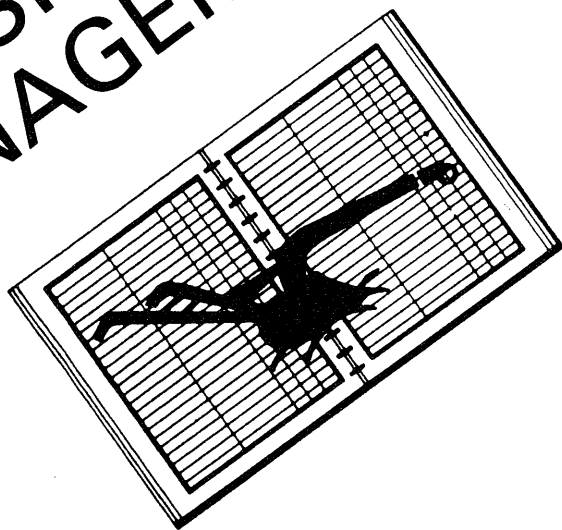


# FARM BUSINESS MANAGEMENT



## **1986 Annual Report Southeastern Minnesota April, 1987**

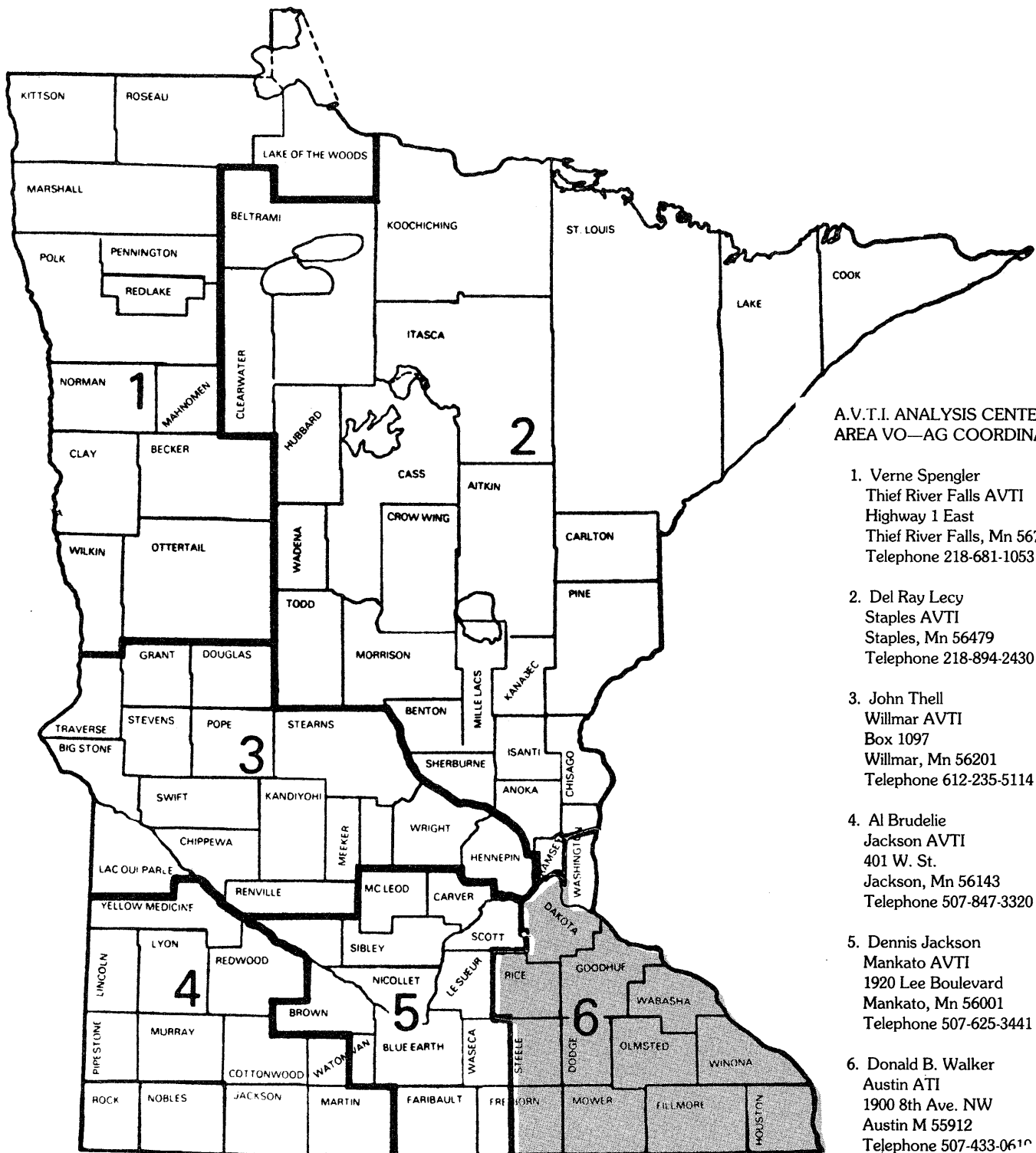
### **AN ADULT EDUCATIONAL PROGRAM**

In cooperation with: State Board of Vocational Technical Education,  
Division of Agricultural Education - University of Minnesota

**AUSTIN TECHNICAL INSTITUTE**

Price \$5.00

# VO—AG FARM MANAGEMENT AREAS



## A.V.T.I. ANALYSIS CENTERS & AREA VO—AG COORDINATORS

1. Verne Spengler  
Thief River Falls AVTI  
Highway 1 East  
Thief River Falls, Mn 56701  
Telephone 218-681-1053
2. Del Ray Lecy  
Staples AVTI  
Staples, Mn 56479  
Telephone 218-894-2430
3. John Thell  
Willmar AVTI  
Box 1097  
Willmar, Mn 56201  
Telephone 612-235-5114
4. Al Bruderie  
Jackson AVTI  
401 W. St.  
Jackson, Mn 56143  
Telephone 507-847-3320
5. Dennis Jackson  
Mankato AVTI  
1920 Lee Boulevard  
Mankato, Mn 56001  
Telephone 507-625-3441
6. Donald B. Walker  
Austin ATI  
1900 8th Ave. NW  
Austin M 55912  
Telephone 507-433-0610

1986 REPORT OF THE VOCATIONAL AGRICULTURE FARM MANAGEMENT  
PROGRAM IN SOUTHEASTERN MINNESOTA  
Donald Walker - Area Vocational Agriculture Coordinator

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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 Department of Education, Department of Agricultural Education (U of Minn) and the Department of Agricultural Economics (U of Minn), the program has expanded to serve over 5000 farm families in six regional farm management areas. Programs are now cooperatively managed by the Minnesota Department of Vocational Technical Education, the Division of Agricultural Education (U of Minn), 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 a 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 evaluation.
- 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.

The summary of farm records for the Southeastern Minnesota area shows the results of the 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.

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

### ADULT FARM MANAGEMENT

<u>SCHOOL</u>	<u>Instructor(s)</u>	<u>School</u>	<u>Instructor(s)</u>
Albert Lea AVTI	Norman Fredin	Lewiston H.S.	Loel Gorden
Sheep Mgmt. Instructor	Wayne Busch		
Austin ATI	Ronald Hayes	Owatonna H.S.	Vic Richardson
Blooming Prairie HS	Gene Francis	Red Wing AVTI	James Kelm
	Howard Kittleson*	Red Wing AVTI	Romeo Cyr
Dakota County AVTI	Dean Lind	Rochester AVTI	Frank Quam
Faribault AVTI	Ken Stassen	Southland H.S.	Dwain Vangness
			Gary Thome
Hayfield H.S.	Curtis Berg	Spring Grove H.S.	Brad Harguth*
Kasson-Mantorville Kenyon H.S.	Gil Shubert*	Spring Valley H.S.	William E. Johnson
Kenyon H. S.	Jerry Bartel	Winona AVTI	Hilbert Hoof
Lanesboro H.S.	Vern Groen **		
LeRoy-Ostrander H.S.	Wayne Pike		

\*Indicates part-time adult \*\*High School Ag instructor

The analysis of the records and preparation of the report for the Southeast area is done under the direction of Donald Walker, Area AG Program Coordinator, at the Austin Institute. Directing in a supervisory capacity are Marge Kirchhoff, Director, ATI; Dr. William Nachatilo, Superintendent of Austin Schools; John Murray, Education Specialist, State Board of Vocational Technical Education; and Dr. Edgar Persons, Head of the University of Minnesota Agricultural Education Division. Data processing was done by Specialized Data System, Inc., Madison Wisconsin. Special acknowledgement is due the Graphic Technology Department at the Austin Technical Institute for printing this report and Joan O'Rourke for typing it.

TABLE 1 - WHOLE FARM INVENTORIES - 1986

		61 HIGH		61 LOW	
ITEMS	AVERAGE OF 305 FARMS	PROFIT FARMS	PROFIT FARMS		
1 SIZE OF FARM - TOTAL ACRES	467.8	644.2	410.0		
2 - TILLABLE ACRES	423.5	595.9	371.9		
3 WORK UNITS - CROPS	203.72	287.58	176.56		
4 - LIVESTOCK	373.05	539.90	283.65		
5 - OTHER	23.80	27.70	25.62		
6 TOTAL SIZE OF BUSINESS IN WORK UNITS	600.57	855.18	485.82		
7 NUMBER OF WORKERS	1.64	1.91	1.55		
8 FARM CAPITAL INVESTMENT PER WORKER \$	327878	\$ 419138	292010		
8A FARM CAPITAL INVESTMENT PER WORK UNIT	974	880	1178		
9 PRODUCTIVE LIVESTOCK	JAN 1 DEC 31	JAN 1 DEC 31	JAN 1 DEC 31		
10 DAIRY COWS	21714 21419	17818 17854	17636 16891		
11 OTHER DAIRY CATTLE	12407 12761	10173 10950	10879 9517		
12 BEEF BREEDING CATTLE	2139 1953	2238 2085	2911 2843		
13 BEEF FEEDER CATTLE	4256 4234	5812 9259	7073 2817		
14 HOGS	19008 23725	51929 65856	6704 6845		
15 SHEEP (INCLUDING FEEDERS) & GOATS	95 201	68 260	250 526		
16 POULTRY - ALL TYPES	1 1	1 2	3 4		
17 OTHER LIVESTOCK	84 93	391 415			
18 TOTAL PRODUCTIVE LIVESTOCK \$	59705 64388	88430 106680	45456 39442		
19 CROP, SEED, FEED & SUPPLIES	54230 52689	71030 76348	57190 49486		
20 POWER, MACHINERY & EQUIPMENT					
21 AUTO & TRUCK (FARM SHARE)	3594 3725	3797 3798	4386 4145		
22 POWER & MACHINERY	34547 33222	43591 44042	31223 25601		
23 IRRIGATION EQUIPMENT	131 137				
24 CUSTOM WORK EQUIPMENT	857 742	25 18	3203 2862		
25 LIVESTOCK EQUIPMENT	9921 9229	14547 13562	9491 8299		
26 TOTAL POWER, MACHINERY & EQUIPMENT \$	49049 47054	61959 61421	48302 40907		
27 LAND	282840 284892	407928 412870	256005 256005		
28 BUILDINGS-FENCES-ETC.	72930 70711	117124 116048	54532 51296		
29 TOTAL FARM CAPITAL \$	518754 519734	746470 773368	461485 437137		
30 INCREASE OR DECREASE IN TOTAL FARM CAPITALS	980	26897	(-24348)		

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

		AVERAGE OF 305 FARMS	61 MOST PROFITABLE	61 LEAST PROFITABLE
1	SALE OF LIVESTOCK & LIVESTOCK PRODUCTS	\$		
2	DAIRY COWS	4081	3081	4138
3	DAIRY PRODUCTS	49139	40431	39576
4	OTHER DAIRY CATTLE	2948	2504	2940
5	BEEF BREEDING CATTLE	1076	1276	1524
6	BEEF FEEDER CATTLE	6919	10003	11014
7	HOGS COMPLETE & MIXED	36438	108251	5901
8	HOGS FINISHING	18869	45757	15784
9	HOGS PRODUCING WEANING PIGS	2999	6511	27
10	SHEEP, GOATS & WOOL, FARM FLOCK	198	319	352
11	SHEEP & WOOL, FEEDER LAMBS	31		156
12	CHICKENS (INCLUDING HENS & BROILERS)	9		44
13	TURKEYS			
14	EGGS	10	37	11
15	OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	392	1949	
16	OTHER MISCELLANEOUS LIVESTOCK INCOME	229	125	143
17	TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 123339	220243	81610
18	SALE OF CROPS			
19	WHEAT	432	206	428
20	OTHER SMALL GRAINS	506	605	393
21	CORN	35789	51760	31380
22	SOYBEANS	16709	22895	14476
22A	SUNFLOWERS			
23	OTHER ROW CROPS	2711	6060	1083
24	LEGUMES & OTHER FORAGE	433	544	282
25	GRASS SEED			
26	FRUITS & NUTS			
27	VEG. ROADSIDE MARKET & SPEC.	35	175	
28	NURSERY, TIMBER & OTHER	135	20	153
29	SET ASIDE ACRES-GOV. PAYMENTS	16310	25225	14083
29A	PIK ACRES			
29B	SALE OF CROP & SUPPLIES PURCH. FOR RESALE	714	1530	924
30	TOTAL SALES FROM CROPS & SUPPLIES	\$ 73774	109019	63201
31	CAPITAL ASSETS SOLD (AUTO/TRK/MACH.)	501	306	1054
31A	A. CAP. ASSETS SOLD (BLDGS & IMPVTS.)	40	50	23
31B	B. CAP. ASSETS SOLD (LAND)			
32	GAS TAX REFUND	30	31	9
33	INCOME FROM WORK OFF THE FARM	1993	2781	1255
34	CUSTOM WORK ENTERPRISE INCOME	821	717	2793
35	PATRONAGE REFUNDS	660	506	339
36	MISCELLANEOUS FARM INCOME	3391	5556	2500
37	TOTAL FARM SALES	\$ 204548	339209	152783
38	INCREASE IN FARM CAPITAL	980	26897	0
39	FAMILY LIVING FROM THE FARM	618	769	514
40	TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 206146	366875	153297

TABLE 2A shows all sources of cash income for the whole farm which includes landlords share. For operators share only of Cash Receipts, see Table 6A. In addition to Cash Receipts, the increase in Farm Capital (item 38) and Family Living from the Farm (item 39) are included in Total Receipts. Increase in Farm Capital is calculated by subtracting the Total Farm Capital at the beginning of the year from the Total Farm Capital at the end of the year (Table 1A, item 29). A decrease in Farm Capital is shown on Table 2B, item 40. Family Living from the Farm represents the cash value of farm produce consumed during the year.

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

ITEMS	AVERAGE OF		61 MOST	61 LEAST
	305	FARMS	PROFITABLE	PROFITABLE
1 PURCHASE OF LIVESTOCK	\$			
2 DAIRY COWS		477	257	550
3 OTHER DAIRY CATTLE		725	304	373
4 BEEF BREEDING CATTLE		203	112	186
5 BEEF FEEDER CATTLE		2475	6732	2701
6 HOGS COMPLETE & MIXED		1383	2559	288
7 HOGS FINISHING		6956	16526	5926
8 HOGS PRODUCING WEANING PIGS		235	91	
9 SHEEP & GOATS		34	6	96
10 SHEEP & FEEDER LAMBS		43		217
11 CHICKENS (INCLUDING HENS & BROILERS)		2	3	6
12 TURKEYS				
13 OTHER PRODUCTIVE LIVESTOCK		97	481	
14 MISCELLANEOUS LIVESTOCK EXPENSE		8454	11052	6514
14A PURCHASE OF CROPS & SUPPLIES FOR RESALE		4073	5931	749
15 FEED BOUGHT		26175	55920	14104
16 FERTILIZER		8513	11656	7794
17 CHEMICALS		7294	10860	6165
18 OTHER CROP EXPENSE		12136	18200	11248
19 IRRIGATION OPERATION COSTS		12	30	
20 CUSTOM WORK ENT. OP. COSTS, INC. LAB.		182		782
21 CUSTOM WORK HIRED		5153	5833	5995
22 REPAIR & UPKEEP OF LVSTK. EQUIPMENT		1879	2808	1235
23 REPAIR & UPKEEP OF FARM REAL ESTATE		1707	2193	1533
24 GAS (FS) DIESEL & LUBRICANTS		4444	6003	3896
25 REPAIR & OP. MACH. TRAC. TRK. & AUTO (FS)		7337	9558	6988
26 REPAIR & UPKEEP OF IRRIG. EQUIPMENT		5	18	
27 REPAIR CUSTOM WORK ENTERPRISE		141	86	541
28 WAGES OF HIRED LABOR		5608	7737	5640
29 PERSONAL PROP. & REAL ESTATE TAXES		5570	7759	5107
30 GENERAL FARM EXPENSE		3152	4410	2840
31 TELEPHONE EXPENSE (FS)		431	510	460
32 ELECTRICITY EXPENSE (FS)		3309	4662	2941
33 TOTAL CASH OPERATING EXPENSE	\$	118208	192295	94873
34 POW. CROP & GEN. MACH. BOUGHT (FS)		9649	11502	7571
35 IRRIGATION EQUIPMENT BOUGHT		21		
36 CUSTOM WORK EQUIPMENT BOUGHT				
37 LIVESTOCK EQUIPMENT BOUGHT		1740	2619	1588
38 NEW REAL ESTATE BLDGS/IMPROVEMENTS		5954	11250	4000
38A NEW REAL ESTATE-LAND		2118	4943	
39 TOTAL FARM PURCHASES (33) THRU (38A)	\$	137690	222608	108033
40 DECREASE IN FARM CAPITAL		0	0	24349
41 INTEREST ON FARM CAPITAL (7% OP. CHG.)		36347	53194	31452
42 UNPAID FAMILY LABOR		430	275	577
43 LABOR CHARGE FOR PARTNERS & OTHER OP.		327	1131	177
44 BOARD FURNISHED HIRED LABOR		90	151	42
45 TOTAL FARM EXPENSE (39) THRU (44)	\$	174884	277359	164630
46 RET. TO OP. LAB. & MGMT. SING. OP. (W.F.) \$ (2A/40)-(45)		31263	89517	(-11333)
47 NUMBER OF OPERATORS		1	1	1
48 FULL TIME OPERATOR EQUIVALENTS		1.16	1.26	1.09
49 RET. TO OP. LAB. & MGMT/FULL TIME OPERATOR EQUIVALENTS (T2B L43+2B L46/T2B L48)		28138	80132	(-10303)

RETURN TO OPERATORS LABOR & MGMT. REPRESENTS THE RETURN FOR THE OPERATORS LABOR AND MANAGEMENT AFTER ALL EXPENSES ARE DEDUCTED.

