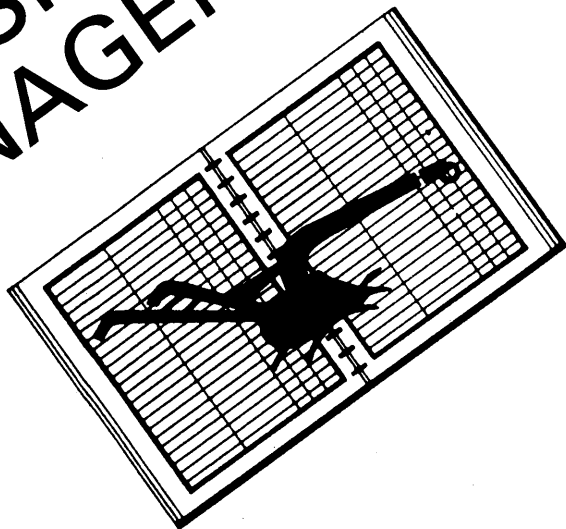


FARM BUSINESS MANAGEMENT



1987 Annual Report Southeastern Minnesota April, 1988

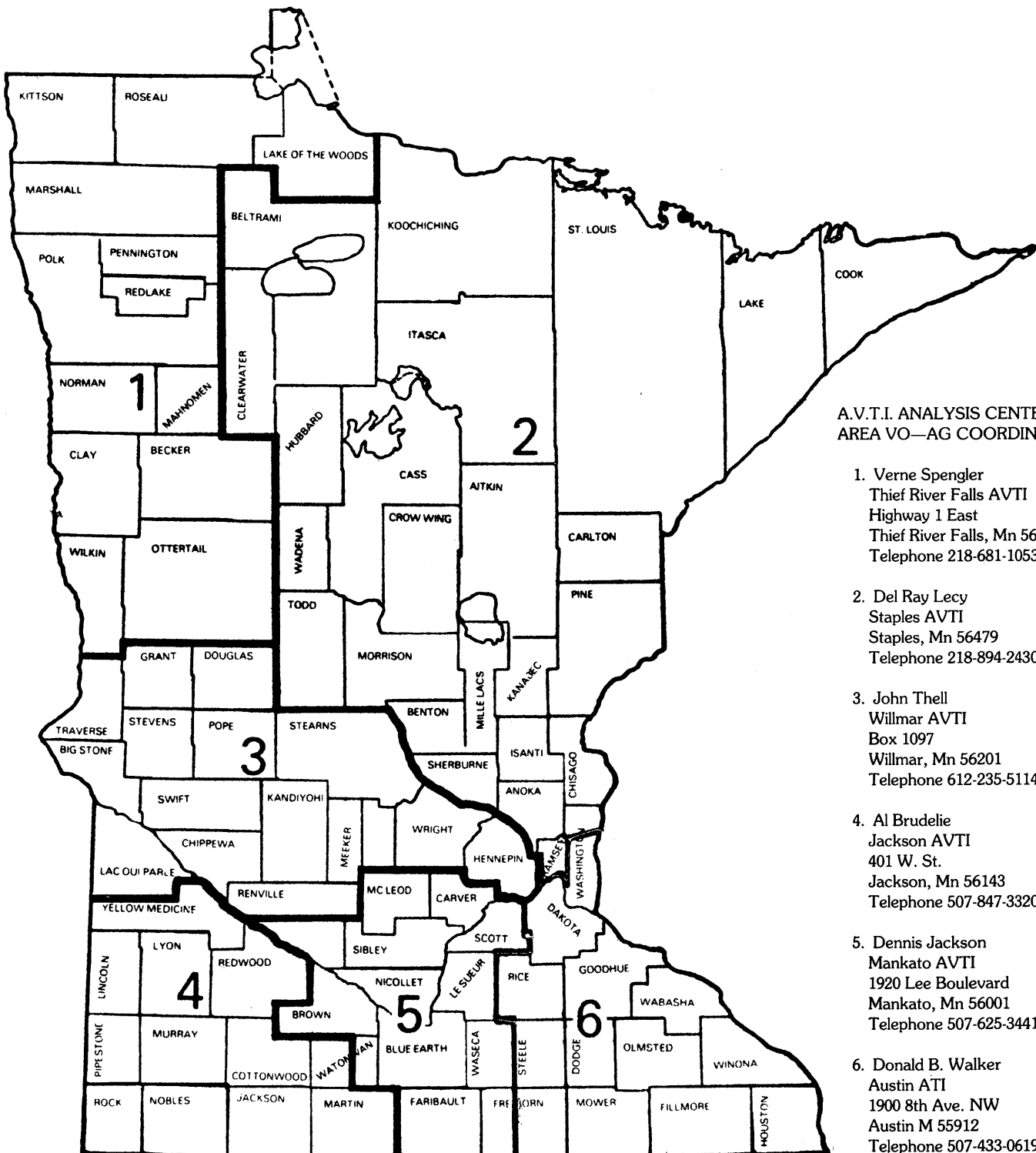
AN ADULT EDUCATIONAL PROGRAM

**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 Brudeli
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 507-433-0619

1987 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 1987. 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 TI	Norman Fredin	Lewiston H.S.	Loel Gorden
Austin TI	Ronald Hayes	Owatonna H.S.	Vic Richardson
Blooming Prairie HS	Gene Francis	Red Wing TI	James Kelm
	Howard Kittleson*	Red Wing TI	Romeo Cyr
Dakota County TI	Dean Lind	Rochester TI	Frank Quam
Faribault TI	Ken Stassen	Southland H.S.	Dwain Vangsness
	Doug Wertish		Gary Thome
Hayfield H.S.	Curtis Berg	Spring Grove H.S.	Brad Harguth*
		Spring Valley H.S.	William E. Johnson
Kenyon H. S.	Jerry Bartel	Winona TI	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 - 1987

ITEMS	AVERAGE OF 354 FARMS	70 HIGH		70 LOW	
		PROFIT FARMS		PROFIT FARMS	
1 SIZE OF FARM - TOTAL ACRES	428.6	744.4		282.4	
2 - TILLABLE ACRES	386.7	706.0		246.2	
3 WORK UNITS - CROPS	175.84	319.80		108.87	
4 - LIVESTOCK	369.15	509.51		198.32	
5 - OTHER	7.84	11.08		8.29	
6 TOTAL SIZE OF BUSINESS IN WORK UNITS	552.83	840.39		315.49	
7 NUMBER OF WORKERS	1.63	1.96		1.38	
8 FARM CAPITAL INVESTMENT PER WORKER \$	304448	\$ 448479		231831	
8A FARM CAPITAL INVESTMENT PER WORK UNIT	898	1046		1014	
9 PRODUCTIVE LIVESTOCK	JAN 1 DEC 31	JAN 1 DEC 31		JAN 1 DEC 31	
10 DAIRY COWS	21811 22687	19022 19716		11965 12588	
11 OTHER DAIRY CATTLE	12751 13934	13418 14773		7179 7798	
12 BEEF BREEDING CATTLE	1956 2527	1383 2279		1775 2430	
13 BEEF FEEDER CATTLE	4070 3673	8471 6843		2274 3172	
14 HOGS	22320 22005	53494 52280		7704 7986	
15 SHEEP (INCLUDING FEEDERS) & GOATS	134 173	34 35		283 326	
16 POULTRY - ALL TYPES	1 1	2 1		2 1	
17 OTHER LIVESTOCK	71 75	361 379			
18 TOTAL PRODUCTIVE LIVESTOCK \$	63115 65075	\$ 96185 96305		31181 34300	
19 CROP, SEED, FEED & SUPPLIES	49254 63737	85381 130601		31844 29925	
20 POWER, MACHINERY & EQUIPMENT					
21 AUTO & TRUCK (FARM SHARE)	3540 4417	5541 6806		2872 3174	
22 POWER & MACHINERY	32805 34388	48996 53195		24602 25624	
23 IRRIGATION EQUIPMENT	209 188			597 537	
24 CUSTOM WORK EQUIPMENT	454 599	799 1453		474 431	
25 LIVESTOCK EQUIPMENT	9460 9724	13161 13481		7574 7508	
26 TOTAL POWER, MACHINERY & EQUIPMENT \$	46468 49317	68497 74935		36118 37274	
27 LAND	261627 264145	495119 502480		179234 179658	
28 BUILDINGS-FENCES-ETC.	66330 63432	105832 102705		41574 38744	
29 TOTAL FARM CAPITAL \$	486795 505706	851014 907025		319952 319901	
30 INCREASE OR DECREASE IN TOTAL FARM CAPITALS	18911	\$ 56011		-51	

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1987

		AVERAGE OF 354 FARMS	70 MOST PROFITABLE	70 LEAST PROFITABLE
1	SALE OF LIVESTOCK & LIVESTOCK PRODUCTS	\$		
2	DAIRY COWS	4590	4226	2813
3	DAIRY PRODUCTS	50246	47423	27942
4	OTHER DAIRY CATTLE	4238	4144	1484
5	BEEF BREEDING CATTLE	747	329	704
6	BEEF FEEDER CATTLE	7436	15610	5995
7	HOGS COMPLETE & MIXED	37615	85880	9668
8	HOGS FINISHING	18479	58786	6913
9	HOGS PRODUCING WEANING PIGS	3429	2410	3760
10	SHEEP, GOATS & WOOL, FARM FLOCK	257	70	408
11	SHEEP & WOOL, FEEDER LAMBS			
12	CHICKENS (INCLUDING HENS & BROILERS)	11	1	2
13	TURKEYS			
14	EGGS	10	29	8
15	OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	374	1893	
16	OTHER MISCELLANEOUS LIVESTOCK INCOME	422	1739	2
17	TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 127854	222541	59698
18	SALE OF CROPS			
19	WHEAT	258	139	167
20	OTHER SMALL GRAINS	525	732	334
21	CORN	30925	60671	17687
22	SOYBEANS	16791	39745	7518
22A	SUNFLOWERS			
23	OTHER ROW CROPS	2041	3974	1283
24	LEGUMES & OTHER FORAGE	545	795	443
25	GRASS SEED	12		
26	FRUITS & NUTS			
27	VEG. ROADSIDE MARKET & SPEC.	151		
28	NURSERY, TIMBER & OTHER	215	237	498
29	SET ASIDE ACRES-GOV. PAYMENTS	24777	50692	14243
29A	PIK ACRES			
29B	SALE OF CROP & SUPPLIES PURCH. FOR RESALE	3044	6033	1343
30	TOTAL SALES FROM CROPS & SUPPLIES	\$ 79283*	163017*	43515*
31	CAPITAL ASSETS SOLD (AUTO/TRK/MACH.)	724	1018	305
31A	A. CAP. ASSETS SOLD (BLDGS & IMPVTS.)	818	782	234
31B	B. CAP. ASSETS SOLD (LAND)	655	1000	404
32	GAS TAX REFUND	13	2	11
33	INCOME FROM WORK OFF THE FARM	1733	2625	1651
34	CUSTOM WORK ENTERPRISE INCOME	650	1041	679
35	PATRONAGE REFUNDS	833	1315	420
36	MISCELLANEOUS FARM INCOME	5127	11129	3247
37	TOTAL FARM SALES	\$ 217690*	404472*	110164*
38	INCREASE IN FARM CAPITAL	18911	56011	0
39	FAMILY LIVING FROM THE FARM	506	676	359
40	TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 237107*	461159*	110523*

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 - 1987

ITEMS	AVERAGE OF 354 FARMS	70 MOST PROFITABLE	70 LEAST PROFITABLE
1 PURCHASE OF LIVESTOCK	\$		
2 DAIRY COWS	619	87	1254
3 OTHER DAIRY CATTLE	964	534	708
4 BEEF BREEDING CATTLE	259	355	244
5 BEEF FEEDER CATTLE	2511	5400	3682
6 HOGS COMPLETE & MIXED	1377	1586	748
7 HOGS FINISHING	6430	21273	1962
8 HOGS PRODUCING WEANING PIGS	274	92	313
9 SHEEP & GOATS	14		63
10 SHEEP & FEEDER LAMBS			
11 CHICKENS (INCLUDING HENS & BROILERS)	1		1
12 TURKEYS			
13 OTHER PRODUCTIVE LIVESTOCK	113	572	
14 MISCELLANEOUS LIVESTOCK EXPENSE	8572	11166	4574
14A PURCHASE OF CROPS & SUPPLIES FOR RESALE	12396	22245	5714
15 FEED BOUGHT	29712	58743	13167
16 FERTILIZER	8542	17167	5068
17 CHEMICALS	6247	14105	3418
18 OTHER CROP EXPENSE	9557	18395	6015
19 IRRIGATION OPERATION COSTS	6		13
20 CUSTOM WORK ENT. OP. COSTS, INC. LAB.	99	205	57
21 CUSTOM WORK HIRED	4604	6581	2799
22 REPAIR & UPKEEP OF LVSTK. EQUIPMENT	2568	3862	1249
23 REPAIR & UPKEEP OF FARM REAL ESTATE	2322	4075	1581
24 GAS (FS) DIESEL & LUBRICANTS	4527	7103	3261
25 REPAIR & OP. MACH. TRAC. TRK. & AUTO (FS)	7997	11789	6020
26 REPAIR & UPKEEP OF IRRIG. EQUIPMENT	1		3
27 REPAIR CUSTOM WORK ENTERPRISE	114	90	101
28 WAGES OF HIRED LABOR	5877	8777	3484
29 PERSONAL PROP. & REAL ESTATE TAXES	4420	8288	2469
30 GENERAL FARM EXPENSE	3122	4687	2191
31 TELEPHONE EXPENSE (FS)	473	553	411
32 ELECTRICITY EXPENSE (FS)	3276	4435	2038
33 TOTAL CASH OPERATING EXPENSE	\$ 126994	232168	72608
34 POW. CROP & GEN. MACH. BOUGHT (FS)	12904	21581	9864
35 IRRIGATION EQUIPMENT BOUGHT	1		3
36 CUSTOM WORK EQUIPMENT BOUGHT	288	810	
37 LIVESTOCK EQUIPMENT BOUGHT	2782	4077	1738
38 NEW REAL ESTATE BLDGS/IMPROVEMENTS	5612	9435	2539
38A NEW REAL ESTATE-LAND	3174	8361	828
39 TOTAL FARM PURCHASES (33) THRU (38A)	\$ 151756	276431	87580
40 DECREASE IN FARM CAPITAL			52
41 INTEREST ON FARM CAPITAL (7% OP. CHG.)	34738	61531	22395
42 UNPAID FAMILY LABOR	586	358	627
43 LABOR CHARGE FOR PARTNERS & OTHER OP.	477	767	90
44 BOARD FURNISHED HIRED LABOR	137	146	100
45 TOTAL FARM EXPENSE (39) THRU (44)	\$ 187694	339233	110844
46 RET. TO OP. LAB. & MGMT. SING. OP. (W.F.) \$ (2A/40)-(45)	49415	121925	-321
47 NUMBER OF OPERATORS	1	1	1
48 FULL TIME OPERATOR EQUIVALENTS	1.16	1.32	1.04
49 RET. TO OP. LAB. & MGMT/FULL TIME OPERATOR EQUIVALENTS (T2B L43+2B L46/T2B L48)	43010	92948	-222

