMES & OTHER FORAGE \$	504	454	535
25. GRASS SEED \$			
26. FRUIT & NUTS \$			
27. VEGETABLE ROADSIDE MARKET & SPECIALTY \$	136		
28. NURSERY, TIMBER & OTHER \$	223	10	
29. SET ASIDE ACRES-GOVERNMENT PAYMENTS \$	1964	5310	1860
29A PIK ACRES \$	688	2443	417
29B SALE OF CROPS&SUPPL. PURCH FOR RESALE \$	403	941	228
30. TOTAL SALES FROM CROPS \$	8942	24798	5349
31. CAP. ASSETS SOLD (AUTO/TRK/MACH.) \$	372	676	195
31A CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS) \$	28		
31B CAP. ASSETS SOLD (LAND) \$	560	556	
32. GAS TAX REFUND \$	16	23	16
33. INCOME FROM WORK OFF THE FARM \$	843	1431	769
34. CUSTOM WORK ENTERPRISE INCOME \$	45		225
35. PATRONAGE REFUNDS \$	458	678	544
36. MISCELLANEOUS FARM INCOME \$	2387	2416	1359
37. TOTAL FARM SALES \$	97343	150145	81309
38. INCREASE IN FARM CAPITAL \$		505	
39. FAMILY LIVING FROM THE FARM \$	729	854	873
40. TOTAL FARM RECEIPTS (37)+(38)+(39) \$	98072	151503	82183

*OPERATORS LABOR AND MANAGEMENT EARNINGS, PAGE 10 LINE 46, REPRESENT THE RETURN TO THE OPERATOR AFTER ALL EXPENSES ARE DEDUCTED. THE CALCULATION IS DETERMINED BY SUBTRACTING TABLE 2B LINE 45 FROM LINE 40 TABLE 2A.

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1986

ITEMS	AVERAGE 225 FARMS	HIGH 45 FARMS	LOW 45 FARMS
1. PURCHASE OF LIVESTOCK			
2. DAIRY COWS	\$ 1210	834	1849
3. OTHER DAIRY CATTLE	\$ 695	863	484
4. BEEF BREEDING CATTLE	\$ 305	476	284
5. BEEF FEEDER CATTLE	\$ 823	802	2282
6. HOGS COMPLETE & MIXED	\$ 22		85
7. HOGS FINISHING	\$ 164	18	390
8. HOGS PRODUCING WEANING PIGS	\$ 105	54	
9. SHEEP & GOATS	\$ 3		
10. SHEEP, FEEDER LAMBS	\$		
11. CHICKENS	\$ 188	1	
12. TURKEYS	\$		
13. OTHER PRODUCTIVE LIVESTOCK	\$		
14. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 6290	8707	6305
14A PURCH OF CROPS/SUPPL. PURCH FOR RESALE	416	876	319
15. FEED BOUGHT	\$ 17669	22393	18120
16. FERTILIZER	\$ 4132	5862	4004
17. CHEMICALS	\$ 1235	2531	983
18. OTHER CROP EXPENSE	\$ 2727	4268	2423
19. IRRIGATION OPERATION EXPENSE	\$ 13	19	
20. CUSTOM WORK ENT. COSTS, INCL. LABOR	\$ 7		36
21. CUSTOM WORK HIRED	\$ 3267	4124	2828
22. REPAIR & UPKEEP OF LIVESTOCK EQUIP.	\$ 1193	1679	988
23. REPAIR & UPKEEP OF FARM REAL ESTATE	\$ 858	1151	827
24. GAS, DIESEL & LUBRICANTS BOUGHT (F S)	\$ 2952	4048	2977
25. REPAIR OF MACH, TRACTOR, TRUCK & AUTO	\$ 4436	6329	4207
26. REPAIR & UPKEEP OF IRRIGATION EQUIP.	\$ 9	34	12
27. REPAIRS - CUSTOM WORK ENTERPRISE	\$ 5		26
28. WAGES OF HIRED LABOR	\$ 3325	4571	4020
29. PERSONAL PROPERTY & REAL ESTATE TAXES	\$ 1076	1633	1056
30. GENERAL FARM EXPENSE	\$ 1913	2070	1754
31. TELEPHONE EXPENSE (FARM SHARE)	\$ 366	385	362
32. ELECTRICITY EXPENSE (FARM SHARE)	\$ 2665	3321	2697
33. TOTAL CASH OPERATING EXPENSE	\$ 58069	78049	59318
34. POWER & MACH. BOUGHT (FARM SHARE)	\$ 5479	8524	4017
35. IRRIGATION EQUIPMENT BOUGHT	\$ 28		
36. CUSTOM WORK EQUIPMENT BOUGHT	\$		
37. LIVESTOCK EQUIPMENT BOUGHT	\$ 1428	2505	1296
38. NEW REAL ESTATE - BLDGS/IMPROVEMENTS	\$ 2177	2443	3128
38A NEW REAL ESTATE - LAND	\$ 904	87	
39. TOTAL FARM PURCHASES (33)THRU(38A)	\$ 68085	91608	67759
40. DECREASE IN FARM CAPITAL	\$ 4721		12429
41. INTEREST ON FARM CAPITAL(7% OPPORT CHG)	\$ 16571	22507	17074
42. UNPAID FAMILY LABOR	\$ 976	1083	1211
43. LABOR CHARGE PARTNER & OTHER PARTNERS	\$ 293	622	400
44. BOARD FURNISHED HIRED LABOR	\$ 92	266	52
45. TOTAL FARM EXPENSE (39) THRU (44)	\$ 90738	116086	98925
46. RETURN TO OPER. LABOR & MGMT-SINGLE OPERT. (W.F.) (2A/40)-(45)	\$ 7334	35417	-16742
47. NUMBER OF OPERATORS	1	1	1
48. FULL TIME OPERATOR EQUIVALENTS	1.14	1.29	1.11
49. RETURN TO OPERATOR LABOR & MGT/FULL TIME OPERATOR EQUIVALENT	\$ 6690	27937	-14723

TABLE 3 - ENTERPRISE STATEMENT FOR WHOLE FARM - 1986

		AVERAGE 225 FARMS	HIGH 45 FARMS	LOW 45 FARMS
1. RETURNS & NET INCREASES				
2. PRODUCTIVE LIVESTOCK				
3. DAIRY COWS CATTLE	\$	60849	93225	45591
4. OTHER DAIRY CATTLE	\$	13250	21888	10289
5. BEEF BREEDING CATTLE	\$	2246	1495	2919
6. FEEDER CATTLE	\$	1468	2702	2781
7. HOGS, COMPLETE & MIXED	\$	1976	559	4362
8. HOG FINISHING ENTERPRISE	\$	238	191	599
9. PRODUCING WEANING PIGS	\$	2086	3164	
10. SHEEP & GOATS	\$	121		
11. SHEEP, FEEDER LAMBS	\$			
12. CHICKENS	\$	579	8	
13. TURKEYS	\$			
14. OTHER PRODUCTIVE LIVESTOCK	\$	44		218
15. TOTAL ALL PRODUCTIVE LIVESTOCK	\$	82857	123232	66758
16. VALUE OF FEED FED TO LIVESTOCK (MINUS)	\$	40827	58212	38659
17. RETURN OVER FEED FROM LIVESTOCK	\$	42030	65020	28099
18. CROP, SEED & FEED	\$	20659	42978	13504
18A CROPS & SUPPLIES PURCH FOR RESALE (NET)	\$	-13	65	-92
19. COOPERATIVE PATRONAGE REFUNDS	\$	458	678	544
20. MISCELLANEOUS FARM INCOME	\$	2387	2416	1359
21. CUSTOM WORK ENTERPRISE	\$	32		162
22. TOTAL RETURNS & NET INCREASES	\$	65553	111156	43577
23. EXPENSES & NET DECREASES				
24. TRUCK & AUTO (FARM SHARE)	\$	3528	4190	3378
25. TRACTORS & CROP MACHINERY	\$	12460	15684	13125
26. IRRIGATION EQUIPMENT	\$	134	235	119
27. ELECTRICITY	\$	2665	3321	2697
28. LIVESTOCK EQUIPMENT	\$	3260	4186	2950
29. BUILDINGS, FENCES & TILING	\$	4838	5557	5393
30. BARE LAND	\$	151	178	178
31. MISCELLANEOUS LIVESTOCK EXPENSE	\$	6290	8707	6305
32. LABOR-PAID, UNPAID, CUSTOM WRK(EXCL LAB)	\$	4678	6466	5530
33. LABOR CHARGE FOR OTHER OPERATOR(S)	\$	293	622	400
34. PROPERTY TAX	\$	1076	1633	1056
35. GENERAL FARM EXPENSE	\$	1910	2068	1752
35A TELEPHONE EXPENSE	\$	366	385	362
36. INTEREST ON FARM CAPITAL(7% OPORT.CHG)	\$	16571	22507	17075
37. TOTAL EXPENSES & NET DECREASES	\$	58219	75739	60320
38. RETURN TO OPERATOR & MGT. (SINGLE OPR)	\$	7334	35417	-16742
39. NUMBER OF FARM OPERATORS		1	1	1
40. FULL TIME OPERATORS EQUIVALENTS	\$	1.14	1.29	1.11
41. RTRN TO OPR LABOR & MGT/FULL TIME OPR.	\$	6690	27937	-14723

TABLE 3 COMBINES TABLE 1,2A, & 2B. CASH RECEIPTS AND EXPENSES ARE ADJUSTED FOR CHANGES IN INVENTORY FOR EACH ENTERPRISE AND FOR EACH CATEGORY OF EXPENSE IN ORDER TO SHOW NET INCREASES AND NET DECREASES. THE RESULTING RETURN TO OPERATORS LABOR AND MANAGEMENT IS THE SAME AS THOSE ON PAGE 10, LINE 46. ANY NEGATIVE FIGURES FOR LINE 30 (BARE LAND) INDICATE THAT IT HAS BEEN SOLD FOR HIGHER THAN INVENTORY VALUES.

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1986

ITEMS	AVERAGE OF 85 FAMILIES	17 HIGH PROFIT	17 LOW PROFIT
1. NUMBER OF PERSONS - FAMILY	5	5	5
2. NUMBER OF ADULT EQUIVALENT - FAMILY	3.5	3.3	3.8
3. CHURCH & WELFARE	\$ 676	787	605
4. MEDICAL CARE & HEALTH INSURANCE	2386	1954	2613
5. FOOD & MEALS BOUGHT	3717	3705	3531
6. OPERATING EXPENSE & SUPPLIES	1166	1288	690
7. FURNISHINGS & EQUIPMENT	820	660	659
8. CLOTHING & CLOTHING MATERIALS	1015	1535	823
9. PERSONAL CARE & SPENDING	603	552	532
10. EDUCATION	298	389	384
11. RECREATION	467	307	415
12. GIFTS & SPECIAL EVENTS	652	547	552
12A. PERSONAL INTEREST	63	117	71
13. PERSONAL SHARE TRUCK & AUTO EXPENSE	702	731	915
14. OPERATOR SHARE UPKEEP ON DWELLING	560	327	281
14A. CASH RENT (PERSONAL)	22		5
15. PERSONAL SHARE TELEPHONE & ELEC. EXP.	788	779	773
15A. PERSONAL SHARE - GENERAL FARM EXPENSE	101	226	78
16. TOTAL CASH LIVING EXPENSE	\$ 14035	13904	12926
17. PERSONAL SHARE NEW TRUCK & AUTO	585	424	478
18. NEW DWELLING BOUGHT	906	327	
19. TAXES & OTHER DEDUCTIONS	778	528	1143
20. LIFE INSURANCE	456	623	697
21. TOTAL HOUSEHOLD & PERS. (16 THRU 20)\$	16760	15805	15245
22. TOTAL FAMILY LIVING FROM FARM (33) \$	712	713	846
23. TOTAL CASH & NON-CASH EXP. (21+22) \$	17472	16518	16091
23A. PAID ON PERSONAL DEBT	330	1102	427
23B. SAVINGS & INVESTMENTS(EXCL. LIFE INS.)	448		348
23C. TOTAL CASH/NONCASH FUNDS: PERS. USE \$	18250	17620	16866

FAMILY LIVING FROM THE FARM

	OPER. SHARE	OPER. SHARE	OPER. SHARE
25.			
26. MILK & CREAM	\$ 214	274	179
27. BEEF & BUFFALO	\$ 480	394	627
28. PORK	\$ 15	32	34
29. LAMB, MUTTON, & GOAT	\$		
30. POULTRY, ALL FOWL	\$ 2	7	6
31. EGGS	\$ 1	7	
32. VEGETABLES, FRUITS & OTHER PRODUCTION	\$		
33. TOTAL FAMILY LIVING FROM THE FARM	\$ 712	713	846

HOUSEHOLD AND PERSONAL ACCOUNTS ARE IMPORTANT IF THE FAMILY IS TO MANAGE ITS FINANCIAL AFFAIRS WISELY. THE HOUSEHOLD AND PERSONAL EXPENSES AND RECEIPTS ARE PRESENTED IN TABLE 4. *THESE FAMILIES SPEND AN AVERAGE OF \$1170 PER MONTH FOR CASH LIVING EXPENSE (LINE 16) AND A TOTAL OF \$1397 PER MONTH FOR TOTAL PERSONAL AND HOUSEHOLD EXPENSE (LINE 21).