TABLE 3 - WHOLE FARM ENTERPRISE STATEMENT - 1986

ITEMS		AVERAGE OF 305 FARMS	61 MOST PROFITABLE	61 LEAST PROFITABLE
1	RETURNS & NET INCREASES	\$		
2	PRODUCTIVE LIVESTOCK			
3	DAIRY COWS	45909	37604	37146
4	OTHER DAIRY CATTLE	10405	9647	7504
5	BEEF BREEDING CATTLE	1278	1333	1770
6	FEEDER CATTLE	3563	6237	3393
7	HOGS, COMPLETE & MIXED	38875	117782	6009
8	HOGS, FINISHING ENTERPRISE	12049	29183	9690
9	PRODUCING WEANING PIGS	3651	8577	
10	SHEEP & GOATS	254	631	317
11	SHEEP, FEEDER LAMBS	31		156
12	CHICKENS (INCL. HENS & BROILERS)	19	38	52
13	TURKEYS			
14	OTHER PRODUCTIVE LIVESTOCK	304	1492	
15	TOTAL ALL PROD. LIVESTOCK	\$ 116338	212524	66038
16	LESS VALUE OF FEED FED TO LS	50354	88332	32257
17	RETURN OVER FEED FROM LIVESTOCK (15-16)	65984	124192	33781
18	CROP, SEED & FEED	67412	104143	47247
18A	CROPS & SUPPLIES PURCH. FOR RESALE	(-3358)	(-4401)	176
19	COOPERATIVE PATRONAGE REFUNDS	660	506	339
20	MISC. FARM INCOME	3391	5556	2500
21	CUSTOM WORK ENTERPRISE	383	624	1130
22	TOTAL RETURNS & NET INCREASES (17+18+18A+19+20+21)	\$ 134472	230620	85172
23	EXPENSES & NET DECREASES			
24	TRUCK & AUTO (FS)	\$ 5064	5932	5525
25	TRACTORS & CROP MACHINERY	19747	23101	21368
26	IRRIGATION EQUIPMENT	20	18	
27	ELECTRICITY	3309	4662	2941
28	LIVESTOCK EQUIPMENT	4545	6484	4402
29	BUILDINGS, FENCES & TILING	9841	14469	8746
30	BARE LAND	66		
31	MISC. LIVESTOCK EXPENSE	8454	11052	6514
32	LABOR (PD., UNPD. & NET CSTM. LB. CHG)	6338	8381	6973
33	LABOR CHARGE FOR OTHER OP(S)	327	1131	177
34	PROPERTY TAX	5570	7759	5107
35	GENERAL FARM EXPENSE	3152	4410	2840
35A	TELEPHONE EXPENSE	431	510	460
36	INTEREST ON FARM CAPITAL (7 PCT. CHG.)	36347	53194	31452
37	TOTAL EXPENSES & NET DECREASES	\$ 103209	141103	96506
38	RET. TO OPS. LABOR & MGMT.(SINGLE OPR)	\$ 31263	89517	(-11333)
39	NUMBER OF FARM OPERATORS	1	1	1
40	FULL TIME OEPRAOTR EQUIVALENTS	1.16	1.26	1.09
41	RTRN. OPR. LBR. & MGMT/FULL TIME OPR.	28138	80132	(-10303)



TABLE 4 - HOUSEHOLD EXPENSE - 1986 -AVERAGE FARMS

		AVERAGE OF 173 FARMS	PER ADULT EQUIV	38 HIGH PROFIT FARMS	PER ADULT EQUIV	38 LOW PROFIT FARMS	PER ADULT EQUIV
<u>ITEMS</u>							
1	NUMBER OF PERSONS - FAMILY	4		4		4	
2	NUMBER OF ADULT EQUIVALENT - FAMILY	3.2		3.6		3.2	
3	CHURCH & WELFARE	\$ 1057	330.31	1515	420.83	928	290.00
4	MEDICAL CARE & HEALTH INSURANCE	2591	809.69	3312	920.00	2422	756.88
5	FOOD & MEALS BOUGHT	3912	1222.50	4970	1380.56	3717	1161.56
6	OPERATING EXPENSE & SUPPLIES	1950	609.38	1950	541.67	1435	448.44
7	FURNISHINGS & EQUIPMENT	1054	329.38	1504	417.78	1013	316.56
8	CLOTHING & CLOTHING MATERIALS	1080	337.50	1524	423.33	1111	347.19
9	PERSONAL CARE, PERSONAL SPENDING	959	299.69	1329	369.17	1382	431.88
10	EDUCATION	315	98.44	516	143.33	330	103.13
11	RECREATION	912	285.00	1101	305.83	993	310.31
12	GIFTS & SPECIAL EVENTS	885	276.56	1337	371.39	758	236.88
12A	PERSONAL INTEREST	97	30.31	159	44.17	5	1.56
13	PERSONAL SHARE TRUCK & AUTO EXPENSE	972	303.75	1476	410.00	848	265.00
14	OPERATOR SHARE UPKEEP ON DWELLING	279	87.19	219	60.83	266	83.13
14A	CASH RENT (PERSONAL)	8	2.50				
15	PERSONAL SHARE TELEPHONE & ELECTRIC EXP.	811	253.44	1100	305.56	675	210.94
15A	PERSONAL SHARE-GENERAL FARM EXPENSE	58	18.13	62	17.22	38	11.88
16	TOTAL CASH LIVING EXPENSE	\$16940	5293.75	22075	6131.94	15922	4975.63
17	PERSONAL SHARE NEW TRUCK & AUTO	619	193.44	1030	286.11	237	74.06
18	NEW DWELLING BOUGHT	351	109.69	704	195.56		
19	TAXES & OTHER DEDUCTIONS	1629	509.06	2361	655.83	1729	540.31
20	LIFE INSURANCE	1902	594.38	2843	789.72	1697	530.31
21	TTL HOUSEHOLD & PRSNL (16 THRU (20) \$	21441	6700.31	29012	8058.89	19585	6120.31
22	TOTAL FAMILY LIVING FROM FARM(33)	536	167.50	561	155.83	515	160.94
23	TOTAL CASH/NON-CASH EXP(21)+(22) \$	21977	6867.81	29572	8214.44	20100	6281.25
23A	PAID ON PERSONAL DEBT	85	26.56	99	27.50	87	27.19
23B	SAVINGS & INVST. (EXCE THAN LIFE INS)	1118	349.38	1957	543.61	482	150.63
23C	TTL COST/NON-CASH FDS.FOR PSL/USE	23180		31628		20669	
FAMILY LIVING FROM THE FARM							
25		QTY.	OP.SHARE	QTY.	OPSHARE	QTY.	OP.SHARE
26	MILK & CREAM (QUARTS)	468	128	402	116	516	137
27	BEEF & BUFFALO (POUNDS)	408	286	249	198	471	265
28	PORK (POUNDS)	223	91	501	224	75	38
29	LAMB, MUTTON, GOAT (POUNDS)	1	1				
30	POULTRY, ALL FOWL (POUNDS)	1	1			5	4
31	EGGS (DOZEN)	3	1	8	4		
32	VGTBL., FRUITS, SPUDS, OTHER PROD. & FUEL		29		18		71
33	TOTAL FAMILY LIVING FROM THE FARM		\$ 536		\$ 561		\$ 515

## EXPLANATION OF RATIO'S AND OTHER ITEMS ON TABLE 5

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

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

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

ITEM 31 - The Ratio of Real Estate Assets to Real Estate Liabilities is calculated by dividing the sum of items 4, 5 and 8 by item 10. Lending agencies are often interested in the relationship of item 30 to item 31.

ITEM 32 - The Ratio of Net Worth to Total Liabilities is a ratio of owners equity to his total debt. It expresses the percentage of his liabilities that are covered by Net Worth.

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

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

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

ITEM 36 - Inventoried Value of Farm Per Owned Acre is calculated by dividing the sum of the Dec. 31 inventory value of land, buildings and dwelling by total acres owned.

ITEM 37 - Inventoried Value of Farm Per Tillable Acre is calculated by dividing the sum of the Dec. 31 inventory value of land, buildings and dwelling by tillable acres owned.

ITEM 38 - Debt (all Sources) Per Acre Owned is calculated by dividing the total liabilities on Dec. 31 by total acres owned.

TABLE 5 - STATEMENT OF FINANCIAL POSITION-OPERATOR - 1986

ITEMS		AVERAGE OF		52 HIGH		52 LOW	
		258 FARMS		PROFIT FARMS		PROFIT FARMS	
		JAN 1	DEC 31	JAN 1	DEC 31	JAN 1	DEC 31
1	TOTAL PRODUCTIVE LIVESTOCK	\$ 55915	59475	83032	96766	50138	44624
2	CROP, SEED & FEED	50253	48265	64457	70180	70572	52660
3	TOTAL POWER, MACH & EQUIP	47920	46216	65743	64395	55392	47700
4	LAND (ACRES OWNED)(TILL)	119072	121498	181545	187151	134578	135826
5	BUILDINGS, FENCES, ETC.	64093	62513	103138	103522	67163	63121
6	TOTAL FARM CAPITAL	\$ 337254	337967	497916	522013	377843	343932
7	NON-FARM ASSETS	19621	20655	35180	36123	19771	19878
7A	CASH ON HAND & IN BANK	7266	10761	5131	12113	16645	22175
7B	NON-FARM REAL ESTATE	926	851	405	387		
8	DWELLING	21730	22084	33504	34573	22604	22548
9	TOTAL ASSETS	\$ 386796	392317	572136	605209	436863	408533
10	REAL ESTATE MORTGAGES	135913	133189	221328	214900	122215	118372
11	CHattel MORTGAGES	75194	69396	105908	96456	66292	55736
12	NOTES	15647	14385	21734	20220	15869	12606
13	ACCOUNTS PAYABLE	4548	3941	5701	5461	3927	3711
14	TOTAL LIABILITIES	\$ 231302	220911	354670	337037	208304	190424
15	FARMERS NET WORTH (9-14)	\$ 155494	171406	217466	268172	228559	218109
16	GAIN (OR LOSS) IN NET WORTH	\$	15912		50707		(-10450)
17	SUPPLEMENTARY MANAGEMENT INFORMATION						
18	RET. TO OPERATORS LABOR & MGMT. (6B/47)	\$ 26543		75265		(-12487)	
19	RET. TO CAPITAL & FAMILY LABOR (6B/48)	30961		76988		(-2277)	
20	NON-FARM INCOME						
21	OUTSIDE INVESTMENT INCOME	1102		2023		1655	
22	OTHER PERSONAL INCOME & INC. TAX REFUND	6195		5592		8704	
22A	SALE OF PERS. SHARE-DWLG., AUTO & TRK	68		12		44	
23	TOTAL NON-FARM INCOME	\$ 7365		7627		10403	
24	TTL FAM. FARM/NON-FARM INC.(19+23)	\$38326		84616		8126	
25	TOTAL MONEY BORROWED (BUS.& PER)	72376		88053		58675	
26	TOTAL PAID ON DEBT (PRINC. & BUS. ONLY)	82563		105810		75891	
27	TOTAL CASH/NON-CASH EXPENSE (4/23C)	19055		28778		18106	
28	RATIO:TTL FARM EXP TO TTL REC.(O.S.)	.871		.772		1.071	
29	RATIO: TOTAL ASSETS TO TOTAL LIABILITIES	JAN 1 1.672	DEC 31 1.776	JAN 1 1.613	DEC 31 1.796	JAN 1 2.097	DEC 31 2.145
30	RATIO: NON-REAL ESTATE ASSETS/NON-REAL ESTATE LIABILITIES	1.897	2.113	1.901	2.289	2.469	2.596
31	RATIO: REAL ESTATE ASSETS TO LIABIL.	1.514	1.554	1.439	1.515	1.836	1.871
32	RATIO: NET WORTH TO TOTAL LIABILITIES	.672	.776	.613	.796	1.097	1.145
33	*RATIO: CASH OPERATING EXP. TO ADJUSTED TOTAL FARM SALES (Operators Share)		.745		.725		.739
34	RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (Whole Farm)		.425		.486		.378
35	RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (Operators Share)		.608		.648		.490
36	INVENTORIED VALUE OF FARM/ACRE (LINE 4+5+8/ACRES OWNED)		991		1063		892
37	INVENTORIED VALUE OF FARM /TILL. ACRE (LINE 4+5+8/ACRES TILLABLE)		1171		1251		1033
38	DEBT (ALL SOURCES) PER ACRE OWNED		1062		1102		767
**ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS							
* ACRES OWNED: TOTAL		208.0		305.9		248.4	
TILLABLE		172.1		260.0		214.5	

The NET WORTH STATEMENT shows the operators financial progress during the year and from this statement he can study his progress from year to year. Items 1 through 5 show the distribution of capital invested by the operator in the farm business.

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1986

			AVERAGE OF 305 FARMS	61 MOST PROFITABLE	61 LEAST PROFITABLE
1	SALE OF LIVESTOCK & LIVESTOCK PRODUCTS	\$			
2	DAIRY COWS		3785	3410	3713
3	DAIRY PRODUCTS		46608	43372	38771
4	OTHER DAIRY CATTLE		2637	2690	2465
5	BEEF BREEDING CATTLE		1019	1271	1393
6	BEEF FEEDER CATTLE		5814	5203	10825
7	HOGS COMPLETE & MIXED		32804	96320	11606
8	HOGS FINISHING		16928	38105	17652
9	HOGS PRODUCING WEANING PIGS		2999	7237	1408
10	SHEEP, GOATS & WOOL, FARM FLOCK		198	297	352
11	SHEEP & WOOL, FEEDER LAMBS		31		156
12	CHICKENS (INCLUDING HENS & BROILERS)		3		17
13	TURKEYS				
14	EGGS		9	37	
15	OTHER PRODUCTIVE LIVESTOCK & PRODUCTS		392	12	
16	OTHER MISCELLANEOUS LIVESTOCK INC.		229	135	143
17	TOTAL SALES OF PRODUCTIVE LVSTK.	\$	113458	198090	88501
18	SALE OF CROPS				
19	WHEAT		413	200	351
19A	DURAM				
20	OTHER SMALL GRAINS		443	277	480
21	CORN		32938	42479	39731
22	SOYBEANS		15053	17784	17480
23	OTHER ROW CROPS		2408	4595	1203
24	LEGUMES & OTHER FORAGE		366	313	203
25	GRASS SEED				
26	FRUITS & NUTS				
27	VEG. ROADSIDE MARKET & SPEC.		35	175	
28	NURSERY, TIMBER & OTHER		135	377	153
29	SET ASIDE ACRES-GOV. PAYMENTS		15257	22026	15893
29A	PIK ACRES				
29B	SALE OF CROP & SUP. PURCH. FOR RESALE		697	1380	924
30	TOTAL SALES FROM CROPS & SUPPLIES	\$	67746	89607	76419
31	CAPITAL ASSETS SOLD (AUTO/TRK/MACH.)		493	434	1091
31A	CAPITAL ASSETS SOLD (BLDGS. & IMPROV.)		40	50	23
31B	CAPITAL ASSETS SOLD (LAND)		0	0	0
32	GAS TAX REFUND		30	29	9
33	INCOME FROM WORK OFF THE FARM		1921	2513	1888
34	CUSTOM WORK ENTERPRISE INCOME		749	24	2793
35	PATRONAGE REFUNDS		648	560	225
36	MISCELLANEOUS FARM INCOME		3311	6195	1927
37	TOTAL FARM SALES	\$	188396	297501	172875
38	INCREASE IN FARM CAPITAL		1080	22806	0
39	FAMILY LIVING FROM THE FARM		562	545	558
40	TOTAL FARM RECEIPTS (37)+(38)+(39)	\$	190038	320852	173433
41	ADJUSTED TOTAL FARM SALES (37)-(31)		187863	297017	171761
42	TTL CASH FARM OPERATING EXP.		141024	214598	130763
43	NET CASH OPERATING INCOME (41-42)	\$	46839	82419	40998