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 - 1987

ITEMS		AVERAGE OF 354 FARMS	70 MOST PROFITABLE	70 LEAST PROFITABLE
1	RETURNS & NET INCREASES	\$		
2	PRODUCTIVE LIVESTOCK			
3	DAIRY COWS	48168	45186	26771
4	OTHER DAIRY CATTLE	12381	13370	5284
5	BEEF BREEDING CATTLE	1484	1361	1120
6	FEEDER CATTLE	4198	9167	3312
7	HOGS, COMPLETE & MIXED	36546	85440	8998
8	HOGS, FINISHING ENTERPRISE	10347	32430	4568
9	PRODUCING WEANING PIGS	4323	5228	4080
10	SHEEP & GOATS	366	74	397
11	SHEEP, FEEDER LAMBS			
12	CHICKENS (INCL. HENS & BROILERS)	21	32	10
13	TURKEYS			
14	OTHER PRODUCTIVE LIVESTOCK	265	1339	
15	TOTAL ALL PROD. LIVESTOCK	\$ 118098	193626	54539
16	LESS VALUE OF FEED FED TO LS	50837	79545	26789
17	RETURN OVER FEED FROM LIVESTOCK (15-16)	67260	114082	27750
18	CROP, SEED & FEED	87157	173149	39024
18A	CROPS & SUPPLIES PURCH. FOR RESALE	-9352	-16212	-4372
19	COOPERATIVE PATRONAGE REFUNDS	833	1315	420
20	MISC. FARM INCOME	5127	11129	3247
21	CUSTOM WORK ENTERPRISE	344	747	479
22	TOTAL RETURNS & NET INCREASES (17+18+18A+19+20+21)	\$ 151368	284210	66548
23	EXPENSES & NET DECREASES			
24	TRUCK & AUTO (FS)	\$ 5076	6885	3679
25	TRACTORS & CROP MACHINERY	19255	29383	14548
26	IRRIGATION EQUIPMENT	23		66
27	ELECTRICITY	3276	4435	2038
28	LIVESTOCK EQUIPMENT	5375	8740	3246
29	BUILDINGS, FENCES & TILING	10015	15855	6717
30	BARE LAND			
31	MISC. LIVESTOCK EXPENSE	8572	11166	4574
32	LABOR (PD., UNPD. & NET CSTM. LB. CHG)	7134	9995	4444
33	LABOR CHARGE FOR OTHER OP(S)	477	767	90
34	PROPERTY TAX	4420	8288	2469
35	GENERAL FARM EXPENSE	3122	4687	2191
35A	TELEPHONE EXPENSE	473	553	411
36	INTEREST ON FARM CAPITAL (7 PCT. CHG.)	34738	61531	22395
37	TOTAL EXPENSES & NET DECREASES	\$ 101954	162285	66870
38	RET. TO OPS. LABOR & MGMT.(SINGLE OPR)	\$ 49415	121925	-321
39	NUMBER OF FARM OPERATORS	1	1	1
40	FULL TIME OPERATOR EQUIVALENTS	1.16	1.32	1.04
41	RTRN. OPR. LBR. & MGMT/FULL TIME OPR.	43010	92948	-222

TABLE 4 - HOUSEHOLD EXPENSE - 1987 -AVERAGE FARMS

		AVERAGE PER OF 191 FARMS	ADULT EQUIV	38 HIGH PROFIT FARMS	PER ADULT EQUIV	38 LOW PROFIT FARMS	PER ADULT EQUIV
ITEMS							
1	NUMBER OF PERSONS - FAMILY	4		4		3	
2	NUMBER OF ADULT EQUIVALENT - FAMILY	3.1		3.5		2.7	
3	CHURCH & WELFARE	\$ 771	248.71	1491	426.00	475	175.93
4	MEDICAL CARE & HEALTH INSURANCE	2884	930.32	3017	862.00	2160	800.00
5	FOOD & MEALS BOUGHT	4017	1295.81	4831	1380.29	3001	1111.48
6	OPERATING EXPENSE & SUPPLIES	1911	616.45	2141	611.71	1659	614.44
7	FURNISHINGS & EQUIPMENT	1455	469.35	1964	561.14	1258	465.93
8	CLOTHING & CLOTHING MATERIALS	1173	378.39	1372	392.00	1085	401.85
9	PERSONAL CARE, PERSONAL SPENDING	1459	470.65	2778	793.71	1125	416.67
10	EDUCATION	366	118.06	994	284.00	192	71.11
11	RECREATION	1068	344.52	1785	510.00	738	273.33
12	GIFTS & SPECIAL EVENTS	897	289.35	1238	353.71	600	222.22
12A	PERSONAL INTEREST	120	38.71	85	24.29	36	13.33
13	PERSONAL SHARE TRUCK & AUTO EXPENSE	1043	336.45	1178	336.57	1068	395.56
14	OPERATOR SHARE UPKEEP ON DWELLING	443	142.90	710	202.86	302	111.85
14A	CASH RENT (PERSONAL)	61	19.68	43	12.29	103	38.15
15	PERSONAL SHARE TELEPHONE & ELECTRIC EXP.	849	273.87	903	258.00	671	248.52
15A	PERSONAL SHARE-GENERAL FARM EXPENSE	75	24.19	126	36.00	84	31.11
16	TOTAL CASH LIVING EXPENSE	\$18593	5997.74	24657	7044.86	14555	5390.74
17	PERSONAL SHARE NEW TRUCK & AUTO	1185	382.26	2454	701.14	1036	383.70
18	NEW DWELLING BOUGHT	577	186.13	969	276.86	281	104.07
19	TAXES & OTHER DEDUCTIONS	2855	920.97	5879	1679.71	1968	728.89
20	LIFE INSURANCE	1465	472.58	2741	783.14	841	311.48
21	TTL HOUSEHOLD & PRSNL (16 THRU (20)	\$ 24675	7959.68	36700	10485.71	18682	6919.26
22	TOTAL FAMILY LIVING FROM FARM(33)	471	151.94	540	154.29	433	160.37
23	TOTAL CASH/NON-CASH EXP(21)+(22)	\$25146	8111.61	37240	10640.00	19115	7079.63
23A	PAID ON PERSONAL DEBT	190	61.29	66	18.86	191	70.74
23B	SAVINGS & INVST. (EXCE THAN LIFE INS)	1213	391.29	3302	943.43	415	153.70
23C	TTL COST/NON-CASH FDS.FOR PSL/USE	26548		40608		19722	
FAMILY LIVING FROM THE FARM							
25		QTY.	OP.SHARE	QTY.	OP.SHARE	QTY.	OP.SHARE
26	MILK & CREAM (QUARTS)	416	116	361	109	418	119
27	BEEF & BUFFALO (POUNDS)	326	257	439	301	223	230
28	PORK (POUNDS)	194	72	405	119	101	39
29	LAMB, MUTTON, GOAT (POUNDS)	7	2			34	11
30	POULTRY, ALL FOWL (POUNDS)	1	1				
31	EGGS (DOZEN)	3	1	11	6		
32	VGTBL., FRUITS, SPUDS, OTHER PROD. & FUEL		21		5		36
33	TOTAL FAMILY LIVING FROM THE FARM	\$ 471			540		433

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 - 1987
FOR THOSE FARMS WITH A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES

ITEMS			AVERAGE OF		65 HIGH		65 LOW	
			325 FARMS		PROFIT FARMS		PROFIT FARMS	
			JAN 1	DEC 31	JAN 1	DEC 31	JAN 1	DEC 31
1	TOTAL PRODUCTIVE LIVESTOCK	\$	57998	59606	82491	82051	30192	32367
2	CROP, SEED & FEED		47092	60275	79156	117011	35857	34441
3	TOTAL POWER, MACH & EQUIP		44947	47505	66819	70128	36553	37035
4	LAND (ACRES OWNED) # (TILL) ##		112233	115515	183595	192291	87547	88003
5	BUILDINGS, FENCES, ETC.		59622	57362	90035	88043	37935	35170
6	TOTAL FARM CAPITAL	\$	321893	340263	502095	549524	228084	227016
7	NON-FARM ASSETS		17291	19248	24348	27140	12824	13158
7A	CASH ON HAND & IN BANK		7524	10658	13103	21218	4469	5126
7B	NON-FARM REAL ESTATE		1649	1883	3192	3642	2355	2369
8	DWELLING		20669	21397	26270	26623	17711	18113
9	TOTAL ASSETS	\$	369026	393448	569008	628147	265444	265781
10	REAL ESTATE MORTGAGES		129392	124720	199795	185947	82227	78443
11	CHattel MORTGAGES		72524	68073	97370	86064	43540	43470
12	NOTES		12198	12358	18379	19151	8904	10192
13	ACCOUNTS PAYABLE		3186	2988	1974	3278	3354	2229
14	TOTAL LIABILITIES	\$	217300	208139	317518	294440	138026	134334
15	FARMERS NET WORTH (9-14)	\$	151726	185309	251490	333707	127418	131447
16	GAIN (OR LOSS) IN NET WORTH	\$		33583		82217		4029
17	SUPPLEMENTARY MANAGEMENT INFORMATION							
18	RET. TO OPERATORS LABOR & MGMT. (6B/47)	\$	43907		103492		7829	
19	RET. TO CAPITAL & FAMILY LABOR (6B/48)		50381		115484		14227	
20	NON-FARM INCOME							
21	OUTSIDE INVESTMENT INCOME		976		1671		966	
22	OTHER PERSONAL INCOME & INC. TAX REFUND		8911		6078		11940	
22A	SALE OF PERS. SHARE-DWLG., AUTO & TRK		139		129			
23	TOTAL NON-FARM INCOME	\$	10026		7878		12907	
24	TTL FAM. FARM/NON-FARM INC. (19+23)	\$	60407		123362		27134	
25	TOTAL MONEY BORROWED (BUS. & PER)		58035		101171		35697	
26	TOTAL PAID ON DEBT (PRINC. & BUS. ONLY)		67152		124919		39156	
27	TOTAL CASH/NON-CASH EXPENSE (4/23C)		23504		35316		14737	
28	RATIO: TTL FARM EXP TO TTL REC. (O.S.)		0.804		0.750		0.930	
29	RATIO: TOTAL ASSETS TO TOTAL LIABILITIES		1.698	1.890	1.792	2.133	1.923	1.979
30	RATIO: NON-REAL ESTATE ASSETS/NON-REAL ESTATE LIABILITIES		1.989	2.365	2.259	2.927	2.149	2.185
31	RATIO: REAL ESTATE ASSETS TO LIABIL.		1.501	1.573	1.517	1.670	1.770	1.831
32	RATIO: NET WORTH TO TOTAL LIABILITIES		0.698	0.890	0.792	1.133	0.923	0.979
33	*RATIO: CASH OPERATING EXP. TO ADJUSTED TOTAL FARM SALES (Operators Share)			0.729		0.702		0.798
34	RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (Whole Farm)			0.487		0.529		0.372
35	RATIO: TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL (Operators Share)			0.683		0.789		0.492
36	INVENTORIED VALUE OF FARM/ACRE (LINE 4+5+8/ACRES OWNED)			937		987		951
37	INVENTORIED VALUE OF FARM /TILL. ACRE (LINE 4+5+8/ACRES TILLABLE)			1115		1137		1125
38	DEBT (ALL SOURCES) PER ACRE OWNED			1004		947		904
**ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS								
	# ACRES OWNED: TOTAL		207.3		310.9		148.6	
	## TILLABLE		174.2		269.9		125.6	

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 - 1987

		AVERAGE OF 354 FARMS	70 MOST PROFITABLE	70 LEAST PROFITABLE
1	SALE OF LIVESTOCK & LIVESTOCK PRODUCTS	\$		
2	DAIRY COWS	4344	4532	3393
3	DAIRY PRODUCTS	48444	52160	33682
4	OTHER DAIRY CATTLE	3936	3806	1920
5	BEEF BREEDING CATTLE	693	329	391
6	BEEF FEEDER CATTLE	6281	10656	2899
7	HOGS COMPLETE & MIXED	34592	78893	6928
8	HOGS FINISHING	16728	45269	3934
9	HOGS PRODUCING WEANING PIGS	3422	2410	1225
10	SHEEP, GOATS & WOOL, FARM FLOCK	257	43	435
11	SHEEP & WOOL, FEEDER LAMBS			
12	CHICKENS (INCLUDING HENS & BROILERS)	4	1	2
13	TURKEYS			
14	EGGS	10	29	8
15	OTHER PRODUCTIVE LIVESTOCK & PRODUCTS	374	1893	
16	OTHER MISCELLANEOUS LIVESTOCK INC.	386	1377	2
17	TOTAL SALES OF PRODUCTIVE LVSTK.	\$ 119470	201398	54819
18	SALE OF CROPS			
19	WHEAT	248	176	188
19A	DURAM			
20	OTHER SMALL GRAINS	493	658	314
21	CORN	29037	56911	17378
22	SOYBEANS	14670	31303	7114
23	OTHER ROW CROPS	1983	3704	773
24	LEGUMES & OTHER FORAGE	494	723	581
25	GRASS SEED	12		
26	FRUITS & NUTS			
27	VEG. ROADSIDE MARKET & SPEC.	151		
28	NURSERY, TIMBER & OTHER	202	172	712
29	SET ASIDE ACRES-GOV. PAYMENTS	23073	44820	13283
29A	PIK ACRES			
29B	SALE OF CROP & SUP. PURCH. FOR RESALE	3023	6033	929
30	TOTAL SALES FROM CROPS & SUPPLIES	\$ 73385	144500	41274
31	CAPITAL ASSETS SOLD (AUTO/TRK/MACH.)	658	586	199
31A	CAPITAL ASSETS SOLD (BLDGS. & IMPROV.)	456	497	220
31B	CAPITAL ASSETS SOLD (LAND)	24		
32	GAS TAX REFUND	13	5	7
33	INCOME FROM WORK OFF THE FARM	1703	2595	1673
34	CUSTOM WORK ENTERPRISE INCOME	588	418	689
35	PATRONAGE REFUNDS	823	1351	429
36	MISCELLANEOUS FARM INCOME	5008	10785	3084
37	TOTAL FARM SALES	\$ 202129	362134	102094
38	INCREASE IN FARM CAPITAL	18902	48455	8337
39	FAMILY LIVING FROM THE FARM	458	494	351
40	TOTAL FARM RECEIPTS (37)+(38)+(39)	\$ 221489	411083	110782
41	ADJUSTED TOTAL FARM SALES (37)-(31)	200992	361051	101675
42	TTL CASH FARM OPERATING EXP.	146809	253955	81263
43	NET CASH OPERATING INCOME (41-42)	\$ 54183	107096	20412

