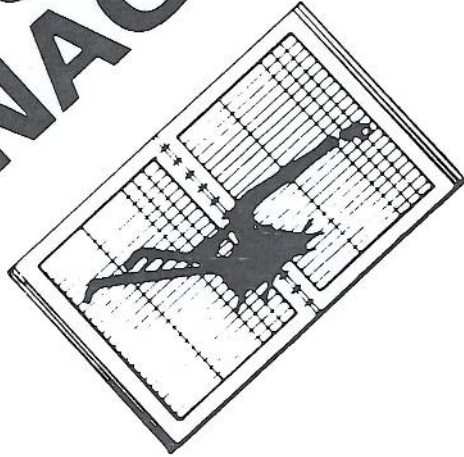


FARM BUSINESS MANAGEMENT



1987

Education Program Annual Report

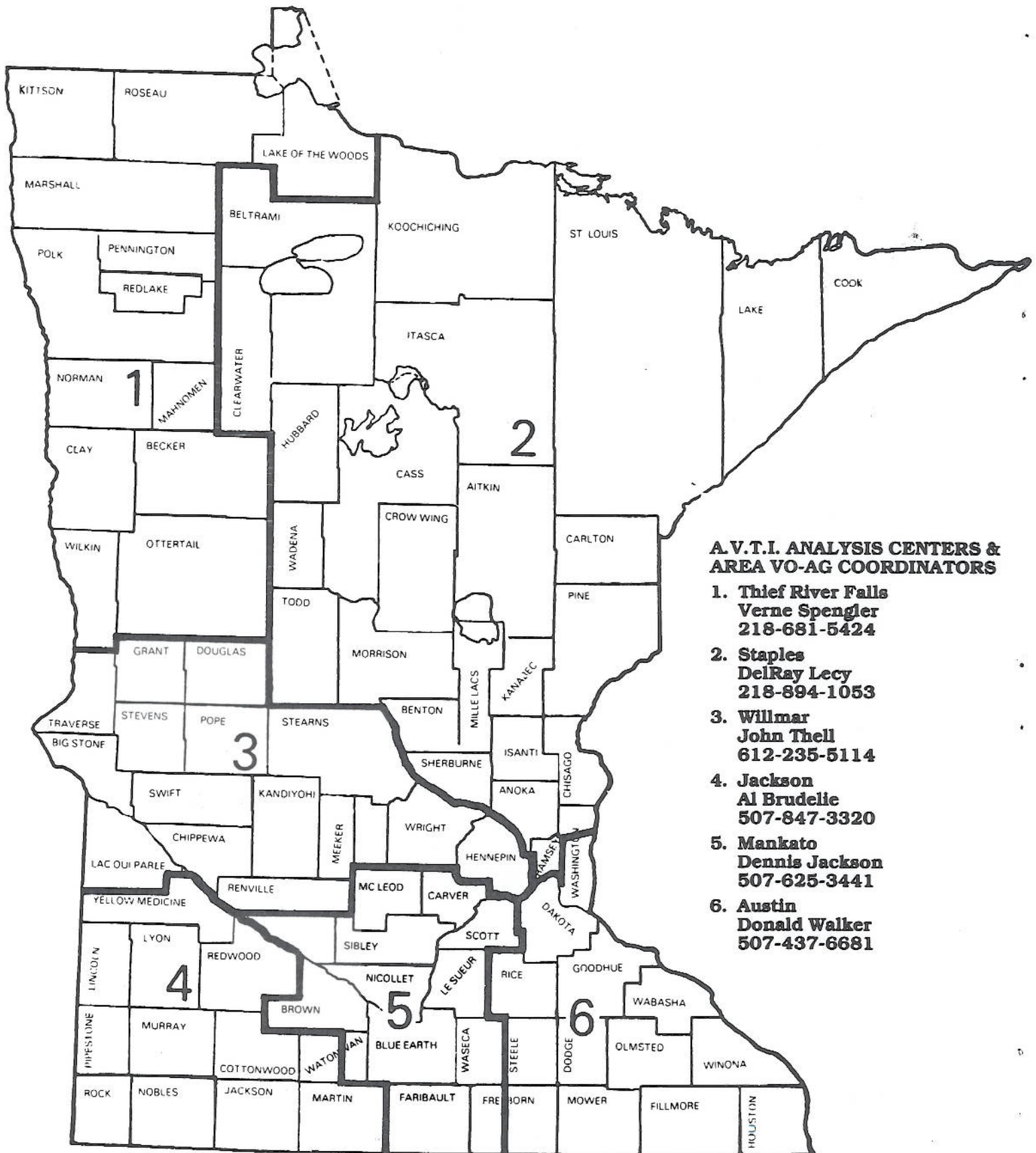
Willmar Area Central Minnesota

April 1988

Cooperating Agencies
Minn. State Board of
Vocational-Technical Education
University of Minn. Agriculture Education Div.
Willmar Technical Institute

**A VOCATIONAL
EDUCATION
PROGRAM**

VO-AG FARM MANAGEMENT AREAS



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1987 REPORT OF THE VOCATIONAL AGRICULTURE
FARM MANAGEMENT EDUCATION PROGRAM
CENTRAL MINNESOTA

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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, and the Department of Agriculture Education (University of Minnesota), the program has expanded to serve over 5000 farm families each year in six regional farm management areas. Programs are managed by the State Board of Vocational Technical Education through Technical Institutes and local school districts.

From the very beginning the purpose of the farm management education part of the program was to help farm families achieve their farm business and family goals. This was done through improved management organization and efficiency of their farm operations. This purpose has not changed over the years.

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

1. Farm families enroll in a specific farm management course
2. Each course has a specific objective and units of instruction to meet the objective.
3. Courses are offered in sequence, and farmers are expected to enroll in the first course and follow the sequence.
4. There is continuity to each course. Each one leads to another.
5. Part of the instruction is done on the farm with the individual farm family.

Most programs organize their course around the same central themes. They are;

- Year 1 - Farm business records and accounts.
- Year 2 - Farm business analysis and evaluation.
- Year 3 - Farm business organization.
- Year 4 - Farm reorganization and enterprise efficiency.

Like most education programs, enrollees benefit from the instruction in relation to how much effort they put into study. There has been some research studies that show some exciting, positive, results for some members of Farm Business Management Classes. Some farmers have benefited more, 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 their study.

The summary of farm records for Central Minnesota (Willmar Center) 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 farm business.

The analysis of the records and preparation of this report is done under the direction of Mr. John Thell, Area Agriculture Program Coordinator, at the Willmar Technical Institute. Directing in a supervisory capacity is Mr. Ronald Erpelding, T.I. Director, Mr. Orlo Almlie, Sup't. of Willmar Schools, Mr. John Murray, State Board for Vocational-Technical Education, and Dr. Edgar Persons, Head, Agriculture Education Division, University of Minnesota. Clerical work was done by Joyce Jacobson, Celeste Thell and Lynn Van Nurden. Data processing was done by Specialized Data System, Inc., Madison, Wisconsin.

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

<u>SCHOOL</u>	<u>INSTRUCTOR(S)</u>
Appleton	David Backlund
Alexandria Technical Inst.	Jerry Kalinowski
Alexandria Technical Inst.	Jan Dobbert
Alexandria Technical Inst.	Norman Skarstad
Benson	Richard Bonde
Brooten	Larry Putz
Buffalo (Wright Co. V.C.)	Stan Van DerKooi
Buffalo Lake	Kenneth Anderson
Cold Spring ROCORI	Dave Acheson
Dawson-Boyd	Curt Schoephoerster
Elbow Lake (Westland)	Jeff Demmer
Glenwood	Ronald Nelsen
Litchfield	Jere Rambow
Madison	Ralph Butterfield
Maple Lake	Pat Kerney
Melrose	Mike Foley
Montevideo	Mike Warner
Montevideo	Tim Rademacher
Morris	Dan Perkins
Olivia-Danube-B. Island	Roland Bjorklund
Ortonville	Tim Holtquist
Paynesville-Belgrade	Wallace Payne
St. Cloud Technical Inst.	Dennis Lehto
St. Cloud Technical Inst.	Howard Pennertz
St. Cloud Technical Inst.	Ronold Novotony
Willmar Technical Inst.	Dale Steussy
Willmar Technical Inst.	Ronald Van Nurden
Willmar T.I. Prod. Ag.	Floyd Boeder

TABLE 1 - FARM INVENTORIES - 1987 - AVERAGE OF ALL FARMS

ITEMS		AVERAGE OF 457 FARMS	
1	SIZE OF FARM - TOTAL ACRES		468.5
2	TILLABLE ACRES		413.3
3	WORK UNITS - CROPS		182.67
4	LIVESTOCK		261.21
5	OTHER		21.05
6	TOTAL SIZE OF BUSINESS-WORK UNITS		464.93
7	NUMBER OF WORKERS		1.58
8	FARM CAPITAL INVEST. / WORKER	\$	259507
8A	FARM CAPITAL INVEST. / WORK UNIT	\$	882
9	PRODUCTIVE LIVESTOCK	JAN 1	DEC 31
10	DAIRY COWS	16935	17586
11	OTHER DAIRY CATTLE	10363	11288
12	BEEF BREEDING CATTLE	1014	1215
99	BEEF FEEDER CATTLE	4087	5788
14	HOGS	8551	8940
15	SHEEP (including feeders)	222	224
16	POULTRY - ALL TYPES	32	36
17	OTHER LIVESTOCK	4	13
18	TOTAL PRODUCTIVE LIVESTOCK	\$ 41209	45089
19	CROP SEED & FEED	\$ 32263	42062
20	POWER MACHINERY & EQUIPMENT		
21	AUTO & TRUCK (farm share)	3580	4132
22	POWER AND MACHINERY	30751	30617
23	IRRIGATION EQUIPMENT	1124	1027
24	CUSTOM WORK EQUIPMENT	54	43
25	LIVESTOCK EQUIPMENT	7204	7186
26	TOTAL POWER, MACHINERY & EQUIP	\$ 42714	43005
27	BARE LAND VALUE	243337	244032
28	BUILDINGS, FENCES - ETC.	43667	42664
29	TOTAL FARM CAPITAL VALUE	\$ 403190	416852
30	INCREASE OR DECREASE-FARM CAPITAL	\$	13662

TABLE 1 LISTS THE CATEGORIES OF FARM CAPITAL FOR THE AVERAGES OF FARMS. PAGE 4 LISTS THE SAME INFORMATION FOR THE MOST PROFITABLE AND LEAST PROFITABLE FARM BUSINESSES. TABLE 1 INCLUDES THE LANDLORDS SHARE OF THE INVESTMENT FOR RENTED LAND.

OTHER MEASURES OF FARM SIZE ARE LISTED IN LINES 1 THROUGH 8 IN DESCRIBING THE FARMS INCLUDED IN THIS REPORT. FURTHER INFORMATION REGARDING THIS REPORT CAN BE OBTAINED FROM YOUR LOCAL HIGH SCHOOL AGRICULTURE INSTRUCTOR.

TABLE 1 - FARM INVENTORIES - 1987 - HIGH AND LOW PROFIT FARMS

ITEMS		91 HIGH PROFIT FARMS		91 LOW PROFIT FARMS	
1	SIZE OF FARM - TOTAL ACRES	739.9		372.7	
2	TILLABLE ACRES	690.5		314.1	
3	WORK UNITS - CROPS	316.38		135.23	
4	LIVESTOCK	251.04		251.38	
5	OTHER	31.73		16.75	
6	TOTAL SIZE OF BUSINESS-WORK UNITS	599.15		403.36	
7	NUMBER OF WORKERS	1.75		1.60	
8	FARM CAPITAL INVEST. / WORKER \$	354285		238718	
8A	FARM CAPITAL INVEST. / WORK UNIT \$	1035		947	
9	PRODUCTIVE LIVESTOCK	JAN 1	DEC 31	JAN 1	DEC 31
10	DAIRY COWS	12951	14910	17052	16551
11	OTHER DAIRY CATTLE	8665	9644	11529	12339
12	BEEF BREEDING CATTLE	1031	1546	576	603
13	BEEF FEEDER CATTLE	9699	14700	4205	5510
14	HOGS	12659	14030	7808	7990
15	SHEEP (including feeders)			723	642
16	POULTRY - ALL TYPES	6	3	150	172
17	OTHER LIVESTOCK				
18	TOTAL PRODUCTIVE LIVESTOCK \$	45010	54832	42044	43807
19	CROP SEED & FEED \$	48612	81241	28874	29605
20	POWER MACHINERY & EQUIPMENT				
21	AUTO & TRUCK (farm share)	4798	5695	5007	5232
22	POWER AND MACHINERY	43500	45416	34352	30533
23	IRRIGATION EQUIPMENT	642	503	2392	2079
24	CUSTOM WORK EQUIPMENT	54	47	106	87
25	LIVESTOCK EQUIPMENT	7866	7528	8797	7975
26	TOTAL POWER, MACH. & EQUIP \$	56859	59188	50654	45906
27	BARE LAND VALUE	404498	405157	215217	215541
28	BUILDINGS, FENCES - ETC.	42107	42492	47644	44605
29	TOTAL FARM CAPITAL VALUE \$	597086	642911	384433	379463
30	INCREASE OR DECREASE IN FARM CAPITAL \$		45825		-4970

MACHINERY, EQUIPMENT, AND BUILDINGS REFLECT COST LESS DEPRECIATION. LAND IS VALUED AT A CONSERVATIVE MARKET VALUE.

MARKET LIVESTOCK, CROPS FOR SALE OR FEED ARE VALUED AT MARKET PRICE AT TIME THE INVENTORY WAS TAKEN. PURCHASED AND RAISED BREEDING STOCK IS VALUED AT THE TIME PUT INTO USEFUL PRODUCTION AND CARRY THAT SAME VALUE FOR THEIR USEFUL LIFE.

WORK UNITS PROVIDE A MEASURE OF WORK LOAD AND SIZE OF BUSINESS.

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

		AVERAGE OF 457 FARMS	HIGH 91 FARMS	LOW 91 FARMS
1	SALE OF LIVESTOCK;			
2	DAIRY COWS	4269	3574	4326
3	DAIRY PRODUCTS	41674	32682	38387
4	OTHER DAIRY CATTLE	4048	2370	7943
5	BEEF BREEDING CATTLE	230	89	237
6	BEEF FEEDER CATTLE	8064	21703	8225
7	HOGS COMPLETE & MIXED	10156	20921	3959
8	HOGS FINISHING	10401	14227	16032
9	HOGS-PRODUCING WEANING PIGS	3248	2024	1911
10	SHEEP, GOATS, WOOL-FARM FLOCK	86		81
11	SHEEP WOOL-FEEDER LAMBS	302		1519
12	CHICKENS (inc. hens & broilers)	36		32
13	TURKEYS			
14	EGGS	216	16	1047
15	OTHER PROD. LIVESTOCK	300	1351	43
16	MISC. LIVESTOCK INCOME	132		
17	TOTAL SALES-PRODUCTIVE LIVESTOCK	\$ 83161	98956	83741
18	SALE OF CROPS;			
19	WHEAT	4935	9301	2895
20	OTHER SMALL GRAIN	2199	4583	2260
21	CORN	17126	36528	11158
22	SOYBEANS	13170	27521	8143
22A	SUNFLOWERS			
23	OTHER ROW CROPS	4923	14657	1159
24	LEGUMES & OTHER FORAGES	756	703	680
25	GRASS SEED	14		
26	FRUITS & NUTS	89		
28	VEG.-ROADSIDE MARKET & SPECIALTY	20	28	
29	SET ASIDE ACRES-GOV'T PYMNTS.	13216	25721	9152
29B	SALE OF SUPPLIES BOT FOR RESALE	5269	13834	2993
30	TOTAL CROP SALES	\$ 61716	132876	38441
31	CAP ASSETS SOLD (auto-mach)	608	1344	413
31A	CAP ASSETS SOLD (bldgs-imprv.)	382	1129	176
31B	CAP. ASSETS SOLD (LAND)	2954	5858	90
32	GAS TAX REFUND	13	18	12
33	INCOME FROM WORK OFF FARM	2518	3725	2114
34	CUSTOM WORK ENT. INCOME	210	218	148
35	COOP REFUNDS	469	663	431
36	MISCELLANEOUS FARM INCOME	3843	7297	2303
37	TOTAL FARM SALES	\$ 155873	252083	127869
38	INCREASE IN FARM CAPITAL	13676	47024	
39	FAMILY LIVING FROM FARM	618	539	503
40	TOTAL FARM RECEIPTS (37+38+39)	\$ 170167	299646	128372

OPERATORS LABOR AND MANAGEMENT EARNINGS, PAGE 6 LINE 46 REPRESENT THE RETURN TO OPERATOR AFTER ALL EXPENSES ARE DEDUCTED. THIS IS DETERMINED BY SUBTRACTING (T.2B LINE 46 FROM T.2A LINE 40.)

- 6 -
TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1987

	AVERAGE OF 457 FARMS	91 MOST PROFITABLE	91 LEAST PROFITABLE
1. PURCHASE OF LIVESTOCK; \$			
2 DAIRY COWS	803	522	1165
3 OTHER DAIRY CATTLE	1361	201	5045
4 BEEF BREEDING CATTLE	225	70	401
5 BEEF FEEDER CATTLE	3940	13100	3078
6 HOGS COMPLETE AND MIXED	530	973	362
7 HOGS FINISHING	3403	6638	6005
8 HOGS, PROD. WEANING PIGS	256	40	287
9 SHEEP AND GOATS	19		9
10 SHEEP AND FEEDER LAMBS	213		1070
11 CHICKENS (hens & broilers)	60		294
12 TURKEYS			
13 OTHER PROD. LIVESTOCK	8		
14 MISC. LIVESTOCK EXPENSE	5312	4991	5149
14A CROPS-SUPP. BOT FOR RESALE	8248	18708	5786
15 FEED BOUGHT	19500	24386	18851
16 FERTILIZER	7587	14141	5384
17 CHEMICALS	4076	8604	2529
18 OTHER CROP EXPENSE	6404	11170	4564
19 IRRIG. OPERATING COSTS	192	256	263
20 CUSTOM WORK ENT. EXPENSES	42	133	20
21 CUSTOM WORK HIRED	3336	4600	2760
22 REPAIR LIVESTOCK EQUIP.	1386	1439	1344
23 REPAIR-UPKEEP FARM REAL EST.	1081	1122	1073
24 GAS, DIESEL, OIL PURCHASED	4369	6819	3818
25 REPAIR, MACH., TRUCK & CAR	6806	10532	5542
26 REPAIR, IRRIG. EQUIPMENT	29	62	44
27 REPAIRS, CUSTOM WORK ENT.	16	29	12
28 WAGES FOR HIRED LABOR	4128	6145	3550
29 PERSONAL & REAL EST. TAXES	2151	3745	1636
30 GENERAL FARM EXPENSES	2640	3569	3164
31 TELEPHONE (farm share)	417	730	329
32 ELECTRICITY (farm share)	2448	2638	2424
33 TOTAL CASH OPERATING EXPENSE \$	90987	145361	85957
34 POWER-MACHINERY BOUGHT (FS)	9276	14908	7293
35 IRRIG. EQUIPMENT BOUGHT	157		230
36 CUSTOM WORK EQUIP BOUGHT	14	71	
37 LIVESTOCK EQUIP. BOUGHT	1733	1209	1531
38 LAND-BLDGS. BOUGHT	3353	3610	1991
38A NEW LAND BOUGHT	3499	4325	425
39 TOTAL FARM PURCH. (33 tr 38A) \$	109019	169485	97427
40 DECREASE IN FARM CAPITAL			5403
41 INT. ON FARM CAP. (7% charge)	28701	43400	26736
42 VALUE UNPAID FAMILY LABOR	682	468	876
43 LABOR CHARGE FOR PARTNERS	542	674	1102
44 BOARD FURNISHED HIRED LABOR	54	68	112
45 TOTAL FARM EXPENSE (39 tr. 44) \$	138988	214094	131656
46 RETURN TO OPER. LABOR & MGN'T	31169	85552	-3284
47 NUMBER OF OPERATORS	1	1	1
48 FULL TIME OPER. EQUIVALENT	1.11	1.18	1.11
49 RET. OPERATOR LABOR & MGN'T.	28568	73073	-1966
(2B/43+46) DIVIDED BY (2B/4B)			

TABLE 3 WHOLE FARM ENTERPRISE STATEMENT - 1987

	AVERAGE OF 457 FARMS	91 MOST PROFITABLE	91 LEAST PROFITABLE
1 RETURNS AND NET INCREASES; \$			
2 PRODUCTIVE LIVESTOCK,			
3 DAIRY COWS	40398	32872	36570
4 OTHER DAIRY CATTLE	10378	9254	9475
5 BEEF BREEDING COWS	638	1031	254
6 FEEDER CATTLE	4997	12752	5383
7 HOGS, MIXED & COMPLETE	10062	20737	3784
8 HOGS, FINISH ENTERPRISE	5909	8369	8728
9 HOGS. PROD. WEANING PIGS	4141	1864	2919
10 SHEEP & GOATS	86		73
11 SHEEP, FEEDER LAMBS	73		368
12 CHICKENS (hens-broilers)	199	13	810
13 TURKEYS			
14 OTHER PROD. LIVESTOCK	301	1351	43
15 TOTAL ALL PROD. LIVESTOCK \$	77182	88243	68408
16 MINUS VALUE FEED FED LVSTK.	35714	37441	36870
17 RET. OVER FEED FED LVSTK. \$	41468	50802	31537
18 CROP, FEED & SEED	63879	130206	41255
18A CROPS & SUPP BOT FOR RESALE	-2979	-4874	-2793
19 COOP PATRONAGE REFUNDS	469	663	431
20 MISC. FARM INCOME	3843	7297	2303
21 CUSTOM WORK ENTERPRISE	126	-23	96
22 TOTAL RETURNS & NET INCREASES \$ (17+18+19+20+21)	106806	184070	72830
23 EXPENSES AND NET DECREASES;			
24 TRUCK & AUTO (farm share)	4037	5418	3864
25 TRACTORS & CROP MACHINERY	16765	23463	17462
26 IRRIGATION EQUIPMENT	271	204	594
27 ELECTRICITY	2448	2638	2424
28 LIVESTOCK EQUIPMENT	3280	2926	3529
29 BLDGS, FENCES. TILING	5116	3314	6014
30 BARE LAND		-1976	
31 MISC. LIVESTOCK EXPENSE	5312	4991	5149
32 LABOR (paid, unpaid, custom labor charge)	3957	5424	3994
33 LABOR CHARGED SECOND OPER.	542	674	1102
34 PROPERTY TAXES	2151	3745	1636
35 GEN. FARM EXPENSE	2640	3569	3281
35A TELEPHONE	417	730	329
36 FARM CAPITAL CHARGE (7%)	28701	43399	26736
37 TOTAL FARM EXP & NET DECREASES \$	75637	98519	76114
38 RET. -OPER. LABOR & MGN'T (22-37)	31169	85552	-3284
39 NUMBER OF OPERATORS	1	1	1
40 OPERATOR FULL TIME EQUIVALENTS	1.11	1.18	1.11
41 RET. OPER LABOR & MGN'T FULL TIME OPR.	28568	73073	-1966

TABLE 3 COMBINES TABLES 1-2A & 3. CASH RECEIPTS AND EXPENSES ARE ADJUSTED FOR CHANGES IN INVENTORY FOR EACH ENTERPRISE AND FOR EACH CATEGORY OF EXPENSE IN ORDER TO SHOW NET INCREASES AND DECREASES. THE RESULTING RETURN TO OPERATORS LABOR AND MANAGEMENT IS THE SAME AS THAT ON PAGE 6, LINE 46.

TABLE 4 HOUSEHOLD AND PERSONAL EXPENSES - 1987

	AVERAGE OF 269 FARMS	PER ADULT EQUIVALENT
1 NUMBER OF PERSONS	7	
2 NUMBER OF ADULT EQUIVALENT	3.3	
3 CHURCH AND WELFARE	829	251.21
4 MEDICAL CARE & HEALTH INSURANCE	2549	772.42
5 FOOD AND MEALS BOUGHT	4419	1339.09
6 OPERATING EXP. AND SUPPLIES	1525	462.12
7 FURNISHINGS AND EQUIPMENT	1302	394.55
8 CLOTHING AND CLOTHING MATERIALS	1383	419.09
9 PERSONAL CARE SPENDING	1259	381.52
10 EDUCATION	431	130.61
11 RECREATION	1001	303.33
12 GIFTS AND SPECIAL EVENTS	873	264.55
12A PERSONAL LOAN INTEREST	147	44.55
13 PERS. SHARE TRUCK AND CAR	980	296.97
14 OPERATOR SHARE DWELLING UPKEEP	530	160.61
14A CASH RENT (personal)	14	4.24
15 PERS. SHARE, PHONE AND ELECT.	707	214.24
15A PERSONAL SHARE-GENERAL FARM EXP.	67	20.30
16 TOTAL CASH LIVING EXPENSE \$	18016	5459.39
17 PERS SHARE, TRUCK & CAR BOUGHT	954	289.09
18 NEW DWELLING BOUGHT	421	127.58
19 PERS. TAXES AND OTHER DEDUCTIONS	1990	603.03
20 LIFE INSURANCE	953	288.79
21 TOTAL HOUSEHOLD & PERS. (16-20) \$	22334	6767.88
22 TOTAL FAMILY LIVING FROM FARM (L.33)	576	174.55
23 TOTAL CASH & NON-CASH EXP(21+22	22910	6942.42
23A PAID ON PERSONAL DEBT	291	88.18
23B SAVINGS & INVEST. NON-INSURANCE	580	175.76
23C TOTAL CASH & NON-CASH FUNDS FOR PERSONAL AND FAMILY USE \$	×	23781
FAMILY LIVING FROM THE FARM		
25	QUANTITY	OPER. VALUE
26 MILK AND CREAM (quarts)	450	\$ 116
27 BEEF (pounds)	436	389
28 PORK (pounds)	158	70
29 LAMB (pounds)	1	1
30 POULTRY (pounds)	1	1
31 EGGS (pounds)		
32 VEGETABLES, FRUIT, OTHER PRODUCE		
33 TOTAL FAMILY LIVING FROM THE FARM	\$	576

HOUSEHOLD AND PERSONAL ACCOUNTS ARE IMPORTANT IF THE FAMILY IS TO MANAGE ITS FINANCIAL AFFAIRS WISELY. THE HOUSEHOLD AND PERSONAL; EXPENSES REPRESENTED IN THIS TABLE ARE FROM THOSE WHERE A COMPLETE HOUSEHOLD RECORD WAS KEPT IN THEIR FARM RECORD BOOK.

EXPLANATION OF RATIOS IN TABLE 5

FINANCIAL POSITION OF OPERATOR

- LINE 28 - RATIO- 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's calculated by dividing line 46, Table 6B by line 40, Table 6A.
- LINE 29 - RATIO- TOTAL ASSETS TO TOTAL LIABILITIES. Sometimes called 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.
- LINE 30 - RATIO- NON-REAL ESTATE ASSETS TO NON-REAL ESTATE DEBT. Sometimes called the Intermediate Ratio, is calculated by dividing the sum of lines 1,2,3,& 7 by Non-Real Estate liabilities, lines 11, 12 & 13.
- LINE 31 - RATION- REAL ESTATE ASSETS TO REAL ESTATE DEBT. This is calculated by dividing the sum of lines 4,5,& 8 by line 10. Lending agencies are often interested in the relationship of line 30 to line 31.
- LINE 32 - RATIO- NET WORTH TO TOTAL LIABILITIES. This ratio shows the owners equity to total debt. It expresses the percentage of liabilities to that covered by net worth.
- LINE 33 - RATIO- CASH OPER. EXPENSE TO ADJ. TOTAL FARM SALES. This is calculated by dividing line 35 in Table 6B by line 41, Table 6A. It differs from Line 28 in that it does not include the sale or purchase of Capital Assets.
- LINE 34 - RATIO- TOTAL FARM RECEIPTS TO AVE. FARM CAPITAL-WHOLE FARM. This is sometimes called the Capital Turnover Ratio. It is calculated by dividing line 40, Table 2A by 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.
- LINE 35 - RATIO- TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL, OPERATORS SHARE. This is the same as line 34 except its the operator's share only. It's calculated by dividing line 40, Table 6A by Average Farm Capital, Table 5.