EXPLANATION OF RATIOS IN TABLE 5

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

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

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

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

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

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

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

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

TABLE 5 - STATEMENT OF FINANCIAL POSITION - 1986
FOR THOSE OPERATORS WITH A COMPLETE RECORD OF ASSETS & LIABILITIES

ITEMS	AVERAGE OF 211 FARMS	
	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 54269	55547
2. CROP, SEED & FEED	21476	19071
3. TOTAL POWER, MACHINERY & EQUIPMENT	38502	36519
4. LAND (ACRES OWNED 358.9) (TILLABLE 177.3)	77809	78052
5. BUILDINGS, FENCES, ETC.	42377	40672
6. TOTAL FARM CAPITAL	\$ 234432	229861
7. NON-FARM ASSETS	13496	14005
7A CASH ON HAND & IN BANK	2561	3350
7B NON FARM REAL ESTATE	1580	1535
8. DWELLING	25215	25682
9. TOTAL ASSETS	\$ 277284	274434
10. REAL ESTATE MORTGAGES	91154	89573
11. CHATTEL MORTGAGES	64030	64429
12. NOTES	5416	5076
13. ACCOUNTS PAYABLE	4013	3659
14. TOTAL LIABILITIES	\$ 164613	162737
15. FARMERS NET WORTH	\$ 112672	111697
16. GAIN (OR LOSS) IN NET WORTH		-975
* * * * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION		
18. RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 5173	
19. RETURN TO CAPITAL & FAMILY LABOR (6B/48)	\$ 9903	
20. NON-FARM INCOME		
21. OUTSIDE INVESTMENT INCOME	333	
22. OTHER PERSONAL INCOME & INCOME TAX REFUND	5323	
22A SALE OF (P.S.) DWELLING, AUTO & TRUCK	92	
23. TOTAL NON-FARM INCOME	\$ 5748	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 15651	
25. TOTAL MONEY BORROWED (BUSINESS & PERSONAL)	23925	
26. TOTAL PAID ON DEBT (PRINCIPAL: BUSINESS ONLY)	25716	
27. TOTL CASH/NONCASH EXPENSE/PERSONAL USE (4/23C)	18250	
28. RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S)	.948	
	JAN. 1	DEC. 31
29. RATIO: TOTAL-ASSETS TO LIABILITIES	1.684	1.686
30. RATIO: NON-REAL ESTATE-ASSETS TO LIABILITIES	1.774	1.756
31. RATIO: REAL ESTATE-ASSETS TO LIABILITIES	1.612	1.629
32. RATIO: NET WORTH TO TOTAL LIABILITIES	.684	.686
33.*RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.758
34. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.433
35. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.440
36. INVENTORIED VALUE OF FARM PER OWNED ACRE		461
37. INVENTORIED VALUE OF FARM PER TILLABLE ACRE		841
38. DEBT (ALL SOURCES) PER ACRE OWNED		520

*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.

TABLE 5 - STATEMENT OF FINANCIAL POSITION - 1986
FOR THOSE OPERATORS WITH A COMPLETE RECORD OF ASSETS & LIABILITIES

ITEMS	42 HIGH PROFIT FARMS		42 LOW PROFIT FARMS	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	\$ 75072	79961	59968	5825C
2. CROP, SEED & FEED	32437	30220	22447	17694
3. TOTAL POWER, MACHINERY & EQUIPMENT	52361	53320	44721	39502
4. LAND	98407	97602	102805	101090
5. BUILDINGS, FENCES, ETC.	55619	53647	45003	43271
6. TOTAL FARM CAPITAL	\$ 313896	314750	274944	259807
7. NON-FARM ASSETS	12615	12919	19868	20878
7A CASH ON HAND & IN BANK	2500	3478	1831	2141
7B NON FARM REAL ESTATE	2000	1962	974	974
8. DWELLING	31702	31203	23548	23881
9. TOTAL ASSETS	\$ 362713	364312	321164	307682
10. REAL ESTATE MORTGAGES	114133	110060	121086	116407
11. CHATTEL MORTGAGES	85590	80811	70148	73089
12. NOTES	10702	10062	2587	3363
13. ACCOUNTS PAYABLE	5003	4168	4428	4531
14. TOTAL LIABILITIES	\$ 215427	205101	198248	197389
15. FARMERS NET WORTH	\$ 147286	159210	122916	110293
16. GAIN (OR LOSS) IN NET WORTH		11925		-12624
	* * *	* * *		
17. SUPPLEMENTARY MANAGEMENT INFORMATION				
18. RETURN TO OPERATORS LABOR & MGMT. (6B/47)	\$ 30450		-17766	
19. RETURN TO CAPITAL & FAMILY LABOR (6B/48)	\$ 33117		-9666	
20. NON-FARM INCOME				
21. OUTSIDE INVESTMENT INCOME	453		210	
22. OTHER PERSONAL INCOME & INCOME TAX REFUND	2962		9670	
22A SALE OF (P.S.) DWELLING, AUTO & TRUCK	317		127	
23. TOTAL NON-FARM INCOME	\$ 3732		10006	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 36849		340	
25. TOTAL MONEY BORROWED (BUSINESS & PERSONAL)	28197		25845	
26. TOTAL PAID ON DEBT (PRINCIPAL-BUSINESS ONLY)	38119		26844	
27. TOTAL CASH/NONCASH EXPENSE/PERS USE(4/23C)	17620		16866	
28. RATIO: TOTAL FARM-EXPENSES TO RECEIPTS (O.S)	.807		1.183	
	JAN. 1	DEC.31	JAN. 1	DEC.31
29. RATIO: TOTAL-ASSETS TO LIABILITIES	1.684	1.776	1.620	1.559
30. RATIO: NON-REAL ESTATE-ASSETS TO LIABILITIES	1.727	1.893	1.929	1.710
31. RATIO: REAL ESTATE-ASSETS TO LIABILITIES	1.645	1.676	1.423	1.454
32. RATIO: NET WORTH TO TOTAL LIABILITIES	.684	.776	.620	.559
33.*RATIO: CASH OPERATING EXP TO ADJ TOTAL FARM SALES (O.S.)		.697		.873
34. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (W.F.)		.481		.365
35. RATIO: TOTAL FARM RECPTS TO AVE FARM CAPITAL (O.S.)		.506		.365
36. INVENTORIED VALUE OF FARM PER OWNED ACRE		508		430
37. INVENTORIED VALUE OF FARM TILLABLE ACRE		807		824
38. DEBT (ALL SOURCES) PER ACRE OWNED		571		504

*ADJUSTED FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS

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

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

TABLE 6A - OPERATOR'S SHARE OF CASH RECEIPTS - 1986

ITEMS	AVERAGE 225	HIGH 45	LOW 45
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. DAIRY COWS	\$ 5173	7480	4921
3. DAIRY PRODUCTS	\$ 64238	99736	51138
4. OTHER DAIRY CATTLE	\$ 4002	6420	3878
5. BEEF BREEDING CATTLE	\$ 1896	1336	2339
6. BEEF FEEDER CATTLE	\$ 2827	4725	6523
7. HOGS COMPLETE & MIXED	\$ 1802	1697	4807
8. HOGS FINISHING	\$ 314	23	1114
9. HOGS PRODUCING WEANING PIGS	\$ 1993	3314	
10. SHEEP, GOATS & WOOL, FARM FLOCK	\$ 94		
11. SHEEP & WOOL, FEEDER LAMBS	\$		
12. CHICKENS	\$ 25		5
13. TURKEYS	\$		
14. EGGS	\$ 735	4	64
15. OTHER PRODUCTIVE LIVESTOCK	\$ 87		435
16. OTHER MISCELLANEOUS LIVESTOCK INCOME	\$ 56	269	
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 83241	125004	75224
18. SALE OF CROPS			
19. WHEAT	\$ 107		250
20. OTHER SMALL GRAINS	\$ 768	222	1375
21. CORN	\$ 3662	10080	5216
22. SOYBEANS	\$ 457	1211	433
22A. SUNFLOWERS	\$ 1		6
23. OTHER ROW CROPS	\$		
24. LEGUMES & OTHER FORAGE	\$ 456	447	541
25. GRASS SEED	\$		
26. FRUIT & NUTS	\$		
27. VEGETABLE ROADSIDE MARKET & SPECIALTY	\$ 136		
28. NURSERY, TIMBER & OTHER	\$ 223	10	60
29. SET ASIDE ACRES-GOVERNMENT PAYMENTS	\$ 1934	4985	2300
29A. PIK ACRES	\$ 688	444	2385
29B. SALE OF CROPS&SUPPL. PURCH FOR RESALE	\$ 403	941	356
30. TOTAL SALES FROM CROPS	\$ 8835	18340	12923
31. CAP. ASSETS SOLD (AUTO/TRK/MACH.)	\$ 372	587	195
31A. CAP. ASSETS SOLD (BLDGS & IMPROVEMENTS)	\$ 28		
31B. CAP. ASSETS SOLD (LAND)	\$ 560	556	1487
32. GAS TAX REFUND	\$ 15	22	20
33. INCOME FROM WORK OFF THE FARM	\$ 843	1429	453
34. CUSTOM WORK ENTERPRISE INCOME	\$ 45		225
35. PATRONAGE REFUNDS	\$ 456	732	583
36. MISCELLANEOUS FARM INCOME	\$ 2379	2675	1772
37. TOTAL FARM SALES	\$ 96776	149345	92882
38. INCREASE IN FARM CAPITAL	\$	329	
39. FAMILY LIVING FROM THE FARM	\$ 725	828	871
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 97501	150503	93753
41. ADJUSTED TOTAL FARM SALES (37)-(31)	\$ 95816	148202	91200
42. TOTAL CASH FARM OPERATING EXPENSE	\$ 72830	104099	80190
43. NET CASH OPERATING INCOME	\$ 22986	44103	11010

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 - 1986

ITEMS	AVERAGE 225	HIGH 45	LOW 45
1. PURCHASE OF LIVESTOCK			
2. DAIRY COWS	\$ 1210	1146	1654
3. OTHER DAIRY CATTLE	\$ 695	854	327
4. BEEF BREEDING CATTLE	\$ 296	476	520
5. BEEF FEEDER CATTLE	\$ 823	802	2695
6. HOGS COMPLETE & MIXED	\$ 22		85
7. HOGS FINISHING	\$ 164	18	390
8. HOGS PRODUCING WEANING PIGS	\$ 105	112	
9. SHEEP & GOATS	\$ 2		
10. SHEEP, FEEDER LAMBS	\$		
11. CHICKENS	\$ 188	1	3
12. TURKEYS	\$		
13. OTHER PRODUCTIVE LIVESTOCK	\$		
14. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 6255	8925	6331
14A PURCH OF CROPS/SUPPLIES PURCH FOR RESALE	\$ 416	876	446
15. FEED BOUGHT	\$ 17603	23598	18505
16. FERTILIZER	\$ 4095	6103	5326
17. CHEMICALS	\$ 1221	2149	1543
18. OTHER CROP EXPENSE	\$ 2718	3736	3362
19. IRRIGATION OPERATION EXPENSE	\$ 13	19	
20. CUSTOM WORK ENT. COSTS, INCL. LABOR	\$ 7		36
21. CUSTOM WORK HIRED	\$ 3243	4239	3097
22. REPAIR & UPKEEP OF LIVESTOCK EQUIP.	\$ 1190	1966	1063
23. REPAIR & UPKEEP OF FARM REAL ESTATE	\$ 858	1109	912
24. GAS, DIESEL & LUBRICANTS (F S)	\$ 2925	3980	3371
25. REPAIR OF MACH, TRACTOR, TRUCK & AUTO	\$ 4416	6292	4850
26. REPAIR & UPKEEP OF IRRIGATION EQUIP.	\$ 9	34	12
27. REPAIRS - CUSTOM WORK ENTERPRISE	\$ 5		26
28. WAGES OF HIRED LABOR	\$ 3314	4670	4125
29. PERSONAL PROPERTY & REAL ESTATE TAXES	\$ 1020	1466	1049
30. CASH RENT	\$ 2601	5486	3503
31. GENERAL FARM EXPENSE	\$ 1907	2074	1920
32. TELEPHONE EXPENSE (FARM SHARE)	\$ 366	402	384
33. ELECTRICITY EXPENSE (FARM SHARE)	\$ 2665	3499	2819
34. INTEREST ACTUALLY PAID	\$ 12475	20065	11835
35. TOTAL CASH OPERATING EXPENSE	\$ 72830	104099	80190
36. POWER & MACH. BOUGHT (FARM SHARE)	\$ 5470	8077	4800
37. IRRIGATION EQUIPMENT BOUGHT	\$ 28		
38. CUSTOM WORK EQUIPMENT BOUGHT	\$		
39. LIVESTOCK EQUIPMENT BOUGHT	\$ 1425	2604	1157
40. NEW REAL ESTATE - BLDGS/IMPROVEMENTS	\$ 2177	2340	2967
40A NEW REAL ESTATE - LAND	\$ 904		
41. TOTAL FARM PURCHASES (33)THRU(38A)	\$ 82834	117120	89114
42. DECREASE IN FARM CAPITAL	\$ 4672		14221
43. INTEREST ON FARM CAPITAL(7% OPPORT CHG)	\$ 3754	1518	6610
44. UNPAID FAMILY LABOR	\$ 976	1150	1490
45. BOARD FURNISHED HIRED LABOR	\$ 92	266	84
46. TOTAL FARM EXPENSE (41) THRU (45)	\$ 92328	120053	111519
47. RETURN TO OPER.LABOR & MGMT-SINGLE OPERT. (6A/40) - (46)	\$ 5173	30450	-17766
48. RETURN TO CAPITAL & FAMILY LABOR (47)+(44)+(43)	\$ 9903	33117	-9666