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1987

		AVERAGE OF 354 FARMS	70 MOST PROFITABLE	70 LEAST PROFITABLE
1	PURCHASE OF LIVESTOCK			
2	DAIRY COWS	567		1583
3	OTHER DAIRY CATTLE	799	236	485
4	BEEF BREEDING CATTLE	258	355	229
5	BEEF FEEDER CATTLE	1870	2586	1129
6	HOGS COMPLETE	1228	1262	720
7	HOGS FINISHING	5723	15833	1888
8	HOGS PRODUCING WEANING PIGS	274	92	152
9	SHEEP, FARM FLOCK	14		64
10	SHEEP & FEEDER LAMBS			
11	CHICKENS (INCLUDING HENS & BROILERS)	1		1
12	TURKEYS			
13	OTHER PRODUCTIVE LIVESTOCK	113	572	
14	MISCELLANEOUS LIVESTOCK EXPENSE	8173	11473	4374
14A	PURCHASE OF CROPS & SUPPLIES FOR RESALE	12088	21527	4750
15	FEED BOUGHT	27770	52925	11268
16	FERTILIZER	8030	15315	5040
17	CHEMICALS	5829	12376	3208
18	OTHER CROP EXPENSE	8887	16124	5780
19	IRRIGATION OPERATION COSTS	6		17
20	CUSTOM WORK ENT. OP. COSTS, INC. LAB.	84	50	16
21	CUSTOM WORK HIRED	4390	6056	2829
22	REPAIR & UPKEEP OF LVSTK. EQUIPMENT	2500	3801	1182
23	REPAIR & UPKEEP OF FARM REAL ESTATE	2200	3784	1308
24	GAS, DIESEL & LUBRICANTS BOUGHT (FS)	4369	6492	3133
25	REPAIR & OP. MACH. TRAC. TRK. & AUTO (FS)	7740	11221	5570
26	REPAIR & UPKEEP OF IRRIG. EQUIPMENT	1		
27	REPAIR CUSTOM WORK ENTERPRISE	109	34	21
28	WAGES OF HIRED LABOR	5793	8648	3241
29	PERSONAL PROP. & REAL ESTATE TAXES	2097	3511	1373
30	CASH RENT	12213	25688	7382
31	GENERAL FARM EXPENSES	3025	4718	1990
32	TELEPHONE EXPENSE (FS)	459	521	389
33	ELECTRICITY EXPENSE (FS)	3140	4290	1963
34	INTEREST ACTUALLY PAID	17059	24465	10174
35	TOTAL CASH OPERATING EXPENSE	\$ 146809	253955	81263
36	POWER CROP & GEN. MACH. BOUGHT (FS)	12178	18376	9823
37	IRRIGATION EQUIPMENT BOUGHT	1		3
38	CUSTOM WORK EQUIPMENT BOUGHT	211	24	
39	LIVESTOCK EQUIPMENT BOUGHT	2688	4337	1862
40	NEW REAL ESTATE & IMPROVEMENT	5498	9254	2643
40A	NEW REAL ESTATE - LAND	3089	7932	844
41	TOTAL FARM PURCHASES (35) THRU (40)	\$ 170473	293878	96438
42	DECREASE IN FARM CAPITAL			
43	INTEREST ON FARM CAPITAL (7% OP. CHG)	6116	12342	5755
44	UNPAID FAMILY LABOR	586	398	643
45	BOARD FURNISHED HIRED LABOR	132	137	117
46	TOTAL FARM EXPENSE (41) THRU (45)	\$ 177307	306755	102953
47	RETURN TO OP. LAB. & MGMT. (6A/40)-(46)	\$ 44182	104328	7829
48	RETURN TO CAPITAL & FAM. LAB. (47+44+43)	\$ 50885	117068	14227

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 1987 REPORT

FARM GROWN FEEDS	PASTURE PER HEAD PER MONTH
CORN 1.45	
OATS 1.45	
ALF. HAY 65.00	
CORN SIL. 15.00	
Cows	\$ 8.00
Young Cattle	5.00
Hogs	1.25
Pigs (under 6 months).625
Sheep.	1.836
Lambs.918

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/\$80	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 - 1987

		AVERAGE OF 354 FARMS	70 MOST PROFITABLE	70 LEAST PROFITABLE
1	RETURN TO OPERATORS LABOR & MANAGEMENT \$	49415	121925	-321
2	CROP YIELD INDEX	100.0	99.7	97.6
3	PERCENT ILLABLE LAND IN HIGH RET CROPS	84.7	87.8	81.3
4	GROSS RETURN PER TILLABLE ACRE EXC. PAST \$	235.63	227.49	193.09
5	RETURN PER \$100 FEED FED PROD. LVSTK INDEX	100.0	111.4	85.3
6*	LVSTK UNITS PER 100 ACRES*	34.19	30.36	24.52
7	SIZE OF BUSINESS IN WORK UNITS	552.83	840.39	315.49
8	WORK UNITS PER WORKER	339.16	428.77	228.62
9	POW., MACH., EQ., BLDG. EXP/WORK UNIT \$	103.71	84.00	187.59
10	FARM CAPITAL INVESTMENT/WORKER	304448	448479	231831
11	INDEX OF RETURN PER \$100 FEED FED			
12	6100A BEEF BREEDING CATTLE	100.0	118.2	56.7
13	6140A BEEF FEEDERS, FEEDLOT	100.0	105.4	111.8
14	6240 CHICKENS, LAYING FLOCK, COMMRL	100.0	93.6	
15	6260 CHICKENS, BROILERS	100.0		
18	6290A DAIRY COWS, COMMERCIAL, GEN.	100.0	113.4	96.4
20	6310A OTHER DAIRY, COMM., REPLACEMENT	100.0	129.4	62.7
21	6318A OTHER DAIRY, REPL. & FEED STOCK	100.0	110.8	83.0
22	6456 OTHER DAIRY GOATS	100.0		
23	6470A HOGS, FARROW, FINISH, GENERAL	100.0	104.1	73.3
24	6490A HOGS, FINISHING	100.0	106.1	83.9
25	6510A HOGS, WEANING PIG PRODUCTION	100.0	130.2	82.5
26	6530A HOGS, MIXED SYSTEMS	100.0	101.9	91.9
28	6670A SHEEP, FARM, COMMERCIAL	100.0	216.1	108.7
30	NUMBER OF ANIMAL UNITS	135.00	215.44	61.82
31	WORK UNITS			
32	CROPS	175.84	319.80	108.87
33	PRODUCTIVE LIVESTOCK	369.15	509.51	198.32
34	OTHER PRODUCTIVE WORK UNITS	7.84	11.08	8.29
35	EXPENSES PER WORK UNIT			
36	TRACTOR & CROP MACHINERY EXPENSE \$	46.47	37.80	90.49
37	FARM SHARE OF AUTO & TRUCK EXPENSE \$	12.24	8.86	22.78
38	FARM SHARE OF ELECTRIC EXPENSE \$	7.90	5.70	12.62
39	LIVESTOCK EQUIPMENT EXPENSE \$	12.96	11.24	20.10
40	BLDG., FENCE & TILING EXPENSE \$	24.14	20.40	41.59
40A	OTHER EXPENSE PER WORK UNIT (INC. CUSTOM ENT)			
40B	GENRL FRM TELE/OTHR UTILITIES \$ EXCEPT ELECT.	6.50	6.24	8.25
40C	HIRED LABOR \$	10.63	10.44	11.04
41**	TRACT. & CROP MACH. EXP/CROP ACRE** \$	49.79	41.62	59.09
42	FARM POWER & MACH. COST ALLOCATED TO LVSTK\$	4685.86	5267.11	3357.59
43	BLDG., FENCING & TILING COST ALLOCATED \$ TO CROPS BCAF (4)	3979.00	5887.00	3118.00

44 *ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY AND PASTURE

45 **ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY

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.

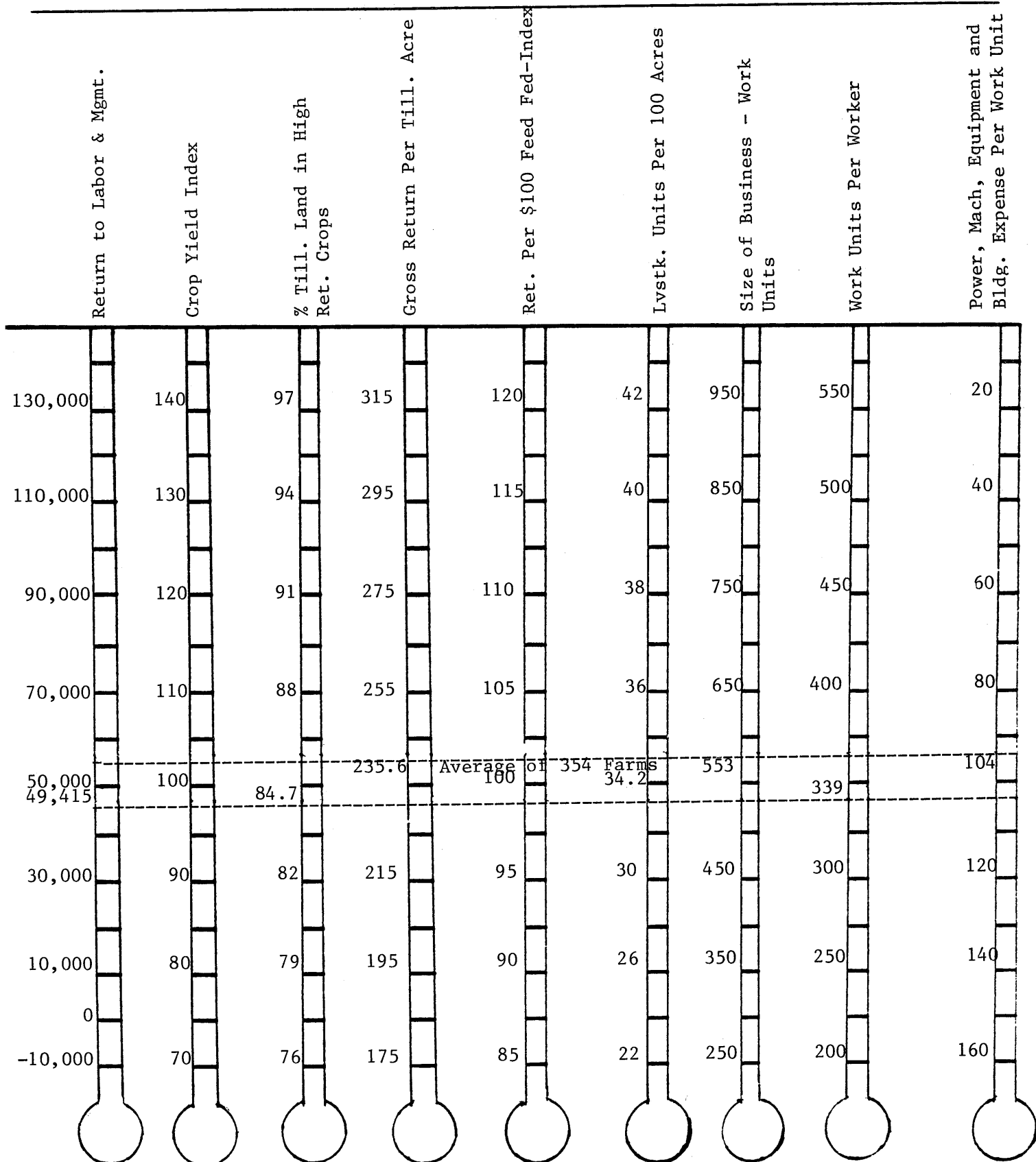


TABLE 9 - CROP ACRES - 1987

	AVERAGE OF 354 FARMS	70 MOST PROFITABLE	70 LEAST PROFITABLE
Total Small Grain & Canning Peas	23.1	31.3	16.6
Total Row Crop	238.2	493.2	140.3
Total Legumes, Including Seed	42.6	36.7	30.5
Total Other Hay	0.7	-	0.7
Total Silage & Fodder	11.5	14.6	5.7
Total Tillable Pasture	2.3	1.6	0.6
Total Grass Crops	0.1	-	-
Total Fallow & Idle Land	68.3	128.6	52.0
Total Tillable Land	386.7	706.0	246.2
Total Non-Tillable Hay/Pasture	8.1	3.6	5.9
Wild Hay Not Harvested (Non-Tillable)	0.5	0.2	1.4
Pasture Not Harvested	6.9	2.1	7.5
Timber Not Harvested	9.1	11.0	7.0
Roads & Waste	10.6	14.0	8.9
Farmstead	6.7	7.5	5.6
 TOTAL LAND NOT HARVESTED*	 33.8	 34.8	 30.4
TOTAL NON-TILLABLE LAND	41.9	38.4	36.2
TOTAL LAND IN FARM OR RANCH*	428.6	744.4	282.4

SUPPLEMENTARY MANAGEMENT INFORMATION

	AVERAGE OF 354 FARMS	70 MOST PROFITABLE FARMS	70 LEAST PROFITABLE FARMS
Percent Land Tillable	90.2	94.8	87.2
Percent Land in High Return Crops	84.7	87.8	81.3
*Fertilizer Cost per Acre	21.12	20.45	22.85
*Crop Chemicals per Acre	17.03	19.52	17.16
*Seed and Other Costs per Acre	25.79	26.96	24.40
*Gas, Diesel & Lubricants per Acre	14.36	12.34	16.89
*Repair and Maintenance Cost/Acre	25.30	20.57	31.08

*TILLABLE LAND (-) TILLABLE PASTURE, FALLOW & IDLE LAND

AVERAGE YIELDS (FROM TABLE 10)

CROP	NUMBER OF FARMS GROWING	CROPS RANK	AVERAGE YIELD ALL FARMS GROWING CROP	20% HIGH YIELD	20% LOW YIELD
Oats	190	D	58.1 BU	81.2 BU	32.3 BU
Wheat (Spring)	45	B	29.0 BU	---	---
Canning Corn	24	C	\$237	---	---
Canning Peas	38	A	\$185	---	---
Barley	20	D	46.6 BU	---	---
Corn, Grain	423	A	145.7 BU	164.4 BU	113.6 BU
Soybeans	315	A	46.2 BU	54.6 BU	33.4 BU
Alfalfa Hay	286	A	3.9 TON	5.6 TON	2.0 TON
Corn Silage	167	A	19.2 TON	25.5 TON	12.5 TON
Grain Silage	32	C	5.6 TON	9.9 TON	2.3 TON
Legume Pasture	36	B	\$63.30	---	---
Non Till Pasture	66	-	\$23.38	---	---
Set Aside Acres	354	B	\$200.00	---	---
Land Rented Out	23	D	\$ 67.00	---	---

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 - 1987

	AVERAGE OF 190 FARMS	38 FARMS HIGH IN RET.OVER DIR. COSTS	38 FARMS LOW IN RET. OVER DIR. COSTS
1 ACRES	24.3	23.3	22.1
2 YIELD	58.1	81.2	32.3
3 VALUE PER PRODUCTION UNIT	1.27	1.27	1.29
4 CROP PRODUCT RETURN	\$ 73.87	103.18	41.67
5 OTHER CROP INCOME **	29.26	33.95	22.44
6 TOTAL CROP RETURN	\$ 103.13	137.12	64.12
7 DIRECT COSTS			
8 FERTILIZER	\$ 3.79	2.58	2.71
9 CHEMICALS	0.33	0.43	
10 SEED	9.30	7.90	8.60
10A CROP DRYING			
10B OTHER EXPENSE	1.56	2.06	10.4
11 SPECIAL HIRED LABOR	0.04		
12 CUSTOM WORK HIRED	8.19	6.95	4.98
13 IRRIGATION OPERATION			
14 TOTAL DIRECT COSTS	\$ 23.21	19.91	17.33
15 RETURN OVER DIRECT COSTS (6-14)	\$ 79.92	117.21	46.79
16 ALLOCATED COSTS (DIRECT & FIXED)			
17 FARM POWER & MACHINERY-OWNERSHIP	\$ 13.37	14.12	14.12
18 FARM POWER & MACHINERY-OPERATION	16.46	17.68	16.61
19 IRRIGATION EQUIPMENT-OWNERSHIP			
20 LAND COSTS	63.58	68.41	63.48
21 MISCELLANEOUS COSTS	0.04	0.26	
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	3.95	5.19	3.35
23 TOTAL ALLOCATED COSTS	\$ 97.41	105.67	97.56
24 RETURN OVER ALL LISTED COSTS (6-31)	\$ -17.49	11.55	-50.77
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	0.30	0.30	0.30
27 POWER COST ALLOCATION FACTOR	1.00	1.01	1.00
28 TOTAL LISTED COST PER UNIT OF PROD.	2.07	1.55	3.56
29 RETURN OVER LISTED COSTS PER UNIT	-0.30	0.14	-1.57
30 BREAKEVEN YIELD/UNIT OF PRODUCTION	94.98	98.88	89.06
30A ESTIMATED TOTAL MACHINE COST/ACRE	39.25	41.64	37.39
31 TOTAL LISTED COSTS PER ACRE(14+23)	\$ 120.62	125.58	114.89
32 OTHER POSSIBLE COSTS NOT LISTED			
33 UTILITIES & OTHER GENERAL FARM EXP.	\$ 3.98	4.66	4.19
33A BUILDINGS, FENCES & TILING COSTS	6.18	10.47	7.13
34 INTEREST ALLOCATION	-----	-----	-----
35 OTHER COSTS NOT LISTED	-----	-----	-----
36 TOTAL COSTS	-----	-----	-----
39 AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 1.53	1.44	1.90
40 QUANTITY SOLD (OPERATORS SHARE)	462 BU	694 BU	160 BU