TABLE 5 - STATEMENT FINANCIAL POSITION - OPERATOR AVERAGE, 1987

AVERAGE OF
457 FARMS

ITEMS	JAN. 1	DEC. 31
1. TOTAL PRODUCTIVE LIVESTOCK	40447	44382
2 CROP, SEED, AND FEED	31995	41670
3 TOTAL POWER, MACH., AND EQUIPMENT	41175	41789
4 LAND (ACRES OWNED) (till.)	116404	119514
5 BUILDINGS, FENCES ETC.	39422	38691
6 TOTAL FARM CAPITAL \$	269444	286045
7 NON-FARM ASSETS	18794	19497
7A CASH ON HAND & IN BANK	4428	6174
7B NON-FARM REAL ESTATE	1359	1102
8 DWELLING	21681	22525
9 TOTAL ASSETS \$	315705	335343
10 REAL ESTATE MORTGAGES	109510	108060
11 CHATTEL MORTGAGES	58286	57851
12 NOTES	14840	15009
13 ACCOUNTS PAYABLE	3245	3020
14 TOTAL LIABILITIES (debts) \$	185880	183941
15 FARMERS NET WORTH \$	129825	151402
16 GAIN (OR LOSS) IN NET WORTH \$		21577
17 SUPPLEMENTARY MANAGEMENT INFORMATION,		
18 RET-OPERATORS LABOR AND MGN'T. (6B/47) \$	30741	
19 RET-CAPITAL AND FAMILY LABOR (6B/48)	35999	
20 NON-FARM INCOME		
21 OUTSIDE INVESTMENT INCOME	874	
22 OTHER PERS INCOME AND TAX REFUNDS	6511	
22A SALE OF PERSONAL DWELLING OR AUTO	213	
23 TOTAL NON-FARM INCOME \$	7597	
24 TOTAL FAMILY FARM & NON-FARM INCOME \$	43597	
25 TOTAL MONEY BORROWED(farm & pers.)		52353
26 TOTAL PAID ON DEBT (business only)		54150
27 TOTAL CASH, NON-CASH EXP (T4/23C) PERS.		19955
28 RATIO: TOTAL FARM EXP TO TOTAL FARM RECPT (O.S.)		0.820
	JAN. 1	DEC. 31
29 RATIO: TOTAL ASSETS TO TOTAL DEBTS	1.698	1.823
30 RATIO: NON-REAL EST. ASSETS/NON R.E. DEB	1.792	2.023 <i>cont.</i>
31 RATIO: REAL EST. ASSETS/REAL EST. DEBTS	1.633	1.683
32 RATIO: NET WORTH TO TOTAL DEBTS	0.698	0.823 <i>Eg/Asset</i>
33 RATIO: CASH OPER. EXPENSE/ADJ. TOT FARM SALES (O.S.)		0.758
34 RATIO: TOTAL FARM RECEIPTS/AVE FARM CAPITAL (W.F.)		0.425
35 RATIO: TOTAL FARM RECPT'S/AVERAGE FARM CAP. (O.S.)		0.616
36 INV. VALUE OF FARM./ACRE (L4+5+8 DIV ACRES OWNED)		835
37 INV. VALUE OF FARM/TILL ACRE (L4+5+8 div.TILL ACRES)		980
38 DEBT, ALLSOURCES PER ACRE OWNED (L14/acres owned)		850

THE STATEMENT OF FINANCIAL POSITION shows the operators financial progress during the year. From this statement he or she can study their progress from year-to-year .

TABLE 5 - STATEMENT FINANCIAL POSITION - OPERATOR - 1987
HIGH AND LOW RETURN FARMS

ITEMS	91 HI-FARMS		91 LOW-FARMS	
	JAN. 1	DEC 31	JAN 1	DEC 31
1. TOTAL PRODUCTIVE LIVESTOCK	45151	54884	41704	42630
2 CROP, SEED, AND FEED	50169	81941	26536	28039
3 TOTAL POWER, MACH., AND EQUIPMENT	56876	60651	47780	43354
4 LAND (ACRES OWNED 348) (till.315)	171985	176982	129332	129526
5 BUILDINGS, FENCES ETC.	39473	39860	44276	41407
6 TOTAL FARM CAPITAL \$	363653	414319	289627	284955
7 NON-FARM ASSETS	33093	33896	17488	17343
7A CASH ON HAND & IN BANK	5550	12347	5494	5514
7B NON-FARM REAL ESTATE	3787	2840	228	177
8 DWELLING	26432	26822	22484	22663
9 TOTAL ASSETS \$	432515	490224	335321	330652
10 REAL ESTATE MORTGAGES	175135	170467	81785	77794
11 CHATTEL MORTGAGES	67927	68924	48637	47633
12 NOTES	32117	29816	9507	10604
13 ACCOUNTS PAYABLE	3137	2964	2272	2533
14 TOTAL LIABILITIES (debts) \$	278317	272171	142202	138565
15 FARMERS NET WORTH \$	154198	218053	193119	192087
16 GAIN (OR LOSS) IN NET WORTH \$		63855		-1032
17 SUPPLEMENTARY MANAGEMENT INFORMATION,				
18 RET-OPERATORS LABOR AND MGN'T. (6B/47)	\$84348		-2911	
19 RET-CAPITAL AND FAMILY LABOR (6B/48)	87332		7311	
20 NON-FARM INCOME				
21 OUTSIDE INVESTMENT INCOME	1343		897	
22 OTHER PERS INCOME AND TAX REFUNDS	6958		9196	
22A SALE OF PERSONAL DWELLING OR AUTO	34		2	
23 TOTAL NON-FARM INCOME \$	8334		10095	
24 TOTAL FAMILY FARM & NON-FARM INCOME \$	95667		17406	
25 TOTAL MONEY BORROWED(farm & pers.)	101257		35311	
26 TOTAL PAID ON DEBT (business only)	107747		38343	
27 TOTAL CASH, NON-CASH EXP (T4/23C) PERS.	25603		16474	
28 RATIO: TOT.FARM EXP-TOT FARM REC (O.S.)	0.721		1.023	
	JAN. 1	DEC. 31	JAN 1	DEC 31
29 RATIO: TOTAL ASSETS TO TOTAL DEBTS	1.554	1.801	2.358	2.386
30 RATIO: NON-R.E. ASSETS/NON R.E.DEBTS	1.850	2.396	2.301	2.252
31 RATIO: R.E. ASSETS/R.E. DEBTS	1.380	1.446	2.400	2.491
32 RATIO: NET WORTH TO TOTAL DEBTS	0.554	0.801	1.358	1.386
33 RATIO: CASH OPR. EXP/ADJ. TOT FARM SALES (O.S.)	0.751		0.811	
34 RATIO: TOTAL FARM RECPTS/AVE FARM CAP. (W.F.)	0.485		0.347	
35 RATIO: TOTAL FARM RECPT'S/AVE.FARM CAP. (O.S.)	0.778		0.432	
36 INV. VALUE OF FARM/ACRE (L4+5+8 /acres owned)	700		961	
37 INV. VALUE OF FARM/TILL A. (L4+5+8 /till acres)	773		1225	
38 DEBT, ALLSOURCES/ACRE OWNED (L14/acres owned)	782		688	

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1987 -

	AVERAGE OF	85 HIGH	85 LOW
	FARMS	FARMS	FARMS
1 SALE OF LIVESTOCK; \$			
2 DAIRY COWS	4222	4085	4367
3 DAIRY PRODUCTS	41063	33889	38464
4 OTHER DAIRY CATTLE	3987	2395	8048
5 BEEF BREEDING CATTLE	230	333	261
6 BEEF FEEDER CATTLE	7941	24496	7251
7 HOGS COMPLETE & MIXED	9822	18602	4522
8 HOGS FINISHING	10378	12380	14088
9 HOGS-PRODUCING WEANING PIGS	3037	1203	2039
10 SHEEP, GOATS, WOOL-FARM FLOCK	86	24	81
11 SHEEP WOOL-FEEDER LAMBS	302		1519
12 CHICKENS (inc. hens & broilers)	36	10	153
13 TURKEYS			
14 EGGS	216	387	676
15 OTHER PROD. LIVESTOCK	300	1351	43
16 MISC. LIVESTOCK INCOME	132		2
17 TOTAL SALES-PRODUCTIVE LIVESTOCK \$	81751	99156	81512
18 SALE OF CROPS; \$			
19 WHEAT	4720	8976	2965
20 OTHER SMALL GRAIN	2026	4633	1151
21 CORN	16365	36456	8929
22 SOYBEANS	12474	27394	6927
22A SUNFLOWERS			
23 OTHER ROW CROPS	4906	15854	1465
24 LEGUMES & OTHER FORAGES	710	738	687
25 GRASS SEED	14		
26 FRUITS & NUTS	89		
28 VEG.-ROADSIDE MARKET & SPECIALTY	20	28	
29 ○ SET ASIDE ACRES-GOV'T PYMNTS.	12933	24578	8198
29B SALE OF SUPPLIES BOT FOR RESALE	5265	13804	2551
30 TOTAL CROP SALES \$	59524	132431	32874
31 CAP ASSETS SOLD (auto-mach)	605	1519	363
31A CAP ASSETS SOLD (bldgs)	186	537	176
31b CAP ASSETS SOLD (land)	786	2837	90
32 ○ GAS TAX REFUND	12	15	13
33 ○ INCOME FROM WORK OFF FARM	2514	3657	1946
34 ○ CUSTOM WORK ENT. INCOME	210	218	148
35 ○ COOP REFUNDS	466	738	359
36 ○ MISCELLANEOUS FARM INCOME	3804	8128	2540
37 TOTAL FARM SALES \$	149858	249237	120020
38 INCREASE IN FARM CAPITAL	16602	50666	
39 FAMILY LIVING FROM FARM	606	486	507
40 TOTAL FARM RECEIPTS (37+38+39) \$	167066	300389	120527
41 ADJ. TOTAL FARM SALES (37)-(31)	148281	244344	119392
42 TOT.CASH FARM OPR. EXP. (6B/35)	113170	185927	97018
43 NET CASH OPERATING INCOME	35110	58418	22374

OPERATORS LABOR AND MANAGEMENT EARNINGS PAGE 13, LINE 47 REPRESENT THE RETURN TO THE OPERATOR AFTER ALL EXPENSES ARE DEDUCTED. THE ANSWER IS DETERMINED BY SUBTRACTING LINE 46, T.6B FROM L. 40 T. 6A.

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1987

		AVERAGE OF 457 <u>FARMS</u>	91 MOST <u>PROFITABLE</u>	91 LEAST <u>PROFITABLE</u>
1	PURCHASE OF LIVESTOCK;	\$		
2	DAIRY COWS	792	263	845
3	OTHER DAIRY CATTLE	1354	617	4735
4	BEEF BREEDING CATTLE	225	70	401
5	BEEF FEEDER CATTLE	3810	13332	3058
6	HOGS COMPLETE AND MIXED	522	972	366
7	HOGS FINISHING	3399	5305	5211
8	HOGS, PROD. WEANING PIGS	250	27	254
9	SHEEP AND GOATS	19		9
10	SHEEP AND FEEDER LAMBS	213		1070
11	CHICKENS (hens & broilers)	60	147	147
12	TURKEYS			
13	OTHER PROD. LIVESTOCK	8		
14	MISC. LIVESTOCK EXPENSE	5257	5165	5115
14A	CROPS-SUPP. BOT FOR RESALE	8238	20511	4507
15	FEED BOUGHT	19281	22699	17968
16	FERTILIZER	7376	14586	5139
17	CHEMICALS	3972	8585	2396
18	OTHER CROP EXPENSE	6293	10817	4364
19	IRRIG. OPERATING COSTS	192	321	190
20	CUSTOM WORK ENTERPRISE	42	101	20
21	CUSTOM WORK HIRED	3306	4869	2602
22	REPAIR LIVESTOCK EQUIP.	1369	1397	1352
23	REPAIR-UPKEEP FARM REAL EST.	1072	1195	1207
24	GAS, DIESEL, OIL PURCHASED	4321	6668	3637
25	REPAIR, MACH., TRUCK & CAR	6723	10454	5458
26	REPAIR, IRRIG. EQUIPMENT	29	68	26
27	REPAIRS, CUSTOM WORK ENT.	16	26	12
28	WAGES FOR HIRED LABOR	4099	6299	3631
29	PERSONAL & REAL EST. TAXES	1405	2302	1217
30	CASH RENT	9218	17603	6378
31	GENERAL FARM EXPENSES	2623	3631	2135
32	TELEPHONE (farm share)	412	725	331
33	ELECTRICITY (farm share)	2409	2651	2417
34	INTEREST ACTUALLY PAID	14866	24521	10813
35	TOTAL CASH OPERATING EXPENSE \$	113170	185927	97018
36	POWER-MACHINERY BOUGHT (FS)	9129	15819	7148
37	IRRIG. EQUIPMENT BOUGHT	157	391	2
38	CUSTOM WORK EQUIP BOUGHT	14	71	
39	LIVESTOCK EQUIP. BOUGHT	1719	1429	1425
40	LAND-BLDGS. BOUGHT	3342	3309	2169
3309	NEW LAND BOUGHT	3481	6054	639
41	TOTAL FARM PURCH. (35 tr 40A) \$	131012	213000	108400
42	DECREASE IN FARM CAPITAL			4672
43	INT. ON FARM CAP. (7% charge)	4576	2708	9297
44	VALUE UNPAID FAMILY LABOR	682	276	924
45	BOARD FURNISHED HIRED LABOR	54	57	145
46	TOTAL FARM EXPENSE(41 tr. 45) \$	136324	216041	123438
47	RETURN TO OPER. LABOR & MGN'T \$ 30741 (6A/40 minus L.46)		84348	-2911
48	RETURN TO CAP. & FAMILY LABOR \$ 35999 (43+44+47)		87332	7311

EXPLANATION OF WORK AND ANIMAL UNITS

THE TOTAL WORK UNITS ON ANY ONE FARM IS THE ONE MEASURE OF THE SIZE OF THAT PARTICULAR FARM BUSINESS. BANKERS AND OTHER CREDIT AGENCIES ARE INTERESTED IN WORK UNITS AS A SIZE OF THE BUSINESS. THIS CAN BE A MEASURE OF THE ABILITY TO PAY OFF DEBT. A WORK UNIT, AS USED IN THIS REPORT, IS THE AVERAGE ACCOMPLISHMENT OF A FARM OPERATOR/WORKER IN A TEN HOUR DAY. THE TOTAL NUMBER OF WORK UNITS IS NOT A MEASURE OF HOW HARD A FARMER WORKS OR HOW MUCH MACHINERY AND EQUIPMENT IS USED IN GETTING THE FARM WORK DONE, BUT IT DOES MEASURE HOW MUCH IS BEING ACCOMPLISHED ON THE FARM. IT DOES MEASURE THE SIZE OF A FARM BUSINESS IN COMPARISON WITH OTHER FARMS.

TABLE 7 - WORK UNITS FOR CROP, LIVESTOCK AND WORK OFF THE FARM

ITEM	NO. WORK UNITS	ITEM	NO. WORK UNITS
DAIRY COWS	7.0 / COW	OATS, WHEAT, BLY, RYE	.30/ ACRE
OTHER DAIRY	1.2 / HEAD	CANNING PEAS	.40/ ACRE
BEEF COWS	1.5 / HEAD	CANNING CORN	.50/ ACRE
BEEF FEEDERS	.12/ CWT...	PINTO BEANS	.50/ ACRE
<u>PRODUCING HOGS;</u>		SOYBEANS	.45/ ACRE
FARROW-FINISH	.12/ CWT	CORN FOR GRAIN	.55/ ACRE
FINISHING PIGS	.06/ CWT	SUGARBEETS	2.00/ ACRE
PROD. WEANING PIGS	1.4/LITTER	CORN-CANE SILAGE	.60/ ACRE
SHEEP, FARM FLOCK	.30/HEAD	LEG. GRASS SILAGE	.40/ ACRE
CHICKENS, EGG. PROD.	5.0/ 100	ALFALFA HAY	.60/ ACRE
BROILERS	.20/ CWT	OTHER LEG. HAY	.40/ ACRE
TURKEY, EGG PROD.	25.0/ 100	TAME GRASS HAY	.20/ ACRE
TURKEY PULLETS	.12/ CWT	ANNUAL HAY	.20/ ACRE
OFF FARM LABOR	1.0/ \$20	WILD HAY	.20/ ACRE
IDLE ACRES	.05/ ACRE	SUMMER FALLOW	.20/ ACRE
<u>SUNFLOWERS</u>	<u>.40/ ACRE</u>	<u>POTATOES</u>	<u>2.00/ ACRE</u>

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

<u>TYPE OF ANIMAL</u>	<u>ANIMAL UNITS</u>	<u>TYPE OF ANIMAL</u>	<u>ANIMAL UNITS</u>
DAIRY COWS	1.0/HEAD	PIGS	.2/ HEAD
OTHER DAIRY	.5/HEAD	SHEEP, ADULTS	.15/HEAD
BEEF COWS	.8/HEAD	LAMBS	.07/HEAD
OTHER BEEF CATTLE	.3/HEAD	CHICKENS, LAYERS	.02/HEAD
BEEF FEEDERS	1.0/HEAD	BROILERS, TURKY POULTS	1.0/1100#
<u>HOGS, ADULTS</u>	<u>.4/HEAD</u>	<u>TURKEYS, LAYING FLOCK</u>	<u>.04/HEAD</u>

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanation and definitions are for use in interpreting Table 8 and the Thermometer Chart on pages 16-17.

1. **LABOR EARNINGS** - A measure of the relative financial return for the operator's labor, taking into account all income and expense (cash and non-cash) including a charge for the use of farm capital at a rate of 7%. This is based on the whole farm business and is also found on Tables 2 and 3.
2. **CROP YIELD INDEX** - A measure of the crop yield level for all crops produced expressed as a percentage of average. Average being rated as 100%.
3. **% 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 income.
5. **RETURN PER \$ 100 FEED FED TO LIVESTOCK** - Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines individual livestock indexes into one figure.
6. **LIVESTOCK UNITS PER 100 ACRES** - A measure of livestock density or population. Unit values assigned to the various classes of livestock. Unit values are found in Table 7, page 14.
7. **SIZE OF BUSINESS-WORK UNITS** - A measure of the total work load. A unit represents average accomplishment of a worker in a ten hour day. It also may indicate the size of the total business. Units are assigned to each class of livestock, each crop, and to tasks using 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, EQUIP., BLDG. EXPENSE PER WORK UNIT.** A measure of expense control. It is the total of lines 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 are to be considered in the light of the individual farm and farm operator.

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY 1987

ITEMS		AVERAGE 457 FARMS	HIGH 91 FARMS	LOW 91 FARMS
1	RETURN TO OPERATORS LABOR & MGMNT.	\$ 30747	84348	-2911
2	CROP YIELD INDEX	100.0	96.4	93.1
3	PERCENT TILL. LAND-HIGH RETURN CROPS	83.7	86.0	82.2
4	GROSS RET. / TILLABLE ACRE	\$ 204.40	212.89	165.36
5	RETURN OVER \$ 100 FEED FED LIVESTOCK	100.0	112.7	91.4
6	LIVESTOCK UNITS/ 100 ACRES *	20.15	13.18	23.54
7	SIZE OF BUSINESS IN WORK UNITS	464.93	592.87	400.69
8	WORK UNITS PER WORKER	294.26	338.78	253.60
9	POWER, MACH. EQUIP, BLDG EXP. /WORK UNIT	\$ 65.73	53.65	67.84
10	FARM CAPITAL INVSM'T / WORKER	\$ 259507	348013	242766
11	INDEX-RETURN PER \$ 100 FEED FED;			
12	6100 BEEF BREEDING HERD	100.0		114.1
13	6140 BEEF FEEDERS, FEED LOT	100.0	112.8	91.4
14	6250 HENS, FARM LAYING FLOCK	100.0		
15	6290 DAIRY COWS	100.0	108.2	93.8
16	6310 OTHER DAIRY CATTLE	100.0	119.3	72.6
17	6470 HOGS, FARROW-FINISH	100.0	101.8	80.4
18	6490 HOGS, FINISHING	100.0	111.5	89.4
19	6510 HOGS, PROD. WEANING PIGS	100.0	109.5	101.8
20	6530 HOGS, MIXED SYSTEMS	100.0	117.6	78.8
21	6670 SHEEP, FARM FLOCK	100.0		100.0
22	6670B LAMBS, FEEDERS	100.0		62.2
30	NUMBER OF ANIMAL UNITS	84.34	90.95	75.97
31	WORK UNITS;			
32	CROPS	182.67	314.94	135.51
33	PRODUCTIVE LIVESTOCK	261.21	245.49	248.07
34	OTHER PROD. LIVESTOCK	21.05	32.44	17.12
35	EXPENSES PER WORK UNIT;			
36	TRACTOR, CROP MACH. EXP.	\$ 50.45	39.10	43.33
37	AUTO & TRUCK (farm share)	\$ 8.68	9.13	9.63
38	ELECTRICITY (farm share)	\$ 5.26	4.44	6.04
39	LVSTK., EQUIP., EXPENSE	\$ 7.05	4.93	8.80
40	BLDG, FENCES, TILING EXP.	\$ 11.02	5.59	14.99
40A	OTHER EXP. /WORK UNIT	\$		
40B	PHONE/OTHER UTILITY EXP.	\$ 6.58	7.25	8.72
40C	HIRED LABOR	\$ 8.88	10.36	8.86
41	**TRACT, CROP MACH EXP/CROP A.	\$ 40.71	35.57	45.38
42	POWER, MACH. COST/TILL. ACRE	\$ 3174.41	2616.11	3468.82
43	BLDG., FENCE, TILE COST ALLOCATED CROPS (BCAF)	2398.00 \$	1327.00	2313.00

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

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

- 17 -
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 farms included in this summary are located on the bold line through the center of the chart on this page.

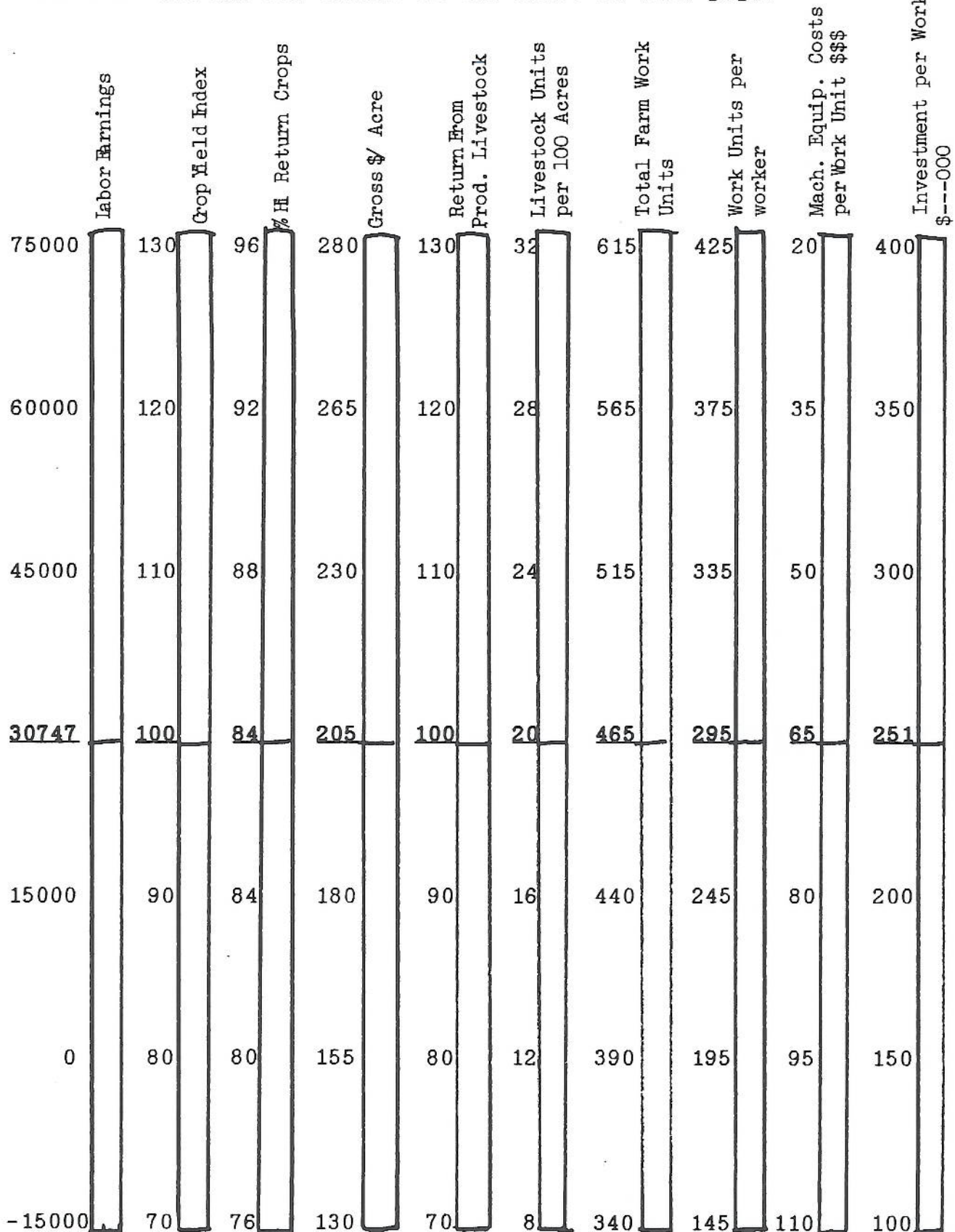


TABLE 10 - CROP ANALYSIS AND RANK EVALUATION EXPLANATION

The individual crop analysis table shows the yield, value per unit, and gross return per acre for each crop raised last year.

Costs such as fertilizer, chemicals, seed , and others, hired labor, and custom work hired are costs that are assigned to each individual crop in the account book or computer record keeping system. These costs are shown in table 10 under **Direct Costs**.

Other costs, called **Allocated Costs**, are not actual costs incurred but a calculated cost. The power and crop machinery expense is divided into ownership and operation costs for each crop. The power and crop machinery expense for crop work unit is calculated from the expense and net decrease on Table 3, page 7 of this report. Work units for each crop are used as a factor to calculate the per acre cost for power and crop machinery. Line 22 on each crop table shows the calculated interest on investment for equipment and land.

Land cost used in this report is considered the going rental value for land of similar type in the local area. Land rental value reflects a charge for taxes and interest investment in land. The only cost not included is storage cost and the operators labor.

The following crop ranks are used in this area report for crops raised. This rank is used in measuring the crop selection under percent high return crops on Table 8, measures of farm organization. An "A" ranked crop is rated at 100, "B" crop at a value of 50, "C" crop at 25 and a "D" crop has a rating of "0".

<u>A Ranked Crops</u>	<u>B Ranked Crops</u>	<u>C Ranked Crops</u>	<u>D Ranked Crops</u>
Corn, grain	Flax	Oatlage	Oats
Soybeans	Wheat	Rye	Meadow (till)
Edible beans	Corn Silage	Sorghum	Summer fallow
Potatoes	Legume silage	Sudax	
Sunflowers	Barley	Sorg. silage	
Sugarbeets		Millet	
Alfalfa			
Other legumes			

TABLE 9 - CROP DATA FOR MAJOR CROPS, DISTRIBUTION OF ACRES & YIELDS-1987

	AVERAGE OF 447 FARMS	91 HI RETURN FARMS	91 LOW RETURN FARMS
CROPS;	ACRES	ACRES	ACRES
TOTAL SMALL CROP AND CANNING PEAS	67.4	99.9	57.5
TOTAL ROW CROP	212.1	415.0	146.8
TOTAL LEGUMES, INCLUDING SEED	35.9	27.2	37.3
TOTAL OTHER HAY	4.7	2.8	2.3
TOTAL SILAGE AND FODDER	21.3	18.8	22.6
TOTAL TILLABLE PASTURE	0.1	0.1	
TOTAL FALLOW & IDLE LAND	70.1	124.0	
TOTAL TILLABLE LAND	411.8	687.8	315.3
TOTAL NON-TILLABLE HAY/PASTURE	6.9	2.4	7.4
TOTAL NON-TILLABLE FOREST CROPS	0.1		
WILD HAY NOT HARVESTED	3.1	2.6	2.6
PASTURE NOT HARVESTED	13.2	10.8	14.2
TIMBER NOT HARVESTED	4.4	3.4	5.5
ROADS AND WASTE	19.6	20.5	20.6
FARMSTEAD	8.3	10.1	8.6
TOTAL LAND NOT HARVESTED	48.6	47.4	51.5
TOTAL NON-TILLABLE LAND	55.6	49.9	59.0
TOTAL LAND IN FARM OR RANCH	467.4	737.7	374.3

**

SUPPLEMENTARY MANAGEMENT INFORMATION

	AVERAGE ALL FARMS	HI RETURN FARMS	LOW RETURN FARMS
PERCENT LAND TILLABLE	88.1	93.2	84.2
% LAND IN HIGH RETURN CROPS	83.7	86.0	82.2
*FERTILIZER COST/ACRE	\$ 18.26	19.66	18.25
*CROP CHEMICAL COST/ACRE	\$ 11.66	14.94	9.73
*SEED-OTHER COSTS/ACRE	\$ 17.78	19.45	16.49
*GAS, DIESEL, OIL COST/ACRE	\$ 12.83	12.13	14.37
*REPAIR, MAINT. COST/ACRE	\$ 19.92	18.68	20.80

2

* TILLABLE LAND MINUS TILLABLE PASTURE, FALLOW AND IDLE LAND.