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1986

		AVERAGE OF 305 FARMS	61 MOST PROFITABLE	61 LEAST PROFITABLE
1	PURCHASE OF LIVESTOCK			
2	DAIRY COWS	424	96	517
3	OTHER DAIRY CATTLE	669	335	341
4	BEEF BREEDING CATTLE	203	112	7
5	BEEF FEEDER CATTLE	1662	2504	2934
6	HOGS COMPLETE	1235	2934	368
7	HOGS FINISHING	6265	14041	6446
8	HOGS PRODUCING WEANING PIGS	235	148	262
9	SHEEP, FARM FLOCK	34		96
10	SHEEP & FEEDER LAMBS	43		217
11	CHICKENS (INCLUDING HENS & BROILERS)	1	3	2
12	TURKEYS			
13	OTHER PRODUCTIVE LIVESTOCK	97	6	
14	MISCELLANEOUS LIVESTOCK EXPENSE	7937	10836	6767
14A	PURCHASE OF CROPS & SUPPLIES FOR RESALE	4094	5398	3730
15	FEED BOUGHT	24247	50284	16905
16	FERTILIZER	8022	10285	8441
17	CHEMICALS	6815	8690	6623
18	OTHER CROP EXPENSE	11450	15331	11581
19	IRRIGATION OPERATION COSTS	6		11
20	CUSTOM WORK ENT. OP. COSTS, INC. LAB.	182	4	782
21	CUSTOM WORK HIRED	4893	5100	5912
22	REPAIR & UPKEEP OF LVSTK. EQUIPMENT	1813	2981	1402
23	REPAIR & UPKEEP OF FARM REAL ESTATE	1542	1691	1791
24	GAS, DIESEL & LUBRICANTS BOUGHT (FS)	4262	5472	4059
25	REPAIR & OP. MACH. TRAC.. TRK. & AUTO (FS)	6982	8546	7330
26	REPAIR & UPKEEP OF IRRIG. EQUIPMENT	5	18	6
27	REPAIR CUSTOM WORK ENTERPRISE	132		541
28	WAGES OF HIRED LABOR	5407	7263	6207
29	PERSONAL PROP. & REAL ESTATE TAXES	2230	3294	2424
30	CASH RENT	14223	16948	13817
31	GENERAL FARM EXPENSES	3009	4293	3151
32	TELEPHONE EXPENSE (FS)	418	501	492
33	ELECTRICITY EXPENSE (FS)	3145	4605	3150
34	INTEREST ACTUALLY PAID	19343	32878	14452
35	TOTAL CASH OPERATING EXPENSE	\$ 141024	214598	130763
36	POWER CROP & GEN. MACH. BOUGHT (FS)	9137	9729	8104
37	IRRIGATION EQUIPMENT BOUGHT	21		107
38	CUSTOM WORK EQUIPMENT BOUGHT			
39	LIVESTOCK EQUIPMENT BOUGHT	1651	3150	1605
40	NEW REAL ESTATE & IMPROVEMENT	5836	10918	4559
40A	NEW REAL ESTATE - LAND	2111	5107	1024
41	TOTAL FARM PURCHASES (35) THRU (40)	\$ 159781	243502	146161
42	DECREASE IN FARM CAPITAL	0	0	29233
43	INTEREST ON FARM CAPITAL (7% OP. CHG)	4226	1976	9962
44	UNPAID FAMILY LABOR"	428	320	405
45	BOARD FURNISHED HIRED LABOR	90	118	74
46	TOTAL FARM EXPENSE (41) THRU (45)	\$ 164525	245916	185835
47	RETURN TO OP. LAB. & MGMT. (6A/40)-(46)	\$ 25513	74937	(-12402)
48	RETURN TO CAPITAL & FAM. LAB. (47+44+43)	\$ 30167	77233	(-2035)

TABLE 6B lists the operators share of all cash expense items. The sum of item 34 (interest expense on borrowed capital) and items 43 (interest on the operators equity of farm capital) is equal to 7% of the operators average farm capital found on line 6, Table 5. RETURN TO CAPITAL and FAMILY LABOR represents the amount available for debt service, living expense and savings.

## MOST COMMON PRICES USED FOR FEED IN THE 1986 REPORT

FARM GROWN FEEDS	
CORN	1.80
OATS	1.10
ALF. HAY	55.00
CORN SIL.	15.00

PASTURE PER HEAD PER MONTH	
GREEN CHOP &	PERMANENT
ROTATIONAL PASTURE	PASTURE

Cows . . . . .	\$ 8.00	3.00
Young Cattle . . . . .	4.00	1.50
Hogs . . . . .	1.00	.38
Pigs (under 6 months) . . . . .	.50	.19
Sheep. . . . .	1.45	.55
Lambs. . . . .	.73	.28

## EXPLANATION OF WORK UNITS

The TOTAL WORK UNITS on any one farm is one 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. Total number of Work Units is not a measure of how hard a farmer works but it does measure how much is being accomplished on the farm.

TABLE 7 WORK UNITS FOR CROPS, LIVESTOCK AND WORK OFF OF THE FARM

Item	No. of work Units	Item	No. of Work Units/acre
Dairy Cattle	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Dairy Cattle	1.2/head	Canning Peas	.40/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeders	.12/cwt.	Canning Corn	.50/acre
Hogs - Complete	.12/cwt.	Corn for Grain	.55/acre
Hogs - Finishing	.06/cwt.	Soybeans	.45/acre
Hogs - Wean, Pigs	1.4/litter	Corn & Cane Silage	.60/acre
Sheep, Farm Flock	.60/head	Alfalfa Hay	.60/acre
Lambs, Feeders	.30/cwt.	O. Leg. & Mix Hay	.40/acre
Chickens, Lay. Flock	5.0/100	Other Grass Hay	.30/acre
Broilers	.20/cwt.	Annual Hay	.40/acre
Turkeys, Lay. Flock	25.0/100	Leg. & Grass Silage	.40/acre
Turkey Poults	.12/cwt.	Summer Fallow Tilled	.20/acre
Labor Off the Farm	1.0/\$40	Wild Hay	.20/acre
Set Aside Acres, tilled	.20/acre	Tillable Grass Pasture	.05/acre
Set Aside Acres, untilled	.05/acre	Non-tillable Pasture	.01/acre
Legume Pasture	.05/acre		

The following values are used for each type of animal in calculating total number of animal units on Table 8, Items 6 and 30.

TYPE OF ANIMAL	ANIMAL UNITS	TYPE OF ANIMAL	ANIMAL UNITS
Dairy Cows	1.0/head	Pigs	.2/head
Other Dairy (young st.)	.5/head	Sheep, Adults	.143/head
Beef Cows	.8/head	Lambs	.071/head
Other Beef (young st.)	.3/head	Chickens, Laying Hens	.02/head
Beef Feeders	1.0/head	Broil. & Turkey Poults	1.0/1100lb.
Hogs, Adults	.4/head	Turkeys, Laying flock	.04/head

## MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

1. Ret. to Lab. & Mgmt. - A measure of the relative financial return for the operators 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 also 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; the average being 100%.
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. Unit values are found in Table 7.
7. Size of Business - Work Units - A measure of the total work load. A Work Unit represents the average accomplishment of a worker in one 10 hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.
8. Work Units per Worker - Measures labor efficiency. It is the total work units divided by the number of workers on the farm 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 of items 24 through 29 in Table 3 divided by the number of Work Units.
10. Farm Capital Investment per Worker - Another measure indicating 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 the farm business. Note should be taken that items listed in Table 8 and the Thermometer Chart are to be considered in the light of the individual farm and farm operator. Although in general, an above average level for each factor listed would indicate an 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 WHOLE FARM - 1986

		AVERAGE OF 305 FARMS	61 MOST PROFITABLE	61 LEAST PROFITABLE
1	RETURN TO OPERATORS LABOR & MANAGEMENT	\$ 31134	89517	-11333
2	CROP YIELD INDEX	100.0	98.1	112.5
3	PERCENT ILLABLE LAND IN HIGH RET CROPS	86.0	87.8	85.6
4	GROSS RETURN PER TILLABLE ACRE EXC. PAST	\$ 217.26	220.02	235.19
5	RETURN PER \$100 FEED FED PROD. LVSTK INDEX	100.0	110.6	91.4
6*	LVSTK UNITS PER 100 ACRES*	29.05	39.39	21.35
7	SIZE OF BUSINESS IN WORK UNITS	599.22	855.18	485.82
8	WORK UNITS PER WORKER	365.38	447.74	313.43
9	POW., MACH., EQ., BLDG. EXP/WORK UNIT	\$ 71.54	64.07	92.08
10	FARM CAPITAL INVESTMENT/WORKER	316049	397863	289878
11	INDEX OF RETURN PER \$100 FEED FED			
12	6100A BEEF BREEDING CATTLE	100.0	107.0	113.1
13	6140A BEEF FEEDERS, FEEDLOT	100.0	102.2	77.5
18	6290A DAIRY COWS, COMMERCIAL, GEN.	100.0	112.7	93.2
20	6310A OTHER DAIRY, COMM., REPLACEMENT	100.0	108.9	67.1
21	6318A OTHER DAIRY, REPL. & FEED STOCK	100.0	125.9	78.2
23	6470A HOGS, FARROW, FINISH, GENERAL	100.0	102.5	91.9
24	6490A HOGS, FINISHING	100.0	102.1	106.4
25	6510A HOGS, WEANING PIG PRODUCTION	100.0	138.8	
26	6530A HOGS, MIXED SYSTEMS	100.0	103.5	95.8
28	6670A SHEEP, FARM, COMMERCIAL	100.0	119.8	81.5
30	NUMBER OF ANIMAL UNITS	125.99	238.43	81.75
31	WORK UNITS			
32	CROPS	203.51	287.58	176.56
33	PRODUCTIVE LIVESTOCK	371.98	539.90	283.65
34	OTHER PRODUCTIVE WORK UNITS	23.72	27.70	25.62
35	EXPENSES PER WORK UNIT			
36	TRACTOR & CROP MACHINERY EXPENSE	\$ 33.25	27.10	45.77
37	FARM SHARE OF AUTO & TRUCK EXPENSE	\$ 8.52	6.95	11.84
38	FARM SHARE OF ELECTRIC EXPENSE	\$ 5.56	5.46	6.30
39	LIVESTOCK EQUIPMENT EXPENSE	\$ 7.65	7.60	9.43
40	BLDG., FENCE & TILING EXPENSE	\$ 16.56	16.96	18.74
40A	OTHER EXPENSE PER WORK UNIT (INC. CUSTOM ENT)			
40B	GENRL FRM TELE/OTHR UTILITIES EXCEPT ELECT.	\$ 5.97	5.75	6.79
40C	HIRED LABOR	\$ 9.33	9.05	11.61
41**	TRACT. & CROP MACH. EXP/CROP ACRE**	\$ 46.65	38.77	57.43
42	FARM POWER & MACH. COST ALLOCATED TO LVSTK\$	3905.63	4480.37	3606.61
43	BLDG., FENCING & TILING COST ALLOCATED TO CROPS BCAF (4)	\$ 3801.28	4659.63	4231.97
44	*ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY AND PASTURE			
45	**ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY			



14  
THERMOMETER CHART

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

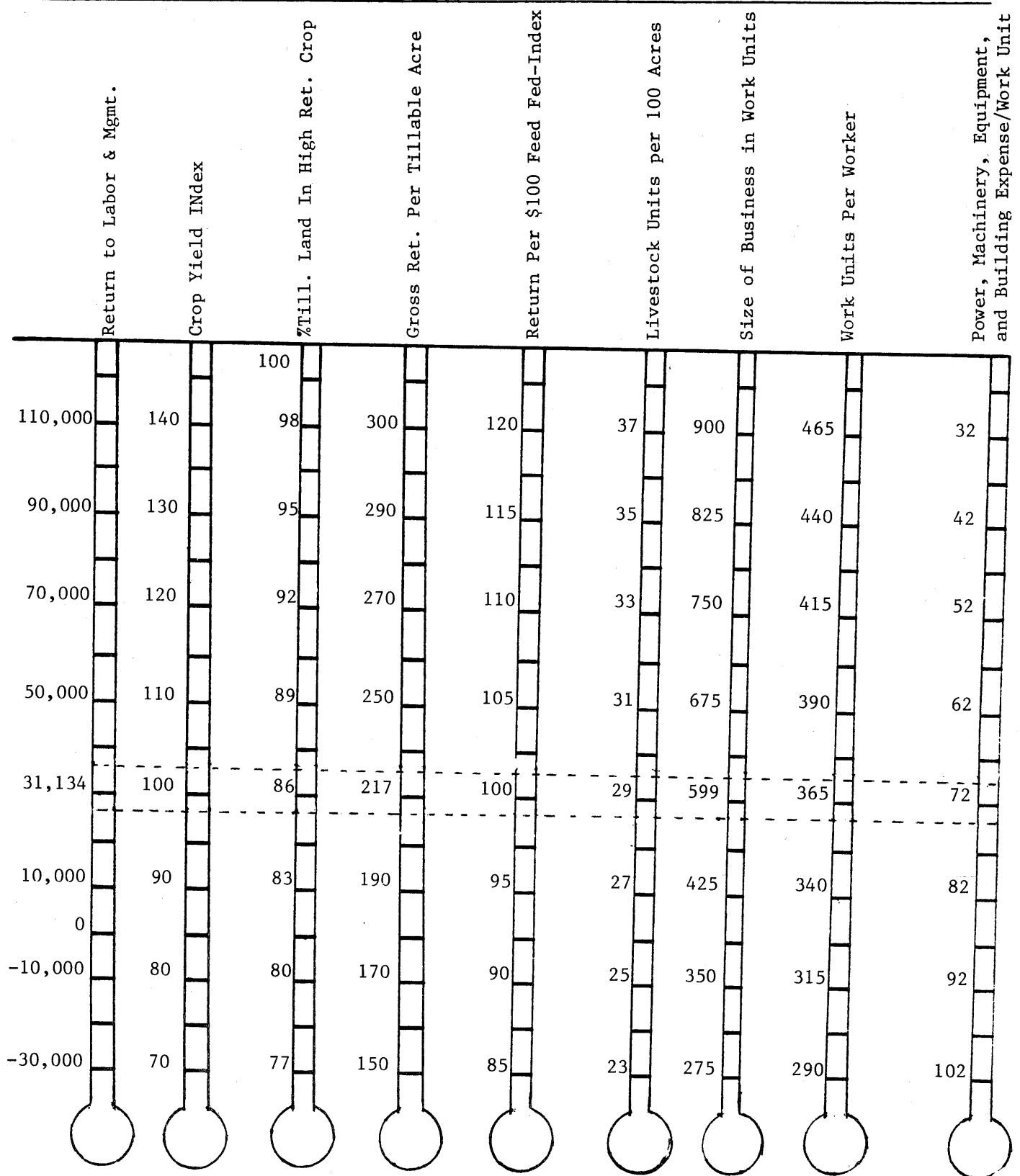


TABLE 9 - CROP ACRES - 1986

	AVERAGE OF 305 FARMS	61 MOST PROFITABLE	61 LEAST PROFITABLE
Total Small Grain & Canning Peas	26.6	27.7	20.1
Total Row Crop	333.0	464.4	260.8
Total Legumes, Including Seed	43.1	28.7	35.8
Total Other Hay	.7		.5
Total Silage & Fodder	13.6	11.1	12.5
Total Tillable Pasture	2.5	.9	4.0
Total Commercial Vegetables	.2	.8	
Total Fallow & Idle Land	46.5	62.3	38.2
Total Tillable Land	466.2	595.9	371.9
Total Non-Tillable Hay/Pasture	10.9	9.4	11.0
Wild Hay Not Harvested (Non-Tillable)	.7	1.5	.7
Pasture Not Harvested	7.3	6.0	4.6
Timber Not Harvested	7.7	5.2	4.3
Roads & Waste	12.2	17.0	10.8
Farmstead	7.8	9.2	6.7
 TOTAL LAND NOT HARVESTED*	 35.7	 38.9	 27.1
TOTAL NON-TILLABLE LAND	46.6	48.3	38.1
TOTAL LAND IN FARM OR RANCH*	512.8	644.2	410.0

\*\*\*\*\*

## SUPPLEMENTARY MANAGEMENT INFORMATION

	AVERAGE OF 305 FARMS	61 MOST PROFITABLE FARMS	61 LEAST PROFITABLE FARMS
Percent Land Tillable	90.9	92.5	90.7
Percent Land in High Return Crops	86.2	87.8	85.6
*Fertilizer Cost per Acre	21.23	21.17	21.47
*Crop Chemicals per Acre	18.32	20.40	18.97
*Seed and Other Costs per Acre	30.53	32.90	29.95
*Gas, Diesel & Lubricants per Acre	12.78	12.22	12.87
*Repair and Maintenance Cost/Acre	19.90	17.94	21.20

