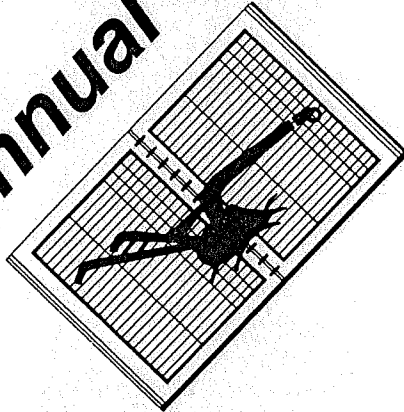


FARM BUSINESS MANAGEMENT

1986 Annual Report



April 1987

Mankato Technical Institute

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

AN ADULT EDUCATIONAL PROGRAM

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

Dennis Jackson
Area Vo-Ag Program Coordinator

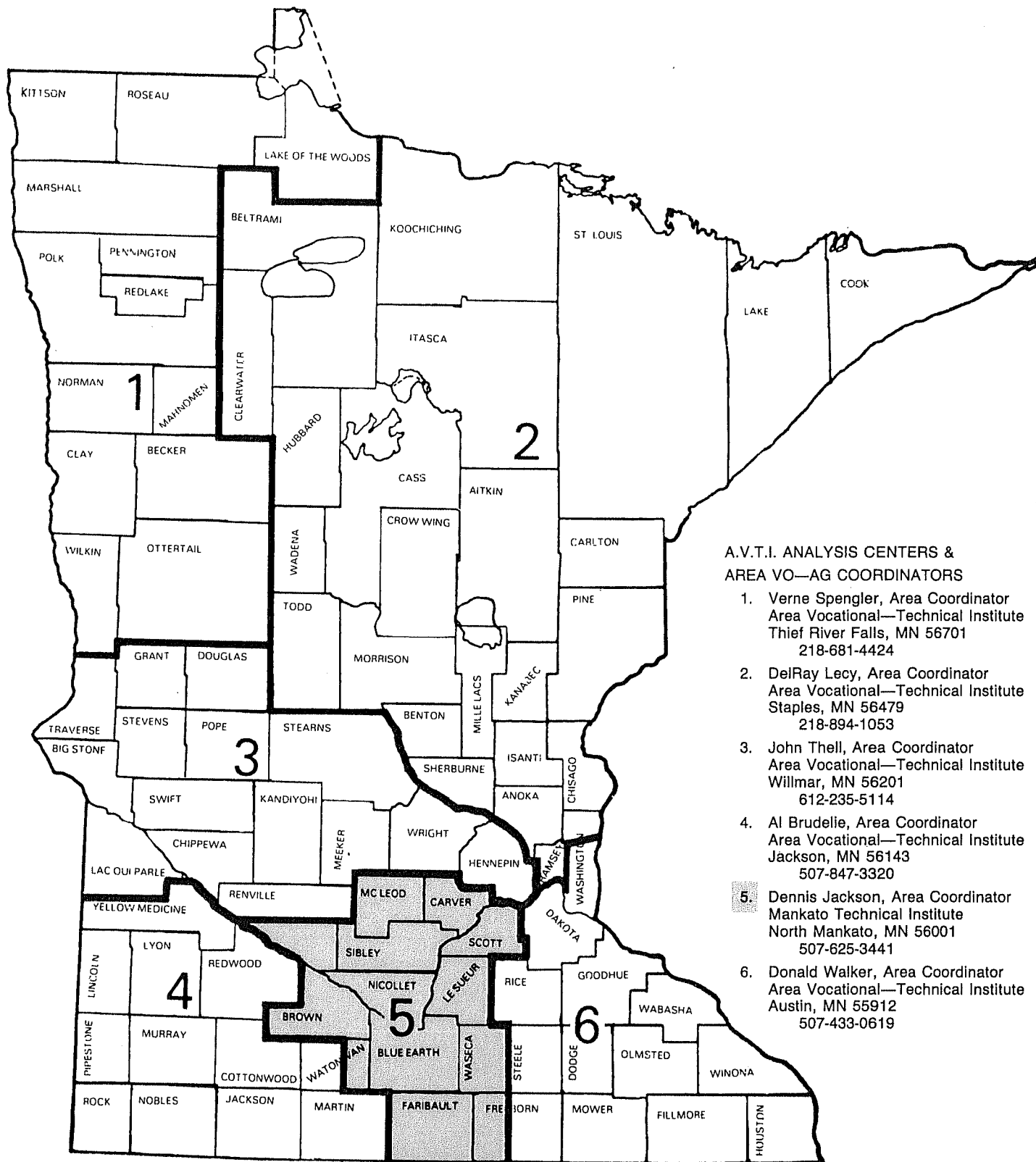
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KEY TO COLOR CODE

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

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Introduction

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

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

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

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

Most programs organize their courses around the same central themes.

They are:

Year 1 - Farm business records and accounts.

Year 2 - Farm business analysis and evaluations.

Year 3 - Farm business organization.

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

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

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

This summary of farm records for the South Central Minnesota area served by the Mankato Technical Institute shows the results of the analysis of farm businesses enrolled in management education programs for 1986. Study the results carefully so you can use this information to improve agriculture in your area and in your business.

Schools Participating

The following tabulation indicates the schools and the names of the farm management instructors who have submitted records for analysis as of March 15, 1987:

<u>Class Location</u>	<u>Instructor</u>
Alden	John Nelson (part-time)
Glencoe	Kenneth Stenzel
Madelia	Charles Worm
Mankato Technical Institute	Paul Callanan
Mankato Technical Institute	Lyle Phelps
Montgomery	Ira Beckman
New Prague	John Gintner
New Richland	Mark Worthley
Viking Cooperative Center, New Ulm	Larry Klingbeil
New Ulm	Pete Neigebauer (part-time)
Nicollet	Robin Schweiger
Sleepy Eye	Dan Persons
Springfield	John Woodford (part-time)
Waseca	Norman Bohmbach
Watertown	Vernon Yetzer
Wells	Dan Johnson (Assisted by Arnold Carlson)
Sibley County Vocational Center, Winthrop	Charles Boese Jon Hansen (part-time)
Sibley County Vocational Center, Fairfax	Brad Augustin (part-time)

Post High School Production Agriculture Programs

Mankato Technical Institute	Jeff Vogelsang
Waseca UMW	Boyd Fuller

TABLE 1 - SUMMARY OF FARM INVENTORIES* - 1986

Items		Average of 241 Farms	
1.	Size of Farm (Total Acres)	431.3	
2.	(Tillable Acres)	403.4	
3.	Work Units (Crops)	193.31	
4.	(Livestock)	274.63	
5.	(Other)	18.29	
6.	Total Size of Business in Work Units	486.23	
7.	Number of Workers	1.55	
8.	Farm Capital Investment per Worker	\$ 371,574	
8a.	Farm Capital Investment per Work Unit	\$ 1,274	
9.	PRODUCTIVE LIVESTOCK	Jan. 1	Dec. 31
10.	Dairy Cows	\$ 14,858	\$ 14,753
11.	Other Dairy Cattle	8,143	8,890
12.	Beef Breeding Cattle	838	814
13.	Beef Feeder Cattle	3,456	4,269
14.	Hogs	16,943	19,008
15.	Sheep (Including Feeders) & Goats	65	90
16.	Poultry - all Types	1	1
17.	Other Livestock		
18.	Total Productive Livestock	\$ 44,304	\$ 47,824
19.	CROP, SEED, FEED, AND SUPPLIES	\$ 57,712	\$ 52,530
20.	POWER, MACHINERY & EQUIPMENT		
21.	Auto & Truck (Farm Share)	\$ 3,338	\$ 3,415
22.	Power & Machinery	31,271	28,534
23.	Irrigation Equipment	126	103
24.	Custom Work Equipment	58	52
25.	Livestock Equipment	7,863	6,623
26.	Total Power, Mach. & Equip.	\$ 42,656	\$ 38,727
27.	LAND	\$ 346,170	\$ 346,874
28.	BUILDINGS - FENCES - ETC.	\$ 49,581	\$ 47,042
29.	TOTAL FARM CAPITAL	\$ 540,423	\$ 532,997
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ (-7,426)

*Table 1 lists the categories of farm capital for the average of 241 farms and for the 48 most profitable and 48 least profitable farms. These averages include the landlord's share of the investment for rented farms.

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

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

(continued on page 2)

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1986

Items		48 Most Profitable Farms		48 Least Profitable Farms	
1.	Size of Farm (Total Acres)	511.2		467.4	
2.	(Tillable Acres)	480.8		430.8	
3.	Work Units - (Crops)	225.12		207.40	
4.	(Livestock)	383.28		266.67	
5.	(Other)	22.57		13.35	
6.	Total Size of Business in Work Units	630.97		487.42	
7.	Number of Workers	1.49		1.87	
8.	Farm Capital Investment per Worker	\$ 468,723		\$ 347,279	
8A.	Farm Capital Investment per Work Unit	\$ 1,078		\$ 1,470	
		Jan. 1	Dec. 31	Jan. 1	Dec. 31
9.	PRODUCTIVE LIVESTOCK				
10.	Dairy Cows	\$ 10,155	\$ 11,234	\$ 20,381	\$ 19,639
11.	Other Dairy Cattle	5,430	6,005	10,789	11,583
12.	Beef Breeding Cattle	1,251	1,089	286	351
13.	Beef Feeder Cattle	2,351	5,218	4,147	2,829
14.	Hogs	40,168	46,574	10,257	8,710
15.	Sheep (Including Feeders) & Goats	50	69	39	61
16.	Poultry - All Types			3	5
17.	Other Livestock				
18.	Total Productive Livestock	\$ 59,405	\$ 70,189	\$ 45,902	\$ 43,178
19.	CROP, SEED AND FEED	\$ 57,966	\$ 62,695	\$ 69,769	\$ 54,157
20.	POWER, MACHINERY & EQUIPMENT				
21.	Auto & Truck (Farm Share)	\$ 3,776	\$ 4,332	\$ 4,003	\$ 4,021
22.	Power & Machinery	33,086	32,874	36,155	30,336
23.	Irrigation Equipment			631	518
24.	Custom Work Equipment				
25.	Livestock Equipment	12,655	10,740	8,714	7,352
26.	Total Power, Mach. & Equip.	\$ 49,517	\$ 47,945	\$ 49,503	\$ 42,227
27.	LAND	\$ 400,803	\$ 401,533	\$ 377,987	\$ 379,258
28.	BUILDINGS - FENCES - ETC.	\$ 66,899	\$ 63,799	\$ 58,387	\$ 53,701
29.	TOTAL FARM CAPITAL	\$ 634,590	\$ 646,161	\$ 601,548	\$ 572,520
30.	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 11,571		\$ (-29,028)

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

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

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

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

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

Items	Average of--241 Farms	48 Most Profitable Farms	48 Least Profitable Farms
1. SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 2,764	\$ 2,108	\$ 3,837
3. Dairy Products	33,738	25,315	43,810
4. Other Dairy Cattle	1,719	795	2,958
5. Beef Breeding Cattle	236	375	44
6. Beef Feeder Cattle	4,900	2,919	6,257
7. Hogs Complete & Mixed	25,138	70,856	8,181
8. Hogs Finishing	18,885	32,106	17,705
9. Hogs Producing Weaning Pigs	2,790	5,568	1,048
10. Sheep, Goats & Wool, Farm Flock	57	53	69
11. Sheep & Wool, Feeder Lambs	102		
12. Chickens (Including Hens & Broilers)	1		3
13. Turkeys			
14. Eggs			22
15. Other Productive Livestock & Products	31		156
16. Other Miscellaneous Livestock Income	216	116	219
17. Total Sales of Productive Livestock	\$ 90,581	\$ 140,210	\$ 84,309
18. SALE OF CROPS			
19. Wheat	\$ 812	\$ 651	\$ 857
19A. Durum			
20. Other Small Grains	144	90	225
21. Corn	29,303	40,499	28,611
22. Soybeans	24,726	27,161	25,665
22A. Sunflowers			
23. Other Row Crops	2,183	2,290	4,866
24. Legumes & Other Forage	282	107	632
25. Grass Seed			
26. Fruits & Nuts	4		
27. Vegetable Roadside Market & Specialty	185		7
28. Nursery, Timber & Other	85	156	62
29. Set Aside Acres-Government Payments	11,990	15,877	11,450
29A. PIK Acres			
29B. Sale of Crops & Supp. Purch. for Resale	1,939	1,139	2,653
30. Total Sales From Crops	\$ 71,654	\$ 87,971	\$ 75,027
31. Capital Assets Sold (Auto/Trk./Mach.)	\$ 371	\$ 312	\$ 242
31A. Capital Assets Sold (Bldg. & Imprvmts.)	294	323	
31B. Capital Assets Sold (Land)	467		
32. Gas Tax Refund	39	45	69
33. Income From Work Off the Farm	1,318	1,665	1,279
34. Custom Work Enterprise Income	177	248	
35. Patronage Funds	1,516	1,479	1,473
36. Miscellaneous Farm Income	6,131	9,648	5,687
37. Total Farm Sales	\$172,548	\$ 241,902	\$ 168,086
38. Increase in Farm Capital	\$ 0	\$ 11,571	\$ 0
39. Family Living From the Farm	506	532	626
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$173,054	\$ 254,005	\$ 168,712

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

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

Items	Average of--241 Farms	48 Most Profitable Farms	48 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 304	\$ 222	\$ 897
3. Other Dairy Cattle	306	448	322
4. Beef Breeding Cattle	35	44	
5. Beef Feeder Cattle	2,170	2,828	1,454
6. Hogs Complete & Mixed	785	1,651	288
7. Hogs Finishing	3,285	2,758	4,306
8. Hogs Producing Weaning Pigs	402	685	161
9. Sheep & Goats	10		20
10. Sheep & Feeder Lambs	70		
11. Chickens (Including Hens & Broilers)	1		6
12. Turkeys			
13. Other Productive Livestock			
14. Miscellaneous Livestock Expense	6,199	8,351	6,726
14A. Purch. of Crops/Supplies Purchased for Resale	2,384	1,906	2,489
15. Feed Bought	20,588	39,957	15,000
16. Fertilizer	7,888	9,881	8,509
17. Chemicals	6,238	7,765	7,090
18. Other Crop Expense	10,828	14,801	10,357
19. Irrigation Operation Costs	7		28
20. Custom Work Enterprise Oper. Costs, Incl. Labor	9		
21. Custom Work Hired	3,071	2,931	3,624
22. Repair & Upkeep of Livestock Equipment	1,857	2,824	2,068
23. Repair and Upkeep of Farm Real Estate	1,411	1,717	1,973
24. Gas, Diesel & Lubricants Bought (Farm Share)	4,415	5,157	5,009
25. Repair & Operation of Mach., Trac., Truck, Auto	7,302	7,823	8,586
26. Repair & Upkeep of Irrigation Equipment			
27. Repairs - Custom Work Enterprise	47	3	
28. Wages of Hired Labor	4,757	4,879	7,318
29. Personal Property & Real Estate Taxes	4,684	5,562	4,830
30. General Farm Expense	2,589	2,804	3,073
31. Telephone Expense (Farm Share)	393	474	413
32. Electricity Expense (Farm Share)	2,825	3,965	2,882
33. TOTAL CASH OPERATING EXPENSE	\$ 94,861	\$ 129,435	\$ 97,427
34. Power, Crop & General Mach. Bought (FS)	\$ 8,836	\$ 12,428	\$ 8,960
35. Irrigation Equipment Bought	54		271
36. Custom Work Equipment Bought			
37. Livestock Equipment Bought	1,378	2,415	1,282
38. New Real Estate - Bldgs./Imprvmts.	5,802	8,813	5,183
38A. New Real Estate - Land	1,413	729	2,490
39. TOTAL FARM PURCHASES (33) THRU (38A)	\$ 112,345	\$ 153,819	\$ 115,613
40. Decrease in Farm Capital	\$ 7,426	\$ 0	\$ 29,028
41. Interest on Farm Capital (7% Opport. Chg.)	\$ 37,570	\$ 44,826	\$ 41,092
42. Unpaid Family Labor	\$ 415	\$ 735	\$ 601
43. Labor Charge for Partners & Other Operators	1,149	444	2,456
44. Board Furnished Hired Labor	\$ 80	\$ 167	\$ 106
45. TOTAL FARM EXPENSE (39) THRU (44)	\$ 158,984	\$ 199,991	\$ 188,896
46. Return to Oper. Labor & Mgmt. - Single Oper. (W.F.) (2A/40)-(45)	\$ 14,070	\$ 54,013	\$ (-20,185)
47. Number of Operators	1	1	1
48. Full Time Operator Equivalents	1.18	1.17	1.32
49. Return to Oper. Labor & Mgmt. - Full Time Operator Equivalent	\$ 13,998	\$ 50,147	\$ (-15,579)