**

AVERAGE YIELDS (FROM TABLE 10 OF THIS REPORT)
YIELDS

CROP	CROP RANK	AVERAGE ALL FARMS	HI FARMS	LOW FARMS
CORN, GRAIN	A	115	145	69
SOYBEANS	A	37	47	24
SUGARBEETS	A	21		
ALFALFA	A	3.3	5.0	2.1
CANNING CORN	A			
CANNING PEAS	A			
CORN SILAGE	A	13	21	7
WHEAT	B	40	52	23
OATS	D	49	85	20

TABLE 10 - CROP DATA FOR BARLEY - 1987

		AVERAGE OF 29 FARMS	14 HI RETURN FARMS	14 LOW RETURN FARMS
1	ACRES	28.8	37.7	20.3
2	YIELD PER ACRE	51.5	60.4	35.3
3	VALUE PER PRODUCTION UNIT	1.49	1.50	1.47
4	CROP PRODUCT RETURN	\$ 76.77	90.56	51.87
5	OTHER CROP INCOME	32.74	37.88	22.36
6	TOTAL CROP RETURN	\$ 109.51	128.44	74.24
7	DIRECT COSTS			
8	FERTILIZER	12.47	13.24	11.28
9	CHEMICALS 0 SEED	4.06	5.36	1.92
10	SEED	8.51	7.85	9.66
10A	CROP DRYING			
10B	OTHER CASH EXPENSE	1.18	0.95	1.67
11	SPECIAL HIRED LABOR	0.03	0.03	0.05
12	CUSTOM WORK HIRED	2.47	0.90	5.27
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 28.72	28.33	29.85
15	RETURN OVER DIRECT COSTS (6-14)	80.80	100.11	44.38
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	15.00	14.77	13.15
18	FARM POWER & MACH. (operation)	18.13	17.56	19.56
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	37.01	41.38	30.20
21	MISCELLANEOUS COSTS	0.14	0.21	0.05
22	*INTEREST ON MACH-EQUIP. INVEST.	4.06	4.30	3.25
23	TOTAL ALLOCATED COSTS	\$ 74.34	78.22	66.21
24	RET.OVER ALL LISTED COSTS (6-23)	6.46	21.88	-21.82
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.30	0.30	0.30
27	POWER COST ALLOCATION FACTOR	0.98	0.99	0.98
28	TOTAL LISTED COST/UNIT OF PROD.	2.00	1.76	2.72
29	RETURN OVER LISTED COST/UNIT	0.13	0.36	-0.62
30	BREAKEVEN YIELD/UNIT OF PROD.	69.17	71.03	65.35
30A	EST. TOTAL MACHINE COST/ACRE	38.83	37.23	39.48
31	TOTAL LISTED COSTS / ACRE (14+23)	103.06	106.55	96.06
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES \$	93.90	145.60	47.90
33A	BLDG., FENCES, TILING COSTS	53.36	77.68	14.81
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 1.46	1.45	1.49
40	QUANTITY SOLD (operators share)	741.0	1324.0	210.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR OATS - 1987

		AVERAGE OF 241 FARMS	48 HI RETURN FARMS	48 LOW RETURN FARMS
1	ACRES	29.4	27.6	32.9
2	YIELD PER ACRE	49.3	85.0	20.2
3	VALUE PER PRODUCTION UNIT	1.51	1.54	1.49
4	CROP PRODUCT RETURN	\$ 74.42	130.83	30.15
5	OTHER CROP INCOME	23.81	22.36	21.40
6	TOTAL CROP RETURN	\$ 98.23	153.19	51.55
7	DIRECT COSTS			
8	FERTILIZER	8.13	9.75	10.49
9	CHEMICALS	0.95	1.16	0.85
10	SEED	8.61	10.07	7.51
10A	CROP DRYING			
10B	OTHER CASH EXPENSE	0.99	0.65	0.33
11	SPECIAL HIRED LABOR	0.27	1.01	
12	CUSTOM WORK HIRED	3.44	3.70	2.01
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 22.38	26.34	21.19
15	RETURN OVER DIRECT COSTS (6-14)	75.85	126.85	30.36
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	13.06	16.20	13.37
18	FARM POWER & MACH. (operation)	16.60	16.96	16.84
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	38.13	46.52	32.04
21	MISCELLANEOUS COSTS	0.14	0.33	0.18
22	*INTEREST ON MACH-EQUIP. INVEST.	3.57	3.88	4.26
23	TOTAL ALLOCATED COSTS	\$ 71.50	83.88	66.69
24	RET.OVER ALL LISTED COSTS (6-23)	4.35	42.97	-36.32
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.30	0.30	0.30
27	POWER COST ALLOCATION FACTOR	0.97	0.97	0.98
28	TOTAL LISTED COST/UNIT OF PROD.	1.90	1.30	4.34
29	RETURN OVER LISTED COST/UNIT	0.09	0.51	-1.79
30	BREAKEVEN YIELD/UNIT OF PROD.	62.17	71.57	58.97
30A	EST. TOTAL MACHINE COST/ACRE	35.52	39.50	35.81
31	TOTAL LISTED COSTS / ACRE (14+23)	93.88	110.22	87.87
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES	\$ 109.50	104.90	143.80
33A	BLDG., FENCES, TILING COSTS	149.66	142.89	259.34
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 1.48	1.70	1.42
40	QUANTITY SOLD (operators share)	413.0	750.0	176.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR RYE - 1987

		AVERAGE OF 10 FARMS
1	ACRES	33.6
2	YIELD PER ACRE	23.9
3	VALUE PER PRODUCTION UNIT	2.09
4	CROP PRODUCT RETURN	\$ 50.00
5	OTHER CROP INCOME	14.20
6	TOTAL CROP RETURN	\$ 64.20
7	DIRECT COSTS	
8	FERTILIZER	12.08
9	CHEMICALS	
10	SEED	3.75
10A	CROP DRYING	
10B	OTHER CASH EXPENSE	2.68
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	0.54
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS	\$ 19.05
15	RETURN OVER DIRECT COSTS (6-14)	45.15
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH. (ownership)	14.29
18	FARM POWER & MACH. (operation)	13.54
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	21.90
21	MISCELLANEOUS COSTS	0.12
22	*INTEREST ON MACH-EQUIP. INVEST.	5.98
23	TOTAL ALLOCATED COSTS	\$ 55.83
24	RET. OVER ALL LISTED COSTS (6-23)	-10.68
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	0.30
27	POWER COST ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST/UNIT OF PROD.	3.13
29	RETURN OVER LISTED COST/UNIT	-0.45
30	BREAKEVEN YIELD/UNIT OF PROD.	35.83
30A	EST. TOTAL MACHINE COST/ACRE	34.17
31	TOTAL LISTED COSTS / ACRE (14+23)	74.88
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES	\$ 86.60
33A	BLDG., FENCES, TILING COSTS	44.66
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	\$
39	AVE. PRICE REC. / UNIT SOLD	\$ 2.10
40	QUANTITY SOLD (operators share)	825.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR WHEAT -1987

		AVERAGE OF 224 FARMS	44 HI RETURN FARMS	44 LOW RETURN FARMS
1	ACRES	67.4	66.0	32.6
2	YIELD PER ACRE	40.3	52.1	23.3
3	VALUE PER PRODUCTION UNIT	2.45	2.49	2.30
4	CROP PRODUCT RETURN	\$ 98.62	129.67	53.62
5	OTHER CROP INCOME	48.74	52.83	32.85
6	TOTAL CROP RETURN	\$ 147.36	182.50	86.47
7	DIRECT COSTS			
8	FERTILIZER	20.73	24.79	16.87
9	CHEMICALS	3.43	3.74	2.24
10	SEED	9.55	10.18	8.65
10A	CROP DRYING	0.06	0.14	
10B	OTHER CASH EXPENSE	1.77	3.08	1.35
11	SPECIAL HIRED LABOR	0.18	0.30	0.31
12	CUSTOM WORK HIRED	2.67	2.17	2.45
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 38.38	44.39	31.87
15	RETURN OVER DIRECT COSTS (6-14)	108.98	138.11	54.60
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	11.02	9.80	12.85
18	FARM POWER & MACH. (operation)	14.30	12.44	15.89
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	49.81	56.38	40.98
21	MISCELLANEOUS COSTS	0.49	0.45	0.37
22	*INTEREST ON MACH-EQUIP. INVEST.	3.66	3.65	3.44
23	TOTAL ALLOCATED COSTS	\$ 79.29	82.73	73.53
24	RET.OVER ALL LISTED COSTS (6-23)	29.69	55.38	-18.93
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.30	0.30	0.30
27	POWER COST ALLOCATION FACTOR	0.98	0.99	0.97
28	TOTAL LISTED COST/UNIT OF PROD.	2.92	2.44	4.52
29	RETURN OVER LISTED COST/UNIT	0.74	1.06	-0.81
30	BREAKEVEN YIELD/UNIT OF PROD.	48.03	51.05	45.83
30A	EST. TOTAL MACHINE COST/ACRE	30.77	27.34	33.82
31	TOTAL LISTED COSTS / ACRE (14+23)	117.67	127.12	105.40
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES	\$265.70	216.40	104.60
33A	BLDG., FENCES, TILING COSTS	227.82	489.03	80.39
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 2.57	2.50	2.41
40	QUANTITY SOLD (operators share 2682.0		3415.0	866.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES
13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR BEANS - NAVY, 1987

		AVERAGE OF 12 FARMS
1	ACRES	55.2
2	YIELD PER ACRE	26.5
3	VALUE PER PRODUCTION UNIT	20.41
4	CROP PRODUCT RETURN	\$ 540.65
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 540.65
7	DIRECT COSTS	
8	FERTILIZER	21.09
9	CHEMICALS	12.72
10	SEED	27.61
10A	CROP DRYING	
10B	OTHER CASH EXPENSE	4.80
11	SPECIAL HIRED LABOR	4.66
12	CUSTOM WORK HIRED	3.37
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS	\$ 74.24
15	RETURN OVER DIRECT COSTS (6-14)	466.41
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH. (ownership)	26.36
18	FARM POWER & MACH. (operation)	25.25
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	58.64
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH-EQUIP. INVEST.	6.11
23	TOTAL ALLOCATED COSTS	\$ 116.36
24	RET.OVER ALL LISTED COSTS (6-23)	350.05
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	0.50
27	POWER COST ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST/UNIT OF PROD.	3.60
29	RETURN OVER LISTED COST/UNIT	6.61
30	BREAKEVEN YIELD/UNIT OF PROD.	18.67
30A	EST. TOTAL MACHINE COST/ACRE	59.97
31	TOTAL LISTED COSTS / ACRE (14+23)	190.60
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	415.40
33A	BLDG., FENCES, TILING COSTS	642.46
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	\$
39	AVE. PRICE REC. / UNIT SOLD	\$ 20.72
40	QUANTITY SOLD (operators share)	7720.5

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR CANNING CORN -1987

		AVERAGE OF FARMS
1	ACRES	34.6
2	YIELD PER ACRE	287.7
3	VALUE PER PRODUCTION UNIT	1.00
4	CROP PRODUCT RETURN	\$ 287.72
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 287.72
7	DIRECT COSTS	
8	FERTILIZER	36.73
9	CHEMICALS	14.25
10	SEED	
10A	CROP DRYING	
10B	OTHER CASH EXPENSE	0.29
11	SPECIAL HIRED LABOR	3.06
12	CUSTOM WORK HIRED	5.46
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS	\$ 59.80
15	RETURN OVER DIRECT COSTS (6-14)	277.92
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH. (ownership)	15.06
18	FARM POWER & MACH. (operation)	24.62
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	67.23
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH-EQUIP. INVEST.	2.72.
23	TOTAL ALLOCATED COSTS	\$ 109.62
118.29.	OVER ALL LISTED COSTS (6-23)	118.29
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	0.50
27	POWER COST ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST/UNIT OF PROD.	0.59
29	RETURN OVER LISTED COST/UNIT	1.69
30	BREAKEVEN YIELD/UNIT OF PROD.	118.00
30A	EST. TOTAL MACHINE COST/ACRE	46.04
31	TOTAL LISTED COSTS / ACRE (14+23)	169.42
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	179.20
33A	BLDG., FENCES, TILING COSTS	200.81
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	\$
39	AVE. PRICE REC. / UNIT SOLD	\$ 113.91
40	QUANTITY SOLD (operators share)	61.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR CORN - 1987

		AVERAGE OF 612 FARMS	122 HI RETURN FARMS	122 LOW RETURN FARMS
1	ACRES	86.1	137.9	41.1
2	YIELD PER ACRE	115.8	144.4	68.8
3	VALUE PER PRODUCTION UNIT	1.74	1.65	2.09
4	CROP PRODUCT RETURN	\$ 201.51	238.23	143.87
5	OTHER CROP INCOME	67.26	72.69	50.17
6	TOTAL CROP RETURN	\$ 268.77	310.92	194.04
7	DIRECT COSTS			
8	FERTILIZER	31.22	37.94	21.87
9	CHEMICALS	15.31	15.63	12.80
10	SEED	19.00	20.91	15.96
10A	CROP DRYING	4.98	6.27	2.55
10B	OTHER CASH EXPENSE	3.07	3.51	1.44
11	SPECIAL HIRED LABOR	1.25	2.42	
12	CUSTOM WORK HIRED	3.33	3.41	3.24
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 78.20	90.09	57.88
15	RETURN OVER DIRECT COSTS (6-14)	190.57	220.83	136.16
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	23.05	25.99	20.51
18	FARM POWER & MACH. (operation)	28.86	29.19	29.61
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	52.49	61.39	36.81
21	MISCELLANEOUS COSTS	0.27	0.07	0.34
22	*INTEREST ON MACH-EQUIP. INVEST.	6.72	6.25	7.42
23	TOTAL ALLOCATED COSTS	\$ 111.42	122.89	94.70
24	RET.OVER ALL LISTED COSTS (6-23)	79.15	97.95	41.46
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.55	0.55	0.55
27	POWER COST ALLOCATION FACTOR	0.99	0.99	0.99
28	TOTAL LISTED COST/UNIT OF PROD.	1.64	1.48	2.22
29	RETURN OVER LISTED COST/UNIT	0.68	0.68	0.60
30	BREAKEVEN YIELD/UNIT OF PROD.	108.98	129.07	73.00
30A	EST. TOTAL MACHINE COST/ACRE	60.86	63.70	59.70
31	TOTAL LISTED COSTS / ACRE (14+23)	189.62	212.97	152.58
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES \$	637.60	417.00	245.10
33A	BLDG., FENCES, TILING COSTS	609.33	556.57	144.18
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 1.68	1.65	1.94
40	QUANTITY SOLD (operators share)	7441.0	17274.0	1356.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR SOYBEANS -1987

		AVERAGE OF 353 FARMS	70 HI RETURN FARMS	70 LOW RETURN FARMS
1	ACRES	127.5	143.6	84.1
2	YIELD PER ACRE	37.2	46.7	24.2
3	VALUE PER PRODUCTION UNIT	4.96	4.91	4.89
4	CROP PRODUCT RETURN	\$ 184.71	229.46	118.15
5	OTHER CROP INCOME	1.54	2.99	0.89
6	TOTAL CROP RETURN	\$ 186.24	232.46	119.04
7	DIRECT COSTS			
8	FERTILIZER	2.10	2.07	2.59
9	CHEMICALS	14.74	15.96	14.29
10	SEED	8.87	8.68	7.67
10A	CROP DRYING	0.06		0.11
10B	OTHER CASH EXPENSE	3.66	4.87	2.98
11	SPECIAL HIRED LABOR	2.08	3.83	0.63
12	CUSTOM WORK HIRED	2.08	1.34	2.14
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 33.59	36.75	30.42
15	RETURN OVER DIRECT COSTS (6-14)	152.65	195.70	88.62
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	19.17	19.19	18.73
18	FARM POWER & MACH. (operation)	14.22	22.65	21.28
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	56.16	69.02	46.86
21	MISCELLANEOUS COSTS	0.31		0.42
22	*INTEREST ON MACH-EQUIP. INVEST.	5.18	4.96	4.01
23	TOTAL ALLOCATED COSTS	\$ 95.04	115.81	91.30
24	RET.OVER ALL LISTED COSTS (6-23)	57.62	79.89	-2.68
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.45	0.45	0.45
27	POWER COST ALLOCATION FACTOR	0.99	0.99	0.97
28	TOTAL LISTED COST/UNIT OF PROD.	3.45	3.26	5.04
29	RETURN OVER LISTED COST/UNIT	1.52	1.71	-0.11
30	BREAKEVEN YIELD/UNIT OF PROD.	25.92	31.07	24.89
30A	EST. TOTAL MACHINE COST/ACRE	29.96	47.70	45.45
31	TOTAL LISTED COSTS / ACRE (14+23)	128.63	152.57	121.71
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES \$	822.90	841.50	536.60
33A	BLDG., FENCES, TILING COSTS	678.61	493.13	190.27
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 4.76	4.60	4.75
40	QUANTITY SOLD (operators share)	3545.0	5140.0	1646.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR SUGAR BEETS - 1987

		AVERAGE OF 11 FARMS
1	ACRES	244.1
2	YIELD PER ACRE	21.4
3	VALUE PER PRODUCTION UNIT	38.34
4	CROP PRODUCT RETURN	\$ 818.63
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 818.63
7	DIRECT COSTS	
8	FERTILIZER	34.54
9	CHEMICALS	62.59
10	SEED	21.22
10A	CROP DRYING	
10B	OTHER CASH EXPENSE	6.88
11	SPECIAL HIRED LABOR	23.48
12	CUSTOM WORK HIRED	26.15
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS	\$ 174.86
15	RETURNOVER DIRECT COSTS (6-14)	643.77
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH. (ownership)	54.60
18	FARM POWER & MACH. (operation)	74.85
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	75.83
21	MISCELLANEOUS COSTS	1.75
22	*INTEREST ON MACH-EQUIP. INVEST.	10.29
23	TOTAL ALLOCATED COSTS	\$ 217.30
24	RET.OVER ALL LISTED COSTS (6-23)	426.47
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	2.00
27	POWER COST ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST/UNIT OF PROD.	18.37
29	RETURN OVER LISTED COST/UNIT	19.97
30	BREAK EVEN YIELD/UNIT OF PROD.	10.23
30A	EST. TOTAL MACHINE COST/ACRE	157.17
31	TOTAL LISTED COSTS / ACRE (14+23)	392.16
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	4382.90
33A	BLDG., FENCES, TILING COSTS	4014.52
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	\$
39	AVE. PRICE REC. / UNIT SOLD	\$ 39.57
40	QUANTITY SOLD (operators share)	3139.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES
13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR ALFALFA - 1987

		AVERAGE OF 364 FARMS	72 HI RETURN FARMS	72 LOW RETURN FARMS
1	ACRES	44.7	44.5	33.6
2	YIELD PER ACRE	3.3	5.0	2.1
3	VALUE PER PRODUCTION UNIT	67.35	65.60	68.60
4	CROP PRODUCT RETURN	\$ 221.48	328.00	144.06
5	OTHER CROP INCOME	0.81	1.55	
6	TOTAL CROP RETURN	\$ 222.28	329.55	144.06
7	DIRECT COSTS			
8	FERTILIZER	16.31	19.19	18.24
9	CHEMICALS	0.51	0.45	0.21
10	SEED	10.92	8.02	12.35
10A	CROP DRYING	0.20	0.11	0.45
10B	OTHER CASH EXPENSE	1.97	2.49	1.28
11	SPECIAL HIRED LABOR	0.81	1.48	
12	CUSTOM WORK HIRED	2.81	4.94	1.79
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 33.53	36.70	34.32
15	RETURN OVER DIRECT COSTS (6-14)	188.75	292.85	109.74
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	25.73	30.27	21.82
18	FARM POWER & MACH. (operation)	33.31	32.94	32.74
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	40.60	48.43	31.82
21	MISCELLANEOUS COSTS	0.34	0.20	0.21
22	*INTEREST ON MACH-EQUIP. INVEST.	7.00	6.85	7.65
23	TOTAL ALLOCATED COSTS	\$ 106.98	118.70	94.23
24	RET.OVER ALL LISTED COSTS (6-23)	81.77	174.15	15.51
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.60	0.60	0.60
27	POWER COST ALLOCATION FACTOR	0.97	0.96	0.94
28	TOTAL LISTED COST/UNIT OF PROD.	42.73	31.07	61.20
29	RETURN OVER LISTED COST/UNIT	24.86	34.60	1.12
30	BREAKEVEN YIELD/UNIT OF PROD.	2.09	2.37	1.87
30A	EST. TOTAL MACHINE COST/ACRE	67.83	73.37	63.39
31	TOTAL LISTED COSTS / ACRE (14+23)	140.51	155.39	128.54
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES \$	344.60	368.60	255.60
33A	BLDG., FENCES, TILING COSTS	410.51	357.84	281.68
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD \$	60.47	49.25	51.03
40	QUANTITY SOLD (operators share)	9.0	20.0	3.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR ALFALFA ESTABLISHMENT - 1987

		AVERAGE OF 16 FARMS
1	ACRES	22.3
2	YIELD PER ACRE	1.6
3	VALUE PER PRODUCTION UNIT	56.56
4	CROP PRODUCT RETURN	\$ 91.30
5	OTHER CROP INCOME	0.72
6	TOTAL CROP RETURN	\$ 92.02
7	DIRECT COSTS	
8	FERTILIZER	20.94
9	CHEMICALS	4.71
10	SEED	35.20
10A	CROP DRYING	
10B	OTHER CASH EXPENSE	1.17
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	1.75
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS	\$ 63.77
15	RETURN OVER DIRECT COSTS (6-14)	28.25
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH. (ownership)	13.54
18	FARM POWER & MACH. (operation)	11.30
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	40.27
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH-EQUIP. INVEST.	2.20
23	TOTAL ALLOCATED COSTS	\$ 67.31
24	RET.OVER ALL LISTED COSTS (6-23)	-39.06
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	0.20
27	POWER COST ALLOCATION FACTOR	0.99
28	TOTAL LISTED COST/UNIT OF PROD.	81.19
29	RETURN OVER LISTED COST/UNIT	-24.19
30	BREAKEVEN YIELD/UNIT OF PROD.	2.32
30A	EST. TOTAL MACHINE COST/ACRE	28.21
31	TOTAL LISTED COSTS / ACRE (14+23)	131.08
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	54.30
33A	BLDG., FENCES, TILING COSTS	63.57
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	\$
39	AVE. PRICE REC. / UNIT SOLD	\$ 1.52
40	QUANTITY SOLD (operators share)	44.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR GRAIN SILAGE - 1987

		AVERAGE OF 67 FARMS	13 HI RETURN FARMS	13 LOW RETURN FARMS
1	ACRES	20.5	20.9	19.8
2	YIELD PER ACRE	5.3	8.1	1.4
3	VALUE PER PRODUCTION UNIT	15.35	14.13	15.00
4	CROP PRODUCT RETURN	\$ 80.88	114.55	20.45
5	OTHER CROP INCOME	3.90	0.86	0.30
6	TOTAL CROP RETURN	\$ 84.78	115.41	20.76
7	DIRECT COSTS			
8	FERTILIZER	9.22	9.28	12.42
9	CHEMICALS	0.24	1.05	0.56
10	SEED	9.80	11.00	6.62
10A	CROP DRYING			
10B	OTHER CASH EXPENSE	1.12	0.33	0.10
11	SPECIAL HIRED LABOR	0.44	2.20	
12	CUSTOM WORK HIRED	1.71	1.87	1.52
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 22.83	25.74	21.21
15	RETURN OVER DIRECT COSTS (6-14)	61.95	89.67	-0.45
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	18.29	13.35	19.14
18	FARM POWER & MACH. (operation)	20.93	23.88	20.45
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	40.20	44.93	31.67
21	MISCELLANEOUS COSTS	0.24	0.14	1.16
22	*INTEREST ON MACH-EQUIP. INVEST.	4.73	4.93	4.70
23	TOTAL ALLOCATED COSTS	\$ 84.39	87.22	77.12
24	RET. OVER ALL LISTED COSTS (6-23)	-22.44	2.45	-77.58
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.40	0.40	0.40
27	POWER COST ALLOCATION FACTOR	0.95	0.95	0.93
28	TOTAL LISTED COST/UNIT OF PROD.	20.35	13.94	72.11
29	RETURN OVER LISTED COST/UNIT	-4.26	2.44	-56.89
30	BREAKEVEN YIELD/UNIT OF PROD.	6.99	8.00	6.56
30A	EST. TOTAL MACHINE COST/ACRE	45.09	43.39	45.30
31	TOTAL LISTED COSTS / ACRE (14+23)	107.22	112.97	98.33
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES \$	101.50	99.50	90.10
33A	BLDG., FENCES, TILING COSTS	103.22	96.56	171.63
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$		
40	QUANTITY SOLD (operators share)			

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR CORN SILAGE -1987

		AVERAGE OF 276 FARMS	55 HI RETURN FARMS	55 LOW RETURN FARMS
1	ACRES	30.4	25.7	26.7
2	YIELD PER ACRE	13.1	21.2	7.3
3	VALUE PER PRODUCTION UNIT	14.60	13.95	14.58
4	CROP PRODUCT RETURN	\$ 190.66	295.29	91.20
5	OTHER CROP INCOME			
6	TOTAL CROP RETURN	\$ 190.66	295.29	106.43
7	DIRECT COSTS			
8	FERTILIZER	21.41	29.96	13.41
9	CHEMICALS	13.52	15.80	9.55
10	SEED	15.36	16.61	13.52
10A	CROP DRYING			
10B	OTHER CASH EXPENSE	1.74	2.06	0.79
11	SPECIAL HIRED LABOR	0.33	1.71	0.14
12	CUSTOM WORK HIRED	3.26	6.03	4.68
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 56.22	72.18	42.92
15	RETURN OVER DIRECT COSTS (6-14)	134.44	223.11	63.51
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	27.07	29.53	23.07
18	FARM POWER & MACH. (operation)	34.05	34.75	31.20
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	38.03	43.31	30.60
21	MISCELLANEOUS COSTS	0.26	0.19	
22	*INTEREST ON MACH-EQUIP. INVEST.	7.17	8.17	6.40
23	TOTAL ALLOCATED COSTS	\$ 106.58	115.95	91.27
24	RET.OVER ALL LISTED COSTS (6-23)	27.86	107.16	-27.76
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.60	0.60	0.60
27	POWER COST ALLOCATION FACTOR	0.99	0.99	0.96
28	TOTAL LISTED COST/UNIT OF PROD.	12.47	8.89	18.38
29	RETURN OVER LISTED COST/UNIT	2.12	5.04	-3.80
30	BREAKEVEN YIELD/UNIT OF PROD.	11.15	13.49	9.20
30A	EST. TOTAL MACHINE COST/ACRE	70.46	76.47	63.79
31	TOTAL LISTED COSTS / ACRE (14+23)	162.80	188.13	134.19
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES \$	220.00	212.80	198.20
33A	BLDG., FENCES, TILING COSTS	282.82	235.00	272.71
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$		
40	QUANTITY SOLD (operators share)			

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR CORN FOR GRAIN IRRIGATED - 1987