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

EXPLANATION OF WORK UNITS

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

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

<u>ITEM</u>		<u>UNIT</u>	
Dairy Cows	7.0/cow	Sunflowers	.55/acre
Other Dairy Cattle	1.2/head	Barley, Wheat, Oats, Rye	.30/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeders	.12/cwt	Canning Corn	.40/acre
Hogs-Complete	.12/cwt	Corn for Grain	.55/acre
Hogs-Finishing	.06/cwt	Soybeans	.45/acre
Hogs-Wean. Pigs	1.4/litter	Corn & Cane Silage	.80/acre
Sheep, Farm Flock	.60/ewe	Alfalfa Hay	.60/acre
Lambs, Feeders	.30/ewe	O. Leg. & Mix Hay	.40/acre
Chickens, Lay. Flock	5.0/100	Tame Grass Hay	.20/acre
Broilers	.20 cwt	Annual Hay	.30/acre
Turkeys, Lay. Flock	20.0/100	Legume & Grass Silage	.40/acre
Turkey Poults	.12/cwt	Legume & Grass Seed	.40/acre
Labor Off the Farm	1.0/\$20	Summer Fallow Tilled	.40/acre
Set Aside (Tilled)	.20/acre	Wild Hay	.20/acre

MOST COMMON HARVEST PRICES OF HOME GROWN FEED AND OTHER PRICES USED IN THE 1985 REPORT

SMALL GRAIN & CORN

Barley (Feed)	\$1.15/bu
Corn	1.50/bu
Oats	1.00/bu
Soybeans	4.50/bu
Wheat	2.45/bu

PASTURE PER HEAD PER MONTH

Dairy Cows, Beef Cows	\$5.00
Other Dairy & Beef	4.00
Hogs	3.50
Sheep	.70
Lambs	.35

ROUGHAGES

Alfalfa Hay	\$70.00/ton
Mixed Legume	50.00/ton
Other Grass Hay	30.00/ton
Corn Silage	12.00/ton
Whole Milk Fed	\$10.00/cwt

PRODUCTS USED IN THE HOME

Whole Milk	.25/qt
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UNPAID FAMILY LABOR

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

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

MEASURES OF FARM ORGANIZATION EFFICIENCY

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

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

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

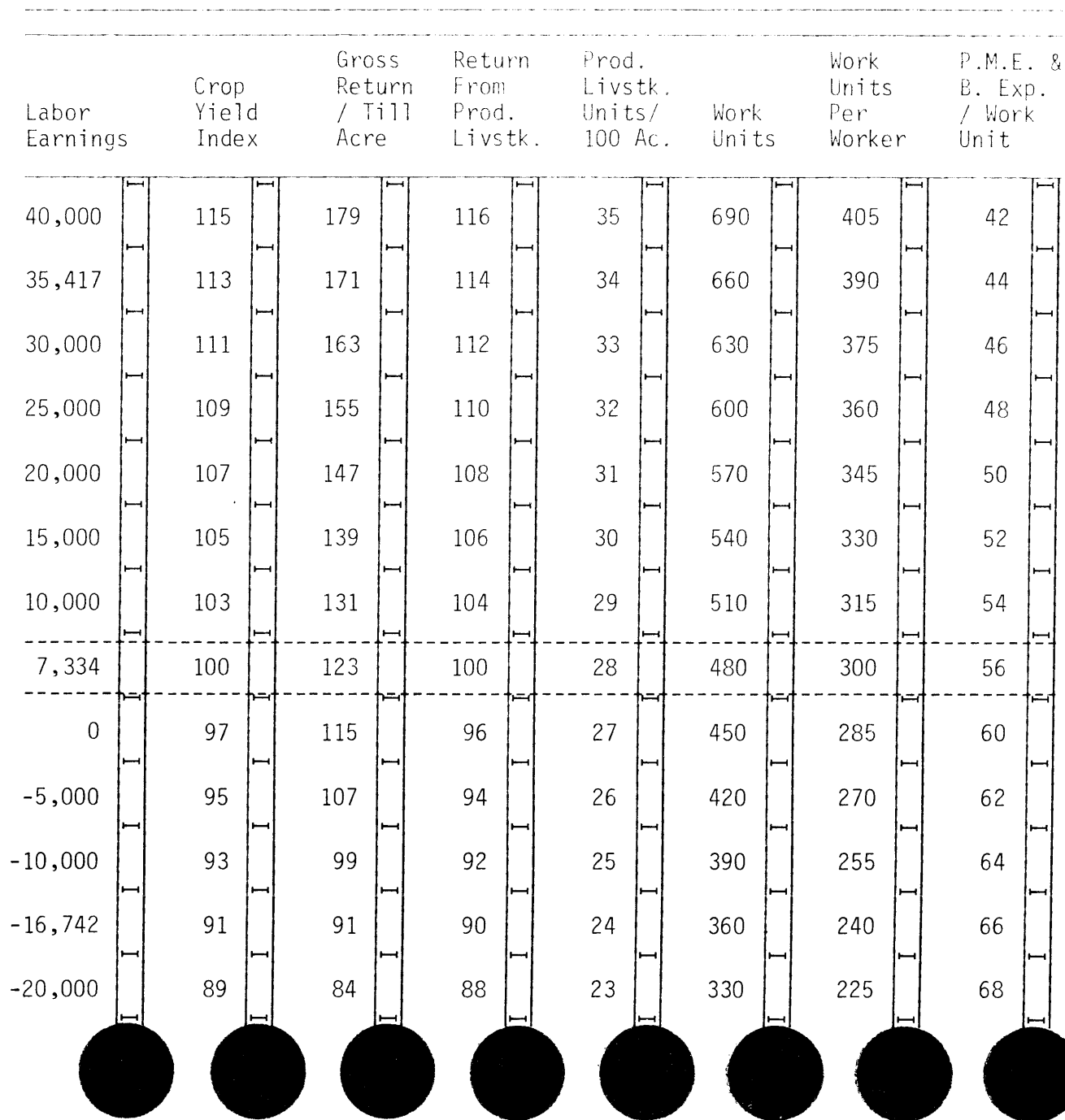
Note should be taken that items listed in Table 8 and the Thermometer Chart are to be considered in light of the individual farm and farm operator. Although in general, an above-average level for each factor listed would indicate above-average earnings, this may not be true when individual farms are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

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1986

ITEMS	AVERAGE 225 FARMS	HIGH 45 FARMS	LOW 45 FARMS
1. RETURN TO OPERATORS LABOR & MANAGEMENT \$	7334	35417	-16742
2. CROP YIELD INDEX	100.0	98.9	95.3
3. % TILLABLE LAND IN HIGH RETURN CROPS			
4. GROSS RETURN PER TILLABLE ACRE \$	123.04	143.46	103.76
5. RETURN PER \$100 FEED FED PROD. LVSTK INDEX	100.0	115.8	86.7
6. *LIVESTOCK UNITS PER 100 ACRES	28.35	24.53	30.95
7. SIZE OF BUSINESS - WORK UNITS	479.79	668.47	424.46
8. WORK UNITS PER WORKER	299.87	355.57	249.68
9. POWER, MACH, EQUIP, BLDG EXPENSE/WORK UNIT \$	56.08	49.63	65.51
10. FARM CAPITAL INVESTMENT PER WORKER \$	147952	171028	143485
11. INDEX OF RETURN PER \$100 FEED FED			
12. 6100A BEEF BREEDING HERD	100.0	126.9	91.7
13. 6140A BEEF FEEDERS, FEEDLOT	100.0	106.2	76.9
14. 6290A DAIRY COWS	100.0	104.5	88.4
15. 6310A OTHER DAIRY REPLACEMENTS	100.0	102.7	91.8
16. 6470A HOGS, FARROW TO FINISH	100.0		98.1
17. 6510A HOGS, WEANING PIG PRODUCTION	100.0	104.4	
18. 6530A HOGS, MIXED SYSTEMS	100.0	146.3	78.0
30. NUMBER OF ANIMAL UNITS	81.31	106.75	81.46
31. WORK UNITS			
32. CROPS	116.49	176.96	105.60
33. PRODUCTIVE LIVESTOCK	356.41	487.34	309.46
34. OTHER PRODUCTIVE LIVESTOCK	6.90	4.17	9.40
35. EXPENSES PER WORK UNIT			
36. TRACTOR & CROP MACHINERY EXPENSES \$	26.27	23.81	31.36
37. FARM SHARE OF AUTO & TRUCK \$	7.36	6.27	8.00
38. FARM SHARE OF ELECTRIC EXPENSE \$	5.56	4.97	6.39
39. LIVESTOCK EQUIPMENT EXPENSE \$	6.80	6.26	6.99
40. BUILDING, FENCE & TILING EXPENSE \$	10.09	8.31	12.77
40A OTHER EXP/WORK UNITS (INC. CUSTOM ENT)			
40B GENRL FRM TELE/OTHR UTILIT. EXCEPT ELEC \$	4.74	3.67	4.98
40C HIRED LABOR \$	6.93	6.84	9.47
41. ** TRACTOR & CROP MACH. EXP. PER CROP ACRE \$	48.24	40.81	54.57
42. FARM POWER & MACH. COST ALLOC. TO CROPS \$	3415.86	4185.94	3561.49
43. BLDG., FENCE & TILING COST ALLOCATED TO CROPS (BCAF 4) \$	1211.65	1409.62	1435.55
44. *ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE			
45. **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY			

THERMOMETER CHART

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



LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

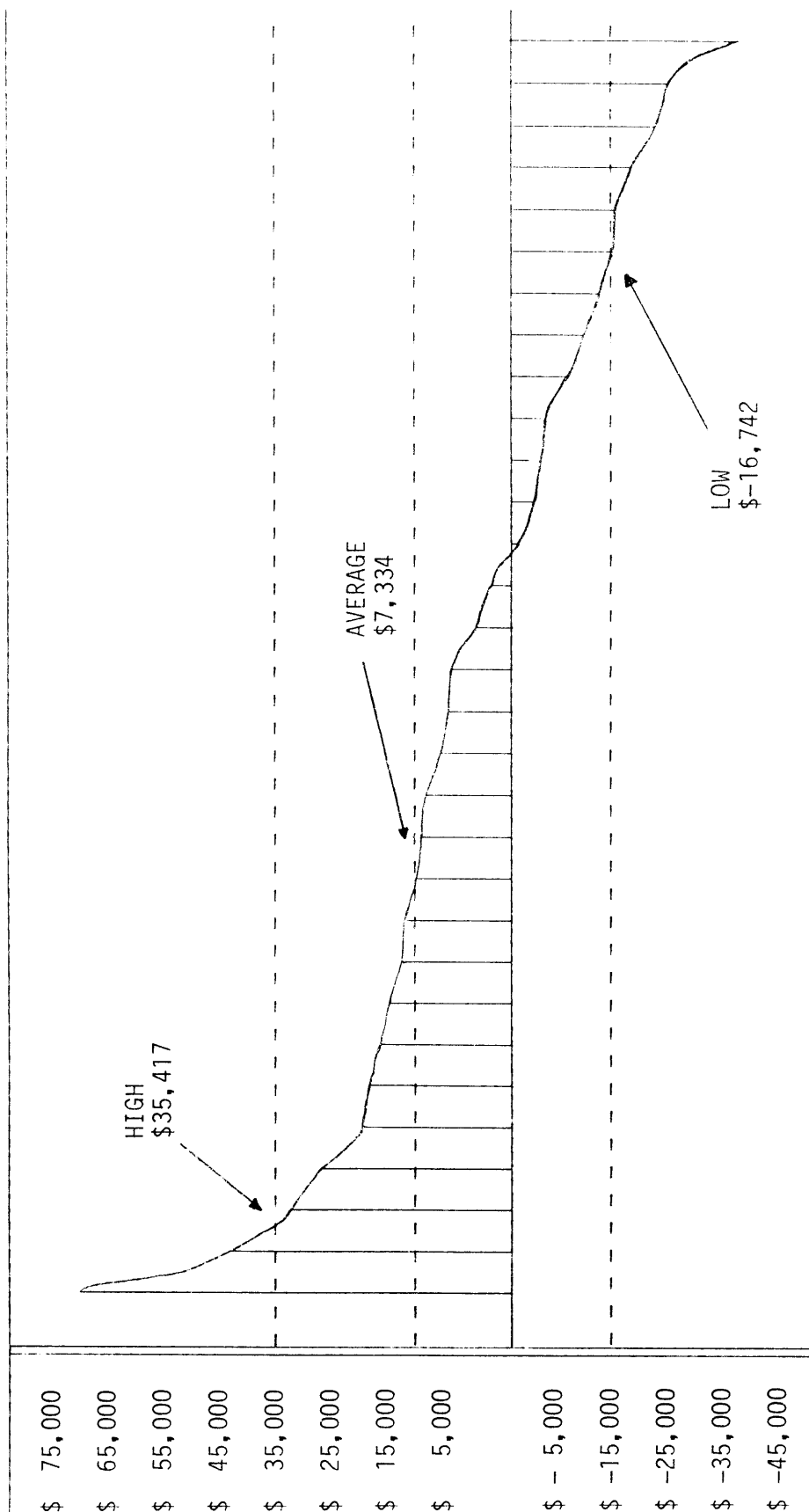
- | | | |
|---|----------------------------------|--------------------------|
| 1. Crop Yield | 2. Gross Return for Tillage Acre | 3. Return from Livestock |
| 4. Amount of Livestock | 5. Size of Business | 6. Work Units Per Worker |
| 7. Control Over Power & Machinery Expense | | |