TABLE 3 - SUMMARY OF FARM EARNINGS (ENTERPRISE STATEMENT - WHOLE FARM) - 1986

Items	Average of--241 Farms	48 Most Profitable Farms	48 Least Profitable Farms
1. <u>RETURNS AND NET INCREASES</u>			
2. Productive Livestock			
3. Dairy Cows	\$ 31,980	\$ 25,284	\$ 40,529
4. Other Dairy Cattle	7,192	4,990	9,790
5. Beef Breeding Cattle	366	619	130
6. Feeder Cattle	3,247	2,452	3,427
7. Hogs, Complete & Mixed	25,698	73,656	7,283
8. Hog Finishing Enterprise	11,768	20,428	9,644
9. Producing Weaning Pigs	7,024	15,950	3,785
10. Sheep & Goats	60	74	76
11. Sheep, Feeder Lambs	47		
12. Chickens (Including Hens & Broilers)	6		31
13. Turkeys			
14. Other Productive Livestock	46		156
15. TOTAL ALL PRODUCTIVE LIVESTOCK	\$ 87,435	\$ 143,452	\$ 74,850
16. Value of Feed Fed to Livestock	minus 40,252	minus 62,008	minus 36,578
17. Return Over Feed From Livestock	47,183	81,443	38,271
18. Crop, Seed & Feed	59,039	80,604	52,265
18A. Crops & Supplies Purchased for Resale (Net)	(-445)	(-767)	164
19. Cooperative Patronage Refunds	1,516	1,479	1,473
20. Miscellaneous Farm Income	6,131	9,648	5,687
21. Custom Work Enterprise	115	246	
22. TOTAL RETURNS & NET INCREASES	\$ 113,539	\$ 172,652	\$ 97,859
23. <u>EXPENSES & NET DECREASES</u>			
24. Truck & Auto (Farm Share)	\$ 5,148	\$ 5,649	\$ 5,905
25. Tractors & Crop Machinery	19,429	20,432	24,421
26. Irrigation Equipment	77		384
27. Electricity	2,825	3,965	2,882
28. Livestock Equipment	4,610	7,335	4,721
29. Buildings, Fences & Tiling	9,702	13,306	13,060
30. Bare Land			
31. Miscellaneous Livestock Expense	6,199	8,351	6,726
32. Labor - Paid, Unpaid, Custom Wrk. (Excl. Custom Lbr.)	5,095	5,492	8,081
33. Labor Charge for Other Operator(s)	1,149	444	2,456
34. Property Tax	4,684	5,562	4,830
35. General Farm Expense	2,589	2,804	3,073
35A. Telephone Expense	393	474	413
36. Interest on Farm Capital (7% Opport. Chg.)	37,570	44,826	41,092
37. TOTAL EXPENSES & NET DECREASES	\$ 99,469	\$ 118,639	\$ 118,044
38. RETURN TO OPER. LABOR & MGMT. (SINGLE OPER.)	\$ 14,070	\$ 54,013	\$ (-20,185)
39. Number of Farm Operators	1	1	1
40. Full Time Operators Equivalents	1.18	1.17	1.32
41. Retrn.Opr.Lbr.&Mgt./Full Time Operator	\$ 13,998	\$ 50,147	\$ (-15,579)

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

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES - 1986

FOR THOSE FARMS WITH COMPLETE ACCOUNTS - OPERATOR'S SHARE

Items	Average of 136 Farms	Average Per Adult Equivalent	High Per Adult Equivalent	Low Per Adult Equivalent
1. Number of Persons - Family	4	4	4	4
2. Number of Adult Equivalent - Family	3.1	3.1	3.4	3.4
3. Church & Welfare	\$ 935	\$ 301.61	\$ 372.06	\$ 291.18
4. Medical Care & Health Insurance	2,639	851.29	903.24	775.88
5. Food & Meals Bought	4,016	1,295.48	1,362.35	1,255.59
6. Operating Expense & Supplies	1,547	499.03	359.12	585.00
7. Furnishings & Equipment	1,056	340.65	351.76	310.00
8. Clothing & Clothing Materials	1,388	447.74	545.29	406.18
9. Personal Care, Personal Spending	982	316.77	366.18	293.24
10. Education	532	171.61	175.59	344.41
11. Recreation	999	322.26	324.71	366.76
12. Gifts & Special Events	1,008	325.16	294.12	319.71
12A. Personal Interest	364	117.42	51.18	60.59
13. Personal Share Truck & Auto Expense	1,140	367.74	421.76	307.65
14. Operator Share Upkeep on Dwelling	255	82.26	101.47	91.18
14A. Cash Rent (Personal)	37	11.94		22.94
15. Personal Share Telephone & Electricity Expense	772	249.03	249.71	227.06
15A. Personal Share - General Farm Expense	98	31.61	16.18	77.94
16. TOTAL CASH LIVING EXPENSE	\$ 17,766	\$ 5,730.97	\$ 5,894.71	\$ 5,735.00
17. Personal Share New Truck and Auto	\$ 771	\$ 248.71	\$ 269.41	\$ 119.71
18. New Dwelling Bought	265	85.48	2.35	81.47
19. Taxes and Other Deductions	1,836	592.26	548.82	506.76
20. Life Insurance	1,467	473.23	475.29	542.06
21. TOTAL HOUSEHOLD & PERSONAL (16) THRU (20)	\$ 22,105	\$ 7,130.65	\$ 7,190.59	\$ 6,985.00
22. TOTAL FAMILY LIVING FROM THE FARM (33)	468	150.97	137.65	164.41
23. TOTAL CASH & NON-CASH EXPENSES (21)+(22)	\$ 22,573	\$ 7,281.61	\$ 7,328.24	\$ 7,149.41
23A. Paid on Personal Debt	\$ 764	\$ 246.45	\$ 62.94	\$ 692.94
23B. Savings & Investments (Excl. Life Insurance)	806	260.00	244.41	383.53
23C. TOTAL CASH/NON-CASH FUNDS FOR PERSONAL USE	\$ 24,143	\$	\$	\$
24. FAMILY LIVING FROM THE FARM				
25. Quantity	Operator's Share	Operator's Share	Operator's Share	
26. Milk and Cream (Quarts)	287	70	57	79
27. Beef and Buffalo (Pounds)	626	292	220	362
28. Pork (Pounds)	227	97	187	96
29. Lamb, Mutton, Goat (Pounds)	4	3	3	4
30. Poultry, All Fowl (Pounds)	3	2		12
31. Eggs (Dozen)	1	1		4
32. Vegetables, Fruits, Spuds, Other Produce & Fuel		3		
33. TOTAL FAMILY LIVING FROM THE FARM	\$	468	\$ 468	\$ 559

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

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

TABLE 5 - STATEMENT OF FINANCIAL POSITION - OPERATOR - 1986
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	Average of 226 Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 40,907	\$ 44,223
2. Crop, Seed & Feed	54,934	50,172
3. Total Power, Machinery & Equipment	40,653	37,265
4. Land (Acres Owned 174.7) (Tillable 155.1)	133,110	134,176
5. Buildings, Fences, Etc.	45,786	43,348
6. TOTAL FARM CAPITAL	\$ 315,391	\$ 309,185
7. Non-Farm Assets	\$ 33,398	\$ 35,692
7A. Cash on Hand & in Bank	6,291	8,750
7B. Non-Farm Real Estate	2,827	2,979
8. Dwelling	22,358	22,993
9. TOTAL ASSETS	\$ 380,264	\$ 379,599
10. Real Estate Mortgages	\$ 118,339	\$ 112,621
11. Chattel Mortgages	48,016	45,084
12. Notes	22,516	20,740
13. Accounts Payable	2,039	1,588
14. TOTAL LIABILITIES	\$ 190,909	\$ 180,003
15. FARMER'S NET WORTH	\$ 189,355	\$ 199,565
16. GAIN (OR LOSS) IN NET WORTH		\$ 10,210

17. <u>Supplementary Management Information</u>		
18. Return to Operator's Labor and Management (6B//47)	\$ 13,477	
19. Return to Capital & Family Labor (6B/48)	20,284	
20. <u>Non-Farm Income</u>		
21. Outside Investment Income	2,382	
22. Other Personal Income & Income Tax Refund	9,422	
22A. Sale of (P.S.) Dwelling, Auto & Truck	65	
23. TOTAL NON-FARM INCOME	\$ 11,869	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 32,152	
25. TOTAL MONEY BORROWED (BUSINESS & PERSONAL)	\$ 62,788	
26. TOTAL PAID ON DEBT (PRINCIPAL-BUSINESS ONLY)	\$ 72,917	
27. TOTAL CASH/NON-CASH EXPENSE/PERSONAL USE (4/23C)	\$ 20,115	
28. Ratio: Total Farm Exp. to Total Farm Receipts (O.S.)	.920	
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	1.992	2.108
30. Ratio: Non-Real Estate-Assets/Non-Real Est. Liabil.	2.248	2.612
31. Ratio: Real Estate Assets to Real Estate Liabilities	1.725	1.807
32. Ratio: Net Worth to Total Liabilities	.992	1.108
33*. Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.737
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.340
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)		.542
36. Inventoried Value of Farm per Owned Acre	\$ 1,148	
37. Inventoried Value of Farm per Tillable Acre	1,293	
38. Debt (All Sources) per Acre Owned	\$ 1,031	

*Adjusted Farm Sales Does Not Include Sale of Capital Assets

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

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

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

TABLE 5 - STATEMENT OF FINANCIAL POSITION - OPERATOR - 1986
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	47 High Profit Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 56,239	\$ 66,184
2. Crop, Seed & Feed	45,185	50,291
3. Total Power, Machinery & Equipment	42,345	42,688
4. Land (Acres Owned 165.1) (Tillable 146.7)	118,579	120,154
5. Buildings, Fences, Etc.	57,947	54,577
6. TOTAL FARM CAPITAL	\$ 320,296	\$ 333,894
7. Non-Farm Assets	\$ 35,885	\$ 34,991
7A. Cash on Hand & in Bank	6,013	8,111
7B. Non-Farm Real Estate	541	834
8. Dwelling	21,070	23,060
9. TOTAL ASSETS	\$ 383,805	\$ 400,890
10. Real Estate Mortgages	\$ 144,072	\$ 131,445
11. Chattel Mortgages	69,418	66,684
12. Notes	27,046	18,018
13. Accounts Payable	1,819	705
14. TOTAL LIABILITIES	\$ 242,355	\$ 216,852
15. FARMER'S NET WORTH	\$ 141,450	\$ 184,038
16. GAIN (OR LOSS) IN NET WORTH		\$ 42,588

17. <u>Supplementary Management Information</u>		
18. Return to Operator's Labor and Management (6B/47)	\$ 48,677	
19. Return to Capital & Family Labor (6B/48)	\$ 52,097	
20. <u>Non-Farm Income</u>		
21. Outside Investment Income	\$ 2,722	
22. Other Personal Income & Income Tax Refund	16,841	
22A. Sale of (P.S.) Dwelling, Auto & Truck	23	
23. TOTAL NON-FARM INCOME	\$ 19,586	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 71,683	
25. TOTAL MONEY BORROWED (BUSINESS & PERSONAL)	\$ 71,772	
26. TOTAL PAID ON DEBT (PRINCIPAL - BUSINESS ONLY)	\$ 96,166	
27. TOTAL CASH/NON-CASH EXPENSE/PERSONAL USE (4/230)	\$ 24,926	
28. Ratio: Total Farm Expenses to Receipts (O.S.)		.788
	Jan. 1	Dec. 31
29. Ratio: Total Assets to Total Liabilities	1.584	1.849
30. Ratio: Non-Real Estate-Assets/Non-Real Est. Liabil.	1.889	2.368
31. Ratio: Real Estate Assets to Real Estate Liabilities	1.375	1.511
32. Ratio: Net Worth to Total Liabilities	.584	.849
33*. Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.715
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.407
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)		.701
36. Inventoried Value of Farm per Owned Acre	\$ 1,198	
37. Inventoried Value of Farm per Tillable Acre	1,348	
38. Debt (All Sources) per Acre Owned	\$ 1,313	
*Adjusted Farm Sales Does Not Include Sale of Capital Assets		

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

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

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

TABLE 5 - STATEMENT OF FINANCIAL POSITION - OPERATOR - 1986
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

Items	46 Low Profit Farms	
	Jan. 1	Dec. 31
1. Total Productive Livestock	\$ 42,012	\$ 39,952
2. Crop, Seed & Feed	76,210	58,356
3. Total Power, Machinery & Equipment	49,551	42,519
4. Land (Acres Owned 254.1) (Tillable 225.6)	199,364	201,962
5. Buildings, Fences, Etc.	54,604	50,455
6. TOTAL FARM CAPITAL	\$ 421,741	\$ 393,244
7. Non-Farm Assets	\$ 42,691	\$ 49,631
7A. Cash on Hand & in Bank	10,560	10,407
7B. Non-Farm Real Estate	6,016	6,093
8. Dwelling	27,203	27,465
9. TOTAL ASSETS	\$ 508,212	\$ 486,840
10. Real Estate Mortgages	\$ 127,234	\$ 121,141
11. Chattel Mortgages	40,381	37,346
12. Notes	18,651	17,947
13. Accounts Payable	2,240	2,637
14. TOTAL LIABILITIES	\$ 188,505	\$ 179,071
15. FARMER'S NET WORTH	\$ 319,706	\$ 307,769
16. GAIN (OR LOSS) IN NET WORTH		\$(-11,938)

17. <u>Supplementary Management Information</u>		
18. Return to Operator's Labor and Management (6B/47)	\$(-19,268)	
19. Return to Capital & Family Labor (6B/48)	\$(-4,782)	
20. <u>Non-Farm Income</u>		
21. Outside Investment Income	\$ 3,553	
22. Other Personal Income & Income Tax Refund	11,416	
22A. Sale of (P.S.) Dwelling, Auto & Truck	20	
23. TOTAL NON-FARM INCOME	\$ 14,989	
24. TOTAL FAMILY FARM & NON-FARM INCOME	\$ 10,207)	
25. TOTAL MONEY BORROWED (BUSINESS & PERSONAL)	\$ 62,690	
26. TOTAL PAID ON DEBT (PRINCIPAL - BUSINESS ONLY)	\$ 70,731	
27. TOTAL CASH/NON-CASH EXPENSE/PERSONAL USE (4/23C)	\$ 23,111	
28. Ratio: Total Farm Expenses to Receipts (O.S.)	1.113	
	<u>Jan. 1</u>	<u>Dec. 31</u>
29. Ratio: Total Assets to Total Liabilities	2.696	2.719
30. Ratio: Non-Real Estate-Assets/Non-Real Est. Liabil.	3.607	3.467
31. Ratio: Real Estate Assets to Real Estate Liabilities	2.257	2.361
32. Ratio: Net Worth to Total Liabilities	1.696	1.719
33*. Ratio: Cash Operating Expenses to Adjusted Total Farm Sales (O.S.)		.747
34. Ratio: Total Farm Receipts to Average Farm Cap. (W.F.)		.306
35. Ratio: Total Farm Receipts to Average Farm Cap. (O.S.)		.419
36. Inventoried Value of Farm per Owned Acre	\$ 1,101	
37. Inventoried Value of Farm per Tillable Acre	1,241	
38. Debt (All Sources) per Acre Owned	\$ 705	
*Adjusted Farm Sales Does Not Include Sale of Capital Assets		