		AVERAGE OF 34 FARMS	11 HI RETURN FARMS	11 LOW RETURN FARMS
1	ACRES	88.0	127.4	76.0
2	YIELD PER ACRE	141.1	158.3	113.4
3	VALUE PER PRODUCTION UNIT	1.66	1.67	1.66
4	CROP PRODUCT RETURN	\$ 234.17	264.30	188.30
5	OTHER CROP INCOME	59.72	41.67	82.20
6	TOTAL CROP RETURN	\$ 293.89	305.97	270.50
7	DIRECT COSTS			
8	FERTILIZER	40.24	47.34	36.92
9	CHEMICALS	15.78	15.31	16.92
10	SEED	20.45	20.30	20.26
10A	CROP DRYING	7.77	9.46	6.82
10B	OTHER CASH EXPENSE	8.91	10.80	7.59
11	SPECIAL HIRED LABOR	4.40	6.56	1.43
12	CUSTOM WORK HIRED	5.18	2.90	9.86
13	IRRIGATION COSTS	16.13	17.80	11.95
14	TOTAL DIRECT COSTS	\$ 118.86	130.46	111.75
15	RETURN OVER DIRECT COSTS (6-14)	175.02	175.51	158.75
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	34.52	28.91	37.04
18	FARM POWER & MACH. (operation)	28.51	25.71	28.64
19	IRRIGATION EQUIP. (ownership)	28.56	29.80	32.45
20	LAND COSTS	36.45	32.65	41.21
21	MISCELLANEOUS COSTS	0.86	1.04	0.75
22	*INTEREST ON MACH-EQUIP. INVEST.	8.09	7.39	10.13
23	TOTAL ALLOCATED COSTS	\$ 137.00	125.50	150.22
24	RET.OVER ALL LISTED COSTS (6-23)	38.02	50.01	8.53
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.65	0.65	0.65
27	POWER COST ALLOCATION FACTOR	0.99	1.00	0.98
28	TOTAL LISTED COST/UNIT OF PROD.	1.81	1.62	2.31
29	RETURN OVER LISTED COST/UNIT	0.27	0.32	0.08
30	BREAKEVEN YIELD/UNIT OF PROD.	154.13	153.28	157.81
30A	EST. TOTAL MACHINE COST/ACRE	74.59	63.95	82.39
31	TOTAL LISTED COSTS / ACRE (14+23)	255.86	255.97	261.97
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES \$	694.1	964.20	521.60
33A	BLDG., FENCES, TILING COSTS	871.78	1467.04	216.96
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
37	TOTAL ACRE INCHES OF WATER APP.	7.00	9.00	6.00
38	COST OF IRRIGATION / ACRE \$	44.69	47.60	44.40
39	AVE. PRICE REC. / UNIT SOLD \$	1.64	1.71	1.48
40	QUANTITY SOLD (operators share)	8555.0	14397.0	7368.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR SOYBEANS - IRRIGATED 1987

	AVERAGE OF 12 FARMS	6 HI RETURN FARMS	6 LOW RETURN FARMS
1 ACRES	60.2	68.0	52.5
2 YIELD PER ACRE	37.0	41.5	31.0
3 VALUE PER PRODUCTION UNIT	4.35	4.74	4.27
4 CROP PRODUCT RETURN \$	160.78	196.93	132.37
5 OTHER CROP INCOME			
6 TOTAL CROP RETURN \$	160.78	196.93	132.37
7 DIRECT COSTS			
8 FERTILIZER	6.81	5.25	8.84
9 CHEMICALS	19.15	13.09	26.97
10 SEED	9.25	8.96	9.62
10A CROP DRYING			
10B OTHER CASH EXPENSE	11.54	2.79	22.88
11 SPECIAL HIRED LABOR	4.87		11.18
12 CUSTOM WORK HIRED	3.36	1.31	6.00
13 IRRIGATION COSTS	10.76	11.88	9.30
14 TOTAL DIRECT COSTS \$	65.75	43.28	94.78
15 RETURN OVERDIRECT COSTS (6-14)	95.03	153.65	37.59
16 ALLOCATED COSTS (direct + fixed)			
17 FARM POWER & MACH. (ownership)	27.11	38.50	12.32
18 FARM POWER & MACH. (operation)	24.34	28.04	19.47
19 IRRIGATION EQUIP. (ownership)	32.77	45.06	16.80
20 LAND COSTS	30.93	34.31	26.51
21 MISCELLANEOUS COSTS	0.13	0.24	
22 *INTEREST ON MACH-EQUIP. INVEST.	6.96	9.53	3.62
23 TOTAL ALLOCATED COSTS \$	122.24	155.68	78.72
24 RET.OVER ALL LISTED COSTS (6-23)	-27.21	-2.03	-41.13
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS ASSIGNED PER ACRE	0.55	0.55	0.55
27 POWER COST ALLOCATION FACTOR	0.98	0.99	0.97
28 TOTAL LISTED COST/UNIT OF PROD.	5.09	4.79	5.60
29 RETURN OVER LISTED COST/UNIT	-0.74	-0.05	-1.32
30 BREAK EVEN YIELD/UNIT OF PROD.	43.22	41.97	40.63
30A EST. TOTAL MACHINE COST/ACRE	60.65	76.94	39.41
31 TOTAL LISTED COSTS / ACRE (14+23)	187.99	198.96	173.50
32 OTHER POSSIBLE COSTS NOT LISTED			
33 UTILITIES-OTHER GEN. EXPENSES \$	521.40	488.20	575.70
33A BLDG., FENCES, TILING COSTS	582.26	466.04	690.76
34 INTEREST ALLOCATION			
35 OTHER COSTS NOT LISTED			
36 TOTAL COSTS \$			
37 TOTAL ACRE INCHES OF WATER APPLIED	45.00	5.00	86.00
38 COST OF IRRIGATION /ACRE	43.53	56.94	26.10
39 AVE. PRICE REC. / UNIT SOLD \$	4.85	4.71	4.63
40 QUANTITY SOLD (operators share)	1946.0	1366.0	2525.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR ALFALFA HAY IRRIGATED - 1987

		AVERAGE OF 35 FARMS	11 HI RETURN FARMS	11 LOW RETURN FARMS
1	ACRES	32.2	33.3	31.1
2	YIELD PER ACRE	3.8	5.2	2.3
3	VALUE PER PRODUCTION UNIT	66.95	65.45	68.45
4	CROP PRODUCT RETURN	\$ 255.75	341.98	160.68
5	OTHER CROP INCOME			
6	TOTAL CROP RETURN	\$ 255.75	341.98	160.68
7	DIRECT COSTS			
8	FERTILIZER	18.45	13.99	23.25
9	CHEMICALS	1.40	2.67	
10	SEED	10.16	14.74	5.24
10A	CROP DRYING			
10B	OTHER CASH EXPENSE	4.44	4.08	4.86
11	SPECIAL HIRED LABOR	0.34	0.69	
12	CUSTOM WORK HIRED	1.34	0.96	1.70
13	IRRIGATION COSTS	19.44	27.00	11.35
14	TOTAL DIRECT COSTS	\$ 55.56	64.14	46.40
15	RETURN OVER DIRECT COSTS (6-14)	200.19	277.84	114.28
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	38.32	33.12	43.89
18	FARM POWER & MACH. (operation)	34.60	34.20	35.02
19	IRRIGATION EQUIP. (ownership)	18.32	20.93	15.53
20	LAND COSTS	33.82	39.34	27.88
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH-EQUIP. INVEST.	9.84	9.85	9.84
23	TOTAL ALLOCATED COSTS	\$ 134.91	137.45	132.15
24	RET.OVER ALL LISTED COSTS (6-23)	65.28	140.39	-17.88
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.80	0.80	0.80
27	POWER COST ALLOCATION FACTOR	0.99	1.00	0.98
28	TOTAL LISTED COST/UNIT OF PROD.	49.86	38.58	76.07
29	RETURN OVER LISTED COST/UNIT	17.09	26.87	-7.62
30	BREAKEVEN YIELD/UNIT OF PROD.	2.84	3.08	2.61
30A	EST. TOTAL MACHINE COST/ACRE	83.65	77.82	89.89
31	TOTAL LISTED COSTS / ACRE (14+23)	190.47	201.59	178.55
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES \$	251.80	209.60	313.90
33A	BLDG., FENCES, TILING COSTS	308.48	319.80	294.69
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
37	TOTAL ACRE INCH WATER APPL.	7.00	9.00	6.00
38	COST IRRIGATION PER ACRE	37.76	47.93	26.88
39	AVE. PRICE REC. / UNIT SOLD	\$ 73.66	76.29	70.98
40	QUANTITY SOLD (operators share)	25.0	27.0	24.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR CORN SILAGE IRRIGATED -1987

		AVERAGE OF 17 FARMS	8 HI RETURN FARMS	8 LOW RETURN FARMS
1	ACRES	27.6	27.8	29.7
2	YIELD PER ACRE	17.8	21.6	14.3
3	VALUE PER PRODUCTION UNIT	14.94	14.88	15.00
4	CROP PRODUCT RETURN	\$ 266.30	321.69	214.14
5	OTHER CROP INCOME			
6	TOTAL CROP RETURN	\$ 266.30	321.69	214.14
7	DIRECT COSTS			
8	FERTILIZER	28.15	26.83	29.43
9	CHEMICALS	13.70	10.61	16.33
10	SEED	17.36	19.14	15.89
10A	CROP DRYING			
10B	OTHER CASH EXPENSE	0.91	0.22	1.62
11	SPECIAL HIRED LABOR	0.11		0.20
12	CUSTOM WORK HIRED	4.82	1.40	8.22
13	IRRIGATION COSTS	17.03	23.27	10.77
14	TOTAL DIRECT COSTS	\$ 82.07	81.47	82.46
15	RETURN OVER DIRECT COSTS (6-14)	184.23	240.22	131.68
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	33.08	30.22	35.52
18	FARM POWER & MACH. (operation)	37.07	45.14	29.23
19	IRRIGATION EQUIP. (ownership)	25.00	20.72	29.16
20	LAND COSTS	34.67	33.31	35.86
21	MISCELLANEOUS COSTS	1.70		3.37
22	*INTEREST ON MACH-EQUIP. INVEST.	10.58	10.14	10.94
23	TOTAL ALLOCATED COSTS	\$ 142.10	139.53	144.07
24	RET.OVER ALL LISTED COSTS (6-23)	42.13	100.69	-12.39
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	0.80	0.80	0.80
27	POWER COST ALLOCATION FACTOR	1.00	1.00	0.99
28	TOTAL LISTED COST/UNIT OF PROD.	12.58	10.22	15.87
29	RETURN OVER LISTED COST/UNIT	1.66	4.66	-.83
30	BREAKEVEN YIELD/UNIT OF PROD.	15.00	14.85	15.10
30A	EST. TOTAL MACHINE COST/ACRE	83.93	86.44	81.17
31	TOTAL LISTED COSTS / ACRE (14+23)	224.17	221.01	226.53
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES \$	249.30	256.10	243.00
33A	BLDG., FENCES, TILING COSTS	314.53	338.19	295.34
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
37	TOTAL ACRE INCHES OF WATER APP.	7.00	7.00	6.00
38	COST OF IRRIGATION	42.03	43.99	39.93
39	AVE. PRICE REC. / UNIT SOLD	\$ 14.98	14.99	
40	QUANTITY SOLD (operators share)	26.0	56.0	

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES + EXPLANATION

Productive livestock enterprises are an important part of the farm business in most farms involved in this report. Tables 11 through 17 pertain to the major livestock enterprises.

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

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

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

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

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

PRICES USED IN THIS REPORT FOR HOME GROWN FEED FED LIVESTOCK

Grains-per bushel

Corn, grain	\$ 1.65
Oats	\$ 1.50

Other Roughages-per ton

Corn silage	\$ 15.00
Legume silage	\$ 32.00
Oatlage	\$ 15.00
Stover stacks	\$ 15.00

Hay-per ton

Alfalfa	\$ 70.00
Mixed hay	\$ 55.00
Grass hay	\$ 35.00

Pasture chgs. per head per month

Dairy cow	\$ 10.00
Young cattle	\$ 4.00
Sheep	\$ 1.50

TABLE 11 - HOGS, MIXED SYSTEMS - 1987

AVERAGE
FARMS

1	POUNDS HOGS PRODUCED		56463
			<u>PER CWT</u>
2	NET VALUE PRODUCED-HOGS	\$	69.27
3	OTHER MISC. HOG INCOME	\$	
4	TOTAL VALUE PRODUCED	\$	69.27
5	POUNDS OF FEED FED;		
6	CORN		390.8
7	SMALL GRAIN		67.2
8	COMPLETE FEED		7.7
9	PROT., SALT, MIN. & MILK		120.1
10	TOTAL CONCENTRATES		585.8
11	FORAGES		4.1
12	FEED COSTS;		
13	GRAINS		12.97
14	COMPLET FEED		0.53
15	PROT., SALT, MIN. & MILK		15.51
16	FORAGES		0.10
17	PASTURE		
18	TOTAL FEED COSTS	\$	29.12
19	RETURN OVER FEED COSTS	\$	40.15
20	OTHER DIRECT COSTS;		
21	MISC. LIVESTOCK EXPENSE		2.13
22	VETERINARY EXPENSE		0.89
23	CUSTOM WORK(truck etc.)		0.71
24	SPECIAL HIRED LABOR		
25	TOTAL OTHER DIRECT COSTS	\$	3.73
26	RETURN OVER FEED/OTHER COSTS	\$	36.42
27	ALLOCATED COSTS;		
28	POWER-MACH COST (PCAF)		1.32
29	LVSTK EQUIP COST (ECAF)		1.38
30	BLDGS-FENCE (BCAF)		1.21
31	TOTAL ALLOCATED COSTS	\$	5.15
32	RETURN OVER ALL LISTED COSTS	\$	32.51
33	SUPPLEMENTARY MANAGEMENT INFORMATION;		
34	RETURN OVER \$ 100 FEED FED	\$	237.90
35	PRICE REC. / CWT. ALL ANIMALS	\$	67.07
36	PRICE REC. / CWT. MKT ANIMALS	\$	62.38
37	NUMBER LITTERS FARROWED		78
37A	LITTERS / BEARING FEMALE/YEAR		1.6
38	NUMBER PIGS BORN/LITTER		9.7
39	NUMBER PIGS WEANED/LITTER		7.9
39A	NUMBER PIGS PRODUCED/LITTER		7.9
40	PERCENT DEATH LOSS		14.8
41	AVE WEIGHT ALL HOGS SOLD		104.5
42	PRICE PER CWT CONC. FED		219.6
43	PRICE PER CWT PROT. SALT. MIN.	\$	4.95
44	PRICE / CWT. PROT. SALT, MIN.	\$	12.92
45	POUNDS OF PORK PURCHASED		1307
46	TOTAL LISTED COSTS PER CWT. PROK PROD.		36.76
47	UTILITIES & OTHER GEN FARM EXPENSE		1025.96

TABLE 11A - HOGS, FARROW TO FINISH - 1987

		AVERAGE 65 FARMS	13 HIGH FARMS	13 LOW FARMS
1	POUNDS HOGS PRODUCED	132245	129736	71509
		PER CWT	PER CWT	PER CWT
2	NET VALUE PRODUCED-HOGS	\$ 50.56	62.07	42.02
3	OTHER MISC. HOG INCOME	\$		
4	TOTAL VALUE PRODUCED	\$ 50.56	62.07	42.02
5	POUNDS OF FEED FED;			
6	CORN	255.1	159.0	287.8
7	SMALL GRAIN	9.4	6.9	33.7
	COMPLETE FEED	90.2	153.6	56.1
9	PROT., SALT, MIN. & MILK	68.2	55.5	83.3
10	TOTAL CONCENTRATES	422.9	374.9	460.9
11	FORAGES	0.5		
12	FEED COSTS;			
13	GRAINS	7.12	3.32	9.35
14	COMPLETE FEED	6.08	9.94	4.02
15	PROT., SALT, MIN. & MILK	9.83	5.65	12.88
16	FORAGES	0.02		
17	PASTURE			
18	TOTAL FEED COSTS	\$ 23.04	18.91	26.25
19	RETURN OVER FEED COSTS	\$ 27.51	43.16	15.77
20	OTHER DIRECT COSTS;			
21	MISC. LIVESTOCK EXPENSE	1.56	1.36	1.26
22	VETERINARY EXPENSE	0.85	1.46	0.76
23	CUSTOM WORK(truck etc.)	0.56	0.85	0.35
24	SPECIAL HIRED LABOR	0.15	0.02	0.08
25	TOTAL OTHER DIRECT COSTS	3.12	3.68	2.45
26	RETURN OVER FEED/OTHER COSTS	\$ 24.39	39.48	13.32
27	ALLOCATED COSTS;			
28	POWER-MACH COST (PCAF)	1.23	1.44	1.26
29	LVSTK EQUIP COST (ECAF)	2.00	2.16	1.77
30	BLDGS-FENCE (BCAF)	1.85	2.10	1.63
31	TOTAL ALLOCATED COSTS	\$ 5.18	5.19	4.79
32	RETURN OVER ALL LISTED COSTS	\$ 19.32	33.77	8.66
33	SUPPLEMENTARY MANAGEMENT INFORMATION;			
34	RETURN OVER \$ 100 FEED FED	\$ 219.41	328.31	160.08
35	PRICE REC. / CWT. ALL ANIMALS	\$ 54.46	63.61	49.29
36	PRICE REC. / CWT. MKT ANIMALS	\$ 52.46	57.97	49.81
37	NUMBER LITTERS FARROWED	85	104	40
37A	LITTERS / BEARING FEMALE/YEAR	1.5	1.9	1.5
38	NUMBER PIGS BORN/LITTER	10.1	10.1	10.0
39	NUMBER PIGS WEANED/LITTER	8.3	9.0	8.3
39A	NUMBER PIGS PRODUCED/LITTER	8.3	9.3	7.6
40	PERCENT DEATH LOSS	12.8	8.6	15.0
41	AVE WEIGHT ALL HOGS SOLD	191.3	139.7	228.9
42	AVE WEIGHT-MKT ANIMALS SOLD	223.1	253.1	201.2
43	PRICE PER CWT CONC. FED	\$ 5.44	5.04	5.70
44	PRICE / CWT. PROT. SALT, MIN.	\$ 14.41	10.18	15.45
45	POUNDS OF PORK PURCHASED	3349	3158	5075
46	TOTAL LISTED COSTS PER CWT. PROD.	\$ 21.24	28.30	33.37
47	UTILITIES & OTHER GEN. FARM EXP.	3193.70	4387.88	1117.40
48	INTEREST ALLOCATION	-----	-----	-----

TABLE 11B - HOGS, FINISHING ENTERPRISE - 1987

	AVERAGE 66 FARMS	13 HIGH FARMS	13 LOW FARMS
1. AVERAGE NUMBER PIGS ON HAND	250.1	188.1	111.3
2 POUNDS HOGS PRODUCED	114244	75821	43452
	PER CWT	PER CWT	PER CWT
3 NET VALUE PRODUCED-HOGS \$	36.32	46.68	30.34
4 OTHER MISC. HOG INCOME \$			
5 TOTAL VALUE PRODUCED \$	36.32	46.68	30.34
6 POUNDS OF FEED FED;			
7 CORN	297.0	294.6	350.8
8 SMALL GRAIN	9.7	9.0	10.8
9 COMPLETE FEED	47.8	66.8	66.5
10 PROT.SALT,MIN. & MILK	76.8	86.0	83.2
11 TOTAL CONCENTRATES	431.4	456.4	511.3
12 FORAGES			
13 FEED COSTS;			
14 GRAINS	8.73	8.02	10.31
15 COMPLETE FEED	2.11	3.76	4.51
16 PROT.,SALT, MIN. & MILK	10.94	12.49	12.27
17 FORAGES		0.01	
18 PASTURE			
19 TOTAL FEED COSTS \$	21.78	24.28	27.08
20 RETURN OVER FEED COSTS \$	14.54	22.40	3.26
21 OTHER DIRECT COSTS;			
22 MISC. LIVESTOCK EXPENSE	0.64	0.80	0.76
23 VETERINARY EXPENSE	0.33	0.15	0.49
24 CUSTOM WORK(truck etc.)	0.60	0.67	0.96
25 SPECIAL HIRED LABOR	0.01		0.01
26 TOTAL OTHER DIRECT COST\$	1.58	1.62	2.23
27 RETURN OVER FEED/OTHER COSTS \$	12.96	20.78	1.04
28 ALLOCATED COSTS;			
29 POWER-MACH COST (PCAF)	0.58	0.71	0.63
30 LVSTK EQUIP COST (ECAF)	1.01	1.56	0.99
31 BLDGS-FENCE (BCAF)	0.84	1.21	0.54
32 TOTAL ALLOCATED COSTS \$	2.43	3.48	2.16
33 RETURN OVER ALL LISTED COSTS \$	10.53	17.30	-1.12
34 SUPPLEMENTARY MANAGEMENT INFORMATION;			
35 RETURN OVER \$ 100 FEED FED \$	166.75	192.25	112.04
36 PRICE REC. PER CWT SOLD \$	51.65	51.96	48.85
37 AVERAGE WEIGHT-HOGS SOLD \$	223.0	217.0	238.1
38 AVE. PRICE PAID/PIG BOUGHT \$	51.60	50.81	50.15
39 AVE. WEIGHT PER PIG BOUGHT	50.0	53.7	47.6
40 NUMBER PIGS PURCHASED	456	355	162
41 NO. PIGS TRANS. IN	211	144	93
42 AVE. WEIGHT-PIGS TRANS. IN	48.7	43.7	54.2
43 POUNDS PORK PURCHASED	22783	19065	7713
44 PERCENT DEATH LOSS	2.3	3.1	2.9
45 PRICE PAID/ CWT. CONCENTRATE \$	5.05	5.32	5.30
46 PRICE PAID/ CWT. PROT.MIN,SALT\$	14.24	14.52	14.75
47 EFFECTIVE DAILY GAIN-LB./DAY/PIG	1.35	1.40	1.20
48 TOTAL LISTED COST/CWT PRODUCED\$	25.79	29.37	31.46
49 UTILITIES-OTHER GEN. FARM EXP \$	892.44	619.75	342.67

TABLE 11C - HOGS, WEANING PIG PRODUCTION - 1987

	AVERAGE 54 FARMS	11 HIGH FARMS	11 LOW FARMS
1 NUMBER OF LITTERS FARROWED	109 PER LITTER	81 PER LITTER	77 PER LITTER
2 NET VALUE PRODUCED-HOGS	\$ 359.59	465.44	246.43
3 OTHER MISC. HOG INCOME	\$		
4 TOTAL VALUE PRODUCED	\$ 359.59	465.44	246.43
5 POUNDS OF FEED FED;			
6 CORN	1136.8	922.8	1054.5
7 SMALL GRAIN	130.8	113.5	158.2
8 COMPLETE FEED	915.9	2852.5	481.0
9 PROT., SALT, MIN. & MILK	388.6	349.5	366.4
10 TOTAL CONCENTRATES	2572.1	4238.3	2060.1
11 FORAGES	8.0	18.9	
12 FEED COSTS;			
13 GRAINS	37.92	31.43	37.47
14 COMPLETE FEED	51.99	63.81	41.51
15 PROT., SALT, MIN. & MILK	62.52	67.35	70.45
16 FORAGES	0.18	0.06	
17 PASTURE			
18 TOTAL FEED COSTS	\$ 152.61	162.67	149.43
19 RETURN OVER FEED COSTS	\$ 206.97	302.78	97.00
20 OTHER DIRECT COSTS;			
21 MISC. LIVESTOCK EXPENSE	12.39	19.80	10.10
22 VETERINARY EXPENSE	11.11	15.89	11.03
23 CUSTOM WORK(truck etc.)	2.95	4.32	0.52
24 SPECIAL HIRED LABOR	0.61		0.32
25 TOTAL OTHER DIRECT COST	\$ 27.06	40.01	21.97
26 RETURN OVER FEED/OTHER COSTS	\$ 179.92	262.77	75.03
27 ALLOCATED COSTS;			
28 POWER-MACH COST (PCAF)	14.80	15.04	11.06
29 LVSTK EQUIP COST (ECAF)	19.17	28.49	33.30
30 BLDGS-FENCE (BCAF)	16.35	20.87	24.72
31 TOTAL ALLOCATED COSTS	\$ 50.32	64.40	69.08
32 RETURN OVER ALL LISTED COSTS	\$ 129.60	198.37	5.95
33 SUPPLEMENTARY MANAGEMENT INFORMATION;			
34 RETURN OVER \$ 100 FEED FED	\$ 235.62	286.13	164.93
35 PRICE REC. / ANIMAL SOLD	\$ 55.84	59.25	53.27
36 AVE. PRICE REC. / PIG SOLD-TRANS	\$ 50.88	58.62	52.34
37 AVE. WEIGHT/PIG SOLD-TRANS.	50.7	59.3	60.9
38 NUMBER PIGS PRODUCED	818	715	499
39 NUMBER PIGS BORN/LITTER	9.6	10.5	9.1
40 NO. PIGS WEANED/LITTER	7.6	9.0	6.5
40A LITTERS/BEARING FEMALE/YEAR	1.5	1.6	1.5
40B PIGS PRODUCED/SOW/YEAR	11.3	13.1	9.7
41 PERCENT DEATH LOSS	17.8	13.2	23.0
42 PRICE PER CWT CONC. FED	\$ 6.60	6.67	6.96
43 PRICE / CWT. PROT. SALT, MIN.	\$ 13.31	11.83	13.12
44 FEED & SUPP. COST/PIG PRODUCED	\$ 23.94	22.96	26.45
45 TOTAL LISTED COST PER LITTER	\$ 229.99	267.07	240.48
46 UTILITIES-OTHER GEN FARM EXP.	\$ 1775.41	1242.35	1197.76
47 INTEREST ALLOCATION	----	----	----

TABLE 12 - DAIRY COWS , 1987

	AVERAGE 236 <u>FARMS</u>	HIGH 47 <u>FARMS</u>	LOW 47 <u>FARMS</u>
1 AVERAGE NUMBER OF COWS	48.6	57.8	42.3
	<u>PER COW</u>	<u>PER COW</u>	<u>PER COW</u>
2 POUNDS OF MILK	15350	17698	12380
3 POUNDS OF BUTTERFAT	552.6	637.1	420.9
4 % BUTTERFAT IN MILK	3.6	3.6	3.4
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	1797.28	2099.36	1415.48
7 DAIRY PROD. USED IN HOUSE	5.14	4.88	5.22
8 MILK FED LIVESTOCK	10.12	11.85	10.47
9 NET CHANGE/VALUE OF COWS	-78.02	-92.13	-128.30
10 OTHER MISCELLANEOUS INCOME	0.02	0.05	
11 TOTAL VALUE PRODUCED	\$1734.53	2024.01	1302.88
12 POUNDS FEED FED / COW;			
13 CORN	5479.1	5600.3	5411.5
14 SMALL GRAIN	420.3	336.8	471.3
15 COMPLETE FEED	196.6	247.4	117.5
16 PROT. SALT-MINERAL	1461.6	1644.0	1330.8
17 TOTAL CONCENTRATES	7557.6	7828.6	7331.1
18 LEGUME HAY	6247.0	6272.0	6316.6
19 OTHER HAY & DRY ROUGHAGE	148.7	149.0	120.7
20 SILAGE	10482.1	9454.5	11152.2
20A HAYLAGE	1326.3	421.3	2075.9
21 FEED COSTS / COW;			
22 GRAINS	168.54	177.42	177.26
23 COMPLETE FEED	13.37	20.90	7.35
24 PRO. SALT-MIN. (per cwt.)	202.84	218.79	174.14
25 ALL HAY & DRY ROUGHAGE	234.94	216.66	249.43
26 SILAGE	80.70	72.75	84.94
27 PASTURE	1.32	1.25	1.44
28 TOTAL FEED COSTS	\$ 701.73	707.77	694.56
29 RETURN OVER FEED COSTS	\$1032.82	1316.24	608.35
30 OTHER DIRECT COSTS;			
31 MISC. LIVESTOCK EXPENSE	131.63	168.32	100.02
32 VETERINARY EXPENSE	41.60	51.37	26.57
33 CUSTOM WORK HIRED	56.87	68.70	40.09
34 SPECIAL HIRED LABOR	4.07	2.34	
35 TOTAL OTHER DIRECT COSTS	\$ 234.20	290.74	166.69
36 RETURN OVER FEED-OTHER COSTS	798.62	1025.50	441.65
37 ALLOCATED COSTS;			
38 POWER, MACH. COSTS (PCAF)	61.53	61.37	51.29
39 LIVESTOCK EQUIPMENT (ECAF)	67.68	89.08	51.06
40 BLDG., FENCE COSTS (BCAF)	68.73	73.97	45.78
41 TOTAL ALLOCATED COSTS	\$ 197.94	224.41	148.13
42 RETURN OVER ALL LISTED COST	\$600.68	801.09	293.52
43 <u>SUPPLEMENTARY MGMNT INFORMATION</u>			
44 RETURN OVER \$ 100 FEED FED	247.18	286.28	187.58
45 FEED COST/CWT. OF MILK \$	4.57	4.00	5.61
46 FEED COST/LB. B. FAT \$	1.29	1.13	1.67
47 LBS. MILK/POUND CONC. FED\$	2.03	2.26	1.69
48 AVE. PRICE/CWT MILK SOLD \$	11.81	11.96	11.56
49 AVE. PRICE/LB. B. FAT \$	3.32	3.35	3.43
50 TOTAL LISTED COST/CWT MILK \$	7.39	6.91	8.15
51 DAIRY COW TURNOVER %	39.1	43.3	40.2
52 TOTAL LISTED COSTS PER COW	\$1133.85 x	1222.92	1009.39
53 UTILITIES & GEN. FARM EXP.	\$4300.79	5482.83	3858.98
54 INTEREST ALLOCATION			