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

No. of Factors in Which Farmers Excelled	No. of Farms	-10,000	-5,000	0	5,000	10,000	15,000	20,000	25,000
0 - 1	24	//////////	//////////	-2512					
2 - 3	83	//////////	//////////	-2613					
4 - 5	79	//////////	//////////	//////////	//////////	8,988			
6 - 7	53	//////////	//////////	//////////	//////////	//////////	//////////	21,563	

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

TABLE 7 -- RANGE IN FARM EARNINGS -- 1986



Each line represents 8 farm units. Every study of farm earnings shows a wide variation in earnings among farmers in a given year. Some of the causes for these differences in earnings, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The most important management factors affecting earnings are as follows:

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

TABLE 9 - SELECTED CROP DATA FOR MAJOR CROPS, DISTRIBUTION OF ACRES & YIELDS - 1986

CROP	AVERAGE OF 255 FARMS	45 HIGH PROFIT FARMS	45 LOW PROFIT FARMS
	ACRES	ACRES	ACRES
Total Small Grain & Canning Peas	37.9	45.9	43.3
Total Row Crop	62.9	143.2	37.7
Total Legumes, Including Seed	48.7	59.8	43.9
Total Other Hay	54.4	50.7	66.3
Total Silage & Fodder	35.8	46.7	34.6
Total Tillable Pasture	7.1	4.2	4.5
Total Fallow & Idle Land	15.1	32.4	9.4
Total Tillable Land	262.0	382.9	239.7
Total Non-Tillable Hay/Pasture	29.4	52.3	23.3
Wild Hay Not Harvested (Non-Tillable)	4.7	1.1	2.5
Pasture Not Harvested	46.6	22.6	70.5
Timber Not Harvested	40.4	28.6	50.1
Roads & Waste	23.6	22.3	28.3
Farmstead	52.0	8.0	8.8
TOTAL LAND NOT HARVESTED	167.3	82.6	160.2
TOTAL NON-TILLABLE LAND	196.7	134.9	183.6
TOTAL LAND IN FARM OR RANCH	458.7	517.8	423.2

SUPPLEMENTARY MANAGEMENT INFORMATION

	255 FARMS AVERAGE	45 MOST PROFITABLE	45 LEAST PROFITABLE
PERCENT LAND TILLABLE	57.1	73.9	56.7
*FERTILIZER COST PER ACRE	16.34	19.64	15.32
*CROP CHEMICALS PER ACRE	5.35	7.25	4.72
*SEED & OTHER COSTS PER ACRE	12.14	14.09	10.18
*GAS, DIESEL & LUBRICANTS PER ACRE	13.29	12.16	14.58
*REPAIR & MAINT. COST/ACRE	18.68	18.28	18.62

*TILLABLE MINUS TILLABLE PASTURE, FALLOW & IDLE LAND

CROP YIELDS (FROM TABLE 10)

CROP	NUMBER OF FARMS GROWING	AVERAGE YIELD/ACRE	20% HIGH FARMS	20% LOW FARMS
Barley	88	36.0	45.3	20.6
Oats	142	31.4	49.3	8.9
Rye	9	25.8		
Wheat	15	22.9	29.4	19.7
Corn	267	91.8	108.3	61.6
Corn (Irrigated)	6	117.9		
Soybeans	15	24.5	27.4	18.5
Alfalfa Hay	196	3.1	4.6	2.1
Alfalfa Hay (Irrigated)	6	3.0		
Red Clover Hay	22	3.1	4.0	2.1
Perennial Tillable Grass	91	1.4	2.4	0.5
Legume-Grass Mix Hay	135	2.3	3.7	1.3
Corn Silage	236	12.5	16.7	7.4
Grain Silage	27	3.4	4.7	1.9
Legume-Grass Silage	15	6.2	7.4	6.0

TABLE 10 – CROP ANALYSIS

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

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

Other costs, called Allocated Costs, are a combination of cash and non-cash expenses and may be assigned or calculated. Line 17 represents the cost of ownership—depreciation. Line 18 represents the cost of operation—gas, oil, grease and repairs. Work Units are used as a factor on allocating a portion of Line 17 and 18 to each crop. For a typical operation or where the crop is unusual, the Power Cost Allocations Factor (PCAF) on Line 27 is used to modify the work for use in the allocation process. Land Cost is considered to be the cash rental value based on comparable or actual rental values for similar land in each local area.

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

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

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

TABLE 10 - CROP DATA FOR BARLEY, SPRING - 1986

		AVERAGE 88	HIGH 18	LOW 18
1. ACRES		36.2	41.2	28.6
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		36.0	45.3	20.6
3. VALUE PER PRODUCTION UNIT	\$	1.30	1.36	1.27
4. CROP PRODUCT RETURN	\$	46.77	61.65	26.19
5. OTHER CROP INCOME	\$	11.05	29.93	1.15
6. TOTAL CROP RETURN	\$	57.82	91.58	27.34
7. DIRECT COSTS				
8. FERTILIZER	\$	12.38	10.61	16.47
9. CHEMICALS	\$	2.43	1.36	4.65
10. SEED	\$	6.57	6.84	8.08
10A CROP DRYING	\$	.08		
10B OTHER EXPENSE	\$	.69	.53	.94
11. SPECIAL HIRED LABOR	\$	.50		.45
12. CUSTOM WORK HIRED	\$	4.12	1.80	8.46
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	26.77	21.14	39.05
15. RETURN OVER DIRECT COSTS	\$	31.05	70.44	-11.71
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	13.12	11.94	12.77
18. FARM POWER & MACHINERY - OPERATION	\$	16.50	16.47	25.84
19. IRRIGATION EQUIP OWNERSHIP	\$			1.71
20. LAND COSTS	\$	19.78	18.28	25.56
21. MISCELLANEOUS COSTS	\$	.03	.05	.03
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	4.06	4.15	5.82
23. TOTAL ALLOCATED COSTS	\$	53.49	50.89	71.73
24. RETURN OVER ALL LISTED COSTS	\$	-22.44	19.55	-83.44
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR		.99	1.00	.97
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	2.23	1.59	5.37
29. RETURN OVER LISTED COSTS PER UNIT	\$	-.62	.43	-4.04
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		61.74	52.96	87.23
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	36.15	33.76	50.07
31. TOTAL LISTED COSTS PER ACRE	\$	80.26	72.03	110.78
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	2.76	1.93	3.23
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	1.51		
40. QUANTITY SOLD (OPERATOR SHARE)		215.8		

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR OATS - 1986

	AVERAGE 142	HIGH 28	LOW 28
1. ACRES	29.7	31.6	24.3
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	31.4	49.3	8.9
3. VALUE PER PRODUCTION UNIT	\$ 1.14	1.16	1.10
4. CROP PRODUCT RETURN	\$ 35.77	57.05	9.84
5. OTHER CROP INCOME	\$ 15.79	33.48	6.26
6. TOTAL CROP RETURN	\$ 51.59	90.52	16.10
7. DIRECT COSTS			
8. FERTILIZER	\$ 7.88	5.55	11.28
9. CHEMICALS	\$.74	.06	
10. SEED	\$ 6.36	4.11	9.22
10A CROP DRYING	\$		
10B OTHER EXPENSE	\$.71	.66	.78
11. SPECIAL HIRED LABOR	\$.37	.82	
12. CUSTOM WORK HIRED	\$ 3.40	3.80	5.43
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 19.46	14.89	26.71
15. RETURN OVER DIRECT COSTS	\$ 32.13	75.63	-10.61
16. ALLOCATED COSTS (DIRECT & FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 12.07	11.68	12.27
18. FARM POWER & MACHINERY - OPERATION	\$ 14.40	15.92	14.27
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 22.80	25.71	23.11
21. MISCELLANEOUS COSTS	\$.10	.35	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 3.75	4.73	3.33
23. TOTAL ALLOCATED COSTS	\$ 53.12	58.39	52.98
24. RETURN OVER ALL LISTED COSTS	\$ -20.99	17.24	-63.59
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR	.97	.97	0.94
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 2.31	1.49	8.93
29. RETURN OVER LISTED COSTS PER UNIT	\$ -.67	.35	-7.12
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	63.67	63.17	72.45
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 32.49	34.86	33.49
31. TOTAL LISTED COSTS PER ACRE	\$ 72.58	73.28	79.69
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 3.12	2.34	3.82
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 1.23		
40. QUANTITY SOLD (OPERATOR SHARE)	90.1		

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR RYE - 1986

	AVERAGE OF 9 FARMS
1. ACRES	95.8
	PER ACRE
2. YIELD	25.8
3. VALUE PER PRODUCTION UNIT	\$ 1.60
4. CROP PRODUCT RETURN	\$ 41.32
5. OTHER CROP INCOME	\$ 14.95
6. TOTAL CROP RETURN	\$ 56.27
7. DIRECT COSTS	
8. FERTILIZER	\$ 5.54
9. CHEMICALS	\$.66
10. SEED	\$ 6.49
10A CROP DRYING	\$.06
10B OTHER EXPENSE	\$.20
11. SPECIAL HIRED LABOR	\$
12. CUSTOM WORK HIRED	\$ 4.21
13. IRRIGATION OPERATION	\$
14. TOTAL DIRECT COSTS	\$ 17.16
15. RETURN OVER DIRECT COSTS	\$ 39.11
16. ALLOCATED COSTS (DIRECT & FIXED)	
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 12.79
18. FARM POWER & MACHINERY - OPERATION	\$ 8.27
19. IRRIGATION EQUIP OWNERSHIP	\$
20. LAND COSTS	\$ 22.00
21. MISCELLANEOUS COSTS	\$
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 2.64
23. TOTAL ALLOCATED COSTS	\$ 45.70
24. RETURN OVER ALL LISTED COSTS	\$ -6.59
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.30
27. POWER COSTS ALLOCATION FACTOR	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 2.43
29. RETURN OVER LISTED COSTS PER UNIT	\$ -.26
30. BREAK EVEN YIELD/UNITS OF PRODUCTION	39.29
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 26.51
31. TOTAL LISTED COSTS PER ACRE	\$ 62.86
32. OTHER POSSIBLE COSTS NOT LISTED	
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 1.48
33A BUILDINGS, FENCES & TILING COSTS	-----
34. INTEREST ALLOCATION	-----
35. OTHER COSTS NOT LISTED	-----
36. TOTAL COSTS	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$
40. QUANTITY SOLD (OPERATOR SHARE)	

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR WHEAT - 1986

	AVERAGE 15	HIGH 7	LOW 7
1. ACRES	37.6	26.6	53.1
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	22.9	29.4	19.7
3. VALUE PER PRODUCTION UNIT	\$ 2.57	2.52	2.64
4. CROP PRODUCT RETURN	\$ 58.91	73.98	51.90
5. OTHER CROP INCOME	\$ 7.63	23.08	
6. TOTAL CROP RETURN	\$ 66.54	97.06	51.90
7. DIRECT COSTS			
8. FERTILIZER	\$ 15.51	13.91	16.57
9. CHEMICALS	\$ 5.61	3.46	6.78
10. SEED	\$ 7.69	6.92	7.93
10A CROP DRYING	\$.64		.98
10B OTHER EXPENSE	\$ 3.62	2.52	4.22
11. SPECIAL HIRED LABOR	\$.37	1.17	
12. CUSTOM WORK HIRED	\$ 3.11	1.20	4.11
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 36.55	29.18	40.59
15. RETURN OVER DIRECT COSTS	\$ 29.99	67.88	11.31
16. ALLOCATED COSTS (DIRECT & FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 14.47	14.19	14.61
18. FARM POWER & MACHINERY - OPERATION	\$ 11.79	14.00	10.67
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 15.73	16.86	14.71
21. MISCELLANEOUS COSTS	\$		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 4.36	4.57	4.27
23. TOTAL ALLOCATED COSTS	\$ 46.35	49.62	44.26
24. RETURN OVER ALL LISTED COSTS	\$ -16.36	18.26	-32.95
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 3.61	2.68	4.32
29. RETURN OVER LISTED COSTS PER UNIT	\$ -.71	.62	-1.68
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	32.26	31.27	32.14
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 32.69	33.56	32.29
31. TOTAL LISTED COSTS PER ACRE	\$ 82.90	78.80	84.85
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 2.19	1.86	2.23
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 2.23		
40. QUANTITY SOLD (OPERATOR SHARE)	356.7		

