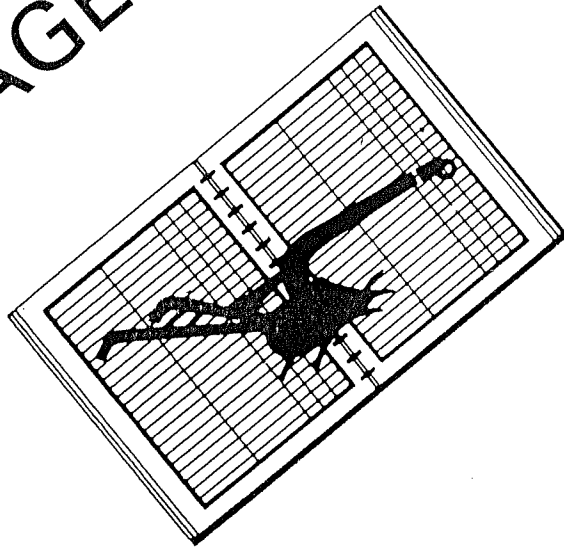


FARM BUSINESS MANAGEMENT



1988 Annual Report Southwestern Minnesota March, 1989

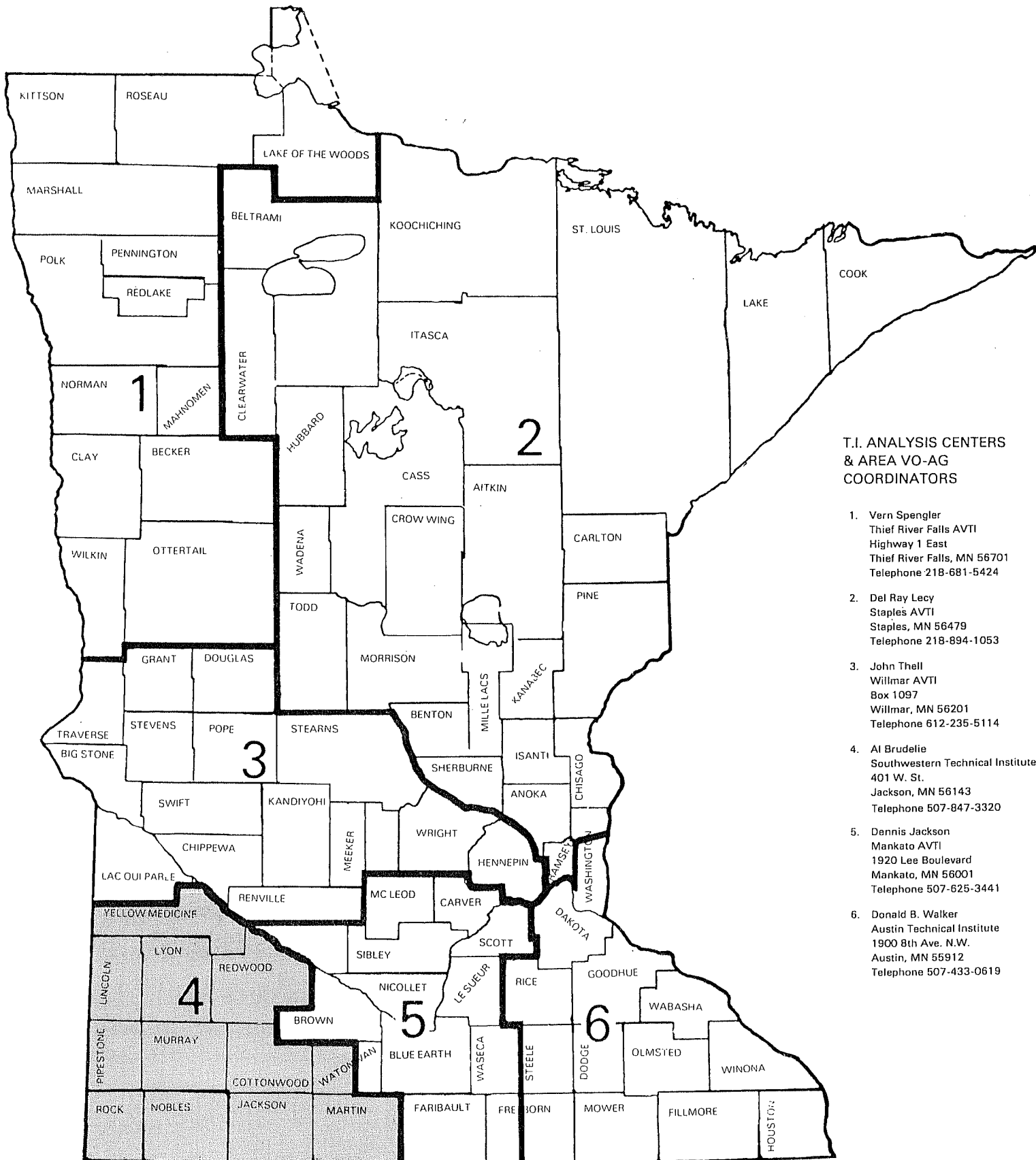
**AN ADULT
EDUCATIONAL
PROGRAM**

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

SOUTHWESTERN TECHNICAL INSTITUTE

Price \$5.00

VO-AG FARM MANAGEMENT AREAS



T.I. ANALYSIS CENTERS & AREA VO-AG COORDINATORS

1. Vern Spengler
Thief River Falls AVTI
Highway 1 East
Thief River Falls, MN 56701
Telephone 218-681-5424
2. Del Ray Lecy
Staples AVTI
Staples, MN 56479
Telephone 218-894-1053
3. John Thell
Willmar AVTI
Box 1097
Willmar, MN 56201
Telephone 612-235-5114
4. Al Bruderie
Southwestern Technical Institute
401 W. St.
Jackson, MN 56143
Telephone 507-847-3320
5. Dennis Jackson
Mankato AVTI
1920 Lee Boulevard
Mankato, MN 56001
Telephone 507-625-3441
6. Donald B. Walker
Austin Technical Institute
1900 8th Ave. N.W.
Austin, MN 55912
Telephone 507-433-0619

SOUTHWEST MINNESOTA FARM BUSINESS MANAGEMENT PROGRAMS

SOUTHWESTERN TECHNICAL INSTITUTE CANBY CAMPUS

Instructors:
Dale Schoberg
Dennis Schentzel

SOUTHWESTERN TECHNICAL INSTITUTE GRANITE FALLS CAMPUS

Instructors:
Neale Deters
Mike Resvick

MARSHALL HIGH SCHOOL

Instructors:
Jim Molenaar
Dennis Schroeder

LUVERNE HIGH SCHOOL

Instructor:
Jim Duverson

FULDA HIGH SCHOOL

Instructor:
Mel Faltinson

SLAYTON HIGH SCHOOL

Instructor:
Chuck Lucht

WORTHINGTON HIGH SCHOOL

Instructors:
Wayne Flynn
Rolf Mahlberg

BREWSTER HIGH SCHOOL

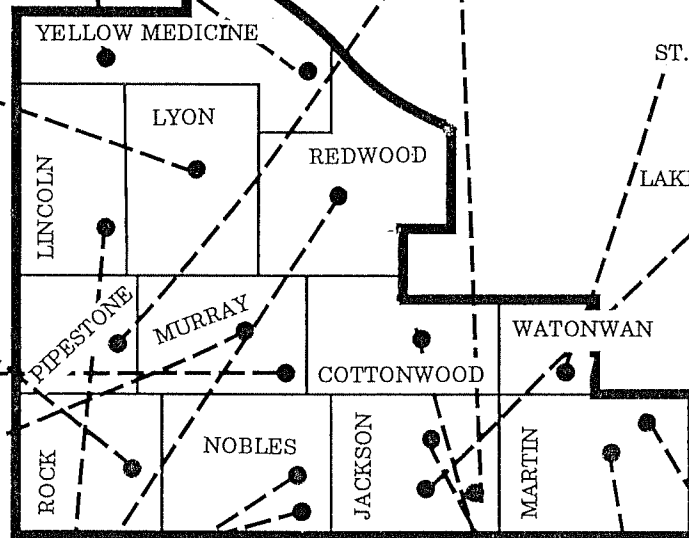
Instructor:
Gerald McConkey

WABASSO HIGH SCHOOL

Instructor:
John Clark

TYLER HIGHLAND VOCATIONAL CENTER

Instructor:
Paul Bartz



SOUTHWESTERN TECHNICAL INSTITUTE JACKSON CAMPUS

Instructors:
Charles Asman
Douglas O'Neil
Ag Coordinator
Al Brudellie

SOUTHWESTERN TECHNICAL INSTITUTE PIPESTONE CAMPUS

Instructors:
Dwayne Eisfeld
Dave Larson

ST. JAMES HIGH SCHOOL

Instructor:
Richard Spitzner

LAKEFIELD HIGH SCHOOL

Instructor:
Harry Gerdes

TRUMAN HIGH SCHOOL

Instructor:
Cliff Vrieze

WELCOME HIGH SCHOOL

Instructor:
Robert Roesler

HERON LAKE OKABENA HIGH SCHOOL

Instructor:
Richard Amendt

MT. LAKE HIGH SCHOOL

Instructor:
Leland Thiesen

* * * * *

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

<u>Class Location</u>	<u>Instructor</u>
Brewster	Gerald Mc Conkey
Canby	Dale Schoberg
	Dennis Schentzel
Fulda	Mel Faltinson
Heron Lake/Okabena	Richard Amendt
Jackson	Charles Asman
	Douglas O'Neil
Granite Falls	Mike Resvick
	Neale Deters
Lakefield	Harry Gerdes
Luverne	James Ouverson
Marshall	Dennis Schroeder
	James Molenaar
Mt. Lake	Leland Thiesen
Pipestone	David Larson
	Dwayne Eisfeld
Slayton	Chuck Lucht
St. James	Richard Spitzner
Truman	Cliff Vrieze
Tyler H. V. C.	Paul Bartz
Wabasso	John Clark
Welcome	Robert Roesler
Worthington	Wayne Flynn
	Rolf Mahlberg

* * * * *

The analysis of the records and preparation of the report for the Southwest area is done under the direction of Al Brudellie, Area Ag Coordinator, at Southwestern Technical Institute (Jackson Campus). Directing in a supervisory capacity are Marlin Wacholz, Director, Southwestern Technical Institute; Dennis Finstad, Campus Director; John Murray, Education Specialist, State Board of Vocational Technical Education; and Dr. Edgar Persons, Chairman of the University of Minnesota Agricultural Education Division. Data processing was done by Specialized Data Systems, Inc., Madison Wisconsin. Special acknowledgments to Suzanne Lovell for her part in the preparation of this report.

Table 1 - Summary of Farm Inventories * - 1988

Items	Averages of 355 Farms	
MEASURES OF FARM SIZE		
2 ACRES-TOTAL	468.7	
3 -TILLABLE	433.5	
4 WORK UNITS-CROPS	205.6	
5 -LIVESTOCK	191.5	
6 -OTHER	10.3	
7 -TOTAL	407.4	
8 WORKERS-OPERATOR(S) YEAR EQUIVALENTS	1.13	
9 -HIRED	0.10	
10 -CUSTOM	0.01	
11 -UNPAID FAMILY	0.02	
12 -TOTAL	1.26	
13 CAPITAL INVESTED-PER WORKER	453500	
14 -PER WORK UNIT	1403	
WHOLE FARM INVENTORIES		
	JAN 1	DEC 31
22 FEEDER CATTLE	11079	14289
23 MARKET HOGS	15250	14630
24 FEEDER LAMBS	41	82
25 POULTRY-ALL TYPES	73	51
26 OTHER LIVESTOCK-INCL. OTHER DAIRY	1948	2433
27 CROPS HELD FOR SALE & LIVESTOCK FEED	60070	66978
28 SUPPLIES/PREPAIDS, FUEL & LUBRICANTS	4244	6140
29 ACCOUNTS RECEIVABLES & HEDGING ACCT. EQUITY	4824	3147
30 DAIRY COWS	3521	3569
31 OTHER DAIRY	1205	1402
32 BEEF BREEDING	2382	2792
33 SWINE BREEDING	5841	5666
34 SHEEP BREEDING	375	414
35 OTHER BREEDING LIVESTOCK	15	57
36 AUTO & TRUCK (FARM SHARE)	3719	4764
37 POWER & MACHINERY	39160	40962
38 LIVESTOCK EQUIPMENT	5420	5934
39 CUSTOM EQUIPMENT	221	192
40 IRRIGATION EQUIPMENT	8	6
50 BARE LAND	360374	365498
51 LAND IMPROVEMENTS & TILE	2340	2908
52 BUILDINGS-FENCES-ETC.	39146	39651
60 TOTAL FARM CAPITAL	561256	581565
70 INCREASE OR DECREASE IN TOTAL FARM CAPITAL		20309

Table 1 - Summary of Farm Inventories * - 1988

Items		71 FARMS HIGH PROFIT	71 FARMS LOW PROFIT		
MEASURES OF FARM SIZE					
2	ACRES-TOTAL	685.4	395.1		
3	-TILLABLE	633.7	356.3		
4	WORK UNITS-CROPS	303.2	163.0		
5	-LIVESTOCK	232.3	184.0		
6	-OTHER	14.9	4.7		
7	-TOTAL	550.3	351.7		
8	WORKERS-OPERATOR(S) YEAR EQUIVALENTS	1.25	1.16		
9	-HIRED	0.14	0.08		
10	-CUSTOM	0.01	0.01		
11	-UNPAID FAMILY	0.01	0.03		
12	-TOTAL	1.41	1.28		
13	CAPITAL INVESTED-PER WORKER	610347	387539		
14	-PER WORK UNIT	1564	1410		
WHOLE FARM INVENTORIES					
		JAN 1	DEC 31	JAN 1	DEC 31
22	FEEDER CATTLE	25902	38133	9601	11588
23	MARKET HOGS	18879	18339	18705	15475
24	FEEDER LAMBS	61	199	18	18
25	POULTRY-ALL TYPES			268	186
26	OTHER LIVESTOCK-INCL. OTHER DAIRY	1739	2443	1279	1353
27	CROPS HELD FOR SALE & LIVESTOCK FEED	103137	127139	48792	41327
28	SUPPLIES/PREPAIDS, FUEL & LUBRICANTS	7883	12978	1926	2672
29	ACCOUNTS RECEIVABLES & HEDGING ACCT. EQUITY	8973	5549	1651	1152
30	DAIRY COWS	2013	2008	1679	1651
31	OTHER DAIRY	773	910	1112	1835
32	BEEF BREEDING	4444	5084	1707	1761
33	SWINE BREEDING	6388	6055	8247	8342
34	SHEEP BREEDING	600	581	533	534
35	OTHER BREEDING LIVESTOCK				
36	AUTO & TRUCK (FARM SHARE)	4877	6854	3464	3372
37	POWER & MACHINERY	62863	67425	31159	30848
38	LIVESTOCK EQUIPMENT	5939	6264	5703	5934
39	CUSTOM EQUIPMENT	132	128		
40	IRRIGATION EQUIPMENT	8	7		
50	BARE LAND	518891	531601	320664	321076
51	LAND IMPROVEMENTS & TILE	5579	6349	2277	2377
52	BUILDINGS-FENCES-ETC.	50825	53226	38835	42978
60	TOTAL FARM CAPITAL	829906	891272	497620	494479
70	INCREASE OR DECREASE IN TOTAL FARM CAPITAL		61366		-3141

Table 2A - Whole Farm Summary of Cash Receipts - 1988

Items	Average 355	High 71	Low 71
1 SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2 DAIRY COWS	938	647	457
3 DAIRY PRODUCTS	7852	5138	3471
4 OTHER DAIRY CATTLE	2112	3592	2174
5 BEEF BREEDING CATTLE	921	809	599
6 BEEF FEEDER CATTLE	20630	39293	19083
7 HOGS COMPLETE AND MIXED	36526	45658	49457
8 HOGS FINISHING	11678	17151	9518
9 HOGS PRODUCING FEEDER PIGS	1853	561	1662
10 SHEEP, GOATS, WOOL, BREEDING	523	726	676
11 SHEEP, GOATS, WOOL, FEEDING	7		1
12 POULTRY, ALL FOWL	120		600
13 EGGS	156		
14 CUSTOM/CONTRACT LIVESTOCK FEEDING			
15 OTHER PRODUCTIVE LIVESTOCK	63		8
16 OTHER MISCELLANEOUS LIVESTOCK INCOME	221	758	159
17 TOTAL SALES OF PRODUCTIVE LIVESTOCK	83600	114333	87864
20 SALE OF CROPS			
21 WHEAT	620	512	724
22 DURUM			
23 OTHER SMALL GRAIN	739	522	901
24 CORN	30428	51616	20532
25 SOYBEANS	45323	78142	30072
26 SUNFLOWERS			
27 GRAIN SORGHUM & OTHER ROW CROPS	1509	2576	110
28 LEGUMES & OTHER ROUGHAGE	522	438	717
29 GRASS SEED			
30 FRUITS & NUTS			
31 VEGETABLES, ROADSIDE MARKET & SPECIALTY			
32 NURSERY, TIMBER & OTHER	129	565	52
33 SALE OF CROPS & SUPPLIES PURCH FOR RESALE	5560	8838	3040
34 TOTAL SALES FROM CROPS AND SUPPLIES	84828	143211	56148
40 GOVERNMENT PAYMENTS & SET ASIDE ACRES	21062	35401	16435
41 GAS TAX REFUND	5	1	3
42 INCOME FROM WORK OFF THE FARM	1712	2215	1515
43 CUSTOM WORK ENTERPRISE INCOME	1656	1632	
44 PATRONAGE REFUNDS(CASH 338, EQUITY 465)	803	925	780
45 MISCELLANEOUS FARM INCOME	3669	5693	2733
46 TOTAL OTHER FARM INCOME	28907	45868	21466
47 TOTAL FARM OPERATING INCOME	197336	303412	165478
50 AUTO, TRUCK, & MACHINERY SOLD	817	681	410
51 IRRIGATION EQUIPMENT SOLD			
52 CUSTOM WORK EQUIPMENT SOLD			
53 LIVESTOCK EQUIPMENT SOLD	43	27	48
54 BUILDINGS & FENCE SOLD	649	649	
55 LAND & LAND IMPROVEMENTS SOLD	2017	6623	1690
56 FARM CAPITAL LEASE INCOME	491	725	243
57 TOTAL FARM CAPITAL SALES	4018	8705	2391
58 TOTAL FARM SALES	201354	312117	167870
60 INCREASE IN FARM CAPITAL	20309	61366	
61 FAMILY LIVING FROM THE FARM	197	253	193
62 TOTAL FARM RECEIPTS (58)+(60)+(61)	221860	373736	168063