TABLE 13 - OTHER DAIRY CATTLE, COMMERCIAL REPLACEMENT - 1987

	AVERAGE 224 <u>FARMS</u>	45 HIGH <u>FARMS</u>	45 LOW <u>FARMS</u>
1 NUMBER OF HEAD	64.3	61.2	68.2
2 NET VALUE PRODUCED	<u>PER HEAD</u> 345.13	<u>PER HEAD</u> 488.81	<u>PER HEAD</u> 230.63
3 OTHER MISC. INCOME	\$		
4 TOTAL INCOME	\$ 345.13	488.81	230.63
5 POUNDS OF FEED FED;			
6 CORN	1167.3	1049.2	1420.3
7 SMALL GRAIN	166.1	215.1	158.5
8 COMPLETE FEED	54.4	172.4	40.9
9 PRO. SALT-MINERAL	235.9	239.6	259.6
10 HAY & DRY ROUGHAGE	2382.9	2220.2	2789.8
11 SILAGE	6342.4	4620.4	7831.3
11A HAYLAGE	154.7	108.2	58.6
12 MILK	68.5	50.2	80.1
13 FEED COSTS;			
14 GRAINS	40.96	39.33	45.43
15 COMPLETE FEED	3.31	4.46	4.65
16 PRO. SALT-MINERAL	36.10	40.28	38.46
17 HAY/HAYLAGE/DRY ROUGHAGE	70.86	59.30	81.85
18 SILAGE	49.67	39.18	60.72
19 MILK	7.74	5.59	9.24
20 PASTURE	2.01	1.41	3.24
21 TOTAL FEED COSTS	\$ 210.65	189.54	243.58
22 RETURN OVER FEED COSTS	\$ 134.48	299.28	-12.90
23 OTHER DIRECT COSTS;			
24 MISC. LIVESTOCK EXPENSE	13.50	17.83	11.10
25 VETERINARY EXPENSE	5.21	6.11	5.81
26 CUSTOM WORK HIRED	3.51	2.76	3.23
27 SPECIAL HIRED LABOR	0.86	1.90	2.35
28 TOTAL OTHER DIR. COSTS	\$ 23.08	28.58	22.48
29 RET.OVER FEED/OTHER DIR COSTS	111.42	270.69	-35.38
30 ALLOCATED COSTS;			
31 POWER-MACH, COSTS (PCAF)	10.61	10.18	12.20
32 LVSTK., EQUIP COSTS (ECAF)	10.30	9.38	7.51
33 BLDG., FENCE COST (BCAF)	12.16	10.36	13.06
34 TOTAL ALLOCATED COSTS	\$ 32.99	29.00	31.60
35 RETURN OVER ALL LISTED COSTS	\$ 78.41	241.68	-66.98
36 <u>SUPPLEMENTARY MGMT. INFORMATION</u>			
37 RETURN FOR \$ 100 FEED FED \$	163.84	257.89	94.71
38 PERCENT DEATH LOSS TOTAL	7.2	5.8	7.2
39 PERCENT CALF LOSS	15.4	10.7	18.4
40 TOTAL LISTED COSTS PER HEAD	266.72	247.12	297.65
41 UTILITIES-OTHER GEN FARM EXP.	990.72	995.90	1224.22
42 INTEREST ALLOCATION			

TABLE 14 - ALL DAIRY AND REPLACEMENTS - 1987

		AVERAGE 237 <u>FARMS</u>	47 HIGH <u>FARMS</u>	47 LOW <u>FARMS</u>
1	AVERAGE NUMBER OF COWS	49.1	54.1	39.5
		<u>PER COW AND REPLACEMENT</u>		
2	VALUE OF DAIRY PRODUCTS	\$ 1814.95	2092.99	1461.04
3	NET VALUE PRODUCED	\$ 359.76	482.00	197.47
4	MISC. DAIRY INCOME	\$ 0.02	0.06	
5	TOTAL VALUE PRODUCED	\$ 2174.73	2575.03	1658.53
6	POUNDS OF FEED FED;			
7	GRAINS	7514.3	7137.4	7806.5
8	COMPLETE FEED	266.0	206.6	134.5
9	PRO. SALT-MINERAL	1764.8	1817.7	1698.6
10	HAY & DRY ROUGHAGE	9418.2	9203.2	10670.8
11	SILAGE	18704.4	16528.7	19382.6
11A	HAYLAGE	1620.8	1680.9	333.4
12	FEED COSTS;			
13	GRAINS	217.98	218.00	238.71
14	COMPLETE FEED	17.68	18.56	8.53
15	PRO. SALT-MINERAL	258.15	259.69	220.30
16	HAY/HAYLAGE/DRY ROUGHAGE	325.17	324.51	347.87
17	SILAGE	145.93	126.67	143.22
18	PASTURE	4.07	2.13	5.06
19	TOTAL FEED COSTS	\$ 969.00	949.54	963.70
20	RETURN OVER FEED COSTS	\$ 1205.74	1625.49	694.81
21	OTHER DIRECT COSTS;			
22	MISC. LIVESTOCK EXPENSE	149.21	199.56	105.37
23	VETERINARY EXPENSE	47.76	58.67	32.43
24	CUSTOM WORK HIRED	61.26	73.22	46.86
25	SPECIAL HIRED LABOR	5.07	11.46	0.13
26	TOTAL OTHER DIR. COSTS	\$ 263.32	342.90	184.78
27	RET. OVER FEED/OTHER DIR COSTS	942.42	1282.59	510.03
28	ALLOCATED COSTS;			
29	POWER-MACH, COSTS (PCAF)	74.71	74.23	65.41
30	LVSTK., EQUIP COSTS (ECAF)	81.75	94.89	65.53
31	BLDG., FENCE COST (BCAF)	84.45	93.49	58.78
32	TOTAL ALLOCATED COSTS	\$ 240.92	262.61	189.72
33	RETURN OVER ALL LISTED COSTS	\$ 701.51	1020.00	320.30
34	<u>SUPPLEMENTARY MGMN'T. INFORMATION</u>			
35	RETURN FOR \$ 100 FEED FED \$	224.43	271.19	172.10
36	TOTAL LISTED COSTS PER COW	\$1473.24	1555.05	1338.20
37	UTILITIES-OTHER GEN FARM EXP.	5291.35	5956.34	4254.53
38	INTEREST ALLOCATION			

TABLE 15A - BEEF BREEDING CATTLE - 1987

	AVERAGE 19 FARMs	9 HIGH FARMs	9 LOW FARMs
1 AVERAGE NUMBER OF BEEF COWS	35.0	43.1	25.9
2 AVE. NO. OTHER BEEF ANIMALS	23.6	28.9	17.6
3 POUNDS OF BEEF PRODUCED	19557	28132	10030
	<u>PER COW</u>	<u>PER COW</u>	<u>PER COW</u>
4 NET VALUE PRODUCED	404.17	492.48	242.43
5 TOTAL VALUE PRODUCED \$	404.17	492.48	242.43
6 POUNDS OF FEED FED;			
7 GRAINS	290.1	279.0	311.8
8 PRO. SALT-MINERAL	89.1	90.8	86.2
9 LEGUME HAY	2373.8	2028.3	3021.9
10 OTHER HAY & DRY ROUGHAGE	2295.0	3336.9	377.5
11 SILAGE	2754.9	1058.0	5903.1
11A HAYLAGE	21.0	6.5	37.1
12 FEED COSTS;			
13 GRAINS	8.57	8.33	9.03
14 PRO. SALT-MINERAL	13.49	13.71	13.09
15 LEGUME HAY/HAYLAGE	77.83	64.45	102.86
16 OTHER HAY/DRY ROUGHAGE	26.91	38.70	5.29
17 SILAGE	20.66	7.94	44.29
18 PASTURE	12.83	14.15	10.42
19 TOTAL FEED COSTS \$	160.29	147.26	184.98
20 RETURN OVER FEED COSTS \$	243.89	345.22	57.45
21 OTHER DIRECT COSTS;			
22 MISC. LIVESTOCK EXPENSE	7.91	6.96	9.73
23 VETERINARY EXPENSE	9.51	9.07	10.35
24 CUSTOM WORK HIRED	2.09	0.23	5.48
25 SPECIAL HIRED LABOR			
26 TOTAL OTHER DIR. COSTS \$	19.51	16.29	25.60
27 RET. OVER FEED/OTHER DIR COSTS \$	224.37	328.96	31.85
28 ALLOCATED COSTS;			
29 POWER-MACH, COSTS (PCAF)	9.55	8.64	11.28
30 LVSTK., EQUIP COSTS (ECAF)	8.34	7.11	10.66
31 BLDG., FENCE COST (BCAF)	5.61	6.07	4.76
32 TOTAL ALLOCATED COSTS \$	23.51	21.83	26.72
33 RETURN OVER ALL LISTED COSTS \$	200.86	307.12	5.17
34 <u>SUPPLEMENTARY MGMN'T. INFORMATION</u>			
35 RETURN FOR \$ 100 FEED FED \$	252.16	334.43	131.06
36 PRICE PER CWT. SOLD \$	59.63	52.13	70.09
37 PRICE/CWT. CALF SOLD-TRANS\$	78.42	79.76	75.64
38 AVE. WEIGHT/HEAD SOLD	722.3	888.8	578.2
39 AVE. WGHT. CALF SOLD OR TRANS	516.5	496.1	574.0
40 PERCENT DEATH LOSS	3.5	2.8	3.2
41 PERCENT CALF CROP	97.1	97.8	95.7
42 PERCENT CALF DEATH LOSS	5.9	4.4	9.1
43 TOTAL LISTED COSTS/COW \$	203.31	185.36	237.26
44 UTILITIES-OTH GEN FARM EXP.	492.60	573.84	374.68

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TABLE 15B - BEEF FEEDER CATTLE FEED LOT - 1987

	AVERAGE 90 FARMS	18 HIGH FARMS	18 LOW FARMS
1 AVERAGE NUMBER BEEF FEEDERS	55.2	78.6	30.1
2 POUNDS OF BEEF PRODUCED	43500	56678	38363
	PER CWT	PER CWT	PER CWT
3 NET VALUE PRODUCED	59.15	64.50	38.63
4 OTHER MISC. BEEF INCOME			
5 TOTAL VALUE PRODUCED \$	59.15	64.50	38.63
6 POUNDS OF FEED FED;			
7 GRAINS	545.5	534.5	375.0
8 PRO. SALT-MINERAL	51.1	24.8	20.1
9 LEGUME HAY	137.3	116.2	192.3
10 OTHER HAY & DRY ROUGHAGE	24.9	31.2	11.0
11 SILAGE	570.4	493.1	677.8
11A HAYLAGE	368.0	728.1	202.6
12 FEED COSTS;			
13 GRAINS	16.03	15.75	10.73
14 PRO. SALT-MINERAL	5.31	3.84	3.02
15 LEGUME HAY/HAYLAGE	4.21	3.68	5.81
16 OTHER HAY/DRY ROUGHAGE	0.31	0.22	0.20
17 SILAGE	4.23	3.14	5.33
18 PASTURE	0.01		0.01
19 TOTAL FEED COSTS \$	30.10	26.63	25.10
20 RETURN OVER FEED COSTS \$	29.05	37.88	13.53
21 OTHER DIRECT COSTS;			
22 MISC. LIVESTOCK EXPENSE	1.49	1.71	0.48
23 VETERINARY EXPENSE	0.94	0.68	0.36
24 CUSTOM WORK HIRED	1.37	1.41	0.87
25 SPECIAL HIRED LABOR	.03		
26 TOTAL OTHER DIR. COSTS \$	3.83	3.80	1.72
27 RET.OVER FEED/OTHER DIR COSTS \$	25.22	34.07	11.81
28 ALLOCATED COSTS;			
29 POWER-MACH, COSTS (PCAF)	1.04	1.06	0.80
30 LVSTK., EQUIP COSTS (ECAF)	1.96	2.08	0.91
31 BLDG., FENCE COST (BCAF)	1.20	1.15	0.36
32 TOTAL ALLOCATED COSTS \$	4.20	4.29	2.06
33 RETURN OVER ALL LISTED COSTS \$	21.03	29.79	9.75
34 SUPPLEMENTARY MGMN'T. INFORMATION			
35 RETURN FOR \$ 100 FEED FED \$	196.50	242.21	153.90
36 PRICE PER CWT. SOLD \$	59.06	66.29	36.32
37 AVE. WGHT. / HEAD SOLD	1168.6	1044.5	1695.8
38 PRICE/ CWT. BOUGHT \$	74.62	80.27	71.15
39 AVE. WEIGHT/HEAD BOUGHT	520.9	512.0	410.4
40 NUMBER HEAD PURCHASED	50	63	12
41 PERCENT DEATH LOSS	1.6	0.5	1.5
42 EFFECTIVE DAILY GAIN/HEAD/DA	2.16	1.98	3.49
43 TOTAL LISTED COSTS/COW \$	38.12	34.71	28.88
44 UTILITIES-OTH GEN FARM EXP.	689.89	1078.65	713.14

TABLE -16A SHEEP, FARM. COMMERCIAL - 1987

AVERAGE OF 9
FARMS WITH SHEEP

		<u>TOTAL</u>
1	AVERAGE NUMBER OF EWES	50.1
2	POUNDS LAMB & MUTTON PRODUCED	7127
3	POUNDS WOOL PRODUCED	529
		<u>PER EWE</u>
4	VALUE OF PRODUCE	
5	WOOL	11.22
6	NET VALUE PRODUCED	92.73
7	OTHER MISC. INCOME	2.32
8	TOTAL VALUE PRODUCED \$	106.27
9	POUNDS OF FEED FED;	
10	GRAIN	465.0
11	PROT., SALT-MINERAL	114.3
12	LEGUME HAY	856.5
13	OTHER HAY/DRY ROUGHAGES	95.4
14	SILAGE	
14A	HAYLAGE	
15	FEED COSTS;	
16	GRAIN	18.34
17	PROT., SALT-MINERAL	10.86
18	LEGUME HAY/HAYLAGE	26.09
19	OTHER HAY/DRY HAY	1.36
20	SILAGE	
21	PASTURE	2.20
22	TOTAL FEED COSTS \$	58.86
23	RETURN OVER FEED COSTS \$	47.41
24	OTHER DIRECT COSTS;	
25	MISC. LIVESTOCK EXP.	3.03
26	VETERINARY EXPENSE	2.40
27	CUSTOM WORK	4.49
28	SPECIAL HIRED LABOR	0.38
29	TOTAL OTHER DIRECT COSTS \$	10.28
30	RET. OVER FEED & OTHER DIR. COSTS \$	37.13
31	ALLOCATED COSTS;	
32	POWER & MACH COSTS	8.19
33	LIVESTOCK EQUIP. COSTS	5.78
34	BUILDING - FENCE COSTS	11.91
35	TOTAL ALLOCATED COSTS \$	25.87
36	RETURN OVER ALL LISTED COSTS \$	12.02
37	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
38	RETURN FOR \$ 100 FEED FED \$	180.50
39	PRICE/CWT. LAMB-MUTTON SOLD \$	69.22
40	PRICE/CWT. LAMB SOLD-TRANS \$	73.91
41	AVE. WEIGHT LAMBS SOLD-TRANS	103.2
42	POUNDS WOOL SHEARED/SHEEP	14.1
43	NO. EWES KEPT FOR LAMBING	41
44	PERCENT LAMB CROP	180.5
45	PERCENT DEATH LOSS	9.1
45A	PERCENT LAMB DEATH LOSS	13.5
46	TOTAL LISTED COSTS/EWE \$	95.01
47	UTILITIES-OTHER GEN. FARM EXPENSE	371.92
48	INTEREST ALLOCATION	

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

ITEM	CALENDAR YEAR	1983	1984	1985	1986	1987
NUMBER OF RECORDS IN AVERAGES		403	389	380	423	457
AVE. LABOR EARNINGS	\$	626	-1818	6249	10720	30747
TOTAL CASH SALES (OPER)		5961	131469	133758	128088	149858
TOTAL CASH OPER. EXPENSE		632	107873	104998	108682	113170
RETURN FOR \$ 100 FEED FED;						
DAIRY CATTLE	\$	212	217	217	230	247
FEEDER CATTLE		131	124	110	136	196
HOGS, FINISHING		141	130	127	183	166
MISC LIVESTOCK INFORMATION;						
AVERAGE;						
NO. DAIRY COWS/HERD		47.8	44.7	45.7	48.4	48.6
LBS. FEEDER CATTLE PROD.		31323	42018	45110	30438	43500
LBS. PORK PROD. FINISHING		144233	91138	86652	101410	132245
LBS. B. FAT/COW		534.6	534.3	527.8	540.9	552.6
PRICES RECEIVED PER;						
CWT. MILK SOLD	\$	12.58	12.48	12.20	11.71	11.81
CWT. BEEF FEEDERS		59.06	62.90	52.29	54.10	59.06
CWT. PORK, FINISHING		47.58	37.70	43.89	50.22	51.65
AVE. PRICE OF FEED FED;						
CORN-BUSHEL	\$	2.85	3.00	2.50	2.10	1.65
OATS-BUSHEL		1.60	1.60	1.50	1.10	1.50
ALFALFA HAY/TON		60.00	60.00	70.00	60.00	70.00
CORN SILAGE/TON		22.00	21.00	19.00	15.00	15.00
AVE. YIELDS PER ACRE;						
OATS-BUSHEL		62	37	63	40	49
CORN-BUSHEL		73	95	109	105	115
SOYBEANS-BUSHEL		34	33	32	33	37
CORN SILAGE-TONS		10	12	12	13	13
ALFALFA HAY-TONS		3.8	3.8	3.2	3.6	3.3
WHEAT-BUSHEL		37	40	30	55	40
SUGARBEETS-TONS			17	22	17	21

HOW AND WHERE THE FARM FAMILY SPENT THEIR MONEY

<u>ITEM</u>	<u>YEAR</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>
OTHER FARMERS FOR LVSTK & CUSTOM WORK		9534	13527	11100	9503	10652
AGRI-BUSINESS FOR, feed, fertilizer, chem., seed, fuel, rep.		49587	54389	53867	50976	55988
FOR EXTRA LABOR		4040	4024	4122	4157	4099
TAXES (real estate)		1673	2071	1969	1545	1405
ELECTRICITY (farm sh.)		2161	2260	2359	2544	2409
TELEPHONE (farm share)		332	341	359	359	412
CASH INTEREST (oper.)		18075	19436	19775	15259	14866
CASH RENT		7683	9291	9025	8337	9218
NEW EQUIP PURCHASE		12500	10542	6988	8491	11109
NEW REAL EST. BLDG BOT		11583	7960	3393	5089	3342
HOUSEHOLD (cash exp.)		15548	15690	15363	16200	18016
<u>MISC. FARM EXPENSES</u>		<u>2340</u>	<u>2537</u>	<u>2420</u>	<u>2424</u>	<u>2623</u>
TOTAL EXPENSES	\$	134964	142065	130740	125882	134139

SETTING FARM AND FAMILY GOALS

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

Sitting down as family operators and putting down these wants in writing is done in one of the early classes in a farm business management course.

Planning obtainable goals isn't easy. All members of a family may not always agree on which goals are most important. Not all goals are related to the farm business. Some very important goals for a family may be in the area of social, community, church, and educational activities.

Setting up goals in a systematic way lets the family fit the wants and desires of all family members into a plan. There are no right or wrong goals. Remember goals must be set with some degree of flexibility to be an asset to the family.

Below is a suggested form for writing down the family goals for this year and future years. After the family has written down their goals you can rank them in order of importance.

<u>GOALS FOR FARM AND FAMILY</u>	<u>THIS YEAR</u>	<u>FUTURE YEARS</u>
For A Profitable Farm Business		
1.		
2.		
3.		
4.		
5.		
For A Satisfying Living		
1.		
2.		
3.		
4.		
Developing Family Members		
1.		
2.		
3.		
Long-Term Financial Security		
1.		
2.		
3.		

TABLE 10 - CROP DATA FOR WHEAT - 1988

HIGH RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>26 Farms</u>	<u>48 Farms</u>
3.	Acres	43.6	43.1
4.	Yield	28.3	26.6
5.	Value per unit	3.81	3.79
6.	Crop product return	\$ 107.80	100.97
7.	Other crop income	26.74	35.20
8.	Total Crop Return	\$ 134.54	136.17
<u>Variable Costs</u>			
10.	Fertilizer	28.69	25.82
11.	Chemicals	4.89	5.15
12.	Seed	11.17	10.51
13.	Crop drying		
14.	Crop insurance	.87	.79
15.	Other expenses	1.24	.95
16.	Special hired labor	.18	.26
17.	Cust. work hired-lease exp.	1.44	2.30
18.	Irrigation operation		
19.	Assigned interest		
20.	Total Variable Costs	\$ 48.49	45.78
21.	Ret. Over Variable Costs	\$ 86.05	90.39
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	15.76	9.12
32.	Farm power & mach. <u>operation</u>	14.01	13.57
33.	Building & fence costs	2.36	2.41
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	70.05	38.25
38.	Utilities-general farm exp.	3.46	3.74
39.	Hired labor	1.63	1.00
41.	Actual non R.Est. int. allocated	<u>3.05</u>	<u>3.57</u>
42.	Total Allocated Costs	\$ 110.32	71.66
43.	Total Listed Costs	\$ 158.81	117.44
44.	Return Over Listed Costs	\$ -24.27	-71.66
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	154.52	96.94
52.	Work units assigned / acre.	.30	.30
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	5.61	4.42
55.	Tot. adj. cost/unit of prod.	5.47	3.64
56.	Cash var. cost/unit of prod.	2.50	2.54
57.	Ret. over listed costs/unit.	-.86	.70
58.	Breakeven yield/unit of prod.	41.7	31.0
61.	Ave price received/unit sold.	3.20	3.15

TABLE 10 - CROP DATA FOR WHEAT - 1988

LOW RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>26 Farms</u>	<u>48 Farms</u>
3.	Acres	43.8	50.2
4.	Yield	5.4	6.5
5.	Value per unit	3.80	3.80
6.	Crop product return	\$ 20.50	24.70
7.	Other crop income	<u>53.24</u>	<u>47.59</u>
8.	Total Crop Return	\$ 73.74	72.29
<u>Variable Costs</u>			
10.	Fertilizer	15.05	17.33
11.	Chemicals	3.08	3.69
12.	Seed	8.06	8.59
13.	Crop drying		
14.	Crop insurance	.94	.58
15.	Other expenses	.23	.08
16.	Special hired labor	.11	
17.	Cust. work hired-lease exp.	.98	1.87
18.	Irrigation operation		
19.	Assigned interest		
20.	Total Variable Costs	\$ 28.45	32.13
21.	Ret. Over Variable Costs	\$ 45.29	40.16
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	7.63	8.82
32.	Farm power & mach. <u>operation</u>	14.50	13.59
33.	Building & fence costs	1.58	1.27
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	53.44	28.69
38.	Utilities-general farm exp.	4.50	2.99
39.	Hired labor	1.78	.84
41.	Actual non R.Est. int. allocated	<u>5.87</u>	<u>6.45</u>
42.	Total Allocated Costs	\$ 89.30	62.65
43.	Total Listed Costs	\$ 117.75	94.78
44.	Return Over Listed Costs	\$ -44.01	-22.49
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	111.83	72.79
52.	Work units assigned / acre.	.30	.30
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	21.81	14.58
55.	Tot. adj. cost/unit of prod.	20.75	13.52
56.	Cash var. cost/unit of prod.	10.20	9.88
57.	Ret. over listed costs/unit.	-8.15	-7.29
58.	Breakeven yield/unit of prod.	30.9	27.1
59.	Tot. acre-inch water applied.		
60.	Cost of irrigation.		
61.	Ave price received/unit sold.	3.09	3.12

TABLE 10 - CROP DATA FOR CORN GRAIN - 1988

AVERAGE RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>286 Farms</u>	<u>406 Farms</u>
3.	Acres	69.5	82.7
4.	Yield	46.1	45.4
5.	Value per unit	2.50	2.50
6.	Crop product return	\$ 115.01	113.63
7.	Other crop income	<u>75.84</u>	<u>71.80</u>
8.	Total Crop Return	190.85	185.43
<u>Variable Costs</u>			
10.	Fertilizer	34.06	35.59
11.	Chemicals	17.15	16.59
12.	Seed	18.76	19.03
13.	Crop drying	2.12	2.26
14.	Crop insurance	1.93	2.04
15.	Other expenses	1.02	.96
16.	Special hired labor	.62	.93
17.	Cust. work hired-lease exp.	1.71	1.87
18.	Irrigation operation		
19.	Assigned interest	.24	.08
20.	Total Variable Costs	\$ 77.61	79.35
21.	Ret. Over Variable Costs	\$ 113.24	106.18
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	20.50	17.46
32.	Farm power & mach. <u>operation</u>	26.85	24.87
33.	Building & fence costs	6.17	4.79
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	60.03	47.43
38.	Utilities-general farm exp.	7.99	6.98
39.	Hired labor	3.08	2.35
41.	Actual non R.Est. int. allocated	<u>12.60</u>	<u>11.20</u>
42.	Total Allocated Costs	\$ 137.22	115.08
43.	Total Listed Costs	\$ 214.83	194.43
44.	Return Over Listed Costs	\$ -23.98	-9.00
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	211.93	193.71
52.	Work units assigned / acre.	.55	.55
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	4.66	4.28
55.	Tot. adj. cost/unit of prod.	4.60	4.26
56.	Cash var. cost/unit of prod.	2.78	2.75
57.	Ret. over listed costs/unit.	-.52	-.20
58.	Breakeven yield/unit of prod.	85.9	77.8
61.	Ave price received/unit sold.	1.94	2.05

TABLE 10 - CROP DATA FOR CORN GRAIN - 1988

HIGH RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>57 Farms</u>	<u>81 Farms</u>
3.	Acres	85.9	84.6
4.	Yield	75.7	76.7
5.	Value per unit	2.50	2.50
6.	Crop product return	\$ 189.09	191.86
7.	Other crop income	<u>48.50</u>	<u>44.82</u>
8.	Total Crop Return	\$ 237.59	236.68
<u>Variable Costs</u>			
10.	Fertilizer	38.73	42.13
11.	Chemicals	18.92	18.10
12.	Seed	20.77	19.60
13.	Crop drying	2.53	3.16
14.	Crop insurance	3.45	2.36
15.	Other expenses	3.43	1.10
16.	Special hired labor	.44	1.17
17.	Cust. work hired-lease exp.	1.79	2.99
18.	Irrigation operation		
19.	Assigned interest	.75	.02
20.	Total Variable Costs	\$ 90.81	90.62
21.	Ret. Over Variable Costs	\$ 146.78	146.06
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	28.13	21.30
32.	Farm power & mach. <u>operation</u>	26.37	25.64
33.	Building & fence costs	3.64	2.92
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	68.05	38.80
38.	Utilities-general farm exp.	7.92	7.66
39.	Hired labor	3.32	2.32
41.	Actual non R.Est. int. allocated	<u>15.05</u>	<u>13.45</u>
42.	Total Allocated Costs	\$ 152.48	112.09
43.	Total Listed Costs	\$ 243.29	202.71
44.	Return Over Listed Costs	\$ -5.70	33.97
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	235.60	192.22
52.	Work units assigned / acre.	.55	.55
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	3.21	2.64
55.	Tot. adj. cost/unit of prod.	3.11	2.50
56.	Cash var. cost/unit of prod.	1.90	1.82
57.	Ret. over listed costs/unit.	-.08	.44
58.	Breakeven yield/unit of prod.	97.3	76.1
61.	Ave price received/unit sold.	2.04	2.00