\*TILLABLE LAND (-) TILLABLE PASTURE, FALLOW &amp; IDLE LAND

\*\*\*\*\*

## AVERAGE YIELDS (FROM TABLE 10)

CROP	NUMBER OF FARMS GROWING	CROPS RANK	AVERAGE ALL FARMS GROWING CROP	20% HIGH YIELD	20% LOW YIELD
Oats	175	D	61.5 BU	72.6 BU	50.6 BU
Wheat (Spring)	59	B	36.7 BU	41.4 BU	25.7 BU
Canning Corn	23	C	\$219.55	----	----
Canning Peas	28	A	\$174.71	----	----
Barley	21	D	53.7 BU	----	----
Corn, Grain	363	A	138.0 BU	154.7 BU	127.8 BU
Soybeans	286	A	38.5 BU	44.9 BU	30.9 BU
Alfalfa Hay	248	A	4.3 TON	5.4 TON	2.7 TON
Corn Silage	145	A	18.3 TON	21.3 TON	16.9 TON
Grain Silage	29	C	6.2 TON	9.7 TON	2.5 TON
Legume Pasture	31	B	\$46.03	----	----
Non Till Pasture	74	-	\$18.67	----	----
Set Aside Acres	296	B	\$287.78	----	----
Land Rented Out	19	D	\$57.20	----	----

## 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 - 0072 - 1986

	AVERAGE OF 175 FARMS	35 FARMS HIGH IN RET.OVER DIR. COSTS	35 FARMS LOW IN RET. OVER DIR. COSTS
1 ACRES	26.4	26.0	20.6
2 YIELD	61.5	72.6	50.6
3 VALUE PER PRODUCTION UNIT	.90	.97	.88
4 CROP PRODUCT RETURN	\$ 55.38	70.38	44.51
5 OTHER CROP INCOME **	27.08	68.12	4.08
6 TOTAL CROP RETURN	\$ 82.46	138.50	48.59
7 DIRECT COSTS			
8 FERTILIZER	\$ 4.17	4.04	8.01
9 CHEMICALS	.72	.73	1.80
10 SEED	7.69	6.92	10.15
10A CROP DRYING			
10B OTHER EXPENSE	1.89	1.42	2.43
11 SPECIAL HIRED LABOR	.04		
12 CUSTOM WORK HIRED	7.77	5.85	14.61
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS	\$ 22.28	18.96	37.00
15 RETURN OVER DIRECT COSTS (6-14)	\$ 60.18	119.54	11.59
16 ALLOCATED COSTS (DIRECT & FIXED)			
17 FARM POWER & MACHINERY-OWNERSHIP	\$ 11.60	12.94	11.12
18 FARM POWER & MACHINERY-OPERATION	15.01	16.23	15.72
19 IRRIGATION EQUIPMENT-OWNERSHIP			
20 LAND COSTS	63.97	61.89	65.34
21 MISCELLANEOUS COSTS			
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	3.50	4.80	2.90
23 TOTAL ALLOCATED COSTS	\$ 94.08	95.86	95.08
24 RETURN OVER ALL LISTED COSTS (6-31)	\$ (-33.90)	23.68	(-83.49)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27 POWER COST ALLOCATION FACTOR	1.00	1.02	.99
28 TOTAL LISTED COST PER UNIT OF PROD.	1.89	1.58	2.61
29 RETURN OVER LISTED COSTS PER UNIT	(-.55)	.33	(-1.65)
30 BREAKEVEN YIELD/UNIT OF PRODUCTION	129.29	118.37	150.09
30A ESTIMATED TOTAL MACHINE COST/ACRE	35.29	37.87	39.48
31 TOTAL LISTED COSTS PER ACRE(14+23)	\$ 116.36	114.82	132.08
32 OTHER POSSIBLE COSTS NOT LISTED			
33 UTILITIES & OTHER GENERAL FARM EXP.	\$ 3.56	2.59	3.42
33A BUILDINGS, FENCES & TILING COSTS			
34 INTEREST ALLOCATION	-----	-----	-----
35 OTHER COSTS NOT LISTED	-----	-----	-----
36 TOTAL COSTS	-----	-----	-----
39 AVERAGE PRICE RECVD. PER UNIT SOLD	\$ .96	.93	.96
40 QUANTITY SOLD (OPERATORS SHARE)	593 BU	505 BU	361 BU

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT  
 LINES 13, 17, 18 & 22 WERE ALLOCATED TO THIS CROP BY FORMULA

\*\*OTHER CROP INCOME MAY INCLUDE A PROPORTION OF DIVERTED ACRE INCOME

TABLE 10 - CROP DATA FOR WHEAT (SPRING) - 0172 - 1986

		AVERAGE OF 59 FARMS	12 FARMS HIGHEST IN RETURN OVER DIR. COSTS	12 FARMS LOWEST IN RETURN OVER DIR. COSTS
1	ACRES	23.3	20.6	19.1
2	YIELD	36.7	41.4	25.7
3	VALUE PER PRODUCTION UNIT	2.21	2.36	2.02
4	CROP PRODUCT RETURN	\$ 80.99	97.72	51.94
5	OTHER CROP INCOME **	24.68	73.83	9.21
6	TOTAL CROP RETURN	\$ 105.67	171.55	61.15
7	DIRECT COSTS			
8	FERTILIZER	\$ 16.18	21.02	16.91
9	CHEMICALS	1.37	1.80	.42
10	SEED	11.50	10.78	12.93
10A	CROP DRYING	.13		.68
10B	OTHER EXPENSE	2.27	1.80	2.72
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	7.64	7.04	14.19
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 39.09	42.44	47.85
15	RETURN OVER DIRECT COSTS (6-14)	\$ 66.58	129.11	13.30
16	ALLOCATED COSTS (DIRECT & FIXED)			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 13.61	15.93	12.51
18	FARM POWER & MACHINERY-OPERATION	13.43	15.41	8.85
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	64.69	71.58	56.50
21	MISCELLANEOUS COSTS	.09		
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	3.36	3.57	2.40
23	TOTAL ALLOCATED COSTS	\$ 95.18	106.49	80.26
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ (-28.60)	22.62	(-66.96)
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COST ALLOCATION FACTOR	.98	1.00	.92
28	TOTAL LISTED COST PER UNIT OF PROD.	3.66	3.60	4.98
29	RETURN OVER LISTED COSTS PER UNIT	(-.78)	.55	(-2.60)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	60.76	63.11	63.42
30A	ESTIMATED TOTAL MACHINE COST/ACRE	35.50	39.61	33.22
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	134.27	148.93	128.11
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP.	\$ 3.94	2.43	3.34
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	-----	-----	-----
35	OTHER COSTS NOT LISTED	-----	-----	-----
36	TOTAL COSTS	-----	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 2.37	2.53	2.23
40	QUANTITY SOLD (OPERATORS SHARE)	720 BU	637 BU	391 BU

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

\*\*OTHER CROP INCOME MAY INCLUDE A PROPORTION OF DIVERTED ACRE INCOME

TABLE 10 - CROP DATA FOR CANNING CORN AND CANNING PEAS AND BARLEY - 1986

		0211	0340	0055
		CANNING CORN	CANNING PEAS	BARLEY
		AVERAGE OF	AVERAGE OF	AVERAGE
		23 FARMS	28 FARMS	21 FARMS
1	ACRES	62.6	42.1	22.8
2	YIELD	219.55	173.09	53.7
3	VALUE PER PRODUCTION UNIT	1.00	1.00	1.28
4	CROP PRODUCT RETURN	\$ 219.55	173.09	68.77
5	OTHER CROP INCOME	2.46	1.62	22.59
6	TOTAL CROP RETURN	\$ 222.01	174.71	91.36
7	DIRECT COSTS			
8	FERTILIZER	\$ 30.96	11.95	4.91
9	CHEMICALS	25.50	3.56	.48
10	SEED	3.16	1.02	7.85
10A	CROP DRYING			
10B	OTHER EXPENSE	3.99	7.53	.61
11	SPECIAL HIRED LABOR		.57	
12	CUSTOM WORK HIRED	8.24	3.35	8.77
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 71.85	27.98	22.62
15	RETURN OVER DIRECT COSTS (6-14)	\$ 150.16	146.73	68.74
16	ALLOCATED COSTS (DIRECT & FIXED)			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 14.65	10.53	10.06
18	FARM POWER & MACHINERY-OPERATION	18.90	16.64	14.86
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	70.70	66.43	63.48
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	6.01	4.15	2.82
23	TOTAL ALLOCATED COSTS	\$ 110.26	97.75	91.22
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 39.90	48.98	(-22.48)
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.50	.40	.30
27	POWER COST ALLOCATION FACTOR	.98	.97	1.00
28	TOTAL LISTED COST PER UNIT OF PROD.	.83	.73	2.12
29	RETURN OVER LISTED COSTS PER UNIT	.18	.28	(-.42)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	182.11	125.73	88.94
30A	ESTIMATED TOTAL MACHINE COST/ACRE	45.06	33.55	33.59
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	182.11	125.73	113.84
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP. \$	7.27	4.21	3.68
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	-----	-----	-----
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	-----	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD \$	-----	-----	-----
40	QUANTITY SOLD (OPERATORS SHARE)	-----	-----	-----

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

TABLE 10 - CROP DATA FOR CORN, GRAIN - 0222 -1986

		AVERAGE OF 363 FARMS	73 FARMS HIGHEST IN RET. OVER DIR. COSTS	73 FARMS LOWEST IN RET. OVER DIR. COSTS
1	ACRES	168.5	178.9	140.2
2	YIELD	138.0	154.7	127.8
3	VALUE PER PRODUCTION UNIT	1.72	1.74	1.69
4	CROP PRODUCT RETURN	\$ 237.35	269.23	216.05
5	OTHER CROP INCOME **	47.95	64.02	20.66
6	TOTAL CROP RETURN	\$ 285.30	333.25	236.71
7	DIRECT COSTS			
8	FERTILIZER	\$ 35.54	34.56	35.41
9	CHEMICALS	22.52	22.22	22.77
10	SEED	21.39	21.65	20.75
10A	CROP DRYING	14.30	12.52	20.03
10B	OTHER EXPENSE	7.37	5.50	11.44
11	SPECIAL HIRED LABOR	.19	.54	.03
12	CUSTOM WORK HIRED	7.79	2.28	18.71
13	IRRIGATION OPERATION	.05		.29
14	TOTAL DIRECT COSTS	\$ 109.15	99.27	129.43
15	RETURN OVER DIRECT COSTS (6-14)	\$ 176.15	233.98	107.28
16	ALLOCATED COSTS (DIRECT & FIXED)			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 23.59	26.91	22.12
18	FARM POWER & MACHINERY-OPERATION	25.72	25.82	26.42
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	65.24	66.60	60.81
21	MISCELLANEOUS COSTS	.62	.56	
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	6.04	7.33	4.71
23	TOTAL ALLOCATED COSTS	\$ 121.21	127.22	114.06
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 54.94	106.76	(-6.78)
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27	POWER COST ALLOCATION FACTOR	1.01	.99	1.03
28	TOTAL LISTED COST PER UNIT OF PROD.	1.67	1.46	1.90
29	RETURN OVER LISTED COSTS PER UNIT	.40	.69	(-.05)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	133.93	130.17	144.08
30A	ESTIMATED TOTAL MACHINE COST/ACRE	60.55	61.58	65.73
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	230.36	226.49	243.49
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP. \$	6.15	5.55	6.38
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	-----	-----	-----
35	OTHER COSTS NOT LISTED	-----	-----	-----
36	TOTAL COSTS	-----	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD \$	1.93	2.09	1.88
40	QUANTITY SOLD (OPERATORS SHARE)	11136 BU	13526 BU	4945 BU

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

LINES 13, 17, 18 &amp; 22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

\*\*OTHER CROP INCOME MAY INCLUDE A PROPORTION OF DIVERTED ACRE INCOME

TABLE 10 - CROP DATA FOR SOYBEANS - 0291 - 1986

		AVERAGE OF 286 FARMS	57 FARMS HIGHEST IN OVER DIR. COSTS	57 FARMS LOWEST IN OVER DIR. COSTS
1	ACRES	119.9	135.3	68.6
2	YIELD	38.5	44.9	30.9
3	VALUE PER PRODUCTION UNIT	4.51	4.51	4.50
4	CROP PRODUCT RETURN	\$ 173.44	202.50	139.01
5	OTHER CROP INCOME	3.81	6.08	2.04
6	TOTAL CROP RETURN	\$ 177.25	208.58	141.05
7	DIRECT COSTS			
8	FERTILIZER	\$ 1.73	1.79	2.45
9	CHEMICALS	21.68	19.93	23.94
10	SEED	9.31	8.60	10.26
10A	CROP DRYING	.62	.31	.63
10B	OTHER EXPENSE	10.63	8.65	13.38
11	SPECIAL HIRED LABOR	.53	.58	.51
12	CUSTOM WORK HIRED	4.73	2.71	15.47
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 49.23	42.57	66.64
15	RETURN OVER DIRECT COSTS (6-14)	\$ 128.02	166.01	74.41
16	ALLOCATED COSTS (DIRECT & FIXED)			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 18.70	21.51	12.25
18	FARM POWER & MACHINERY-OPERATION	20.42	20.24	19.10
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	64.19	67.46	57.26
21	MISCELLANEOUS COSTS	.08		
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.72	5.06	3.68
23	TOTAL ALLOCATED COSTS	\$ 108.11	114.27	92.30
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 19.91	51.74	(-17.89)
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.45	.45	.45
27	POWER COST ALLOCATION FACTOR	1.00	1.00	1.03
28	TOTAL LISTED COST PER UNIT OF PROD.	4.09	3.49	5.15
29	RETURN OVER LISTED COSTS PER UNIT	.52	1.15	(-.58)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	34.89	34.78	35.32
30A	ESTIMATED TOTAL MACHINE COST/ACRE	46.99	48.62	45.35
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	157.34	156.84	158.94
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP. \$	5.00	8.19	5.26
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	-----	-----	-----
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	-----	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD \$	4.68	4.63	4.61
40	QUANTITY SOLD (OPERATORS SHARE)	3487 BU	4699 BU	1867 BU

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



TABLE 10 - CROP DATA FOR ALFALFA HAY - 0401 - 1986

		AVERAGE OF 248 FARMS	50 FARMS HIGHEST IN RETURN OVER DIR. COSTS	50 FARMS LOWEST IN RETURN OVER DIR. COSTS
1	ACRES	51.1	33.8	41.0
2	YIELD	4.3	5.4	2.7
3	VALUE PER PRODUCTION UNIT	41.74	43.40	39.68
4	CROP PRODUCT RETURN	\$ 179.48	236.34	107.41
5	OTHER CROP INCOME **	16.56	114.35	.17
6	TOTAL CROP RETURN	\$ 196.04	350.69	107.58
7	DIRECT COSTS			
8	FERTILIZER	\$ 9.65	10.30	8.07
9	CHEMICALS	.39	.71	.46
10	SEED	12.27	13.46	15.22
10A	CROP DRYING	.29	.12	.63
10B	OTHER EXPENSE	4.07	4.35	4.10
11	SPECIAL HIRED LABOR	.27	.33	.32
12	CUSTOM WORK HIRED	5.24	4.23	8.22
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 32.18	33.50	37.02
15	RETURN OVER DIRECT COSTS (6-14)	\$ 163.86	317.19	70.56
16	ALLOCATED COSTS (DIRECT & FIXED)			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 25.00	22.52	22.01
18	FARM POWER & MACHINERY-OPERATION	28.66	29.28	24.80
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	63.02	63.34	60.00
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	6.76	7.22	5.24
23	TOTAL ALLOCATED COSTS	\$ 123.44	122.36	112.05
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 40.42	194.83	(-41.49)
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COST ALLOCATION FACTOR	.98	1.02	.96
28	TOTAL LISTED COST PER UNIT OF PROD.	36.19	28.86	55.06
29	RETURN OVER LISTED COSTS PER UNIT	9.40	36.08	(-15.32)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	3.74	3.59	3.81
30A	ESTIMATED TOTAL MACHINE COST/ACRE	63.92	61.84	57.53
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	155.62	155.86	149.07
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP.	\$ 7.23	5.40	7.46
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	-----	-----	-----
35	OTHER COSTS NOT LISTED	-----	-----	-----
36	TOTAL COSTS	-----	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 42.71	67.08	43.42
40	QUANTITY SOLD (OPERATORS SHARE)	7.1 TON	2.4 TON	8.1 TON