TABLE 10 - CROP DATA FOR BARLEY & WHEAT (SPRING) - 1987

	0055	0172
	BARLEY	WHEAT
	AVERAGE	AVERAGE
	OF 20	OF 45
	FARMS	FARMS
1 ACRES	23.2	19.5
2 YIELD	46.6	29.0
3 VALUE PER PRODUCTION UNIT	2.26	2.40
4 CROP PRODUCT RETURN	\$ 105.22	69.64
5 OTHER CROP INCOME **	48.06	27.03
6 TOTAL CROP RETURN	\$ 153.28	96.67
7 DIRECT COSTS		
8 FERTILIZER	\$ 3.92	15.64
9 CHEMICALS		1.90
10 SEED	4.70	12.41
10A CROP DRYING		0.67
10B OTHER EXPENSE	0.86	2.62
11 SPECIAL HIRED LABOR		0.05
12 CUSTOM WORK HIRED	4.22	6.97
13 IRRIGATION OPERATION		
14 TOTAL DIRECT COSTS	\$ 13.71	40.26
15 RETURN OVER DIRECT COSTS (6-14)	\$ 139.57	56.41
16 ALLOCATED COSTS (DIRECT & FIXED)		
17 FARM POWER & MACHINERY-OWNERSHIP	\$ 10.13	18.82
18 FARM POWER & MACHINERY-OPERATION	15.65	16.46
19 IRRIGATION EQUIPMENT-OWNERSHIP		
20 LAND COSTS	60.65	63.38
21 MISCELLANEOUS COSTS		0.26
22 *INTEREST ON MACH. & EQUIP. INVESTMENT	5.52	3.08
23 TOTAL ALLOCATED COSTS	\$ 91.94	102.00
24 RETURN OVER ALL LISTED COSTS (6-31)	\$ 47.63	-45.59
25 SUPPLEMENTARY MANAGEMENT INFORMATION		
26 WORK UNITS ASSIGNED PER ACRE	0.30	0.30
27 POWER COST ALLOCATION FACTOR	0.99	1.00
28 TOTAL LISTED COST PER UNIT OF PROD.	2.27	4.90
29 RETURN OVER LISTED COSTS PER UNIT	1.02	-1.57
30 BREAKEVEN YIELD/UNIT OF PRODUCTION	46.75	59.28
30A ESTIMATED TOTAL MACHINE COST/ACRE	34.11	43.01
31 TOTAL LISTED COSTS PER ACRE(14+23)\$	105.65	142.26
32 OTHER POSSIBLE COSTS NOT LISTED		
33 UTILITIES & OTHER GENERAL FARM EXP.	\$ 4.60	3.87
33A BUILDINGS, FENCES & TILING COSTS	14.75	8.76
34 INTEREST ALLOCATION	-----	-----
35 OTHER COSTS NOT LISTED	-----	-----
36 TOTAL COSTS	-----	-----
39 AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 1.85	2.63
40 QUANTITY SOLD (OPERATORS SHARE)	245 BU	644 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 - 1987

		0211	0340
		CANNING CORN	CANNING PEAS
		AVERAGE OF	AVERAGE OF
		24 FARMS	38 FARMS
1	ACRES	63.9	53.6
2	YIELD	236.7	185.1
3	VALUE PER PRODUCTION UNIT	1.00	1.00
4	CROP PRODUCT RETURN	\$ 236.7	185.07
5	OTHER CROP INCOME		1.01
6	TOTAL CROP RETURN	\$ 236.7	186.08
7	DIRECT COSTS		
8	FERTILIZER	\$ 31.11	14.10
9	CHEMICALS	22.30	4.72
10	SEED	4.18	3.66
10A	CROP DRYING		
10B	OTHER EXPENSE	3.71	3.64
11	SPECIAL HIRED LABOR		
12	CUSTOM WORK HIRED	9.75	3.23
13	IRRIGATION OPERATION		
14	TOTAL DIRECT COSTS	\$ 71.05	29.35
15	RETURN OVER DIRECT COSTS (6-14)	\$ 156.20	156.74
16	ALLOCATED COSTS (DIRECT & FIXED)		
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 28.95	21.74
18	FARM POWER & MACHINERY-OPERATION	25.65	17.89
19	IRRIGATION EQUIPMENT-OWNERSHIP		
20	LAND COSTS	66.34	60.17
21	MISCELLANEOUS COSTS		
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	5.48	4.83
23	TOTAL ALLOCATED COSTS	\$ 126.42	104.63
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 29.78	52.11
25	SUPPLEMENTARY MANAGEMENT INFORMATION		
26	WORK UNITS ASSIGNED PER ACRE	0.50	0.40
27	POWER COST ALLOCATION FACTOR	0.91	0.93
28	TOTAL LISTED COST PER UNIT OF PROD.	0.83	0.72
29	RETURN OVER LISTED COSTS PER UNIT	0.13	0.28
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	205.69	133.97
30A	ESTIMATED TOTAL MACHINE COST/ACRE	66.58	46.61
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	197.46	133.97
32	OTHER POSSIBLE COSTS NOT LISTED		
33	UTILITIES & OTHER GENERAL FARM EXP.	\$ 5.62	5.95
33A	BUILDINGS, FENCES & TILING COSTS	17.35	13.43
34	INTEREST ALLOCATION	-----	-----
35	OTHER COSTS NOT LISTED		
36	TOTAL COSTS	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ -----	-----
40	QUANTITY SOLD (OPERATORS SHARE)	-----	-----

TABLE 10 - CROP DATA FOR CORN, GRAIN - 0222 -1987

		AVERAGE OF 423 FARMS	84 FARMS HIGHEST IN RET. OVER DIR. COSTS	84 FARMS LOWEST IN RET. OVER DIR. COSTS
1	ACRES	127.3	154.8	77.4
2	YIELD	145.7	164.4	113.6
3	VALUE PER PRODUCTION UNIT	1.64	1.65	1.64
4	CROP PRODUCT RETURN	\$ 238.92	271.25	186.37
5	OTHER CROP INCOME **	75.14	68.37	71.67
6	TOTAL CROP RETURN	\$ 314.05	339.62	258.04
7	DIRECT COSTS			
8	FERTILIZER	\$ 34.04	34.90	31.06
9	CHEMICALS	21.74	22.72	21.25
10	SEED	21.12	21.22	20.40
10A	CROP DRYING	8.50	8.16	6.73
10B	OTHER EXPENSE	6.09	6.03	6.15
11	SPECIAL HIRED LABOR	0.10	0.09	0.03
12	CUSTOM WORK HIRED	6.19	5.87	6.12
13	IRRIGATION OPERATION	0.01		
14	TOTAL DIRECT COSTS	\$ 97.78	99.00	91.74
15	RETURN OVER DIRECT COSTS (6-14)	\$ 216.27	240.62	166.29
16	ALLOCATED COSTS (DIRECT & FIXED)			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 28.04	33.71	28.72
18	FARM POWER & MACHINERY-OPERATION	29.62	29.86	30.34
19	IRRIGATION EQUIPMENT-OWNERSHIP		0.01	
20	LAND COSTS	66.06	70.19	63.29
21	MISCELLANEOUS COSTS	0.46	0.17	0.96
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	6.71	7.34	6.38
23	TOTAL ALLOCATED COSTS	\$ 130.89	141.29	129.69
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 85.38	99.33	36.60
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.55	0.55	0.55
27	POWER COST ALLOCATION FACTOR	0.99	1.00	0.99
28	TOTAL LISTED COST PER UNIT OF PROD.	1.57	1.46	1.95
29	RETURN OVER LISTED COSTS PER UNIT	0.59	0.60	0.32
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	139.43	145.62	135.02
30A	ESTIMATED TOTAL MACHINE COST/ACRE	68.50	74.84	69.52
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	228.67	240.28	221.43
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP.	\$ 8.61	8.68	7.69
33A	BUILDINGS, FENCES & TILING COSTS	21.23	26.24	9.96
34	INTEREST ALLOCATION	-----	-----	-----
35	OTHER COSTS NOT LISTED	-----	-----	-----
36	TOTAL COSTS	-----	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ 1.87	2.14	1.77
40	QUANTITY SOLD (OPERATORS SHARE)	12149 BU	12047 BU	6079 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 SOYBEANS - 0291 - 1987

		AVERAGE OF 315 FARMS	63 FARMS HIGHEST IN OVER DIR. COSTS	63 FARMS LOWEST IN OVER DIR. COSTS
1	ACRES	105.9	88.6	58.5
2	YIELD	46.2	54.6	33.4
3	VALUE PER PRODUCTION UNIT	4.90	4.90	4.90
4	CROP PRODUCT RETURN	\$ 226.17	267.73	163.68
5	OTHER CROP INCOME	1.95	0.63	5.71
6	TOTAL CROP RETURN	\$ 228.11	268.36	169.38
7	DIRECT COSTS			
8	FERTILIZER	\$ 2.63	3.09	1.71
9	CHEMICALS	20.76	20.97	17.56
10	SEED	10.37	10.91	9.30
10A	CROP DRYING	0.10	0.10	0.09
10B	OTHER EXPENSE	10.17	12.01	9.30
11	SPECIAL HIRED LABOR	0.31	0.30	0.15
12	CUSTOM WORK HIRED	3.99	4.70	7.03
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 48.34	52.09	45.13
15	RETURN OVER DIRECT COSTS (6-14)	\$ 179.77	216.28	124.26
16	ALLOCATED COSTS (DIRECT & FIXED)			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 22.37	24.88	17.95
18	FARM POWER & MACHINERY-OPERATION	23.96	24.72	24.17
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	64.36	66.28	57.71
21	MISCELLANEOUS COSTS	0.08	0.11	0.32
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	5.20	5.46	3.86
23	TOTAL ALLOCATED COSTS	\$ 115.98	121.44	104.02
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 63.80	94.83	20.24
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.45	0.45	0.45
27	POWER COST ALLOCATION FACTOR	0.98	0.98	0.95
28	TOTAL LISTED COST PER UNIT OF PROD.	3.56	3.18	4.47
29	RETURN OVER LISTED COSTS PER UNIT	1.38	1.74	0.61
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	33.53	35.41	30.44
30A	ESTIMATED TOTAL MACHINE COST/ACRE	54.19	58.19	50.67
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	164.32	173.53	149.15
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP. \$	6.89	7.87	5.98
33A	BUILDINGS, FENCES & TILING COSTS	14.34	16.44	8.96
34	INTEREST ALLOCATION	-----	-----	-----
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	-----	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD \$	5.22	5.42	5.02
40	QUANTITY SOLD (OPERATORS SHARE)	3149 BU	2636 BU	1253 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 - 1987

			AVERAGE OF 286 FARMS	57 FARMS HIGHEST IN RETURN OVER DIR. COSTS	57 FARMS LOWEST IN RETURN OVER DIR. COSTS
1	ACRES		54.5	51.8	40.3
2	YIELD		3.9	5.6	2.0
3	VALUE PER PRODUCTION UNIT		59.29	59.66	59.12
4	CROP PRODUCT RETURN	\$	231.72	334.00	118.83
5	OTHER CROP INCOME **		4.15	3.24	13.15
6	TOTAL CROP RETURN	\$	235.87	337.24	131.99
7	DIRECT COSTS				
8	FERTILIZER	\$	12.24	20.42	7.00
9	CHEMICALS		0.95	2.43	1.07
10	SEED		12.04	14.17	9.73
10A	CROP DRYING		0.59	0.91	0.42
10B	OTHER EXPENSE		3.25	3.42	3.05
11	SPECIAL HIRED LABOR		0.28		
12	CUSTOM WORK HIRED		5.60	6.06	3.70
13	IRRIGATION OPERATION				
14	TOTAL DIRECT COSTS	\$	34.94	47.41	24.96
15	RETURN OVER DIRECT COSTS (6-14)	\$	200.94	289.83	107.02
16	ALLOCATED COSTS (DIRECT & FIXED)				
17	FARM POWER & MACHINERY-OWNERSHIP	\$	26.44	29.77	24.49
18	FARM POWER & MACHINERY-OPERATION		33.30	33.55	32.13
19	IRRIGATION EQUIPMENT-OWNERSHIP				
20	LAND COSTS		64.39	69.31	57.99
21	MISCELLANEOUS COSTS				
22	*INTEREST ON MACH. & EQUIP. INVESTMENT		8.04	8.80	6.38
23	TOTAL ALLOCATED COSTS	\$	132.17	141.43	120.99
24	RETURN OVER ALL LISTED COSTS (6-31)	\$	68.77	148.40	-13.97
25	SUPPLEMENTARY MANAGEMENT INFORMATION				
26	WORK UNITS ASSIGNED PER ACRE		0.60	0.60	0.60
27	POWER COST ALLOCATION FACTOR		0.98	1.00	0.96
28	TOTAL LISTED COST PER UNIT OF PROD.		42.76	33.73	72.62
29	RETURN OVER LISTED COSTS PER UNIT		17.60	26.51	-6.95
30	BREAKEVEN YIELD/UNIT OF PRODUCTION		2.82	3.17	2.47
30A	ESTIMATED TOTAL MACHINE COST/ACRE		71.51	76.16	65.47
31	TOTAL LISTED COSTS PER ACRE(14+23)\$		167.10	188.84	149.96
32	OTHER POSSIBLE COSTS NOT LISTED				
33	UTILITIES & OTHER GENERAL FARM EXP.	\$	8.40	8.89	7.16
33A	BUILDINGS, FENCES & TILING COSTS		13.93	20.60	13.60
34	INTEREST ALLOCATION		-----	-----	-----
35	OTHER COSTS NOT LISTED		-----	-----	-----
36	TOTAL COSTS		-----	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$	54.08	66.54	56.70
40	QUANTITY SOLD (OPERATORS SHARE)		10 TON	3 TON	11 TON