TABLE 10 - CROP DATA FOR CORN GRAIN - 1988

LOW RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>57 Farms</u>	<u>81 Farms</u>
3.	Acres	60.5	59.4
4.	Yield	14.2	11.5
5.	Value per unit	2.52	2.75
6.	Crop product return	\$ 35.77	31.53
7.	Other crop income	<u>104.03</u>	<u>137.88</u>
8.	Total Crop Return	\$ 139.80	137.88
<u>Variable Costs</u>			
10.	Fertilizer	31.55	29.76
11.	Chemicals	17.36	18.03
12.	Seed	16.68	17.14
13.	Crop drying	1.47	1.01
14.	Crop insurance	1.90	2.27
15.	Other expenses	.63	.76
16.	Special hired labor	.50	
17.	Cust. work hired-lease exp.	1.72	1.14
18.	Irrigation operation		
19.	Assigned interest		
20.	Total Variable Costs	\$ 71.80	70.12
21.	Ret. Over Variable Costs	\$ 68.00	67.76
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	15.07	19.02
32.	Farm power & mach. <u>operation</u>	28.81	24.93
33.	Building & fence costs	4.74	4.66
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	49.79	28.99
38.	Utilities-general farm exp.	9.42	6.62
39.	Hired labor	1.98	2.22
41.	Actual non R.Est. int. allocated	<u>12.61</u>	<u>11.78</u>
42.	Total Allocated Costs	\$ 122.42	98.22
43.	Total Listed Costs	\$ 194.22	168.34
44.	Return Over Listed Costs	\$ -54.42	-30.46
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	197.21	153.48
52.	Work units assigned / acre.	.55	.55
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	13.68	14.64
55.	Tot. adj. cost/unit of prod.	13.89	13.39
56.	Cash var. cost/unit of prod.	8.78	10.06
57.	Ret. over listed costs/unit.	-3.83	-2.65
58.	Breakeven yield/unit of prod.	77.1	61.2
61.	Ave price received/unit sold.	1.55	2.11

TABLE 10 - CROP DATA FOR SOYBEANS - 1988

AVERAGE RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>199 Farms</u>	<u>348 Farms</u>
3.	Acres	86.4	107.6
4.	Yield	20.0	19.3
5.	Value per unit	7.50	7.48
6.	Crop product return	\$ 150.05	144.19
7.	Other crop income	<u>25.31</u>	<u>23.78</u>
8.	Total Crop Return	175.36	167.97
<u>Variable Costs</u>			
10.	Fertilizer	2.84	2.30
11.	Chemicals	15.35	16.95
12.	Seed	9.94	9.99
13.	Crop drying	.02	.06
14.	Crop insurance	3.55	3.26
15.	Other expenses	1.44	.85
16.	Special hired labor	2.00	1.77
17.	Cust. work hired-lease exp.	2.12	2.02
18.	Irrigation operation		
19.	Assigned interest	.07	.08
20.	Total Variable Costs	\$ 37.33	37.27
21.	Ret. Over Variable Costs	\$ 138.03	130.70
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	18.55	12.76
32.	Farm power & mach. <u>operation</u>	21.61	20.25
33.	Building & fence costs	5.45	4.58
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	60.06	50.66
38.	Utilities-general farm exp.	6.55	5.43
39.	Hired labor	2.09	1.61
41.	Actual non R.Est. int. allocated	<u>9.34</u>	<u>8.56</u>
42.	Total Allocated Costs	\$ 123.65	103.85
43.	Total Listed Costs	\$ 160.98	141.12
44.	Return Over Listed Costs	\$ 14.38	26.85
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	159.58	140.75
52.	Work units assigned / acre.	.45	.45
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	8.05	7.31
55.	Tot. adj. cost/unit of prod.	7.97	7.30
56.	Cash var. cost/unit of prod.	3.85	3.79
57.	Ret. over listed costs/unit.	.72	1.39
58.	Breakeven yield/unit of prod.	21.5	18.9
61.	Ave price received/unit sold.	6.15	6.46

TABLE 10 - CROP DATA FOR SOYBEANS - 1988

HIGH RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>39 Farms</u>	<u>69 Farms</u>
3.	Acres	69.8	100.9
4.	Yield	31.5	31.4
5.	Value per unit	7.50	7.50
6.	Crop product return	\$ 236.29	235.67
7.	Other crop income	<u>2.79</u>	<u>2.01</u>
8.	Total Crop Return	\$ 139.08	237.68
<u>Variable Costs</u>			
10.	Fertilizer	2.29	4.48
11.	Chemicals	21.26	19.33
12.	Seed	9.50	8.80
13.	Crop drying	.11	.04
14.	Crop insurance	5.67	4.48
15.	Other expenses	.52	.55
16.	Special hired labor	1.65	.71
17.	Cust. work hired-lease exp.	2.71	3.01
18.	Irrigation operation		
19.	Assigned interest		
20.	Total Variable Costs	\$ 43.71	41.40
21.	Ret. Over Variable Costs	\$ 195.37	196.28
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	36.60	19.46
32.	Farm power & mach. <u>operation</u>	25.04	21.39
33.	Building & fence costs	5.06	7.04
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	77.22	40.90
38.	Utilities-general farm exp.	7.65	6.01
39.	Hired labor	2.69	1.44
41.	Actual non R.Est. int. allocated	<u>15.32</u>	<u>10.81</u>
42.	Total Allocated Costs	\$ 169.58	107.05
43.	Total Listed Costs	\$ 213.29	148.45
44.	Return Over Listed Costs	\$ 25.79	89.23
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	206.12	125.82
52.	Work units assigned / acre.	.45	.45
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	6.77	4.73
55.	Tot. adj. cost/unit of prod.	6.54	4.00
56.	Cash var. cost/unit of prod.	3.00	2.58
57.	Ret. over listed costs/unit.	.82	2.84
58.	Breakeven yield/unit of prod.	28.4	19.8
61.	Ave price received/unit sold.	6.39	7.11

TABLE 10 - CROP DATA FOR SOYBEANS - 1988

LOW RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>39 Farms</u>	<u>69 Farms</u>
3.	Acres	72.0	80.7
4.	Yield	9.8	7.9
5.	Value per unit	7.44	7.40
6.	Crop product return	\$ 72.85	58.44
7.	Other crop income	<u>56.82</u>	<u>62.04</u>
8.	Total Crop Return	\$ 129.67	120.48
<u>Variable Costs</u>			
10.	Fertilizer	.71	1.92
11.	Chemicals	15.28	15.19
12.	Seed	10.46	9.49
13.	Crop drying		
14.	Crop insurance	1.69	2.59
15.	Other expenses	.26	.31
16.	Special hired labor	2.46	1.91
17.	Cust. work hired-lease exp.	1.85	1.46
18.	Irrigation operation		
19.	Assigned interest	.43	1.46
20.	Total Variable Costs	\$ 33.14	32.88
21.	Ret. Over Variable Costs	\$ 96.53	87.60
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	13.75	11.82
32.	Farm power & mach. <u>operation</u>	21.38	20.21
33.	Building & fence costs	2.75	3.07
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	57.49	31.19
38.	Utilities-general farm exp.	6.93	4.73
39.	Hired labor	1.67	.76
41.	Actual non R.Est. int. allocated	<u>9.63</u>	<u>8.76</u>
42.	Total Allocated Costs	\$ 113.60	80.54
43.	Total Listed Costs	\$ 146.74	113.42
44.	Return Over Listed Costs	\$ -17.07	7.06
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	149.61	98.05
52.	Work units assigned / acre.	.45	.45
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	14.97	14.36
55.	Tot. adj. cost/unit of prod.	15.34	12.42
56.	Cash var. cost/unit of prod.	7.42	8.52
57.	Ret. over listed costs/unit.	-1.74	.89
58.	Breakeven yield/unit of prod.	19.6	15.3
61.	Ave price received/unit sold.	6.59	6.55

TABLE 10 - CROP DATA FOR SUGARBEETS - 1988

AVERAGE RETURN FOR OWNED LAND		Owned Land
		<u>11 Farms</u>
3.	Acres	115.0
4.	Yield	15.1
5.	Value per unit	39.33
6.	Crop product return	\$ 593.74
7.	Other crop income	<u>6.65</u>
8.	Total Crop Return	\$ 600.39
<u>Variable Costs</u>		
10.	Fertilizer	36.03
11.	Chemicals	60.81
12.	Seed	35.28
13.	Crop drying	
14.	Crop insurance	2.60
15.	Other expenses	14.05
16.	Special hired labor	21.28
17.	Cust. work hired-lease exp.	15.74
18.	Irrigation operation	
19.	Assigned interest	
20.	Total Variable Costs	\$ 185.78
21.	Ret. Over Variable Costs	\$ 414.65
<u>Alloc. Costs (Variable & Fixed)</u>		
31.	Farm power & mach. <u>ownership</u>	66.10
32.	Farm power & mach. <u>operation</u>	67.30
33.	Building & fence costs	19.37
34.	Irrig. ownership costs	
37.	Land cost (Ownership or Rent)	72.63
38.	Utilities-general farm exp.	21.60
39.	Hired labor	80.09
41.	Actual non R.Est. int. allocated	<u>14.51</u>
42.	Total Allocated Costs	\$ 341.60
43.	Total Listed Costs	\$ 527.38
44.	Return Over Listed Costs	\$ 73.01
<u>Supplementary Management Inf.</u>		
51.	Total cost adj to a min 7% int.	524.21
52.	Work units assigned / acre.	2.00
53.	Power cost allocation factor.	1.00
54.	Tot. listed cost/unit of prod.	34.93
55.	Tot. adj. cost/unit of prod.	34.73
56.	Cash var. cost/unit of prod.	24.46
57.	Ret. over listed costs/unit.	4.84
58.	Breakeven yield/unit of prod.	13.4
61.	Ave price received/unit sold.	42.16

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1988

AVERAGE RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>237 Farms</u>	<u>215 Farms</u>
3.	Acres	44.8	33.6
4.	Yield	2.1	2.6
5.	Value per unit	79.99	81.79
6.	Crop product return	\$ 167.83	209.35
7.	Other crop income	<u>18.55</u>	<u>20.48</u>
8.	Total Crop Return	186.38	229.83
<u>Variable Costs</u>			
10.	Fertilizer	15.22	10.89
11.	Chemicals	.42	.30
12.	Seed	11.99	8.75
13.	Crop drying		
14.	Crop insurance		
15.	Other expenses	2.21	2.11
16.	Special hired labor	.47	.45
17.	Cust. work hired-lease exp.	1.52	1.76
18.	Irrigation operation		
19.	Assigned interest		
20.	Total Variable Costs	\$ 32.05	24.37
21.	Ret. Over Variable Costs	\$ 154.33	205.46
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	21.70	19.40
32.	Farm power & mach. <u>operation</u>	32.08	31.28
33.	Building & fence costs	6.16	5.48
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	55.19	41.35
38.	Utilities-general farm exp.	7.23	7.02
39.	Hired labor	3.46	3.18
41.	Actual non R.Est. int. allocated	<u>12.63</u>	<u>11.10</u>
42.	Total Allocated Costs	\$ 138.45	118.81
43.	Total Listed Costs	\$ 170.50	143.18
44.	Return Over Listed Costs	\$ 15.88	86.65
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	166.47	144.61
52.	Work units assigned / acre.	.60	.60
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	81.19	55.07
55.	Tot. adj. cost/unit of prod.	79.34	56.50
56.	Cash var. cost/unit of prod.	41.64	29.60
57.	Ret. over listed costs/unit.	7.56	33.33
58.	Breakeven yield/unit of prod.	2.1	1.8

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1988

HIGH RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>47 Farms</u>	<u>43 Farms</u>
3. Acres		42.1	38.9
4. Yield		5.4	5.5
5. Value per unit		75.18	79.76
6. Crop product return	\$	408.93	438.79
7. Other crop income		<u>17.51</u>	<u>15.27</u>
8. Total Crop Return	\$	426.74	454.06
<u>Variable Costs</u>			
10. Fertilizer		20.78	14.42
11. Chemicals		1.31	.13
12. Seed		12.19	10.21
13. Crop drying			
14. Crop insurance			
15. Other expenses		3.21	2.08
16. Special hired labor		1.38	.54
17. Cust. work hired-lease exp.		1.69	1.39
18. Irrigation operation			
19. Assigned interest			
20. Total Variable Costs	\$	41.62	28.84
21. Ret. Over Variable Costs	\$	385.12	425.22
<u>Alloc. Costs (Variable & Fixed)</u>			
31. Farm power & mach. <u>ownership</u>		22.23	22.60
32. Farm power & mach. <u>operation</u>		35.56	31.21
33. Building & fence costs		6.32	4.73
34. Irrig. ownership costs			
37. Land cost (Ownership or Rent)		59.58	37.26
38. Utilities-general farm exp.		6.32	4.73
39. Hired labor		4.23	4.06
41. Actual non R.Est. int. allocated		<u>17.34</u>	<u>12.19</u>
42. Total Allocated Costs	\$	152.74	120.79
43. Total Listed Costs	\$	194.36	149.63
44. Return Over Listed Costs	\$	232.38	304.43
<u>Supplementary Management Inf.</u>			
51. Total cost adj to a min 7% int.		188.27	137.63
52. Work units assigned / acre.		.60	.60
53. Power cost allocation factor.		1.00	1.00
54. Tot. listed cost/unit of prod.		35.99	27.21
55. Tot. adj. cost/unit of prod.		34.61	25.02
56. Cash var. cost/unit of prod.		19.67	15.46
57. Ret. over listed costs/unit.		43.03	55.35
58. Breakeven yield/unit of prod.		2.6	1.9
061. Ave price received/unit sold.		79.67	79.87

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1988

LOW RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>47 Farms</u>	<u>43 Farms</u>
3.	Acres	47.4	32.9
4.	Yield	0.7	0.6
5.	Value per unit	86.79	97.68
6.	Crop product return	\$ 62.26	56.41
7.	Other crop income	<u>29.49</u>	<u>44.68</u>
8.	Total Crop Return	91.75	101.09
<u>Variable Costs</u>			
10.	Fertilizer	13.90	8.51
11.	Chemicals	.55	.09
12.	Seed	13.44	8.05
13.	Crop drying		
14.	Crop insurance		
15.	Other expenses	1.12	1.06
16.	Special hired labor	.36	.58
17.	Cust. work hired-lease exp.	1.77	2.19
18.	Irrigation operation		
19.	Assigned interest		
20.	Total Variable Costs	\$ 31.14	20.49
21.	Ret. Over Variable Costs	\$ 60.61	80.60
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	18.46	13.95
32.	Farm power & mach. <u>operation</u>	29.18	30.61
33.	Building & fence costs	3.97	5.71
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	52.74	26.28
38.	Utilities-general farm exp.	7.62	6.53
39.	Hired labor	3.04	3.34
41.	Actual non R.Est. int. allocated	<u>11.73</u>	<u>8.94</u>
42.	Total Allocated Costs	\$ 126.74	95.36
43.	Total Listed Costs	\$ 157.88	115.85
44.	Return Over Listed Costs	\$ -66.13	-14.76
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	152.36	113.04
52.	Work units assigned / acre.	.60	.60
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	225.54	193.08
55.	Tot. adj. cost/unit of prod.	212.41	195.74
56.	Cash var. cost/unit of prod.	118.16	116.52
57.	Ret. over listed costs/unit.	-94.47	-24.60
58.	Breakeven yield/unit of prod.	1.8	1.2

TABLE 10 - CROP DATA FOR OAT SILAGE - 1988

AVERAGE RETURN FOR OWNED & RENTED LAND		Owned Land
		<u>23 Farms</u>
3. Acres		29.1
4. Yield		1.4
5. Value per unit		19.27
6. Crop product return	\$	26.49
7. Other crop income		<u>17.80</u>
8. Total Crop Return	\$	44.29
<u>Variable Costs</u>		
10. Fertilizer		10.65
11. Chemicals		.58
12. Seed		10.65
13. Crop drying		
14. Crop insurance		.07
15. Other expenses		.27
16. Special hired labor		.07
17. Cust. work hired-lease exp.		2.13
18. Irrigation operation		
19. Assigned interest		
20. Total Variable Costs	\$	24.43
21. Ret. Over Variable Costs	\$	19.86
<u>Alloc. Costs (Variable & Fixed)</u>		
31. Farm power & mach. <u>ownership</u>		12.92
32. Farm power & mach. <u>operation</u>		27.77
33. Building & fence costs		2.92
34. Irrig. ownership costs		
37. Land cost (Ownership or Rent)		44.46
38. Utilities-general farm exp.		4.74
39. Hired labor		2.27
41. Actual non R.Est. int. allocated		<u>7.63</u>
42. Total Allocated Costs	\$	102.71
43. Total Listed Costs	\$	127.14
44. Return Over Listed Costs	\$	-82.85
<u>Supplementary Management Inf.</u>		
51. Total cost adj to a min 7% int.		120.76
52. Work units assigned / acre.		.40
53. Power cost allocation factor.		1.00
54. Tot. listed cost/unit of prod.		90.81
55. Tot. adj. cost/unit of prod.		87.85
56. Cash var. cost/unit of prod.		47.74
57. Ret. over listed costs/unit.		-59.18
58. Breakeven yield/unit of prod.		6.6

TABLE 10 - CROP DATA FOR CORN SILAGE - 1988

AVERAGE RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>212 Farms</u>	<u>173 Farms</u>
3.	Acres	54.2	48.6
4.	Yield	5.2	5.1
5.	Value per unit	19.26	19.03
6.	Crop product return	\$ 100.90	96.73
7.	Other crop income	<u>63.99</u>	<u>55.02</u>
8.	Total Crop Return	164.89	151.75
<u>Variable Costs</u>			
10.	Fertilizer	25.74	22.78
11.	Chemicals	15.66	15.02
12.	Seed	16.59	15.58
13.	Crop drying	.13	.10
14.	Crop insurance	.87	1.32
15.	Other expenses	.70	.56
16.	Special hired labor	.26	.25
17.	Cust. work hired-lease exp.	2.45	2.33
18.	Irrigation operation		
19.	Assigned interest		
20.	Total Variable Costs	\$ 62.40	57.92
21.	Ret. Over Variable Costs	\$ 102.49	93.83
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	21.33	19.49
32.	Farm power & mach. <u>operation</u>	31.29	32.85
33.	Building & fence costs	6.14	5.80
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	52.86	37.42
38.	Utilities-general farm exp.	6.97	6.19
39.	Hired labor	3.45	3.02
41.	Actual non R.Est. int. allocated	<u>13.32</u>	<u>11.32</u>
42.	Total Allocated Costs	\$ 135.36	115.09
43.	Total Listed Costs	\$ 197.76	173.01
44.	Return Over Listed Costs	\$ -32.87	-21.26
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	193.39	173.60
52.	Work units assigned / acre.	.60	.60
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	38.03	33.92
55.	Tot. adj. cost/unit of prod.	36.91	34.16
56.	Cash var. cost/unit of prod.	22.58	21.63
57.	Ret. over listed costs/unit.	-6.32	-4.17
58.	Breakeven yield/unit of prod.	10.3	9.1

TABLE 10 - CROP DATA FOR CORN SILAGE - 1988

HIGH RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>42 Farms</u>	<u>34 Farms</u>
3.	Acres	44.4	31.8
4.	Yield	11.8	14.1
5.	Value per unit	18.58	18.18
6.	Crop product return	219.26	255.60
7.	Other crop income	<u>60.43</u>	<u>57.39</u>
8.	Total Crop Return	279.69	312.99
<u>Variable Costs</u>			
10.	Fertilizer	29.53	26.13
11.	Chemicals	13.38	13.02
12.	Seed	17.32	17.23
13.	Crop drying		
14.	Crop insurance	1.67	1.38
15.	Other expenses	.74	1.04
16.	Special hired labor	.70	.09
17.	Cust. work hired-lease exp.	3.40	4.09
18.	Irrigation operation		
19.	Assigned interest		
20.	Total Variable Costs	\$ 66.73	62.99
21.	Ret. Over Variable Costs	\$ 212.96	250.00
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	21.17	18.18
32.	Farm power & mach. <u>operation</u>	32.32	28.58
33.	Building & fence costs	7.68	4.94
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	61.02	33.74
38.	Utilities-general farm exp.	7.45	6.26
39.	Hired labor	3.94	3.87
41.	Actual non R.Est. int. allocated	<u>15.16</u>	<u>13.36</u>
42.	Total Allocated Costs	\$ 148.74	108.93
43.	Total Listed Costs	\$ 215.47	171.92
44.	Return Over Listed Costs	\$ 64.22	141.07
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	210.99	152.77
52.	Work units assigned / acre.	.60	.60
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	18.26	12.19
55.	Tot. adj. cost/unit of prod.	17.88	10.87
56.	Cash var. cost/unit of prod.	10.64	8.16
57.	Ret. over listed costs/unit.	5.44	10.00
58.	Breakeven yield/unit of prod.	11.6	9.5

TABLE 10 - CROP DATA FOR CORN SILAGE - 1988

LOW RETURN FOR OWNED & RENTED LAND		Owned Land	Rented Land
		<u>42 Farms</u>	<u>34 Farms</u>
3.	Acres	54.5	53.4
4.	Yield	2.0	1.5
5.	Value per unit	19.74	19.41
6.	Crop product return	\$ 38.75	29.81
7.	Other crop income	<u>58.70</u>	<u>43.45</u>
8.	Total Crop Return	\$ 97.45	73.26
<u>Variable Costs</u>			
10.	Fertilizer	21.60	14.94
11.	Chemicals	16.83	12.87
12.	Seed	17.30	12.53
13.	Crop drying		
14.	Crop insurance	.66	.82
15.	Other expenses	.88	.37
16.	Special hired labor		
17.	Cust. work hired-lease exp.	2.15	1.12
18.	Irrigation operation		
19.	Assigned interest		
20.	Total Variable Costs	\$ 59.76	43.00
21.	Ret. Over Variable Costs	\$ 37.69	30.26
<u>Alloc. Costs (Variable & Fixed)</u>			
31.	Farm power & mach. <u>ownership</u>	20.94	16.10
32.	Farm power & mach. <u>operation</u>	29.65	28.39
33.	Building & fence costs	3.98	6.39
34.	Irrig. ownership costs		
37.	Land cost (Ownership or Rent)	47.91	29.06
38.	Utilities-general farm exp.	7.14	5.97
39.	Hired labor	2.35	3.30
41.	Actual non R.Est. int. allocated	<u>13.82</u>	<u>8.31</u>
42.	Total Allocated Costs	\$ 125.79	97.52
43.	Total Listed Costs	\$ 185.55	140.52
44.	Return Over Listed Costs	\$ -88.10	-67.26
<u>Supplementary Management Inf.</u>			
51.	Total cost adj to a min 7% int.	180.04	122.27
52.	Work units assigned / acre.	.60	.60
53.	Power cost allocation factor.	1.00	1.00
54.	Tot. listed cost/unit of prod.	92.78	93.68
55.	Tot. adj. cost/unit of prod.	91.70	79.62
56.	Cash var. cost/unit of prod.	56.36	59.31
57.	Ret. over listed costs/unit.	-44.05	-44.84
58.	Breakeven yield/unit of prod.	9.4	7.2

TABLE 10 - CROP DATA FOR IRRIGATED CORN - 1988

<u>Farms</u>	Average 23 <u>Farms</u>	14 Hi <u>Ret. Farms</u>	14 Low <u>Ret.</u>
3. Acres	77.0	105.1	52.94
4. Yield	119.7	137.0	85.9
5. Value per unit	2.50	2.50	2.50
6. Crop product return	\$ 299.18	342.54	214.76
7. Other crop income	<u>37.01</u>	<u>38.01</u>	<u>36.09</u>
8. Total Crop Return	\$ 336.19	380.55	250.85
<u>Variable Costs</u>			
10. Fertilizer	45.27	48.58	38.90
11. Chemicals	20.35	21.55	17.86
12. Seed	21.64	21.73	21.53
13. Crop drying	3.60	3.93	2.67
14. Crop insurance	2.61	3.51	.89
15. Other expenses	3.51	5.00	.59
16. Special hired labor			
17. Cust. work hired-lease exp.	4.25	3.27	5.43
18. Irrigation operation	33.42	39.44	21.16
19. Assigned interest	.06	.09	
20. Total Variable Costs	\$ 134.70	147.11	109.02
21. Ret. Over Variable Costs	\$ 201.49	233.44	141.83
<u>Alloc. Costs (Variable & Fixed)</u>			
31. Farm power & mach. <u>ownership</u>	21.96	20.76	24.59
32. Farm power & mach. <u>operation</u>	38.32	42.10	31.44
33. Building & fence costs	2.16	.10	6.16
34. Irrig. ownership costs	15.28	15.48	13.82
37. Land cost	55.70	60.87	46.20
38. Utilities-general farm exp.	11.31	14.18	5.82
39. Hired labor	5.94	5.35	7.24
41. Act. non R.Est. int. allocated	<u>19.22</u>	<u>20.54</u>	<u>17.01</u>
42. Total Allocated Costs	\$ 169.89	179.38	152.28
43. Total Listed Costs	\$ 304.59	326.49	261.30
44. Return Over Listed Costs	\$ 31.60	54.06	-10.45
<u>Supplementary Management Inf.</u>			
51. Total cost adj to a min 7% int.	291.56	307.89	258.77
52. Work units assigned / acre.	.65	.65	.65
53. Power cost allocation factor.	1.00	1.00	1.00
54. Tot. listed cost/unit of prod.	2.54	2.38	3.04
55. Tot. adj. cost/unit of prod.	2.44	2.25	3.01
56. Cash var. cost/unit of prod.	1.75	1.67	1.99
57. Ret. over listed costs/unit.	.26	.39	-.12
58. Breakeven yield/unit of prod.	121.8	130.6	104.5
59. Tot. acre-inch water applied.	10.62	11.79	9.64
60. Cost of irrigation.	48.70	54.92	34.98
61. Ave price received/unit sold.	2.49	2.54	2.32
* Does Not Include Interest Costs			

TABLE 10 - CROP DATA FOR IRRIGATED SOYBEANS - 1988

AVERAGE RETURN FOR OWNED LAND

Owned Land

10 Farms

3.	Acres		68.3
4.	Yield		42.5
5.	Value per unit		7.50
6.	Crop product return	\$	318.93
7.	Other crop income		<u>3.63</u>
8.	Total Crop Return	\$	322.56

Variable Costs

10.	Fertilizer		3.92
11.	Chemicals		19.18
12.	Seed		13.50
13.	Crop drying		
14.	Crop insurance		7.50
15.	Other expenses		3.97
16.	Special hired labor		
17.	Cust. work hired-lease exp.		4.64
18.	Irrigation operation		33.20
19.	Assigned interest		
20.	Total Variable Costs	\$	85.91
21.	Ret. Over Variable Costs	\$	236.65

Alloc. Costs (Variable & Fixed)

31.	Farm power & mach. <u>ownership</u>		20.13
32.	Farm power & mach. <u>operation</u>		28.10
33.	Building & fence costs		3.63
34.	Irrig. ownership costs		26.20
37.	Land cost (Ownership or Rent)		61.16
38.	Utilities-general farm exp.		8.81
39.	Hired labor		8.42
41.	Actual non R.Est. int. allocated		<u>5.92</u>
42.	Total Allocated Costs	\$	162.37
43.	Total Listed Costs	\$	248.28
44.	Return Over Listed Costs	\$	74.28

Supplementary Management Inf.

51.	Total cost adj to a min 7% int.		235.49
52.	Work units assigned / acre.		.55
53.	Power cost allocation factor.		1.00
54.	Tot. listed cost/unit of prod.		5.84
55.	Tot. adj. cost/unit of prod.		5.54
56.	Cash var. cost/unit of prod.		3.23
57.	Ret. over listed costs/unit.		1.75
58.	Breakeven yield/unit of prod.		33.1
59.	Tot. acre-inch water applied.		11.63
60.	Cost of irrigation.		59.40
61.	Ave price received/unit sold.		6.93

TABLE 10 - CROP DATA FOR IRRIGATED ALFALFA - 1988

	Average 22 Farms	11 Hi Ret. Farms	11Low Ret Farms
3. Acres	39.4	39.3	39.5
4. Yield	3.3	4.5	2.1
5. Value per unit	89.11	86.90	94.76
6. Crop product return \$	294.01	386.95	201.52
7. Other crop income	5.69	.46	10.91
8. Total Crop Return \$	299.70	387.41	212.43
<u>Variable Costs</u>			
10. Fertilizer	26.19	24.55	27.82
11. Chemicals	.23	.46	
12. Seed	7.56	10.41	4.71
13. Crop drying			
14. Crop insurance			
15. Other expenses	4.24	6.69	1.80
16. Special hired labor			
17. Cust. work hired-lease exp.	1.14	1.73	.56
18. Irrigation operation	27.70	34.63	20.80
19. Assigned interest			
20. Total Variable Costs \$	67.06	78.47	55.69
21. Ret. Over Variable Costs \$	232.64	308.94	156.74
<u>Alloc. Costs (Variable & Fixed)</u>			
31. Farm power & mach. <u>ownership</u>	29.62	32.65	26.61
32. Farm power & mach. <u>operation</u>	47.41	50.92	43.90
33. Building & fence costs	10.43	10.81	10.03
34. Irrig. ownership costs	16.97	22.79	11.17
37. Land cost	46.21	51.40	41.04
38. Utilities-general farm exp.	9.85	11.58	8.13
39. Hired labor	5.71	2.62	8.78
41. Act. non R.Est.Int. Alloc.	30.25	37.18	23.37
42. Total Allocated Costs \$	196.45	219.95	173.03
43. Total Listed Costs \$	263.51	298.42	228.72
44. Return Over Listed Costs \$	36.19	88.99	-16.29
<u>Supplementary Management Inf.</u>			
51. Total cost adj to a min 7% int.	249.04	276.06	222.10
52. Work units assigned / acre.	.80	.80	.80
53. Power cost allocation factor.	1.00	1.00	1.00
54. Tot. listed cost/unit of prod.	79.85	66.32	108.91
55. Tot. adj. cost/unit of prod.	75.48	61.99	104.44
56. Cash var. cost/unit of prod.	48.57	40.10	66.60
57. Ret. over listed costs/unit.	10.97	19.78	-7.76
58. Breakeven yield/unit of prod.	3.0	3.4	2.4
59. Tot. acre-inch water applied.	8.82	11.00	6.64
60. Cost of irrigation.	44.67	57.42	31.97
61. Ave price received/unit sold.	73.04	75.33	68.44

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

Productive livestock enterprises are an important part of many farm businesses in Minnesota. Farms involved in this report may have one or more livestock enterprises. The following tables pertain to these livestock enterprises.