Table 2B - Whole Farm Summary of Cash Expenses - 1988

Items	Average 355	High 71	Low 71
4 PURCHASE OF LIVESTOCK			
5 DAIRY COWS	113	78	252
6 OTHER DAIRY CATTLE	869	1559	1627
7 BEEF BREEDING CATTLE	557	898	128
8 BEEF FEEDER CATTLE	14311	29432	13419
9 HOGS COMPLETE AND MIXED	1965	2294	3534
10 HOGS FINISHING	2945	3672	2994
11 HOGS PRODUCING FEEDER PIGS	260	9	42
12 SHEEP AND GOATS	91	41	118
13 SHEEP, FEEDERS	17		13
14 POULTRY, ALL FOWL	3		4
15 CUSTOM/CONTRACT LIVESTOCK FEEDING			
16 OTHER PRODUCTIVE LIVESTOCK	35		
17 TOTAL LIVESTOCK PURCHASES	21167	37983	22133
20 VET, BREEDING, & MISC. LIVESTOCK EXPENSE	3937	4673	4249
21 PURCHASE OF CROPS/SUPPLIES FOR RESALE	10466	15428	7707
22 FEED BOUGHT	29655	37354	33749
23 FERTILIZER	8614	14200	6050
24 CHEMICALS	6129	8440	5102
25 OTHER CROP EXPENSE	8859	12674	7395
26 IRRIGATION OPERATING EXPENSE			
27 CUSTOM WORK OPERATION COSTS EXCLUDING LABOR	775	310	
28 CUSTOM WORK HIRED	2250	2580	1437
29 GAS, DIESEL, LUBRICANTS (FARM SHARE)	4432	5805	3926
30 REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT	1726	2302	2054
31 REPAIR & UPKEEP OF FARM REAL ESTATE	1210	1623	969
32 REPAIR & OPER. OF MACH., TRACTOR, TRUCK, AUTO	7856	10143	6520
33 REPAIR & UPKEEP OF IRRIGATION EQUIPMENT	4		12
34 REPAIR & UPKEEP OF CUSTOM WORK ENTERPRISE	76	5	
35 TOTAL ALL REPAIRS	10872	14074	9555
36 WAGES OF HIRED LABOR	3345	4974	3654
37 PERSONAL PROPERTY & REAL ESTATE TAXES	2769	4161	2091
38 GENERAL FARM EXPENSES	3538	5555	3173
39 UTILITIES	2374	2718	2358
40 TOTAL CASH OPERATING EXPENSE	119182	170929	112579
50 AUTO, TRUCK, & MACHINERY BOUGHT	11568	19792	6736
51 IRRIGATION EQUIPMENT BOUGHT			
52 CUSTOM WORK EQUIPMENT BOUGHT	22	31	
53 LIVESTOCK EQUIPMENT BOUGHT	1821	1600	1786
54 NEW REAL ESTATE-BUILDINGS & IMPROVEMENTS	4110	7538	7066
55 NEW REAL ESTATE-LAND & IMPROVEMENTS	8609	22399	2898
56 FARM CAPITAL LEASE PAYMENTS, EXCEPT LAND	1899	1845	3664
57 TOTAL CAPITAL PURCHASES	28029	53206	22149
58 TOTAL FARM PURCHASES	147211	224135	134728
60 DECREASE IN FARM CAPITAL			3141
61 INTEREST ON FARM CAPITAL (7% CHARGE)	39999	60241	34723
62 UNPAID FAMILY LABOR	156	123	374
63 BOARD FURNISHED HIRED LABOR	5		9
64 TOTAL FARM EXPENSE	187371	284499	172975
70 RET TO WHOLE FARM OPER LABOR & MGMT(2A/62)-(64)	34489	89237	-4912
71 NUMBER OF OPERATORS	1	1	1
72 FULL TIME OPERATOR EQUIVALENTS	1.13	1.25	1.15
73 RET/OPER LABOR & MGMT/FULL TIME OP EQUIV(70/72)	30521	71390	-4271

Table 3 - Enterprise Statement for Whole Farm - 1988

Items	Average 355	High 71	Low 71
2 RETURNS & NET INCREASES			
3 PRODUCTIVE LIVESTOCK			
5 NET LIVESTOCK LEASE INCOME	-55	-92	
6 DAIRY COWS CATTLE	7618	4966	3282
7 OTHER DAIRY CATTLE	3270	4368	1788
8 BEEF BREEDING CATTLE	2069	3508	1123
9 BEEF FEEDER CATTLE	8274	19169	7150
10 HOGS COMPLETE AND MIXED	34536	44879	44374
11 HOGS FINISHING ENTERPRISE	6972	10474	4812
12 PRODUCING FEEDER PIGS	2690	1252	1907
13 SHEEP & GOATS AND WOOL	528	941	542
14 SHEEP & GOATS FEEDERS	4		5
15 POULTRY, ALL FOWL	258		547
16 CONTRACT LIVESTOCK			
17 OTHER PRODUCTIVE LIVESTOCK	97	7	-11
18 TOTAL ALL PRODUCTIVE LIVESTOCK	66260	89474	65517
19 VALUE OF FEED FED TO LIVESTOCK	39456	51504	41911
20 RETURN OVER FEED FROM LIVESTOCK	26803	37970	23606
21 CROP, SEED, & FEED	95878	172306	53862
22 FERTILIZER, CHEMICALS, SEED, & OTHER	21710	30262	17793
23 RETURN OVER DIRECT COSTS: CROPS	74168	142045	36070
24 CROPS & SUPPLIES PURCH FOR RESALE (NET)	-4907	-6589	-4667
25 COOPERATIVE PATRONAGE REFUNDS	803	925	780
26 MISCELLANEOUS FARM INCOME/ACCTS RECEIVABLE	2064	2479	2177
27 CUSTOM WORK ENTERPRISE	734	1258	
28 GOVERNMENT PAYMENT & SET ASIDE	21062	35401	16435
29 TOTAL RETURNS & NET INCREASES	120728	213489	74401
30 EXPENSES & NET DECREASES			
31 TRUCK & AUTO (FARM SHARE)	4033	5264	3229
32 TRACTORS & CROP MACHINERY	17318	25004	14606
33 IRRIGATION EQUIPMENT	7	1	12
34 UTILITIES	2374	2718	2358
35 LIVESTOCK EQUIPMENT	3299	3876	3893
36 BUILDINGS & FENCES	5126	6153	6561
37 LAND IMPROVEMENTS, & TILE	443	687	493
38 LAND	302	1461	110
39 VET & MISC. LIVESTOCK EXPENSE	3937	4673	4249
40 ALL LABOR COSTS-PAID & UNPAID	3094	4456	3815
41 PROPERTY TAX	2769	4161	2091
42 GENERAL FARM EXPENSE	3538	5555	3173
43 INTEREST ON FARM CAPITAL (7% OPPORTUNITY CHG.)	39999	60241	34723
44 TOTAL EXPENSES & NET DECREASES	86239	124250	79313
45 RETURN TO WHOLE FARM OPERATOR LABOR & MGMT	34489	89239	-4912
46 NUMBER OF FARM OPERATORS	1	1	1
47 FULL TIME OPERATOR EQUIVALENT	1.13	1.25	1.15
48 RETURN TO OPER LABOR & MGMT./FULL TIME OPER	30521	71391	-4271

Table 4 - Household and Personal Expenses - 1988

225 Farms

Items		AVERAGE	45 HIGH FARMS	45 LOW FARMS
4	NUMBER OF PERSONS-FAMILY	4	4	4
5	NUMBER OF ADULT EQUIVALENTS-FAMILY	3.0	3.2	2.9
6	NON FARM INCOME			
7	OUTSIDE INVESTMENT INCOME	2874	6163	740
8	OTHER PERSONAL INCOME & INCOME TAX REFUND	7654	4719	13333
9	SALE OF DWELLING, AUTO & TRUCK (PER. SHARE)	115	360	164
10	NET CASH FROM NON FARM BUSINESS	184	-139	335
11	TOTAL NON FARM INCOME	10826	11102	14571
	HOUSEHOLD EXPENSE			
13	FAMILY DRAW (ALTERNATIVE TO DETAIL)			
14	CHURCH & CHARITY	1134	1855	928
15	MEDICAL CARE & HEALTH INSURANCE	2708	3476	2543
16	FOOD & MEALS BOUGHT	4351	4937	4421
17	OPERATING EXPENSE & SUPPLIES	1799	2528	1764
18	FURNISHINGS & EQUIPMENT	1404	1757	1863
19	CLOTHING & CLOTHING MATERIALS	1489	1842	1479
20	PERSONAL CARE, PERSONAL SPENDING	2102	3485	1808
21	EDUCATION	648	1238	557
22	RECREATION	1174	1443	1080
23	GIFTS & SPECIAL EVENTS	1015	1012	1096
24	PERSONAL INTEREST	164	148	151
25	TOT CASH HOUSEHOLD DETAIL EXP (L14-L24)	17988	23722	17690
26	TRUCK & AUTO EXPENSE: PERSONAL	1327	1475	1209
27	UPKEEP ON DWELLING: PERSONAL	519	401	344
28	CASH RENT: PERSONAL	27	27	23
29	TELEPHONE & ELECTRICITY EXPENSE: PERSONAL	754	844	761
30	GENERAL FARM EXPENSE: PERSONAL	28	37	35
31	TOTAL CASH LIVING & OPERATING EXPENSE	20643	26505	20062
32	NEW TRUCK & AUTO: PERSONAL	1139	2147	1039
33	NEW DWELLING, BUILDINGS, LAND BOUGHT: PERSONAL	1706	3120	3296
34	TAXES & OTHER DEDUCTIONS	3187	6079	2262
35	LIFE INSURANCE	1139	1369	820
36	PAID ON PERSONAL DEBT (PRINCIPAL)	549	949	895
37	SAVINGS & INVESTMENTS (EXCLUDING LIFE INS)	1993	5102	603
38	TOTAL NON FARM CASH EXPENSE	30356	45273	28978
39	TOTAL NON FARM EXP. MINUS NON FARM INC.	19530	34171	14407
40	TOTAL FAMILY LIVING FROM FARM	195	156	189
41	TOTAL CASH & NON CASH EXPENSES	30551	45428	29167
	SUPPLEMENTARY INFORMATION			
			QUANTITY	
43	FAMILY LIVING FROM THE FARM			
44	MILK & CREAM (QUARTS)	62		24
45	BEEF & BUFFALO (POUNDS)	117	111	131
46	PORK (POUNDS)	200	164	213
47	LAMB, MUTTON, GOAT (POUNDS)	4	12	
48	POULTRY, ALL FOWL (POUNDS)	3		1
49	EGGS (DOZEN)			
50	VEGETABLES, FRUITS, SPUDS, OTHER PRODUCE & WOOD			
51	TOTAL FAMILY LIVING FROM THE FARM			
52	CALCULATED LIVING EXPENSE			
53	TOTAL FAMILY INCOME	51745	101988	21718
54	MINUS CHANGE IN NET WORTH	23958	64627	-3210
55	APPARENT FAMILY LIVING	27787	37361	24928
56	TOTAL FAMILY LIVING PER WORK UNIT: CALCULATED	74.51	82.27	82.39
57	NET FAMILY LIVING PER WORK UNIT	47.94	62.10	40.96

Table 5.1 - Statement of Operator's Financial Position - 1988

Average of 355 Farms

	JAN 1	DEC 31
CURRENT ASSETS:		
4 CASH,CHECKING,& SAVING ACCOUNT BALANCE: PERS	955	784
5 CASH,CHECKING,& SAVING ACCOUNT BALANCE: FARM	7317	4890
6 HEDGING ACCOUNT EQUITY	273	200
7 NOTES & ACCOUNTS RECEIVABLES: PERSONAL	361	258
8 NOTES & ACCOUNTS RECEIVABLES: FARM	4551	2947
9 CROPS HELD FOR SALE	41800	50170
10 LIVESTOCK FEED	17440	15921
11 SUPPLIES/PREPAIDS	4211	6095
12 FEEDER CATTLE & MARKET OTHER DAIRY	12144	15561
13 MARKET HOGS	14772	14174
14 FEEDER LAMBS & GOATS	31	69
15 POULTRY - ALL TYPES	73	51
16 OTHER LIVESTOCK	79	91
17 TOTAL CURRENT ASSETS	104008	111212
INTERMEDIATE ASSETS:		
19 DAIRY COWS	3521	3569
20 OTHER DAIRY	1205	1402
21 BEEF BREEDING CATTLE	2238	2639
22 BREEDING HOGS	5699	5537
23 BREEDING SHEEP/GOATS	363	417
24 OTHER PRODUCTIVE LIVESTOCK	8	29
25 AUTO & TRUCK: PERSONAL SHARE	1962	2563
26 AUTO & TRUCK: FARM SHARE	3690	4717
27 POWER, MACHINERY & EQUIPMENT	38435	40335
28 LIVESTOCK EQUIPMENT	5251	5776
29 CUSTOM WORK EQUIPMENT	221	192
30 IRRIGATION EQUIPMENT	8	6
31 STOCKS & BONDS & CO-OP EQUITY	9725	10550
35 OTHER HOUSEHOLD PERSONAL	8536	8835
36 RETIREMENT ACCOUNTS & LIFE INSURANCE	3874	4567
37 TOTAL INTERMEDIATE ASSETS	84736	91133
LONG TERM ASSETS:		
39 BUILDINGS & FENCES	31953	32622
40 LAND & LAND IMPROVEMENTS	117262	123699
41 DWELLING	17048	18275
42 REAL ESTATE PERSONAL	2861	3660
43 TOTAL LONG TERM ASSETS	169125	178255
44 TOTAL ASSETS	357869	380600
45 TOTAL PERSONAL ASSETS (INCL CASH)	45322	49492
46 TOTAL FARM ASSETS (INCL CASH)	312547	331108

Table 5.1 - Statement of Operator's Financial Position - 1988 355 Farms

Items	71 HIGH PROFIT FARMS		71 LOW PROFIT FARMS	
	JAN 1	DEC 31	JAN 1	DEC 31
CURRENT ASSETS:				
4 CASH,CHECKING,& SAVING ACCOUNT BALANCE: PERS	-9	50	2158	2565
5 CASH,CHECKING,& SAVING ACCOUNT BALANCE: FARM	16433	13940	3394	1627
6 HEDGING ACCOUNT EQUITY	955	675	7	5
7 NOTES & ACCOUNTS RECEIVABLES: PERSONAL		293	627	533
8 NOTES & ACCOUNTS RECEIVABLES: FARM	7135	5180	3568	3192
9 CROPS HELD FOR SALE	79253	103286	27520	26939
10 LIVESTOCK FEED	20741	19373	23579	16143
11 SUPPLIES/PREPAIDS	7280	12408	1980	2757
12 FEEDER CATTLE & MARKET OTHER DAIRY	28218	39098	11149	12856
13 MARKET HOGS	14106	14601	18712	14767
14 FEEDER LAMBS & GOATS	64	190	11	18
15 POULTRY - ALL TYPES			268	186
16 OTHER LIVESTOCK	75	73	34	15
17 TOTAL CURRENT ASSETS	174251	209166	93007	81603
INTERMEDIATE ASSETS:				
19 DAIRY COWS	1561	1582	2369	2377
20 OTHER DAIRY	530	529	1531	2233
21 BEEF BREEDING CATTLE	5615	6360	1336	1347
22 BREEDING HOGS	4795	4401	7681	7839
23 BREEDING SHEEP/GOATS	435	419	274	259
24 OTHER PRODUCTIVE LIVESTOCK	4	6		
25 AUTO & TRUCK: PERSONAL SHARE	3068	4142	2070	2539
26 AUTO & TRUCK: FARM SHARE	4842	6773	3502	3626
27 POWER, MACHINERY & EQUIPMENT	56851	63166	32236	33168
28 LIVESTOCK EQUIPMENT	4263	4521	6160	6475
29 CUSTOM WORK EQUIPMENT	132	128	72	48
30 IRRIGATION EQUIPMENT	8	7		
31 STOCKS & BONDS & CO-OP EQUITY	12946	15684	3268	3430
35 OTHER HOUSEHOLD PERSONAL	8427	8815	9736	10041
36 RETIREMENT ACCOUNTS & LIFE INSURANCE	5315	6436	2601	2624
37 TOTAL INTERMEDIATE ASSETS	108792	122970	72834	76005
LONG TERM ASSETS:				
39 BUILDINGS & FENCES	35200	36445	34530	36224
40 LAND & LAND IMPROVEMENTS	147385	164445	122345	122414
41 DWELLING	18879	20780	21087	22516
42 REAL ESTATE PERSONAL	3779	5581	4070	3970
43 TOTAL LONG TERM ASSETS	205243	227251	182032	185124
44 TOTAL ASSETS	488287	559388	347874	342732
45 TOTAL PERSONAL ASSETS (INCL CASH)	52405	61781	45617	48218
46 TOTAL FARM ASSETS (INCL CASH)	435882	497607	302256	294513

EXPLANATION OF TABLE 5.2 RATIO'S

- 32 THE CURRENT RATIO This is a measure of liquidity. It indicates the shortrun ability of the business to service debt. It demonstrates the adequacy of current assets, if liquidated, to pay off annual debts as they come due. Usually current assets have a life of 1 year or less. It is calculated by dividing current assets by current liabilities.
- 33 INTERMEDIATE RATIO Intermediate assets and liabilities are those where the finances used are converted into product in a period usually from one to ten years. Examples may be breeding livestock, machinery and equipment. The increase in the ratio over a period of time is a favorable sign. It is calculated by dividing intermediate assets by intermediate liabilities.
- 34 WORKING RATIO The desired trend is for this ratio to increase over time. It is also desirable for this ratio to be larger than the fixed ratio and net capital ratio. The farm business needs to have sufficient liquid assets and retain management flexibility to absorb price decreases and other factors negatively affecting current and intermediate asset values. This ratio is calculated by dividing current assets and intermediate assets by current liabilities and intermediate liabilities.
- 35 FIXED RATIO This ratio should be in excess of one but it is also important for this ratio to be increasing over time. This ratio should not be increased at the expense of a safe working ratio. It is calculated by dividing long term assets by long term liabilities.
- 36 NET CAPITAL RATIO Net capital ratio is one of three measures of solvency; how much value remains if all assets are converted to cash at inventoried value and the total debt is paid. This ratio reflects the risk-bearing capacity of the farm business by showing the percentage that assets could decline and still cover liabilities. The higher the ratio number, the better the risk. A ratio of less than 1.0 = insolvent, a ratio of 1.0 = a net worth of zero. A Ratio of 2.0 is considered a safe ratio. This would allow a 50% reduction in asset value or 100% increase in liabilities before becoming insolvent. This ratio is calculated by dividing total assets by total liabilities.
- 37 EQUITY/ASSET This ratio shows the portion of total assets paid for and owned by the operator clear of financial claims. A ratio of .80 shows that the operator owns 80% of all total assets and a ratio of .44 shows he owns only 44% of all total assets. Therefore, this ratio should be increasing over time. It is calculated by dividing total

equity by total assets.