*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 CORN SILAGE - 0720 - 1987

		AVERAGE OF 167 FARMS	33 FARMS HIGHEST IN RETURN OVER DIR. COSTS	33 FARMS LOWEST IN RETURN OVER DIR. COSTS
1	ACRES	17.8	17.5	19.1
2	YIELD	19.2	25.5	12.5
3	VALUE PER PRODUCTION UNIT	15.00	15.00	15.00
4	CROP PRODUCT RETURN	\$ 287.36	383.14	186.91
5	OTHER CROP INCOME **	53.99	39.49	55.60
6	TOTAL CROP RETURN	\$ 341.35	422.63	242.51
7	DIRECT COSTS			
8	FERTILIZER	\$ 31.40	32.91	32.77
9	CHEMICALS	19.83	19.31	19.48
10	SEED	20.56	21.09	21.26
10A	CROP DRYING	1.74	0.69	2.51
10B	OTHER EXPENSE	5.06	6.51	6.49
11	SPECIAL HIRED LABOR	0.06		
12	CUSTOM WORK HIRED	10.06	12.86	6.86
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 88.71	93.37	89.37
15	RETURN OVER DIRECT COSTS (6-14)	\$ 252.64	329.26	153.14
16	ALLOCATED COSTS (DIRECT & FIXED)			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 25.51	21.20	26.39
18	FARM POWER & MACHINERY-OPERATION	33.82	34.63	34.97
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	64.78	62.00	66.02
21	MISCELLANEOUS COSTS	0.11		
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	7.36	7.49	6.75
23	TOTAL ALLOCATED COSTS	\$ 131.57	125.31	134.14
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 121.07	203.94	19.01
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.60	0.60	0.60
27	POWER COST ALLOCATION FACTOR	0.99	0.97	0.99
28	TOTAL LISTED COST PER UNIT OF PROD.	11.50	8.56	17.94
29	RETURN OVER LISTED COSTS PER UNIT	6.32	7.98	1.53
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	14.69	14.58	14.90
30A	ESTIMATED TOTAL MACHINE COST/ACRE	73.40	71.89	72.69
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	220.28	218.69	223.51
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP.	\$ 7.76	8.06	8.90
33A	BUILDINGS, FENCES & TILING COSTS	13.89	10.00	13.42
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 - 1987

		AVERAGE OF 32 FARMS	10 FARMS HIGHEST IN RETURN OVER DIR. COSTS	10 FARMS LOWEST IN RETURN OVER DIR. COSTS
1	ACRES	21.4	18.1	25.5
2	YIELD	5.6	9.9	2.3
3	VALUE PER PRODUCTION UNIT	17.16	14.90	22.00
4	CROP PRODUCT RETURN	\$ 95.42	148.18	50.90
5	OTHER CROP INCOME **	7.71	16.57	
6	TOTAL CROP RETURN	\$ 103.13	164.75	50.90
7	DIRECT COSTS			
8	FERTILIZER	\$ 3.55		0.35
9	CHEMICALS			
10	SEED	9.11	9.50	5.88
10A	CROP DRYING			
10B	OTHER EXPENSE	0.56	0.50	0.71
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	3.41	3.09	0.08
13	IRRIGATION OPERATION			
14	TOTAL DIRECT COSTS	\$ 16.64	13.09	7.02
15	RETURN OVER DIRECT COSTS (6-14)	\$ 86.50	151.66	43.88
16	ALLOCATED COSTS (DIRECT & FIXED)			
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 16.78	21.16	6.51
18	FARM POWER & MACHINERY-OPERATION	20.33	24.20	16.08
19	IRRIGATION EQUIPMENT-OWNERSHIP			
20	LAND COSTS	58.46	59.34	47.65
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	4.25	5.36	2.75
23	TOTAL ALLOCATED COSTS	\$ 99.81	110.06	72.98
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ -13.32	41.60	-29.10
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.40	0.40	0.40
27	POWER COST ALLOCATION FACTOR	0.94	0.95	0.90
28	TOTAL LISTED COST PER UNIT OF PROD.	20.94	12.38	34.58
29	RETURN OVER LISTED COSTS PER UNIT	-2.39	4.18	-12.58
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	6.79	8.27	3.64
30A	ESTIMATED TOTAL MACHINE COST/ACRE	43.64	52.78	25.38
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	116.45	123.15	80.00
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES & OTHER GENERAL FARM EXP.	\$ 4.29	4.20	4.49
33A	BUILDINGS, FENCES & TILING COSTS	8.88	7.54	11.39
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 - 1987

		0810 LEGUME PASTURE AVERAGE OF 36 FARMS	0860 NON-TILL PASTURE AVERAGE OF 66 FARMS
1	ACRES	18.2	45.3
2	YIELD	65.3	23.6
3	VALUE PER PRODUCTION UNIT	0.97	0.99
4	CROP PRODUCT RETURN	\$ 63.30	23.38
5	OTHER CROP INCOME	1.81	2.94
6	TOTAL CROP RETURN	\$ 65.11	26.31
7	DIRECT COSTS		
8	FERTILIZER	\$ 3.08	0.95
9	CHEMICALS	0.44	0.22
10	SEED	0.22	0.09
10A	CROP DRYING		
10B	OTHER EXPENSE		
11	SPECIAL HIRED LABOR		
12	CUSTOM WORK HIRED	0.22	0.13
13	IRRIGATION OPERATION		
14	TOTAL DIRECT COSTS	\$ 3.96	1.39
15	RETURN OVER DIRECT COSTS (6-14)	\$ 61.15	24.92
16	ALLOCATED COSTS (DIRECT & FIXED)		
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 1.70	0.62
18	FARM POWER & MACHINERY-OPERATION	2.47	0.57
19	IRRIGATION EQUIPMENT-OWNERSHIP		
20	LAND COSTS	57.25	22.65
21	MISCELLANEOUS COSTS		
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	0.49	0.11
23	TOTAL ALLOCATED COSTS	\$ 61.92	23.36
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ -0.77	1.57
25	SUPPLEMENTARY MANAGEMENT INFORMATION		
26	WORK UNITS ASSIGNED PER ACRE	0.05	0.01
27	POWER COST ALLOCATION FACTOR	0.76	0.82
28	TOTAL LISTED COST PER UNIT OF PROD.	1.01	1.05
29	RETURN OVER LISTED COSTS PER UNIT	-0.01	0.07
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	67.92	25.00
30A	ESTIMATED TOTAL MACHINE COST/ACRE	4.82	1.39
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	65.88	24.75
32	OTHER POSSIBLE COSTS NOT LISTED		
33	UTILITIES & OTHER GENERAL FARM EXP. \$.54	.12
33A	BUILDINGS, FENCES & TILING COSTS	.73	.29
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 - 1987

		1994	1997
		SET ASIDE	LAND RENTED OUT
		ACRES	AVERAGE
		AVERAGE OF	OF
		354 FARMS	23 FARMS
1	ACRES	72.6	63.5
2	YIELD	200.2	70.1
3	VALUE PER PRODUCTION UNIT	1.00	0.96
4	CROP PRODUCT RETURN	\$ 200.19	67.32
5	OTHER CROP INCOME	8.55	1.12
6	TOTAL CROP RETURN	\$ 208.75	68.44
7	DIRECT COSTS		
8	FERTILIZER	\$ 0.22	0.35
9	CHEMICALS	1.36	0.93
10	SEED	2.84	3.24
10A	CROP DRYING		
10B	OTHER EXPENSE	0.32	
11	SPECIAL HIRED LABOR		
12	CUSTOM WORK HIRED	0.74	0.47
13	IRRIGATION OPERATION		
14	TOTAL DIRECT COSTS	\$ 5.48	4.99
15	RETURN OVER DIRECT COSTS (6-14)	\$ 203.26	63.45
16	ALLOCATED COSTS		
17	FARM POWER & MACHINERY-OWNERSHIP	\$ 10.43	2.27
18	FARM POWER & MACHINERY-OPERATION	11.12	2.69
19	IRRIGATION EQUIPMENT-OWNERSHIP		
20	LAND COSTS	65.14	60.38
21	MISCELLANEOUS COSTS		
22	*INTEREST ON MACH. & EQUIP. INVESTMENT	2.37	0.98
23	TOTAL ALLOCATED COSTS	\$ 89.05	66.31
24	RETURN OVER ALL LISTED COSTS (6-31)	\$ 114.21	-2.87
25	SUPPLEMENTARY MANAGEMENT INFORMATION		
26	WORK UNITS ASSIGNED PER ACRE	0.20	0.05
27	POWER COST ALLOCATION FACTOR	1.01	0.74
28	TOTAL LISTED COST PER UNIT OF PROD.	0.47	1.02
29	RETURN OVER LISTED COSTS PER UNIT	0.57	-0.04
30	BREAKEVEN YIELD/UNIT OF PRODUCTION	94.53	74.28
30A	ESTIMATED TOTAL MACHINE COST/ACRE	24.41	6.26
31	TOTAL LISTED COSTS PER ACRE(14+23)\$	94.53	71.31
32	OTHER POSSIBLE COSTS NOT LISTED		
33	UTILITIES & OTHER GENERAL FARM EXP.	\$ 3.08	.71
33A	BUILDINGS, FENCES & TILING COSTS	7.87	1.29
34	INTEREST ALLOCATION	-----	-----
35	OTHER COSTS NOT LISTED	-----	-----
36	TOTAL COSTS	-----	-----
39	AVERAGE PRICE RECVD. PER UNIT SOLD	\$ -----	-----
40	QUANTITY SOLD (OPERATORS SHARE)	-----	-----

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 72 FARMS 250337	14 FARMS HIGH IN RETURN ABOVE FEED 269860	14 FARMS LOW IN RETURN ABOVE FEED 142242
1 POUNDS OF HOGS PRODUCED			PER HUNDRED WEIGHT	
2 NET VALUE PRODUCED - HOGS	\$	48.15	51.38	42.47
3 OTHER MISCELLANEOUS HOG INCOME		0.01		
4 TOTAL VALUE PRODUCED	\$	48.17	51.38	42.47
5 POUNDS OF FEED FED				
6 CORN		301.9	282.1	334.6
7 SMALL GRAIN		3.2	4.1	8.0
8 COMPLETE RATION		8.0	1.3	4.2
9 PROTEIN, SALT & MINERAL & MILK		89.1	82.4	81.8
10 TOTAL CONCENTRATES		402.2	369.8	428.6
11 FORAGES		0.3		1.8
12 FEED COSTS				
13 GRAINS		7.81	6.82	9.24
14 COMPLETE RATION		1.07	0.42	0.70
15 PROTEIN, SALT & MINERAL & MILK		11.69	11.23	12.77
16 FORAGES		0.01		0.06
17 PASTURE		0.01	0.04	
18 TOTAL FEED COSTS	\$	20.58	18.51	22.76
19 RETURN OVER FEED COSTS	\$	27.59	32.87	19.71
20 OTHER DIRECT COSTS				
21 MISCELLANEOUS LIVESTOCK EXPENSE		0.86	0.83	0.99
22 VETERINARY EXPENSE		1.00	1.25	0.49
23 CUSTOM HAULING, MRKTG, GRINDING, ETC.		0.49	0.35	1.92
24 SPECIAL HIRED LABOR		0.08	0.03	
25 TOTAL OTHER DIRECT COSTS	\$	2.44	2.45	3.40
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$	25.15	30.42	16.30
27 ALLOCATED COSTS				
28 POWER & MACHINERY COSTS		1.09	1.06	0.76
29 LIVESTOCK EQUIPMENT COSTS		1.79	1.57	1.48
30 BUILDING & FENCES		3.03	3.54	2.07
31 TOTAL ALLOCATED COSTS	\$	5.70	5.71	5.58
32 RETURN OVER ALL LISTED COSTS	\$	19.23	24.24	11.99
33 SUPPLEMENTARY MANAGEMENT INFORMATION				
34 RETURN FOR \$100 FEED FED		234.06	277.64	186.56
35 PRICE RECEIVED PER CWT. ALL ANIMALS		51.56	53.08	48.84
36 PRICE RECEIVED PER CWT. SOLD MKT. ONLY		52.25	53.26	49.77
37 NUMBER OF LITTERS FARROWED		143	143	79
37A LITTERS/BEARING FEMALE/YEAR		1.6	1.8	1.3
38 NUMBER OF PIGS BORN PER LITTER		10.0	10.2	9.8
39 NUMBER OF PIGS WEANED PER LITTER		7.9	8.4	7.5
39A NUMBER OF PIGS PRODUCED/LITTER		7.5	8.1	7.4
40 PERCENT DEATH LOSS		16.4	14.0	17.0
41 AVERAGE WEIGHT OF ALL HOGS SOLD		239.5	232.1	246.6
42 AVERAGE WEIGHT OF MKT. HOGS SOLD		234.3	231.2	236.0
43 PRICE PER CWT. CONCENTRATE FED		5.11	4.99	5.30
44 PRICE PER CWT. PROTEIN, SALT & MINERAL		13.11	13.62	15.60
45 POUNDS OF PORK PURCHASED		3042	1082	3573
46 TTL LSTD COSTS PER CWT. PORK PROD.\$		28.93	27.14	30.48
47 UTILITIES & OTHER GENERAL FARM EXP. \$		1.82	1.63	2.00
48 INTEREST ALLOCATION		-----	-----	-----
49 OTHER COSTS NOT LISTED		-----	-----	-----
50 TOTAL COST		-----	-----	-----

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

	AVERAGE OF 54 FARMS	11 FARMS HIGH IN RETURN ABOVE FEED	11 FARMS LOW IN RETURN ABOVE FEED
1 POUNDS OF HOGS PRODUCED	209862	141566	124597
2 NET VALUE PRODUCED - HOGS	49.31	58.10	41.78
3 OTHER MISCELLANEOUS HOG INCOME	\$		
4 TOTAL VALUE PRODUCED	49.31	58.10	41.78
5 POUNDS OF FEED FED			
6 CORN	303.6	315.5	341.9
7 SMALL GRAIN	3.3	2.3	4.3
8 COMPLETE RATION	13.1	16.9	8.0
9 PROTEIN, SALT & MINERAL & MILK	80.7	82.5	77.9
10 TOTAL CONCENTRATES	400.7	417.2	432.1
11 FORAGES	1.0	1.9	1.2
12 FEED COST			
13 GRAINS	8.01	8.36	9.05
14 COMPLETE RATION	2.00	1.99	1.53
15 PROTEIN, SALT & MINERAL & MILK	12.19	11.77	13.12
16 FORAGES	0.03	0.05	0.03
17 PASTURE	0.01		
18 TOTAL FEED COSTS	22.24	22.17	23.72
19 RETURN OVER FEED COSTS	27.07	35.93	18.06
20 OTHER DIRECT COSTS			
21 MISCELLANEOUS LIVESTOCK EXPENSE	1.30	2.60	0.60
22 VETERINARY EXPENSE	1.33	1.48	1.35
23 CUSTOM HAULING, GRINDING, MARKETING ETC.	0.50	1.15	0.44
24 SPECIAL HIRED LABOR	0.06	0.22	0.22
25 TOTAL OTHER DIRECT COSTS	3.18	5.45	2.61
26 RETURN OVER FEED & OTHER DIRECT COSTS	23.89	30.48	15.45
27 ALLOCATED COSTS			
28 POWER & MACHINERY COSTS	1.16	1.32	1.30
29 LIVESTOCK EQUIPMENT COSTS	1.52	1.82	1.48
30 BUILDING & FENCES	2.58	4.04	2.64
31 TOTAL ALLOCATED COSTS	5.67	7.72	5.47
32 RETURN OVER ALL LISTED COSTS	18.62	23.30	10.02
33 SUPPLEMENTARY MANAGEMENT INFORMATION			
34 RETURN FOR \$100 FEED FED	221.69	262.09	176.11
35 PRICE RECEIVED PER CWT. ALL ANIMALS	53.86	60.65	51.35
36 PRICE RECEIVED PER CWT. SOLD MKT. ONLY	53.67	59.49	52.01
37 NUMBER OF LITTERS FARROWED	127	111	61
37A LITTERS/BEARING FEMALE/YEAR	1.3	0.8	0.8
38 NUMBER OF PIGS BORN PER LITTER	10.4	9.6	9.1
39 NUMBER OF PIGS WEANED PER LITTER	8.1	6.9	7.4
39A NUMBER PIGS PRODUCED/LITTER	7.7	7.2	6.7
40 PERCENT DEATH LOSS	17.8	22.3	13.1
41 AVERAGE WEIGHT OF ALL HOGS SOLD	205.2	172.6	224.5
42 AVERAGE WEIGHT OF MKT. HOGS SOLD	208.1	173.2	218.6
43 PRICE PER CWT. CONCENTRATE FED	5.54	5.30	5.48
44 PRICE PER CWT. PROTEIN, SALT & MINERAL	15.11	14.27	16.84
45 POUNDS OF PORK PURCHASED	8990	4770	14994
46 TOTAL LISTED COSTS PER CWT. PORK PRODUCED	30.69	34.80	31.76
47 UTILITIES & OTHER GENERAL FARM EXPENSE	2.29	2.51	2.16
48 INTEREST ALLOCATION	-----	-----	-----
49 OTHER COSTS NOT LISTED	-----	-----	-----
50 TOTAL COST	-----	-----	-----