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

Other cash costs relatively easy to identify and classify in the farm records are listed in each of the tables as other direct costs.

Allocated costs include interest charged to the enterprise, allocated charges for hired labor, utilities, power and machinery, livestock equipment and building and fence costs. These costs are allocated to each livestock enterprise by the computer using a carefully devised formula to make the proper allocations.

Each enterprise table includes supplementary management information. This information can provide clues about the strengths and weaknesses of each enterprise.

TABLE 11A - HOGS, FARROW TO FINISH - 1988

AVERAGE 65 FARMS

		TOTAL	PER CWT	/LITTER
1	PRODUCTION	162058		1605
2	NET INCREASE IN VALUE: HOGS*	70286	43.37	695.90
3	OTHER MISCELLANEOUS INCOME	-15	-0.01	-0.15
4	TOTAL VALUE PRODUCED	70271	43.36	695.75
	FEED FED: QUANTITY & COST			
	LBS/CWT			
6	CORN	291.04	11.89	190.82
7	OTHER GRAIN	4.28	0.32	5.10
8	COMPLETE RATION	57.34	5.38	86.36
9	PROT., SALT, MIN.	64.67	12.40	198.92
10	TOTAL GRAIN MIX	417.33	29.99	481.20
11	FORAGES	0.08		0.05
12	PASTURE	5		
13	TOTAL FEED COST	48606	29.99	481.25
14	RETURN OVER FEED COSTS	21665	13.37	214.50
	OTHER DIRECT COSTS			
16	VETERINARY	1246	0.77	12.34
17	BREEDING	28	0.02	0.28
18	MISCELLANEOUS	1832	1.13	18.14
19	CUSTOM WORK & LEASE	832	0.51	8.24
20	SPECIAL HIRED LABOR	789	0.49	7.81
21	ASSIGNED INTEREST			
22	TOTAL OTHER DIRECT COSTS	4727	2.92	46.81
23	TOTAL DIRECT COSTS INCL FEED	53333	32.91	528.06
24	RETURN OVER ALL DIRECT COSTS	16938	10.45	167.69
	ALLOCATED COSTS			
27	ACT INT PD LESS INT ASSIGNED-L21	3804	2.35	37.66
28	GENERAL HIRED LABOR	1185	0.73	11.73
29	UTILITIES & MISCELLANEOUS	3216	1.98	31.84
30	POWER & MACHINERY PCAF 1.00	1609	0.99	15.93
31	LIVESTOCK EQUIPMENT ECAF 1.00	2824	1.74	27.96
32	BUILDINGS & FENCES BCAF 1.00	2536	1.56	25.11
33	TOTAL ALLOCATED COSTS	15174	9.35	150.23
34	TOTAL ACTUAL LISTED COSTS	68507	42.26	678.29
35	RETURN OVER ACTUAL LISTED COSTS	1764	1.10	17.46
36	TOTAL COSTS ADJ TO 7% MIN INT.	69193	42.70	685.08
37	RETURN OVER LISTED & 7% OPPORTUNITY			
38	INTEREST COST	1078	0.66	10.67
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
40	RETURN/\$100 FEED FED	144.57		
41	AVE WT./MKT. HOG SOLD	199		
42	PRICE REC'D/CWT. MKT HOGS	42.70		
43	TOTAL NO. LITTERS FARROWED	101		
44	LITTERS/SOW/YEAR	1.42		
45	NO. PIGS BORN/LITTER	9.70		
46	NO. PIGS WEAN/LITTER	8.35		
47	NO. PIGS PRODUCED/SOW/YEAR	10.59		
48	LITTERS/CRATE/YEAR	6.31		
49	PIGS WEANED/CRATE/YEAR	52.69		
50	MKT. ANIMAL DEATH LOSS AS % OF TOTAL	17.12		
51	BREEDING HERD DEATH LOSS	9.57		
52	PRICE/CWT. GRAIN MIX FED	7.19		
53	PRICE/CWT. PROT., SALT, MIN.	19.17		
54	FARROWING RATE	143		

TABLE 11A - HOGS, FARROW TO FINISH - 1988
13 HIGH RETURN AND 13 LOW RETURN FARMS

		TOTAL HI RETURN	PER CWT HI RETURN FARMS	PER CWT LO RETURN FARMS
1	PRODUCTION	149720		
2	NET INCREASE IN VALUE: HOGS*	74340	49.65	39.01
3	OTHER MISCELLANEOUS INCOME			
4	TOTAL VALUE PRODUCED	74340	49.65	39.01
	FEED FED: QUANTITY & COST LBS/CWT			
6	CORN	16400	10.95	393.94
7	OTHER GRAIN	262	0.17	2.78
8	COMPLETE RATION	6074	4.06	35.26
9	PROT., SALT, MIN.	16182	10.81	92.41
10	TOTAL GRAIN MIX	38918	25.99	524.39
11	FORAGES			36.88
12	PASTURE			
13	TOTAL FEED COST	38918	25.99	36.88
14	RETURN OVER FEED COSTS	35422	23.66	2.13
	OTHER DIRECT COSTS			
16	VETERINARY	1048	0.70	0.45
17	BREEDING			
18	MISCELLANEOUS	1323	0.88	1.03
19	CUSTOM WORK & LEASE	706	0.47	0.41
20	SPECIAL HIRED LABOR	2263	1.51	0.17
21	ASSIGNED INTEREST			
22	TOTAL OTHER DIRECT COSTS	5340	3.56	2.06
23	TOTAL DIRECT COSTS INCL FEED	44258	29.55	38.94
24	RETURN OVER ALL DIRECT COSTS	30082	20.10	0.07
	ALLOCATED COSTS			
27	ACT INT PD LESS INT ASSIGNED-L21	4076	2.72	2.30
28	GENERAL HIRED LABOR	819	0.55	
29	UTILITIES & MISCELLANEOUS	4226	2.82	1.73
30	POWER & MACHINERY PCAF 0.98	2115	1.41	1.01
31	LIVESTOCK EQUIPMENT ECAF 0.98	3682	2.46	2.50
32	BUILDINGS & FENCES BCAF 0.98	1368	0.91	1.36
33	TOTAL ALLOCATED COSTS	16286	10.87	8.90
34	TOTAL ACTUAL LISTED COSTS	60544	40.42	47.84
35	RETURN OVER ACTUAL LISTED COSTS	13796	9.23	-8.83
36	TOTAL COSTS ADJ TO 7% MIN INT.	62170	41.52	48.76
37	RETURN OVER LISTED & 7% OPPORTUNITY			
38	INTEREST COST	12170	8.13	-9.75
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			*****
40	RETURN/\$100 FEED FED	191.02		105.75
41	AVE WT./MKT. HOG SOLD	184		211
42	PRICE REC'D/CWT. MKT HOGS	45.79		33.63
43	TOTAL NO. LITTERS FARROWED	104		64
44	LITTERS/SOW/YEAR	1.25		1.42
45	NO. PIGS BORN/LITTER	9.59		9.66
46	NO. PIGS WEAN/LITTER	8.10		7.39
47	NO. PIGS PRODUCED/SOW/YEAR	9.04		8.62
48	LITTERS/CRATE/YEAR	8.00		4.00
49	PIGS WEANED/CRATE/YEAR	64.77		29.56
50	MKT. ANIMAL DEATH LOSS AS % OF TOTAL	17.55		15.63
51	BREEDING HERD DEATH LOSS	12.48		8.53
52	PRICE/CWT. GRAIN MIX FED	6.57		7.03
53	PRICE/CWT. PROT., SALT, MIN.	22.55		19.57
54	FARROWING RATE	126		143

TABLE 11A - HOGS, MIXED SYSTEMS - 1988

AVERAGE OF 19 FARMS

		TOTAL	PER CWT	/LITTER
1	PRODUCTION	81735		1185
2	NET INCREASE IN VALUE: HOGS*	39056	47.78	566.03
3	OTHER MISCELLANEOUS INCOME			
4	TOTAL VALUE PRODUCED	39056	47.78	566.03
	FEED FED: QUANTITY & COST			
6	CORN	266.09	10.65	126.19
7	OTHER GRAIN	15.63	0.87	10.33
8	COMPLETE RATION	101.50	9.83	116.41
9	PROT., SALT, MIN.	62.46	10.69	126.65
10	TOTAL GRAIN MIX	445.68	32.04	379.58
11	FORAGES	1.71	0.07	0.88
12	PASTURE	61		
13	TOTAL FEED COST	26252	32.11	380.46
14	RETURN OVER FEED COSTS	12804	15.67	185.57
	OTHER DIRECT COSTS			
16	VETERINARY	803	0.98	11.64
17	BREEDING			
18	MISCELLANEOUS	1009	1.23	14.62
19	CUSTOM WORK & LEASE	545	0.67	7.90
20	SPECIAL HIRED LABOR			
21	ASSIGNED INTEREST			
22	TOTAL OTHER DIRECT COSTS	2357	2.88	34.16
23	TOTAL DIRECT COSTS INCL FEED	28609	34.99	414.62
24	RETURN OVER ALL DIRECT COSTS	10447	12.79	151.41
	ALLOCATED COSTS			
27	ACT INT PD LESS INT ASSIGNED-L21	1634	2.00	23.69
28	GENERAL HIRED LABOR	492	0.60	7.12
29	UTILITIES & MISCELLANEOUS	1728	2.11	25.05
30	POWER & MACHINERY	1028	1.26	14.90
31	LIVESTOCK EQUIPMENT	1573	1.92	22.80
32	BUILDINGS & FENCES	1701	2.08	24.65
33	TOTAL ALLOCATED COSTS	8156	9.97	118.21
34	TOTAL ACTUAL LISTED COSTS	36765	44.96	532.83
35	RETURN OVER ACTUAL LISTED COSTS	2291	2.82	33.20
36	TOTAL COSTS ADJ TO 7% MIN INT.	37680	46.10	546.08
37	RETURN OVER LISTED & 7% OPPORTUNITY			
38	INTEREST COST	1376	1.68	19.95
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
40	RETURN/\$100 FEED FED	148.77		
41	AVE WT./MKT. HOG SOLD	136		
42	PRICE REC'D/CWT. MKT HOGS	46.96		
43	TOTAL NO. LITTERS FARROWED	69		
44	LITTERS/SOW/YEAR	1.38		
45	NO. PIGS BORN/LITTER	9.83		
46	NO. PIGS WEAN/LITTER	8.72		
47	NO. PIGS PRODUCED/SOW/YEAR	10.88		
48	LITTERS/CRATE/YEAR	5.75		
49	PIGS WEANED/CRATE/YEAR	50.17		
50	MKT. ANIMAL DEATH LOSS AS % OF TOTAL	20.30		
51	BREEDING HERD DEATH LOSS	4.91		
52	PRICE/CWT. GRAIN MIX FED	7.19		
53	PRICE/CWT. PROT., SALT, MIN.	17.11		
54	FARROWING RATE	138		

TABLE 11B - HOGS FINISHING - 1988

AVERAGE OF 70 FARMS

		TOTAL	PER CWT	PER HEAD
				PRODUCED (L52)
1	PRODUCTION - POUNDS	120515		190.4
2	NET INCREASE IN VALUE: HOGS*	38404	31.87	60.67
3	OTHER MISCELLANEOUS INCOME	-18	-0.01	-0.03
4	TOTAL VALUE PRODUCED	38386	31.86	60.64
FEED FED: QUANTITY & COST LBS/CWT				
6	CORN	269.8	11.18	21.28
7	OTHER GRAIN	4.6	0.23	0.45
8	COMPLETE RATION	24.1	1.89	3.61
9	PROT., SALT, MIN.	65.1	11.34	21.58
10	TOTAL GRAIN MIX	363.6	24.64	46.92
11	FORAGES	0.6	0.08	0.15
12	PASTURE			
13	TOTAL FEED COST	29793	24.72	47.07
14	RETURN OVER FEED COSTS	8593	7.14	13.57
OTHER DIRECT COSTS				
16	VETERINARY	489	0.41	0.77
17	MISCELLANEOUS	620	0.51	0.98
18	CUSTOM WORK & LEASE EXPENSE	751	0.62	1.19
19	SPECIAL HIRED LABOR	179	0.15	0.28
20	ASSIGNED INTEREST	125	0.10	0.20
21	TOTAL OTHER DIRECT COSTS	2164	1.79	3.42
22	TOTAL DIRECT COSTS INCL FEED	31957	26.51	50.49
23	RETURN OVER ALL DIRECT COSTS	6429	5.35	10.15
ALLOCATED COSTS				
26	ACT INT PD LESS INT ASSIGNED-L20	1457	1.21	2.30
27	GENERAL HIRED LABOR	549	0.46	0.87
28	UTILITIES & MISCELLANEOUS	1026	0.85	1.62
29	POWER & MACHINERY PCAF 1.06	663	0.55	1.05
30	LIVESTOCK EQUIPMENT ECAF 1.11	1159	0.96	1.83
31	BUILDINGS & FENCES BCAF 1.17	1676	1.39	2.65
32	TOTAL ALLOCATED COSTS	6530	5.42	10.32
33	TOTAL ACTUAL LISTED COSTS	38487	31.93	60.81
34	RETURN OVER ACTUAL LISTED COSTS	-101	-0.07	-0.17
35	TOTAL COSTS ADJ TO 7% MIN INT.	40557	33.65	64.07
36	RETURN OVER LISTED & 7% OPPORTUNITY			
37	INTEREST COST	-2171	-1.79	-3.43
***** SUPPLEMENTARY MANAGEMENT INFORMATION *****				
39	RETURN/\$100 FEED FED	128.84		
40	AVE WT./MKT. HOG SOLD	239.60		
41	PRICE REC'D/CWT. MKT HOGS	42.87		
42	AVE. WEIGHT/PIG PURCHASED	49.14		
43	AVE. PRICE/PIG PURCHASED	43.21		
44	NO. PIGS PURCHASED	379		
45	NO. PIGS TRANSFERRED OUT/IN	273		
46	POUNDS OF PORK PURCHASED	18625		
47	AVE NUMBER OF PIGS ON HAND	242.6		
48	PERCENT DEATH LOSS	2.26		
49	EFFECTIVE DAILY GAIN	1.36		
50	PRICE/CWT. GRAIN MIX FED	6.78		
51	PRICE/CWT. PROT., SALT, MIN.	17.42		
52	NUMBER OF PIGS PRODUCED	633		

TABLE 11B - HOGS FINISHING - 1988
14 HIGH RETURN AND 14 LOW RETURN FARMS

		TOTAL		PER CWT
		HI RETURN FARMS	LO RETURN FARMS	
1	PRODUCTION - POUNDS	83721		97422
2	NET INCREASE IN VALUE: HOGS*	41.16		27.63
3	OTHER MISCELLANEOUS INCOME			
4	TOTAL VALUE PRODUCED	41.16		27.63
	FEED FED: QUANTITY & COST			
			LBS/CWT	
6	CORN	242.0	9.33	283.6
7	OTHER GRAIN	8.9	0.40	7.5
8	COMPLETE RATION	13.1	0.90	49.5
9	PROT., SALT, MIN.	51.6	10.87	59.1
10	TOTAL GRAIN MIX	315.6	21.50	399.7
11	FORAGES			3.9
12	PASTURE			0.50
13	TOTAL FEED COST	21.50		29.51
14	RETURN OVER FEED COSTS	19.66		-1.88
	OTHER DIRECT COSTS			
16	VETERINARY	0.66		0.31
17	MISCELLANEOUS	0.95		0.68
18	CUSTOM WORK & LEASE EXPENSE	1.31		0.53
19	SPECIAL HIRED LABOR			0.73
20	ASSIGNED INTEREST			0.42
21	TOTAL OTHER DIRECT COSTS	2.92		2.67
22	TOTAL DIRECT COSTS INCL FEED	24.42		32.18
23	RETURN OVER ALL DIRECT COSTS	16.74		-4.55
	ALLOCATED COSTS			
26	ACT INT PD LESS INT ASSIGNED-L20	0.90		1.04
27	GENERAL HIRED LABOR	0.46		0.37
28	UTILITIES & MISCELLANEOUS	0.78		0.82
29	POWER & MACHINERY PCAF 1.00	0.55		0.51
30	LIVESTOCK EQUIPMENT ECAF 1.00	0.67		1.19
31	BUILDINGS & FENCES BCAF 1.00	0.66		0.78
32	TOTAL ALLOCATED COSTS	4.02		4.71
33	TOTAL ACTUAL LISTED COSTS	28.44		36.89
34	RETURN OVER ACTUAL LISTED COSTS	12.72		-9.26
35	TOTAL COSTS ADJ TO 7% MIN INT.	30.41		38.10
36	RETURN OVER LISTED & 7% OPPORTUNITY			
37	INTEREST COST	10.75		-10.47
***** SUPPLEMENTARY MANAGEMENT INFORMATION *****				
39	RETURN/\$100 FEED FED	191.40		93.65
40	AVE WT./MKT. HOG SOLD	235.31		235.50
41	PRICE REC'D/CWT. MKT HOGS	45.22		42.62
42	AVE. WEIGHT/PIG PURCHASED	46.14		52.11
43	AVE. PRICE/PIG PURCHASED	41.57		44.53
44	NO. PIGS PURCHASED	65		403
45	NO. PIGS TRANSFERRED OUT/IN	389		145
46	POUNDS OF PORK PURCHASED	2999		21002
47	AVE NUMBER OF PIGS ON HAND	142.6		230.1
48	PERCENT DEATH LOSS	1.71		2.45
49	EFFECTIVE DAILY GAIN	1.61		1.16
50	PRICE/CWT. GRAIN MIX FED	6.81		7.26
51	PRICE/CWT. PROT., SALT, MIN.	21.07		19.01
52	NUMBER OF PIGS PRODUCED	442		530

TABLE 11C - HOGS, WEANING PIG PRODUCTION - 1988 AVE. OF 57 FARMS

		TOTAL	PER HEAD	/LITTER
1	PRODUCTION	55656	960	127
2	NET INCREASE IN VALUE: HOGS*	37949	39.53	298.81
3	OTHER MISCELLANEOUS INCOME			
4	TOTAL VALUE PRODUCED	37949	39.53	298.81
5	FEED FED: QUANTITY & COST LBS/CWT			
6	CORN 302.59	6874	7.16	54.13
7	OTHER GRAIN 17.84	684	0.71	5.39
8	COMPLETE RATION 202.22	5141	5.36	40.48
9	PROT., SALT, MIN. 99.62	12052	12.55	94.90
10	TOTAL GRAIN MIX 622.27	24751	25.78	194.90
11	FORAGES 1.05	24	0.03	0.19
12	PASTURE			
13	TOTAL FEED COST	24775	25.81	195.09
14	RETURN OVER FEED COSTS	13174	13.72	103.72
	OTHER DIRECT COSTS			
16	VETERINARY	1510	1.57	11.89
17	BREEDING	63	0.07	0.50
18	MISCELLANEOUS	1561	1.63	12.29
19	CUSTOM WORK & LEASE	417	0.43	3.28
20	SPECIAL HIRED LABOR	437	0.46	3.44
21	ASSIGNED INTEREST			
22	TOTAL OTHER DIRECT COSTS	3988	4.16	31.40
23	TOTAL DIRECT COSTS INCL FEED	28763	29.97	226.49
24	RETURN OVER ALL DIRECT COSTS	9186	9.56	72.32
	ALLOCATED COSTS			
27	ACT INT PD LESS INT ASSIGNED-L21	2322	2.42	18.29
28	GENERAL HIRED LABOR	939	0.98	7.40
29	UTILITIES & MISCELLANEOUS	2488	2.59	19.59
30	POWER & MACHINERY PCAF 1.00	1482	1.54	11.67
31	LIVESTOCK EQUIPMENT ECAF 1.00	1670	1.74	13.15
32	BUILDINGS & FENCES BCAF 1.00	1799	1.87	14.16
33	TOTAL ALLOCATED COSTS	10700	11.14	84.26
34	TOTAL ACTUAL LISTED COSTS	39463	41.11	310.75
35	RETURN OVER ACTUAL LISTED COSTS	-1514	-1.58	-11.94
36	TOTAL COSTS ADJ TO 7% MIN INT.	39965	41.63	314.69
37	RETURN OVER LISTED & 7% OPPORTUNITY			
38	INTEREST COST	-2016	-2.10	-15.88
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
40	RETURN/\$100 FEED FED	153.17		
41	AVE WT./PIG SOLD OR TRANSFER	50		
42	PRICE REC'D/PIG SOLD	39.96		
43	LITTERS/SOW/YEAR	1.7		
44	NO. PIGS BORN/LITTER	10		
45	NO. PIGS WEAN/LITTER	8.0		
46	PIGS PRODUCED/SOW/YEAR	13.2		
47	LITTERS/CRATE/YEAR	7.5		
48	PIGS WEANED/CRATE/YEAR	59.41		
49	FDR PIG DEATHS: AS % OF TOT LOSS	97.9		
50	BREEDING DEATHS: AS % OF TOT LOSS	2.1		
51	PRICE/CWT. GRAIN MIX FED	7.15		
52	PRICE/CWT. PROT., SALT, MIN.	21.74		

TABLE 11C - HOGS, WEANING PIG PRODUCTION - 1988
11 HIGH RETURN AND 11 LOW RETURN FARMS

		HI RETURN FARMS		LO RETURN FARMS	
		PER HEAD	/LITTER	PER HEAD	/LITTER
1	PRODUCTION	912	112	655	98
2	NET INCREASE IN VALUE: HOGS*	42.81	348.63	32.32	216.00
3	OTHER MISCELLANEOUS INCOME				
4	TOTAL VALUE PRODUCED	42.81	348.63	32.32	216.00
5	FEED FED: QUANTITY & COST	LBS/CWT			
6	CORN	259.89	6.12	49.85	9.25
7	OTHER GRAIN	34.18	1.29	10.49	1.05
8	COMPLETE RATION	39.62	1.54	12.55	9.84
9	PROT., SALT, MIN.	76.96	11.37	92.54	11.84
10	TOTAL GRAIN MIX	410.65	20.32	165.43	31.98
11	FORAGES	5.57	0.13	1.05	
12	PASTURE				
13	TOTAL FEED COST	20.45	166.48	31.98	213.78
14	RETURN OVER FEED COSTS	22.36	182.15	0.34	2.22
	OTHER DIRECT COSTS				
16	VETERINARY	0.98	7.98	1.86	12.43
17	BREEDING				
18	MISCELLANEOUS	1.55	12.63	1.98	13.24
19	CUSTOM WORK & LEASE	0.36	2.92	0.76	5.08
20	SPECIAL HIRED LABOR			0.01	0.05
21	ASSIGNED INTEREST				
22	TOTAL OTHER DIRECT COSTS	2.89	23.53	4.61	30.80
23	TOTAL DIRECT COSTS INCL FEED	23.34	190.01	36.59	244.58
24	RETURN OVER ALL DIRECT COSTS	19.47	158.62	-4.27	-28.58
	ALLOCATED COSTS				
27	ACT INT PD LESS INT ASSIGNED-L21	1.68	13.71	1.61	10.74
28	GENERAL HIRED LABOR	0.84	6.88	1.00	6.70
29	UTILITIES & MISCELLANEOUS	2.01	16.35	3.23	21.60
30	POWER & MACHINERY	PCAF 1.00	1.52	12.39	1.35
31	LIVESTOCK EQUIPMENT	ECAF 1.00	1.62	13.22	2.63
32	BUILDINGS & FENCES	BCAF 1.00	2.32	18.90	2.92
33	TOTAL ALLOCATED COSTS	9.99	81.45	12.74	85.16
34	TOTAL ACTUAL LISTED COSTS	33.33	271.46	49.33	329.74
35	RETURN OVER ACTUAL LISTED COSTS	9.48	77.17	-17.01	-113.74
36	TOTAL COSTS ADJ TO 7% MIN INT.	34.06	277.33	51.48	344.04
37	RETURN OVER LISTED & 7% OPPORTUNITY				
38	INTEREST COST	8.75	71.30	-19.16	-128.04
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****				
40	RETURN/\$100 FEED FED	209.40		101.04	
41	AVE WT./PIG SOLD OR TRANSFER	50		49	
42	PRICE REC'D/PIG SOLD	36.23		37.18	
43	LITTERS/SOW/YEAR	2.0		1.6	
44	NO. PIGS BORN/LITTER	10		9	
45	NO. PIGS WEAN/LITTER	8.5		7.4	
46	PIGS PRODUCED/SOW/YEAR	16.0		10.4	
47	LITTERS/CRATE/YEAR	6.6		6.5	
48	PIGS WEANED/CRATE/YEAR	55.76		48.67	
49	FDR PIG DEATHS: AS % OF TOT LOSS	97.7		97.4	
50	BREEDING DEATHS: AS % OF TOT LOSS	2.3		2.6	
51	PRICE/CWT. GRAIN MIX FED	8.33		8.23	
52	PRICE/CWT. PROT., SALT, MIN.	24.87		20.52	

TABLE 12 - DAIRY COWS - 1988

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AVERAGE OF 260 HERDS

		HERD TOTAL	PER COW	CWT MILK
1	AVERAGE NUMBER OF COWS	48.8		
2	POUNDS OF MILK		15799	
3	POUNDS OF BUTTERFAT		559	
4	PERCENT OF BUTTERFAT IN MILK		3.54	
5	VALUE OF PRODUCE			
6	DAIRY PRODUCTS SOLD		1840.80	
7	DAIRY PRODUCTS USED IN HOME		4.53	
8	MILK FED TO LIVESTOCK		10.53	
9	NET INCREASE IN VALUE:		-89.02	
10	OTHER MISCELLANEOUS INCOME			
11	TOTAL VALUE PRODUCED	86222	1766.84	11.18
12	FEED FED: QTY & COST	LBS/COW		
13	CORN	4477	180.92	1.15
14	SMALL GRAIN	316	19.88	0.13
15	COMPLETE RATION	848	49.61	0.31
16	PROT., SALT, MIN.	1196	212.11	1.34
17	TOTAL GRAIN MIX	6837	462.52	2.93
18	LEGUME HAY	5977	256.80	1.63
19	OTHER DRY HAY & ROUGHAGE	284	7.27	0.05
20	HAYLAGE	1144	20.86	0.13
21	SILAGE	9777	91.80	0.58
22	PASTURE		1.41	0.01
23	TOTAL FEED COSTS	41025	840.66	5.33
24	RETURN OVER FEED COST	45197	926.18	5.85
	OTHER DIRECT COSTS			
26	VETERINARY		41.21	0.26
27	BREEDING		21.45	0.14
28	MISCELLANEOUS		105.53	0.67
29	CUSTOM WORK & LEASE EXPENSE		59.18	0.37
30	SPECIAL HIRED LABOR		3.07	0.02
31	ASSIGNED INTEREST			
32	TOTAL OTHER DIRECT COSTS	11246	230.44	1.46
33	TOTAL DIRECT COSTS INCL FEED	52271	1071.10	6.79
34	RETURN OVER ALL DIRECT COSTS	33951	695.74	4.39
	ALLOCATED COSTS			
37	ACT INT PD LESS INT ASSIGNED-L31	4241	86.90	0.55
38	GENERAL HIRED LABOR	2521	51.66	0.33
39	UTILITIES & MISCELLANEOUS	4326	88.65	0.56
40	POWER & MACHINERY PCAF 1.00	2709	55.52	0.35
41	LIVESTOCK EQUIPMENT ECAF 1.03	3274	67.08	0.42
42	BUILDINGS & FENCES BCAF 1.02	3595	73.66	0.47
43	TOTAL ALLOCATED COSTS	20666	423.47	2.68
44	TOTAL ACTUAL LISTED COSTS	72937	1494.57	9.47
45	RETURN OVER ACTUAL LISTED COSTS	13285	272.27	1.71
46	TOTAL COSTS ADJ TO 7% MIN INT.	73960	1515.58	9.59
47	RETURN OVER LISTED & 7% OPPORTUNITY			
48	INTEREST COST	12262	251.26	1.59
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
50	RETURN/\$100 FEED FED	210.17		
51	POUNDS OF MILK/POUND GRAIN MIX	2.31		
52	AVERAGE PRICE/CWT. SOLD	11.75		
53	DAIRY COW TURNOVER PERCENTAGE	40.98		
54	APPROXIMATE DRY MATTER CONSUMED/COW/	41		