*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1986

	AVERAGE 267	HIGH 53	LOW 53
1. ACRES	52.2	74.4	35.4
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	91.8	108.3	61.6
3. VALUE PER PRODUCTION UNIT	\$ 1.54	1.59	1.52
4. CROP PRODUCT RETURN	\$ 141.13	171.75	93.64
5. OTHER CROP INCOME	\$ 4.44	5.44	.90
6. TOTAL CROP RETURN	\$ 145.57	177.19	94.54
7. DIRECT COSTS			
8. FERTILIZER	\$ 30.11	32.18	27.43
9. CHEMICALS	\$ 12.93	11.98	14.72
10. SEED	\$ 15.84	15.32	17.97
10A CROP DRYING	\$ 4.06	3.68	4.27
10B OTHER EXPENSE	\$ 1.23	1.42	2.57
11. SPECIAL HIRED LABOR	\$.84	.34	1.69
12. CUSTOM WORK HIRED	\$ 4.39	5.34	5.71
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 69.40	70.26	74.36
15. RETURN OVER DIRECT COSTS	\$ 76.17	106.93	20.18
16. ALLOCATED COSTS (DIRECT & FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 24.53	23.76	25.27
18. FARM POWER & MACHINERY - OPERATION	\$ 26.07	23.43	26.83
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 26.87	29.79	24.04
21. MISCELLANEOUS COSTS	\$.15	.23	.11
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 7.50	7.73	7.29
23. TOTAL ALLOCATED COSTS	\$ 85.12	84.94	83.54
24. RETURN OVER ALL LISTED COSTS	\$ -8.95	21.99	-63.36
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27. POWER COSTS ALLOCATION FACTOR	.98	1.00	.98
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 1.68	1.43	2.56
29. RETURN OVER LISTED COSTS PER UNIT	\$ -.10	.20	-1.03
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	100.34	97.61	103.88
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 60.59	56.89	63.20
31. TOTAL LISTED COSTS PER ACRE	\$ 154.52	155.20	157.90
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 6.13	4.37	6.52
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$		
40. QUANTITY SOLD (OPERATOR SHARE)			

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN (IRRIGATED) - 1986

	AVERAGE OF 6 FARMS
1. ACRES	54.5
2. YIELD	PER ACRE 117.9
3. VALUE PER PRODUCTION UNIT	\$ 1.53
4. CROP PRODUCT RETURN	\$ 180.39
5. OTHER CROP INCOME	\$
6. TOTAL CROP RETURN	\$ 180.39
7. DIRECT COSTS	
8. FERTILIZER	\$ 51.3
9. CHEMICALS	\$ 15.61
10. SEED	\$ 16.75
10A CROP DRYING	\$ 5.41
10B OTHER EXPENSE	\$ 5.21
11. SPECIAL HIRED LABOR	\$
12. CUSTOM WORK HIRED	\$ 9.58
13. IRRIGATION OPERATION	\$ 8.02
14. TOTAL DIRECT COSTS	\$ 111.88
15. RETURN OVER DIRECT COSTS	\$ 68.51
16. ALLOCATED COSTS (DIRECT & FIXED)	
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 26.75
18. FARM POWER & MACHINERY - OPERATION	\$ 22.05
19. IRRIGATION EQUIP OWNERSHIP	\$ 22.86
20. LAND COSTS	\$ 20.83
21. MISCELLANEOUS COSTS	\$
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 7.71
23. TOTAL ALLOCATED COSTS	\$ 100.20
24. RETURN OVER ALL LISTED COSTS	\$ -31.69
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.65
27. POWER COSTS ALLOCATION FACTOR	0.99
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 1.80
29. RETURN OVER LISTED COSTS PER UNIT	\$ -.27
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	138.6
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 62.90
31. TOTAL LISTED COSTS PER ACRE	\$ 212.08
32. OTHER POSSIBLE COSTS NOT LISTED	
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 6.55
33A BUILDINGS, FENCES & TILING COSTS	-----
34. INTEREST ALLOCATION	-----
35. OTHER COSTS NOT LISTED	-----
36. TOTAL COSTS	-----
37. TOTAL ACRE INCHES OF WATER APPLIED	
38. COST OF IRRIGATION	\$ 30.88
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$
40. QUANTITY SOLD (OPERATOR SHARE)	

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT
 LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR SOYBEANS - 1986

		AVERAGE 15	HIGH 7	LOW 7
1. ACRES		117.1	165.0	78.9
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		24.5	27.4	18.5
3. VALUE PER PRODUCTION UNIT	\$	4.59	4.55	4.64
4. CROP PRODUCT RETURN	\$	112.61	124.48	85.63
5. OTHER CROP INCOME	\$			
6. TOTAL CROP RETURN	\$	112.61	124.48	85.63
7. DIRECT COSTS				
8. FERTILIZER	\$	8.03	6.08	12.81
9. CHEMICALS	\$	11.96	11.32	12.65
10. SEED	\$	9.53	9.26	9.73
10A CROP DRYING	\$			
10B OTHER EXPENSE	\$	1.37	.42	3.47
11. SPECIAL HIRED LABOR	\$	.49	.04	.84
12. CUSTOM WORK HIRED	\$	2.84	3.78	1.13
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	34.22	30.90	40.63
15. RETURN OVER DIRECT COSTS	\$	78.39	93.58	45.00
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	17.43	19.75	13.59
18. FARM POWER & MACHINERY - OPERATION	\$	14.96	13.08	17.08
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	29.47	31.86	26.29
21. MISCELLANEOUS COSTS	\$	.01		.03
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	5.04	4.72	5.88
23. TOTAL ALLOCATED COSTS	\$	66.91	69.41	62.87
24. RETURN OVER ALL LISTED COSTS	\$	11.48	24.17	-17.87
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.45	.45	.45
27. POWER COSTS ALLOCATION FACTOR		.99	.99	.99
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	4.12	3.67	5.61
29. RETURN OVER LISTED COSTS PER UNIT	\$	.47	.88	-.97
30. BREAK EVEN YIELD/UNITS OF PRODUCTION	\$	22.03	22.05	22.31
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	39.32	40.07	37.30
31. TOTAL LISTED COSTS PER ACRE	\$	101.13	100.31	103.50
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	4.71	2.84	5.37
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	4.55		
40. QUANTITY SOLD (OPERATOR SHARE)		787.5		

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1986

	AVERAGE 196	HIGH 39	LOW 39
1. ACRES	50.9	39.4	70.2
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	3.1	4.6	2.1
3. VALUE PER PRODUCTION UNIT	\$ 62.20	69.10	50.54
4. CROP PRODUCT RETURN	\$ 195.52	315.69	104.39
5. OTHER CROP INCOME	\$.02		
6. TOTAL CROP RETURN	\$ 195.54	315.69	104.39
7. DIRECT COSTS			
8. FERTILIZER	\$ 13.34	15.48	10.53
9. CHEMICALS	\$.92	.46	2.49
10. SEED	\$ 5.87	7.92	4.43
10A CROP DRYING	\$		
10B OTHER EXPENSE	\$ 2.36	3.02	1.33
11. SPECIAL HIRED LABOR	\$.83	.23	.67
12. CUSTOM WORK HIRED	\$ 2.71	1.40	3.55
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 26.03	28.51	23.00
15. RETURN OVER DIRECT COSTS	\$ 169.51	287.18	81.39
16. ALLOCATED COSTS (DIRECT & FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 25.99	24.12	30.66
18. FARM POWER & MACHINERY - OPERATION	\$ 27.88	29.57	21.06
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 28.05	35.00	18.54
21. MISCELLANEOUS COSTS	\$.31	.61	.07
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 7.96	10.01	6.49
23. TOTAL ALLOCATED COSTS	\$ 90.19	99.31	76.82
24. RETURN OVER ALL LISTED COSTS	\$ 79.32	187.87	4.57
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 36.98	27.97	48.33
29. RETURN OVER LISTED COSTS PER UNIT	\$ 25.23	41.13	2.21
30. BREAK EVEN YIELD/UNITS OF PRODUCTION	1.87	1.85	1.98
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 63.64	64.63	60.58
31. TOTAL LISTED COSTS PER ACRE	\$ 116.22	127.82	99.82
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 6.91	5.69	6.10
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$		
40. QUANTITY SOLD (OPERATOR SHARE)			

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR ALFALFA HAY (IRRIGATED) - 1986

	AVERAGE OF 6 FARMS
1. ACRES	55.8
2. YIELD	PER ACRE 3.0
3. VALUE PER PRODUCTION UNIT	\$ 60.00
4. CROP PRODUCT RETURN	\$ 178.49
5. OTHER CROP INCOME	\$
6. TOTAL CROP RETURN	\$ 178.49
7. DIRECT COSTS	
8. FERTILIZER	\$ 18.49
9. CHEMICALS	\$ 1.95
10. SEED	\$ 7.87
10A CROP DRYING	\$
10B OTHER EXPENSE	\$ 6.27
11. SPECIAL HIRED LABOR	\$
12. CUSTOM WORK HIRED	\$ 1.88
13. IRRIGATION OPERATION	\$ 1.95
14. TOTAL DIRECT COSTS	\$ 38.41
15. RETURN OVER DIRECT COSTS	\$ 140.08
16. ALLOCATED COSTS (DIRECT & FIXED)	
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 21.15
18. FARM POWER & MACHINERY - OPERATION	\$ 33.04
19. IRRIGATION EQUIP OWNERSHIP	\$ 17.35
20. LAND COSTS	\$ 18.33
21. MISCELLANEOUS COSTS	\$
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 6.49
23. TOTAL ALLOCATED COSTS	\$ 96.36
24. RETURN OVER ALL LISTED COSTS	\$ 43.72
25. SUPPLEMENTARY MANAGEMENT INFORMATION	
26. WORK UNITS ASSIGNED PER ACRE	.80
27. POWER COSTS ALLOCATION FACTOR	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 45.31
29. RETURN OVER LISTED COSTS PER UNIT	\$ 14.69
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	2.25
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 61.93
31. TOTAL LISTED COSTS PER ACRE	\$ 134.77
32. OTHER POSSIBLE COSTS NOT LISTED	
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 9.07
33A BUILDINGS, FENCES & TILING COSTS	-----
34. INTEREST ALLOCATION	-----
35. OTHER COSTS NOT LISTED	-----
36. TOTAL COSTS	-----
37. TOTAL ACRE INCHES OF WATER APPLIED	
38. COST OF IRRIGATION	\$ 19.30
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$
40. QUANTITY SOLD (OPERATOR SHARE)	

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT
 LINES 13,17,18,+22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR MEDIUM RED CLOVER HAY - 1986

		AVERAGE 22	HIGH 11	LOW 11
1. ACRES		22.6	22.4	22.8
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		3.1	4.0	2.1
3. VALUE PER PRODUCTION UNIT	\$	50.45	55.91	45.00
4. CROP PRODUCT RETURN	\$	154.03	224.64	96.71
5. OTHER CROP INCOME	\$			
6. TOTAL CROP RETURN	\$	154.03	224.64	96.71
7. DIRECT COSTS				
8. FERTILIZER	\$	3.36	2.01	4.69
9. CHEMICALS	\$			
10. SEED	\$	3.41	4.46	2.37
10A CROP DRYING	\$			
10B OTHER EXPENSE	\$	2.96	3.62	2.32
11. SPECIAL HIRED LABOR	\$			
12. CUSTOM WORK HIRED	\$			
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	9.73	10.09	9.38
15. RETURN OVER DIRECT COSTS	\$	144.30	214.55	87.33
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	16.77	20.47	13.13
18. FARM POWER & MACHINERY - OPERATION	\$	23.70	24.99	22.43
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	24.55	23.64	25.45
21. MISCELLANEOUS COSTS	\$			
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	4.68	4.71	4.65
23. TOTAL ALLOCATED COSTS	\$	69.70	73.81	65.66
24. RETURN OVER ALL LISTED COSTS	\$	74.60	140.74	21.67
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR		1.03	1.08	.98
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	26.03	20.89	34.90
29. RETURN OVER LISTED COSTS PER UNIT	\$	24.42	35.02	10.10
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		1.57	1.50	1.67
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	45.15	50.17	40.21
31. TOTAL LISTED COSTS PER ACRE	\$	79.43	83.90	75.04
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	3.95	2.52	4.96
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$			
40. QUANTITY SOLD (OPERATOR SHARE)				

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR OTHER TILLABLE GRASS HAY - 1986