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

LINES 13, 17, 18 & 22 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMUAL

\*\*OTHER CROP INCOME MAY INCLUDE A PROPORTION OF DIVERTED ACRE INCOME

TABLE 10 - CROP DATA FOR CORN SILAGE - 0720 - 1986

		AVERAGE OF 145 FARMS	29 FARMS HIGHEST IN RETURN OVER DIR. COSTS	29 FARMS LOWEST IN RETURN OVER DIR. COSTS
1	ACRES	18.8	20.9	18.1
2	YIELD	18.3	21.3	16.9
3	VALUE PER PRODUCTION UNIT	14.90	15.00	14.52
4	CROP PRODUCT RETURN	\$ 272.52	319.41	244.70
5	OTHER CROP INCOME **	24.57	59.14	7.35
6	TOTAL CROP RETURN	\$ 297.09	378.55	252.05
7	DIRECT COSTS			
8	FERTILIZER	\$ 32.18	26.84	33.59
9	CHEMICALS	20.74	20.53	19.89
10	SEED	20.32	19.57	20.11
10A	CROP DRYING	.37	.19	1.10
10B	OTHER EXPENSE	4.52	4.98	1.93
11	SPECIAL HIRED LABOR	.11		.33
12	CUSTOM WORK HIRED	9.31	7.27	16.52
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 87.55	79.38	93.47
15	RETURN OVER DIRECT COSTS (6-14)	\$ 209.54	299.18	158.58
16	ALLOCATED COSTS (DIRECT & FIXED)			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 24.99	28.04	23.22
18	FARM POWER & MACHINERY-OPERATION	30.65	30.68	26.65
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	64.88	65.38	66.03
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	6.82	8.57	6.03
23	TOTAL ALLOCATED COSTS	\$ 127.34	132.67	121.93
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 87.20	166.51	36.65
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
28	TOTAL LISTED COST PER UNIT OF PROD.	11.74	9.96	12.78
29	RETURN OVER LISTED COSTS PER UNIT	4.49	7.82	2.18
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	14.42	14.14	14.83
30A	ESTIMATED TOTAL MACHINE COST/ACRE	68.67	72.14	66.92
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	214.89	212.05	215.40
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP.	\$ 7.37	5.46	7.79
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	-----	-----	-----
35	OTHER COSTS NOT LISTED	-----	-----	-----
36	TOTAL COSTS	-----	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ -----	-----	-----
40	QUANTITY SOLD (OPERATORS SHARE)	-----	-----	-----

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

\*\*OTHER CROP INCOME MAY INCLUDE A PROPORTION OF DIVERTED ACRE INCOME

TABLE 10 - CROP DATA FOR GRAIN SILAGE - 0750 - 1986

		AVERAGE OF 29 FARMS	14 FARMS HIGHEST IN RETURN OVER DIR. COSTS	14 FARMS LOWEST IN RETURN OVER DIR. COSTS
1	ACRES	28.4	30.0	27.7
2	YIELD	6.2	9.7	2.5
3	VALUE PER PRODUCTION UNIT	16.62	14.79	18.57
4	CROP PRODUCT RETURN	\$ 103.59	142.97	45.60
5	OTHER CROP INCOME **	36.23	71.10	
6	TOTAL CROP RETURN	\$ 139.82	214.07	45.60
7	DIRECT COSTS			
8	FERTILIZER	\$ 7.12	1.46	12.53
9	CHEMICALS	.43		.90
10	SEED	13.63	6.97	20.00
10A	CROP DRYING			
10B	OTHER EXPENSE	.25	.21	.32
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	1.69	.56	2.96
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 23.12	9.20	36.71
15	RETURN OVER DIRECT COSTS (6-14)	\$ 116.70	204.87	8.89
16	ALLOCATED COSTS (DIRECT & FIXED)			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 15.19	16.86	12.30
18	FARM POWER & MACHINERY-OPERATION	21.42	23.39	19.24
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	63.41	63.07	62.57
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.41	5.00	3.51
23	TOTAL ALLOCATED COSTS	\$ 104.43	108.32	97.62
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 12.27	96.55	(-88.73)
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COST ALLOCATION FACTOR	.97	.93	1.00
28	TOTAL LISTED COST PER UNIT OF PROD.	20.62	12.00	54.72
29	RETURN OVER LISTED COSTS PER UNIT	2.47	10.85	(-36.15)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	7.92	8.57	7.23
30A	ESTIMATED TOTAL MACHINE COST/ACRE	42.15	45.62	37.02
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	127.55	117.52	134.33
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP.	\$ 5.78	4.19	6.79
33A	BUILDINGS, FENCES & TILING COSTS			
34	INTEREST ALLOCATION	-----	-----	-----
35	OTHER COSTS NOT LISTED	-----	-----	-----
36	TOTAL COSTS	-----	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$		
40	QUANTITY SOLD (OPERATORS SHARE)			

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT

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

\*\*OTHER CROP INCOME MAY INCLUDE A PROPORTION OF DIVERTED ACRE INCOME

TABLE 10 - CROP DATA FOR LEGUME AND NON-TILL. PASTURE - 1986

		0810 LEGUME PASTURE AVERAGE OF 31 FARMS	0860 NON-TILL PASTURE AVERAGE OF 74 FARMS
1	ACRES	19.9	44.5
2	YIELD	46.03	18.67
3	VALUE PER PRODUCTION UNIT	1.00	.97
4	CROP PRODUCT RETURN	\$ 46.03	18.11
5	OTHER CROP INCOME		.02
6	TOTAL CROP RETURN	\$ 46.03	18.13
7	DIRECT COSTS		
8	FERTILIZER	\$ 6.39	.54
9	CHEMICALS	.41	.09
10	SEED	.72	.05
10A	CROP DRYING		
10B	OTHER EXPENSE	.05	.05
11	SPECIAL HIRED LABOR		
12	CUSTOM WORK HIRED	.57	.30
13	IRRIGATION OPERATION		
14	TOTAL DIRECT COSTS	\$ 8.14	1.03
15	RETURN OVER DIRECT COSTS (6-14)	\$ 37.89	17.10
16	ALLOCATED COSTS (DIRECT & FIXED)		
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 2.07	.43
18	FARM POWER & MACHINERY-OPERATION	2.20	.44
19	IRRIGATION EQUIPMENT-OWNERSHIP		
20	LAND COSTS	53.48	27.81
21	MISCELLANEOUS COSTS		
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	.53	.11
23	TOTAL ALLOCATED COSTS	\$ 58.28	28.79
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ (-20.39)	(-11.69)
25	SUPPLEMENTARY MANAGEMENT INFORMATION		
26	WORK UNITS ASSIGNED PER ACRE	.05	.01
27	POWER COST ALLOCATION FACTOR	.77	.88
28	TOTAL LISTED COST PER UNIT OF PROD.	1.41	1.54
29	RETURN OVER LISTED COSTS PER UNIT	(-.41)	(-.57)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	70.66	32.41
30A	ESTIMATED TOTAL MACHINE COST/ACRE	5.18	1.18
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	66.42	29.82
32	OTHER POSSIBLE COSTS NOT LISTED		
33	UTILITIES & OTHER GENERAL FARM EXP.	\$ .69	.12
33A	BUILDINGS, FENCES & TILING COSTS		
34	INTEREST ALLOCATION	-----	-----
35	OTHER COSTS NOT LISTED	-----	-----
36	TOTAL COSTS	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ -----	-----
40	QUANTITY SOLD (OPERATORS SHARE)	-----	-----

\*DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT  
 LINES 13,17,18 & 21 WERE ALLOCATED TO THIS CROP BY SPECIAL FORMULA

TABLE 10 - CROP DATA FOR SET ASIDE ACRES AND LAND RENTED OUT - 1986

		1994	1997
		SET ASIDE ACRES AVERAGE OF 296 FARMS	LAND RENTED AVERAGE OF 19 FARMS
1	ACRES	47.2	49.2
2	YIELD	287.78	57.2
3	VALUE PER PRODUCTION UNIT	1.00	1.00
4	CROP PRODUCT RETURN	\$ 287.78	57.17
5	OTHER CROP INCOME	37.69	5.85
6	TOTAL CROP RETURN	\$ 325.47	63.02
7	DIRECT COSTS		
8	FERTILIZER	\$ 1.37	
9	CHEMICALS	.89	.04
10	SEED	4.29	
10A	CROP DRYING		
10B	OTHER EXPENSE	.83	
11	SPECIAL HIRED LABOR	.08	
12	CUSTOM WORK HIRED	1.49	
13	IRRIGATION OPERATION		
14	TOTAL DIRECT COSTS	\$ 8.96	.04
15	RETURN OVER DIRECT COSTS (6-14)	\$ 316.51	62.98
16	ALLOCATED COSTS		
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 8.42	3.18
18	FARM POWER & MACHINERY-OPERATION	9.09	2.97
19	IRRIGATION EQUIPMENT-OWNERSHIP		
20	LAND COSTS	64.90	61.68
21	MISCELLANEOUS COSTS		
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	2.14	.79
23	TOTAL ALLOCATED COSTS	\$ 84.55	68.62
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 231.96	(-5.64)
25	SUPPLEMENTARY MANAGEMENT INFORMATION		
26	WORK UNITS ASSIGNED PER ACRE	.20	.05
27	POWER COST ALLOCATION FACTOR	.98	.89
28	TOTAL LISTED COST PER UNIT OF PROD.	.37	1.20
29	RETURN OVER LISTED COSTS PER UNIT	.91	(-.10)
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	83.49	68.66
30A	ESTIMATED TOTAL MACHINE COST/ACRE	20.64	6.94
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	93.51	68.66
32	OTHER POSSIBLE COSTS NOT LISTED		
33	UTILITIES & OTHER GENERAL FARM EXP.	\$ 2.26	.44
33A	BUILDINGS, FENCES & TILING COSTS		
34	INTEREST ALLOCATION	-----	-----
35	OTHER COSTS NOT LISTED	-----	-----
36	TOTAL COSTS	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ -----	-----
40	QUANTITY SOLD (OPERATORS SHARE)	-----	-----

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

### 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 16A 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 on the opposite page.

Enterprise Inflow:		<u>Weight</u>	<u>Value</u>
Beginning Inventory	699 head @ 122 lbs. each =	85,357 lbs.	\$ 34,723
Purchased	22 head @ 128 lbs. each =	2,822 lbs.	4,074
		<u>88,179 lbs.</u>	<u>\$ 38,797</u>
Enterprise Outflow:			
Ending Inventory	650 head @ 129 lbs. each =	83,850 lbs.	\$ 41,800
Hogs sold	1064 head @ 247 lbs. each =	262,808 lbs.	133,296
Hogs Butchered	3 head @ 220 lbs. each =	660 lbs.	330
	Total Production =	<u>347,318 lbs.</u>	<u>\$ 175,426</u>
	Minus inflow of Beg. Inv. & Purchases	<u>-88,179 lbs.</u>	<u>-38,797</u>
	Net Production =	<u>259,139 lbs.</u>	<u>\$ 136,629</u>

\$136,629 (net value) divided by 2591.39 cwts. (net lbs. prod.)  
 = \$52.72/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 off the farm. An average price is charged for each kind of farm grown feed. Farm grown feed prices are listed on Table 7.

Direct Cost items are relatively easy to identify and classify in the record book and are listed in each of the tables as costs 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 - HOGS, FARROW, FINISH, ALL FARMS 6470 - 1986

		AVERAGE OF 65 FARMS 259139	13 FARMS HIGH IN RETURN ABOVE FEED 275022	13 FARMS LOW IN RETURN ABOVE FEED 120306
1 POUNDS OF HOGS PRODUCED			PER HUNDRED WEIGHT	
2 NET VALUE PRODUCED - HOGS	\$	52.72	54.96	48.61
3 OTHER MISCELLANEOUS HOG INCOME				
4 TOTAL VALUE PRODUCED	\$	52.72	54.96	48.61
5 POUNDS OF FEED FED				
6 CORN		314.4	303.1	352.0
7 SMALL GRAIN		3.5	4.4	7.4
8 COMPLETE RATION		4.3	4.4	.8
9 PROTEIN, SALT & MINERAL & MILK		86.0	76.7	105.0
10 TOTAL CONCENTRATES		408.02	388.6	465.2
11 FORAGES		.1	.4	
12 FEED COSTS				
13 GRAINS		10.25	10.11	11.23
14 COMPLETE RATION		.62	.62	.13
15 PROTEIN, SALT & MINERAL & MILK		11.57	9.63	14.36
16 FORAGES			.01	
17 PASTURE				.01
18 TOTAL FEED COSTS	\$	22.44	20.35	25.73
19 RETURN OVER FEED COSTS	\$	30.28	34.61	22.88
20 OTHER DIRECT COSTS				
21 MISCELLANEOUS LIVESTOCK EXPENSE		.99	1.32	.74
22 VETERINARY EXPENSE		.98	.84	.42
23 CUSTOM HAULING, MRKTG, GRINDING, ETC.		.34	.27	.58
24 SPECIAL HIRED LABOR		.04	.06	.19
25 TOTAL OTHER DIRECT COSTS	\$	2.35	2.49	1.93
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$	27.93	32.12	20.95
27 ALLOCATED COSTS				
28 POWER & MACHINERY COSTS		1.16	1.22	1.06
29 LIVESTOCK EQUIPMENT COSTS		1.29	1.42	1.52
30 BUILDING & FENCES		2.57	2.25	2.20
31 TOTAL ALLOCATED COSTS	\$	5.02	4.89	4.78
32 RETURN OVER ALL LISTED COSTS	\$	22.91	27.23	16.17
33 SUPPLEMENTARY MANAGEMENT INFORMATION				
34 RETURN FOR \$100 FEED FED		234.96	270.07	188.91
35 PRICE RECEIVED PER CWT. ALL ANIMALS		50.72	51.04	48.49
36 PRICE RECEIVED PER CWT. SOLD MKT. ONLY		51.77	51.43	54.43
37 NUMBER OF LITTERS FARROWED		151	175	71
37A LITTERS/BEARING FEMALE/YEAR		1.9	1.7	1.7
38 NUMBER OF PIGS BORN PER LITTER		9.6	9.9	9.9
39 NUMBER OF PIGS WEANED PER LITTER		7.4	7.5	7.0
39A NUMBER OF PIGS PRODUCED/LITTER		7.0	7.3	6.4
40 PERCENT DEATH LOSS		17.3	17.9	22.8
41 AVERAGE WEIGHT OF ALL HOGS SOLD		247.6	235.3	248.8
42 AVERAGE WEIGHT OF MKT. HOGS SOLD		229.5	227.7	215.3
43 PRICE PER CWT. CONCENTRATE FED		5.50	5.23	5.53
44 PRICE PER CWT. PROTEIN, SALT & MINERAL		13.45	12.56	13.67
45 POUNDS OF PORK PURCHASED		2822	3666	1106
46 TTL LSTD COSTS PER CWT. PORK PROD.\$		29.81	27.73	32.44
47 UTILITIES & OTHER GENERAL FARM EXP. \$		1.68	1.41	1.60
48 INTEREST ALLOCATION		-----	-----	-----
49 OTHER COSTS NOT LISTED		-----	-----	-----
50 TOTAL COST		-----	-----	-----

TABLE 11A - HOGS, MIXED SYSTEMS - 6530 - 1986

	AVERAGE OF 42 FARMS	14 FARMS HIGH IN RETURN ABOVE FEED PER HUNDRED WEIGHT	14 FARMS LOW IN RETURN ABOVE FEED
1 POUNDS OF HOGS PRODUCED	172713	183420	171250
2 NET VALUE PRODUCED - HOGS	52.76	59.02	45.21
3 OTHER MISCELLANEOUS HOG INCOME \$	.02		
4 TOTAL VALUE PRODUCED	52.78	59.02	45.21
5 POUNDS OF FEED FED			
6 CORN	303.4	303.9	277.8
7 SMALL GRAIN	5.1	7.0	4.8
8 COMPLETE RATION	16.5	5.4	31.0
9 PROTEIN, SALT & MINERAL & MILK	78.6	77.5	74.5
10 TOTAL CONCENTRATES	403.6	393.8	388.1
11 FORAGES	1.8	.8	.5
12 FEED COST			
13 GRAINS	9.89	9.96	9.09
14 COMPLETE RATION	2.06	.66	4.07
15 PROTEIN, SALT & MINERAL & MILK	10.42	10.95	9.70
16 FORAGES	.05	.02	.02
17 PASTURE	.08		
18 TOTAL FEED COSTS	22.50	21.59	22.88
19 RETURN OVER FEED COSTS	30.28	37.43	22.33
20 OTHER DIRECT COSTS			
21 MISCELLANEOUS LIVESTOCK EXPENSE	1.13	1.27	.90
22 VETERINARY EXPENSE	1.08	1.31	.82
23 CUSTOM HAULING, GRINDING, MARKETING ETC.	.57	.17	.47
24 SPECIAL HIRED LABOR			
25 TOTAL OTHER DIRECT COSTS	2.78	2.75	2.19
26 RETURN OVER FEED & OTHER DIRECT COSTS	27.50	34.68	20.14
27 ALLOCATED COSTS			
28 POWER & MACHINERY COSTS	1.23	1.45	.90
29 LIVESTOCK EQUIPMENT COSTS	1.68	1.59	1.34
30 BUILDING & FENCES	2.94	3.43	2.26
31 TOTAL ALLOCATED COSTS	5.85	6.47	4.50
32 RETURN OVER ALL LISTED COSTS	21.65	28.21	15.64
33 SUPPLEMENTARY MANAGEMENT INFORMATION			
34 RETURN FOR \$100 FEED FED	234.57	273.36	197.60
35 PRICE RECEIVED PER CWT. ALL ANIMALS	51.96	55.16	48.03
36 PRICE RECEIVED PER CWT. SOLD MKT. ONLY	52.02	54.29	48.45
37 NUMBER OF LITTERS FARROWED	110	145	80
37A LITTERS/BEARING FEMALE/YEAR	1.6	2.0	1.7
38 NUMBER OF PIGS BORN PER LITTER	9.8	10.2	9.5
39 NUMBER OF PIGS WEANED PER LITTER	7.7	7.9	7.5
39A NUMBER PIGS PRODUCED/LITTER	7.2	7.6	7.0
40 PERCENT DEATH LOSS	16.4	18.3	14.0
41 AVERAGE WEIGHT OF ALL HOGS SOLD	200.2	172.4	237.6
42 AVERAGE WEIGHT OF MKT. HOGS SOLD	201.3	177.9	231.2
43 PRICE PER CWT. CONCENTRATE FED	5.54	5.48	5.89
44 PRICE PER CWT. PROTEIN, SALT & MINERAL	13.25	14.13	13.03
45 POUNDS OF PORK PURCHASED	9038	1950	10375
46 TOTAL LISTED COSTS PER CWT. PORK PRODUCED	31.13	30.81	29.57
47 UTILITIES & OTHER GENERAL FARM EXPENSE	1.39	.89	1.85
48 INTEREST ALLOCATION	-----	-----	-----
49 OTHER COSTS NOT LISTED	-----	-----	-----
50 TOTAL COST	-----	-----	-----