TABLE 12 - DAIRY COWS - 1988

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52 HIGH AND 52 LOW RETURN HERDS

		PER COW HI RETURN FARMS	PER COW LO RETURN FARMS
1	AVERAGE NUMBER OF COWS		
2	POUNDS OF MILK	18078	12923
3	POUNDS OF BUTTERFAT	668	416
4	PERCENT OF BUTTERFAT IN MILK	3.69	3.22
5	VALUE OF PRODUCE		
6	DAIRY PRODUCTS SOLD	2147.71	1499.64
7	DAIRY PRODUCTS USED IN HOME	5.85	3.96
8	MILK FED TO LIVESTOCK	10.28	10.22
9	NET INCREASE IN VALUE:	-36.05	-134.02
10	OTHER MISCELLANEOUS INCOME		
11	TOTAL VALUE PRODUCED	2127.79	1379.80
12	FEED FED: QTY & COST		
	LBS/COW		LBS/COW
13	CORN	5076	4230
14	SMALL GRAIN	299	247
15	COMPLETE RATION	1066	1819
16	PROT., SALT, MIN.	1169	966
17	TOTAL GRAIN MIX	7610	7262
18	LEGUME HAY	5798	5996
19	OTHER DRY HAY & ROUGHAGE	185	363
20	HAYLAGE	1624	1751
21	SILAGE	8797	8383
22	PASTURE	0.73	1.67
23	TOTAL FEED COSTS	837.23	887.58
24	RETURN OVER FEED COST	1290.56	492.22
	OTHER DIRECT COSTS		
26	VETERINARY	51.47	30.53
27	BREEDING	25.18	13.82
28	MISCELLANEOUS	124.12	84.33
29	CUSTOM WORK & LEASE EXPENSE	73.72	45.40
30	SPECIAL HIRED LABOR	5.83	0.11
31	ASSIGNED INTEREST		
32	TOTAL OTHER DIRECT COSTS	280.32	174.19
33	TOTAL DIRECT COSTS INCL FEED	1117.55	1061.77
34	RETURN OVER ALL DIRECT COSTS	1010.24	318.03
	ALLOCATED COSTS		
37	ACT INT PD LESS INT ASSIGNED-L31	73.95	115.41
38	GENERAL HIRED LABOR	52.41	31.45
39	UTILITIES & MISCELLANEOUS	102.14	87.60
40	POWER & MACHINERY PCAF 0.99	63.24	44.59
41	LIVESTOCK EQUIPMENT ECAF 1.10	84.28	52.37
42	BUILDINGS & FENCES BCAF 1.08	97.43	55.65
43	TOTAL ALLOCATED COSTS	473.45	387.07
44	TOTAL ACTUAL LISTED COSTS	1591.00	1448.84
45	RETURN OVER ACTUAL LISTED COSTS	536.79	-69.04
46	TOTAL COSTS ADJ TO 7% MIN INT.	1637.78	1432.77
47	RETURN OVER LISTED & 7% OPPORTUNITY		
48	INTEREST COST	490.01	-52.97
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****		
50	RETURN/\$100 FEED FED	254.15	155.46
51	POUNDS OF MILK/POUND GRAIN MIX	2.38	1.78
52	AVERAGE PRICE/CWT. SOLD	11.97	11.72
53	DAIRY COW TURNOVER PERCENTAGE	40.97	44.44
54	APPROXIMATE DRY MATTER COMSUMED/COW/	42	42

TABLE 13 - OTHER DAIRY - 1988

AVERAGE OF 254 FARMS

		HERD TOTAL	PER HEAD
1	AVERAGE NUMBER OF HEAD	57.7	
2	NET INCREASE IN VALUE:		374.49
3	OTHER MISCELLANEOUS INCOME		
4	TOTAL VALUE PRODUCED	21608	374.49
	FEED FED: QUANTITY & COST		
		LBS/HEAD	
6	CORN	806	32.65
7	SMALL GRAIN	153	9.90
8	COMPLETE RATION	148	9.12
9	PROT., SALT, MIN.	212	36.31
10	TOTAL GRAIN MIX	1319	87.98
11	LEGUME HAY	1430	51.14
12	OTHER DRY HAY & ROUGHAGE	848	20.59
13	HAYLAGE	175	3.60
14	SILAGE	5544	52.08
15	MILK	73	8.37
16	PASTURE		2.08
17	TOTAL FEED COSTS	13031	225.84
18	RETURN OVER FEED COST	8577	148.65
	OTHER DIRECT COSTS		
20	VETERINARY		4.75
21	BREEDING		2.98
22	MISCELLANEOUS		9.76
23	CUSTOM WORK & LEASE EXPENSE		3.34
24	SPECIAL HIRED LABOR		0.38
25	ASSIGNED INTEREST		
26	TOTAL OTHER DIRECT COSTS	1224	21.21
27	TOTAL DIRECT COSTS INCL FEED	14255	247.05
28	RETURN OVER ALL DIRECT COSTS	7353	127.44
	ALLOCATED COSTS		
30	ACTUAL INTEREST PAID LESS		
31	INTEREST ASSIGNED-L25	862	14.94
32	GENERAL HIRED LABOR		9.66
33	UTILITIES & MISCELLANEOUS		15.37
34	POWER & MACHINERY	PCAF 1.00	9.52
35	LIVESTOCK EQUIPMENT	ECAF 1.02	11.29
36	BUILDINGS & FENCES	BCAF 1.02	12.34
37	TOTAL ALLOCATED COSTS	4219	73.12
38	TOTAL ACTUAL LISTED COSTS	18474	320.17
39	RETURN OVER ACTUAL LISTED COSTS	3134	54.32
40	TOTAL COSTS ADJ TO 7% MIN INT.	20569	356.47
41	RETURN OVER LISTED & 7% OPPORTUNITY		
42	INTEREST COST	1039	18.02

	SUPPLEMENTARY MANAGEMENT INFORMATION		
44	RETURN/\$100 FEED FED	165.82	
45	PERCENT CALF DEATH LOSS	10.06	

TABLE 13 - OTHER DAIRY - 1988
50 HIGH RETURN AND 50 LOW RETURN FARMS

		PER HEAD	PER HEAD
1	AVERAGE NUMBER OF HEAD	55.5	56.7
2	NET INCREASE IN VALUE:	530.83	256.06
3	OTHER MISCELLANEOUS INCOME		
4	TOTAL VALUE PRODUCED	530.83	256.06
	FEED FED: QUANTITY & COST		
		LBS/HEAD	LBS/HEAD
6	CORN	675	1084
7	SMALL GRAIN	66	188
8	COMPLETE RATION	63	371
9	PROT., SALT, MIN.	174	296
10	TOTAL GRAIN MIX	978	1939
11	LEGUME HAY	1086	1790
12	OTHER DRY HAY & ROUGHAGE	575	1173
13	HAYLAGE	218	152
14	SILAGE	4578	6243
15	MILK	48	70
16	PASTURE		
17	TOTAL FEED COSTS	182.38	268.68
18	RETURN OVER FEED COST	348.45	-12.62
	OTHER DIRECT COSTS		
20	VETERINARY	6.67	4.49
21	BREEDING	3.35	2.80
22	MISCELLANEOUS	12.81	8.17
23	CUSTOM WORK & LEASE EXPENSE	3.59	2.85
24	SPECIAL HIRED LABOR	1.08	0.33
25	ASSIGNED INTEREST		
26	TOTAL OTHER DIRECT COSTS	27.50	18.64
27	TOTAL DIRECT COSTS INCL FEED	209.88	287.32
28	RETURN OVER ALL DIRECT COSTS	320.95	-31.26
	ALLOCATED COSTS		
30	ACTUAL INTEREST PAID LESS		
31	INTEREST ASSIGNED-L25	13.79	16.18
32	GENERAL HIRED LABOR	10.43	3.41
33	UTILITIES & MISCELLANEOUS	16.89	16.04
34	POWER & MACHINERY	10.27	8.53
35	LIVESTOCK EQUIPMENT	13.67	10.38
36	BUILDINGS & FENCES	12.46	9.17
37	TOTAL ALLOCATED COSTS	77.51	63.71
38	TOTAL ACTUAL LISTED COSTS	287.39	351.03
39	RETURN OVER ACTUAL LISTED COSTS	243.44	-94.97
40	TOTAL COSTS ADJ TO 7% MIN INT.	328.32	382.65
41	RETURN OVER LISTED & 7% OPPORTUNITY		
42	INTEREST COST	202.51	-126.59

	SUPPLEMENTARY MANAGEMENT INFORMATION		
44	RETURN/\$100 FEED FED	291.06	94.83
45	PERCENT CALF DEATH LOSS	10.07	14.89

TABLE 14 - ALL DAIRY CATTLE TABLE - 1988 AVE. OF 260 HERDS

	HERD TOTAL	PER COW	CWT MILK
1 AVERAGE NUMBER OF COWS	49.0		
2 POUNDS OF MILK		15803.71	
3 POUNDS OF BUTTERFAT		559.92	
4 PERCENT OF BUTTERFAT IN MILK		3.54	
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD		1841.71	
7 DAIRY PRODUCTS USED IN HOME		4.51	
8 MILK FED TO LIVESTOCK		10.65	
9 NET INCREASE IN VALUE:		354.47	
10 OTHER MISCELLANEOUS INCOME		0.02	
11 TOTAL VALUE PRODUCED	108357	2211.36	13.99
12 FEED FED: QTY & COST	LBS/COW		
13 CORN	5440	219.84	1.39
14 SMALL GRAIN	495	31.37	0.20
15 COMPLETE RATION	1020	60.37	0.38
16 PROT., SALT, MIN.	1461	266.90	1.69
17 TOTAL GRAIN MIX	8416	578.48	3.66
18 LEGUME HAY	7610	315.53	2.00
19 OTHER DRY HAY & ROUGHAGE	1290	31.67	0.20
20 HAYLAGE	1352	25.10	0.16
21 SILAGE	16473	154.57	0.98
22 PASTURE		3.86	0.02
23 TOTAL FEED COSTS	54351	1109.21	7.02
24 RETURN OVER FEED COST	54006	1102.15	6.97
OTHER DIRECT COSTS			
26 VETERINARY		46.80	0.30
27 BREEDING		25.06	0.16
28 MISCELLANEOUS		117.31	0.74
29 CUSTOM WORK & LEASE EXPENSE		62.96	0.40
30 SPECIAL HIRED LABOR		3.51	0.02
31 ASSIGNED INTEREST			
32 TOTAL OTHER DIRECT COSTS	12526	255.64	1.62
33 TOTAL DIRECT COSTS INCL FEED	66877	1364.85	8.64
34 RETURN OVER ALL DIRECT COSTS	41480	846.51	5.35
ALLOCATED COSTS			
37 ACT INT PD LESS INT ASSIGNED-L31		104.39	0.66
38 GENERAL HIRED LABOR		64.14	0.41
39 UTILITIES & MISCELLANEOUS		106.18	0.67
40 POWER & MACHINERY		66.64	0.42
41 LIVESTOCK EQUIPMENT		80.44	0.51
42 BUILDINGS & FENCES		88.08	0.56
43 TOTAL ALLOCATED COSTS	24985	509.87	3.23
44 TOTAL ACTUAL LISTED COSTS	91862	1874.72	11.87
45 RETURN OVER ACTUAL LISTED COSTS	16495	336.64	2.12
46 TOTAL COSTS ADJ TO 7% MIN INT.	371892	7589.63	48.02
47 RETURN OVER LISTED & 7% OPPORTUNITY			
48 INTEREST COST	-263535	-5378.27	-34.03
49 ***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
50 RETURN/\$100 FEED FED	199		
51 POUNDS OF MILK/POUND GRAIN MIX	1.88		
52 AVERAGE PRICE/CWT. SOLD	11.75		
53 DAIRY COW TURNOVER PERCENTAGE	40.82		
54 APPROXIMATE DRY MATTER CONSUMED/COW/	58		
55 PERCENT CALF DEATH LOSS	9.77		
56 TOTAL INVESTMENT/COW	6740.45		
57 TOTAL DEBT/COW	2964.65		

TABLE 14 - ALL DAIRY CATTLE - 1988 52 HIGH & 52 LO RET. HERDS

		PER COW	PER COW
1	AVERAGE NUMBER OF COWS	54.1	42.5
2	POUNDS OF MILK	17880.79	12694.85
3	POUNDS OF BUTTERFAT	653.84	411.27
4	PERCENT OF BUTTERFAT IN MILK	3.66	3.24
5	VALUE OF PRODUCE		
6	DAIRY PRODUCTS SOLD	2123.25	1483.72
7	DAIRY PRODUCTS USED IN HOME	5.40	3.69
8	MILK FED TO LIVESTOCK	9.65	8.61
9	NET INCREASE IN VALUE:	495.14	230.16
10	OTHER MISCELLANEOUS INCOME		
11	TOTAL VALUE PRODUCED	2633.44	1726.18
12	FEED FED: QTY & COST	LBS/COW	
13	CORN	6105	225.53
14	SMALL GRAIN	542	33.27
15	COMPLETE RATION	1119	70.21
16	PROT., SALT, MIN.	1715	246.82
17	TOTAL GRAIN MIX	9481	575.83
18	LEGUME HAY	7181	348.00
19	OTHER DRY HAY & ROUGHAGE	915	28.09
20	HAYLAGE	1560	28.52
21	SILAGE	17033	144.75
22	PASTURE	3.11	3.41
23	TOTAL FEED COSTS	1125.66	1128.60
24	RETURN OVER FEED COST	1507.78	597.58
	OTHER DIRECT COSTS		
26	VETERINARY	59.09	31.72
27	BREEDING	29.59	16.00
28	MISCELLANEOUS	147.06	94.09
29	CUSTOM WORK & LEASE EXPENSE	74.53	46.40
30	SPECIAL HIRED LABOR	6.03	0.12
31	ASSIGNED INTEREST		
32	TOTAL OTHER DIRECT COSTS	316.30	188.33
33	TOTAL DIRECT COSTS INCL FEED	1441.96	1316.93
34	RETURN OVER ALL DIRECT COSTS	1191.48	409.25
	ALLOCATED COSTS		
37	ACT INT PD LESS INT ASSIGNED-L31	94.01	125.76
38	GENERAL HIRED LABOR	65.77	30.75
39	UTILITIES & MISCELLANEOUS	122.38	96.09
40	POWER & MACHINERY	75.25	52.36
41	LIVESTOCK EQUIPMENT	101.34	55.45
42	BUILDINGS & FENCES	126.09	66.47
43	TOTAL ALLOCATED COSTS	584.84	426.88
44	TOTAL ACTUAL LISTED COSTS	2026.80	1743.81
45	RETURN OVER ACTUAL LISTED COSTS	606.64	-17.63
46	TOTAL COSTS ADJ TO 7% MIN INT.	3452.57	4253.46
47	RETURN OVER LISTED & 7% OPPORTUNITY		
48	INTEREST COST	-819.13	-2527.28
49	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****		
50	RETURN/\$100 FEED FED	234	153
51	POUNDS OF MILK/POUND GRAIN MIX	1.89	1.38
52	AVERAGE PRICE/CWT. SOLD	11.96	11.79
53	DAIRY COW TURNOVER PERCENTAGE	40.67	42.35
54	APPROXIMATE DRY MATTER CONSUMED/COW/	59	59
55	PERCENT CALF DEATH LOSS	8.68	15.05
56	TOTAL INVESTMENT/COW	7214.25	5888.68
57	TOTAL DEBT/COW	2469.82	3442.80

TABLE 15B - FEEDLOT FEEDERS - 1988

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AVERAGE OF 87 FARMS

		TOTAL	PER CWT	PER HEAD
1	AVERAGE NUMBER OF ANIMALS	73.7		
2	POUNDS OF ANIMAL PRODUCED	57828		
3	NET INCREASE IN VALUE: ANIMALS	33565	58.04	455.43
4	OTHER MISCELLANEOUS INCOME			
5	TOTAL VALUE PRODUCED	33565	58.04	455.43
6	FEED FED: QTY & COST			
7	CORN	534.4	20.26	159.00
8	SMALL GRAINS	4.4	0.22	1.75
9	COMPLETE RATIONS	11.0	1.50	11.75
10	PROT., SALT, MIN.	38.3	6.01	47.16
11	LEGUME HAY	90.2	2.72	21.37
12	OTHER DRY HAY & ROUGHAGE	20.5	0.31	2.43
13	SILAGE	503.5	4.23	33.23
14	HAYLAGE	17.8	0.39	3.08
15	PASTURE		0.02	0.19
16	TOTAL FEED COST	20633	35.66	279.96
17	RETURN OVER FEED COSTS	12932	22.38	175.47
	OTHER DIRECT COSTS			
19	VETERINARY		1.37	10.75
20	MISCELLANEOUS		1.26	9.92
21	CUSTOM WORK & LEASE EXPENSE		1.38	10.84
22	SPECIAL HIRED LABOR		0.08	0.62
23	ASSIGNED INTEREST		0.52	4.07
24	TOTAL OTHER DIRECT COSTS	2668	4.61	36.20
25	TOTAL DIRECT COSTS INCL FEED	23301	40.27	316.16
26	RETURN OVER ALL DIRECT COSTS	10264	17.77	139.27
27	ALLOCATED COSTS			
28	ACTUAL INTEREST PAID LESS			
29	INTEREST ASSIGNED-L23		4.68	36.74
30	GENERAL HIRED LABOR		0.67	5.24
31	UTILITIES & MISCELLANEOUS		1.51	11.89
32	POWER & MACHINERY	PCAF 1.00	1.02	8.01
33	LIVESTOCK EQUIPMENT	ECAF 1.05	1.97	15.45
34	BUILDINGS & FENCES	BCAF 1.04	1.10	8.59
35	TOTAL ALLOCATED COSTS	6332	10.95	85.92
36	TOTAL ACTUAL LISTED COSTS	29633	51.22	402.08
37	RETURN OVER ACTUAL LISTED COSTS	3932	6.82	53.35
38	TOTAL COSTS ADJ TO 7% MIN INT	30748	53.17	417.20
39	RETURN OVER LISTED & 7% OPPORTUNITY			
40	INTEREST COST	2817	4.87	38.23
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
42	RETURN/\$100 FEED FED	162.68		
43	PRICE/CWT SOLD	66.26		
44	AVERAGE WEIGHT ALL CATTLE SOLD	1151		
45	PRICE/CWT BOUGHT	80.28		
46	AVERAGE WEIGHT CATTLE BOUGHT	521		
47	NUMBER OF HEAD BOUGHT	82		
48	PERCENT DEATH LOSS	2.67		
49	EFFECTIVE DAILY GAIN-POUND/HEAD/DAY	2.15		
50	PRICE TO COVER PURCH PRICE + LISTED	110.60		
51	HAY EQUIVALENT/CWT	0.14		
52	CORN EQUIVALENT/CWT	9.62		

TABLE 15 - FEEDLOT FEEDERS - 1988
17 HIGH RETURN AND 17 LOW RETURN FARMS

		PER HEAD HI RETURN		PER HEAD LO RETURN
1	AVERAGE NUMBER OF ANIMALS	52.2		
2	POUNDS OF ANIMAL PRODUCED			55.2
3	NET INCREASE IN VALUE: ANIMALS	296.51		287.97
4	OTHER MISCELLANEOUS INCOME			
5	TOTAL VALUE PRODUCED	296.51		287.97
6	FEED FED: QTY & COST		LBS/CWT	
7	CORN	228.4	149.08	719.0
8	SMALL GRAINS	5.0	2.53	8.6
9	COMPLETE RATIONS	52.2	15.08	41.2
10	PROT., SALT, MIN.	19.8	53.07	61.1
11	LEGUME HAY	72.2	25.54	183.9
12	OTHER DRY HAY & ROUGHAGE	11.3	5.44	51.2
13	SILAGE	923.8	23.74	425.9
14	HAYLAGE	14.4	6.44	57.8
15	PASTURE		0.25	
16	TOTAL FEED COST	281.17		0.27
17	RETURN OVER FEED COSTS	15.34		274.67
	OTHER DIRECT COSTS			13.30
19	VETERINARY	8.05		
20	MISCELLANEOUS	8.68		7.45
21	CUSTOM WORK & LEASE EXPENSE	12.93		6.29
22	SPECIAL HIRED LABOR			13.88
23	ASSIGNED INTEREST	3.33		
24	TOTAL OTHER DIRECT COSTS	32.99		3.57
25	TOTAL DIRECT COSTS INCL FEED	314.16		31.19
26	RETURN OVER ALL DIRECT COSTS	-17.65		305.86
27	ALLOCATED COSTS			-17.89
28	ACTUAL INTEREST PAID LESS			
29	INTEREST ASSIGNED-L23	15.30		19.20
30	GENERAL HIRED LABOR	0.25		
31	UTILITIES & MISCELLANEOUS	6.84		7.21
32	POWER & MACHINERY PCAF 1.00	6.21		6.02
33	LIVESTOCK EQUIPMENT ECAF 1.00	27.40		28.88
34	BUILDINGS & FENCES BCAF 1.06	5.59		4.78
35	TOTAL ALLOCATED COSTS	61.59		66.09
36	TOTAL ACTUAL LISTED COSTS	375.75		371.95
37	RETURN OVER ACTUAL LISTED COSTS	-79.24		-83.98
38	TOTAL COSTS ADJ TO 7% MIN INT	396.24		385.22
39	RETURN OVER LISTED & 7% OPPORTUNITY			
40	INTEREST COST	-99.73		-97.25
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
42	RETURN/\$100 FEED FED	246.14		104.84
43	PRICE/CWT SOLD	76.48		65.88
44	AVERAGE WEIGHT ALL CATTLE SOLD	1050		1099
45	PRICE/CWT BOUGHT	85.12		87.94
46	AVERAGE WEIGHT CATTLE BOUGHT	440		480
47	NUMBER OF HEAD BOUGHT	37		63
48	PERCENT DEATH LOSS	2.21		1.78
49	EFFECTIVE DAILY GAIN-POUND/HEAD/DAY	1.71		1.49
50	PRICE TO COVER PURCH PRICE + LISTED	91.17		156.52
51	HAY EQUIVALENT/CWT	0.20		0.20
52	CORN EQUIVALENT/CWT	4.17		13.08

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TABLE 16A - SHEEP FLOCK, FARM - 1988

AVERAGE OF 7 FARMS

		FLOCK TOTAL	PER EWE
1	AVERAGE NUMBER OF EWES	67.1	
2	POUNDS OF LAMB, MUTTON PRODUCED	6596	
3	POUNDS OF WOOL PRODUCED	442	
4	VALUE OF PRODUCE		
5	WOOL		11.24
6	NET INCREASE IN VALUE		59.20
7	OTHER MISCELLANEOUS INCOME		
8	TOTAL VALUE PRODUCED	4726	70.44
9	FEED FED: QUANTITY & COST		
10	GRAIN	LBS/EWE 1528.6	29.70
11	PROT., SALT, MIN.	48.8	8.57
12	LEGUME HAY	539.1	18.00
13	OTHER DRY HAY AND ROUGHAGE	136.3	3.44
14	SILAGE		
15	HAYLAGE		
16	PASTURE		
17	TOTAL FEED COST	4164	2.34
18	RETURN OVER FEED COSTS	562	62.05
	OTHER DIRECT COSTS:		8.39
20	VETERINARY		2.47
21	BREEDING		
22	MISCELLANEOUS		2.70
23	CUSTOM WORK		6.27
24	LEASE EXPENSE		1.06
25	SPECIAL HIRED LABOR		1.36
26	ASSIGNED INTEREST		
27	TOTAL OTHER DIRECT COSTS	930	13.86
28	TOTAL DIRECT COSTS INCL FEED	5094	75.91
29	RETURN OVER ALL DIRECT COSTS	-368	-5.47
30	ALLOCATED COSTS		
32	ACT INT PD LESS INT ASSIGNED-L26	1162	17.31
33	GENERAL HIRED LABOR		-0.32
34	UTILITIES & MISCELLANEOUS		5.15
35	POWER & MACHINERY	PCAF 0.89	4.78
36	LIVESTOCK EQUIPMENT	ECAF 0.89	7.46
37	BUILDINGS & FENCES	BCAF 0.89	13.60
38	TOTAL ALLOCATED COSTS	3220	47.98
39	TOTAL ACTUAL LISTED COSTS	8314	123.89
40	RETURN OVER ACTUAL LISTED COSTS	-3588	-53.45
41	TOTAL COSTS ADJ TO 7% MIN INT.	8024	119.58
42	RETURN OVER LISTED & 7% OPPORTUNITY		
43	INTEREST COST	-3298	-49.14
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****		
45	RETURN/\$100 FEED FED	113.50	
46	PRICE/CWT LAMB SOLD OR TRANSFERRED	58.47	
47	AVE WT. LAMB SOLD OR TRANSFERRED	102	
48	LBS. WOOL/SHEEP SHEARED	16.4	
49	NUMBER OF EWES EXPOSED	61	
50	NUMBER OF EWES LAMBING	58	
51	CONCEPTION RATE	95.1	
52	NUMBER OF LAMBS BORN	90	
53	PERCENT BORN/EWE EXPOSED	147.5	
54	PERCENT BORN/EWE LAMBING	155.2	
55	PERCENT WEANED/EWE LAMBING	144.8	
56	PERCENT EWE LOSS: % DEATH LOSS	2.3	
57	PERCENT LAMB LOSS: % DEATH LOSS	2.7	

HOW AND WHERE THE AVERAGE FARM FAMILY SPEND THEIR MONEY

ITEM	YEAR				
	1984	1985	1986	1987	1988
OTHER FARMERS FOR LVSTK, CUSTOM WORK	13527	11100	9503	10652	10855
AGRI-BUSINESS for; feed, chem, seed fuel, fertilizer	54389	53867	50976	55988	61942
EXTRA HIRED LABOR	4024	4122	4157	4099	6447
TAXES (real estate)	2071	1969	1545	1405	1389
ELECTRICITY; farm share	2260	2359	2544	2409	2543
TELEPHONE; farm share	341	359	359	412	410
CASH INTEREST; operator	19436	19775	15259	14866	13942
CASH RENT	9291	9025	8337	9218	10562
EQUIP. PURCHASE	10542	6988	8491	11109	10877
REAL ESTATE and BUILDINGS PURCH.	7960	3393	5089	3342	5510
HOUSEHOLD (cash)	15690	15363	16200	18016	19436
MISCELLANEOUS	2537	2420	2424	2623	2799
TOTAL EXPENSES \$	142065	130740	125882	134139	143973

SETTING FARM AND FAMILY GOALS

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

Sitting down as a family and putting down these wants in writing is done in one of the early classes in a farm business management course.

Planning obtainable goals isn't easy. All members of a family may not always agree on which goals are most important. Not all goals are related to the farm business. Some vary important goals for a family may be in the area of social, community, church and educational activities.

Setting up goals in a systematic way lets the family fit the wants and desires of all members of the family into a plan. There are no right or wrong goals. Remember goals must be set up with some degree of flexibility to be an asset to the family.

Listed below is a suggested form for writing down the family goals for this year and future years. After the entire family has written down their goals you can rank them in order of importance.

GOALS FOR FARM AND FAMILY

THIS YEAR

FUTURE YEARS

For A Profitable Farm Business;

- 1.
- 2.
- 3.
- 4.

For A Satisfying Living;

- 1.
- 2.
- 3.
- 4.

Development Of Family Members;

- 1.
- 2.
- 3.
- 4.

Long-Term Financial Security;

- 1.
- 2.
- 3.