- 38 DEBT/EQUITY This is another overall measure of solvency. It shows the relationship between debt and equity. A ratio of 1.00 indicates that equity and debt are equal. That would be equivalent to a net capital ratio of 2.00 to 1.00 and an asset equity/asset ratio of .50 to 1.00. All measures of solvency use the same three measures of financial position. They all express relationships between assets, liabilities and net worth (or equity). Lenders prefer a debt-equity ratio of less than 1.0. It is calculated by dividing total liabilities by total equity.
- 39 CURRENT DEBT The lower the current debt structure ratio is, the more liquid the business. A ratio of .10 means only one dollar (\$1.00) out of every \$10 debt must be paid within the next year. A ratio of .50 means one half of the total debt must be paid in the next year. This ratio is calculated by dividing current liabilities by total liabilities.

Table 5.2 - Statement of Operator's Financial Position (Con't.) - 1988

Items		Average of 355 Farms			
		JAN 1	DEC 31		
	CURRENT LIABILITIES:				
4	ACCOUNTS PAYABLE: PERSONAL	33	22		
5	ACCOUNTS PAYABLE: FARM	3588	3207		
6	CURRENT PORTION OF INTERMED & LONG TERM DEBT	25117	25073		
7	DELINQUENT INTEREST	60	19		
8	RENTS & LEASE PAYMENTS DUE FROM PAST YEAR	48	48		
9	TOTAL CURRENT LIABILITIES	28846	28369		
	*INTERMEDIATE LIABILITIES:				
11	NOTES PAYABLE: PERSONAL	366	398		
12	NOTES PAYABLE: FARM	13427	12810		
13	CHATTEL MORTGAGES: PERSONAL	838	800		
14	CHATTEL MORTGAGES: FARM	37950	35677		
16	TOTAL INTERMEDIATE LIABILITIES	52582	49684		
	*LONG TERM LIABILITIES:				
18	REAL ESTATE MORTGAGES & CONTRACTS: PERSONAL	1137	1557		
19	REAL ESTATE MORTGAGES & CONTRACTS: FARM	76264	77992		
21	TOTAL LONG TERM LIABILITIES	77401	79549		
22	TOTAL LIABILITIES	158829	157602		
23	EQUITY	199040	222998		
24	CHANGE IN EQUITY		23958		
	*****RATIOS*****				
	FORMULA	DESCR.	BEG.YR.	END YR.	%
32	CURRENT T5.1 L17 / T5.2 L9	DEBT	3.61	3.92	25.51
	CURRENT ASSETS / CURRENT LIABILITIES				
33	INTERMEDIATE T5.1 L37 / T5.2 L16	DEBT	1.61	1.83	54.52
	INTERMED. ASSETS / INTERMED. LIAB.				
34	WORKING(T5.1L17+L37)/(T5.2L9+L16)	DEBT	2.32	2.59	38.57
	(C. ASSETS+I. ASSETS)/(C. LIAB.+I. LIAB)				
35	FIXED T5.1 L43 / T5.2 L21	DEBT	2.19	2.24	44.63
	LONG TERM ASSETS / LONG TERM LIAB				
36	NET CAPITAL T5.1 L44 / T5.2 L22	DEBT	2.25	2.41	41.41
	TOTAL ASSETS / TOTAL LIABILITIES				
37	EQUITY/ASSET T5.2 L23 / T5.1 L44	EQTY	0.56	0.59	58.59
	TOTAL EQUITY / TOTAL ASSETS				
38	DEBT/EQUITY T5.2 L22 / T5.2 L23	DEBT	0.80	0.71	70.67
	TOTAL LIABILITIES / TOTAL EQUITY				
39	CURRENT DEBT T5.2 L9 / T5.2 L22	CURR	0.18	0.18	18.00
	CURRENT LIABILITIES / TOTAL LIAB.				
51	RETURN TO CAPITAL, FAMILY LABOR, & MANAGEMENT	40919			
52	TOTAL INCOME FROM NON-FARM SOURCE	10826			
53	TOTAL FAMILY INCOME	51745			
54	TOTAL FAMILY CASH & NON-CASH EXPENSE	30551			
55	TOTAL MONEY BORROWED	81279			
56	TOTAL PAID ON DEBT	82514			

*DOES NOT INCLUDE CUR PORTION OF PRINCIPAL DUE WITHIN NEXT 12 MO.

Table 5.2 - Statement of Operator's Financial Position (Con't.) - 1988

		71 HIGH PROFIT FARMS		71 LOW PROFIT FARMS	
		JAN 1	DEC 31	JAN 1	DEC 31
CURRENT LIABILITIES:					
4	ACCOUNTS PAYABLE: PERSONAL	41	28	101	47
5	ACCOUNTS PAYABLE: FARM	7850	7862	4706	4241
6	CURRENT PORTION OF INTERMED & LONG TERM DEBT	37134	38062	19074	21522
7	DELINQUENT INTEREST		34	298	
8	RENTS & LEASE PAYMENTS DUE FROM PAST YEAR	211	211		
9	TOTAL CURRENT LIABILITIES	45235	46198	24178	25810
*INTERMEDIATE LIABILITIES:					
11	NOTES PAYABLE: PERSONAL	243	302	875	756
12	NOTES PAYABLE: FARM	18317	19854	13199	12487
13	CHattel MORTGAGES: PERSONAL	196	326	2835	2722
14	CHattel MORTGAGES: FARM	39466	34715	43520	44137
16	TOTAL INTERMEDIATE LIABILITIES	58222	55197	60429	60101
*LONG TERM LIABILITIES:					
18	REAL ESTATE MORTGAGES & CONTRACTS: PERSONAL	1919	2027	1187	1587
19	REAL ESTATE MORTGAGES & CONTRACTS: FARM	93855	102284	89219	85584
21	TOTAL LONG TERM LIABILITIES	95774	104311	90407	87171
22	TOTAL LIABILITIES	199232	205706	175014	173082
23	EQUITY	289055	353682	172860	169649
24	CHANGE IN EQUITY		64627		-3210
*****RATIOS*****					
	FORMULA	DESCR.	BEG. YR.	END YR.	%
32	CURRENT T5.1 L17 / T5.2 L9 DEBT		3.85	4.53	22.09
	CURRENT ASSETS / CURRENT LIABILITIES				
33	INTERMEDIATE T5.1 L37 / T5.2 L16 DEBT		1.87	2.23	44.89
	INTERMED. ASSETS / INTERMED. LIAB.				
34	WORKING(T5.1L17+L37)/(T5.2L9+L16) DEBT		2.74	3.28	30.53
	(C. ASSETS+I. ASSETS)/(C. LIAB.+I. LIAB)				
35	FIXED T5.1 L43 / T5.2 L21 DEBT		2.14	2.18	45.90
	LONG TERM ASSETS / LONG TERM LIAB				
36	NET CAPITAL T5.1 L44 / T5.2 L22 DEBT		2.45	2.72	36.77
	TOTAL ASSETS / TOTAL LIABILITIES				
37	EQUITY/ASSET T5.2 L23 / T5.1 L44 EQTY		0.59	0.63	63.23
	TOTAL EQUITY / TOTAL ASSETS				
38	DEBT/EQUITY T5.2 L22 / T5.2 L23 DEBT		0.69	0.58	58.16
	TOTAL LIABILITIES / TOTAL EQUITY				
39	CURRENT DEBT T5.2 L9 / T5.2 L22 CURR		0.23	0.22	22.46
	CURRENT LIABILITIES / TOTAL LIAB.				
51	RETURN TO CAPITAL, FAMILY LABOR, & MANAGEMENT	90886		7147	
52	TOTAL INCOME FROM NON-FARM SOURCE	11102		14571	
53	TOTAL FAMILY INCOME	101988		21718	
54	TOTAL FAMILY CASH & NON-CASH EXPENSE	45428		29167	
55	TOTAL MONEY BORROWED	134815		65026	
56	TOTAL PAID ON DEBT	128341		66960	

*DOES NOT INCLUDE CUR PORTION OF PRINCIPAL DUE WITHIN NEXT 12 MO.

Table 6A - Operator's Share of Cash Receipts - 1988

Items	Average 355	High 71	Low 71
SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	933	407	763
3 DAIRY PRODUCTS	7852	3307	5927
4 OTHER DAIRY CATTLE	1499	79	2154
5 BEEF BREEDING CATTLE	888	2265	484
6 BEEF FEEDER CATTLE	19441	40932	18880
7 HOGS COMPLETE & MIXED	34513	29823	44061
8 HOGS FINISHING	11417	16987	10461
9 HOGS PRODUCING FEEDER PIGS	1853	442	1184
10 SHEEP, GOATS, WOOL: BREEDING	498	530	400
11 SHEEP, WOOL: FEEDERS	7	34	1
12 POULTRY, ALL FOWL	120		600
13 EGGS	156		
14 CUSTOM, CONTRACT LIVESTOCK FEEDING			
15 OTHER PRODUCTIVE LIVESTOCK	58	32	8
16 OTHER MISCELLANEOUS LIVESTOCK INCOME	221	758	27
17 TOTAL SALES OF PRODUCTIVE LIVESTOCK	79457	95597	84950
SALE OF CROPS			
21 WHEAT	557	683	631
22 DURUM			
23 OTHER SMALL GRAIN	658	573	700
24 CORN	26923	48265	19270
25 SOYBEANS	40552	70184	29502
26 SUNFLOWERS			
27 GRAIN SORGHUM & OTHER ROW CROPS	1502	2576	128
28 LEGUMES & OTHER ROUGHAGE	485	501	674
29 GRASS SEED			
30 FRUITS & NUTS			
31 VEGETABLES, ROADSIDE MARKET, & SPECIALTY			
32 NURSERY, TIMBER, & OTHER	129	565	52
33 SALE OF CROPS SUPPLIES PURCHASED FOR RESALE	5542	9187	3637
34 TOTAL SALES FROM CROPS & SUPPLIES	76349	132533	54592
40 GOVERNMENT PAYMENTS & SET ASIDE ACRES	20397	33195	17327
41 GAS TAX REFUND	5	5	3
42 INCOME FROM WORK OFF FARM	1709	2514	1509
43 CUSTOM WORK ENTERPRISE INCOME	1656	1057	341
44 PATRONAGE REFUNDS(CASH 338, EQUITY 464)	801	856	801
45 MISCELLANEOUS FARM INCOME	3658	5174	4080
46 TOTAL OTHER FARM INCOME	28227	42801	24060
47 TOTAL FARM OPERATING INCOME	184033	270931	163603
50 AUTO, TRUCK, & MACHINERY SOLD	781	785	410
51 IRRIGATION EQUIPMENT SOLD			
52 CUSTOM WORK EQUIPMENT SOLD			
53 LIVESTOCK EQUIPMENT SOLD	43	27	
54 BUILDINGS & IMPROVEMENTS SOLD	178	30	
55 LAND & LAND IMPROVEMENTS SOLD	1432	2945	
56 FARM CAPITAL LEASE INCOME	491	806	356
57 TOTAL FARM CAPITAL SALES	2925	4593	766
58 TOTAL FARM SALES	186958	275524	164369
60 INCREASE IN FARM CAPITAL (NOT INCL CASH)	20988	64218	
61 FAMILY LIVING FROM THE FARM	191	198	213
62 TOTAL FARM RECEIPTS (58)+(60)+(61)	208137	339940	164582
70 TOTAL FARM OPERATING INCOME (58)-(57)	184033	270931	163603
71 TOTAL CASH FARM OPERATING EXPENSE (68-43)	141429	202792	136699
72 NET CASH OPERATING INCOME (70)-(71)	42604	68139	26904

Table 6B - Operator's Share of Cash Expenses - 1988

Items	Average 355	High 71	Low 71
PURCHASE OF LIVESTOCK			
5 DAIRY COWS	113		120
6 OTHER DAIRY CATTLE	565		1727
7 BEEF BREEDING CATTLE	553	1497	128
8 BEEF FEEDER CATTLE	13557	29146	12674
9 HOGS COMPLETE & MIXED	1898	2044	2996
10 HOGS FINISHING	2928	4055	3563
11 HOGS PRODUCING FEEDER PIGS	260		127
12 SHEEP, GOATS, WOOL: BREEDING	88	5	18
13 SHEEP, WOOL: FEEDERS	13		13
14 POULTRY, ALL FOWL	3		3
15 CUSTOM, CONTRACT LIVESTOCK FEEDING			
16 OTHER PRODUCTIVE LIVESTOCK	35	9	
17 TOTAL LIVESTOCK PURCHASES	20013	36756	21371
20 VET, BREEDING, & MISCELLANEOUS LIVESTOCK EXP	3870	4184	4037
21 PURCHASE OR CROPS & SUPPLIES FOR RESALE	10466	20743	8023
22 FEED BOUGHT	28406	30186	33344
23 FERTILIZER	8150	13633	6261
24 CHEMICALS	5819	8021	4824
25 OTHER CROP EXPENSE	8678	12654	7265
26 IRRIGATION OPERATION COST			
27 CUSTOM WORK OPER COSTS EXCL LABOR & REPAIR	775	149	166
28 CUSTOM WORK HIRED	2234	2367	2213
29 GAS, DIESEL, & LUBRICANTS	4410	5685	4102
30 REPAIR & UPKEEP OF LIVESTOCK EQUIPMENT	1699	2028	1496
31 REPAIR & UPKEEP OF FARM REAL ESTATE	1198	1519	1124
32 REPAIR & OPER. OF MACH., TRACTOR, TRUCK, AUTO	7808	10312	6990
33 REPAIR & UPKEEP OF IRRIGATION EQUIPMENT	4		8
34 REPAIR & UPKEEP OF CUSTOM WORK EQUIPMENT	76		42
35 TOTAL ALL REPAIRS	10785	13859	9660
36 WAGES OF HIRED LABOR	3336	4107	2900
37 PERSONAL PROPERTY & REAL ESTATE TAXES	1215	1973	1135
38 GENERAL FARM EXPENSES	3510	5193	2988
39 UTILITIES	2362	2573	2389
40 FARM CAPITAL LEASE EXPENSE	15283	24896	14149
41 TOTAL INTEREST PAYABLE THIS YEAR	12119	15813	11872
42 INTEREST ACTUALLY PAID			
43 TOTAL CASH OPERATING EXPENSE	141429	202792	136699
50 AUTO, TRUCK, & MACHINERY BOUGHT	11494	20188	8175
51 IRRIGATION EQUIPMENT BOUGHT			
52 CUSTOM WORK EQUIPMENT BOUGHT	22	31	
53 LIVESTOCK EQUIPMENT BOUGHT	1794	1176	1844
54 NEW REAL ESTATE: BUILDINGS & FENCES	4099	5207	4547
55 NEW REAL ESTATE: LAND & LAND IMPROVEMENTS	8609	19973	661
57 TOTAL CAPITAL PURCHASES	26018	46574	15227
58 TOTAL FARM PURCHASES	167447	249366	151925
60 DECREASE IN FARM CAPITAL (NOT INCL CASH)			5976
61 INTEREST ON FARM CAPITAL: 7% CHARGE	9982	15796	8839
62 UNPAID FAMILY LABOR	156	123	261
63 BOARD FURNISHED HIRED LABOR	5		2
64 TOTAL FARM EXPENSE	177590	265285	167003
70 RETURN TO OPERATOR LABOR & MGMT(6A/62)-(64)	30547	74655	-2421
71 *RET: CAP & FAM LABOR(INCL SPOUSE-BASED ON L41)	40919	90886	7147

Table 8 - Measures of Farm Organization and Management Efficiency - 1988

Items	Average 355	High 71	Low 71
1. Return to Operators Labor & Management	\$ 34,489	89,237	-4,912
2. Crop Yield Index	100.0	120.4	80.9
3. Total Operator's Depreciation	12,760	18,825	11,286
4. Gross Return per Tillable Acre	\$ 255.44	243.99	173.67
5. Return per \$100 Feed Fed Productive Livestock Index	100.0	114.8	94.1
6. *Livestock Units per 100 Acres	24.71	21.44	27.81
7. Size of Business - Work Units	407.4	550.3	351.7
8. Work Units per Worker	323.33	390.28	274.77
9. Power, Machinery, Equipment, Building Expense per Work Unit	\$ 78.93	78.17	87.17
10. Farm Capital Investment per Worker	\$ 453,500	610,347	387,539