TABLE 11B - HOGS, FINISHING - 6490A - 1987

		AVERAGE OF 57 FARMS	12 FARMS HIGH IN RETURN ABOVE FEED	12 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF PIGS ON HAND	399.4	409.2	172.7
2	POUNDS OF HOGS PRODUCED	180203	164712	75531
			<u>PER HUNDRED WEIGHT</u>	
3	NET VALUE PRODUCED - HOGS	\$ 36.48	40.69	33.43
4	OTHER MISCELLANEOUS HOG INCOME	-0.05		-0.61
5	TOTAL VALUE PRODUCED	\$ 36.43	40.69	32.81
6	POUNDS OF FEED FED			
7	CORN	292.3	293.7	353.2
8	SMALL GRAIN	3.1	4.6	11.5
9	COMPLETE RATION	0.8		
10	PROTEIN, SALT & MINERAL & MILK	74.4	80.7	83.1
11	TOTAL CONCENTRATES	370.6	379.0	447.9
12	FORAGES			
13	FEED COSTS			
14	GRAINS	7.68	7.67	9.78
15	COMPLETE RATION	0.12		
16	PROTEIN, SALT & MINERAL & MILK	10.36	8.48	13.64
17	FORAGES			
18	PASTURE			
19	TOTAL FEED COSTS	\$ 18.16	16.15	23.42
20	RETURN OVER FEED COSTS	\$ 18.27	24.54	9.40
21	OTHER DIRECT COSTS			
22	MISCELLANEOUS LIVESTOCK EXPENSE	0.44	0.55	0.36
23	VETERINARY EXPENSE	0.61	0.71	0.36
24	CUSTOM HAULING, GRINDING, MARKETING ETC.	1.00	1.02	0.73
25	SPECIAL HIRED LABOR	0.10		
26	TOTAL OTHER DIRECT COSTS	\$ 2.16	2.29	1.45
27	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 16.11	22.25	7.95
28	ALLOCATED COSTS			
29	POWER & MACHINERY COSTS	0.68	0.62	0.76
30	LIVESTOCK EQUIPMENT COSTS	1.23	1.05	0.80
31	BUILDING & FENCES	1.40	1.43	1.07
32	TOTAL ALLOCATED COSTS	\$ 3.31	3.10	2.62
33	RETURN OVER ALL LISTED COSTS	\$ 12.80	19.15	5.33
34	SUPPLEMENTARY MANAGEMENT INFORMATION			
35	RETURN FOR \$100 FEED FED	200.66	252.02	140.11
36	PRICE RECEIVED PER CWT.	52.19	53.92	51.07
37	AVERAGE WEIGHT OF PIGS SOLD	232.6	230.8	234.1
38	AVERAGE PRICE PAID PER PIG BOUGHT	50.70	45.07	52.13
39	AVERAGE WEIGHT PER PIG BOUGHT	48.1	43.8	46.3
40	NUMBER OF PIGS PURCHASED	810	601	360
41	NUMBER OF PIGS TRANSFERRED IN	193	332	79
42	AVERAGE WEIGHT OF PIGS TRANSFERRED IN	46.0	63.0	50.8
43	POUNDS OF PORK PURCHASED	38948	26304	16667
44	PERCENT DEATH LOSS	2.5	2.3	1.3
45	PRICE PER CWT. CONCENTRATE FED	4.90	4.26	5.23
46	PRICE PER CWT. PROTEIN, SALT & MIN FED	13.91	10.50	16.41
47	EFFECTIVE DAILY GAIN-LBS PER DAY PER PIG	1.23	1.11	1.27
48	TTL LISTED COST PER CWT. PORK PROD.\$	23.63	21.54	27.49
49	UTILITIES & OTHER GENERAL FARM EXP. \$.92	.82	.87
50	INTEREST ALLOCATION	-----	-----	-----
51	OTHER COSTS NOT LISTED	-----	-----	-----
52	TOTAL COSTS	-----	-----	-----

TABLE 11C - HOGS, WEANING PIG PRODUCTION 6510 - 1987

		AVERAGE OF 30 FARMS	10 FARMS HIGH IN RETURN ABOVE FEED	10 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF LITTERS FARROWED	180	154	187
2	NET VALUE PRODUCED - HOGS	\$ 362.10	451.47	270.44
3	OTHER MISCELLANEOUS WEANING PIGS INCOME		PER LITTER	
4	TOTAL VALUE PRODUCED	\$ 362.10	451.47	270.44
5	POUNDS OF FEED FED			
6	CORN	1201.5	1201.8	1161.3
7	SMALL GRAIN	21.2	30.7	24.4
8	COMPLETE RATION	387.6	307.0	597.0
9	PROTEIN, SALT & MINERAL & MILK	437.1	452.7	349.4
10	TOTAL CONCENTRATES	2047.5	1992.3	2132.1
11	FORAGES	0.5	1.7	
12	FEED COSTS			
13	GRAINS	33.07	33.51	33.47
14	COMPLETE RATION	32.38	32.71	33.57
15	PROTEIN, SALT & MINERAL & MILK	69.96	71.01	54.32
16	FORAGES	0.02	0.05	
17	PASTURE			
18	TOTAL FEED COSTS	\$ 135.42	137.30	121.36
19	RETURN OVER FEED COSTS	\$ 226.67	314.18	149.08
20	OTHER DIRECT COSTS			
21	MISCELLANEOUS LIVESTOCK EXPENSE	13.14	15.19	12.20
22	VETERINARY EXPENSE	17.51	16.41	11.79
23	CUSTOM HAULING, GRINDING, MARKETING ETC.	3.59	3.19	2.96
24	SPECIAL HIRED LABOR	1.83	0.44	4.93
25	TOTAL OTHER DIRECT COSTS	\$ 36.06	35.23	31.88
26	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 190.61	278.95	117.20
27	ALLOCATED COSTS			
28	POWER & MACHINERY COSTS	17.10	19.27	14.90
29	LIVESTOCK EQUIPMENT COSTS	23.26	21.76	17.43
30	BUILDING & FENCES	29.62	42.02	13.37
31	TOTAL ALLOCATED COST	\$ 69.98	83.05	45.70
32	RETURN OVER ALL LISTED COSTS	\$ 120.63	195.90	71.50
33	SUPPLEMENTARY MANAGEMENT INFORMATION			
34	RETURN FOR \$100 FEED FED	267.39	328.83	222.85
35	AVERAGE PRICE RECEIVED PER ANIMAL SOLD	51.98	58.23	41.82
36	AVERAGE PRICE PER PIG SOLD OR TRNFRD.	44.72	53.16	34.32
37	AVERAGE WEIGHT/PIG SOLD OR TRANSFERRED	46.6	51.1	41.7
38	NUMBER OF PIGS PRODUCED	1438	1293	1423
39	NUMBER OF PIGS BORN PER LITTER	9.9	10.5	9.6
40	NUMBER OF PIGS WEANED PER LITTER	8.2	8.5	7.9
40A	LITTERS/BEARING/FEMALE/YEAR	1.9	2.0	2.0
40B	PIGS PRODUCED/SOW/YEAR	15.2	16.8	15.2
41	PERCENT DEATH LOSS	16.1	16.5	17.8
42	PRICE PER CWT. CONCENTRATE FED	7.01	7.99	5.67
43	PRICE PER CWT. PROTEIN, SALT & MIN FED	15.44	14.23	14.74
44	FEED & DIRECT COSTS/PIG PRODUCED	21.47	20.55	20.14
45	TOTAL LISTED COST/LITTER	\$ 241.47	255.57	198.94
46	UTILITIES & OTHER GENERAL FARM EXPENSE	25.37	25.99	27.90
47	INTEREST ALLOCATION	-----	-----	-----
48	OTHER COSTS NOT LISTED	-----	-----	-----
49	TOTAL COSTS	-----	-----	-----

TABLE 12 - 6290A - DAIRY COWS - 1987

		AVERAGE OF 181 FARMS	36 FARMS HIGH IN RETURN ABOVE FEED PER COW	36 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF COWS	55.4	66.9	43.0
2	POUNDS OF MILK	15232	17046	12696
3	POUNDS OF BUTTERFAT	553.3	616.6	463.8
4	PERCENT OF BUTTERFAT IN MILK	3.7	3.6	3.7
5	VALUE OF PRODUCE			
6	DAIRY PRODUCTS SOLD	\$ 1841.03	2074.57	1503.40
7	DAIRY PRODUCTS USED IN HOME	4.17	4.44	3.67
8	MILK FED TO LIVESTOCK	13.07	10.10	6.81
9	NET CHANGES IN VALUE OF COWS	-93.54	-84.69	-107.86
10	OTHER MISCELLANEOUS DAIRY INCOME	0.74	2.24	
11	TOTAL VALUE PRODUCED	1765.47	2006.67	1406.02
12	POUNDS OF FEED FED	\$		
13	CORN	5614.7	5876.4	5446.9
14	SMALL GRAIN	292.4	287.3	478.1
15	COMPLETE RATION	143.4	9.1	498.3
16	PROTEIN, SALT & MINERAL	1305.8	1248.9	1172.5
17	TOTAL CONCENTRATES	7356.2	7421.8	7595.8
18	LEGUME HAY	7002.3	5951.0	7812.4
19	OTHER HAY AND DRY ROUGHAGE	460.1	324.6	322.1
20	SILAGE	6270.1	6938.1	7474.6
20A	HAYLAGE	1328.9	1354.8	926.3
21	FEED COSTS			
22	GRAINS	158.65	160.21	167.51
23	COMPLETE RATION	9.68	1.41	29.81
24	PROTEIN/SALT/MINERAL	190.14	202.60	168.30
24A	COST/CWT FED OF PROTEIN SALT & MINERAL			
25	HAY, HAYLAGE & DRY ROUGHAGE	246.97	214.20	266.91
26	SILAGE	47.31	52.03	55.53
27	PASTURE	4.60	1.36	3.88
28	TOTAL FEED COSTS	\$ 657.36	631.81	691.95
29	RETURN OVER FEED COST	\$ 1108.12	1374.86	714.09
30	OTHER DIRECT COSTS			
31	MISCELLANEOUS LIVESTOCK EXPENSE **	146.82	186.04	121.42
32	VETERINARY EXPENSE	48.05	54.98	45.93
33	CUSTOM HAULING, GRINDING, MARKETING ETC.	55.09	55.90	47.81
34	SPECIAL HIRED LABOR	9.10	5.04	0.42
35	TOTAL OTHER DIRECT COSTS	\$ 259.08	301.94	215.58
36	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 849.04	1072.91	498.51
37	ALLOCATED COSTS			
38	POWER & MACHINERY COSTS	73.62	67.18	79.75
39	LIVESTOCK EQUIPMENT COSTS	84.17	100.59	63.51
40	BUILDING & FENCES	94.53	141.34	62.79
41	TOTAL ALLOCATED COSTS	\$ 252.33	309.12	206.05
42	RETURN OVER ALL LISTED COSTS	\$ 596.71	763.80	292.44
43	SUPPLEMENTARY MANAGEMENT INFORMATION			
44	RETURN FOR \$100 FEED FED	268.57	317.61	203.20
45	FEED COST PER CWT. MILK	4.32	3.71	5.45
46	FEED COST PER POUND OF BUTTERFAT	1.19	1.02	1.49
47	POUNDS OF MILK PER LB. OF CONCENTRATE	2.07	2.30	1.67
48	AVERAGE PRICE PER CWT. MILK SOLD	12.18	12.25	11.91
49	AVERAGE PRICE PER LB. OF BUTTERFAT	3.33	3.37	3.25
50	TOTAL LISTED COSTS PER CWT. MILK PRODUCED	7.67	7.29	8.77
51	DAIRY COW TURNOVER PERCENTAGE	34.3	35.9	30.2
52	TOTAL LISTED COSTS PER COW	\$ 1168.75	1242.87	1113.58
53	UTILITIES & OTHER GENERAL FARM EXPENSES	93.85	99.38	88.73
54	INTEREST ALLOCATION			
55	OTHER COSTS NOT LISTED			
56	TOTAL COST			

** GOVERNMENT CHECK-OFF EXPENSE INCLUDED IN THIS FIGURE FOR 1987

TABLE 13 - 6310A - OTHER DAIRY REPLACEMENTS - 1987

		AVERAGE OF 102 FARMS	20 FARMS HIGH IN RETURN ABOVE FEED PER HEAD	20 FARMS LOW IN RETURN ABOVE FEED
1	NUMBER OF HEAD	67.0	66.7	61.1
2	NET VALUE PRODUCED	\$ 350.58	478.02	242.32
3	OTHER MISCELLANEOUS INCOME			
4	TOTAL INCOME	\$ 350.58	478.02	242.32
5	POUNDS OF FEED FED			
6	CORN	1057.4	1168.4	948.1
7	SMALL GRAIN	188.9	160.3	181.1
8	COMPLETE RATION	38.3	29.7	20.1
9	PROTEIN, SALT & MINERAL	190.5	226.3	175.7
10	HAY & DRY ROUGHAGE	2954.2	2756.8	3713.6
11	SILAGE	4073.0	4137.9	5261.9
11A	HAYLAGE	254.0	159.1	109.2
12	MILK	79.5	12.2	164.1
13	FEED COSTS			
14	GRAINS	35.67	38.22	32.65
15	COMPLETE RATION	3.93	2.52	2.86
16	PROTEIN/SALT/MINERAL	33.43	43.01	30.87
17	HAY, HAYLAGE & DRY ROUGHAGE	87.52	66.81	108.69
18	SILAGE	34.28	30.88	59.15
19	MILK	11.01	3.87	21.73
20	PASTURE	1.84	1.18	2.59
21	TOTAL FEED COSTS	\$ 207.69	186.51	258.53
22	RETURN OVER FEED COST	\$ 142.88	291.51	-16.20
23	OTHER DIRECT COSTS			
24	MISCELLANEOUS LIVESTOCK EXPENSE	14.99	16.07	13.54
25	VETERINARY EXPENSE	5.66	5.89	5.32
26	CUSTOM HAULING, GRINDING, MARKETING. ETC.	2.88	2.29	4.26
27	SPECIAL HIRED LABOR	0.52		2.88
28	TOTAL OTHER DIRECT COSTS	\$ 24.04	24.26	25.97
29	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 118.85	267.27	-42.18
30	ALLOCATED COSTS			
31	POWER & MACHINERY COSTS	13.16	11.55	14.79
32	LIVESTOCK EQUIPMENT COSTS	14.09	15.06	18.67
33	BUILDING & FENCES	16.01	12.30	19.56
34	TOTAL ALLOCATED COSTS	\$ 44.79	42.43	55.50
35	RETURN OVER ALL LISTED COSTS	\$ 74.04	224.83	-97.66
36	SUPPLEMENTARY MANAGEMENT INFORMATION			
37	RETURN FOR \$100 FEED FED	168.80	256.30	93.73
38	PERCENT DEATH LOSS-TOTAL	7.8	7.0	7.9
39	PERCENT CALF DEATH LOSS	15.3	15.5	15.1
40	TOTAL LISTED COSTS PER HEAD	\$ 276.52	253.19	340.00
41	UTILITIES & OTHER GENERAL FARM EXP.	\$ 16.83	20.02	15.46
42	INTEREST ALLOCATION	-----	-----	-----
43	OTHER COSTS NOT LISTED			
44	TOTAL COSTS	-----	-----	-----