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

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

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

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

Items	Average of--241 Farms	48 Most Profitable Farms	48 Least Profitable Farms
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. Dairy Cows	\$ 2,419	\$ 2,086	\$ 3,267
3. Dairy Products	31,361	25,073	39,572
4. Other Dairy Cattle	1,528	1,179	2,095
5. Beef Breeding Cattle	153	175	32
6. Beef Feeder Cattle	4,838	3,866	3,346
7. Hogs Complete & Mixed	22,682	60,838	8,868
8. Hogs Finishing	18,049	32,191	23,292
9. Hogs Producing Weaning Pigs	2,726	5,855	1,663
10. Sheep, Goats & Wool, Farm Flock	52	32	69
11. Sheep & Wool, Feeder Lambs	102		
12. Chickens (Including Hens & Broilers)	1		3
13. Turkeys			
14. Eggs	4		22
15. Other Productive Livestock & Products	31		156
16. Other Miscellaneous Livestock Income	216	115	219
17. TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 84,163	\$ 131,410	\$ 82,604
18. SALE OF CROPS			
19. Wheat	\$ 757	\$ 643	\$ 780
20. Other Small Grain	127	94	244
21. Corn	25,465	27,795	27,752
22. Soybeans	22,948	23,225	25,678
23. Other Row Crops	1,947	1,099	4,926
24. Legumes & Other Roughages	265	148	609
25. Grass Seed			
26. Fruits & Nuts	4		
27. Vegetables, Roadside Market & Specialty	185		7
28. Nursery, Timber & Other	85	156	62
29. Set Aside Acres - Government Payments	11,010	14,423	10,744
29A. Sale of Crops & Supplies Purchased for Resale	1,521	1,993	3,252
30. TOTAL SALES FROM CROPS & SUPPLIES	\$ 64,314	\$ 69,576	\$ 74,053
31. Capital Assets Sold (Auto/Truck/Mach.)	\$ 336	\$ 275	\$ 183
31A. Capital Assets Sold (Buildings & Imprvmnts.)	258	21	
31B. Capital Assets Sold (Land)	392		
32. Gas Tax Refund	36	45	53
33. Income From Work Off the Farm	1,250	1,325	1,274
34. Custom Work Enterprise Income	177	582	
35. Patronage Refunds	1,491	1,497	1,736
36. Miscellaneous Farm Income	5,530	6,680	4,829
37. TOTAL FARM SALES	\$ 157,947	\$ 211,409	\$ 164,733
38. Increase in Farm Capital	\$ 0	\$ 13,517	\$ 0
39. Family Living From the Farm	472	538	627
40. TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 158,419	\$ 225,464	\$ 165,360
41. Adjusted Total Farm Sales (37)-(31)	\$ 156,960	\$ 211,114	\$ 164,549
42. Total Cash Farm Operating Expense (6B/35)	\$ 115,848	\$ 151,184	\$ 123,427
43. Net Cash Operating Income	\$ 41,112	\$ 59,929	\$ 41,122

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

TABLE 6B - OPERATOR'S SHARE OF CASH EXPENSES - 1986

Items	Average of--241 Farms	48 Most Profitable Farms	48 Least Profitable Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy Cows	\$ 285	\$ 530	\$ 376
3. Other Dairy Cattle	282	471	248
4. Beef Breeding Cattle	19	41	
5. Beef Feeder Cattle	1,902	1,768	324
6. Hogs Complete	731	1,411	304
7. Hogs Finishing	3,245	1,493	5,908
8. Hogs Producing Weaning Pigs	377	808	323
9. Sheep, Farm Flock	8		20
10. Sheep, Feeder Lambs	70		
11. Chickens	1		6
12. Turkeys			
13. Other Productive Livestock			
14. Miscellaneous Livestock Expense	5,748	7,223	6,179
14A. Purchase of Crops/Supplies Purchased for Resale	1,989	2,511	2,862
15. Feed Bought	19,193	37,730	15,431
16. Fertilizer	7,112	7,996	8,867
17. Chemicals	5,611	6,075	7,182
18. Other Crop Expense	9,937	12,684	9,528
19. Irrigation Operation Cost	7		28
20. Custom Work Operator Costs, Including Labor	9	37	
21. Custom Work Hired	2,866	2,926	3,623
22. Repair & Upkeep of Livestock Equipment	1,710	2,293	1,782
23. Repair & Upkeep of Farm Real Estate	1,300	1,385	1,986
24. Gas, Diesel & Lubricants (Farm Share)	4,110	4,531	4,559
25. Repair & Oper. of Mach., Tract., Truck, and Auto (Farm Share)	6,739	6,805	8,628
26. Repair & Upkeep of Irrigation Equipment			
27. Repairs, Custom Work Enterprise	47	14	
28. Wages of Hired Labor	4,619	5,065	6,939
29. Personal Property & Real Estate Taxes	1,970	1,831	2,891
30. Cash Rent	15,166	18,743	14,272
31. General Farm Expenses	2,442	2,564	3,443
32. Telephone Expense (Farm Share)	366	433	398
33. Electricity Expense (Farm Share)	2,636	3,514	2,867
34. Interest Actually Paid	15,353	20,304	14,454
35. TOTAL CASH OPERATING EXPENSE	\$ 115,848	\$ 151,184	\$ 123,427
36. Power, Crop & Gen. Mach. Bought (F. Share)	\$ 8,258	\$ 11,571	\$ 9,303
37. Irrigation Equipment Bought	54		271
38. Custom Work Enterprise Equipment Bought			
39. Livestock Equipment Bought	1,300	1,965	1,470
40. New Real Estate - Buildings & Improvements	5,434	7,094	5,598
40A. New Real Estate - Land	1,413	1,542	2,490
41. TOTAL FARM PURCHASES (35) THRU (40A)	\$ 132,308	\$ 173,355	\$ 142,559
42. Decrease in Farm Capital	\$ 6,167	\$ 0	\$ 27,912
43. Interest on Farm Capital (7% Opport. Chg.)	6,185	2,944	13,173
44. Unpaid Family Labor	415	161	681
45. Board Furnished Hired Labor	80	188	66
46. TOTAL FARM EXPENSE (41) THRU (45)	\$ 145,155	\$ 176,648	\$ 184,391
47. Return to Operator Labor & Mgmt. (Operator's Share) (6A/40)-(46)	\$ 13,263	\$ 48,816	\$ (-19,031)
48. Ret. to Capital & Family Labor (47)+(44)+(43)	\$ 19,863	\$ 51,921	\$ (-5,177)

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

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

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

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

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

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

Items	Average of--241 Farms	48 Most Profitable Farms	48 Least Profitable Farms
1. Return to Operator's Labor & Management	\$ 14,070	\$ 54,013	\$ (-20,185)
2. Crop Yield Index	100.0	102.8	95.3
3. Percent Tillable Land in High Return Crop	88.8	93.3	85.6
4. Gross Return per Tillable Acre (Excluding Pasture)	\$ 196.79	\$ 198.68	\$ 192.43
5. Return per \$100 Feed Fed Productive Livestock Index	100.0	102.5	90.8
6*. Livestock Units per 100 Acres	26.32	44.93	17.56
7. Size of Business - Work Units	486.23	630.97	487.42
8. Work Units per Worker	313.70	423.47	260.65
9. Power, Machinery, Equipment, Building Expense per Worker Unit	\$ 85.69	\$ 80.52	\$ 102.90
10. Farm Capital Investment per Worker	\$ 346,265	\$ 429,783	\$ 313,922

30. Number of Animal Units	106.57	216.11	76.28
31. Work Units			
32. Crops	193.31	225.12	207.40
33. Productive Livestock	274.63	383.28	266.67
34. Other Productive Work Units	18.29	22.57	13.35
35. Expenses per Work Units			
36. Tractor & Crop Machinery Expense	\$ 40.23	\$ 32.46	\$ 50.89
37. Farm Share of Auto & Truck Expense	10.62	8.97	12.11
38. Farm Share of Electric Expense	5.83	6.30	5.91
39. Livestock Equipment Expense	9.51	11.65	9.69
40. Building, Fence & Tiling Expense	\$ 19.51	\$ 21.14	\$ 24.29
40A. Other Expense per Work Units (Inc. Custom Ent.)			
40B. General Farm Tele/Other Utilities Except Electricity	\$ 6.13	\$ 5.20	\$ 7.15
40C. Hired Labor	9.78	7.73	15.01
41**. Tractor & Crop Machinery Expense per Crop Acre	48.09	42.48	56.49
42. Farm Power & Machinery Cost Allocation to Livestock	\$ 3,017.30	\$ 3,870.67	\$ 3,228.13
43. Building, Fence & Tiling Cost Allocation to Crops BCAF (4)	\$ 4,230.78	\$ 5,085.88	\$ 5,791.20
44. *Acres include all tillable land, non-tillable hay and pasture.			
45. **Acres include all tillable land plus acres in non-tillable hay.			

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

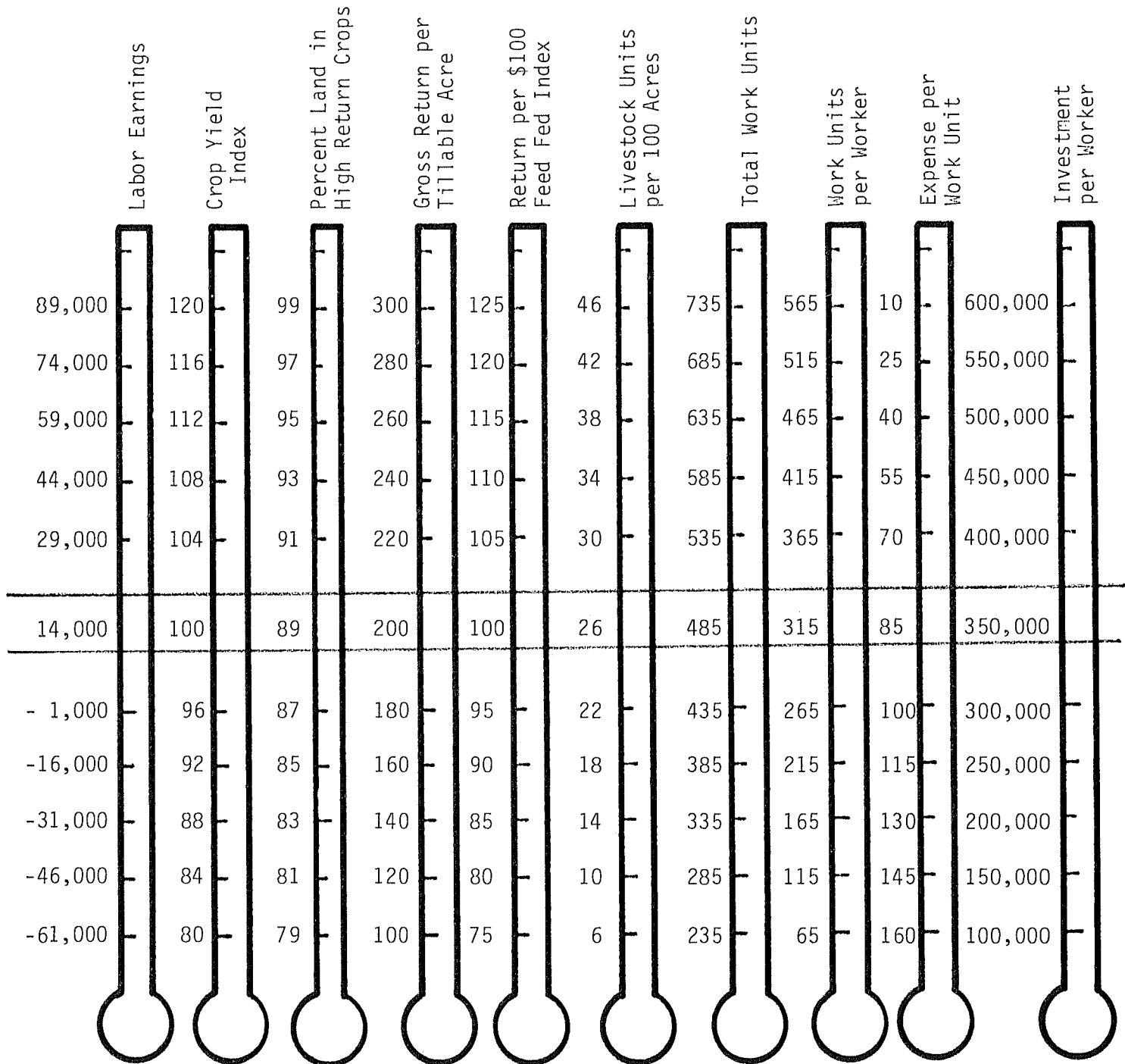


TABLE 9 - CROP DATA FOR MAJOR CROPS, DISTRIBUTION OF ACRES & YIELDS - 1986

Crop	Average of--241 Farms	48 Most Profitable Farms	48 Least Profitable Farms
	Acres	Acres	Acres
Total Small Grain & Canning Peas	18.8	13.0	24.7
Total Row Crop	312.2	391.2	323.9
Total Legumes, Including Seed	26.3	16.8	33.3
Total Other Hay	1.0		1.8
Total Silage & Fodder	11.9	7.4	15.3
Total Tillable Pasture	.5	.6	1.4
Total Commercial Vegetables			.1
Total Fallow & Idle Land	32.6	51.8	30.3
Total Tillable Land	403.5	480.8	430.8
Total Non-Tillable Hay/Pasture	1.5	.2	3.7
Wild Hay Not Harvested (Non-Tillable)	.8	.8	1.1
Pasture Not Harvested	4.8	5.5	4.6
Timber Not Harvested	2.2	1.9	5.2
Roads & Waste	10.3	13.3	13.2
Farmstead	8.2	8.7	8.9
TOTAL LAND NOT HARVESTED	26.3	30.2	33.0
TOTAL NON-TILLABLE LAND	27.8	30.4	36.7
TOTAL LAND IN FARM OR RANCH	431.3	511.2	467.5

SUPPLEMENTARY MANAGEMENT INFORMATION

	241 Average All Farms	48 High Earnings Farms	48 Low Earnings Farms
Percent Land Tillable	93.5	94.1	92.2
Percent Land in High Return Crops	88.8	93.3	85.6
*Fertilizer Cost per Acre	\$ 20.61	\$ 21.57	\$ 20.39
*Crop Chemicals per Acre	15.91	16.59	16.82
*Seed and Other Costs per Acre	27.04	31.06	24.38
*Gas, Oil & Grease Bought per Acre	12.90	13.06	13.41
*Repair and Maintenance Cost/Acre	\$ 19.72	\$ 18.26	\$ 21.51

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

AVERAGE YIELDS (From Table 10)						
Crop	Acres Grown	Number Recorded Fields	Crop Rank	Average All Farms Growing Crops	20% High Return	20% Low Return
Corn	41,701.2 A	354	A	135.0 bu.	148.6 bu.	113.5 bu.
Soybeans	34,609.9 A	337	A	39.8 bu.	46.7 bu.	26.0 bu.
Canning Corn	1,639.2 A	24	B	\$223.47	\$269.72	\$201.40
Corn Silage	2,171.6 A	89	B	18.4 T	24.0 T	14.1 T
Alfalfa Hay	5,946.6 A	159	B	4.3 T	5.5 T	1.5 T
Oats	1,865.6 A	106	D	58.0 bu.	72.4 bu.	44.9 bu.
Spring Wheat	2,014.5 A	79	D	37.8 bu.	48.5 bu.	36.7 bu.
Canning Peas	430.8 A	12	B	\$249.25	\$317.70	\$173.21

CROP TABLES - CROPS ANALYSIS

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

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

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

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

Where crops have been sold, and the crop has a per unit market price, the price received per unit and the quantity sold are shown in items 39 & 40.