30. Number of Animal Units	110.85	143.61	101.57
31. Work Units			
32. Crops	205.6	303.2	163.0
33. Productive Livestock	191.5	232.3	184.0
34. Other Productive Livestock	10.3	14.9	4.7
35. Expenses Per Work Unit			
36. Tractor & Crop Machinery Expenses	\$ 42.53	45.44	41.56
37. Farm Share of Auto & Truck	\$ 9.90	9.57	9.18
38. Farm Share of Electric Expense	\$ 4.69	4.09	5.56
39. Livestock Equipment Expense	\$ 8.10	7.04	11.07
40. Building, Fence & Tiling Expense	\$ 12.58	11.18	18.66
40A. Other exp/Work Units (Inc. Custom Ent.)			
40B. General Farm Telephone/Other Utilities Except Electricity	\$ 9.82	10.94	10.16
40C. Hired Labor	\$ 8.21	9.04	10.39
41.** Tractor & Crop Machinery Expense per Crop Acre	\$ 38.82	37.48	40.07
42. Farm Power & Machinery Cost Allocation to Livestock	\$ 1,740.36	1,940.56	1,554.96
43. Bldg., Fence & Tiling Cost Allocated to Crops BCAF	\$ 3,346.74	4,409.42	4,368.22
44. * Acres Include all Tillable Land, Non-Tillable Hay & Pasture			
45. ** Acres Include all Tillable Land plus Acres in Non-Tillable Hay			

TABLE 9 - CROP DATA FOR MAJOR CROPS, DISTRIBUTION OF ACRES & YIELDS - 1988

Crop	ACRES		
	Average of 355 Farms	71 Most Profitable Farms	71 Least Profitable Farms
Total Small Grain + Canning Peas	17.2 *	14.2 *	20.8 *
Total Row Crop	344.1 *	531.3 *	266.4 *
Total Legumes, Including Seed	11.2 *	10.4 *	11.5 *
Total Other Hay	1.9 *	2.1 *	2.6 *
Total Silage + Fodder	9.0 *	10.3 *	8.2 *
Total Tillable Pasture	1.6 *	6.4 *	0.6 *
Total Fallow + Idle Land	60.1 *	89.8 *	53.9 *
Total Tillable Land	445.2 *	664.4 *	364.1 *
Total Non-Tillable Hay/Pasture	3.4 *	5.5 *	1.2 *
Wild Hay Not Harvested (Non-Tillable)	2.0	0.7	1.4
Pasture Not Harvested	9.9	8.1	13.6
Roads + Waste	10.8	15.5	9.0
Farmstead	9.7	10.7	11.5
TOTAL LAND NOT HARVESTED	32.5 *	35.7 *	35.7 *
TOTAL NON-TILLABLE LAND	35.9 *	41.3 *	36.9 *
TOTAL LAND IN FARM OR RANCH	468.7 *	685.4 *	395.1 *

SUPPLEMENTARY MANAGEMENT INFORMATION

	355 Average All Farms	71 High Earning Farms	71 Low Earning Farms
Percent Land Tillable	94.4	96.6	91.3
* Fertilizer Cost per Acre	19.60	20.47	19.74
* Crop Chemicals per Acre	15.17	15.13	15.61
* Seed and Other Costs per Acre	21.32	21.82	20.80
* Gas, Diesel + Lubricants per Acre	11.24	9.78	12.30
* Repair and Maintenance Cost per Acre	20.49	17.85	21.06

* Tillable Land minus Tillable Pasture, Fallow and Idle Land.

TABLE 10 - INDIVIDUAL CROP ENTERPRISE ANALYSIS

The individual crop analysis table shows acres, yield, value per unit, (usually the value per unit at harvest time) and gross return per acre for each crop raised by a particular farmer the last crop year.

Cost such as fertilizer, chemicals, seed, crop drying expense, special hired labor, and custom work are costs that are assigned to each individual crop in the account book or computer record system. These costs are shown in table 10 under variable costs.

Other costs, called allocated costs, are calculated from the actual costs incurred. They are allocated by formula. The power and crop machinery expense is divided into ownership and operation costs for each crop. Allocated cost calculations are assigned to each productive enterprise. Rented land cost is a reported cost from the farmer's records.

The total crop return minus the variable and allocated costs equals the return over listed costs which is line 44.

All crop enterprises produced on a farm are listed separately. This allows the operator to compare the return over listed costs for each crop produced.

Land cost on owned land is the greater of the opportunity cost or the actual cost of ownership. Land cost for rented land is based on the actual rent paid for the use of the land.

Table 10 - Crop Data for Oats - Feed, Owned - 1988

All Values - Per Acre

		Average 95	High 19	Low 19
3	ACRES	18.1	17.2	18.4
4	YIELD	43.9	70.5	19.5
5	VALUE PER UNIT	2.52	2.65	2.37
6	CROP PRODUCT RETURN	110.50	186.80	46.20
7	OTHER CROP INCOME	24.20	31.40	9.78
8	TOTAL CROP RETURN	134.70	218.20	55.98
	VARIABLE COSTS			
10	FERTILIZER	8.51	10.35	6.47
11	CHEMICALS	2.43	0.70	3.97
12	SEED	9.78	13.26	8.86
13	CROP DRYING			
14	CROP INSURANCE	0.39	0.17	0.22
15	OTHER EXPENSES	0.61	0.47	0.76
16	SPECIAL HIRED LABOR			
17	CUSTOM WORK HIRED & LEASE EXPENSE	5.19	8.43	0.43
18	IRRIGATION OPERATION			
19	ASSIGNED INTEREST			
20	TOTAL VARIABLE COSTS	26.91	33.37	20.71
21	RETURN OVER VARIABLE COSTS	107.79	184.83	35.27
	ALLOCATED COSTS (VARIABLE & FIXED)			
31	FARM POWER & MACHINERY - OWNERSHIP	10.44	8.95	9.95
32	FARM POWER & MACHINERY - OPERATION	16.41	16.86	16.68
33	BUILDING & FENCE COST	4.64	4.94	5.33
34	IRRIGATION OWNERSHIP COST			
35	LAND OWNERSHIP COST			
36	LAND OPPORTUNITY OWNERSHIP COST			
37	LAND COST	59.52	80.87	45.50
38	UTILITIES & GENERAL FARM EXPENSE	4.14	5.58	2.93
39	HIRED LABOR	1.27	1.74	0.54
41	ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	5.25	-0.17	6.03
42	TOTAL ALLOCATED COSTS	101.67	118.77	86.96
43	TOTAL LISTED COSTS	128.58	152.14	107.67
44	RETURN OVER LISTED COSTS	6.12	66.06	-51.69

	SUPPLEMENTARY MANAGEMENT INFORMATION			
51	TOTAL COST ADJ TO A MIN 7% INTEREST	126.96	156.22	104.57
52	WORK UNITS ASSIGNED / ACRE	0.30	0.30	0.30
53	POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
54	TOTAL LISTED COST / UNIT OF PRODUCTION	2.93	2.16	5.52
55	TOTAL ADJUSTED COST / UNIT OF PRODUCTION	2.89	2.22	5.37
56	CASH VARIABLE COST / UNIT OF PRODUCTION	1.23	0.81	2.40
57	RETURN OVER LISTED COSTS PER UNIT	0.14	0.94	-2.65
58	BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	51.0	57.4	45.4
59	TOTAL ACRE IN. WATER APPLIED			
60	COST OF IRRIGATION*			
61	AVERAGE PRICE RECEIVED / UNIT SOLD	2.21	2.12	2.48
62	QUANTITY SOLD (O.S.)	515	768	335
	* DOES NOT INCLUDE INTEREST COSTS			

Table 10 - Crop Data for Oats - Feed, Rented - 1988

All Values - Per Acre

		Average 95	High 19	Low 19
3	ACRES	21.1	18.3	21.4
4	YIELD	45.5	71.3	23.0
5	VALUE PER UNIT	2.52	2.67	2.43
6	CROP PRODUCT RETURN	114.83	190.49	55.93
7	OTHER CROP INCOME	23.60	34.64	18.32
8	TOTAL CROP RETURN	138.43	225.13	74.25
VARIABLE COSTS				
10	FERTILIZER	7.54	9.78	4.77
11	CHEMICALS	1.80	2.08	1.07
12	SEED	8.39	9.51	7.38
13	CROP DRYING			
14	CROP INSURANCE	0.57	0.55	0.89
15	OTHER EXPENSES	0.43	0.44	0.65
16	SPECIAL HIRED LABOR	0.28	0.27	
17	CUSTOM WORK HIRED & LEASE EXPENSE	2.94	4.75	1.96
18	IRRIGATION OPERATION			
19	ASSIGNED INTEREST	0.03	0.16	
20	TOTAL VARIABLE COSTS	21.97	27.53	16.73
21	RETURN OVER VARIABLE COSTS	116.46	197.60	57.52
ALLOCATED COSTS (VARIABLE & FIXED)				
31	FARM POWER & MACHINERY - OWNERSHIP	9.38	12.19	10.05
32	FARM POWER & MACHINERY - OPERATION	14.79	17.16	14.86
33	BUILDING & FENCE COST	2.18	2.19	2.29
34	IRRIGATION OWNERSHIP COST			
35	LAND OWNERSHIP COST			
36	LAND OPPORTUNITY OWNERSHIP COST			
37	LAND COST	58.80	61.21	48.63
38	UTILITIES & GENERAL FARM EXPENSE	3.22	4.26	2.94
39	HIRED LABOR	0.95	0.87	0.51
41	ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	4.27	-1.26	5.89
42	TOTAL ALLOCATED COSTS	93.59	96.62	85.17
43	TOTAL LISTED COSTS	115.56	124.15	101.90
44	RETURN OVER LISTED COSTS	22.87	100.98	-27.65

SUPPLEMENTARY MANAGEMENT INFORMATION				
51	TOTAL COST ADJ TO A MIN 7% INTEREST	116.02	69.23	53.32
52	WORK UNITS ASSIGNED / ACRE	0.30	0.30	0.30
53	POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
54	TOTAL LISTED COST / UNIT OF PRODUCTION	2.54	1.74	4.43
55	TOTAL ADJUSTED COST / UNIT OF PRODUCTION	2.55	0.97	2.31
56	CASH VARIABLE COST / UNIT OF PRODUCTION	0.99	0.68	1.78
57	RETURN OVER LISTED COSTS PER UNIT	0.50	1.42	-1.20
58	BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	45.9	46.5	41.9
59	TOTAL ACRE IN. WATER APPLIED			
60	COST OF IRRIGATION*			
61	AVERAGE PRICE RECEIVED / UNIT SOLD	2.24	2.17	2.09
62	QUANTITY SOLD (O.S.)	590	585	951
* DOES NOT INCLUDE INTEREST COSTS				

Table 10 - Crop Data for Spring Wheat, Owned - 1988

All Values - Per Acre

		Average 69	High 13	Low 13
3	ACRES	36.2	39.6	21.3
4	YIELD	26.3	32.0	15.6
5	VALUE PER UNIT	3.18	3.21	3.08
6	CROP PRODUCT RETURN	83.64	102.98	48.08
7	OTHER CROP INCOME	9.11	9.44	8.54
8	TOTAL CROP RETURN	92.75	112.42	56.62
	VARIABLE COSTS			
10	FERTILIZER	19.15	22.07	13.76
11	CHEMICALS	3.70	3.89	3.38
12	SEED	10.79	10.10	12.11
13	CROP DRYING	0.03	0.05	
14	CROP INSURANCE	0.79	1.04	0.28
15	OTHER EXPENSES	0.66	0.93	0.19
16	SPECIAL HIRED LABOR	0.49	0.56	0.38
17	CUSTOM WORK HIRED & LEASE EXPENSE	1.61	2.05	0.80
18	IRRIGATION OPERATION			
19	ASSIGNED INTEREST	0.08	0.13	
20	TOTAL VARIABLE COSTS	37.30	40.81	30.89
21	RETURN OVER VARIABLE COSTS	55.45	71.61	25.73
	ALLOCATED COSTS (VARIABLE & FIXED)			
31	FARM POWER & MACHINERY - OWNERSHIP	9.25	9.32	9.15
32	FARM POWER & MACHINERY - OPERATION	16.43	16.46	16.43
33	BUILDING & FENCE COST	5.57	6.31	4.18
34	IRRIGATION OWNERSHIP COST			
35	LAND OWNERSHIP COST			
36	LAND OPPORTUNITY OWNERSHIP COST			
37	LAND COST	63.64	64.80	61.78
38	UTILITIES & GENERAL FARM EXPENSE	4.85	3.59	7.18
39	HIRED LABOR	1.31	0.40	3.00
41	ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	5.93	5.00	7.65
42	TOTAL ALLOCATED COSTS	106.98	105.88	109.37
43	TOTAL LISTED COSTS	144.28	146.69	140.26
44	RETURN OVER LISTED COSTS	-51.53	-34.27	-83.64

	SUPPLEMENTARY MANAGEMENT INFORMATION			
51	TOTAL COST ADJ TO A MIN 7% INTEREST	139.67	144.60	130.99
52	WORK UNITS ASSIGNED / ACRE	0.30	0.30	0.30
53	POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
54	TOTAL LISTED COST / UNIT OF PRODUCTION	5.49	4.58	8.99
55	TOTAL ADJUSTED COST / UNIT OF PRODUCTION	5.32	4.51	8.40
56	CASH VARIABLE COST / UNIT OF PRODUCTION	2.50	2.07	4.18
57	RETURN OVER LISTED COSTS PER UNIT	-1.96	-1.07	-5.36
58	BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	45.4	45.7	45.5
59	TOTAL ACRE IN. WATER APPLIED			
60	COST OF IRRIGATION*			
61	AVERAGE PRICE RECEIVED / UNIT SOLD	3.63	3.63	3.61
62	QUANTITY SOLD (O.S.)	696	961	432
	* DOES NOT INCLUDE INTEREST COSTS			

Table 10 - Crop Data for Spring Wheat, Rented - 1988

All Values - Per Acre

		Average 69	High 13	Low 13
3	ACRES	36.2	33.7	25.6
4	YIELD	23.5	34.3	13.4
5	VALUE PER UNIT	3.20	3.19	3.15
6	CROP PRODUCT RETURN	75.17	109.53	42.15
7	OTHER CROP INCOME	10.66	21.16	10.00
8	TOTAL CROP RETURN	85.83	130.69	52.15
	VARIABLE COSTS			
10	FERTILIZER	18.29	15.19	14.30
11	CHEMICALS	3.45	3.83	1.88
12	SEED	10.39	13.41	11.09
13	CROP DRYING			
14	CROP INSURANCE	0.80	0.39	0.63
15	OTHER EXPENSES	0.50	0.45	0.27
16	SPECIAL HIRED LABOR	0.50	0.12	
17	CUSTOM WORK HIRED & LEASE EXPENSE	1.82	0.98	2.77
18	IRRIGATION OPERATION			
19	ASSIGNED INTEREST	0.01		
20	TOTAL VARIABLE COSTS	35.76	34.36	30.94
21	RETURN OVER VARIABLE COSTS	50.07	96.33	21.21
	ALLOCATED COSTS (VARIABLE & FIXED)			
31	FARM POWER & MACHINERY - OWNERSHIP	11.46	15.16	5.66
32	FARM POWER & MACHINERY - OPERATION	16.46	19.14	16.64
33	BUILDING & FENCE COST	3.70	2.79	1.25
34	IRRIGATION OWNERSHIP COST			
35	LAND OWNERSHIP COST			
36	LAND OPPORTUNITY OWNERSHIP COST			
37	LAND COST	53.51	54.92	31.15
38	UTILITIES & GENERAL FARM EXPENSE	3.73	4.09	4.22
39	HIRED LABOR	1.02	0.89	0.70
41	ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	5.86	6.65	5.20
42	TOTAL ALLOCATED COSTS	95.74	103.64	64.82
43	TOTAL LISTED COSTS	131.50	138.00	95.76
44	RETURN OVER LISTED COSTS	-45.67	-7.31	-43.61

	SUPPLEMENTARY MANAGEMENT INFORMATION			
51	TOTAL COST ADJ TO A MIN 7% INTEREST	130.25	88.43	71.48
52	WORK UNITS ASSIGNED / ACRE	0.30	0.30	0.30
53	POWER COST ALLOCATION FACTOR	0.99	1.00	1.00
54	TOTAL LISTED COST / UNIT OF PRODUCTION	5.60	4.02	7.15
55	TOTAL ADJUSTED COST / UNIT OF PRODUCTION	5.55	2.58	5.34
56	CASH VARIABLE COST / UNIT OF PRODUCTION	2.67	1.90	4.31
57	RETURN OVER LISTED COSTS PER UNIT	-1.94	-0.21	-3.25
58	BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	41.1	43.3	30.4
59	TOTAL ACRE IN. WATER APPLIED			
60	COST OF IRRIGATION*			
61	AVERAGE PRICE RECEIVED / UNIT SOLD	3.28	3.33	3.68
62	QUANTITY SOLD (O.S.)	554	524	455
	* DOES NOT INCLUDE INTEREST COSTS			

Table 10 - Crop Data for Corn for Grain, Owned - 1988

All Values - Per Acre

	Average 477	High 95	Low 95
3 ACRES	74.3	92.4	65.1
4 YIELD	88.3	124.0	39.6
5 VALUE PER UNIT	2.40	2.40	2.39
6 CROP PRODUCT RETURN	211.64	297.51	94.58
7 OTHER CROP INCOME	5.17	1.48	15.82
8 TOTAL CROP RETURN	216.81	298.99	110.40
VARIABLE COSTS			
10 FERTILIZER	39.19	45.51	30.08
11 CHEMICALS	16.51	17.37	16.18
12 SEED	20.75	23.17	19.25
13 CROP DRYING	3.42	4.70	1.71
14 CROP INSURANCE	3.28	3.27	1.98
15 OTHER EXPENSES	1.02	1.69	1.06
16 SPECIAL HIRED LABOR	0.66	0.37	0.63
17 CUSTOM WORK HIRED & LEASE EXPENSE	3.67	8.85	1.81
18 IRRIGATION OPERATION			
19 ASSIGNED INTEREST	0.04		
20 TOTAL VARIABLE COSTS	88.56	104.92	72.69
21 RETURN OVER VARIABLE COSTS	128.25	194.07	37.71
ALLOCATED COSTS (VARIABLE & FIXED)			
31 FARM POWER & MACHINERY - OWNERSHIP	20.35	22.18	20.54
32 FARM POWER & MACHINERY - OPERATION	29.95	29.34	28.25
33 BUILDING & FENCE COST	8.59	10.65	7.39
34 IRRIGATION OWNERSHIP COST			
35 LAND OWNERSHIP COST			
36 LAND OPPORTUNITY OWNERSHIP COST			
37 LAND COST	76.54	90.23	66.28
38 UTILITIES & GENERAL FARM EXPENSE	10.89	12.88	7.82
39 HIRED LABOR	2.84	4.29	2.81
41 ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	13.38	13.96	7.62
42 TOTAL ALLOCATED COSTS	162.54	183.53	140.71
43 TOTAL LISTED COSTS	251.10	288.45	213.40
44 RETURN OVER LISTED COSTS	-34.29	10.54	-103.00