TABLE 13 6318A OTHER DAIRY, REPL./FEEDER STOCK TOTAL - 1987

	AVERAGE OF 80 FARMS	16 FARMS HIGH IN RETURN ABOVE FEED	16 FARMS LOW IN RETURN FEED
1 NUMBER OF HEAD	72.8	56.6	86.4
2 NET VALUE PRODUCED	375.45	489.08	276.75
3 OTHER MISCELLANEOUS INCOME			
4 TOTAL INCOME	375.45	489.08	276.75
5 POUNDS OF FEED FED			
6 CORN	1265.6	1104.7	1217.3
7 SMALL GRAIN	184.6	164.5	223.9
8 COMPLETE RATION	63.3	95.4	99.2
9 PROTEIN, SALT & MINERALS	218.3	166.2	171.2
10 HAY & DRY ROUGHAGE	3287.0	4430.2	3954.1
11 SILAGE	3618.0	2802.6	4655.7
11A HAYLAGE	343.9	372.7	209.6
12 MILK	57.8	88.6	66.2
13 FEED COSTS			
14 GRAINS	42.20	35.60	45.84
15 COMPLETE RATION	5.19	7.03	7.85
16 PROTEIN, SALT & MINERALS	35.49	28.87	29.90
17 HAY/HAYLAGE & DRY ROUGHAGE	88.74	71.48	121.27
18 SILAGE	28.27	21.02	35.31
19 MILK	9.05	8.57	15.72
20 PASTURE	5.27	4.19	6.28
21 TOTAL FEED COSTS	214.23	176.77	262.18
22 RETURN OVER FEED COSTS	161.22	312.31	14.57
23 OTHER DIRECT COSTS			
24 MISCELLANEOUS EXPENSE	14.84	13.57	19.41
25 VETERINARY EXPENSE	8.49	8.45	8.00
26 CUSTOM HAULING, GRINDING, MARKET. ETC	3.35	2.54	1.63
27 SPECIAL HIRED LABOR	1.29		
28 TOTAL OTHER DIRECT COSTS	27.97	24.56	29.04
29 RETURN OVER FEED & OTHER DIRECT COSTS	133.26	287.77	-14.46
30 ALLOCATED COSTS			
31 POWER & MACHINERY COSTS	12.51	12.33	12.45
32 LIVESTOCK EQUIPMENT COSTS	14.94	13.71	15.06
33 BUILDING & FENCES	14.45	16.23	16.23
34 TOTAL ALLOCATED COSTS	42.34	41.75	43.54
35 RETURN OVER ALL LISTED COSTS	90.93	246.01	-58.01
36 SUPPLEMENTARY MANAGEMENT INFORMATION			
37 RETURN FOR \$100 FEED FED	175.26	276.68	105.56
38 PERCENT DEATH LOSS - TOTAL	6.0	7.2	5.5
39 PERCENT CALF DEATH LOSS	13.6	15.7	11.3
40 TOTAL LISTED COSTS PER HEAD	284.52	243.07	334.76
41 UTILITIES/OTHER GEN FARM EXPENSE	16.27	16.95	15.73
42 INTEREST ALLOCATION	-----	-----	-----
43 OTHER COSTS NOT LISTED	-----	-----	-----
44 TOTAL COSTS	-----	-----	-----

TABLE 14 - ALL DAIRY & REPLACEMENTS - 1987

		AVERAGE OF 181 FARMS	36 FARMS HIGH IN RETURN ABOVE FEED	36 FARMS LOW IN RETURN ABOVE FEED
1 AVERAGE NUMBER OF COWS		55.9	69.7	47.1
PER COW & REPLACEMENTS				
2 VALUE OF DAIRY PRODUCTS	\$	1854.65	2045.31	1587.81
3 NET VALUE PRODUCED		350.29	458.59	186.24
4 MISCELLANEOUS DAIRY INCOME		0.73	2.15	
5 TOTAL VALUE PRODUCED	\$	2205.67	2506.05	1774.06
6 POUNDS OF FEED FED				
7 GRAINS		7538.8	7683.0	6949.6
8 COMPLETE RATION		205.9	46.0	518.0
9 PROTEIN, SALT, MNRL., INCL. MILK EQUIV.		1565.4	1607.8	1415.9
10 HAY & DRY ROUGHAGE		11281.2	9832.5	12094.5
11 SILAGE		10982.4	11987.0	11458.8
11A HAYLAGE		1684.5	3375.3	1302.2
12 FEED COSTS				
13 GRAINS		205.74	207.75	191.15
14 COMPLETE RATION		15.31	4.78	34.16
15 PROTEIN/SALT/MINERAL INCL. MILK		244.72	257.03	220.76
16 HAY, HAYLAGE & DRY ROUGHAGE		354.17	319.43	383.33
17 SILAGE		85.83	93.92	89.79
18 PASTURE COSTS		8.84	5.80	7.60
19 TOTAL FEED COSTS	\$	914.63	888.69	926.77
20 RETURN OVER FEED COST	\$	1291.04	1617.36	847.26
21 OTHER DIRECT COSTS				
22 MISCELLANEOUS LIVESTOCK EXPENSE		165.12	183.10	144.84
23 VETERINARY EXPENSE		56.31	63.86	47.96
24 CUSTOM HAULING, GRINDING, MARKET. ETC.		58.84	60.32	54.59
25 SPECIAL HIRED LABOR		10.11	8.67	0.38
26 TOTAL OTHER DIRECT COSTS	\$	290.38	315.93	247.79
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$	1000.66	1301.43	599.47
28 ALLOCATED COSTS				
29 POWER & MACHINERY COSTS		90.33	85.01	98.30
30 LIVESTOCK EQUIPMENT COSTS		101.88	132.82	84.86
31 BUILDING & FENCES		114.24	152.15	85.94
32 TOTAL ALLOCATED COSTS	\$	306.46	369.97	269.11
33 RETURN OVER ALL LISTED COSTS	\$	694.22	931.46	330.38
34 SUPPLEMENTARY MANAGEMENT INFORMATION				
35 RETURN FOR \$100 FEED FED	\$	241.15	281.99	191.42
36 TOTAL LISTED COSTS PER COW	\$	1511.47	1574.59	1443.67
37 UTILITIES & OTHER GENERAL FARM EXP.	\$	113.72	115.83	111.94
38 INTEREST ALLOCATION		-----	-----	-----
39 OTHER COSTS NOT LISTED		-----	-----	-----
40 TOTAL COST		-----	-----	-----

** GOVERNMENT CHECK-OFF EXPENSE INCLUDED IN THIS FIGURE IN 1987

TABLE 15A - 6101 BEEF BREEDING - 1987

		AVERAGE OF 27 FARMS	13 FARMS HIGH IN RETURN ABOVE FEED	13 FARMS LOW IN RETURN ABOVE FEED
1	AVERAGE NUMBER OF BEEF COWS	42.1	51.8	31.6
2	AVERAGE NUMBER OF OTHER BEEF ANML. & BULLS	30.2	38.5	21.4
3	POUNDS OF BEEF PRODUCED	21975	29146	14253
4	NET VALUE PRODUCED	\$ 435.39	PER COW 510.39	303.73
5	OTHER MISCELLANEOUS BEEF INCOME			
6	TOTAL VALUE PRODUCED	\$ 435.39	510.39	303.73
7	POUNDS OF FEED FED			
8	GRAINS	636.8	733.8	466.7
9	PROTEIN, SALT & MINERAL	91.8	105.4	68.0
10	LEGUME HAY	4248.3	3003.6	6452.8
11	OTHER HAY & DRY ROUGHAGE	913.0	1377.5	94.5
12	SILAGE	3241.7	3172.1	3370.0
12A	HAYLAGE	19.7		40.9
13	FEED COSTS			
14	GRAINS	18.81	20.62	15.63
15	PROTEIN/SALT/MINERAL	13.85	15.62	10.73
16	LEGUME HAY/HAYLAGE	123.23	77.97	203.32
17	OTHER HAY & DRY ROUGHAGE	16.70	25.68	0.89
18	SILAGE	24.44	23.78	25.60
19	PASTURE	39.38	35.79	45.76
20	TOTAL FEED COSTS	\$ 236.39	199.48	301.93
21	RETURN OVER FEED COST	\$ 199.00	310.91	1.80
22	OTHER DIRECT COSTS			
23	MISCELLANEOUS LIVESTOCK EXPENSE	30.43	39.52	14.43
24	VETERINARY EXPENSE	17.34	21.16	10.60
25	CUSTOM HAULING, GRINDING, MARKET. ETC.	3.18	3.22	3.13
26	SPECIAL HIRED LABOR			
27	TOTAL OTHER DIRECT COSTS	\$ 50.95	63.90	28.16
28	RETURN OVER FEED & OTHER DIRECT COSTS	\$ 148.05	247.01	-26.36
29	ALLOCATED COSTS			
30	POWER & MACHINERY COSTS	16.15	17.49	13.82
31	LIVESTOCK EQUIPMENT COSTS	19.62	18.34	21.93
32	BUILDING & FENCES	31.01	34.96	24.08
33	TOTAL ALLOCATED COSTS	\$ 66.77	70.79	59.84
34	RETURN OVER ALL LISTED COSTS	\$ 81.28	176.22	-86.20
35	SUPPLEMENTARY MANAGEMENT INFORMATION			
36	RETURN FOR \$100 FEED FED	184.18	255.86	100.60
37	PRICE PER CWT SOLD	69.82	77.59	59.37
38	PRICE PER CWT CALVES SOLD OR TRNFRD.	81.69	89.25	68.07
39	AVERAGE WEIGHT PER HEAD SOLD	781.5	863.6	693.1
40	AVERAGE WEIGHT PER CALF SOLD OR TRNFRD.	586.2	623.2	496.6
41	PERCENT DEATH LOSS	2.9	3.2	3.8
42	PERCENT CALF CROP	97.6	100.0	96.7
42A	PERCENT CALF DEATH LOSS	4.9	5.8	6.9
43	TOTAL LISTED COSTS PER COW	\$ 354.11	334.15	389.94
44	UTILITIES & OTHER GENERAL FARM EXP. \$	21.88	22.38	21.70
45	INTEREST ALLOCATION	-----	-----	-----
46	OTHER COSTS NOT LISTED	-----	-----	-----
47	TOTAL COSTS	-----	-----	-----

TABLE 15B - BEEF FEEDERS ALL FARMS - 1987

		AVERAGE OF 62 FARMS	15 FARMS HIGH IN RETURN ABOVE FEED	15 FARMS LOW IN RETURN ABOVE FEED
1 AVERAGE NUMBER OF BEEF FEEDERS		49.1	50.9	34.1
2 POUNDS OF BEEF PRODUCED		35776	39858	22561
3 NET VALUE PRODUCED	\$	65.85	PER HUNDRED WEIGHT 72.69	54.64
4 OTHER MISCELLANEOUS BEEF INCOME				
5 TOTAL VALUE PRODUCED	\$	65.85	72.69	54.64
6 POUNDS OF FEED FED				
7 GRAINS		542.8	466.7	604.8
8 PROTEIN, SALT & MINERAL		38.1	34.1	33.2
9 LEGUME HAY		212.4	192.0	399.6
10 OTHER HAY & DRY ROUGHAGE		24.9	8.7	12.0
11 SILAGE		507.3	238.5	476.3
11A HAYLAGE		142.7	220.2	
12 FEED COSTS				
13 GRAINS		14.58	12.55	16.11
14 PROTEIN/SALT/MINERAL		5.65	3.95	5.62
15 LEGUME HAY/HAYLAGE		6.35	5.68	11.60
16 OTHER HAY & DRY ROUGHAGE		0.56	0.20	0.19
17 SILAGE		3.69	1.43	3.57
18 PASTURE		0.21	0.28	0.02
19 TOTAL FEED COSTS	\$	31.05	24.11	37.12
20 RETURN OVER FEED COST	\$	34.81	48.58	17.53
21 OTHER DIRECT COSTS				
22 MISCELLANEOUS LIVESTOCK EXPENSE		0.84	1.12	1.13
23 VETERINARY EXPENSE		1.39	1.11	1.17
24 CUSTOM HAULING, GRINDING, MARKETING ETC.		1.20	1.12	1.26
25 SPECIAL HIRED LABOR				
26 TOTAL OTHER DIRECT COSTS	\$	3.44	3.35	3.55
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$	31.37	45.24	13.97
28 ALLOCATED COSTS				
29 POWER & MACHINERY COSTS		1.38	1.78	1.60
30 LIVESTOCK EQUIPMENT COSTS		2.20	2.53	3.39
31 BUILDING & FENCES		2.78	3.61	3.24
32 TOTAL ALLOCATED COSTS	\$	6.36	7.92	8.23
33 RETURN OVER ALL LISTED COSTS	\$	25.00	37.31	5.74
34 SUPPLEMENTARY MANAGEMENT INFORMATION				
35 RETURN FOR \$100 FEED FED		212.11	301.55	147.22
36 PRICE PER CWT SOLD		61.69	61.15	57.95
37 AVERAGE WEIGHT PER HEAD SOLD		1117.1	1133.0	1090.0
38 PRICE PER CWT BOUGHT		67.36	58.70	76.86
39 AVERAGE WEIGHT/HEAD BOUGHT		552.4	535.6	326.2
40 NUMBER OF HEAD BOUGHT		42	56	21
41 PERCENT DEATH LOSS		1.7	3.0	3.0
42 EFFECTIVE DAILY GAIN-LBS/HEAD/DAY		2.00	2.15	1.81
43 TOTAL LISTED COST PER CWT PRODUCED\$		40.85	35.38	48.90
44 UTILITIES & OTHER GENERAL FARM EXP. \$		12.37	17.56	11.15
45 INTEREST ALLOCATION		-----	-----	-----
46 OTHER COSTS NOT LISTED		-----	-----	-----
47 TOTAL COSTS		-----	-----	-----