		AVERAGE 91	HIGH 13	LOW 18
1. ACRES		31.8	26.7	27.5
		PER ACRE	PER ACRE	PER ACRE
2. YIELD		1.4	2.4	.5
3. VALUE PER PRODUCTION UNIT	\$	34.58	40.28	27.89
4. CROP PRODUCT RETURN	\$	50.02	98.05	13.18
5. OTHER CROP INCOME	\$	1.10	1.01	
6. TOTAL CROP RETURN	\$	51.12	99.05	13.18
7. DIRECT COSTS				
8. FERTILIZER	\$	2.80	2.85	3.82
9. CHEMICALS	\$	.09		.47
10. SEED	\$	1.73	.86	5.13
10A CROP DRYING	\$			
10B OTHER EXPENSE	\$	.88	2.10	.18
11. SPECIAL HIRED LABOR	\$	.47	.97	.62
12. CUSTOM WORK HIRED	\$	3.24	1.39	3.27
13. IRRIGATION OPERATION	\$			
14. TOTAL DIRECT COSTS	\$	9.21	8.17	13.49
15. RETURN OVER DIRECT COSTS	\$	41.91	90.89	-.31
16. ALLOCATED COSTS (DIRECT & FIXED)				
17. FARM POWER & MACHINERY - OWNERSHIP	\$	8.67	7.94	3.88
18. FARM POWER & MACHINERY - OPERATION	\$	12.94	12.15	12.53
19. IRRIGATION EQUIP OWNERSHIP	\$			
20. LAND COSTS	\$	17.31	23.06	14.89
21. MISCELLANEOUS COSTS	\$	.03	.04	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$	3.01	3.22	2.97
23. TOTAL ALLOCATED COSTS	\$	41.96	46.41	39.27
24. RETURN OVER ALL LISTED COSTS	\$	-.05	44.48	-39.58
25. SUPPLEMENTARY MANAGEMENT INFORMATION				
26. WORK UNITS ASSIGNED PER ACRE		.30	.30	.30
27. POWER COSTS ALLOCATION FACTOR		.95	.99	.97
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$	35.37	22.42	111.62
29. RETURN OVER LISTED COSTS PER UNIT	\$	-.15	18.28	-79.16
30. BREAKEVEN YIELD/UNITS OF PRODUCTION		1.48	1.36	1.89
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$	26.78	24.24	26.56
31. TOTAL LISTED COSTS PER ACRE	\$	51.17	54.58	52.76
32. OTHER POSSIBLE COSTS NOT LISTED				
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$	2.93	2.41	3.34
33A BUILDINGS, FENCES & TILING COSTS		-----	-----	-----
34. INTEREST ALLOCATION		-----	-----	-----
35. OTHER COSTS NOT LISTED		-----	-----	-----
36. TOTAL COSTS		-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$			
40. QUANTITY SOLD (OPERATOR SHARE)				

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR LEGUME-GRASS MIX HAY - 198686

	AVERAGE 135	HIGH 27	LOW 27
1. ACRES	71.0	43.4	72.1
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	2.3	3.7	1.3
3. VALUE PER PRODUCTION UNIT	\$ 45.31	51.85	38.78
4. CROP PRODUCT RETURN	\$ 103.38	193.55	50.55
5. OTHER CROP INCOME	\$.10		.10
6. TOTAL CROP RETURN	\$ 103.48	193.55	50.65
7. DIRECT COSTS			
8. FERTILIZER	\$ 7.07	14.19	5.87
9. CHEMICALS	\$.39	1.24	.15
10. SEED	\$ 3.17	4.15	3.29
10A CROP DRYING	\$		
10B OTHER EXPENSE	\$ 1.56	2.03	1.10
11. SPECIAL HIRED LABOR	\$.04		.18
12. CUSTOM WORK HIRED	\$.68	.46	.36
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 12.91	22.07	10.95
15. RETURN OVER DIRECT COSTS	\$ 90.57	171.48	39.70
16. ALLOCATED COSTS (DIRECT & FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 17.02	16.75	17.68
18. FARM POWER & MACHINERY - OPERATION	\$ 19.32	18.87	19.31
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 19.73	25.96	15.75
21. MISCELLANEOUS COSTS	\$		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 4.58	4.89	4.56
23. TOTAL ALLOCATED COSTS	\$ 60.65	66.47	57.30
24. RETURN OVER ALL LISTED COSTS	\$ 29.92	105.01	-17.60
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR	0.98	.98	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 32.24	23.72	52.35
29. RETURN OVER LISTED COSTS PER UNIT	\$ 13.11	28.13	-13.50
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	1.62	1.71	1.76
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 41.37	40.82	41.79
31. TOTAL LISTED COSTS PER ACRE	\$ 73.56	88.54	68.25
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 3.84	3.01	3.39
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 46.55		
40. QUANTITY SOLD (OPERATOR SHARE)	2.9		

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR GRAIN SILAGE - 1986

	AVERAGE 27	HIGH 13	LOW 13
1. ACRES	23.2	26.2	19.7
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	3.4	4.7	1.9
3. VALUE PER PRODUCTION UNIT	\$ 14.75	16.15	13.40
4. CROP PRODUCT RETURN	\$ 50.86	76.45	25.18
5. OTHER CROP INCOME	\$.17	.34	
6. TOTAL CROP RETURN	\$ 51.03	76.79	25.18
7. DIRECT COSTS			
8. FERTILIZER	\$ 12.46	9.50	16.09
9. CHEMICALS	\$.47		1.17
10. SEED	\$ 5.91	4.81	7.56
10A CROP DRYING	\$		
10B OTHER EXPENSE	\$.17	.08	.30
11. SPECIAL HIRED LABOR	\$		
12. CUSTOM WORK HIRED	\$.43	.76	
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 19.44	15.15	25.12
15. RETURN OVER DIRECT COSTS	\$ 31.59	61.64	.06
16. ALLOCATED COSTS (DIRECT & FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 21.63	19.01	24.78
18. FARM POWER & MACHINERY - OPERATION	\$ 22.21	21.83	22.16
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 19.81	19.38	20.62
21. MISCELLANEOUS COSTS	\$		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 5.61	5.65	5.49
23. TOTAL ALLOCATED COSTS	\$ 69.26	65.87	73.05
24. RETURN OVER ALL LISTED COSTS	\$ -37.67	-4.23	-72.99
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR	.98	.95	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 25.73	17.12	52.27
29. RETURN OVER LISTED COSTS PER UNIT	\$ -10.93	-.90	-38.86
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	6.01	5.02	7.33
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 49.74	47.00	52.43
31. TOTAL LISTED COSTS PER ACRE	\$ 88.70	81.02	98.17
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 5.72	4.05	6.19
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$		
40. QUANTITY SOLD (OPERATOR SHARE)			

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR CORN & SORGHUM SILAGE - 1986

	AVERAGE 236	HIGH 47	LOW 47
1. ACRES	31.4	35.9	26.5
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	12.5	16.7	7.4
3. VALUE PER PRODUCTION UNIT	\$ 12.69	13.43	12.15
4. CROP PRODUCT RETURN	\$ 158.82	224.82	89.40
5. OTHER CROP INCOME	\$ 4.46	15.60	3.55
6. TOTAL CROP RETURN	\$ 163.28	240.42	92.95
7. DIRECT COSTS			
8. FERTILIZER	\$ 23.92	25.24	22.30
9. CHEMICALS	\$ 9.84	10.42	9.17
10. SEED	\$ 13.57	13.31	13.51
10A CROP DRYING	\$		
10B OTHER EXPENSE	\$ 1.27	1.14	1.66
11. SPECIAL HIRED LABOR	\$.41	.84	.11
12. CUSTOM WORK HIRED	\$ 3.54	3.76	5.28
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 52.55	54.71	52.03
15. RETURN OVER DIRECT COSTS	\$ 110.73	185.71	40.92
16. ALLOCATED COSTS (DIRECT & FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 26.95	25.00	27.91
18. FARM POWER & MACHINERY - OPERATION	\$ 30.34	32.62	29.68
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 24.61	29.45	18.26
21. MISCELLANEOUS COSTS	\$.19	.58	
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 8.22	9.26	8.47
23. TOTAL ALLOCATED COSTS	\$ 90.31	96.91	84.32
24. RETURN OVER ALL LISTED COSTS	\$ 20.42	88.80	-43.40
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27. POWER COSTS ALLOCATION FACTOR	.99	1.00	.97
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 11.41	9.06	18.54
29. RETURN OVER LISTED COSTS PER UNIT	\$ 1.63	5.30	-5.91
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	11.26	11.29	11.22
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 67.87	69.39	69.58
31. TOTAL LISTED COSTS PER ACRE	\$ 142.86	151.62	136.35
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 6.60	5.51	6.36
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$		
40. QUANTITY SOLD (OPERATOR SHARE)			

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

TABLE 10 - CROP DATA FOR LEGUME, LEGUME-GRASS SILAGE - 1986

	AVERAGE 15	HIGH 7	LOW 7
1. ACRES	37.9	29.4	43.4
	PER ACRE	PER ACRE	PER ACRE
2. YIELD	6.2	7.4	6.0
3. VALUE PER PRODUCTION UNIT	\$ 32.67	33.57	26.43
4. CROP PRODUCT RETURN	\$ 201.72	250.07	158.34
5. OTHER CROP INCOME	\$		
6. TOTAL CROP RETURN	\$ 201.72	250.07	158.34
7. DIRECT COSTS			
8. FERTILIZER	\$ 20.53	13.78	26.91
9. CHEMICALS	\$ 4.83	.24	8.87
10. SEED	\$ 6.15	2.69	9.22
10A CROP DRYING	\$		
10B OTHER EXPENSE	\$ 1.53		1.87
11. SPECIAL HIRED LABOR	\$		
12. CUSTOM WORK HIRED	\$ 1.45		2.74
13. IRRIGATION OPERATION	\$		
14. TOTAL DIRECT COSTS	\$ 34.49	16.71	49.61
15. RETURN OVER DIRECT COSTS	\$ 167.23	233.36	108.73
16. ALLOCATED COSTS (DIRECT & FIXED)			
17. FARM POWER & MACHINERY - OWNERSHIP	\$ 20.07	18.57	23.99
18. FARM POWER & MACHINERY - OPERATION	\$ 16.98	20.84	15.14
19. IRRIGATION EQUIP OWNERSHIP	\$		
20. LAND COSTS	\$ 21.87	21.00	21.57
21. MISCELLANEOUS COSTS	\$		
22. *INTEREST ON MACH. & EQUIP. INVESTMENT	\$ 5.52	4.98	6.09
23. TOTAL ALLOCATED COSTS	\$ 64.44	65.39	66.79
24. RETURN OVER ALL LISTED COSTS	\$ 102.79	167.97	41.94
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27. POWER COSTS ALLOCATION FACTOR	1.00	1.00	1.00
28. TOTAL LISTED COST/UNIT OF PRODUCTION	\$ 16.03	11.02	19.43
29. RETURN OVER LISTED COSTS PER UNIT	\$ 16.65	22.55	7.00
30. BREAKEVEN YIELD/UNITS OF PRODUCTION	3.03	2.45	4.40
30A ESTIMATED TOTAL MACHINE COSTS/ACRE	\$ 43.54	44.39	47.05
31. TOTAL LISTED COSTS PER ACRE	\$ 98.93	82.10	116.40
32. OTHER POSSIBLE COSTS NOT LISTED			
33. UTILITIES & OTHER GEN. FARM EXPENSES	\$ 5.07	3.50	6.47
33A BUILDINGS, FENCES & TILING COSTS	-----	-----	-----
34. INTEREST ALLOCATION	-----	-----	-----
35. OTHER COSTS NOT LISTED	-----	-----	-----
36. TOTAL COSTS	-----	-----	-----
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	\$	
40. QUANTITY SOLD (OPERATOR SHARE)			

*DOES NOT INCLUDE INTEREST ON INVESTMENT OF IRRIGATION EQUIPMENT

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

COST AND RETURN FROM LIVESTOCK ENTERPRISES

Productive Livestock enterprises are an important part of the farm business in all but a few of the farms involved in this report. Tables 11 through 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 for 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 =	<u>2,475 lbs.</u>	<u>3,100</u>
	88,475 lbs.	\$ 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 =	<u>690 lbs.</u>	<u>373</u>
	Total Production =	<u>339,040 lbs.</u> \$ 186,173
Minus inflow of Beg. Inv. & Purchases	<u>-88,475 lbs.</u>	<u>-46,100</u>
	Net Production =	<u>250,565 lbs.</u> \$ 140,073

\$140,073 (net value) divided by 2505.65 cwts. (net lbs. prod.)
= 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 Cost" has been used to classify farms into high, low, and average groups. Feed Costs are determined from feed records kept by the farm operator. Purchase price is used for all feeds purchased off the farm. An average price is charged for each kind of farm grown feed. Farm grown feed prices are listed on Page 18.