SUPPLEMENTARY MANAGEMENT INFORMATION			
51 TOTAL COST ADJ TO A MIN 7% INTEREST	249.58	289.06	217.25
52 WORK UNITS ASSIGNED / ACRE	0.55	0.55	0.55
53 POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
54 TOTAL LISTED COST / UNIT OF PRODUCTION	2.84	2.33	5.39
55 TOTAL ADJUSTED COST / UNIT OF PRODUCTION	2.83	2.33	5.49
56 CASH VARIABLE COST / UNIT OF PRODUCTION	1.65	1.33	3.01
57 RETURN OVER LISTED COSTS PER UNIT	-0.39	0.09	-2.60
58 BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	104.6	120.2	89.3
59 TOTAL ACRE IN. WATER APPLIED			
60 COST OF IRRIGATION*			
61 AVERAGE PRICE RECEIVED / UNIT SOLD	1.97	1.91	1.93
62 QUANTITY SOLD (O.S.)	10262	16706	4856
* DOES NOT INCLUDE INTEREST COSTS			

Table 10 - Crop Data for Corn for Grain, Rented - 1988

All Values - Per Acre

		Average 477	High 95	Low 95
3	ACRES	97.7	94.9	84.0
4	YIELD	87.0	128.2	37.8
5	VALUE PER UNIT	2.40	2.40	2.39
6	CROP PRODUCT RETURN	208.42	307.56	90.27
7	OTHER CROP INCOME	6.35	0.24	20.50
8	TOTAL CROP RETURN	214.77	307.80	110.77
VARIABLE COSTS				
10	FERTILIZER	39.49	43.16	35.64
11	CHEMICALS	16.46	16.78	15.36
12	SEED	19.68	21.29	17.14
13	CROP DRYING	3.50	4.17	1.63
14	CROP INSURANCE	3.43	2.41	2.52
15	OTHER EXPENSES	0.85	1.24	0.45
16	SPECIAL HIRED LABOR	0.56	0.32	0.31
17	CUSTOM WORK HIRED & LEASE EXPENSE	2.89	4.06	2.21
18	IRRIGATION OPERATION			
19	ASSIGNED INTEREST	0.02		0.09
20	TOTAL VARIABLE COSTS	86.87	93.42	75.37
21	RETURN OVER VARIABLE COSTS	127.90	214.38	35.40
ALLOCATED COSTS (VARIABLE & FIXED)				
31	FARM POWER & MACHINERY - OWNERSHIP	17.45	20.43	20.18
32	FARM POWER & MACHINERY - OPERATION	29.54	27.12	29.21
33	BUILDING & FENCE COST	6.49	8.15	4.10
34	IRRIGATION OWNERSHIP COST			
35	LAND OWNERSHIP COST			
36	LAND OPPORTUNITY OWNERSHIP COST			
37	LAND COST	69.48	62.76	38.80
38	UTILITIES & GENERAL FARM EXPENSE	8.05	9.28	6.90
39	HIRED LABOR	2.34	2.44	1.71
41	ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	11.66	10.03	8.20
42	TOTAL ALLOCATED COSTS	145.01	140.21	109.10
43	TOTAL LISTED COSTS	231.88	233.63	184.47
44	RETURN OVER LISTED COSTS	-17.11	74.17	-73.70

SUPPLEMENTARY MANAGEMENT INFORMATION				
51	TOTAL COST ADJ TO A MIN 7% INTEREST	230.48	191.35	158.79
52	WORK UNITS ASSIGNED / ACRE	0.55	0.55	0.55
53	POWER COST ALLOCATION FACTOR	1.00	1.00	0.99
54	TOTAL LISTED COST / UNIT OF PRODUCTION	2.67	1.82	4.88
55	TOTAL ADJUSTED COST / UNIT OF PRODUCTION	2.65	1.49	4.20
56	CASH VARIABLE COST / UNIT OF PRODUCTION	1.59	1.11	3.21
57	RETURN OVER LISTED COSTS PER UNIT	-0.20	0.58	-1.95
58	BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	96.6	97.3	77.2
59	TOTAL ACRE IN. WATER APPLIED			
60	COST OF IRRIGATION*			
61	AVERAGE PRICE RECEIVED / UNIT SOLD	1.97	1.89	1.93
62	QUANTITY SOLD (O.S.)	5900	7113	4282
* DOES NOT INCLUDE INTEREST COSTS				

Table 10 - Crop Data for Soybeans, Owned - 1988

All Values - Per Acre

		Average 454	High 90	Low 90
3	ACRES	110.7	100.9	99.3
4	YIELD	31.9	42.8	19.1
5	VALUE PER UNIT	7.73	7.75	7.65
6	CROP PRODUCT RETURN	246.88	331.63	146.45
7	OTHER CROP INCOME	4.21	0.55	15.68
8	TOTAL CROP RETURN	251.09	332.18	162.13
	VARIABLE COSTS			
10	FERTILIZER	3.21	3.73	3.47
11	CHEMICALS	16.52	17.49	15.53
12	SEED	9.90	9.11	9.25
13	CROP DRYING	0.04	0.08	0.08
14	CROP INSURANCE	7.54	9.25	5.05
15	OTHER EXPENSES	0.85	0.55	0.57
16	SPECIAL HIRED LABOR	1.78	0.93	1.83
17	CUSTOM WORK HIRED & LEASE EXPENSE	3.39	3.33	1.81
18	IRRIGATION OPERATION			
19	ASSIGNED INTEREST	0.02		0.11
20	TOTAL VARIABLE COSTS	43.25	44.47	37.70
21	RETURN OVER VARIABLE COSTS	207.84	287.71	124.43
	ALLOCATED COSTS (VARIABLE & FIXED)			
31	FARM POWER & MACHINERY - OWNERSHIP	15.70	18.25	13.47
32	FARM POWER & MACHINERY - OPERATION	24.61	24.35	22.00
33	BUILDING & FENCE COST	6.57	8.42	2.91
34	IRRIGATION OWNERSHIP COST			
35	LAND OWNERSHIP COST			
36	LAND OPPORTUNITY OWNERSHIP COST			
37	LAND COST	74.82	81.95	76.28
38	UTILITIES & GENERAL FARM EXPENSE	9.49	10.80	8.55
39	HIRED LABOR	2.28	3.60	2.06
41	ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	10.98	10.29	7.49
42	TOTAL ALLOCATED COSTS	144.45	157.66	132.76
43	TOTAL LISTED COSTS	187.70	202.13	170.46
44	RETURN OVER LISTED COSTS	63.39	130.05	-8.33

	SUPPLEMENTARY MANAGEMENT INFORMATION			
51	TOTAL COST ADJ TO A MIN 7% INTEREST	185.99	204.31	168.56
52	WORK UNITS ASSIGNED / ACRE	0.45	0.45	0.45
53	POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
54	TOTAL LISTED COST / UNIT OF PRODUCTION	5.88	4.72	8.92
55	TOTAL ADJUSTED COST / UNIT OF PRODUCTION	5.82	4.77	8.81
56	CASH VARIABLE COST / UNIT OF PRODUCTION	2.84	2.18	4.07
57	RETURN OVER LISTED COSTS PER UNIT	1.99	3.04	-0.44
58	BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	24.3	26.1	22.3
59	TOTAL ACRE IN. WATER APPLIED			
60	COST OF IRRIGATION*			
61	AVERAGE PRICE RECEIVED / UNIT SOLD	6.41	6.25	6.20
62	QUANTITY SOLD (O.S.)	4780	4342	3191
	* DOES NOT INCLUDE INTEREST COSTS			

Table 10 - Crop Data for Soybeans, Rented - 1988

All Values - Per Acre

		Average 454	High 90	Low 90
3	ACRES	82.0	79.8	85.6
4	YIELD	31.7	43.0	18.3
5	VALUE PER UNIT	7.76	7.73	7.97
6	CROP PRODUCT RETURN	245.47	332.23	145.89
7	OTHER CROP INCOME	4.95	0.07	20.04
8	TOTAL CROP RETURN	250.42	332.30	165.93
	VARIABLE COSTS			
10	FERTILIZER	2.62	3.27	2.99
11	CHEMICALS	16.24	16.30	15.03
12	SEED	9.83	9.84	8.73
13	CROP DRYING			0.04
14	CROP INSURANCE	7.16	8.81	3.93
15	OTHER EXPENSES	0.60	0.66	0.57
16	SPECIAL HIRED LABOR	1.31	0.91	1.23
17	CUSTOM WORK HIRED & LEASE EXPENSE	1.92	2.12	1.36
18	IRRIGATION OPERATION			
19	ASSIGNED INTEREST	0.04		0.14
20	TOTAL VARIABLE COSTS	39.73	41.92	34.02
21	RETURN OVER VARIABLE COSTS	210.69	290.38	131.91
	ALLOCATED COSTS (VARIABLE & FIXED)			
31	FARM POWER & MACHINERY - OWNERSHIP	14.49	15.08	14.80
32	FARM POWER & MACHINERY - OPERATION	24.68	24.58	24.46
33	BUILDING & FENCE COST	5.61	6.35	3.16
34	IRRIGATION OWNERSHIP COST			
35	LAND OWNERSHIP COST			
36	LAND OPPORTUNITY OWNERSHIP COST			
37	LAND COST	73.11	61.31	47.68
38	UTILITIES & GENERAL FARM EXPENSE	7.15	7.38	6.36
39	HIRED LABOR	1.92	2.18	1.55
41	ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	10.47	8.03	8.74
42	TOTAL ALLOCATED COSTS	137.43	124.91	106.75
43	TOTAL LISTED COSTS	177.16	166.83	140.77
44	RETURN OVER LISTED COSTS	73.26	165.47	25.16

	SUPPLEMENTARY MANAGEMENT INFORMATION			
51	TOTAL COST ADJ TO A MIN 7% INTEREST	175.21	126.66	105.29
52	WORK UNITS ASSIGNED / ACRE	0.45	0.45	0.45
53	POWER COST ALLOCATION FACTOR	1.00	1.00	0.99
54	TOTAL LISTED COST / UNIT OF PRODUCTION	5.59	3.88	7.69
55	TOTAL ADJUSTED COST / UNIT OF PRODUCTION	5.54	2.95	5.75
56	CASH VARIABLE COST / UNIT OF PRODUCTION	2.65	1.96	4.11
57	RETURN OVER LISTED COSTS PER UNIT	2.31	3.85	1.37
58	BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	22.8	21.6	17.7
59	TOTAL ACRE IN. WATER APPLIED			
60	COST OF IRRIGATION*			
61	AVERAGE PRICE RECEIVED / UNIT SOLD	6.45	6.50	6.65
62	QUANTITY SOLD (O.S.)	2769	2838	1858
	* DOES NOT INCLUDE INTEREST COSTS			

Table 10 - Crop Data for Alfalfa Hay, Owned - 1988

All Values - Per Acre

		Average 98	High 19	Low 19
3	ACRES	21.9	18.1	16.4
4	YIELD	2.5	4.8	1.1
5	VALUE PER UNIT	72.02	70.73	73.17
6	CROP PRODUCT RETURN	180.87	336.08	80.30
7	OTHER CROP INCOME	9.95	8.23	27.07
8	TOTAL CROP RETURN	190.82	344.31	107.37
	VARIABLE COSTS			
10	FERTILIZER	11.74	13.70	10.00
11	CHEMICALS	0.23	0.28	
12	SEED	6.30	7.46	11.46
13	CROP DRYING			
14	CROP INSURANCE			
15	OTHER EXPENSES	2.15	3.65	1.10
16	SPECIAL HIRED LABOR	0.37		0.67
17	CUSTOM WORK HIRED & LEASE EXPENSE	8.08	8.01	3.48
18	IRRIGATION OPERATION			
19	ASSIGNED INTEREST			
20	TOTAL VARIABLE COSTS	28.86	33.09	26.71
21	RETURN OVER VARIABLE COSTS	161.96	311.22	80.66
	ALLOCATED COSTS (VARIABLE & FIXED)			
31	FARM POWER & MACHINERY - OWNERSHIP	21.28	23.37	28.84
32	FARM POWER & MACHINERY - OPERATION	32.28	27.68	37.68
33	BUILDING & FENCE COST	8.31	7.79	11.77
34	IRRIGATION OWNERSHIP COST			
35	LAND OWNERSHIP COST			
36	LAND OPPORTUNITY OWNERSHIP COST			
37	LAND COST	70.64	80.30	55.48
38	UTILITIES & GENERAL FARM EXPENSE	7.67	7.35	7.93
39	HIRED LABOR	2.24	5.86	0.79
41	ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	14.52	8.07	22.56
42	TOTAL ALLOCATED COSTS	156.94	160.42	165.05
43	TOTAL LISTED COSTS	185.80	193.51	191.76
44	RETURN OVER LISTED COSTS	5.02	150.80	-84.39

	SUPPLEMENTARY MANAGEMENT INFORMATION			
51	TOTAL COST ADJ TO A MIN 7% INTEREST	180.09	197.29	179.94
52	WORK UNITS ASSIGNED / ACRE	0.60	0.60	0.60
53	POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
54	TOTAL LISTED COST / UNIT OF PRODUCTION	74.32	40.31	174.33
55	TOTAL ADJUSTED COST / UNIT OF PRODUCTION	71.71	41.52	163.94
56	CASH VARIABLE COST / UNIT OF PRODUCTION	34.23	17.09	86.97
57	RETURN OVER LISTED COSTS PER UNIT	2.01	31.42	-76.72
58	BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	2.6	2.7	2.6
59	TOTAL ACRE IN. WATER APPLIED			
60	COST OF IRRIGATION*			
61	AVERAGE PRICE RECEIVED / UNIT SOLD	69.00	49.38	59.89
62	QUANTITY SOLD (O.S.)	12	8	9
	* DOES NOT INCLUDE INTEREST COSTS			

Table 10 - Crop Data for Alfalfa Hay, Rented - 1988

All Values - Per Acre

	Average 98	High 19	Low 19
3 ACRES	21.3	21.7	21.5
4 YIELD	3.2	7.0	1.0
5 VALUE PER UNIT	70.18	69.15	60.81
6 CROP PRODUCT RETURN	224.04	481.20	59.40
7 OTHER CROP INCOME	4.79		10.98
8 TOTAL CROP RETURN	228.83	481.20	70.38
VARIABLE COSTS			
10 FERTILIZER	12.72	11.61	11.81
11 CHEMICALS	1.22	0.37	3.21
12 SEED	3.85	0.97	3.77
13 CROP DRYING			
14 CROP INSURANCE			
15 OTHER EXPENSES	1.36	1.20	1.26
16 SPECIAL HIRED LABOR	1.13	0.65	1.40
17 CUSTOM WORK HIRED & LEASE EXPENSE	6.53	6.96	6.28
18 IRRIGATION OPERATION			
19 ASSIGNED INTEREST			
20 TOTAL VARIABLE COSTS	26.81	21.75	27.72
21 RETURN OVER VARIABLE COSTS	202.02	459.45	42.66
ALLOCATED COSTS (VARIABLE & FIXED)			
31 FARM POWER & MACHINERY - OWNERSHIP	17.37	15.62	20.23
32 FARM POWER & MACHINERY - OPERATION	31.60	26.18	30.23
33 BUILDING & FENCE COST	5.45	4.79	5.02
34 IRRIGATION OWNERSHIP COST			
35 LAND OWNERSHIP COST			
36 LAND OPPORTUNITY OWNERSHIP COST			
37 LAND COST	61.02	59.95	43.00
38 UTILITIES & GENERAL FARM EXPENSE	6.38	7.05	5.81
39 HIRED LABOR	1.92	4.19	1.63
41 ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	12.63	13.69	13.21
42 TOTAL ALLOCATED COSTS	136.37	131.47	119.13
43 TOTAL LISTED COSTS	163.18	153.22	146.85
44 RETURN OVER LISTED COSTS	65.65	327.98	-76.47

SUPPLEMENTARY MANAGEMENT INFORMATION			
51 TOTAL COST ADJ TO A MIN 7% INTEREST	161.22	100.97	106.88
52 WORK UNITS ASSIGNED / ACRE	0.60	0.60	0.60
53 POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
54 TOTAL LISTED COST / UNIT OF PRODUCTION	50.99	21.89	146.85
55 TOTAL ADJUSTED COST / UNIT OF PRODUCTION	50.50	14.51	109.43
56 CASH VARIABLE COST / UNIT OF PRODUCTION	24.79	10.41	78.60
57 RETURN OVER LISTED COSTS PER UNIT	20.52	46.85	-76.47
58 BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	2.3	2.2	2.4
59 TOTAL ACRE IN. WATER APPLIED			
60 COST OF IRRIGATION*			
61 AVERAGE PRICE RECEIVED / UNIT SOLD	67.83	54.33	38.38
62 QUANTITY SOLD (O.S.)	6	3	8