TABLE 11B - HOGS, FINISHING - 6490A - 1986

		AVERAGE OF 60 FARMS	12 FARMS HIGH IN RETURN ABOVE FEED	12 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF PIGS ON HAND	344.7	165.4	244.1
2	POUNDS OF HOGS PRODUCED	165380	92402	104081
3	NET VALUE PRODUCED - HOGS	\$ 40.63	PER HUNDRED WEIGHT	
4	OTHER MISCELLANEOUS HOG INCOME	(-.02)	44.95	37.23
5	TOTAL VALUE PRODUCED	\$ 40.61	44.95	37.28
6	POUNDS OF FEED FED			
7	CORN	291.3	313.5	312.3
8	SMALL GRAIN	2.6	2.9	8.4
9	COMPLETE RATION	12.2	1.4	23.6
10	PROTEIN, SALT & MINERAL & MILK	69.7	62.8	69.4
11	TOTAL CONCENTRATES	375.8	380.6	413.7
12	FORAGES	.6		5.0
13	FEED COSTS			
14	GRAINS	9.48	9.92	10.29
15	COMPLETE RATION	.85	.10	2.06
16	PROTEIN, SALT & MINERAL & MILK	9.72	8.26	11.76
17	FORAGES	.01		.10
18	PASTURE			
19	TOTAL FEED COSTS	\$ 20.06	18.28	24.21
20	RETURN OVER FEED COSTS	\$ 20.55	26.67	13.07
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXPENSE	.77	.90	.22
23	VETERINARY EXPENSE	.56	.53	.49
24	CUSTOM HAULING, GRINDING, MARKETING ETC.	.55	.39	.28
25	SPECIAL HIRED LABOR	.05	.19	
26	TOTAL OTHER DIRECT COSTS	\$ 1.93	2.01	.99
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 18.62	24.66	12.08
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	.95	1.73	.74
30	LIVESTOCK EQUIPMENT COSTS	1.13	1.99	1.23
31	BUILDING & FENCES	1.85	2.43	3.96
32	TOTAL ALLOCATED COSTS	\$ 3.93	6.15	5.93
33	RETURN OVER ALL LISTED COSTS	\$ 14.69	18.51	6.15
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	202.45	245.89	153.98
36	PRICE RECEIVED PER CWT.	52.38	52.78	50.25
37	AVERAGE WEIGHT OF PIGS SOLD	231.8	235.7	233.9
38	AVERAGE PRICE PAID PER PIG BOUGHT	48.34	45.81	51.36
39	AVERAGE WEIGHT PER PIG BOUGHT	48.7	49.1	51.9
40	NUMBER OF PIGS PURCHASED	789	449	513
41	NUMBER OF PIGS TRANSFERRED IN	149	4	104
42	AVERAGE WEIGHT OF PIGS TRANSFERRED IN	46.6	49.5	32.6
43	POUNDS OF PORK PURCHASED	38424	22037	26634
44	PERCENT DEATH LOSS	2.8	3.5	3.9
45	PRICE PER CWT. CONCENTRATE FED	5.34	4.80	5.83
46	PRICE PER CWT. PROTEIN, SALT & MIN FED	13.94	13.15	16.96
47	EFFECTIVE DAILY GAIN-LBS PER DAY PER PIG	1.31	1.53	1.17
48	TTL LISTED COST PER CWT. PORK PROD.\$	25.92	26.44	31.13
49	UTILITIES & OTHER GENERAL FARM EXP. \$	.69	.56	.63
50	INTEREST ALLOCATION	-----	-----	-----
51	OTHER COSTS NOT LISTED	-----	-----	-----
52	TOTAL COSTS	-----	-----	-----

TABLE 11C - HOGS, WEANING PIG PRODUCTION 6510 - 1986

		AVERAGE OF 22 FARMS	11 FARMS HIGH IN RETURN ABOVE FEED	11 FARMS LOW IN RETURN ABOVE FEED
1 AVERAGE NUMBER OF LITTERS FARROWED		175	221 PER LITTER	129
2 NET VALUE PRODUCED - HOGS	\$	429.77	458.27	380.95
3 OTHER MISCELLANEOUS WEANING PIGS INCOME		.31	.46	.07
4 TOTAL VALUE PRODUCED	\$	430.08	458.73	381.02
5 POUNDS OF FEED FED				
6 CORN		1266.5	1393.2	1049.5
7 SMALL GRAIN		69.2	60.3	84.5
8 COMPLETE RATION		304.8	125.7	611.7
9 PROTEIN, SALT & MINERAL & MILK		492.3	515.4	452.7
10 TOTAL CONCENTRATES		2132.8	2094.6	2198.4
11 FORAGES		3.7		10.1
12 FEED COSTS				
13 GRAINS		44.63	50.28	34.95
14 COMPLETE RATION		32.62	18.88	56.18
15 PROTEIN, SALT & MINERAL & MILK		73.85	74.51	72.71
16 FORAGES		.10		.28
17 PASTURE				
18 TOTAL FEED COSTS	\$	151.20	143.67	164.12
19 RETURN OVER FEED COSTS	\$	278.88	315.06	216.90
20 OTHER DIRECT COSTS				
21 MISCELLANEOUS LIVESTOCK EXPENSE		13.61	13.01	14.64
22 VETERINARY EXPENSE		20.87	23.37	16.59
23 CUSTOM HAULING, GRINDING, MARKETING ETC.		3.94	5.49	1.29
24 SPECIAL HIRED LABOR		3.97	3.99	3.93
25 TOTAL OTHER DIRECT COSTS	\$	42.39	45.86	36.45
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$	236.49	269.20	180.45
27 ALLOCATED COSTS				
28 POWER & MACHINERY COSTS		16.09	15.80	17.05
29 LIVESTOCK EQUIPMENT COSTS		23.54	25.13	21.88
30 BUILDING & FENCES		26.03	33.62	15.32
31 TOTAL ALLOCATED COST	\$	65.66	74.55	54.25
32 RETURN OVER ALL LISTED COSTS	\$	170.83	194.65	126.20
33 SUPPLEMENTARY MANAGEMENT INFORMATION				
34 RETURN FOR \$100 FEED FED		284.45	319.29	232.17
35 AVERAGE PRICE RECEIVED PER ANIMAL SOLD		55.07	56.54	52.59
36 AVERAGE PRICE PER PIG SOLD OR TRNFRD.		46.52	47.20	45.28
37 AVERAGE WEIGHT/PIG SOLD OR TRANSFERRED		47.7	50.1	43.4
38 NUMBER OF PIGS PRODUCED		1437	1843	1031
39 NUMBER OF PIGS BORN PER LITTER		10.3	10.3	10.3
40 NUMBER OF PIGS WEANED PER LITTER		8.4	8.5	8.3
40A LITTERS/BEARING/FEMALE/YEAR		1.4	1.9	.9
40B PIGS PRODUCED/SOW/YEAR		11.5	15.8	7.2
41 PERCENT DEATH LOSS		16.5	15.2	18.7
42 PRICE PER CWT. CONCENTRATE FED		7.08	6.86	7.45
43 PRICE PER CWT. PROTEIN, SALT & MIN FED		15.00	14.46	16.06
44 FEED & DIRECT COSTS/PIG PRODUCED		23.58	22.73	25.10
45 TOTAL LISTED COST/LITTER	\$	259.25	264.08	254.82
46 UTILITIES & OTHER GENERAL FARM EXPENSE		13.13	10.37	14.20
47 INTEREST ALLOCATION		-----	-----	-----
48 OTHER COSTS NOT LISTED		-----	-----	-----
49 TOTAL COSTS		-----	-----	-----

TABLE 12 - 6290A - DAIRY COWS - 1986

		AVERAGE OF 161 FARMS	32 FARMS HIGH IN RETURN ABOVE FEED PER COW	32 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF COWS	55.3	63.9	40.6
2	POUNDS OF MILK	15118	17463	12683
3	POUNDS OF BUTTERFAT	551.8	626.4	456.0
4	PERCENT OF BUTTERFAT IN MILK	3.7	3.6	3.6
5	VALUE OF PRODUCE			
6	DAIRY PRODUCTS SOLD	\$ 1806.62	2104.33	1483.00
7	DAIRY PRODUCTS USED IN HOME	4.86	5.45	4.78
8	MILK FED TO LIVESTOCK	12.22	10.36	13.13
9	NET CHANGES IN VALUE OF COWS	(-140.96)	(-130.23)	(-154.83)
10	OTHER MISCELLANEOUS DAIRY INCOME	1.12	4.77	.10
11	TOTAL VALUE PRODUCED	1683.86	1994.68	1346.18
12	POUNDS OF FEED FED	\$		
13	CORN	5335.8	5720.8	5120.1
14	SMALL GRAIN	272.0	226.3	354.8
15	COMPLETE RATION	164.5	186.5	256.9
16	PROTEIN, SALT & MINERAL	1108.4	1121.7	972.2
17	TOTAL CONCENTRATES	6880.7	7255.3	6704.0
18	LEGUME HAY	7038.8	6421.7	8200.6
19	OTHER HAY AND DRY ROUGHAGE	400.3	554.5	511.1
20	SILAGE	8050.4	7821.3	8658.0
20A	HAYLAGE	576.0	555.6	7.7
21	FEED COSTS			
22	GRAINS	180.45	191.82	182.14
23	COMPLETE RATION	7.31	14.30	7.96
24	PROTEIN/SALT/MINERAL	155.68	164.90	137.71
24A	COST/CWT FED OF PROTEIN SALT & MINERAL	( 14.05)	(14.70)	(14.17)
25	HAY, HAYLAGE & DRY ROUGHAGE	202.03	187.48	255.30
26	SILAGE	62.84	62.30	69.01
27	PASTURE	3.02	.39	6.67
28	TOTAL FEED COSTS	\$ 611.33	621.19	658.79
29	RETURN OVER FEED COST	\$ 1072.53	1373.49	687.39
30	OTHER DIRECT COSTS			
31	MISCELLANEOUS LIVESTOCK EXPENSE **	158.63	201.53	126.90
32	VETERINARY EXPENSE	45.08	57.87	31.53
33	CUSTOM HAULING, GRINDING, MARKETING ETC.	54.29	55.54	44.61
34	SPECIAL HIRED LABOR	.89	.52	2.12
35	TOTAL OTHER DIRECT COSTS	\$ 258.89	315.46	205.16
36	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 813.64	1058.03	482.23
37	ALLOCATED COSTS			
38	POWER & MACHINERY COSTS	65.93	65.29	62.54
39	LIVESTOCK EQUIPMENT COSTS	79.32	95.10	58.50
40	BUILDING & FENCES	100.38	113.48	94.29
41	TOTAL ALLOCATED COSTS	\$ 245.63	273.87	215.33
42	RETURN OVER ALL LISTED COSTS	\$ 568.01	784.16	266.90
43	SUPPLEMENTARY MANAGEMENT INFORMATION			
44	RETURN FOR \$100 FEED FED	275.44	321.11	204.34
45	FEED COST PER CWT. MILK	4.04	3.56	5.20
46	FEED COST PER POUND OF BUTTERFAT	1.11	.99	1.44
47	POUNDS OF MILK PER LB. OF CONCENTRATE	2.20	2.41	1.89
48	AVERAGE PRICE PER CWT. MILK SOLD	12.05	12.12	11.76
49	AVERAGE PRICE PER LB. OF BUTTERFAT	3.30	3.38	3.27
50	TOTAL LISTED COSTS PER CWT. MILK PRODUCED	7.38	6.93	8.51
51	DAIRY COW TURNOVER PERCENTAGE	36.2	39.1	36.9
52	TOTAL LISTED COSTS PER COW	\$ 1115.85	1210.52	1079.28
53	UTILITIES & OTHER GENERAL FARM EXPENSES	87.83	78.88	90.86
54	INTEREST ALLOCATION			
55	OTHER COSTS NOT LISTED			
56	TOTAL COST			

\*\* GOVERNMENT CHECK-OFF EXPENSE INCLUDED IN THIS FIGURE FOR 1986

TABLE 13 - 6310A - OTHER DAIRY REPLACEMENTS - 1986

		AVERAGE OF 64 FARMS	13 FARMS HIGH IN RETURN ABOVE FEED PER HEAD	13 FARMS LOW IN RETURN ABOVE FEED
1	NUMBER OF HEADS	68.2	64.3	59.9
2	NET VALUE PRODUCED	\$ 312.20	441.57	194.39
3	OTHER MISCELLANEOUS INCOME			
4	TOTAL INCOME	\$ 312.20	441.57	194.39
5	POUNDS OF FEED FED			
6	CORN	960.2	668.5	1362.9
7	SMALL GRAIN	159.2	173.4	197.7
8	COMPLETE RATION	81.5	170.4	22.9
9	PROTEIN, SALT & MINERAL	184.9	197.3	173.9
10	HAY & DRY ROUGHAGE	3194.6	2370.6	4725.6
11	SILAGE	5186.2	5719.6	5837.2
11A	HAYLAGE	34.6	6.0	
12	MILK	100.4	16.8	176.1
13	FEED COSTS			
14	GRAINS	36.22	28.07	52.09
15	COMPLETE RATION	5.25	9.25	5.29
16	PROTEIN/SALT/MINERAL	28.24	26.69	32.30
17	HAY, HAYLAGE & DRY ROUGHAGE	80.15	56.86	128.91
18	SILAGE	39.15	41.82	44.32
19	MILK	11.89	4.53	22.00
20	PASTURE	1.51	.98	1.30
21	TOTAL FEED COSTS	\$ 202.41	168.20	286.21
22	RETURN OVER FEED COST	\$ 109.79	273.37	(-91.82)
23	OTHER DIRECT COSTS			
24	MISCELLANEOUS LIVESTOCK EXPENSE	16.80	19.00	16.26
25	VETERINARY EXPENSE	7.14	9.97	8.10
26	CUSTOM HAULING, GRINDING, MARKETING. ETC.	4.79	5.49	6.11
27	SPECIAL HIRED LABOR	.10		
28	TOTAL OTHER DIRECT COSTS	\$ 28.83	34.46	30.47
29	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 80.96	238.91	(-122.29)
30	ALLOCATED COSTS			
31	POWER & MACHINERY COSTS	12.16	10.48	15.45
32	LIVESTOCK EQUIPMENT COSTS	15.91	13.16	13.23
33	BUILDING & FENCES	19.85	15.45	15.75
34	TOTAL ALLOCATED COSTS	\$ 47.92	39.09	44.43
35	RETURN OVER ALL LISTED COSTS	\$ 33.04	199.82	(-166.72)
36	SUPPLEMENTARY MANAGEMENT INFORMATION			
37	RETURN FOR \$100 FEED FED	154.25	262.53	67.92
38	PERCENT DEATH LOSS-TOTAL	7.6	8.6	6.3
39	PERCENT CALF DEATH LOSS	14.5	14.9	14.6
40	TOTAL LISTED COSTS PER HEAD	\$ 279.16	241.75	361.11
41	UTILITIES & OTHER GENERAL FARM EXP.	\$ 16.80	12.79	20.50
42	INTEREST ALLOCATION	-----	-----	-----
43	OTHER COSTS NOT LISTED			
44	TOTAL COSTS	-----	-----	-----