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

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

The items listed as Supplementary Management information provide further clues to the reasons for high, low, or average livestock returns. 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 - HOGS, FARROW TO FINISH AND MIXED SYSTEMS - 1986

	FARROW TO FINISH AVERAGE OF 7	MIXED SYSTEMS AVERAGE OF 5
1. POUNDS OF HOGS PRODUCED	92411	56096
	PER CWT	PER CWT
2. NET VALUE PRODUCED	\$ 58.36	63.34
3. OTHER MISCELLANEOUS HOG INCOME		
4. TOTAL VALUE PRODUCED	\$ 58.36	63.34
5. POUNDS OF FEED FED		
6. CORN	350.0	361.0
7. SMALL GRAIN	72.2	41.7
8. COMPLETE RATION	39.6	30.7
9. PROTEIN, SALT, MINERAL & MILK	53.1	74.0
10. TOTAL CONCENTRATES	522.9	507.4
11. FORAGES	19.0	6.8
12. FEED COST		
13. GRAINS	\$ 15.07	14.44
14. COMPLETE RATION	5.01	3.12
15. PROTEIN, SALT, MINERAL & MILK	8.05	13.28
16. FORAGES	.51	.23
17. PASTURE		
18. TOTAL FEED COSTS	\$ 28.64	31.07
19. RETURN OVER FEED COSTS	\$ 29.72	32.27
20. OTHER DIRECT COSTS		
21. MISCELLANEOUS LIVESTOCK EXPENSE	\$ 1.09	2.06
22. VETERINARY EXPENSE	1.23	.65
23. CUSTOM HAULING, GRINDING, MARKETING ETC.	1.14	.50
24. SPECIAL HIRED LABOR		
25. TOTAL OTHER DIRECT COSTS	\$ 3.46	3.21
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 26.26	29.06
27. ALLOCATED COSTS		
28. POWER & MACHINERY COST	1.34	1.91
29. LIVESTOCK EQUIPMENT COSTS	2.49	1.38
30. BUILDING & FENCES	2.24	2.88
31. TOTAL ALLOCATED COSTS	\$ 6.07	6.17
32. RETURN OVER ALL LISTED COSTS	\$ 20.19	22.89
33. SUPPLEMENTARY MANAGEMENT INFORMATION		
34. RETURN FOR \$100 FEED FED	\$ 203.77	203.86
35. PRICE RECEIVED PER CWT ALL ANIMALS	\$ 54.79	58.96
36. PRICE RECEIVED PER CWT SOLD MKT. ONLY	\$ 57.98	59.73
37. NUMBER OF LITTERS FARROWED	87	59
37A. LITTERS PER BEARING FEMALE PER YEAR	1.7	1.7
38. NUMBER OF PIGS BORN PER LITTER	9.5	9.8
39. NUMBER OF PIGS WEANED PER LITTER	6.9	7.2
39A. NUMBER OF PIGS PRODUCED PER LITTER	6.8	7.1
40. PERCENT DEATH LOSS	20.4	19.8
41. AVERAGE WEIGHT OF ALL HOGS SOLD		
42. AVERAGE WEIGHT OF MARKET HOGS SOLD		
43. PRICE PER CWT CONCENTRATE FED	\$ 5.38	6.08
44. PRICE PER CWT PROTEIN, SALT & MINERAL	\$ 15.14	17.94
45. POUNDS OF PORK PURCHASED	536	260
46. TOTAL LISTED COSTS PER CWT PRODUCED	\$ 38.17	40.45
47. UTILITIES & GEN. FARM EXPENSE	2.11	1.72
48. INTEREST ALLOCATION	-----	-----
49. OTHER COSTS NOT LISTED	-----	-----
50. TOTAL COSTS	-----	-----

TABLE 11C - HOGS, WEANING PIG PRODUCTION - 1986

	AVERAGE OF 17	HIGH 8	LOW 8
1. NUMBER OF LITTERS FARROWED	85	58	97
2. NET VALUE PRODUCED	\$ 394.56	509.64	334.20
3. OTHER MISCELLANEOUS INCOME			
4. TOTAL VALUE PRODUCED	\$ 394.56	509.64	334.20
5. POUNDS OF FEED FED			
6. CORN	1638.1	1791.1	1893.2
7. SMALL GRAIN	323.4	535.6	182.4
8. COMPLETE RATION	621.8	125.6	730.7
9. PROTEIN, SALT, MINERAL & MILK	279.3	487.7	233.2
10. TOTAL CONCENTRATES	2861.6	2940.1	3039.5
11. FORAGES	25.1	19.88	33.5
12. FEED COST			
13. GRAINS	\$ 66.14	73.71	71.90
14. COMPLETE RATION	58.51	22.83	62.77
15. PROTEIN, SALT, MINERAL & MILK	44.64	75.28	38.92
16. FORAGES	.76	.78	.92
17. PASTURE	.06	.18	
18. TOTAL FEED COSTS	\$ 170.11	172.78	174.51
19. RETURN OVER FEED COSTS	\$ 224.45	336.86	159.69
20. OTHER DIRECT COSTS			
21. MISCELLANEOUS LIVESTOCK EXPENSE	6.62	6.97	7.73
22. VETERINARY EXPENSE	5.47	6.67	5.26
23. CUSTOM HAULING, GRINDING, ETC.	2.49	1.81	3.29
24. SPECIAL HIRED LABOR	.59		
25. TOTAL OTHER DIRECT COSTS	\$ 15.19	15.45	16.28
26. RETURN OVER FEED & OTHER DIRECT	\$ 209.26	321.41	143.41
27. ALLOCATED COSTS			
28. POWER & MACHINERY COSTS (PCAF .98)	19.38	22.86	16.17
29. LIVESTOCK EQUIPMENT COSTS (ECAF 4)	24.81	33.43	14.51
30. BUILDING & FENCES (BCAF 4)	23.98	27.35	19.65
31. TOTAL ALLOCATED COSTS	\$ 68.17	83.64	50.33
32. RETURN OVER ALL LISTED COSTS	\$ 141.08	237.77	93.08
33. SUPPLEMENTARY MANAGEMENT INFORMATION			
34. RETURN FOR \$100 FEED FED	\$ 230.75	296.83	191.51
35. AVG. PRICE RCVD PER ANIMAL SOLD	\$ 53.97	56.13	54.14
36. AVG. PRICE PER PIG SOLD/TRANSFERRED	\$ 45.54	48.66	43.78
37. AVG. WEIGHT PER PIG SOLD/TRANSFERRED	48.87	47.2	49.4
38. NUMBER OF PIGS PRODUCED	621	498	601
39. NUMBER OF PIGS BORN PER LITTER	9.9	10.3	9.5
40. NUMBER OF PIGS WEANED PER LITTER	7.3	8.1	6.3
40A LITTERS PER BEARING FEMALE PER YEAR	1.8	1.9	1.7
40B PIGS PROD. PER SOW/YR (40AX38/LITTERS)	13.2	16.6	10.5
41. PERCENT DEATH LOSS	22.5	17.8	27.8
42. PRICE PER CWT CONCENTRATE FED	\$ 5.89	5.81	5.71
43. PRICE PER CWT PROTEIN, SALT & MINERAL	\$ 17.03	17.63	16.69
44. FEED & DIRECT COSTS PER PIG PRODUCED	25.99	21.93	30.79
45. TOTAL LISTED COSTS PER LITTER	\$ 253.47	271.87	241.12
46. UTILITIES & OTHER GEN. FARM EXPENSE	\$ 12.21	7.97	14.30
47. INTEREST ALLOCATION	-----	-----	-----
48. OTHER COSTS NOT LISTED	-----	-----	-----
49. TOTAL COSTS	-----	-----	-----

TABLE 12 - 6290 - DAIRY COWS, COMMERCIAL - 1986

	AVERAGE 194	HIGH 39	LOW 39
1. AVERAGE NUMBER OF COWS	47.3	53.0	39.7
	PER COW	PER COW	PER COW
2. POUNDS OF MILK	14539	16452	11075
3. POUNDS OF BUTTERFAT	530.1	617.4	406.8
4. PERCENT OF BUTTERFAT IN MILK	3.7	3.7	3.7
5. VALUE OF PRODUCE			
6. DAIRY PRODUCTS SOLD	\$ 1683.15	1972.66	1235.24
7. DAIRY PRODUCTS USED IN HOME	6.26	7.32	7.53
8. MILK FED TO LIVESTOCK	15.62	17.85	11.18
9. NET CHANGE IN VALUE OF COWS	-115.62	-84.45	-152.02
10. OTHER MISCELLANEOUS DAIRY INCOME			
11. TOTAL VALUE PRODUCED	\$ 1589.41	1913.38	1101.93
12. POUNDS OF FEED FED			
13. CORN	3853.1	4492.2	2615.6
14. SMALL GRAIN	636.0	385.4	500.5
15. COMPLETE RATION	1306.8	1082.2	2086.3
16. PROTEIN, SALT & MINERAL	1206.1	1218.8	917.4
17. TOTAL CONCENTRATES	7002.0	7178.6	6119.8
18. LEGUME HAY	5614.8	4991.9	6091.6
19. OTHER HAY & DRY ROUGHAGE	830.5	476.7	669.0
20. SILAGE	10477.5	9535.1	9327.5
20A HAYLAGE	1297.0	1695.7	1236.2
21. FEED COSTS			
22. GRAINS	\$ 159.62	170.08	111.96
23. COMPLETE RATION	90.51	72.00	142.29
24. PROTEIN/SALT/MINERAL (COST/CWT:13.32)	160.66	165.30	113.60
25. ALL HAY & DRY ROUGHAGE	209.26	196.96	213.83
26. SILAGE	80.06	79.19	64.11
27. PASTURE	4.93	2.43	6.68
28. TOTAL FEED COSTS	\$ 705.04	685.96	652.47
29. RETURN OVER FEED COSTS	\$ 884.37	1227.42	449.46
30. OTHER DIRECT COSTS			
31. MISCELLANEOUS LIVESTOCK EXPENSE	110.38	125.49	76.65
32. VETERINARY EXPENSE	33.87	44.19	23.75
33. CUSTOM WORK HIRED	52.09	47.72	44.23
34. SPECIAL HIRED LABOR	2.85	2.96	.55
35. TOTAL OTHER DIRECT COSTS	\$ 199.19	220.36	145.18
36. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 685.18	1007.06	304.28
37. ALLOCATED COSTS			
38. POWER & MACHINERY COSTS (PCAF 1.04)	63.98	70.82	54.53
39. LIVESTOCK EQUIPMENT COSTS (ECAF 4)	59.30	82.66	41.34
40. BUILDING & FENCES (BCAF 4)	72.13	79.34	60.14
41. TOTAL ALLOCATED COSTS	\$ 195.41	232.82	156.01
42. RETURN OVER ALL LISTED COSTS	\$ 489.77	774.24	148.27
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. RETURN FOR \$100 FEED FED	\$ 225.44	278.93	168.89
45. FEED COST PER CWT OF MILK	\$ 4.85	4.17	5.89
46. FEED COST PER POUND OF BUTTERFAT	\$ 1.33	1.11	1.60
47. POUNDS OF MILK / POUND OF CONCENTRATE	2.08	2.29	1.81
48. AVERAGE PRICE PER CWT MILK SOLD	\$ 11.75	12.17	11.34
49. AVERAGE PRICE PER POUND OF BUTTERFAT	\$ 3.22	3.24	3.09
50. TOTAL LISTED COSTS/CWT MILK PRODUCED	\$ 7.56	6.92	8.61
51. DAIRY COW TURNOVER PERCENTAGE	35.9	35.8	35.3
52. TOTAL LISTED COSTS PER COW	\$ 1099.64	1139.14	953.66
53. UTILITIES & OTHER GEN. FARM EXPENSE	\$ 77.67	66.25	61.20
54. INTEREST ALLOCATION	-----	-----	-----
55. OTHER COSTS NOTLISTED	-----	-----	-----
56. TOTAL COSTS	-----	-----	-----

TABLE 13 - 6310 - OTHER DAIRY, COMMERCIAL REPLACEMENTS - 1986

		AVERAGE 199	HIGH 40	LOW 40
1. NUMBER OF HEAD		58.3	56.4	52.7
		PER HEAD	PER HEAD	PER HEAD
2. NET VALUE PRODUCED	\$	273.81	406.03	169.17
3. OTHER MISCELLANEOUS INCOME		.05		
4. TOTAL INCOME	\$	273.86	406.03	169.17
5. POUNDS OF FEED FED				
6. CORN		597.9	566.2	634.5
7. SMALL GRAIN		208.1	159.5	205.5
8. COMPLETE RATION		187.1	174.0	198.8
9. PROTEIN, SALT & MINERAL		133.7	105.2	112.4
10. HAY & DRY ROUGHAGE		2514.8	2400.8	3217.6
11. SILAGE		5741.5	5674.0	6628.4
11A HAYLAGE		191.4	142.7	97.7
12. MILK		132.8	110.5	183.5
13. FEED COSTS				
14. GRAINS	\$	29.14	25.64	30.28
15. COMPLETE RATION		14.24	12.30	14.99
16. PROTEIN, SALT & MINERALS		21.34	18.14	19.13
17. HAY/HAYLAGE & DRY ROUGHAGE		66.95	66.63	88.67
18. SILAGE		39.50	38.09	45.48
19. MILK		12.92	11.51	20.38
20. PASTURE		6.14	6.06	5.28
21. TOTAL FEED COSTS	\$	190.23	178.37	224.21
22. RETURN OVER FEED COSTS	\$	83.63	227.66	-55.04
23. OTHER DIRECT COSTS				
24. MISCELLANEOUS LIVESTOCK EXPENSE	\$	6.96	6.10	7.63
25. VETERINARY EXPENSE		3.96	3.19	3.36
26. CUSTOM WORK HIRED		1.70	1.24	1.57
27. SPECIAL HIRED LABOR		.70	2.61	.32
28. TOTAL OTHER DIRECT COSTS	\$	13.32	13.14	12.88
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$	70.31	214.52	-67.92
30. ALLOCATED COSTS				
31. POWER & MACHINERY COSTS (PCAF .94)		9.83	10.21	8.40
32. LIVESTOCK EQUIPMENT COSTS (ECAF 3)		9.17	9.46	8.26
33. BUILDING & FENCES (BCAF 4)		11.23	11.71	9.18
34. TOTAL ALLOCATED COSTS	\$	30.23	31.38	25.84
35. RETURN OVER ALL LISTED COSTS	\$	40.08	183.14	-93.76
36. SUPPLEMENTARY MANAGEMENT INFORMATION				
37. RETURN FOR \$100 FEED FED	\$	143.97	227.63	75.45
38. PERCENT DEATH LOSS - TOTAL		9.3	8.2	12.9
39. PERCENT CALF DEATH LOSS		18.4	14.8	23.3
40. TOTAL LISTED COSTS PER HEAD	\$	233.78	222.89	262.93
41. UTILITIES & OTHER GEN. FARM EXPENSE	\$	13.18	9.58	13.60
42. INTEREST ALLOCATION		-----	-----	-----
43. OTHER COSTS NOT LISTED		-----	-----	-----
44. TOTAL COSTS		-----	-----	-----