TABLE 16A - 6670 SHEEP, FARM , COMMERICAL - 1987

		AVERAGE OF 10 FARMS
1	AVERAGE NUMBER OF EWES	47.4
2	POUNDS OF LAMB & MUTTON PRODUCED	6622
3	POUNDS OF WOOL PRODUCED	487
		PER EWE
4	VALUE OF PRODUCE	
5	WOOL	11.81
6	NET VALUE PRODUCED-ANIMALS	\$ 92.97
7	OTHER MISCELLANEOUS SHEEP INCOME	1.58
8	TOTAL VALUE PRODUCED	\$ 106.35
9	POUNDS OF FEED FED	
10	GRAINS	621.4
11	PROTEIN, SALT & MINERAL	63.8
12	LEGUME HAY	1039.7
13	OTHER HAY & DRY ROUGHAGE	7.6
14	SILAGE	
14A	HAYLAGE	
15	FEED COSTS	
16	GRAINS	25.91
17	PROTEIN/SALT/MINERAL	8.44
18	LEGUME HAY AND HAYLAGE	31.67
19	OTHER HAY & DRY ROUGHAGE	0.02
20	SILAGE	
21	PASTURE	3.10
22	TOTAL FEED COSTS	\$ 69.14
23	RETURN OVER FEED COST	\$ 37.24
24	OTHER DIRECT COSTS	
25	MISCELLANEOUS LIVESTOCK EXPENSE	5.86
26	VETERINARY EXPENSE	4.20
27	CUSTOM HAULING, GRINDING, MARKETING ETC.	3.99
28	SPECIAL HIRED LABOR	0.84
29	TOTAL OTHER DIRECT COSTS	\$ 14.89
30	RETURN OVER FEED & OTHER DIRECT COST	\$ 22.34
31	ALLOCATED COSTS	
32	POWER & MACHINERY COSTS	16.03
33	LIVESTOCK EQUIPMENT COSTS	5.12
34	BUILDING & FENCES	9.71
35	TOTAL ALLOCATED COSTS	\$ 30.86
36	RETURN OVER ALL LISTED COSTS	\$ -8.52
37	SUPPLEMENTARY MANAGEMENT INFORMATION	
38	RETURN FOR \$100 FEED FED	153.83
39	PRICE PER CWT LAMB & MUTTON SOLD	70.70
40	PRICE PER CWT LAMB SOLD OR TRNSFRD.	76.57
41	AVG. WEIGHT/LAMBS SOLD OR TRNSFRD.	111.0
42	POUNDS OF WOOL PER SHEEP SHEARED	10.6
43	NUMBER OF EWES KEPT FOR LAMBING	46
44	PERCENT LAMB CROP	160.9
45	PERCENT DEATH LOSS	13.1
45A	PERCENT LAMB DEATH LOSS	17.6
46	TOTAL LISTED COST PER EWE	\$ 114.89
47	UTILITIES & OTHER GENERAL FARM EXP.	\$ 6.66
48	INTEREST ALLOCATION	-----
49	OTHER COSTS NOT LISTED	-----
50	TOTAL COSTS	-----

TABLE 40 - 9001 - CUSTOM WORK

		AVERAGE OF 13 FARMS	7 FARMS HIGH IN RETURN OVER LISTED COSTS	7 FARMS LOW IN RETURN OVER LISTED COSTS
1	INCOME			
2	CASH INCOME	23408	26676	19595
3	NON-CASH INCOME			
4	TOTAL INCOME	\$ 23408	26676	19595
5	EXPENSES			
6	CASH OPERATING EXPENSE			
7	GAS, OIL & GREASE	1603	2406	781
8	REPAIRS	3891	4640	3128
9	SUPPLIES	1821	2934	681
10	LABOR HIRED	1686		1598
11	TOTAL LISTED CASH OPERATING EXPENSE	\$ 9001	9980	6188
12	RETURN OVER CASH OPERATING EXPENSE	14407	16696	13407
13	MACHINERY & EQUIPMENT OWNERSHIP COSTS			
14	NET DECREASES, OWNERSHIP	2501	2387	2623
15	INTEREST ON MACHINERY & EQUIP INVESTMENT (6%)	932	760	1111
16	TOTAL LISTED OWNERSHIP COSTS	\$ 3433	3147	3734
17	TOTAL LISTED OPERATING & OWNERSHIP COSTS	\$ 12434	13127	9922
18	RETURN OVER LISTED COSTS	10974	13549	9673
19	OTHER POSSIBLE COSTS NOT LISTED ABOVE			
20	UTILITIES & GENERAL FARM EXPENSE	954	498	1472
21	INTEREST ON OPERATING CAPITAL			
22	OTHER COSTS NOT LISTED			
23	TOTAL OTHER POSSIBLE COSTS	\$		
24	RETURN OVER ALL COSTS			
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	DAYS WORKED BY OPERATOR(S) & FAMILY	86	63	112
27	DAYS WORKED BY HIRED LABOR	7		16
28	RETURN OVER LISTED COST/OP & FAMILY LABOR/DAY	197	206	187
29	WORK UNITS ASSIGNED TO THIS ENTERPRISE	93	63	128

SUMMARY OF SELECTED ITEMS OF INFORMATION BY YEARS

	1983	1984	1985	1986	1987
<u>TABLE 1</u>					
TILLABLE ACRE	349	365	395	424	387
TOTAL FARM CAPITAL BEG INVEN.	537,268	552,516	566,701	518,754	486,795
TOTAL FARM CAPITAL ENDING INV.	536,651	551,746	555,347	519,734	505,706
INCREASE IN INVENTORY	(-617)	(-770)	(-11354)	980	18,911
<u>TABLE 3</u>					
TOTAL RETURNS & NET INCREASES	120,364	110,297	117,134	134,472	151,368
% OF TOTAL RETURNS FROM FEED	28%	40%	39%	49%	44%
FED TO LIVESTOCK					
% OF TOTAL RETURNS FROM CROP,	68%	57%	57%	50%	58%
SEED & FEED					
% OF TOTAL RETURN FROM MISC.	4%	3%	4%	1%	-2%
TOTAL EXP. & NET DECREASES	101,649	103,103	105,034	103,209	101,954
RETURN TO LABOR & MG	18,715	7,193	12,100	31,263	49,415
<u>TABLE 4</u>					
TOTAL HOUSEHOLD & PERSONAL	24,158	21,316	21,731	23,180	26,548
<u>TABLE 5</u>					
NET WORTH END OF YEAR	159,054	123,724	140,867	171,406	185,309
NET WORTH BEG OF YEAR	154,033	132,933	146,883	155,494	151,726
INCREASE IN NET WORTH	5,050	(-8,209)	(-6,016)	15,912	33,583
<u>TABLE 6</u>					
RETURN TO CAP. & FAMILY LABOR	18,668	6,004	10,165	30,167	50,885
<u>DAIRY</u>					
AVERAGE NUMBER OF COWS	53.3	51.4	55.4	55.3	55.4
AVE LBS OF MILK PER COW LBS	14,106	13,994	14,695	15,118	15,232
AVE PRICE RECEIVED PER CWT \$	12.82	13.13	12.53	12.05	12.18
FEED COST PER COW \$	861.07	818.03	770.86	611.33	657.36
FEED COST PER CWT MILK \$	6.01	5.85	5.25	4.04	4.32
RETURN PER \$100 FEED FED	191.61	212.99	224.97	275.44	268.57
RETURN OVER ALL LISTED COSTS\$	313.76	395.60	479.88	568.01	596.71
<u>SWINE (COMPLETE HOGS)</u>					
LBS OF FEED PER CWT GAIN,LBS	409.6	401.8	403.8	408.2	402.2
FEED COST PER CWT GAIN \$	30.31	29.38	24.49	22.44	20.58
RETURN PER \$100 FEED FED \$	143.99	164.11	175.71	234.96	234.06
PRICE PER CWT OF FEED \$	7.38	7.30	6.06	5.50	5.11
PRICE RECEIVED PER CWT PORK \$	47.04	48.44	44.44	50.72	51.56
RETURN OVER ALL LISTED COSTS\$	4.78	10.59	10.95	22.91	19.23
<u>BEEF BREEDERS</u>					
AVERAGE NUMBER OF BEEF COWS	34.1	37.1	37.3	36.0	42.1
FEED COST PER COW \$	311.99	272.49	287.48	211.42	236.39
RETURN PER \$100 FEED FED \$	86.58	131.65	111.41	172.21	184.18
RETURN OVER ALL LISTED COSTS\$	(-204.14)	(-42.11)	(-116.94)	5.60	81.28
<u>FEEDER CATTLE (ALL FARMS)</u>					
AVERAGE NO. BEEF FEEDERS	53.6	48.6	43.6	56.8	49.1
FEED COST PER 100 LBS GAIN \$	53.19	64.50	48.67	36.20	31.05
RETURN PER \$100 FEED FED \$	113.48	100.34	94.45	153.00	212.11
PRICE PER CWT SOLD \$	58.39	60.12	53.89	54.48	61.69
PRICE PER CWT BOUGHT \$	57.77	58.80	57.27	54.85	67.36
RETURN OVER ALL LISTED COSTS\$	(-7.03)	(-13.44)	(-15.57)	8.25	25.00

<u>SHEEP FLOCK</u>		<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>
AVERAGE NUMBER OF HEAD		37.4	45.5	54.2	44.6	47.4
FEED COST PER EWE	\$	67.14	82.65	86.21	65.5	69.14
RETURN PER \$100 FEED FED	\$	86.14	102.63	110.66	149.62	153.83
PRICE PER CWT SOLD (LAMBS)	\$	52.96	65.19	69.22	69.47	76.57
PER CENT LAMB CROP %		--	154.2	154.9	163.0	160.9
RETURN OVER ALL LISTED COSTS	\$	(-81.50)	(-66.42)	(-76.12)	(-44.85)	(-8.52)
<u>WORK UNITS</u>						
CROPS W.U.		151.21	183.26	197.95	203.51	175.84
LIVESTOCK		352.52	356.56	365.61	371.98	369.15
OTHER WORK UNITS		12.45	16.77	21.53	23.72	7.84
TOTAL WORK UNITS		516.19	556.59	585.09	599.22	552.83
WORK UNITS PER WORKER		307	333	350	365	339
<u>EXPENSE PER WORK UNIT</u>						
TRACTOR & CROP MACH EXPENSE		37.98	35.13	35.05	33.25	46.47
ELECTRICITY (FARM SHARE)		5.77	5.40	5.58	5.56	7.90
AUTO & TRUCKS (FARM SHARE)		9.80	8.83	8.86	8.52	12.24
LIVESTOCK EQUIPMENT		9.15	8.79	8.19	7.65	12.96
BUILDINGS, FENCES & TILE		19.15	17.00	17.07	16.56	24.14
<u>TRACTOR, CROP MACHINERY EXPENSE</u>						
PER CROP ACRE		55.87	53.25	51.45	46.65	49.79
<u>YIELDS PER ACRE</u>						
OATS, BUSHEL		53.3	70.5	72.1	61.5	58.1
CORN FOR GRAIN, BUSHEL		100.9	122.7	117.9	138.0	145.7
CORN SILAGE, TONS		14.4	17.5	15.7	18.3	19.2
SOYBEANS, BUSHEL		35.2	34.3	30.9	38.5	46.2
ALFALFA HAY, TONS		3.7	4.1	3.8	4.3	3.9
<u>RETURN OVER LISTED COSTS PER ACRE</u>						
OATS		(-41.68)	(-0.64)	(-25.37)	(-33.90)	(-17.49)
CORN FOR GRAIN		44.57	49.95	45.15	54.94	85.38
SOYBEANS		86.39	2.71	(-31.98)	19.91	63.80
CORN SILAGE		62.82	96.26	45.78	87.20	121.07
ALFALFA HAY		90.59	68.29	104.40	40.42	68.77

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>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	<u>1987</u> 4
Family Size									
Farm Size (tillable acres)	309.4	309.7	320.9	336.1	349.1	365.1	395.0	423.5	428.6
To Other Farmers for Livestock and Custom Work	\$ 16,120	17,438	14,089	16,369	14,215	13,399	13,233	15,943	15,321
To the Agri-Business Community For Fertilizers, Chemicals, Seeds, Feeds, Repairs and Fuel, General Farm Expense	49,139	58,755	68,515	70,009	69,509	75,390	74,816	80,316	90,727
For Extra Labor	2,996	3,302	3,693	4,416	4,117	3,771	4,500	5,407	5,793
For Utilities (Electricity & Telephone)	1,818	2,356	2,593	3,092	3,216	3,171	3,437	3,563	3,599
Support of Local Government (Property Tax)	1,909	1,969	1,836	2,690	2,953	3,093	2,672	2,230	2,097
For Use of Other Peoples Capital (Interest and Cash Rent)	18,467	25,440	31,978	36,111	38,476	38,855	39,581	33,566	29,272
Farm Equipment Dealers (Power & Machinery)	20,459	16,692	15,584	11,910	12,671	10,385	8,853	10,809	15,078
Total Farm Operating Purchases	110,908	125,952	138,288	144,594	145,157	148,063	147,092	151,834	161,886
Real Estate Purchase & Improvement	38,033	22,975	19,808	12,324	12,885	9,169	5,672	7,947	8,587
Household & Personal <u>Expenses</u>	<u>20,265</u>	<u>18,891</u>	<u>22,466</u>	<u>21,244</u>	<u>24,158</u>	<u>21,316</u>	<u>21,731</u>	<u>23,180</u>	<u>26,548</u>
Total Money Spent in Community & Service Area by One Average Farmer	\$ 169,206	167,818	180,562	178,162	182,200	178,549	174,495	182,961	197,021

Ag/Industrial Diesel Technicians Program

Austin Technical Institute (507) 433-0640

Charles Uthke - John Drees

18 Months



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

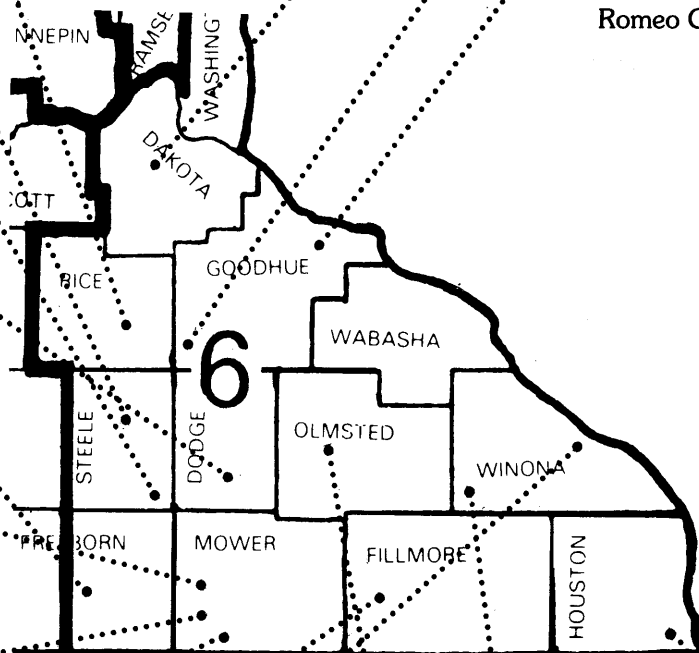
Instructor -
Brad Harguth*

LEWISTON HIGH SCHOOL

Instructor -
Loel Gorden

ROCHESTER AVTI

Instructor -
Frank Quam



**Part Time Adult Instructor*