TABLE 13 6318A OTHER DAIRY, REPL./FEEDER STOCK TOTAL - 1986

	AVERAGE OF 99 FARMS	20 FARMS HIGH IN RETURN ABOVE FEED	20 FARMS LOW IN RETURN FEED
1 NUMBER OF HEAD	69.0	53.1	70.4
2 NET VALUE PRODUCED	308.57	442.11	185.33
3 OTHER MISCELLANEOUS INCOME			
4 TOTAL INCOME	308.57	442.11	185.33
5 POUNDS OF FEED FED			
6 CORN	898.1	1039.4	1001.0
7 SMALL GRAIN	220.6	173.6	195.3
8 COMPLETE RATION	33.9	5.1	40.6
9 PROTEIN, SALT & MINERALS	334.6	283.6	208.5
10 HAY & DRY ROUGHAGE	2597.9	1573.1	3419.2
11 SILAGE	4957.2	4163.8	5629.7
11A HAYLAGE	61.6	193.0	15.6
12 MILK	56.2	5.6	88.8
13 FEED COSTS			
14 GRAINS	35.30	30.89	38.62
15 COMPLETE RATION	3.10	.53	3.21
16 PROTEIN, SALT & MINERALS	31.00	43.80	28.68
17 HAY/HAYLAGE & DRY ROUGHAGE	67.28	41.94	84.01
18 SILAGE	37.75	27.51	45.61
19 MILK	8.35	5.44	14.67
20 PASTURE	2.64	4.44	3.15
21 TOTAL FEED COSTS	185.42	154.55	217.95
22 RETURN OVER FEED COSTS	123.15	287.56	(-32.62)
23 OTHER DIRECT COSTS			
24 MISCELLANEOUS EXPENSE	10.80	13.77	13.58
25 VETERINARY EXPENSE	7.03	10.04	4.19
26 CUSTOM HAULING, GRINDING, MARKET. ETC	3.03	3.56	3.95
27 SPECIAL HIRED LABOR	.32		
28 TOTAL OTHER DIRECT COSTS	21.18	27.37	21.72
29 RETURN OVER FEED & OTHER DIRECT COSTS	101.97	260.19	(-54.34)
30 ALLOCATED COSTS			
31 POWER & MACHINERY COSTS	11.11	10.30	9.71
32 LIVESTOCK EQUIPMENT COSTS	11.96	16.49	13.25
33 BUILDING & FENCES	14.97	16.76	16.90
34 TOTAL ALLOCATED COSTS	38.04	43.55	39.86
35 RETURN OVER ALL LISTED COSTS	63.93	216.64	(-94.20)
36 SUPPLEMENTARY MANAGEMENT INFORMATION			
37 RETURN FOR \$100 FEED FED	166.41	286.05	85.03
38 PERCENT DEATH LOSS - TOTAL	8.5	6.5	9.0
39 PERCENT CALF DEATH LOSS	17.5	13.0	19.3
40 TOTAL LISTED COSTS PER HEAD	244.64	225.47	279.53
41 UTILITIES/OTHER GEN FARM EXPENSE	14.16	10.09	17.19
42 INTEREST ALLOCATION	-----	-----	-----
43 OTHER COSTS NOT LISTED	-----	-----	-----
44 TOTAL COSTS	-----	-----	-----

TABLE 14 - ALL DAIRY &amp; REPLACEMENTS - 1986

		AVERAGE OF 165 FARMS	33 FARMS HIGH IN RETURN ABOVE FEED	33 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF COWS	56.7	61.8	55.1
		PER COW & REPLACEMENTS		
2	VALUE OF DAIRY PRODUCTS	\$ 1762.31	2097.46	1289.02
3	NET VALUE PRODUCED	224.55	326.59	90.42
4	MISCELLANEOUS DAIRY INCOME	6.30	28.71	.07
5	TOTAL VALUE PRODUCED	\$ 1993.16	2452.76	1379.51
6	POUNDS OF FEED FED			
7	GRAINS	6746.8	7066.3	5843.5
8	COMPLETE RATION	219.4	14.7	347.9
9	PROTEIN, SALT, MNRL., INCL. MILK EQUIV.	1413.5	1497.3	942.1
10	HAY & DRY ROUGHAGE	10525.0	9271.9	10688.8
11	SILAGE	13719.4	14188.5	10757.4
11A	HAYLAGE	609.3	1846.1	
12	FEED COSTS			
13	GRAINS	216.70	231.59	189.31
14	COMPLETE RATION	11.68	2.41	16.28
15	PROTEIN/SALT/MINERAL INCL. MILK	198.27	234.17	144.12
16	HAY, HAYLAGE & DRY ROUGHAGE	280.63	262.78	295.41
17	SILAGE	105.77	108.38	85.19
18	PASTURE COSTS	5.50	1.44	7.01
19	TOTAL FEED COSTS	\$ 818.55	840.77	737.32
20	RETURN OVER FEED COST	\$ 1174.61	1611.99	642.19
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXPENSE **	168.54	212.02	115.08
23	VETERINARY EXPENSE	51.94	66.38	33.18
24	CUSTOM HAULING, GRINDING, MARKET. ETC.	57.44	63.01	43.58
25	SPECIAL HIRED LABOR	1.13	1.73	1.32
26	TOTAL OTHER DIRECT COSTS	\$ 279.05	343.14	193.16
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 895.56	1268.85	449.03
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	79.20	73.60	79.63
30	LIVESTOCK EQUIPMENT COSTS	92.65	120.96	70.63
31	BUILDING & FENCES	117.12	129.94	92.95
32	TOTAL ALLOCATED COSTS	\$ 288.97	324.50	243.21
33	RETURN OVER ALL LISTED COSTS	\$ 606.59	944.35	205.82
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	\$ 243.50	291.72	187.10
36	TOTAL LISTED COSTS PER COW	\$ 1386.57	1508.41	1173.69
37	UTILITIES & OTHER GENERAL FARM EXP.	\$ 105.95	98.78	108.23
38	INTEREST ALLOCATION	-----	-----	-----
39	OTHER COSTS NOT LISTED	-----	-----	-----
40	TOTAL COST	-----	-----	-----

\*\* GOVERNMENT CHECK-OFF EXPENSE INCLUDED IN THIS FIGURE IN 1986

TABLE 15A - 6101 BEEF BREEDING - 1986

		AVERAGE OF 26 FARMS	13 FARMS HIGH IN RETURN ABOVE FEED	13 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF BEEF COWS	36.0	44.7	27.2
2	AVERAGE NUMBER OF OTHER BEEF ANML. & BULLS	27.8	41.2	14.4
3	POUNDS OF BEEF PRODUCED	21088	28937	13238
4	NET VALUE PRODUCED	\$ 363.39	PER COW 445.82	229.26
5	OTHER MISCELLANEOUS BEEF INCOME	.69	1.12	
6	TOTAL VALUE PRODUCED	\$ 364.08	446.94	229.26
7	POUNDS OF FEED FED			
8	GRAINS	638.6	660.6	604.8
9	PROTEIN, SALT & MINERAL	160.7	118.4	230.7
10	LEGUME HAY	3876.9	3174.7	5045.3
11	OTHER HAY & DRY ROUGHAGE	682.5	1020.1	130.1
12	SILAGE	3887.6	4940.3	2171.9
12A	HAYLAGE			
13	FEED COSTS			
14	GRAINS	21.25	22.28	19.60
15	PROTEIN/SALT/MINERAL	15.78	17.56	12.87
16	LEGUME HAY/HAYLAGE	99.94	80.29	132.61
17	OTHER HAY & DRY ROUGHAGE	9.39	13.91	1.95
18	SILAGE	29.06	36.89	16.29
19	PASTURE	36.00	34.21	39.04
20	TOTAL FEED COSTS	\$ 211.42	205.14	222.36
21	RETURN OVER FEED COST	\$ 152.66	241.80	6.90
22	OTHER DIRECT COSTS			
23	MISCELLANEOUS LIVESTOCK EXPENSE	29.36	32.82	23.75
24	VETERINARY EXPENSE	16.75	16.42	17.32
25	CUSTOM HAULING, GRINDING, MARKET. ETC.	4.25	5.82	1.69
26	SPECIAL HIRED LABOR	.06		.15
27	TOTAL OTHER DIRECT COSTS	\$ 50.42	55.06	42.91
28	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 102.24	186.74	(-36.01)
29	ALLOCATED COSTS			
30	POWER & MACHINERY COSTS	13.12	(-.44)	21.23
31	LIVESTOCK EQUIPMENT COSTS	19.17	12.15	22.81
32	BUILDING & FENCES	64.35	82.16	45.24
33	TOTAL ALLOCATED COSTS	\$ 96.64	93.87	89.28
34	RETURN OVER ALL LISTED COSTS	\$ 5.60	92.87	(-125.29)
35	SUPPLEMENTARY MANAGEMENT INFORMATION			
36	RETURN FOR \$100 FEED FED	172.21	217.86	103.11
37	PRICE PER CWT SOLD	51.59	57.06	37.81
38	PRICE PER CWT CALVES SOLD OR TRNFRD.	62.82	64.55	58.28
39	AVERAGE WEIGHT PER HEAD SOLD	871.8	821.1	1032.5
40	AVERAGE WEIGHT PER CALF SOLD OR TRNFRD.	576.7	626.3	505.8
41	PERCENT DEATH LOSS	3.1	3.1	2.9
42	PERCENT CALF CROP	97.4	98.0	96.6
42A	PERCENT CALF DEATH LOSS	5.7	6.8	7.7
43	TOTAL LISTED COSTS PER COW	\$ 358.48	354.07	354.55
44	UTILITIES & OTHER GENERAL FARM EXP. \$	16.07	7.89	25.92
45	INTEREST ALLOCATION	-----	-----	-----
46	OTHER COSTS NOT LISTED	-----	-----	-----
47	TOTAL COSTS	-----	-----	-----

TABLE 15B - BEEF FEEDERS ALL FARMS - 1986

		AVERAGE OF 57 FARMS	11 FARMS HIGH IN RETURN ABOVE FEED	11 FARMS LOW IN RETURN ABOVE FEED
1 AVERAGE NUMBER OF BEEF FEEDERS		56.8	46.3	52.9
2 POUNDS OF BEEF PRODUCED		38883	30127	37266
3 NET VALUE PRODUCED	\$	55.39	PER HUNDRED WEIGHT 66.64	44.96
4 OTHER MISCELLANEOUS BEEF INCOME				
5 TOTAL VALUE PRODUCED	\$	55.39	66.64	44.96
6 POUNDS OF FEED FED				
7 GRAINS		611.3	454.2	908.2
8 PROTEIN, SALT & MINERAL		39.1	48.3	35.9
9 LEGUME HAY		201.6	228.3	199.8
10 OTHER HAY & DRY ROUGHAGE		54.5	124.0	56.6
11 SILAGE		659.3	427.9	532.0
11A HAYLAGE		3.3		
12 FEED COSTS				
13 GRAINS		19.22	11.58	29.58
14 PROTEIN/SALT/MINERAL		5.21	4.06	4.59
15 LEGUME HAY/HAYLAGE		5.37	5.82	5.11
16 OTHER HAY & DRY ROUGHAGE		1.17	2.74	1.49
17 SILAGE		5.12	3.21	5.26
18 PASTURE		.11	.10	.10
19 TOTAL FEED COSTS	\$	36.20	27.51	46.13
20 RETURN OVER FEED COST	\$	19.19	39.13	(-1.17)
21 OTHER DIRECT COSTS				
22 MISCELLANEOUS LIVESTOCK EXPENSE		.90	.35	.68
23 VETERINARY EXPENSE		.82	.47	1.22
24 CUSTOM HAULING, GRINDING, MARKETING ETC.		1.24	1.62	.69
25 SPECIAL HIRED LABOR				
26 TOTAL OTHER DIRECT COSTS	\$	2.96	2.44	2.59
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$	16.23	36.69	(-3.76)
28 ALLOCATED COSTS				
29 POWER & MACHINERY COSTS		2.02	1.80	2.44
30 LIVESTOCK EQUIPMENT COSTS		2.30	2.48	4.03
31 BUILDING & FENCES		3.66	3.98	3.72
32 TOTAL ALLOCATED COSTS	\$	7.98	8.26	10.19
33 RETURN OVER ALL LISTED COSTS	\$	8.25	28.43	(-13.95)
34 SUPPLEMENTARY MANAGEMENT INFORMATION				
35 RETURN FOR \$100 FEED FED		153.00	242.23	97.46
36 PRICE PER CWT SOLD		54.48	57.41	50.91
37 AVERAGE WEIGHT PER HEAD SOLD		1135.4	1063.5	1264.1
38 PRICE PER CWT BOUGHT		54.85	57.05	50.88
39 AVERAGE WEIGHT/HEAD BOUGHT		613.0	491.6	748.9
40 NUMBER OF HEAD BOUGHT		45	22	33
41 PERCENT DEATH LOSS		1.6	2.2	.8
42 EFFECTIVE DAILY GAIN-LBS/HEAD/DAY		1.88	1.78	1.93
43 TOTAL LISTED COST PER CWT PRODUCED\$		47.14	38.21	58.91
44 UTILITIES & OTHER GENERAL FARM EXP. \$		9.74	5.67	13.18
45 INTEREST ALLOCATION		-----	-----	-----
46 OTHER COSTS NOT LISTED		-----	-----	-----
47 TOTAL COSTS		-----	-----	-----



TABLE 15B - BEEF FEEDERS - 1986

		6140 BEEF FEEDERS IN LOT UNDER 500 LBS AVERAGE OF 28 FARMS	6141 BEEF FEEDERS IN LOT BETWEEN 500-700 LBS AVERAGE OF 13 FARMS	6142 BEEF FEEDERS IN LOT OVER 700 LBS AVERAGE OF 10 FARMS
1	AVERAGE NUMBER OF BEEF FEEDERS	49.1	46.9	82.2
2	POUNDS OF BEEF PRODUCED	31,447	32,601	57,981
3	NET VALUE PRODUCED	\$ 56.84	PER HUNDRED WEIGHT 57.09	50.36
4	OTHER MISCELLANEOUS BEEF INCOME			
5	TOTAL VALUE PRODUCED	\$ 56.84	57.09	50.36
6	POUNDS OF FEED FED			
7	GRAINS	563.8	632.3	697.7
8	PROTEIN, SALT & MINERAL	39.7	31.1	48.7
9	LEGUME HAY	254.3	183.0	185.5
10	OTHER HAY & DRY ROUGHAGE	63.6	85.4	47.8
11	SILAGE	504.1	795.4	711.6
11A	HAYLAGE	1.2	14.6	
12	FEED COSTS			
13	GRAINS	19.10	20.32	22.42
14	PROTEIN/SALT/MINERAL	4.69	3.79	6.58
15	LEGUME HAY/HAYLAGE	6.84	5.08	4.74
16	OTHER HAY & DRY ROUGHAGE	1.18	2.17	1.09
17	SILAGE	3.78	5.97	5.11
18	PASTURE	.13	.10	.17
19	TOTAL FEED COSTS	\$ 35.72	37.43	40.11
20	RETURN OVER FEED COST	\$ 21.12	19.66	10.25
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXPENSE	1.03	1.29	.30
23	VETERINARY EXPENSE	.65	.69	1.28
24	CUSTOM HAULING, GRINDING, MARKETING ETC.	.96	1.64	1.57
25	SPECIAL HIRED LABOR			
26	TOTAL OTHER DIRECT COSTS	\$ 2.64	3.62	3.15
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 18.48	16.04	7.10
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	2.72	1.81	1.49
30	LIVESTOCK EQUIPMENT COSTS	3.62	2.11	1.82
31	BUILDING & FENCES	4.47	4.27	2.05
32	TOTAL ALLOCATED COSTS	\$ 10.81	8.19	5.36
33	RETURN OVER ALL LISTED COSTS	\$ 7.67	7.85	1.74
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	159.13	152.52	125.55
36	PRICE PER CWT SOLD	54.08	57.59	52.39
37	AVERAGE WEIGHT PER HEAD SOLD	1050.7	1112.6	1267.4
38	PRICE PER CWT BOUGHT	50.41	54.14	56.45
39	AVERAGE WEIGHT/HEAD BOUGHT	553.1	597.3	680.6
40	NUMBER OF HEAD BOUGHT	35	29	76
41	PERCENT DEATH LOSS	1.9		1.6
42	EFFECTIVE DAILY GAIN-LBS/HEAD/DAY	1.76	1.91	1.93
43	TOTAL LISTED COST PER CWT PRODUCED \$	49.17	49.24	48.62
44	UTILITIES & OTHER GENERAL FARM EXP. \$	1.50	1.39	1.39
45	INTEREST ALLOCATION	-----	-----	-----
46	OTHER COSTS NOT LISTED	-----	-----	-----
47	TOTAL COSTS	-----	-----	-----

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

			AVERAGE OF 10 FARMS
1	AVERAGE NUMBER OF EWES		44.6
2	POUNDS OF LAMB & MUTTON PRODUCED		6477
3	POUNDS OF WOOL PRODUCED		485
			PER EWE
4	VALUE OF PRODUCE		
5	WOOL		10.02
6	NET VALUE PRODUCED-ANIMALS	\$	87.35
7	OTHER MISCELLANEOUS SHEEP INCOME		.65
8	TOTAL VALUE PRODUCED	\$	98.02
9	POUNDS OF FEED FED		
10	GRAINS		631.7
11	PROTEIN, SALT & MINERAL		62.5
12	LEGUME HAY		951.6
13	OTHER HAY & DRY ROUGHAGE		34.1
14	SILAGE		
14A	HAYLAGE		
15	FEED COSTS		
16	GRAINS		28.27
17	PROTEIN/SALT/MINERAL		9.42
18	LEGUME HAY AND HAYLAGE		25.70
19	OTHER HAY & DRY ROUGHAGE		.76
20	SILAGE		
21	PASTURE		1.37
22	TOTAL FEED COSTS	\$	65.52
23	RETURN OVER FEED COST	\$	32.50
24	OTHER DIRECT COSTS		
25	MISCELLANEOUS LIVESTOCK EXPENSE		6.93
26	VETERINARY EXPENSE		5.02
27	CUSTOM HAULING, GRINDING, MARKETING ETC.		6.26
28	SPECIAL HIRED LABOR		.02
29	TOTAL OTHER DIRECT COSTS	\$	18.23
30	RETURN OVER FEED & OTHER DIRECT COST	\$	14.27
31	ALLOCATED COSTS		
32	POWER & MACHINERY COSTS		18.04
33	LIVESTOCK EQUIPMENT COSTS		13.50
34	BUILDING & FENCES		27.58
35	TOTAL ALLOCATED COSTS	\$	59.12
36	RETURN OVER ALL LISTED COSTS	\$	(-44.85)
37	SUPPLEMENTARY MANAGEMENT INFORMATION		
38	RETURN FOR \$100 FEED FED		149.62
39	PRICE PER CWT LAMB & MUTTON SOLD		63.64
40	PRICE PER CWT LAMB SOLD OR TRNSFRD.		69.47
41	AVG. WEIGHT/LAMBS SOLD OR TRNSFRD.		115.6
42	POUNDS OF WOOL PER SHEEP SHEARED		12.4
43	NUMBER OF EWES KEPT FOR LAMBING		41
44	PERCENT LAMB CROP		163.0
45	PERCENT DEATH LOSS		16.0
45A	PERCENT LAMB DEATH LOSS		21.4
46	TOTAL LISTED COST PER EWE	\$	142.87
47	UTILITIES & OTHER GENERAL FARM EXP.	\$	5.24
48	INTEREST ALLOCATION		-----
49	OTHER COSTS NOT LISTED		-----
50	TOTAL COSTS		-----