* DOES NOT INCLUDE INTEREST COSTS

Table 10 - Crop Data for Corn Silage, Owned - 1988

All Values - Per Acre

		Average 44	High 14	Low 14
3	ACRES	44.5	39.3	62.5
4	YIELD	9.1	14.7	5.5
5	VALUE PER UNIT	18.74	18.76	18.61
6	CROP PRODUCT RETURN	171.37	275.01	103.04
7	OTHER CROP INCOME	21.48	9.41	39.70
8	TOTAL CROP RETURN	192.85	284.42	142.74
	VARIABLE COSTS			
10	FERTILIZER	28.67	39.47	23.25
11	CHEMICALS	14.90	17.84	13.22
12	SEED	18.58	18.52	19.70
13	CROP DRYING	0.02		
14	CROP INSURANCE	1.06	1.50	0.30
15	OTHER EXPENSES	2.20		4.45
16	SPECIAL HIRED LABOR	0.25	0.66	0.10
17	CUSTOM WORK HIRED & LEASE EXPENSE	2.74	3.16	2.51
18	IRRIGATION OPERATION			
19	ASSIGNED INTEREST	0.18		0.39
20	TOTAL VARIABLE COSTS	68.61	81.15	63.91
21	RETURN OVER VARIABLE COSTS	124.24	203.27	78.83
	ALLOCATED COSTS (VARIABLE & FIXED)			
31	FARM POWER & MACHINERY - OWNERSHIP	20.49	17.76	20.13
32	FARM POWER & MACHINERY - OPERATION	33.17	30.59	34.19
33	BUILDING & FENCE COST	8.70	5.95	10.93
34	IRRIGATION OWNERSHIP COST			
35	LAND OWNERSHIP COST			
36	LAND OPPORTUNITY OWNERSHIP COST			
37	LAND COST	72.95	83.14	71.97
38	UTILITIES & GENERAL FARM EXPENSE	8.58	12.77	7.20
39	HIRED LABOR	2.83	3.89	2.00
41	ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	17.96	20.59	16.64
42	TOTAL ALLOCATED COSTS	164.68	174.69	163.06
43	TOTAL LISTED COSTS	233.29	255.84	226.97
44	RETURN OVER LISTED COSTS	-40.44	28.58	-84.23

	SUPPLEMENTARY MANAGEMENT INFORMATION			
51	TOTAL COST ADJ TO A MIN 7% INTEREST	225.44	241.93	223.57
52	WORK UNITS ASSIGNED / ACRE	0.60	0.60	0.60
53	POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
54	TOTAL LISTED COST / UNIT OF PRODUCTION	25.64	17.40	41.27
55	TOTAL ADJUSTED COST / UNIT OF PRODUCTION	24.65	16.51	40.38
56	CASH VARIABLE COST / UNIT OF PRODUCTION	14.41	10.14	22.53
57	RETURN OVER LISTED COSTS PER UNIT	-4.44	1.94	-15.31
58	BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	12.4	13.6	12.2
59	TOTAL ACRE IN. WATER APPLIED			
60	COST OF IRRIGATION*			
61	AVERAGE PRICE RECEIVED / UNIT SOLD			
62	QUANTITY SOLD (O.S.)			
	* DOES NOT INCLUDE INTEREST COSTS			

Table 10 - Crop Data for Corn Silage, Rented - 1988

All Values - Per Acre

	Average 44	High 14	Low 14
3 ACRES	28.9	31.1	34.8
4 YIELD	10.0	14.9	6.6
5 VALUE PER UNIT	17.34	17.58	17.75
6 CROP PRODUCT RETURN	172.84	261.77	116.81
7 OTHER CROP INCOME	5.09		12.84
8 TOTAL CROP RETURN	177.93	261.77	129.65
VARIABLE COSTS			
10 FERTILIZER	28.27	40.61	17.18
11 CHEMICALS	14.29	13.41	13.48
12 SEED	17.72	19.29	14.66
13 CROP DRYING	0.52		
14 CROP INSURANCE	2.56	1.32	3.33
15 OTHER EXPENSES	0.45	0.58	0.20
16 SPECIAL HIRED LABOR	0.03		
17 CUSTOM WORK HIRED & LEASE EXPENSE	3.77	0.03	6.01
18 IRRIGATION OPERATION			
19 ASSIGNED INTEREST			
20 TOTAL VARIABLE COSTS	67.61	75.24	54.86
21 RETURN OVER VARIABLE COSTS	110.32	186.53	74.79
ALLOCATED COSTS (VARIABLE & FIXED)			
31 FARM POWER & MACHINERY - OWNERSHIP	19.69	23.12	17.41
32 FARM POWER & MACHINERY - OPERATION	29.58	29.23	25.57
33 BUILDING & FENCE COST	3.63	6.56	2.33
34 IRRIGATION OWNERSHIP COST			
35 LAND OWNERSHIP COST			
36 LAND OPPORTUNITY OWNERSHIP COST			
37 LAND COST	56.84	57.57	44.21
38 UTILITIES & GENERAL FARM EXPENSE	6.02	13.57	3.88
39 HIRED LABOR	2.15	4.76	2.33
41 ACTUAL NON-REAL ESTATE INTEREST ALLOCATED	12.04	14.57	11.61
42 TOTAL ALLOCATED COSTS	129.95	149.38	107.34
43 TOTAL LISTED COSTS	197.56	224.62	162.20
44 RETURN OVER LISTED COSTS	-19.63	37.15	-32.55

SUPPLEMENTARY MANAGEMENT INFORMATION			
51 TOTAL COST ADJ TO A MIN 7% INTEREST	196.37	207.59	159.14
52 WORK UNITS ASSIGNED / ACRE	0.60	0.60	0.60
53 POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
54 TOTAL LISTED COST / UNIT OF PRODUCTION	19.76	15.08	24.58
55 TOTAL ADJUSTED COST / UNIT OF PRODUCTION	19.70	13.94	24.18
56 CASH VARIABLE COST / UNIT OF PRODUCTION	11.74	9.22	14.89
57 RETURN OVER LISTED COSTS PER UNIT	-1.96	2.49	-4.93
58 BREAKEVEN YIELD / UNIT OF PRODUCTION (XX.X)	11.4	12.8	9.1
59 TOTAL ACRE IN. WATER APPLIED			
60 COST OF IRRIGATION*			
61 AVERAGE PRICE RECEIVED / UNIT SOLD			
62 QUANTITY SOLD (O.S.)			

* DOES NOT INCLUDE INTEREST COSTS

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 charges 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 indicating the strengths and weaknesses of each enterprise.

Table 11A 6470 Hogs, Farrow, Finish, General - 1988

Average of 93 Farms

		TOTAL	PER CWT	/LITTER
1	PRODUCTION	201615		1884
2	NET INCREASE IN VALUE: HOGS*	85567	42.44	799.69
3	OTHER MISCELLANEOUS INCOME	9		0.08
4	TOTAL VALUE PRODUCED	85576	42.44	799.77
	FEED FED: QUANTITY & COST LBS/CWT			
6	CORN	264.75	10.27	193.51
7	OTHER GRAIN	5.90	0.44	8.21
8	COMPLETE RATION	30.20	2.47	46.52
9	PROT., SALT, MIN.	79.61	14.02	264.14
10	TOTAL GRAIN MIX	380.46	27.20	512.38
11	FORAGES	0.26	0.01	0.21
12	PASTURE			
13	TOTAL FEED COST	54849	27.21	512.59
14	RETURN OVER FEED COSTS	30727	15.23	287.18
	OTHER DIRECT COSTS			
16	VETERINARY	2145	1.06	20.05
17	BREEDING			
18	MISCELLANEOUS	1532	0.76	14.32
19	CUSTOM WORK & LEASE	1446	0.72	13.51
20	SPECIAL HIRED LABOR	1424	0.71	13.31
21	ASSIGNED INTEREST	2		0.02
22	TOTAL OTHER DIRECT COSTS	6549	3.25	61.21
23	TOTAL DIRECT COSTS INCL FEED	61398	30.46	573.80
24	RETURN OVER ALL DIRECT COSTS	24178	11.98	225.97
	ALLOCATED COSTS			
27	ACT INT PD LESS INT ASSIGNED-L21	4775	2.37	44.63
28	GENERAL HIRED LABOR	709	0.35	6.63
29	UTILITIES & MISCELLANEOUS	5359	2.66	50.08
30	POWER & MACHINERY	2014	1.00	18.82
31	LIVESTOCK EQUIPMENT	3791	1.88	35.43
32	BUILDINGS & FENCES	4575	2.27	42.76
33	TOTAL ALLOCATED COSTS	21223	10.53	198.35
34	TOTAL ACTUAL LISTED COSTS	82621	40.99	772.15
35	RETURN OVER ACTUAL LISTED COSTS	2955	1.45	27.62
36	TOTAL COSTS ADJ TO 7% MIN INT.	82730	41.03	773.18
37	RETURN OVER LISTED & 7% OPPORTUNITY			
38	INTEREST COST	2846	1.41	26.59
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
40	RETURN/\$100 FEED FED	156.02		
41	AVE WT./MKT. HOG SOLD	240		
42	PRICE REC'D/CWT. MKT HOGS	40.55		
43	TOTAL NO. LITTERS FARROWED	107		
44	LITTERS/SOW/YEAR	1.67		
45	NO. PIGS BORN/LITTER	9.67		
46	NO. PIGS WEAN/LITTER	8.24		
47	NO. PIGS PRODUCED/SOW/YEAR	12.69		
48	LITTERS/CRATE/YEAR	4.28		
49	PIGS WEANED/CRATE/YEAR	35.28		
50	MKT. ANIMAL DEATH LOSS AS % OF TOTAL	11.40		
51	BREEDING HERD DEATH LOSS	4.69		
52	PRICE/CWT. GRAIN MIX FED	7.15		
53	PRICE/CWT. PROT., SALT, MIN.	17.61		

Table 11A 6470 - Hogs, Farrow to Finish - 1988

93 Farms

				19 HIGH RETURN FARMS PER CWT.	19 LOW RETURN FARMS PER CWT.
1	PRODUCTION			194719	
2	NET INCREASE IN VALUE: HOGS*			45.89	40.27
3	OTHER MISCELLANEOUS INCOME				
4	TOTAL VALUE PRODUCED			45.89	40.27
	FEED FED: QUANTITY & COST	LBS/CWT	LBS/CWT		
6	CORN	242.24	299.79	9.01	12.31
7	OTHER GRAIN	1.88	16.83	0.12	1.57
8	COMPLETE RATION	1.00	45.73	0.20	3.18
9	PROT., SALT, MIN.	69.13	83.96	11.94	16.50
10	TOTAL GRAIN MIX	314.25	446.31	21.27	33.56
11	FORAGES	0.76	0.10	0.03	
12	PASTURE				
13	TOTAL FEED COST			21.30	33.56
14	RETURN OVER FEED COSTS			24.59	6.71
	OTHER DIRECT COSTS				
16	VETERINARY			1.28	1.04
17	BREEDING				
18	MISCELLANEOUS			0.73	0.89
19	CUSTOM WORK & LEASE			1.96	0.37
20	SPECIAL HIRED LABOR			1.52	0.02
21	ASSIGNED INTEREST				0.01
22	TOTAL OTHER DIRECT COSTS			5.49	2.33
23	TOTAL DIRECT COSTS INCL FEED			26.79	35.89
24	RETURN OVER ALL DIRECT COSTS			19.10	4.38
	ALLOCATED COSTS				
27	ACT INT PD LESS INT ASSIGNED-L21			5.08	1.65
28	GENERAL HIRED LABOR			0.37	0.50
29	UTILITIES & MISCELLANEOUS			3.93	2.09
30	POWER & MACHINERY			0.81	0.97
31	LIVESTOCK EQUIPMENT			2.37	2.06
32	BUILDINGS & FENCES			3.53	1.61
33	TOTAL ALLOCATED COSTS			16.09	8.88
34	TOTAL ACTUAL LISTED COSTS			42.88	44.77
35	RETURN OVER ACTUAL LISTED COSTS			3.01	-4.50
36	TOTAL COSTS ADJ TO 7% MIN INT.			40.61	45.46
37	RETURN OVER LISTED & 7% OPPORTUNITY				
38	INTEREST COST			5.28	-5.19
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****				
40	RETURN/\$100 FEED FED			215.45	119.98
41	AVE WT./MKT. HOG SOLD			238	223
42	PRICE REC'D/CWT. MKT HOGS			43.89	37.40
43	TOTAL NO. LITTERS FARROWED			116	75
44	LITTERS/SOW/YEAR			1.41	1.67
45	NO. PIGS BORN/LITTER			9.84	8.75
46	NO. PIGS WEAN/LITTER			8.43	7.67
47	NO. PIGS PRODUCED/SOW/YEAR			10.30	11.40
48	LITTERS/CRATE/YEAR			10.55	6.82
49	PIGS WEANED/CRATE/YEAR			88.91	52.27
50	MKT. ANIMAL DEATH LOSS AS % OF TOTAL			4.88	21.43
51	BREEDING HERD DEATH LOSS			6.20	5.84
52	PRICE/CWT. GRAIN MIX FED			6.77	7.52
53	PRICE/CWT. PROT., SALT, MIN.			17.27	19.66

Table 118 6490 - Hogs, Finishing Enterprise - 1988

Average of 63 Farms

		TOTAL	PER CWT	PER HEAD PRODUCED (L52)
1	PRODUCTION - POUNDS	139884		184.3
2	NET INCREASE IN VALUE: HOGS*	44628	31.90	58.80
3	OTHER MISCELLANEOUS INCOME	180	0.13	0.24
4	TOTAL VALUE PRODUCED	44808	32.03	59.04
	FEED FED: QUANTITY & COST LBS/CWT			
6	CORN 281.2	14823	10.60	19.53
7	OTHER GRAIN 0.8	75	0.05	0.10
8	COMPLETE RATION 52.8	1205	0.86	1.59
9	PROT., SALT, MIN. 67.1	16210	11.59	21.36
10	TOTAL GRAIN MIX 401.9	32313	23.10	42.58
11	FORAGES			
12	PASTURE			
13	TOTAL FEED COST	32313	23.10	42.58
14	RETURN OVER FEED COSTS	12495	8.93	16.46
	OTHER DIRECT COSTS			
16	VETERINARY	886	0.63	1.17
17	MISCELLANEOUS	654	0.47	0.86
18	CUSTOM WORK & LEASE EXPENSE	948	0.68	1.25
19	SPECIAL HIRED LABOR	156	0.11	0.21
20	ASSIGNED INTEREST	43	0.03	0.06
21	TOTAL OTHER DIRECT COSTS	2687	1.92	3.55
22	TOTAL DIRECT COSTS INCL FEED	35000	25.02	46.13
23	RETURN OVER ALL DIRECT COSTS	9808	7.01	12.91
	ALLOCATED COSTS			
26	ACT INT PD LESS INT ASSIGNED-L20	1899	1.36	2.50
27	GENERAL HIRED LABOR	246	0.18	0.32
28	UTILITIES & MISCELLANEOUS	1870	1.34	2.46
29	POWER & MACHINERY	890	0.64	1.17
30	LIVESTOCK EQUIPMENT	1663	1.19	2.19
31	BUILDINGS & FENCES	1409	1.01	1.86
32	TOTAL ALLOCATED COSTS	7977	5.72	10.50
33	TOTAL ACTUAL LISTED COSTS	42977	30.74	56.63
34	RETURN OVER ACTUAL LISTED COSTS	1831	1.29	2.41
35	TOTAL COSTS ADJ TO 7% MIN INT.	45096	32.24	59.42
36	RETURN OVER LISTED & 7% OPPORTUNITY			
37	INTEREST COST	-288	-0.21	-0.38
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
39	RETURN/\$100 FEED FED	138.67		
40	AVE WT./MKT. HOG SOLD	237.99		
41	PRICE REC'D/CWT. MKT HOGS	43.40		
42	AVE. WEIGHT/PIG PURCHASED	48.99		
43	AVE. PRICE/PIG PURCHASED	43.40		
44	NO. PIGS PURCHASED	542		
45	NO. PIGS TRANSFERRED OUT/IN	220		
46	POUNDS OF PORK PURCHASED	26552		
47	AVE NUMBER OF PIGS ON HAND	274.7		
48	PERCENT DEATH LOSS	2.43		
49	EFFECTIVE DAILY GAIN	1.40		
50	PRICE/CWT. GRAIN MIX FED	5.75		
51	PRICE/CWT. PROT., SALT, MIN.	17.27		
52	NUMBER OF PIGS PRODUCED	759		

Table 11B 6490 Hogs, Finishing - 1988

63 Farms

		13 HIGH RETURN FARMS PER CWT.	13 LOW RETURN FARMS PER CWT.
1	PRODUCTION - POUNDS	91322	97872
2	NET INCREASE IN VALUE: HOGS*	37.87	28.46
3	OTHER MISCELLANEOUS INCOME	0.58	
4	TOTAL VALUE PRODUCED	38.45	28.46
	FEED FED: QUANTITY & COST LBS/CWT		
6	CORN 230.8	8.68	10.92
7	OTHER GRAIN 0.4	0.03	0.03
8	COMPLETE RATION 19.7	1.71	1.73
9	PROT., SALT, MIN. 53.5	9.94	14.00
10	TOTAL GRAIN MIX 304.4	20.36	26.68
11	FORAGES		
12	PASTURE		
13	TOTAL FEED COST	20.36	26.68
14	RETURN OVER FEED COSTS	18.09	1.78
	OTHER DIRECT COSTS		
16	VETERINARY	0.58	0.42
17	MISCELLANEOUS	0.39	0.51
18	CUSTOM WORK & LEASE EXPENSE	0.34	0.55
19	SPECIAL HIRED LABOR	0.23	0.08
20	ASSIGNED INTEREST		0.11
21	TOTAL OTHER DIRECT COSTS	1.54	1.67
22	TOTAL DIRECT COSTS INCL FEED	21.90	28.35
23	RETURN OVER ALL DIRECT COSTS	16.55	0.11
	ALLOCATED COSTS		
26	ACT INT PD LESS INT ASSIGNED-L20	1.23	0.92
27	GENERAL HIRED LABOR	0.30	0.17
28	UTILITIES & MISCELLANEOUS	1.13	1.03
29	POWER & MACHINERY	0.47	0.48
30	LIVESTOCK EQUIPMENT	2.71	1.00
31	BUILDINGS & FENCES	0.85	1.17
32	TOTAL ALLOCATED COSTS	6.69	4.77
33	TOTAL ACTUAL LISTED COSTS	28.59	33.12
34	RETURN OVER ACTUAL LISTED COSTS	9.86	-4.66
35	TOTAL COSTS ADJ TO 7% MIN INT.	30.29	34.73
36	RETURN OVER LISTED & 7% OPPORTUNITY		
37	INTEREST COST	8.16	-6.27
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****		
39	RETURN/\$100 FEED FED	188.81	106.71
40	AVE WT./MKT. HOG SOLD	236.06	237.59
41	PRICE REC'D/CWT. MKT HOGS	42.70	42.14
42	AVE. WEIGHT/PIG PURCHASED	50.53	44.26
43	AVE. PRICE/PIG PURCHASED	35.36	42.14
44	NO. PIGS PURCHASED	228	364
45	NO. PIGS TRANSFERRED OUT/IN	174	182
46	POUNDS OF PORK PURCHASED	11521	16112
47	AVE NUMBER OF PIGS ON HAND	197.8	214.1
48	PERCENT DEATH LOSS	2.24	3.19
49	EFFECTIVE DAILY GAIN	1.26	1.25
50	PRICE/CWT. GRAIN MIX FED	6.69	4.69
51	PRICE/CWT. PROT., SALT, MIN.	18.58	16.28
52	NUMBER OF PIGS PRODUCED	497	522