TABLE 10 - CROP DATA FOR OATS - FEED - 1986

Items	PER ACRE		
	Average of 106 Farms Raising Oats	Highest 21 Farms in Return Over Direct Costs	Lowest 21 Farms in Return Over Direct Costs
1. Acres	17.6	20.2	10.9
2. Yield	58.0	72.4	44.9
3. Value per Production Unit	\$.85	\$.85	\$.85
4. Crop Product Return	49.26	62.28	38.17
5. Other Crop Income (Straw, Insurance, Etc)	50.91	86.63	7.71
6. TOTAL CROP RETURN	\$ 100.17	\$ 148.91	\$ 45.88
7. DIRECT COSTS:			
8. Fertilizer	\$ 5.11	\$ 5.74	\$ 4.31
9. Chemicals	.45	.79	.18
10. Seed	7.16	6.88	6.79
10A. Crop Drying	.06		
10B. Other Expense	1.59	1.63	2.11
11. Special Hired Labor	.23	.45	.09
12. Custom Work Hired	7.61	5.45	10.46
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 22.21	\$ 20.94	\$ 23.94
15. RETURN OVER DIRECT COSTS	\$ 77.96	\$ 127.97	\$ 21.94
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 16.01	\$ 14.48	\$ 14.93
18. Farm Power & Machinery-Operation	17.36	20.15	11.97
19. Irrigation Equipment-Ownership			
20. Land Costs	68.58	76.76	60.90
21. Miscellaneous Costs			
22. *Interest on Mach.&Equip. Investment	3.48	2.99	3.60
23. TOTAL ALLOCATED COSTS	\$ 105.43	\$ 114.38	\$ 91.40
24. RETURN OVER ALL LISTED COSTS	\$ (-27.47)	\$ 13.59	\$ (-69.46)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.30	.30	.30
27. Power Costs Allocation Factor	.96	.98	.94
28. Total Listed Cost/Unit of Production	\$ 2.20	\$ 1.87	\$ 2.57
29. Return Over Listed Costs per Unit	\$ (-.47)	\$.19	\$ (-1.55)
30. Breakeven Yield	150.2 bu.	157.4 bu.	135.7 bu.
30A. Estimated Total Machines Costs/Acre	\$ 41.93	\$ 41.26	\$ 37.48
31. TOTAL LISTED COSTS PER ACRE	\$ 127.64	\$ 135.32	\$ 115.34
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 71.83	\$ 73.69	\$ 33.73
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 1.00	\$.75	\$ 1.09
40. QUANTITY SOLD (OPERATOR'S SHARE)	195.7 bu.	126.4 bu.	185.1 bu.

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

TABLE 10 - CROP DATA FOR SPRING WHEAT - 1986

Items	PER ACRE		
	Average of 79 Farms Raising Wheat	Highest 16 Farms in Return Over Direct Costs	Lowest 16 Farms in Return Over Direct Costs
1. Acres	25.5	18.3	34.6
2. Yield	37.8	48.5	36.7
3. Value per Production Unit	\$ 2.35	\$ 2.35	\$ 2.35
4. Crop Product Return	89.22	113.98	86.25
5. Other Crop Income (Straw, Insurance, Etc)	68.24	123.22	22.40
6. TOTAL CROP RETURN	\$ 157.46	237.20	\$ 108.65
7. DIRECT COSTS:			
8. Fertilizer	\$ 19.06	\$ 16.45	\$ 22.14
9. Chemicals	1.73	1.26	1.50
10. Seed	14.20	15.68	14.62
10A. Crop Drying			
10B. Other Expense	2.27	2.02	3.24
11. Special Hired Labor	.27		.23
12. Custom Work Hired	5.14	4.64	6.53
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 42.67	\$ 40.05	\$ 48.26
15. RETURN OVER DIRECT COSTS	\$ 114.79	\$ 197.15	\$ 60.39
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 17.15	\$ 18.38	\$ 15.30
18. Farm Power & Machinery-Operation	16.22	17.86	15.98
19. Irrigation Equipment-Ownership			
20. Land Costs	75.51	78.44	75.56
21. Miscellaneous Costs			
22. *Interest on Mach.&Equip. Investment	3.54	3.45	3.14
23. TOTAL ALLOCATED COSTS	\$ 112.42	\$ 118.13	\$ 109.98
24. RETURN OVER ALL LISTED COSTS	\$ 2.37	\$ 79.02	\$ (-49.59)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.30	.30	.30
27. Power Costs Allocation Factor	.96	.95	.96
28. Total Listed Cost/Unit of Production	\$ 4.10	\$ 3.26	\$ 4.31
29. Return Over Listed Costs per Unit	\$.06	\$ 1.63	\$ (-1.35)
30. Breakeven Yield/Units of Production	65.7 bu.	67.3 bu.	67.3 bu.
30A. Estimated Total Machines Costs/Acre	\$ 40.34	\$ 42.78	\$ 38.78
31. TOTAL LISTED COSTS PER ACRE	\$ 155.09	\$ 158.18	\$ 158.24
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 102.02	\$ 50.24	\$ 171.70
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 2.50	\$ 2.21	\$ 2.65
40. QUANTITY SOLD (OPERATOR'S SHARE)	815.5 bu.	732.0 bu.	1,126.5 bu.

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

TABLE 10 - CROP DATA FOR WINTER WHEAT - 1986

Items	PER ACRE	
	Average of----7 Farms Raising Winter Wheat	
1. Acres		22.5
2. Yield		35.8
3. Value per Production Unit	\$	2.20
4. Crop Product Return		78.76
5. Other Crop Income (Insurance, Etc)		69.07
6. TOTAL CROP RETURN	\$	147.83
7. DIRECT COSTS:		
8. Fertilizer	\$	6.36
9. Chemicals		4.53
10. Seed		6.80
10A. Crop Drying		
10B. Other Expense		3.73
11. Special Hired Labor		2.53
12. Custom Work Hired		5.78
13. Irrigation Operation		
14. TOTAL DIRECT COSTS	\$	29.73
15. RETURN OVER DIRECT COSTS	\$	118.10
16. ALLOCATED COSTS:		
17. Farm Power & Machinery- Ownership	\$	14.60
18. Farm Power & Machinery-Operation		16.00
19. Irrigation Equipment-Ownership		
20. Land Costs		59.00
21. Miscellaneous Costs		
22. *Interest on Mach.&Equip. Investment		3.88
23. TOTAL ALLOCATED COSTS	\$	93.48
24. RETURN OVER ALL LISTED COSTS	\$	24.62
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	\$	3.44
29. Return Over Listed Costs per Unit		.69
30. Breakeven Yield/Units of Production		56.0 bu.
30A. Estimated Total Machine Costs/Acre		38.34
31. TOTAL LISTED COSTS PER ACRE	\$	123.21
32. OTHER POSSIBLE COSTS NOT LISTED		
33. Utilities & Other General Farm Exp.	\$	65.57
33A. Buildings, Fences & Tiling Costs		
34. Interest Allocation		
35. Other Costs Not Listed		
36. TOTAL COSTS		
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	2.20
40. QUANTITY SOLD (OPERATOR'S SHARE)		645.7 bu.

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

TABLE 10 - CROP DATA FOR CANNING CORN - 1986

Items	PER ACRE		
	Average of 24 Farms Raising Corn	Highest 12 Farms in Return Over Direct Costs	Lowest 12 Farms in Return Over Direct Costs
1. Acres	68.3	61.8	74.9
2. Yield	\$ 223.16	\$ 269.72	\$ 187.30
3. Value per Production Unit	\$ 1.00	\$ 1.00	\$ 1.00
4. Crop Product Return	223.16	269.72	187.30
5. Other Crop Income (Insurance, Etc)	.31		.56
6. TOTAL CROP RETURN	\$ 223.47	\$ 269.72	\$ 187.86
7. DIRECT COSTS:			
8. Fertilizer	\$ 34.95	\$ 34.76	\$ 35.07
9. Chemicals	17.47	18.35	16.70
10. Seed	6.47	3.53	8.88
10A. Crop Drying			
10B. Other Expense	2.39	4.56	.60
11. Special Hired Labor	.04		.07
12. Custom Work Hired	9.21	8.48	9.81
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 70.53	\$ 69.68	\$ 71.13
15. RETURN OVER DIRECT COSTS	\$ 152.94	\$ 200.04	\$ 116.73
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 18.47	\$ 19.89	\$ 17.28
18. Farm Power & Machinery-Operation	20.36	21.62	19.30
19. Irrigation Equipment-Ownership			
20. Land Costs	80.96	80.25	81.67
21. Miscellaneous Costs			
22. *Interest on Mach.&Equip. Investment	3.70	4.39	3.13
23. TOTAL ALLOCATED COSTS	\$ 123.49	\$ 126.15	\$ 121.38
24. RETURN OVER ALL LISTED COSTS	\$ 29.45	\$ 73.89	\$ (-4.65)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.50	.50	.50
27. Power Costs Allocation Factor	.79	.78	.80
28. Total Listed Cost/Unit of Production	\$.83	\$.73	\$.96
29. Return Over Listed Costs per Unit	\$.13	\$.27	\$ (-.02)
30. Breakeven Yield/Units of Production	\$ 202.10	\$ 195.83	\$ 207.00
30A. Estimated Total Machine Costs/Acre	\$ 48.67	\$ 51.56	\$ 46.25
31. TOTAL LISTED COSTS PER ACRE	\$ 194.02	\$ 195.83	\$ 192.51
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 534.65	\$ 245.15	\$ 784.39
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			

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

TABLE 10 - CROP DATA FOR CORN FOR GRAIN - 1986

Items	PER ACRE		
	Average of 354 Farms Raising Corn	Highest 71 Farms in Return Over Direct Costs	Lowest 71 Farms in Return Over Direct Costs
1. Acres	117.8	138.3	68.3
2. Yield	135.0	148.6	113.5
3. Value per Production Unit	\$ 1.30	\$ 1.30	\$ 1.30
4. Crop Product Return	175.53	193.18	147.55
5. Other Crop Income (Insurance,Etc)	56.63	72.26	17.19
6. TOTAL CROP RETURN	\$ 232.16	\$ 265.44	\$ 164.74
7. DIRECT COSTS:			
8. Fertilizer	\$ 37.53	\$ 35.35	\$ 38.81
9. Chemicals	19.56	17.09	20.37
10. Seed	21.26	21.66	20.67
10A. Crop Drying	12.02	12.10	12.53
10B. Other Expense	4.68	3.21	3.91
11. Special Hired Labor	.56	.27	1.64
12. Custom Work Hired	3.65	1.57	5.01
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 99.26	\$ 91.25	\$ 102.94
15. RETURN OVER DIRECT COSTS	\$ 132.90	\$ 174.19	\$ 61.80
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 27.42	\$ 29.03	\$ 24.63
18. Farm Power & Machinery-Operation	28.12	26.89	30.91
19. Irrigation Equipment-Ownership			
20. Land Costs	75.49	77.20	75.92
21. Miscellaneous Costs			
22. *Interest on Mach.&Equip. Investment	5.83	6.77	5.48
23. TOTAL ALLOCATED COSTS	\$ 136.86	\$ 139.89	\$ 136.94
24. RETURN OVER ALL LISTED COSTS	\$ (-3.96)	\$ 34.30	\$ (-75.14)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.55	.55	.55
27. Power Costs Allocation Factor	.97	1.00	.89
28. Total Listed Cost/Unit of Production	\$ 1.75	\$ 1.56	\$ 2.11
29. Return Over Listed Costs per Unit	\$ (-.03)	\$.23	\$ (-.66)
30. Breakeven Yield/Units of Production	181.6 bu.	177.8 bu.	184.5 bu.
30A. Estimated Total Machine Costs/Acre	\$ 63.80	\$ 63.74	\$ 64.36
31. TOTAL LISTED COSTS PER ACRE	\$ 236.12	\$ 231.14	\$ 239.88
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 791.50	\$ 712.71	\$ 542.71
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 1.95	\$ 1.95	\$ 1.99
40. QUANTITY SOLD (OPERATOR'S SHARE)	4,414.2 bu.	8,550.0 bu.	3,483.2 bu.

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

TABLE 10 - CROP DATA FOR SOYBEANS - 1986

Items	PER ACRE		
	Average of 337 Farms Raising Soybeans	Highest 67 Farms in Return Over Direct Costs	Lowest 67 Farms in Return Over Direct Costs
1. Acres	102.7	110.4	39.0
2. Yield	39.8	46.7	26.0
3. Value per Production Unit	\$ 4.50	\$ 4.50	\$ 4.50
4. Crop Product Return	179.10	210.13	117.00
5. Other Crop Income (Insurance,Etc)	4.02	4.44	2.13
6. TOTAL CROP RETURN	\$ 183.12	\$ 214.57	\$ 119.13
7. DIRECT COSTS:			
8. Fertilizer	\$ 1.22	\$.84	\$ 2.23
9. Chemicals	16.39	14.38	21.44
10. Seed	8.91	8.70	7.82
10A. Crop Drying	.08	.04	.26
10B. Other Expense	10.85	8.73	6.97
11. Special Hired Labor	1.42	1.04	3.10
12. Custom Work Hired	2.50	1.42	6.05
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 41.37	\$ 35.15	\$ 47.87
15. RETURN OVER DIRECT COSTS	\$ 141.75	\$ 179.42	\$ 71.26
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 22.01	\$ 23.40	\$ 22.44
18. Farm Power & Machinery-Operation	22.49	23.16	25.02
19. Irrigation Equipment-Ownership			
20. Land Costs	75.86	79.39	73.21
21. Miscellaneous Costs			
22. *Interest on Mach.&Equip. Investment	4.87	4.84	4.52
23. TOTAL ALLOCATED COSTS	\$ 125.23	\$ 130.79	\$ 125.19
24. RETURN OVER ALL LISTED COSTS	\$ 16.52	\$ 48.63	\$ (-53.93)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.45	.45	.45
27. Power Costs Allocation Factor	.97	.99	.88
28. Total Listed Cost/Unit of Production	\$ 4.18	\$ 3.55	\$ 6.66
29. Return Over Listed Costs per Unit	\$.41	\$ 1.04	\$ (-2.07)
30. Breakeven Yield/Units of Production	37.0 bu.	36.9 bu.	38.5 bu.
30A. Estimated Total Machine Costs/Acre	\$ 51.04	\$ 52.35	\$ 56.02
31. TOTAL LISTED COSTS PER ACRE	\$ 166.60	\$ 165.94	\$ 173.06
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 539.22	\$ 442.32	\$ 227.18
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 4.83	\$ 4.91	\$ 4.74
40. QUANTITY SOLD (OPERATOR'S SHARE)	2,343.9 bu.	2,626.9 bu.	863.6 bu.