## SUMMARY OF SELECTED ITEMS OF INFORMATION BY YEARS

	1982	1983	1984	1985	1986
<u>TABLE 1</u>					
TILLABLE ACRE	336	349	365	395	424
TOTAL FARM CAPITAL BEG INVEN.	508,538	537,268	552,516	566,701	518,754
TOTAL FARM CAPITAL ENDING INV.	519,258	536,651	551,746	555,347	519,734
INCREASE IN INVENTORY	10,720	(-617)	(-770)	(-11354)	980
<u>TABLE 3</u>					
TOTAL RETURNS & NET INCREASES	112,226	120,364	110,297	117,134	134,472
% OF TOTAL RETURNS FROM FEED FED TO LIVESTOCK	53%	28%	40%	39%	49%
% OF TOTAL RETURNS FROM CROP, SEED & FEED	44%	68%	57%	57%	50%
% OF TOTAL RETURN FROM MISC.	3%	4%	3%	4%	1%
TOTAL EXP. & NET DECREASES	99,924	101,649	103,103	105,034	103,209
RETURN TO LABOR & MG	12,302	18,715	7,193	12,100	31,263
<u>TABLE 4</u>					
TOTAL HOUSEHOLD & PERSONAL	21,244	24,158	21,316	21,731	23,180
<u>TABLE 5</u>					
NET WORTH END OF YEAR	146,725	159,054	123,724	140,867	171,406
NET WORTH BEG OF YEAR	149,945	154,033	132,933	146,883	155,494
INCREASE IN NET WORTH	(-3,220)	5,050	(-8,209)	(-6,016)	15,912
<u>TABLE 6</u>					
RETURN TO CAP. & FAMILY LABOR	11,692	18,668	6,004	10,165	30,167
<u>DAIRY</u>					
AVERAGE NUMBER OF COWS	53.0	53.3	51.4	55.4	55.3
AVE LBS OF MILK PER COW LBS	13,574	14,106	13,994	14,695	15,118
AVE PRICE RECEIVED PER CWT \$	13.15	12.82	13.13	12.53	12.05
FEED COST PER COW \$	770.31	861.07	818.03	770.86	611.33
FEED COST PER CWT MILK \$	5.67	6.01	5.85	5.25	4.04
RETURN PER \$100 FEED FED	213.95	191.61	212.99	224.97	275.44
RETURN OVER ALL LISTED COSTS\$	434.17	313.76	395.60	479.88	568.01
<u>SWINE (COMPLETE HOGS)</u>					
LBS OF FEED PER CWT GAIN, LBS	431.9	409.6	401.8	403.8	408.2
FEED COST PER CWT GAIN \$	26.32	30.31	29.38	24.49	22.44
RETURN PER \$100 FEED FED \$	227.22	143.99	164.11	175.71	234.96
PRICE PER CWT OF FEED \$	6.08	7.38	7.30	6.06	5.50
PRICE RECEIVED PER CWT PORK \$	55.10	47.04	48.44	44.44	50.72
RETURN OVER ALL LISTED COSTS\$	24.48	4.78	10.59	10.95	22.91
<u>BEEF BREEDERS</u>					
AVERAGE NUMBER OF BEEF COWS	33.9	34.1	37.1	37.3	36.0
FEED COST PER COW \$	298.35	311.99	272.49	287.48	211.42
RETURN PER \$100 FEED FED \$	93.64	86.58	131.65	111.41	172.21
RETURN OVER ALL LISTED COSTS\$	(-163.18)	(-204.14)	(-42.11)	(-116.94)	5.60
<u>FEEDER CATTLE (ALL FARMS)</u>					
AVERAGE NO. BEEF FEEDERS	49.5	53.6	48.6	43.6	56.8
FEED COST PER 100 LBS GAIN \$	49.26	53.19	64.50	48.67	36.20
RETURN PER \$100 FEED FED \$	125.68	113.48	100.34	94.45	153.00
PRICE PER CWT SOLD \$	60.96	58.39	60.12	53.89	54.48
PRICE PER CWT BOUGHT \$	59.90	57.77	58.80	57.27	54.85
RETURN OVER ALL LISTED COSTS\$	(-4.73)	(-7.03)	(-13.44)	(-15.57)	8.25

<u>SHEEP FLOCK</u>		<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>
AVERAGE NUMBER OF HEAD		42.2	37.4	45.5	54.2	44.6
FEED COST PER EWE	\$	65.43	67.14	82.65	86.21	65.52
RETURN PER \$100 FEED FED	\$	111.01	86.14	102.63	110.66	149.62
PRICE PER CWT SOLD (LAMBS)	\$	53.75	52.96	65.19	69.22	69.47
PER CENT LAMB CROP %		145.7	--	154.2	154.9	163.0
RETURN OVER ALL LISTED COSTS	\$	(-33.47)	(-81.50)	(-66.42)	(-76.12)	(-44.85)
<u>WORK UNITS</u>						
CROPS W.U.		170.51	151.21	183.26	197.95	203.51
LIVESTOCK		359.76	352.52	356.56	365.61	371.98
OTHER WORK UNITS		13.05	12.45	16.77	21.53	23.72
TOTAL WORK UNITS		543.32	516.19	556.59	585.09	599.22
WORK UNITS PER WORKER		299	307	333	350	365
<u>EXPENSE PER WORK UNIT</u>						
TRACTOR & CROP MACH EXPENSE		38.10	37.98	35.13	35.05	33.25
ELECTRICITY (FARM SHARE)		5.45	5.77	5.40	5.58	5.56
AUTO & TRUCKS (FARM SHARE)		9.39	9.80	8.83	8.86	8.52
LIVESTOCK EQUIPMENT		8.50	9.15	8.79	8.19	7.65
BUILDINGS, FENCES & TILE		17.64	19.15	17.00	17.07	16.56
<u>TRACTOR, CROP MACHINERY EXPENSE</u>						
PER CROP ACRE		61.28	55.87	53.25	51.45	46.65
<u>YIELDS PER ACRE</u>						
OATS, BUSHEL		58.1	53.3	70.5	72.1	61.5
CORN FOR GRAIN, BUSHEL		112.0	100.9	122.7	117.9	138.0
CORN SILAGE, TONS		17.1	14.4	17.5	15.7	18.3
SOYBEANS, BUSHEL		34.2	35.2	34.3	30.9	38.5
ALFALFA HAY, TONS		3.7	3.7	4.1	3.8	4.3
<u>RETURN OVER LISTED COSTS PER ACRE</u>						
OATS		(-42.33)	(-41.68)	(-0.64)	(-25.37)	(-33.90)
CORN FOR GRAIN		(-47.82)	44.57	49.95	45.15	54.94
SOYBEANS		(-26.80)	86.39	2.71	(-31.98)	19.91
CORN SILAGE		144.70	62.82	96.26	45.78	87.20
ALFALFA HAY		87.87	90.59	68.29	104.40	40.42

### SETTING GOALS

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

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

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

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

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

WHAT DOES YOUR FAMILY WANT?Name Charles Thatcher Family Date 2-15-87

Address \_\_\_\_\_

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

	SHORT TERM GOALS	LONG TERM GOALS
--	---------------------	--------------------

FOR A PROFITABLE FARM BUSINESS:PRIORITY

- |   |   |   |
|---|---|---|
| 8 | Build a new farrowing barn  | X |
| 1 | Raise the production of the dairy herd by<br>500 lbs. milk per cow - cull cows not<br>producing 14,000 lbs. | X |
| 7 | Raise the production of the dairy herd from<br>13,500 lbs. to 15,000 lbs. per cow in<br>4 years             | X |
| 3 | Improve the number of pigs saved per litter<br>from 6.5 to 7.5.   | X |

FOR SATISFYING LIVING

- |    |                                  |   |
|----|----------------------------------|---|
| 2  | Put new carpeting in living room | X |
| 4  | Remodel kitchen & bathroom       | X |
| 12 | Build a new family room on house | X |
| 13 | Buy a piano                      | X |

FOR DEVELOPMENT OF FAMILY MEMBERS:

- |    |   |   |
|----|---|---|
| 11 | Provide opportunity for Jane to attend<br>college.                  | X |
| 10 | Provide money for family to take a<br>vacation together to England. | X |
| 9  | Provide money for Mary to attend<br>vocational school               | X |
| 5  | Provide money for John to go to leadership<br>camp                  | X |

FOR LONG-TERM FINANCIAL SECURITY:

- |   |                                    |   |
|---|------------------------------------|---|
| 6 | Improve net worth by 10% per year. | X |
|---|------------------------------------|---|

HOW MUCH MONEY DID THE AVERAGE FARMER SPEND, AND WITH WHOM DID HE SPEND IT?  
Summary by Years  
Austin Area

Information From Table 6B, Annual Farm Management Analysis Report

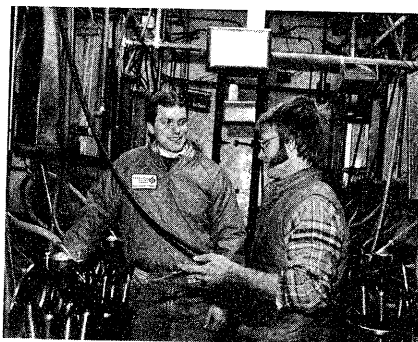
	<u>1978</u> 4	<u>1979</u> 4	<u>1980</u> 4	<u>1981</u> 4	<u>1982</u> 4	<u>1983</u> 4	<u>1984</u> 4	<u>1985</u> 4	<u>1986</u> 4
Family Size									
Farm Size (tillable acres)	296.6	309.4	309.7	320.9	336.1	349.1	365.1	395.0	423.5
To Other Farmers for Livestock and Custom Work	\$ 14,741	16,120	17,438	14,089	16,369	14,215	13,399	13,233	15,943
To the Agri-Business Community For Fertilizers, Chemicals, Seeds, Feeds, Repairs and Fuel, General Farm Expense	41,995	49,139	58,755	68,515	70,009	69,509	75,390	74,816	80,316
For Extra Labor	2,704	2,996	3,302	3,693	4,416	4,117	3,771	4,500	5,407
For Utilities (Electricity & Telephone)	1,501	1,818	2,356	2,593	3,092	3,216	3,171	3,437	3,563
Support of Local Government (Property Tax)	1,547	1,909	1,969	1,836	2,690	2,953	3,093	2,672	2,230
For Use of Other Peoples Capital (Interest and Cash Rent)	15,306	18,467	25,440	31,978	36,111	38,476	38,855	39,581	33,566
Farm Equipment Dealers (Power & Machinery)	16,561	20,459	16,692	15,584	11,910	12,671	10,385	8,853	10,809
Total Farm Operating Purchases	94,355	110,908	125,952	138,288	144,594	145,157	148,063	147,092	151,834
Real Estate Purchase & Improvement	18,584	38,033	22,975	19,808	12,324	12,885	9,169	5,672	7,947
Household & Personal <u>Expenses</u>	17,595	20,265	18,891	22,466	21,244	24,158	21,316	21,731	23,180
Total Money Spent in Community & Service Area by One Average Farmer	\$ 130,534	169,206	167,818	180,562	178,162	182,200	178,549	174,495	182,961

# Full Time Vo-Tech Training Programs For Farming and Agri-Business in Southeastern Minnesota

**Austin TI**  
507-433-0617

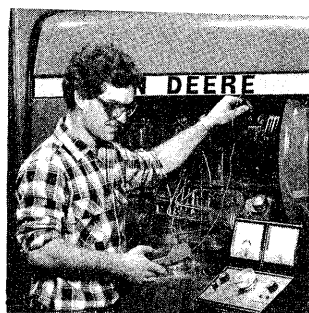
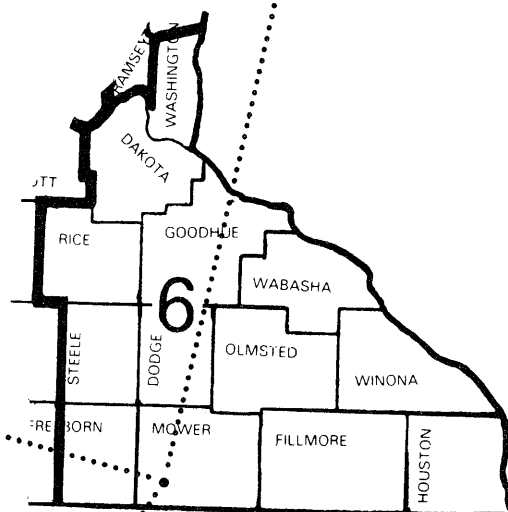
**Agri-Business**  
21 Months

Ron Van Nurden



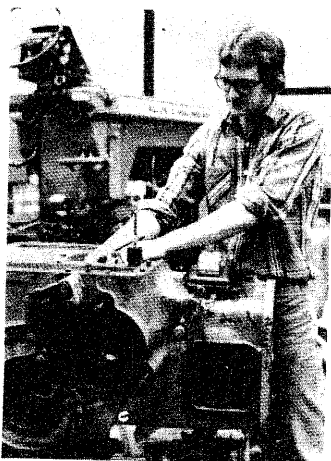
**Austin TI**  
507-433-0617  
**Farm Operation and Management**  
19 Months

Ron Van Nurden



**Austin TI**  
507-433-0640  
**Ag/Industrial Diesel Technicians**  
18 Months

Charles Uthke  
John Drees





# ADULT FARM BUSINESS MANAGEMENT PROGRAMS

## **FARIBAULT AVTI**

Instructors-  
Kenneth Stassen  
Doug Wertish

## **OWATONNA HIGH SCHOOL**

Instructor-  
Vic Richardson

## **BLOOMING PRAIRIE HIGH SCHOOL**

Instructors-  
Eugene Francis  
Howard Kittleson\*

## **HAYFIELD HIGH SCHOOL**

Instructors-  
Curtis Berg

## **ALBERT LEA AVTI**

Instructors-  
Norman Fredin  
Wayne Busch - Sheep Mgt.

## **AUSTIN TI**

Instructors-  
Ron Hayes  
Area Coordinator  
Don Walker

## **SOUTHLAND HIGH SCHOOL**

Instructors-  
Dwain Vangsness (Adams)  
Gary Thome (Adams)

## **LEROY OSTRANDER HIGH SCHOOL**

Instructor-  
Wayne Pike (Leroy)

## **SPRING VALLEY HIGH SCHOOL**

Instructor-  
William E. Johnson

## **WINONA AVTI**

Instructor -  
Hilbert Hoof

## **DAKOTA COUNTY AVTI**

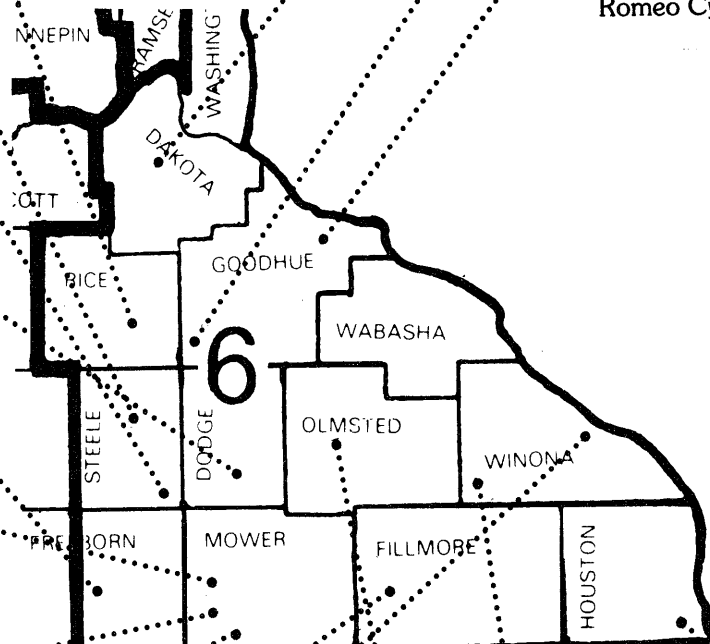
Instructor -  
Dean Lind

## **KENYON HIGH SCHOOL**

Instructor  
Jerry Bartel

## **RED WING AVTI**

Instructors -  
James Kelm  
Romeo Cyr



## **SPRING GROVE HIGH SCHOOL**

Instructor -  
Brad Harguth\*

## **LEWISTON HIGH SCHOOL**

Instructor -  
Loel Gorden

## **ROCHESTER AVTI**

Instructor -  
Frank Quam

*\*Part Time Adult Instructor*