Table 11C 6510 Hogs, Weaning Pig Production - 1988

Average of 28 Farms

		TOTAL	PER HEAD	/LITTER
1	PRODUCTION	63902	1010	127
2	NET INCREASE IN VALUE: HOGS*	41436	41.03	326.27
3	OTHER MISCELLANEOUS INCOME			
4	TOTAL VALUE PRODUCED	<u>41436</u>	<u>41.03</u>	<u>326.27</u>
5	FEED FED: QUANTITY & COST LBS/CWT			
6	CORN 267.78	6381	6.32	50.24
7	OTHER GRAIN 3.92	149	0.15	1.17
8	COMPLETE RATION 11.25	1210	1.20	9.53
9	PROT., SALT, MIN. 123.95	13516	13.38	106.43
10	TOTAL GRAIN MIX 406.90	21256	21.05	167.37
11	FORAGES 2.94	75	0.07	0.59
12	PASTURE			
13	TOTAL FEED COST	<u>21331</u>	<u>21.12</u>	<u>167.96</u>
14	RETURN OVER FEED COSTS	20105	19.91	158.31
	OTHER DIRECT COSTS			
16	VETERINARY	2699	2.67	21.25
17	BREEDING			
18	MISCELLANEOUS	1512	1.50	11.91
19	CUSTOM WORK & LEASE	442	0.44	3.48
20	SPECIAL HIRED LABOR	150	0.15	1.18
21	ASSIGNED INTEREST			
22	TOTAL OTHER DIRECT COSTS	<u>4803</u>	<u>4.76</u>	<u>37.82</u>
23	TOTAL DIRECT COSTS INCL FEED	<u>26134</u>	<u>25.88</u>	<u>205.78</u>
24	RETURN OVER ALL DIRECT COSTS	15302	15.15	120.49
	ALLOCATED COSTS			
27	ACT INT PD LESS INT ASSIGNED-L21	2877	2.85	22.66
28	GENERAL HIRED LABOR	436	0.43	3.44
29	UTILITIES & MISCELLANEOUS	2811	2.78	22.13
30	POWER & MACHINERY	1225	1.21	9.64
31	LIVESTOCK EQUIPMENT	2954	2.93	23.26
32	BUILDINGS & FENCES	<u>2329</u>	<u>2.31</u>	<u>18.34</u>
33	TOTAL ALLOCATED COSTS	<u>12632</u>	<u>12.51</u>	<u>99.47</u>
34	TOTAL ACTUAL LISTED COSTS	<u>38766</u>	<u>38.39</u>	<u>305.25</u>
35	RETURN OVER ACTUAL LISTED COSTS	2670	2.64	21.02
36	TOTAL COSTS ADJ TO 7% MIN INT.	38260	37.88	301.26
37	RETURN OVER LISTED & 7% OPPORTUNITY			
38	INTEREST COST	3176	3.15	25.01
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
40	RETURN/\$100 FEED FED	194.25		
41	AVE WT./PIG SOLD OR TRANSFER	58		
42	PRICE REC'D/PIG SOLD	43.73		
43	LITTERS/SOW/YEAR	1.8		
44	NO. PIGS BORN/LITTER	10		
45	NO. PIGS WEAN/LITTER	7.9		
46	PIGS PRODUCED/SOW/YEAR	14.6		
47	LITTERS/CRATE/YEAR	10.6		
48	PIGS WEANED/CRATE/YEAR	83.75		
49	FDR PIG DEATHS: AS % OF TOT LOSS	98.4		
50	BREEDING DEATHS: AS % OF TOT LOSS	1.6		
51	PRICE/CWT. GRAIN MIX FED	8.17		
52	PRICE/CWT. PROT., SALT, MIN.	17.06		

Table 11C 6510 Hogs, Weaning Pig Production - 1988

28 Farms

				14 HIGH RETURN FARMS PER HEAD	14 LOW RETURN FARMS PER HEAD
1	PRODUCTION			1333	686
2	NET INCREASE IN VALUE: HOGS*			42.91	37.43
3	OTHER MISCELLANEOUS INCOME				
4	TOTAL VALUE PRODUCED			42.91	37.43
5	FEED FED: QUANTITY & COST	LBS/CWT	LBS/CWT		
6	CORN	277.02	252.40	6.11	6.72
7	OTHER GRAIN	6.28		0.22	
8	COMPLETE RATION	5.26	21.21	0.55	2.46
9	PROT., SALT, MIN.	129.62	114.53	12.56	14.99
10	TOTAL GRAIN MIX	418.18	388.14	19.44	24.17
11	FORAGES	4.71		0.11	
12	PASTURE				
13	TOTAL FEED COST			19.55	24.17
14	RETURN OVER FEED COSTS			23.36	13.26
	OTHER DIRECT COSTS				
16	VETERINARY			2.60	2.82
17	BREEDING				
18	MISCELLANEOUS			1.34	1.80
19	CUSTOM WORK & LEASE			0.48	0.35
20	SPECIAL HIRED LABOR			0.04	0.37
21	ASSIGNED INTEREST				
22	TOTAL OTHER DIRECT COSTS			4.46	5.34
23	TOTAL DIRECT COSTS INCL FEED			24.01	29.51
24	RETURN OVER ALL DIRECT COSTS			18.90	7.92
	ALLOCATED COSTS				
27	ACT INT PD LESS INT ASSIGNED-L21			1.94	4.78
28	GENERAL HIRED LABOR			0.33	0.64
29	UTILITIES & MISCELLANEOUS			2.56	3.11
30	POWER & MACHINERY			1.12	1.39
31	LIVESTOCK EQUIPMENT			3.38	2.05
32	BUILDINGS & FENCES			1.96	2.97
33	TOTAL ALLOCATED COSTS			11.29	14.94
34	TOTAL ACTUAL LISTED COSTS			35.30	44.45
35	RETURN OVER ACTUAL LISTED COSTS			7.61	-7.02
36	TOTAL COSTS ADJ TO 7% MIN INT.			35.78	42.05
37	RETURN OVER LISTED & 7% OPPORTUNITY				
38	INTEREST COST			7.13	-4.62
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****				
40	RETURN/\$100 FEED FED			219.35	154.80
41	AVE WT./PIG SOLD OR TRANSFER			58	59
42	PRICE REC'D/PIG SOLD			45.03	41.58
43	LITTERS/SOW/YEAR			2.0	1.6
44	NO. PIGS BORN/LITTER			9	10
45	NO. PIGS WEAN/LITTER			7.7	8.2
46	PIGS PRODUCED/SOW/YEAR			16.3	12.0
47	LITTERS/CRATE/YEAR			11.6	9.1
48	PIGS WEANED/CRATE/YEAR			90.21	74.70
49	FDR PIG DEATHS: AS % OF TOT LOSS			98.7	98.1
50	BREEDING DEATHS: AS % OF TOT LOSS			1.3	1.9
51	PRICE/CWT. GRAIN MIX FED			7.76	8.91
52	PRICE/CWT. PROT., SALT, MIN.			16.18	18.73

Table 12 6290 Dairy Cows, Commercial - 1988

Average of 39 Farms

	HERD TOTAL	PER COW	CWT MILK
1 AVERAGE NUMBER OF COWS	38.7		
2 POUNDS OF MILK		15369	
3 POUNDS OF BUTTERFAT		499	
4 PERCENT OF BUTTERFAT IN MILK		3.25	
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD		1712.09	
7 DAIRY PRODUCTS USED IN HOME		3.49	
8 MILK FED TO LIVESTOCK		5.27	
9 NET INCREASE IN VALUE:		-55.25	
10 OTHER MISCELLANEOUS INCOME		1.68	
11 TOTAL VALUE PRODUCED	64524	1667.28	10.85
12 FEED FED: QTY & COST	LBS/COW		
13 CORN	5328	208.40	1.36
14 SMALL GRAIN	137	8.91	0.06
15 COMPLETE RATION	539	42.27	0.28
16 PROT., SALT, MIN.	1087	219.53	1.43
17 TOTAL GRAIN MIX	7091	479.11	3.13
18 LEGUME HAY	4780	154.70	1.01
19 OTHER DRY HAY & ROUGHAGE	217	5.87	0.04
20 HAYLAGE	2023	27.39	0.18
21 SILAGE	9466	77.83	0.51
22 PASTURE		1.83	0.01
23 TOTAL FEED COSTS	28899	746.73	4.88
24 RETURN OVER FEED COST	35625	920.55	5.97
OTHER DIRECT COSTS			
26 VETERINARY		35.71	0.23
27 BREEDING		13.85	0.09
28 MISCELLANEOUS		109.12	0.71
29 CUSTOM WORK & LEASE EXPENSE		66.51	0.43
30 SPECIAL HIRED LABOR		3.20	0.02
31 ASSIGNED INTEREST			
32 TOTAL OTHER DIRECT COSTS	8839	228.39	1.48
33 TOTAL DIRECT COSTS INCL FEED	37738	975.12	6.36
34 RETURN OVER ALL DIRECT COSTS	26786	692.16	4.49
ALLOCATED COSTS			
37 ACT INT PD LESS INT ASSIGNED-L31	3589	92.73	0.60
38 GENERAL HIRED LABOR	701	18.12	0.12
39 UTILITIES & MISCELLANEOUS	2942	76.01	0.49
40 POWER & MACHINERY	2131	55.06	0.36
41 LIVESTOCK EQUIPMENT	2586	66.82	0.43
42 BUILDINGS & FENCES	2382	61.55	0.40
43 TOTAL ALLOCATED COSTS	14331	370.29	2.40
44 TOTAL ACTUAL LISTED COSTS	52069	1345.41	8.76
45 RETURN OVER ACTUAL LISTED COSTS	12455	321.87	2.09
46 TOTAL COSTS ADJ TO 7% MIN INT.	52298	1351.36	8.79
47 RETURN OVER LISTED & 7% OPPORTUNITY			
48 INTEREST COST	12226	315.92	2.06
***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
50 RETURN/\$100 FEED FED	223.27		
51 POUNDS OF MILK/POUND GRAIN MIX	2.17		
52 AVERAGE PRICE/CWT. SOLD	11.20		
53 DAIRY COW TURNOVER PERCENTAGE	38.76		
54 APPROXIMATE DRY MATTER CONSUMED/COW	40		

Table 12 6290 Dairy Cows, Commercial - 1988

39 Farms

		13 HIGH RETURN FARMS PER COW	13 LOW RETURN FARMS PER COW
1	AVERAGE NUMBER OF COWS	37.4	38.1
2	POUNDS OF MILK	17697	13201
3	POUNDS OF BUTTERFAT	618	398
4	PERCENT OF BUTTERFAT IN MILK	3.49	3.01
5	VALUE OF PRODUCE		
6	DAIRY PRODUCTS SOLD	2034.65	1436.17
7	DAIRY PRODUCTS USED IN HOME	4.06	2.73
8	MILK FED TO LIVESTOCK	1.34	4.93
9	NET INCREASE IN VALUE:	-51.90	-32.73
10	OTHER MISCELLANEOUS INCOME	5.19	
11	TOTAL VALUE PRODUCED	1993.34	1411.10
12	FEED FED: QTY & COST	LBS/COW	LBS/COW
13	CORN	5335	5670
14	SMALL GRAIN	171	86
15	COMPLETE RATION	407	714
16	PROT., SALT, MIN.	984	1105
17	TOTAL GRAIN MIX	6897	7575
18	LEGUME HAY	4299	4716
19	OTHER DRY HAY & ROUGHAGE	276	83
20	HAYLAGE	1105	2788
21	SILAGE	8054	13521
22	PASTURE	1.90	1.63
23	TOTAL FEED COSTS	748.85	779.53
24	RETURN OVER FEED COST	1244.49	631.57
	OTHER DIRECT COSTS		
26	VETERINARY	48.05	31.97
27	BREEDING	18.21	13.67
28	MISCELLANEOUS	101.26	99.08
29	CUSTOM WORK & LEASE EXPENSE	60.48	82.94
30	SPECIAL HIRED LABOR		9.69
31	ASSIGNED INTEREST		
32	TOTAL OTHER DIRECT COSTS	228.00	237.35
33	TOTAL DIRECT COSTS INCL FEED	976.85	1016.88
34	RETURN OVER ALL DIRECT COSTS	1016.49	394.22
	ALLOCATED COSTS		
37	ACT INT PD LESS INT ASSIGNED-L31	82.70	138.00
38	GENERAL HIRED LABOR	30.05	7.83
39	UTILITIES & MISCELLANEOUS	82.29	90.16
40	POWER & MACHINERY	65.39	53.54
41	LIVESTOCK EQUIPMENT	75.11	74.08
42	BUILDINGS & FENCES	73.04	70.34
43	TOTAL ALLOCATED COSTS	408.58	433.95
44	TOTAL ACTUAL LISTED COSTS	1385.43	1450.83
45	RETURN OVER ACTUAL LISTED COSTS	607.91	-39.73
46	TOTAL COSTS ADJ TO 7% MIN INT.	1416.16	1394.69
47	RETURN OVER LISTED & 7% OPPORTUNITY		
48	INTEREST COST	577.18	16.41
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****		
50	RETURN/\$100 FEED FED	266.19	181.02
51	POUNDS OF MILK/POUND GRAIN MIX	2.57	1.74
52	AVERAGE PRICE/CWT. SOLD	11.52	10.95
53	DAIRY COW TURNOVER PERCENTAGE	40.11	39.37
54	APPROXIMATE DRY MATTER COMSUMED/COW/	36	45

Table 13 6310 Other Dairy, Commercial Replacement - 1988

Average of 35 Farms

	HERD TOTAL	PER HEAD
1 AVERAGE NUMBER OF HEAD	61.3	
2 NET INCREASE IN VALUE:		372.32
3 OTHER MISCELLANEOUS INCOME		0.05
4 TOTAL VALUE PRODUCED	22826	372.37
FEED FED: QUANTITY & COST	LBS/HEAD	
6 CORN	1201	47.03
7 SMALL GRAIN	128	8.32
8 COMPLETE RATION	184	10.03
9 PROT., SALT, MIN.	279	46.61
10 TOTAL GRAIN MIX	1792	111.99
11 LEGUME HAY	1217	35.89
12 OTHER DRY HAY & ROUGHAGE	436	8.96
13 HAYLAGE	473	7.93
14 SILAGE	4509	37.13
15 MILK	28	3.20
16 PASTURE		3.38
17 TOTAL FEED COSTS	12779	208.48
18 RETURN OVER FEED COST	10047	163.89
OTHER DIRECT COSTS		
20 VETERINARY		6.90
21 BREEDING		0.46
22 MISCELLANEOUS		11.37
23 CUSTOM WORK & LEASE EXPENSE		2.50
24 SPECIAL HIRED LABOR		0.20
25 ASSIGNED INTEREST		
26 TOTAL OTHER DIRECT COSTS	1313	21.43
27 TOTAL DIRECT COSTS INCL FEED	14092	229.91
28 RETURN OVER ALL DIRECT COSTS	8734	142.46
ALLOCATED COSTS		
30 ACTUAL INTEREST PAID LESS		
31 INTEREST ASSIGNED-L25	1012	16.51
32 GENERAL HIRED LABOR		5.55
33 UTILITIES & MISCELLANEOUS		11.99
34 POWER & MACHINERY		8.97
35 LIVESTOCK EQUIPMENT		12.05
36 BUILDINGS & FENCES		10.48
37 TOTAL ALLOCATED COSTS	4019	65.55
38 TOTAL ACTUAL LISTED COSTS	18111	295.46
39 RETURN OVER ACTUAL LISTED COSTS	4715	76.91
40 TOTAL COSTS ADJ TO 7% MIN INT.	20131	328.40
41 RETURN OVER LISTED & 7% OPPORTUNITY		
42 INTEREST COST	2695	43.97