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

TABLE 10 - CROP DATA FOR CANNING PEAS - 1986

Items	PER ACRE	
	Average of 12 Farms Raising Canning Peas	
1. Acres		35.9
2. Yield		243.18
3. Value per Production Unit	\$	1.00
4. Crop Product Return		243.18
5. Other Crop Income (Insurance, Etc.)		6.07
6. TOTAL CROP RETURN	\$	249.25
7. DIRECT COSTS:		
8. Fertilizer	\$	11.14
9. Chemicals		6.80
10. Seed		13.87
10A. Crop Drying		
10B. Other Expense		6.74
11. Special Hired Labor		
12. Custom Work Hired		8.44
13. Irrigation Operation		
14. TOTAL DIRECT COSTS	\$	46.99
15. RETURN OVER DIRECT COSTS	\$	202.26
16. ALLOCATED COSTS:		
17. Farm Power & Machinery- Ownership	\$	16.05
18. Farm Power & Machinery-Operation		18.64
19. Irrigation Equipment-Ownership		
20. Land Costs		77.83
21. Miscellaneous Costs		
22. *Interest on Mach.&Equip. Investment		4.17
23. TOTAL ALLOCATED COSTS	\$	116.69
24. RETURN OVER ALL LISTED COSTS	\$	85.57
25. SUPPLEMENTARY MANAGEMENT INFORMATION		
26. Work Units Assigned per Acre		.40
27. Power Costs Allocation Factor		.85
28. Total Listed Cost/Unit of Production	\$.67
29. Return Over Listed Costs per Unit		.35
30. Breakeven Yield/Units of Production	\$	163.68
30A. Estimated Total Machine Costs/Acre		44.49
31. TOTAL LISTED COSTS PER ACRE	\$	163.68
32. OTHER POSSIBLE COSTS NOT LISTED		
33. Utilities & Other General Farm Exp.	\$	188.28
33A. Buildings, Fences & Tiling Costs		
34. Interest Allocation		
35. Other Costs Not Listed		
36. TOTAL COSTS		
39. AVERAGE PRICE RECEIVED PER UNIT SOLD		
40. QUANTITY SOLD (OPERATOR'S SHARE)		

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

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1986

Items	PER ACRE		
	Average of 159 Farms Raising Alfalfa Hay	Highest 32 Farms in Return Over Direct Costs	Lowest 32 Farms in Return Over Direct Costs
1. Acres	37.4	44.0	19.5
2. Yield	4.3	5.5	1.5
3. Value per Production Unit	\$ 65.00	\$ 65.00	\$ 65.00
4. Crop Product Return	279.50	358.98	97.50
5. Other Crop Income (Insurance, Etc)			
6. TOTAL CROP RETURN	\$ 279.50	\$ 358.98	\$ 97.50
7. DIRECT COSTS:			
8. Fertilizer	\$ 14.22	\$ 9.77	\$ 6.41
9. Chemicals	.43		.82
10. Seed	11.58	9.05	20.00
10A. Crop Drying	.75	.27	1.33
10B. Other Expense	3.74	3.59	2.51
11. Special Hired Labor	.67	.16	1.08
12. Custom Work Hired	3.82	3.57	4.00
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 35.21	\$ 26.41	\$ 36.15
15. RETURN OVER DIRECT COSTS	\$ 244.29	\$ 332.57	\$ 61.35
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 30.54	\$ 31.46	\$ 18.64
18. Farm Power & Machinery-Operation	33.94	36.43	27.12
19. Irrigation Equipment-Ownership			
20. Land Costs	69.70	80.03	58.03
21. Miscellaneous Costs			
22. *Interest on Mach.&Equip. Investment	6.53	7.12	5.24
23. TOTAL ALLOCATED COSTS	\$ 140.71	\$ 155.04	\$ 109.03
24. RETURN OVER ALL LISTED COSTS	\$ 103.58	\$ 177.53	\$ (-47.68)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.60	.60	.60
27. Power Costs Allocation Factor	.93	.96	.80
28. Total Listed Cost/Unit of Production	\$ 40.62	\$ 32.85	\$ 94.37
29. Return Over Listed Costs per Unit	\$ 24.09	\$ 32.15	\$ (-31.79)
30. Breakeven Yield/Units of Production	2.71 ton	2.79 ton	2.23 ton
30A. Estimated Total Machine Costs/Acre	\$ 73.56	\$ 77.39	\$ 53.67
31. TOTAL LISTED COSTS PER ACRE	\$ 175.92	\$ 181.45	\$ 145.18
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 290.27	\$ 300.41	\$ 138.93
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$ 56.36	\$ 52.35	\$ 85.00
40. QUANTITY SOLD (OPERATOR'S SHARE)	1.7 ton	1.7 ton	.4 ton

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

TABLE 10 - CROP DATA FOR LEGUME & OTHER HAY, ESTABLISHMENT - 1986 - PER ACRE

Items	Average 15 Farms Raising Alfalfa Estab.		Average 13 Farms Raising Tillable Grass Hay		Average 13 Farms Raising Non-Tillable Hay	
1. Acres		20.4		14.0		11.1
2. Yield		1.7		1.9		1.7
3. Value per Production Unit	\$	65.00	\$	30.00	\$	25.00
4. Crop Product Return		110.50		55.73		42.79
5. Other Crop Income (Insurance, Etc)				5.50		
6. TOTAL CROP RETURN	\$	110.50	\$	61.23	\$	42.79
7. DIRECT COSTS:						
8. Fertilizer	\$	6.72	\$		\$	
9. Chemicals		4.95				
10. Seed		21.81				
10A. Crop Drying						
10B. Other Expense		.83		.64		2.92
11. Special Hired Labor						
12. Custom Work Hired		1.47		.36		
13. Irrigation Operation						
14. TOTAL DIRECT COSTS	\$	35.78	\$	1.00	\$	2.92
15. RETURN OVER DIRECT COSTS	\$	74.72	\$	60.23	\$	39.87
16. ALLOCATED COSTS:						
17. Farm Power & Machinery- Ownership	\$	7.40	\$	13.06	\$	14.98
18. Farm Power & Machinery-Operation		8.44		11.29		10.32
19. Irrigation Equipment-Ownership						
20. Land Costs		62.80		42.38		12.54
21. Miscellaneous Costs						
22. *Interest on Mach.&Equip. Investment		1.85		1.87		1.98
23. TOTAL ALLOCATED COSTS	\$	80.49	\$	68.60	\$	39.82
24. RETURN OVER ALL LISTED COSTS	\$	(-5.77)	\$	(-8.37)	\$	0.05
25. SUPPLEMENTARY MANAGEMENT INFORMATION						
26. Work Units Assigned per Acre		.20		.30		.20
27. Power Costs Allocation Factor		.89		.70		.38
28. Total Listed Cost/Unit of Production	\$	69.76	\$	37.46	\$	24.97
29. Return Over Listed Costs per Unit	\$	(-3.39)	\$	(-4.51)	\$.03
30. Breakeven Yield/Units of Production		1.8 ton		2.3 ton		1.7 ton
30A. Estimated Total Machine Costs/Acre	\$	18.67	\$	26.46	\$	27.28
31. TOTAL LISTED COSTS PER ACRE	\$	116.27	\$	69.60	\$	42.74
32. OTHER POSSIBLE COSTS NOT LISTED						
33. Utilities & Other General Farm Exp.	\$	44.36	\$	49.74	\$	27.84
33A. Buildings, Fences & Tiling Costs						
34. Interest Allocation						
35. Other Costs Not Listed						
36. TOTAL COSTS						
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	26.36	\$		\$	36.67
40. QUANTITY SOLD (OPERATOR'S SHARE)		1.1 ton				.3 ton

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

TABLE 10 - CROP DATA FOR GRAIN SILAGE - 1986

Items	PER ACRE		
	Average of 30 Farms Raising Grain Silage	Highest 10 Farms in Return Over Direct Costs	Lowest 10 Farms in Return Over Direct Costs
1. Acres	20.5	17.9	14.7
2. Yield	3.9	6.1	2.4
3. Value per Production Unit	\$ 18.00	\$ 18.00	\$ 18.00
4. Crop Product Return	70.20	109.80	43.20
5. Other Crop Income (Insurance,Etc)	13.32	29.94	
6. TOTAL CROP RETURN	\$ 83.52	\$ 139.74	\$ 43.20
7. DIRECT COSTS:			
8. Fertilizer	\$ 5.80	\$ 1.06	\$ 10.14
9. Chemicals	.93	1.17	
10. Seed	7.02	7.60	6.60
10A. Crop Drying			
10B. Other Expense	2.34	2.23	6.87
11. Special Hired Labor			
12. Custom Work Hired	1.02	1.56	.82
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 17.11	\$ 13.62	\$ 24.43
15. RETURN OVER DIRECT COSTS	\$ 66.41	\$ 126.12	\$ 18.77
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 22.31	\$ 14.66	\$ 32.36
18. Farm Power & Machinery-Operation	20.70	17.97	23.39
19. Irrigation Equipment-Ownership			
20. Land Costs	59.77	57.60	60.80
21. Miscellaneous Costs			
22. *Interest on Mach.&Equip. Investment	4.56	2.63	6.31
23. TOTAL ALLOCATED COSTS	\$ 107.34	\$ 92.86	\$ 122.86
24. RETURN OVER ALL LISTED COSTS	\$ (-40.93)	\$ 33.26	\$ (-104.09)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.40	.40	.40
27. Power Costs Allocation Factor	.97	.93	.97
28. Total Listed Cost/Unit of Production	\$ 31.89	\$ 17.49	\$ 61.89
29. Return Over Listed Costs per Unit	\$ (-10.49)	\$ 5.45	\$ (-43.37)
30. Breakeven Yield/Units of Production	6.9 ton	5.9 ton	8.2 ton
30A. Estimated Total Machine Costs/Acre	\$ 48.25	\$ 36.30	\$ 62.61
31. TOTAL LISTED COSTS PER ACRE	\$ 124.45	\$ 106.48	\$ 147.29
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 106.39	\$ 64.72	\$ 87.78
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	\$	\$
40. QUANTITY SOLD (OPERATOR'S SHARE)			

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

TABLE 10 - CROP DATA FOR CORN & SORGHUM SILAGE - 1986		PER ACRE		
Items		Average of 89 Farms Raising Silage	Highest 18 Farms in Return Over Direct Costs	Lowest 18 Farms in Return Over Direct Costs
1.	Acres	24.4	20.9	27.9
2.	Yield	18.4	24.0	14.1
3.	Value per Production Unit	\$ 18.00	\$ 18.00	\$ 18.00
4.	Crop Product Return	331.20	432.34	253.80
5.	Other Crop Income (Insurance,Etc)	51.29	66.92	1.61
6.	TOTAL CROP RETURN	\$ 382.49	\$ 499.26	\$ 255.41
7.	DIRECT COSTS:			
8.	Fertilizer	\$ 34.43	\$ 30.72	\$ 35.73
9.	Chemicals	18.52	19.00	18.96
10.	Seed	18.65	20.29	16.67
10A.	Crop Drying	1.97	2.25	2.54
10B.	Other Expense	2.46	2.87	2.54
11.	Special Hired Labor			
12.	Custom Work Hired	5.25	4.83	8.42
13.	Irrigation Operation			
14.	TOTAL DIRECT COSTS	\$ 81.28	\$ 79.96	\$ 84.86
15.	RETURN OVER DIRECT COSTS	\$ 301.21	\$ 419.30	\$ 170.55
16.	ALLOCATED COSTS:			
17.	Farm Power & Machinery- Ownership	\$ 34.20	\$ 36.49	\$ 36.37
18.	Farm Power & Machinery-Operation	35.18	33.38	35.82
19.	Irrigation Equipment-Ownership			
20.	Land Costs	66.93	71.56	57.67
21.	Miscellaneous Costs			
22.	*Interest on Mach.&Equip. Investment	6.93	6.54	6.62
23.	TOTAL ALLOCATED COSTS	\$ 143.24	\$ 147.97	\$ 136.48
24.	RETURN OVER ALL LISTED COSTS	\$ 157.97	\$ 271.33	\$ 34.07
25.	SUPPLEMENTARY MANAGEMENT INFORMATION			
26.	Work Units Assigned per Acre	.60	.60	.60
27.	Power Costs Allocation Factor	.98	.98	.97
28.	Total Listed Cost/Unit of Production	\$ 12.23	\$ 9.50	\$ 15.68
29.	Return Over Listed Costs per Unit	\$ 8.58	\$ 11.31	\$ 2.42
30.	Breakeven Yield/Units of Production	12.5 ton	12.7 ton	12.3 ton
30A.	Estimated Total Machine Costs/Acre	\$ 79.81	\$ 79.63	\$ 84.43
31.	TOTAL LISTED COSTS PER ACRE	\$ 224.52	\$ 227.93	\$ 221.34
32.	OTHER POSSIBLE COSTS NOT LISTED			
33.	Utilities & Other General Farm Exp.	\$ 213.26	\$ 148.34	\$ 198.61
33A.	Buildings, Fences & Tiling Costs			
34.	Interest Allocation			
35.	Other Costs Not Listed			
36.	TOTAL COSTS			
39.	AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	\$	\$
40.	QUANTITY SOLD (OPERATOR'S SHARE)			

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

TABLE 10 - CROP DATA FOR SET ASIDE ACRES - 1986

Items	PER ACRE		
	Average 155 Farms Set Aside Acres-Tilled	Average 32 Farms Set Aside Acres-Idle	Average 13 Farms CRP Program Idle
1. Acres	44.4	31.4	33.3
2. Yield			63.7
3. Value per Production Unit	\$	\$	\$ 1.00
4. Crop Product Return			63.72
5. Other Crop Income (Insurance,Etc)			9.01
6. TOTAL CROP RETURN	\$	\$	\$ 72.73
7. DIRECT COSTS:			
8. Fertilizer	\$ 14	\$	\$.46
9. Chemicals	1.08	.87	.52
10. Seed	3.81	1.48	4.71
10A. Crop Drying			
10B. Other Expense	.52	1.00	.03
11. Special Hired Labor	.09		3.47
12. Custom Work Hired	.68		1.16
13. Irrigation Operation			
14. TOTAL DIRECT COSTS	\$ 6.32	\$ 3.35	\$ 10.35
15. RETURN OVER DIRECT COSTS	\$ (-6.32)	\$ (-3.35)	\$ 62.38
16. ALLOCATED COSTS:			
17. Farm Power & Machinery- Ownership	\$ 9.52	\$ 1.73	\$ 2.62
18. Farm Power & Machinery-Operation	9.68	1.87	3.27
19. Irrigation Equipment--Ownership			
20. Land Costs	75.79	74.50	64.69
21. Miscellaneous Costs			
22. *Interest on Mach.&Equip. Investment	2.06	.36	.46
23. TOTAL ALLOCATED COSTS	\$ 97.05	\$ 78.46	\$ 71.04
24. RETURN OVER ALL LISTED COSTS	\$ (-103.37)	\$ (-81.81)	\$ (-8.66)
25. SUPPLEMENTARY MANAGEMENT INFORMATION			
26. Work Units Assigned per Acre	.20	.05	.05
27. Power Costs Allocation Factor	.94	.83	.92
28. Total Listed Cost/Unit of Production\$		\$	\$ 1.26
29. Return Over Listed Costs per Unit	\$	\$	\$ (-.12)
30. Breakeven Yield/Units of Production	\$	\$	\$ 88.47
30A. Estimated Total Machine Costs/Acre	\$ 21.71	\$ 3.96	\$ 7.12
31. TOTAL LISTED COSTS PER ACRE	\$ 103.37	\$ 81.81	\$ 81.39
32. OTHER POSSIBLE COSTS NOT LISTED			
33. Utilities & Other General Farm Exp.	\$ 101.18	\$ 16.55	\$ 22.68
33A. Buildings, Fences & Tiling Costs			
34. Interest Allocation			
35. Other Costs Not Listed			
36. TOTAL COSTS			
39. AVERAGE PRICE RECEIVED PER UNIT SOLD	\$	\$	\$
40. QUANTITY SOLD (OPERATOR'S SHARE)			

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

EXPLANATION OF LIVESTOCK TABLES

Productive livestock enterprises are an important part of the farm business in all but a few of the farms involved in this report. Tables 11 through 15B pertain to the major livestock enterprises.

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

Enterprise Inflow:		<u>Weight</u>	<u>Value</u>
Beginning Inventory	860 head @ 100 lbs. each =	86,000 lbs.	\$ 43,000
Purchased	9 head @ 275 lbs. each =	2,475 lbs.	3,100
		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 =	690 lbs.	373
	Total Production =	339,040 lbs.	\$ 186,173
	Minus Inflow of Beg. Inv. & Purchases =	-88,475 lbs.	-46,100
	Net Production =	250,565 lbs.	\$ 140,073
	\$140,073 (net value) divided by 2505.65 cwts. (net lbs. prod.)		
	equals \$55.90/cwt. (net increase in value/cwt.)		