TABLE 14 - ALL DAIRY CATTLE - 1986

		AVERAGE 205	HIGH 41	LOW 41
1. AVERAGE NUMBER OF COWS		46.8	51.9	38.0
		PER COW	PER COW	PER COW
2. VALUE OF DAIRY PRODUCTS	\$	1697.52	1963.22	1282.34
3. NET CHANGE IN VALUE		221.32	378.73	11.87
4. MISCELLANEOUS DAIRY INCOME		1.28	5.57	
5. TOTAL VALUE PRODUCED	\$	1920.12	2347.52	1294.91
6. POUNDS OF FEED FED				
7. GRAINS		5531.6	6815.6	4498.6
8. COMPLETE RATIONS		1553.3	1130.8	1980.5
9. PROTEIN, SALT & MINERAL, INCL. MILK EQUIV.		1370.3	1602.3	1018.1
10. HAY & DRY ROUGHAGE		9514.5	8184.8	10132.3
11. SILAGE		18157.2	20657.0	17109.9
11A HAYLAGE		1606.8	1973.2	925.6
12. FEED COSTS				
13. GRAINS	\$	196.77	241.29	159.32
14. COMPLETE RATIONS		110.32	65.51	136.29
15. PROTEIN, SALT & MINERAL, INCL. MILK		200.75	233.74	139.47
16. HAY/HAYLAGE & DRY ROUGHAGE		291.65	263.99	290.74
17. SILAGE		131.75	151.23	115.00
18. PASTURE COSTS		12.29	9.77	11.79
19. TOTAL FEED COSTS	\$	943.53	965.53	852.61
20. RETURN OVER FEED COSTS	\$	976.59	1381.99	441.60
21. OTHER DIRECT COSTS				
22. MISCELLANEOUS LIVESTOCK EXPENSE	\$	119.02	135.03	84.26
23. VETERINARY EXPENSE		39.83	51.87	24.32
24. CUSTOM WORK HIRED		54.08	56.28	49.29
25. SPECIAL HIRED LABOR		3.63	6.45	.68
26. TOTAL OTHER DIRECT COSTS	\$	216.56	249.63	158.55
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$	760.03	1132.36	283.85
28. ALLOCATED COSTS				
29. POWER & MACHINERY COSTS		77.39	85.18	77.12
30. LIVESTOCK EQUIPMENT COSTS		70.59	100.61	51.16
31. BUILDING & FENCES		86.39	103.60	82.02
32. TOTAL ALLOCATED COSTS	\$	234.37	289.39	210.30
33. RETURN OVER ALL LISTED COSTS	\$	525.66	842.97	75.75
34. SUPPLEMENTARY MANAGEMENT INFORMATION				
35. RETURN FOR \$100 FEED FED	\$	203.51	243.13	151.79
36. TOTAL LISTED COSTS PER COW	\$	1394.46	1504.55	1221.46
37. UTILITIES & OTHER GEN. FARM EXPENSE	\$	93.09	83.47	76.02
38. INTEREST ALLOCATION		-----	-----	-----
39. OTHER COSTS NOT LISTED		-----	-----	-----
40. TOTAL COSTS		-----	-----	-----

TABLE 15A - 6100 BEEF BREEDING CATTLE - 1986

		AVERAGE 22	HIGH 11	LOW 11
1.	AVERAGE NUMBER OF BEEF COWS	70.1	64.9	75.2
2.	AVERAGE NUMBER OF OTHER BEEF ANIMALS	61.0	57.2	64.9
3.	POUNDS OF BEEF PRODUCED	44137	51755	36520
4.	NET VALUE PRODUCED	PER COW \$ 329.96	PER COW 405.92	PER COW 264.83
5.	OTHER MISCELLANEOUS BEEF INCOME	.13	.28	
6.	TOTAL VALUE PRODUCED	\$ 330.09	406.20	264.83
7.	POUNDS OF FEED FED			
8.	GRAIN	449.6	398.8	494.0
9.	PROTEIN, SALT & MINERAL	52.8	42.1	62.1
10.	LEGUME HAY	4684.5	6482.7	3138.8
11.	OTHER HAY & DRY ROUGHAGE	3139.9	969.9	5016.9
12.	SILAGE	3563.7	2535.4	4456.0
12A	HAYLAGE	116.7		217.6
13.	FEED COSTS			
14.	GRAIN	\$ 18.49	20.06	17.17
15.	PROTEIN, SALT & MINERAL	6.93	4.99	8.63
16.	LEGUME HAY/HAYLAGE	83.21	120.62	51.02
17.	OTHER HAY & DRY ROUGHAGE	47.19	12.73	76.98
18.	SILAGE	23.50	17.43	28.78
19.	PASTURE	26.16	27.00	25.48
20.	TOTAL FEED COSTS	\$ 205.48	202.83	208.06
21.	RETURN OVER FEED COSTS	124.61	203.37	56.77
22.	OTHER DIRECT COSTS			
23.	MISCELLANEOUS LIVESTOCK EXPENSE	\$ 4.66	7.24	2.43
24.	VETERINARY EXPENSE	10.13	11.68	8.82
25.	CUSTOM WORK HIRED	7.67	6.72	8.51
26.	SPECIAL HIRED LABOR			
27.	TOTAL OTHER DIRECT COSTS	\$ 22.46	25.64	19.76
28.	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 102.15	177.73	37.01
29.	ALLOCATED COSTS			
30.	POWER & MACHINERY COSTS (PCAF 1.00)	13.82	17.19	10.49
31.	LIVESTOCK EQUIPMENT COSTS (ECAF 5)	12.85	18.71	7.02
32.	BUILDING & FENCES (BCAF 5)	18.77	19.72	17.86
33.	TOTAL ALLOCATED COSTS	\$ 45.44	55.62	35.37
34.	RETURN OVER ALL LISTED COSTS	\$ 56.71	122.11	1.64
35.	SUPPLEMENTARY MANAGEMENT INFORMATION			
36.	RETURN FOR \$100 FEED FED	\$ 160.64	200.26	127.28
37.	PRICE PER CWT. SOLD	\$ 51.44	54.52	48.94
38.	PRICE PER CWT CALF SOLD/TRANSFERRED	\$ 54.86	63.30	50.20
39.	AVERAGE WEIGHT PER HEAD SOLD	687.1	637.7	721.0
40.	AVE. WEIGHT PER CALF SOLD/TRANSFERRED	625.6	563.8	669.6
41.	PERCENT DEATH LOSS	3.6	2.8	4.3
42.	PERCENT CALF CROP	95.9	94.0	96.1
42A	PERCENT CALF DEATH LOSS	7.0	5.9	9.5
43.	TOTAL LISTED COSTS PER COW	\$ 273.38	284.09	263.19
44.	UTILITIES & OTHER GEN. FARM EXPENSE	\$ 8.18	7.24	7.10
45.	INTEREST ALLOCATION	-----	-----	-----
46.	OTHER COSTS NOT LISTED	-----	-----	-----
47.	TOTAL COSTS	-----	-----	-----

TABLE 15B - BEEF FEEDERS, FEEDLOT - 1986

		AVERAGE 11	HIGH 5	LOW 5
1. AVERAGE NUMBER OF BEEF FEEDERS		72.4	82.5	56.2
2. POUNDS OF BEEF PRODUCED		45203	48806	26182
		PER CWT	PER CWT	PER CWT
3. NET INCREASE IN VALUE OF ANIMALS	\$	58.64	63.67	56.90
4. OTHER MISCELLANEOUS BEEF INCOME				
5. TOTAL VALUE PRODUCED	\$	58.64	63.67	56.90
6. POUNDS OF FEED FED				
7. GRAIN		505.0	440.9	604.4
8. PROTEIN, SALT & MINERAL		46.2	40.2	50.4
9. LEGUME HAY		321.7	305.5	652.4
10. OTHER HAY & DRY ROUGHAGE		54.7	1.6	101.0
11. SILAGE		1218.3	1735.9	1208.5
11A. HAYLAGE				
12. FEED COST				
13. GRAIN	\$	16.34	13.87	21.27
14. PROTEIN, SALT & MINERAL		5.55	4.02	7.05
15. LEGUME HAY/HAYLAGE		7.46	5.32	18.42
16. OTHER HAY & DRY ROUGHAGE		1.09	.04	2.50
17. SILAGE		3.62	2.60	7.80
18. PASTURE		.10		.40
19. TOTAL FEED COSTS	\$	34.16	25.85	57.44
20. RETURN OVER FEED COSTS	\$	24.48	37.82	-.54
21. OTHER DIRECT COSTS				
22. MISCELLANEOUS LIVESTOCK EXPENSE	\$	1.71	2.77	.43
23. VETERINARY EXPENSE		1.06	1.08	1.54
24. CUSTOM WORK HIRED		1.31	1.82	1.58
25. SPECIAL HIRED LABOR				
26. TOTAL OTHER DIRECT COSTS	\$	4.08	5.67	3.55
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$	20.40	32.15	-4.09
28. ALLOCATED COSTS				
29. POWER & MACHINERY COSTS (PCAF 1.00)		1.59	1.09	3.03
30. LIVESTOCK EQUIPMENT COSTS (ECAF 4)		1.41	.93	2.51
31. BUILDING & FENCES (BCAF 4)		3.40	3.08	5.27
32. TOTAL ALLOCATED COSTS	\$	6.40	5.10	10.81
33. RETURN OVER ALL LISTED COSTS	\$	14.00	27.05	-14.90
34. SUPPLEMENTARY MANAGEMENT INFORMATION				
35. RETURN FOR \$100 FEED FED	\$	171.67	246.31	99.06
36. PRICE PER CWT. SOLD	\$	57.32	61.56	46.73
37. AVERAGE WEIGHT PER HEAD SOLD		1064.8	1020.2	1166.2
38. PRICE PER CWT. BOUGHT	\$	61.39	61.94	
39. AVERAGE WEIGHT PER HEAD BOUGHT		498.3	649.4	
40. NUMBER OF HEAD BOUGHT		61	83	24
41. PERCENT DEATH LOSS		2.0	1.0	3.1
42. EFFECTIVE DAILY GAIN-POUNDS/HEAD/DAY		1.71	1.62	1.28
43. TOTAL LISTED COST PER CWT PRODUCED	\$	44.64	36.62	71.80
44. UTILITIES + OTHER GENERAL FARM EXPENSE		.92	.41	1.41

SETTING GOALS

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

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

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

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

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

WHAT DOES YOUR FAMILY WANT?

NAME John Jones Family DATE 1/1/87

ADDRESS Anywhere, Minnesota

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

	<u>This Year</u>	<u>Later</u>
<u>FOR A PROFITABLE FARM BUSINESS:</u>		
6 Buy a new tractor to replace old John Deere A		✓
1 Raise the production of the dairy herd by 500 lbs. of milk per cow	✓	
8 Raise the production of the dairy herd from 14000 lbs. to 18000 lbs. per cow in 8 years		✓
2 Increase hay yield by 1 ton per acre in 3 yrs.	✓	
<u>FOR SATISFYING LIVING:</u>		
5 Install kitchen cabinets	✓	
10 Build new family room on west side of house		✓
11 Paint exterior of home	✓	
12 Landscape yard		✓
<u>FOR DEVELOPMENT OF FAMILY MEMBERS:</u>		
9 Provide opportunity for son, Dave, to attend college in two years		✓
7 Provide money for Dad to attend the National Convention for a week this winter	✓	
4 Provide time and money for Dan to Attend camp this summer	✓	
<u>FOR LONG-TERM FINANCIAL SECURITY:</u>		
3 Improve net worth by at least 5% per year	✓	