SUPPLEMENTARY MANAGEMENT INFORMATION		
44 RETURN/\$100 FEED FED	178.62	
45 PERCENT CALF DEATH LOSS	6.26	

Table 13 6310 Other Dairy/Commercial Replacement - 1988

35 Farms

		12 HIGH RETURN FARMS PER HEAD	12 LOW RETURN FARMS PER HEAD
1	AVERAGE NUMBER OF HEAD	54.6	75.7
2	NET INCREASE IN VALUE:	494.96	292.81
3	OTHER MISCELLANEOUS INCOME		0.12
4	TOTAL VALUE PRODUCED	494.96	292.93
	FEED FED: QUANTITY & COST	LBS/HEAD	LBS/HEAD
6	CORN	982	1469
7	SMALL GRAIN	123	127
8	COMPLETE RATION	353	43
9	PROT., SALT, MIN.	213	317
10	TOTAL GRAIN MIX	1671	1956
11	LEGUME HAY	1387	1037
12	OTHER DRY HAY & ROUGHAGE	228	752
13	HAYLAGE	516	746
14	SILAGE	4378	4378
15	MILK	44	19
16	PASTURE	4.43	0.83
17	TOTAL FEED COSTS	190.33	230.47
18	RETURN OVER FEED COST	304.63	62.46
	OTHER DIRECT COSTS		
20	VETERINARY	5.04	8.14
21	BREEDING		0.53
22	MISCELLANEOUS	7.56	13.86
23	CUSTOM WORK & LEASE EXPENSE	3.41	3.18
24	SPECIAL HIRED LABOR		
25	ASSIGNED INTEREST		
26	TOTAL OTHER DIRECT COSTS	16.01	25.71
27	TOTAL DIRECT COSTS INCL FEED	206.34	256.18
28	RETURN OVER ALL DIRECT COSTS	288.62	36.75
	ALLOCATED COSTS		
30	ACTUAL INTEREST PAID LESS		
31	INTEREST ASSIGNED-L25	8.49	24.59
32	GENERAL HIRED LABOR	4.01	7.76
33	UTILITIES & MISCELLANEOUS	12.34	11.68
34	POWER & MACHINERY	9.83	7.00
35	LIVESTOCK EQUIPMENT	11.90	12.41
36	BUILDINGS & FENCES	11.88	10.49
37	TOTAL ALLOCATED COSTS	58.45	73.93
38	TOTAL ACTUAL LISTED COSTS	264.79	330.11
39	RETURN OVER ACTUAL LISTED COSTS	230.17	-37.18
40	TOTAL COSTS ADJ TO 7% MIN INT.	312.51	352.66
41	RETURN OVER LISTED & 7% OPPORTUNITY		
42	INTEREST COST	182.45	-59.73

	SUPPLEMENTARY MANAGEMENT INFORMATION		
44	RETURN/\$100 FEED FED	260.06	127.11
45	PERCENT CALF DEATH LOSS	3.88	4.57

Table 14 All Dairy + Dual Purpose Cattle - 1988

Average of 44 Farms

	HERD TOTAL	PER COW	CWT MILK
1 AVERAGE NUMBER OF COWS	41.8		
2 POUNDS OF MILK		14721.32	
3 POUNDS OF BUTTERFAT		500.56	
4 PERCENT OF BUTTERFAT IN MILK		3.40	
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD		1683.95	
7 DAIRY PRODUCTS USED IN HOME		3.01	
8 MILK FED TO LIVESTOCK		6.05	
9 NET INCREASE IN VALUE:		484.98	
10 OTHER MISCELLANEOUS INCOME		5.69	
11 TOTAL VALUE PRODUCED	91278	2183.68	14.83
12 FEED FED: QTY & COST	LBS/COW		
13 CORN	7087	273.78	1.86
14 SMALL GRAIN	283	18.40	0.12
15 COMPLETE RATION	1087	63.68	0.43
16 PROT., SALT, MIN.	1484	279.33	1.90
17 TOTAL GRAIN MIX	9941	635.19	4.31
18 LEGUME HAY	6236	196.03	1.33
19 OTHER DRY HAY & ROUGHAGE	1642	25.74	0.17
20 HAYLAGE	2467	36.84	0.25
21 SILAGE	14031	116.67	0.79
22 PASTURE		6.67	0.05
23 TOTAL FEED COSTS	42517	1017.14	6.90
24 RETURN OVER FEED COST	48761	1166.54	7.93
OTHER DIRECT COSTS			
26 VETERINARY		44.21	0.30
27 BREEDING		15.36	0.10
28 MISCELLANEOUS		126.27	0.86
29 CUSTOM WORK & LEASE EXPENSE		65.10	0.44
30 SPECIAL HIRED LABOR		2.89	0.02
31 ASSIGNED INTEREST			
32 TOTAL OTHER DIRECT COSTS	10610	253.83	1.72
33 TOTAL DIRECT COSTS INCL FEED	53127	1270.97	8.62
34 RETURN OVER ALL DIRECT COSTS	38151	912.71	6.21
ALLOCATED COSTS			
37 ACT INT PD LESS INT ASSIGNED-L31		118.59	0.81
38 GENERAL HIRED LABOR		51.48	0.35
39 UTILITIES & MISCELLANEOUS		92.94	0.63
40 POWER & MACHINERY		66.26	0.45
41 LIVESTOCK EQUIPMENT		79.65	0.54
42 BUILDINGS & FENCES		82.18	0.56
43 TOTAL ALLOCATED COSTS	20528	491.10	3.34
44 TOTAL ACTUAL LISTED COSTS	73655	1762.07	11.96
45 RETURN OVER ACTUAL LISTED COSTS	17623	421.61	2.87
46 TOTAL COSTS ADJ TO 7% MIN INT.			
47 RETURN OVER LISTED & 7% OPPORTUNITY			
48 INTEREST COST			
49 ***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
50 RETURN/\$100 FEED FED	215		
51 POUNDS OF MILK/POUND GRAIN MIX	1.48		
52 AVERAGE PRICE/CWT. SOLD	11.50		
53 DAIRY COW TURNOVER PERCENTAGE	43.06		
54 APPROXIMATE DRY MATTER CONSUMED/COW	58		
55 PERCENT CALF DEATH LOSS	6.33		
56 TOTAL INVESTMENT/COW	9231.08		
57 TOTAL DEBT/COW	3214.81		

Table 14 All Dairy + Dual Purpose Cattle - 1988

44 Farms

		15 HIGH RETURN FARMS PER COW	15 LOW RETURN FARMS PER COW
1	AVERAGE NUMBER OF COWS	39.6	46.3
2	POUNDS OF MILK	17749.14	12116.98
3	POUNDS OF BUTTERFAT	609.78	431.83
4	PERCENT OF BUTTERFAT IN MILK	3.44	3.56
5	VALUE OF PRODUCE		
6	DAIRY PRODUCTS SOLD	2003.21	1411.40
7	DAIRY PRODUCTS USED IN HOME	3.51	1.84
8	MILK FED TO LIVESTOCK	2.20	4.64
9	NET INCREASE IN VALUE:	747.02	310.91
10	OTHER MISCELLANEOUS INCOME	4.24	11.45
11	TOTAL VALUE PRODUCED	2760.18	1740.24
12	FEED FED: QTY & COST	LBS/COW	LBS/COW
13	CORN	8323	6286
14	SMALL GRAIN	486	182
15	COMPLETE RATION	637	1879
16	PROT., SALT, MIN.	1642	1217
17	TOTAL GRAIN MIX	11088	9564
18	LEGUME HAY	7626	4536
19	OTHER DRY HAY & ROUGHAGE	1009	2813
20	HAYLAGE	1354	2842
21	SILAGE	13131	17787
22	PASTURE	6.67	5.12
23	TOTAL FEED COSTS	1134.42	934.79
24	RETURN OVER FEED COST	1625.76	805.45
	OTHER DIRECT COSTS		
26	VETERINARY	68.28	31.34
27	BREEDING	19.07	12.96
28	MISCELLANEOUS	128.16	106.78
29	CUSTOM WORK & LEASE EXPENSE	63.28	70.17
30	SPECIAL HIRED LABOR	1.84	5.92
31	ASSIGNED INTEREST		
32	TOTAL OTHER DIRECT COSTS	280.63	227.17
33	TOTAL DIRECT COSTS INCL FEED	1415.05	1161.96
34	RETURN OVER ALL DIRECT COSTS	1345.13	578.28
	ALLOCATED COSTS		
37	ACT INT PD LESS INT ASSIGNED-L31	74.55	173.89
38	GENERAL HIRED LABOR	103.41	25.57
39	UTILITIES & MISCELLANEOUS	82.02	108.96
40	POWER & MACHINERY	79.20	59.83
41	LIVESTOCK EQUIPMENT	100.07	66.05
42	BUILDINGS & FENCES	93.01	88.79
43	TOTAL ALLOCATED COSTS	532.26	523.09
44	TOTAL ACTUAL LISTED COSTS	1947.31	1685.05
45	RETURN OVER ACTUAL LISTED COSTS	812.87	55.19
46	TOTAL COSTS ADJ TO 7% MIN INT.	1768.36	1724.30
47	RETURN OVER LISTED & 7% OPPORTUNITY		
48	INTEREST COST	991.82	15.94
49	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****		
50	RETURN/\$100 FEED FED	243	186
51	POUNDS OF MILK/POUND GRAIN MIX	1.60	1.27
52	AVERAGE PRICE/CWT. SOLD	11.31	11.71
53	DAIRY COW TURNOVER PERCENTAGE	42.93	49.68
54	APPROXIMATE DRY MATTER CONSUMED/COW/	60	60
55	PERCENT CALF DEATH LOSS	3.27	8.95
56	TOTAL INVESTMENT/COW	12660.33	6428.08
57	TOTAL DEBT/COW	2964.85	2933.56

Table 15A 6100 Beef Farm/Whole Herd/Commercial

Average of 37 Farms

	HERD TOTAL	PER COW
1 AVERAGE NUMBER OF BEEF COWS	43.8	
2 AVERAGE NUMBER OF OTHER BEEF/BULLS	21.8	
3 POUNDS OF BEEF PRODUCED	20625	
4 NET INCREASE IN VALUE: BEEF	17780	405.94
5 OTHER MISCELLANEOUS INCOME		
6 TOTAL VALUE PRODUCED	17780	405.94
7 FEED FED: QUANTITY & COST	LBS/COW	
8 GRAIN	405.2	17.60
9 PROT., SALT, MIN.	118.5	14.57
10 LEGUME HAY	2896.2	79.43
11 OTHER DRY HAY AND ROUGHAGE	1210.3	21.69
12 SILAGE	3614.1	27.67
13 HAYLAGE	595.5	8.47
14 PASTURE		23.74
15 TOTAL FEED COSTS	8461	193.17
16 RETURN OVER FEED COSTS	9319	212.77
OTHER DIRECT COSTS		
18 VETERINARY		9.84
19 BREEDING		0.71
20 MISCELLANEOUS		3.84
21 CUSTOM WORK & LEASE EXPENSE		0.37
22 SPECIAL HIRED LABOR		
23 ASSIGNED INTEREST		
24 TOTAL OTHER DIRECT COSTS	646	14.76
25 TOTAL DIRECT COSTS INCL FEED	9107	207.93
26 RETURN OVER ALL DIRECT COSTS	8673	198.01
ALLOCATED COSTS		
28 ACTUAL INTEREST PAID LESS		
29 INTEREST ASSIGNED-L23		30.63
30 GENERAL HIRED LABOR		12.57
31 UTILITIES & MISCELLANEOUS		27.33
32 POWER & MACHINERY		12.12
33 LIVESTOCK EQUIPMENT		24.89
34 BUILDINGS & FENCES		12.85
35 TOTAL ALLOCATED COSTS	5274	120.39
36 TOTAL ACTUAL LISTED COSTS	14381	328.32
37 RETURN OVER ACTUAL LISTED COSTS	3399	77.62
38 TOTAL COSTS ADJ TO 7% MIN INT.	15478	353.37
39 RETURN OVER LISTED & 7% OPPORTUNITY		
40 INTEREST COST	2302	52.57
***** SUPPLEMENTARY MANAGEMENT INFORMATION *****		
42 RETURN/\$100 FEED FED	210.14	
43 \$/CWT BREEDING ANIMALS SOLD	68.71	
44 AVE WEIGHT OF ANIMALS SOLD	752.77	
45 NUMBER OF HEAD BOUGHT	5	
46 PERCENT DEATH LOSS	2.91	
47 PRICE/CWT CALF SOLD/TRANSFER	88.63	
48 AVE WEIGHT CALF SOLD/TRANSFER	735	
49 PERCENT CALF CROP BORN		
50 PERCENT CALF CROP WEANED		
51 PERCENT CALF DEATH LOSS	4.88	
52 CULL INCOME/BREEDING COW	80.21	
53 HAY EQUIVALENT/COW	2.66	
54 CORN EQUIVALENT/COW	7.24	

Table 15B 6140 Beef Feedlot - 1988

Average of 71 Farms

		TOTAL	PER CWT	PER HEAD
1	AVERAGE NUMBER OF ANIMALS	105.8		
2	POUNDS OF ANIMAL PRODUCED	83609		
3	NET INCREASE IN VALUE: ANIMALS	47465	56.77	448.63
4	OTHER MISCELLANEOUS INCOME			
5	TOTAL VALUE PRODUCED	47465	56.77	448.63
6	FEED FED: QTY & COST			
7	CORN	560.1	19.88	157.12
8	SMALL GRAINS	0.8	0.05	0.38
9	COMPLETE RATIONS	7.7	0.78	6.13
10	PROT., SALT, MIN.	42.3	6.29	49.69
11	LEGUME HAY	46.6	1.48	11.66
12	OTHER DRY HAY & ROUGHAGE	45.8	0.60	4.72
13	SILAGE	421.8	3.44	27.15
14	HAYLAGE	70.4	1.03	8.16
15	PASTURE		0.02	0.13
16	TOTAL FEED COST	28051	33.57	265.14
17	RETURN OVER FEED COSTS	19414	23.20	183.49
	OTHER DIRECT COSTS			
19	VETERINARY		1.25	9.91
20	MISCELLANEOUS		0.52	4.12
21	CUSTOM WORK & LEASE EXPENSE		0.66	5.24
22	SPECIAL HIRED LABOR		0.08	0.61
23	ASSIGNED INTEREST		0.08	0.66
24	TOTAL OTHER DIRECT COSTS	2174	2.59	20.54
25	TOTAL DIRECT COSTS INCL FEED	30225	36.16	285.68
26	RETURN OVER ALL DIRECT COSTS	17240	20.61	162.95
27	ALLOCATED COSTS			
28	ACTUAL INTEREST PAID LESS			
29	INTEREST ASSIGNED-L23		5.55	43.85
30	GENERAL HIRED LABOR		1.65	13.01
31	UTILITIES & MISCELLANEOUS		3.93	31.03
32	POWER & MACHINERY		0.97	7.69
33	LIVESTOCK EQUIPMENT		1.68	13.31
34	BUILDINGS & FENCES		1.67	13.16
35	TOTAL ALLOCATED COSTS	12914	15.45	122.05
36	TOTAL ACTUAL LISTED COSTS	43139	51.61	407.73
37	RETURN OVER ACTUAL LISTED COSTS	4326	5.16	40.90
38	TOTAL COSTS ADJ TO 7% MIN INT	44613	53.36	421.67
39	RETURN OVER LISTED & 7% OPPORTUNITY			
40	INTEREST COST	2852	3.41	26.96
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****			
42	RETURN/\$100 FEED FED	169.21		
43	PRICE/CWT SOLD	68.50		
44	AVERAGE WEIGHT ALL CATTLE SOLD	1113		
45	PRICE/CWT BOUGHT	83.36		
46	AVERAGE WEIGHT CATTLE BOUGHT	623		
47	NUMBER OF HEAD BOUGHT	167		
48	PERCENT DEATH LOSS	0.71		
49	EFFECTIVE DAILY GAIN-POUND/HEAD/DAY	2.17		
50	PRICE TO COVER PURCH PRICE + LISTED	155.29		
51	HAY EQUIVALENT/CWT	0.13		
52	CORN EQUIVALENT/CWT	10.02		

Table 16A 6670 Sheep, Farm, Commercial

Average of 21 Farms

		FLOCK TOTAL	PER EWE
1	AVERAGE NUMBER OF EWES	103.8	
2	POUNDS OF LAMB, MUTTON PRODUCED	14449	
3	POUNDS OF WOOL PRODUCED	1080	
4	VALUE OF PRODUCE		
5	WOOL		13.71
6	NET INCREASE IN VALUE		77.78
7	OTHER MISCELLANEOUS INCOME		4.95
8	TOTAL VALUE PRODUCED	10011	96.44
9	FEED FED: QUANTITY & COST		
10	GRAIN	LBS/EWE	
11	PROT., SALT, MIN.	493.8	20.50
12	LEGUME HAY	93.9	14.58
13	OTHER DRY HAY AND ROUGHAGE	884.9	28.56
14	SILAGE	69.1	1.90
15	HAYLAGE	214.7	1.64
16	PASTURE	23.0	0.39
17	TOTAL FEED COST		0.85
17	TOTAL FEED COST	7101	68.42
18	RETURN OVER FEED COSTS	2910	28.02
	OTHER DIRECT COSTS:		
20	VETERINARY		4.62
21	BREEDING		
22	MISCELLANEOUS		3.42
23	CUSTOM WORK		0.79
24	LEASE EXPENSE		0.38
25	SPECIAL HIRED LABOR		0.04
26	ASSIGNED INTEREST		
27	TOTAL OTHER DIRECT COSTS	960	9.25
28	TOTAL DIRECT COSTS INCL FEED	8061	77.67
29	RETURN OVER ALL DIRECT COSTS	1950	18.77
30	ALLOCATED COSTS		
32	ACT INT PD LESS INT ASSIGNED-L26	420	4.05
33	GENERAL HIRED LABOR		1.32
34	UTILITIES & MISCELLANEOUS		5.27
35	POWER & MACHINERY		4.65
36	LIVESTOCK EQUIPMENT		6.79
37	BUILDINGS & FENCES		4.92
38	TOTAL ALLOCATED COSTS	2803	27.00
39	TOTAL ACTUAL LISTED COSTS	10864	104.67
40	RETURN OVER ACTUAL LISTED COSTS	-853	-8.23
41	TOTAL COSTS ADJ TO 7% MIN INT.	11338	109.25
42	RETURN OVER LISTED & 7% OPPORTUNITY		
43	INTEREST COST	-1327	-12.79
	***** SUPPLEMENTARY MANAGEMENT INFORMATION *****		
45	RETURN/\$100 FEED FED	140.98	
46	PRICE/CWT LAMB SOLD OR TRANSFERRED	62.59	
47	AVE WT. LAMB SOLD OR TRANSFERRED	101	
48	LBS. WOOL/SHEEP SHEARED	11.3	
49	NUMBER OF EWES EXPOSED	109	
50	NUMBER OF EWES LAMBING	106	
51	CONCEPTION RATE	97.2	
52	NUMBER OF LAMBS BORN	163	
53	PERCENT BORN/EWE EXPOSED	149.5	
54	PERCENT BORN/EWE LAMBING	153.8	
55	PERCENT WEANED/EWE LAMBING	150.0	
56	PERCENT EWE LOSS: % DEATH LOSS	3.1	
57	PERCENT LAMB LOSS: % DEATH LOSS	1.5	