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

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

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

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

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

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE* - 1986

Items	Average of 43 Farms	14 Farms Highest in Return Above Feed Cost	14 Farms Lowest in Return Above Feed Cost
1. Pounds of Hogs Produced	220,730	263,646	169,868
	Per Cwt.	Per Cwt.	Per Cwt.
2. Net Value Produced	\$ 52.44	\$ 53.29	\$ 50.69
3. Other Miscellaneous Hog Income			
4. TOTAL VALUE PRODUCED	\$ 52.44	\$ 53.29	\$ 50.69
5. POUNDS OF FEED FED			
6. Corn	310.0	290.4	351.7
7. Small Grain	7.5	3.4	2.9
8. Complete Ration	2.4	1.3	7.3
9. Protein, Salt & Mineral & Milk	87.3	74.8	97.7
10. TOTAL CONCENTRATES	407.2	369.9	459.6
11. Forages	.1		
12. FEED COST			
13. Grains	\$ 10.39	\$ 9.51	\$ 11.67
14. Complete Ration	.38	.19	1.17
15. Protein, Salt & Mineral & Milk	12.12	10.32	14.68
16. Forages			
17. Pasture			
18. TOTAL FEED COSTS	\$ 22.89	\$ 20.02	\$ 27.52
19. RETURN OVER FEED COSTS	\$ 29.55	\$ 33.27	\$ 23.17
20. OTHER DIRECT COSTS			
21. Miscellaneous Livestock Expense	\$ 1.17	\$ 1.28	\$ 1.53
22. Veterinary Expense	1.34	1.25	1.11
23. Custom Work	.43	.69	.24
24. Special Hired Labor	.06		.12
25. TOTAL OTHER DIRECT COSTS	\$ 3.00	\$ 3.22	\$ 3.00
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 26.55	\$ 30.05	\$ 20.17
27. ALLOCATED COSTS			
28. Power & Machinery Costs (PCAF .96)	\$ 1.37	\$ 1.44	\$ 1.60
29. Livestock Equipment Costs (ECAAF 4)	2.78	3.55	2.38
30. Building & Fences (BCAF 4)	3.44	3.62	2.58
31. TOTAL ALLOCATED COSTS	\$ 7.59	\$ 8.61	\$ 6.56
32. RETURN OVER ALL LISTED COSTS	\$ 18.96	\$ 21.44	\$ 13.61
33. SUPPLEMENTARY MANAGEMENT INFORMATION			
34. Return for \$100 Feed Fed	\$ 229.08	\$ 266.17	\$ 184.19
35. Price Received/Cwt. All Animals	51.13	51.31	50.46
36. Price Received/Cwt. Sold Mkt. Only	\$ 51.68	\$ 51.72	\$ 50.85
37. Number of Litters Farrowed	123	139	100
37A. Litters/Bearing Female/Year	1.9	2.0	2.0
38. Number of Pigs Born per Litter	9.7	10.0	9.4
39. Number of Pigs Weaned per Litter	8.0	8.4	7.3
39A. Number of Pigs Produced per Litter	7.9	8.4	7.1
40. Percent Death Loss	12.4	11.4	15.5
41. Average Weight of All Hogs Sold	230.1	228.4	230.7
42. Average Weight of Mkt. Hogs Sold	224.7	227.0	221.7
43. Price per Cwt. Concentrate Fed	\$ 5.62	\$ 5.41	\$ 5.99
44. Price/Cwt. Protein,Salt,Mineral Fed	\$ 13.88	\$ 13.81	\$ 15.02
45. Pounds of Pork Purchased	2,839	1,945	3,128
46. TOTAL LISTED COSTS/CWT. PORK PROD.	\$ 33.48	\$ 31.85	\$ 37.08
47. Utilities & Other General Farm Expense	\$ 4,044.86	\$ 4,513.27	\$ 2,912.36

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

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE - 1986

Items	Average of 60 Farms	12 Farms Highest in Return Above Feed Cost	12 Farms Lowest in Return Above Feed Cost
1. Average Number of Pigs on Hand	504.0	1,580.6	158.4
2. Pounds of Hogs Produced	124,560	180,359	70,327
	Per Cwt.	Per Cwt.	Per Cwt.
3. Net Value Produced	\$ 38.73	\$ 41.72	\$ 31.80
4. Other Miscellaneous Hog Income			
5. TOTAL VALUE PRODUCED	\$ 38.73	\$ 41.72	\$ 31.80
6. POUNDS OF FEED FED			
7. Corn	295.4	281.9	295.1
8. Small Grain	3.6	.6	
9. Complete Ration	.6	1.6	
10. Protein, Salt & Mineral & Milk	74.6	71.5	87.4
11. TOTAL CONCENTRATES	374.2	355.6	382.5
12. Forages			
13. FEED COST			
14. Grains	\$ 9.48	\$ 8.97	\$ 9.49
15. Complete Ration	.05	.12	
16. Protein, Salt & Mineral & Milk	9.37	7.53	10.13
17. Forages			
18. Pasture			
19. TOTAL FEED COSTS	\$ 18.90	\$ 16.62	\$ 19.62
20. RETURN OVER FEED COSTS	\$ 19.83	\$ 25.10	\$ 12.18
21. OTHER DIRECT COSTS			
22. Miscellaneous Livestock Expense	\$.64	\$.46	\$.61
23. Veterinary Expense	.47	.40	.30
24. Custom Work	.51	.58	.39
25. Special Hired Labor	.40	.81	.24
26. TOTAL OTHER DIRECT COSTS	\$ 2.02	\$ 2.25	\$ 1.54
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 17.81	\$ 22.85	\$ 10.64
28. ALLOCATED COSTS			
29. Power & Machinery Costs (PCAF 1.04)	\$.96	\$.87	\$ 1.12
30. Livestock Equipment Costs (ECAF 4)	1.86	1.55	2.03
31. Building & Fences (BCAF 4)	1.90	1.64	3.22
32. TOTAL ALLOCATED COSTS	\$ 4.72	\$ 4.06	\$ 6.37
33. RETURN OVER ALL LISTED COSTS	\$ 13.09	\$ 18.79	\$ 4.27
34. SUPPLEMENTARY MANAGEMENT INFORMATION			
35. Return for \$100 Feed Fed	\$ 204.90	\$ 251.05	\$ 162.07
36. Price Received per Cwt.	\$ 50.25	\$ 51.10	\$ 47.55
37. Average Weight of Pigs Sold	234.5	231.8	234.4
38. Average Price Paid per Pig Bought	\$ 47.43	\$ 39.91	\$ 51.87
39. Average Weight per Pig Bought	47.2	43.5	46.9
40. Number of Pigs Purchased	292	249	208
41. Number of Pigs Transferred In	413	799	213
42. Average Weight of Pigs Transferred In	52.0	53.5	50.4
43. Pounds of Pork Purchased	13,782	10,826	9,749
44. Percent Death Loss	3.2	2.4	5.0
45. Price per Cwt. Concentrate Fed	\$ 5.05	\$ 4.67	\$ 5.13
46. Price/Cwt. Protein, Salt, Mineral Fed	\$ 12.55	\$ 10.54	\$ 11.58
47. Effective Daily Gain-lbs./Day/Pig	.68	.31	1.22
48. TOTAL LISTED COSTS/CWT. PORK PROD.	\$ 25.46	\$ 22.93	\$ 27.53
49. Utilities & Other General Farm Expense	\$ 906.75	\$ 1,206.08	\$ 550.38

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

TABLE 11C - COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1986

Items	Average of 30 Farms	10 Farms Highest in Return Above Feed Cost	10 Farms Lowest in Return Above Feed Cost
1. Number of Litters Farrowed	149	138	165
2. Net Value Produced	\$ 385.97	\$ 447.99	\$ 325.31
3. Other Miscellaneous Weaning Pigs Income			
4. TOTAL VALUE PRODUCED	\$ 385.97	\$ 447.99	\$ 325.31
	Per Litter	Per Litter	Per Litter
5. POUNDS OF FEED FED			
6. Corn	1,516.4	1,336.6	1,701.7
7. Small Grain	47.6	60.7	56.0
8. Complete Ration	21.4	3.9	42.5
9. Protein, Salt & Mineral & Milk	594.1	590.2	659.2
10. TOTAL CONCENTRATES	2,179.5	1,991.4	2,459.4
11. Forages	4.3	8.7	
12. FEED COST			
13. Grains	\$ 50.35	\$ 45.08	\$ 56.10
14. Complete Ration	4.01	.75	7.02
15. Protein, Salt & Mineral & Milk	96.05	94.92	101.66
16. Forages	.12	.23	
17. Pasture			
18. TOTAL FEED COSTS	\$ 150.53	\$ 141.03	\$ 164.78
19. RETURN OVER FEED COSTS	\$ 235.44	\$ 306.96	\$ 160.53
20. OTHER DIRECT COSTS			
21. Miscellaneous Livestock Expense	\$ 14.77	\$ 15.12	\$ 15.81
22. Veterinary Expense	15.21	14.70	13.69
23. Custom Work	1.47	1.84	1.39
24. Special Hired Labor	10.60	25.56	7.33
25. TOTAL OTHER DIRECT COSTS	\$ 42.05	\$ 57.22	\$ 38.22
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 193.39	\$ 249.74	\$ 122.31
27. ALLOCATED COSTS			
28. Power & Machinery Costs (PCAF 1.00)	\$ 14.07	\$ 13.95	\$ 14.73
29. Livestock Equipment Costs (ECAAF 4)	24.49	23.04	28.37
30. Building & Fences (BCAF 4)	29.83	20.68	29.21
31. TOTAL ALLOCATED COSTS	\$ 68.39	\$ 57.67	\$ 72.31
32. RETURN OVER ALL LISTED COSTS	\$ 125.00	\$ 192.07	\$ 50.00
33. SUPPLEMENTARY MANAGEMENT INFORMATION			
34. Return for \$100 Feed Fed	\$ 256.40	\$ 317.66	\$ 197.42
35. Average Price Received/Animal Sold	\$ 66.16	\$ 59.59	\$ 103.41
36. Average Price/Pig Sold or Transferred	\$ 47.44	\$ 47.83	\$ 46.37
37. Average Weight/Pig Sold or Transferred	51.5	52.7	51.0
38. Number of Pigs Produced	1,138	1,134	1,124
39. Number of Pigs Born per Litter	9.8	9.7	9.6
40. Number of Pigs Weaned per Litter	7.8	8.4	6.9
40A. Litters/Bearing Female/Year	1.9	1.9	1.7
40B. Pigs Produced/per Sow/per Year	14.4	15.6	11.6
41. Percent Death Loss	17.6	12.0	23.8
42. Price per Cwt. Concentrate Fed	\$ 6.90	\$ 7.07	\$ 6.70
43. Price/Cwt. Protein, Salt, Mineral Fed	\$ 16.17	\$ 16.08	\$ 15.42
44. Feed & Direct Costs per Pig Produced	\$ 25.21	\$ 24.13	\$ 29.80
45. TOTAL LISTED COSTS PER LITTER	\$ 260.97	\$ 255.92	\$ 275.31
46. Utilities & Other General Farm Expense	\$ 2,846.41	\$ 1,604.95	\$ 3,480.06

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

TABLE 11D - COSTS AND RETURNS FROM MIXED HOG ENTERPRISE* - 1986

Items	Average of 15 Farms	7 Farms Highest in Return Above Feed Cost	7 Farms Lowest in Return Above Feed Cost
1. Pounds of Hogs Produced	179,080	138,300	180,122
	Per Cwt.	Per Cwt.	Per Cwt.
2. Net Value Produced	\$ 56.31	\$ 62.46	\$ 52.57
3. Other Miscellaneous Hog Income			
4. TOTAL VALUE PRODUCED	\$ 56.31	\$ 62.46	\$ 52.57
5. POUNDS OF FEED FED			
6. Corn	309.0	288.0	330.5
7. Small Grain	6.2	10.5	5.1
8. Complete Ration	17.0	29.9	10.4
9. Protein, Salt & Mineral & Milk	82.9	84.3	81.2
10. TOTAL CONCENTRATES	415.1	412.7	427.2
11. Forages	.1		
12. FEED COST			
13. Grains	\$ 10.14	\$ 9.46	\$ 10.92
14. Complete Ration	2.49	3.79	1.77
15. Protein, Salt & Mineral & Milk	12.71	12.75	13.31
16. Forages	.01		
17. Pasture			
18. TOTAL FEED COSTS	\$ 25.35	\$ 26.00	\$ 26.00
19. RETURN OVER FEED COSTS	\$ 30.96	\$ 36.46	\$ 26.57
20. OTHER DIRECT COSTS			
21. Miscellaneous Livestock Expense	\$ 1.31	\$ 1.82	\$ 1.19
22. Veterinary Expense	1.33	1.82	1.02
23. Custom Work	.33	.35	.44
24. Special Hired Labor	.30	.60	.17
25. TOTAL OTHER DIRECT COSTS	\$ 3.27	\$ 4.59	\$ 2.82
26. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 27.69	\$ 31.87	\$ 23.75
27. ALLOCATED COSTS			
28. Power & Machinery Costs (PCAF 1.00)	\$ 1.39	\$ 1.47	\$ 1.36
29. Livestock Equipment Costs (ECAAF 4)	2.03	2.32	1.89
30. Building & Fences (BCAF 4)	3.05	2.90	2.98
31. TOTAL ALLOCATED COSTS	\$ 6.47	\$ 6.69	\$ 6.23
32. RETURN OVER ALL LISTED COSTS	\$ 21.22	\$ 25.18	\$ 17.52
33. SUPPLEMENTARY MANAGEMENT INFORMATION			
34. Return for \$100 Feed Fed	\$ 222.12	\$ 240.25	\$ 202.18
35. Price Received/Cwt. All Animals	54.02	57.74	51.61
36. Price Received/Cwt. Sold Mkt. Only	\$ 53.17	\$ 54.17	\$ 51.58
37. Number of Litters Farrowed	128	126	103
37A. Litters/Bearing Female/Year	1.8	1.8	1.9
38. Number of Pigs Born per Litter	9.6	9.7	9.8
39. Number of Pigs Weaned per Litter	8.0	8.1	8.2
39A. Number of Pigs Produced per Litter	7.9	8.1	8.1
40. Percent Death Loss	12.3	12.6	11.4
41. Average Weight of All Hogs Sold	186.0	154.3	215.3
42. Average Weight of Mkt. Hogs Sold	191.4	182.9	208.0
43. Price per Cwt. Concentrate Fed	\$ 6.10	\$ 6.30	\$ 6.09
44. Price/Cwt. Protein, Salt, Mineral Fed	\$ 15.33	\$ 15.12	\$ 16.38
45. Pounds of Pork Purchased	5,942	9,450	3,104
46. TOTAL LISTED COSTS/CWT. PORK PROD.	\$ 35.09	\$ 37.28	\$ 35.05
47. Utilities & Other General Farm Expense	\$ 2,872.82	\$ 1,594.45	\$ 3,050.10

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

TABLE 12 - COSTS AND RETURNS FROM DAIRY COWS, COMMERCIAL HERDS - 1986

Items	Average of 92 Farms	18 Farms Highest in Return Above Feed Cost	18 Farms Lowest in Return Above Feed Cost
1. Average Number of Cows	50.4	55.6	41.6
	Per Cow	Per Cow	Per Cow
2. Pounds of Milk	15,063	17,044	12,458
3. Pounds of Butterfat	541.6	628.0	436.9
4. Percent of Butterfat in Milk	3.6	3.7	3.5
5. VALUE OF PRODUCE			
6. Dairy Products Sold	\$ 1,751.67	\$ 1,987.97	\$ 1,403.97
7. Dairy Products Used in Home	3.69	5.05	4.16
8. Milk Fed to Livestock	10.16	28.58	2.93
9. Net Change in Value of Cows	(-116.03)	(-101.55)	(-144.30)
10. Other Miscellaneous Dairy Income	11.21	24.17	9.13
11. TOTAL VALUE PRODUCED	\$ 1,660.70	\$ 1,944.22	\$ 1,275.89
12. POUNDS OF FEED FED			
13. Corn	5,599.9	6,240.2	5,337.6
14. Small Grain	324.4	302.9	339.8
15. Complete Ration			
16. Protein, Salt & Mineral	1,222.9	1,087.7	999.6
17. TOTAL CONCENTRATES	7,147.2	7,630.8	6,677.0
18. Legume Hay	6,032.0	5,493.4	6,138.6
19. Other Hay & Dry Roughage	296.9	183.3	328.0
20. Silage	10,372.2	7,212.2	12,153.8
20A. Haylage	1,920.3	3,873.5	184.3
21. FEED COSTS			
22. Grains	\$ 193.04	\$ 202.05	\$ 214.30
23. Complete Ration			
24. Protein/Salt/Minrl (Cost/Cwt.Fed 14.46)	178.02	164.89	140.53
25. Hay/Haylage and Dry Roughage	225.62	237.77	205.12
26. Silage	93.39	64.95	106.25
27. Pasture	1.31	1.49	2.91
28. TOTAL FEED COSTS	\$ 691.38	\$ 671.15	\$ 669.11
29. RETURN OVER FEED COST	\$ 969.32	\$ 1,273.07	\$ 606.78
30. OTHER DIRECT COSTS			
31. Miscellaneous Livestock Expense	\$ 154.56	\$ 168.87	\$ 111.42
32. Veterinary Expense	40.54	46.33	24.69
33. Custom Work Hired	55.46	68.76	42.52
34. Special Hired Labor	11.77	8.56	5.10
35. TOTAL OTHER DIRECT COSTS	\$ 262.33	\$ 292.52	\$ 183.73
36. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 706.99	\$ 980.55	\$ 423.05
37. ALLOCATED COSTS			
38. Power & Machinery Costs (PCAF 1.00)\$	73.89	\$ 82.70	\$ 77.97
39. Livestock Equipment Costs (ECAF 4)	94.97	98.76	90.05
40. Building and Fences (BCAF 4)	110.98	110.59	94.06
41. TOTAL ALLOCATED COSTS	\$ 279.84	\$ 292.05	\$ 262.08
42. RETURN OVER ALL LISTED COSTS	\$ 427.15	\$ 688.50	\$ 160.97
43. SUPPLEMENTARY MANAGEMENT INFORMATION			
44. Return for \$100 Feed Fed	\$ 240.20	\$ 289.69	\$ 190.68
45. Feed Cost per Cwt. Milk	4.59	3.94	5.37
46. Feed Cost per Pound of Butterfat	\$ 1.28	\$ 1.07	\$ 1.53
47. Lbs. of Milk per Lb. of Concentrate	2.11	2.23	1.87
48. Average Price per Cwt. Milk Sold	\$ 11.72	\$ 11.87	\$ 11.33
49. Average Price per Pound of Butterfat	3.26	3.22	3.23
50. Total Listed Costs/Cwt. Milk Prod.	\$ 8.19	\$ 7.37	\$ 8.95
51. Dairy Cow Turnover Percentage	35.7	37.8	36.1
52. TOTAL LISTED COSTS PER COW	\$ 1,233.55	\$ 1,255.72	\$ 1,114.92
53. Utilities & Other General Farm Expense	\$ 5,182.16	\$ 4,102.76	\$ 3,699.95

TABLE 12A

Data for herds in Government Program was not accumulated separate from regular commercial herds. Thus, there is no 1986 average for this category.

TABLE 13 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE, COMMERCIAL HERDS - 1986

Items	Average of 91 Farms	18 Farms Highest in Return Above Feed Cost	18 Farms Lowest in Return Above Feed Cost
1. Number of Head	61.4	56.8	66.8
2. Net Value Produced	Per Cow \$ 307.44	Per Cow \$ 425.25	Per Cow \$ 216.81
3. Other Miscellaneous Income			
4. TOTAL INCOME	\$ 307.44	\$ 425.25	\$ 216.81
5. POUNDS OF FEED FED			
6. Corn	1,076.3	1,122.1	1,171.7
7. Small Grain	167.4	115.6	119.8
8. Complete Ration	3.8	5.9	8.7
9. Protein, Salt & Minerals	188.2	306.9	143.9
10. Hay & Dry Roughage	2,388.9	1,542.4	3,236.7
11. Silage	5,611.2	3,603.5	7,992.8
11A. Haylage	284.6	148.5	171.8
12. Milk	73.7	7.1	160.4
13. FEED COST			
14. Grains	\$ 40.26	\$ 39.88	\$ 42.07
15. Complete Ration	.75	1.02	.94
16. Protein, Salt & Minerals	30.98	44.35	25.46
17. Hay/Haylage & Dry Roughage	72.20	45.81	94.54
18. Silage	48.55	30.55	70.64
19. Milk	8.52	.85	18.80
20. Pasture	1.56	1.50	.88
21. TOTAL FEED COSTS	\$ 202.82	\$ 163.96	\$ 253.33
22. RETURN OVER FEED COSTS	\$ 104.62	\$ 261.29	\$ (-36.52)
23. OTHER DIRECT COSTS			
24. Miscellaneous Expense	\$ 13.58	\$ 19.74	\$ 11.11
25. Veterinary Expense	6.14	9.77	5.03
26. Custom Work Hired	2.51	1.06	2.51
27. Special Hired Labor	.13		.36
28. TOTAL OTHER DIRECT COSTS	\$ 22.36	\$ 30.57	\$ 19.01
29. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 82.26	\$ 230.72	\$ (-55.53)
30. ALLOCATED COSTS			
31. Power & Machinery Costs (PCAF .99)	\$ 12.61	\$ 13.96	\$ 11.01
32. Livestock Equipment Costs (ECAAF 4)	15.31	17.07	13.57
33. Building and Fences (BCAF 3)	17.75	19.58	20.72
34. TOTAL ALLOCATED COSTS	\$ 45.67	\$ 50.61	\$ 45.30
35. RETURN OVER ALL LISTED COSTS	\$ 36.59	\$ 180.11	\$ (-100.83)
36. SUPPLEMENTARY MANAGEMENT INFORMATION			
37. Return for \$100 Feed Fed	\$ 151.59	\$ 259.36	\$ 85.59
38. Percent Death Loss - Total	7.8	7.3	9.7
39. Percent Calf Death Loss	15.1	12.7	19.2
40. TOTAL LISTED COSTS PER HEAD	\$ 270.85	\$ 245.14	\$ 317.64
41. Utilities & Other General Farm Expense	\$ 1,089.68	\$ 818.75	\$ 1,135.16

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

TABLE 14 - COSTS AND RETURNS FROM ALL DAIRY CATTLE* - 1986

Items	Average of 93 Farms	19 Farms Highest in Return Above Feed Cost	19 Farms Lowest in Return Above Feed Cost
1. Average Number of Cows	50.3	53.3	55.7
	Per Cow	Per Cow	Per Cow
2. Value of Dairy Products	\$ 1,765.41	\$ 2,030.19	\$ 1,471.04
3. Net Change in Value	256.96	357.86	155.55
4. Miscellaneous Dairy Income	11.09	8.95	7.97
5. TOTAL VALUE PRODUCED	\$ 2,033.46	\$ 2,397.00	\$ 1,634.56
6. POUNDS OF FEED FED			
7. Grains	7,454.1	7,670.6	6,730.6
8. Complete Rations	4.6	5.9	9.8
9. Protein/Salt/Minrl., Incl. Milk Equiv.	1,454.3	1,482.1	1,212.0
10. Hay and Dry Roughage	9,198.2	8,060.4	10,620.6
11. Silage	17,122.6	13,941.7	18,232.8
11A. Haylage	2,297.3	5,109.5	109.6
12. FEED COSTS			
13. Grains	\$ 242.52	\$ 241.28	\$ 242.46
14. Complete Rations	.89	1.03	1.08
15. Protein/Salt/Minrl./Including Milk	224.97	250.24	187.24
16. Hay/Haylage and Dry Roughage	313.00	317.15	322.33
17. Silage	151.83	124.58	157.74
18. Pasture Costs	3.16	4.43	4.42
19. TOTAL FEED COSTS	\$ 936.37	\$ 938.71	\$ 915.27
20. RETURN OVER FEED COST	\$ 1,097.09	\$ 1,458.29	\$ 719.29
21. OTHER DIRECT COSTS			
22. Miscellaneous Livestock Expense	\$ 171.03	\$ 196.57	\$ 129.71
23. Veterinary Expense	47.97	58.78	34.54
24. Custom Work	58.45	75.50	46.95
25. Special Hired Labor	11.83	8.52	14.36
26. TOTAL OTHER DIRECT COSTS	\$ 289.28	\$ 339.37	\$ 225.56
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 807.81	\$ 1,118.92	\$ 493.73
28. ALLOCATED COSTS			
29. Power & Machinery Costs	\$ 88.91	\$ 94.15	\$ 80.88
30. Livestock Equipment Costs	113.84	116.82	91.45
31. Building and Fences	131.74	127.23	129.01
32. TOTAL ALLOCATED COSTS	\$ 334.49	\$ 338.20	\$ 301.34
33. RETURN OVER ALL LISTED COSTS	\$ 473.32	\$ 780.72	\$ 192.39
34. SUPPLEMENTARY MANAGEMENT INFORMATION			
35. Return for \$100 Feed Fed	\$ 217.17	\$ 255.35	\$ 178.59
36. TOTAL LISTED COSTS PER COW	\$ 1,560.14	\$ 1,616.28	\$ 1,442.17
37. Utilities & Other General Farm Expense	\$ 6,263.62	\$ 5,318.40	\$ 7,294.19

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

TABLE 15A - BEEF BREEDING CATTLE - 1986

Items	Average of 8 Farms
1. Average Number of Beef Cows	32.8
2. Average Number of Other Beef Animals and Bulls	21.0
3. Pounds of Beef Produced	14,996
4. Net Value Produced	\$ 254.05
5. Other Miscellaneous Beef Income	
6. TOTAL VALUE PRODUCED	\$ 254.05
7. POUNDS OF FEED FED	
8. Grain	352.2
9. Protein, Salt & Mineral	171.1
10. Legume Hay	1,707.3
11. Other Hay & Dry Roughage	2,702.0
12. Silage	2,309.5
12A. Haylage	
13. FEED COST	
14. Grain	\$ 12.16
15. Protein, Salt & Mineral	28.41
16. Legume Hay/Haylage	50.18
17. Other Hay & Dry Roughage	26.28
18. Silage	18.20
19. Pasture	19.91
20. TOTAL FEED COSTS	\$ 155.14
21. RETURN OVER FEED COST	\$ 98.91
22. OTHER DIRECT COSTS	
23. Miscellaneous Livestock Expense	\$ 19.05
24. Veterinary Expense	24.33
25. Custom Work	.70
26. Special Hired Labor	.49
27. TOTAL OTHER DIRECT COSTS	\$ 44.57
28. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 54.34
29. ALLOCATED COSTS	
30. Power and Machinery Costs (PCAF 1.00)	\$ 15.60
31. Livestock Equipment Costs (ECAAF 4)	19.92
32. Building and Fences (BCAF 4)	26.16
33. TOTAL ALLOCATED COSTS	\$ 61.68
34. RETURN OVER ALL LISTED COSTS	\$ (-7.34)
35. SUPPLEMENTARY MANAGEMENT INFORMATION	
36. Return for \$100 Feed Fed	\$ 163.75
37. Price per Cwt. Sold	56.00
38. Price per Cwt. Calves Sold or Transferred	\$ 57.24
39. Average Weight per Head Sold	1,011.7
40. Average Weight per Calf Sold or Transferred	597.1
41. Percent Death Loss	2.7
42. Percent Calf Crop	94.1
42A. Percent Calf Death Loss	6.5
43. TOTAL LISTED COSTS PER COW	\$ 261.39
44. Utilities & Other General Farm Expense	\$ 459.08

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

TABLE 15B - COSTS AND RETURNS FROM FEEDER CATTLE - 1986

Items	Average of 44 Farms	15 Highest in Return Above Feed	15 Lowest in Return Above Feed
1. Average Number of Beef Feeders	48.6	45.9	26.1
2. Pounds of Beef Produced	31,729	35,030	16,822
	Per Cwt.	Per Cwt.	Per Cwt.
3. Net Value Produced	\$ 55.41	\$ 57.51	\$ 45.98
4. Other Miscellaneous Beef Income			
5. TOTAL VALUE PRODUCED	\$ 55.41	\$ 57.51	\$ 45.98
6. POUNDS OF FEED FED			
7. Grain	609.2	571.7	661.9
8. Protein, Salt & Mineral	45.7	32.8	58.4
9. Legume Hay	117.8	68.1	121.3
10. Other Hay & Dry Roughage	58.6	13.7	85.7
11. Silage	766.2	162.3	1,359.6
11A. Haylage	34.0	19.2	94.9
12. FEED COST			
13. Grains	\$ 19.05	\$ 18.03	\$ 20.92
14. Protein, Salt & Minerals	5.44	4.21	8.42
15. Legume Hay/Haylage	4.15	2.61	4.80
16. Other Hay & Dry Roughage	1.01	.22	1.46
17. Silage	6.18	1.46	8.15
18. Pasture	.09	.07	.33
19. TOTAL FEED COSTS	\$ 35.92	\$ 26.60	\$ 44.08
20. RETURN OVER FEED COSTS	\$ 19.49	\$ 30.91	\$ 1.90
21. OTHER DIRECT COSTS			
22. Miscellaneous Livestock Expense	\$.91	\$.86	\$.56
23. Veterinary Expense	.86	1.12	.64
24. Custom Work Hired	.79	.67	1.17
25. Special Hired Labor			
26. TOTAL OTHER DIRECT COSTS	\$ 2.56	\$ 2.65	\$ 2.37
27. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 16.93	\$ 28.26	\$ (-.47)
28. ALLOCATED COSTS			
29. Power & Machinery Costs (PCAF 1.00)	\$ 2.89	\$ 2.22	\$ 4.41
30. Livestock Equipment Costs (ECAAF 3)	3.78	2.95	6.59
31. Building and Fences (BCAF 3)	4.07	3.49	6.26
32. TOTAL ALLOCATED COSTS	\$ 10.74	\$ 8.66	\$ 17.26
33. RETURN OVER ALL LISTED COSTS	\$ 6.19	\$ 19.60	\$ (-17.73)
34. SUPPLEMENTARY MANAGEMENT INFORMATION			
35. Return for \$100 Feed Fed	\$ 154.27	\$ 216.22	\$ 104.32
36. Price per Cwt. Sold	\$ 54.31	\$ 57.75	\$ 50.58
37. Average Weight per Head Sold	1,135.3	1,115.5	1,145.9
38. Price per Cwt. Bought	\$ 60.02	\$ 61.82	\$ 55.08
39. Average Weight per Head Bought	450.3	407.0	472.8
40. Number of Head Bought	35	45	13
41. Percent Death Loss	2.0	2.0	3.9
42. Effective Daily Gain - Pounds/Head/Day	1.79	2.09	1.77
43. TOTAL LISTED COST PER CWT. PROD.	\$ 49.22	\$ 37.91	\$ 63.71
44. Utilities & Other General Farm Expense	\$ 416.22	\$ 318.68	\$ 251.72

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

TABLE 16A - 6670 - SHEEP, FARM FLOCK - 1986

Items	Average of 9 Farms
1. Average Number of Ewes	21.0
2. Pounds of Lamb & Mutton Produced	2,044
3. Pounds of Wool Produced	167
4. VALUE OF PRODUCE	Per Ewe
5. Wool	\$ 6.05
6. Net Value Produced - Animals	64.67
7. Other Miscellaneous Sheep Income	
8. TOTAL VALUE PRODUCED	\$ 70.72
9. POUNDS OF FEED FED	
10. Grain	358.7
11. Protein, Salt & Mineral	46.3
12. Legume Hay	622.2
13. Other Hay & Dry Roughage	80.4
14. Silage	63.5
14A. Haylage	
15. FEED COST	
16. Grain	\$ 10.19
17. Protein, Salt & Mineral	4.95
18. Legume Hay/Haylage	20.14
19. Other Hay & Dry Roughage	1.19
20. Silage	.57
21. Pasture	
22. TOTAL FEED COSTS	\$ 37.04
23. RETURN OVER FEED COSTS	\$ 33.68
24. OTHER DIRECT COSTS	
25. Miscellaneous Livestock Expense	\$ 4.05
26. Veterinary Expense	3.14
27. Custom Work	2.24
28. Special Hired Labor	
29. TOTAL OTHER DIRECT COSTS	\$ 9.43
30. RETURN OVER FEED & OTHER DIRECT COSTS	\$ 24.25
31. ALLOCATED COSTS	
32. Power and Machinery Costs (PCAF .83)	\$ 20.28
33. Livestock Equipment Costs (ECAAF 3)	48.93
34. Building and Fences (BCAF 3)	30.61
35. TOTAL ALLOCATED COSTS	\$ 99.82
36. RETURN OVER ALL LISTED COSTS	\$ (-75.57)
37. SUPPLEMENTARY MANAGEMENT INFORMATION	
38. Return for \$100 Feed Fed	\$ 190.87
39. Price per Cwt. Lamb & Mutton Sold	61.76
40. Price per Cwt. Lamb Sold or Transferred	\$ 67.79
41. Average Weight of Lambs Sold or Transferred	106.1
42. Pounds of Wool per Sheep Sheared	10.4
43. Number of Ewes Kept for Lambing	24
44. Percent Lamb Crop	100.0
45. Percent Death Loss	13.2
45A. Percent Lamb Death Loss	16.7
46. TOTAL LISTED COSTS PER EWE	\$ 146.29
47. Utilities & Other General Farm Expense	\$ 98.03

AVERAGE PRICES FOR FARM GROWN FEEDS - 1986

Grain

Corn	\$ 1.80 Per Bu.
Oats	1.15 Per Bu.

Hay

Alfalfa	\$ 65.00 Per Ton
Mixed Hay	45.00 Per Ton
Grass Hay	30.00 Per Ton
Wild Hay	25.00 Per Ton

Other Roughages

Corn Silage	\$ 18.00 Per Ton
Oatlage	18.00 Per Ton
Legume Haylage	30.00 Per Ton
Straw	.75 Per Bale

OTHER NON-CASH COSTS

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

EXPLANATION OF WORK UNITS AND ANIMAL UNITS

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

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

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

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

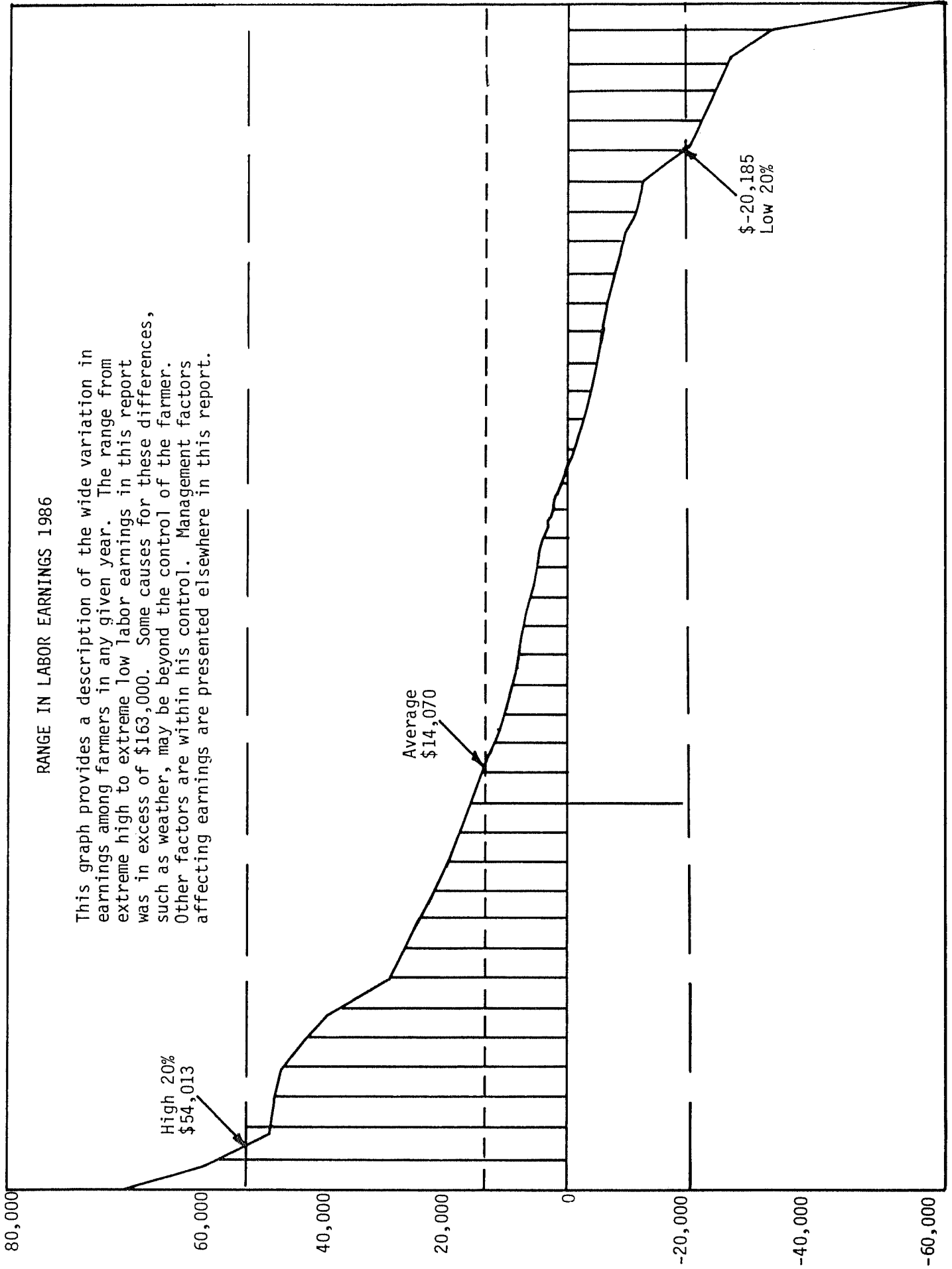
Dairy Cow	1.0 unit per cow
Other Dairy Cattle	.5 unit per head
Beef Breeding Cows and Bulls	.8 unit per head
Other Beef Breeding	.3 unit per head
Feeder Steers and Heifers	1.0 unit per head
Hogs (swine over 6 months old)	.4 unit per hog
Pigs (swine less than 6 months old)	.2 unit per pig
Sheep (6 months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

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Items	1981	1982	1983	1984	1985
Number of Records	590	543	439	434	379
Average Labor Earnings	\$ (-5,768)	\$ 13,823	\$ 15,145	\$ (-1,165)	\$ 2,737
Total Farm Sales	\$ 161,363	\$ 160,922	\$ 171,168	\$ 166,395	\$ 165,879
Total Cash Operating Expense	\$ 92,163	\$ 92,296	\$ 89,899	\$ 94,620	\$ 89,950
<u>RETURN ABOVE FEED COST PER:</u>					
Dairy Cow	\$1,007.29	\$ 990.21	\$ 913.76	\$ 904.75	\$ 961.75
Cwt. Feeder Cattle Prod.	\$ 4.90	\$ 22.26	\$ 10.80	\$ 16.50	\$ 1.77
Cwt. Hogs Produced	\$ 12.24	\$ 33.76	\$ 13.34	\$ 18.81	\$ 10.61
<u>FEED COST PER:</u>					
Dairy Cow	\$ 764.15	\$ 731.34	\$ 793.09	\$ 796.36	\$ 748.30
Cwt. Feeder Cattle Prod.	\$ 37.54	\$ 38.69	\$ 43.96	\$ 42.19	\$ 43.74
Cwt. Hogs Produced	\$ 28.85	\$ 24.58	\$ 29.44	\$ 29.04	\$ 21.39
<u>MISC. LIVESTOCK INFORMATION</u>					
Number of Dairy Cows	46.0	45.7	45.1	45.2	47.8
Pounds of Feeder Cattle Prod.	14,077	48,717	45,577	44,734	29,925
Pounds of Hogs Produced	168,093	176,443	187,073	198,049	135,181
Pounds of Butterfat per Cow	509.5	504.9	514.0	495.0	526.4
<u>PRICE RECEIVED PER:</u>					
Pound Butterfat in Milk	\$ 3.63	\$ 3.60	\$ 3.55	\$ 3.66	\$ 3.45
Cwt. Fat Cattle	\$ 57.00	\$ 61.17	\$ 59.46	\$ 60.62	\$ 54.22
Cwt. Hogs Sold	\$ 43.11	\$ 53.57	\$ 47.54	\$ 49.81	\$ 43.99
<u>PRICE OF FEED</u>					
Corn, Bushel	\$ 2.70	\$ 2.20	\$ 2.90	\$ 2.90	\$ 2.35
Oats, Bushel	\$ 1.80	\$ 1.70	\$ 1.50	\$ 1.50	\$ 1.75
Alfalfa Hay, Ton	\$ 60.00	\$ 75.00	\$ 70.00	\$ 70.00	\$ 70.00
Corn Silage, Ton	\$ 20.00	\$ 18.00	\$ 20.00	\$ 20.00	\$ 20.00
<u>ACRES PER FARM</u>					
Total Tillable Land	349.7	347.7	358.5	369.4	379.1
Total Acres in Farm	374.8	373.6	385.8	396.4	407.9
<u>YIELDS PER ACRE</u>					
Canning Peas	\$ 120.08	\$ 224.65	\$ 178.16	\$ 214.02	\$ 349.35
Oats, Bushel	61.8	80.5	63.8	74.8	74.2
Corn Grain, Bushel	120.9	130.8	94.7	128.5	134.1
Sweet Corn	\$ 223.23	\$ 272.46	\$ 172.68	\$ 307.53	\$ 277.05
Soybeans, Bushel	32.0	39.3	35.9	39.9	37.2
Corn Silage, Ton	16.8	17.9	13.9	21.5	18.5
Alfalfa Hay, Ton	4.5	4.3	4.9	4.8	4.7

RANGE IN LABOR EARNINGS 1986

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



SETTING GOALS

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

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

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

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

A COMPARISON OF SELECTED ITEMS BY YEAR

Item	1955	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986
Farm Size (Acres) Total Tillable	211 164	355.2 320.5	377.8 343.6	379.7 343.6	371.9 341.1	374.8 349.7	373.6 347.7	385.8 358.5	396.4 369.4	407.9 379.1	431.3 403.4
Business Size-Work Units	329.6	383.92	382.79	415.11	417.90	431.53	435.37	423.87	457.21	471.81	486.23
Return to Operator Labor and Management (WF)	1859	22265	31839	19713	33049	(-5768)	14681	15145	(-1165)	2737	14070
Return to Capital and Family Labor (OS)	3396	26435	39160	29555	40243	1248	17893	21798	5553	9548	19863
Average Investment per Farm Business (T.1)	50115	344017	414959	480769	531807	570947	577937	625493	640874	597401	536710
Total Farm Sales (T.2A)	17207	100344	128107	142305	152299	161363	160922	171168	166395	165879	172548
Total Farm Purchases (T.2B)	12333	88139	107843	123260	119583	129850	120804	121277	119541	105185	112345
Ratio: Total Farm Expense to Total Farm Receipts (T.5)	.899	.837	.823	.895	.821	1.021	.932	.902	1.007	.969	.920
Ratio: Total Assets to Total Liabilities (T.5)	4.772	2.563	2.513	2.473	2.333	2.140	2.035	2.022	2.048	2.043	2.108
Gain in Net Worth (T.5)	763	18708	27234	18754	28973	(-15187)	1544	9746	(-9273)	(-3263)	10210
Interest Paid as a % of Total Cash Operating Expense	4.5	9.9	10.3	11.4	14.0	16.5	17.1	17.8	16.1	16.1	13.3
Percent of Total Income from Livestock (WF)	24.3	26.1	31.8	27.5	22.2	28.8	40.9	23.3	31.5	31.9	41.6
Percent of Total Income from Crops (WF)	73.2	70.8	65.2	69.2	75.3	67.4	55.0	72.7	63.7	61.7	52.0
Percent of Total Income from Misc. Sources (WF)	2.5	3.1	3.0	3.3	2.5	3.8	4.1	4.0	4.8	6.4	6.4
Annual Cash Family Living Expenses (T.4)	2832	15212	17998	21320	21136	26812	26704	24097	22920	21627	22105
Monthly Family Living Exp.	236	1268	1500	1777	1761	2234	2225	2008	1910	1802	1842

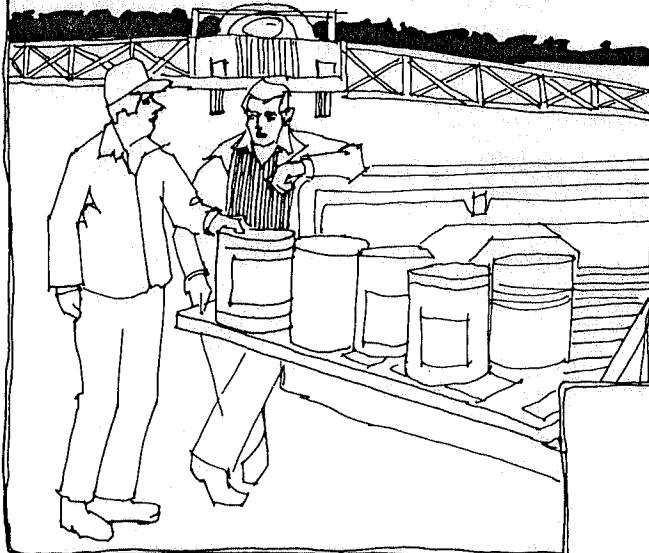
A COMPARISON OF SELECTED ITEMS BY YEAR

Item	1955	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986
RETURN OVER FEED COSTS PER:											
Dairy Cow	129.35	574.64	791.96	943.23	949.04	1007.29	990.21	913.76	904.75	961.75	969.32
Beef Cow	-20.05	9.77	258.95	124.11	100.12	74.31	18.80	-137.71	-258.33	-92.07	98.91
Cwt Feeder Cattle	2.99	5.45	28.63	21.95	6.84	4.90	22.26	10.80	16.50	1.77	19.49
Cwt Finishing Hogs	.98	10.15	13.05	4.26	7.35	4.77	19.76	9.19	11.55	10.61	19.83
YIELD PER ACRE:											
Corn, bushel	65.8	121.3	127.8	125.5	115.6	120.9	130.8	94.7	129.1	134.1	135.0
Soybeans, bushel	25.3	43.6	41.0	36.6	36.7	32.0	39.3	35.9	39.9	37.2	39.8
Oats, bushel	51.9	86.4	66.6	65.0	77.2	61.8	80.5	63.8	74.8	74.2	58.0
Wheat, bushel	31.3	48.3	26.8	34.2	46.6	38.7	40.3	29.5	42.9	53.6	37.8
Corn Silage, Ton	9.9	17.8	18.7	19.7	16.2	16.8	17.9	13.9	21.5	18.5	18.4
Alfalfa Hay, Ton	2.7	4.8	5.0	5.4	4.3	4.5	4.3	4.9	4.8	4.7	4.3
RETURN OVER LISTED COSTS PER ACRE:											
Corn	N/A	44.03	39.03	31.11	72.83	7.29	-15.29	13.13	34.75	12.90	-3.96
Soybeans	N/A	101.02	106.05	55.31	115.94	30.40	-5.31	100.27	16.08	-7.55	16.52
Oats	N/A	-9.26	-21.44	-13.57	20.01	39.15	-11.41	-26.67	-3.95	-17.18	-27.47
Wheat	N/A	12.88	-32.31	.41	52.01	14.64	5.20	-23.43	10.64	27.69	2.37
AVERAGE COSTS PER TILLABLE ACRE:											
Tractor & Crop Machinery Expense/Crop Acre (T.8)	12.95	35.15	41.37	48.09	53.70	56.99	56.87	57.59	58.04	54.26	48.09
Fertilizer Cost (T.9)	2.78	19.45	20.56	22.35	26.72	30.81	27.33	24.36	27.59	25.34	20.61
Crop Chemical Cost (T.9)	--	9.50	11.65	14.38	15.06	17.66	18.95	18.64	20.40	17.01	15.91

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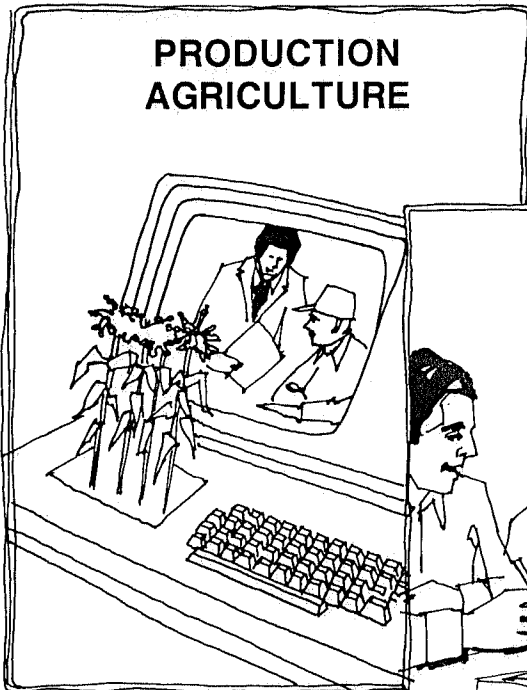
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