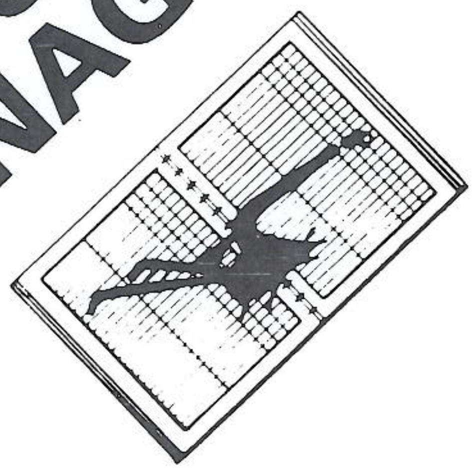
FARM BUSINESS MANAGEMENT



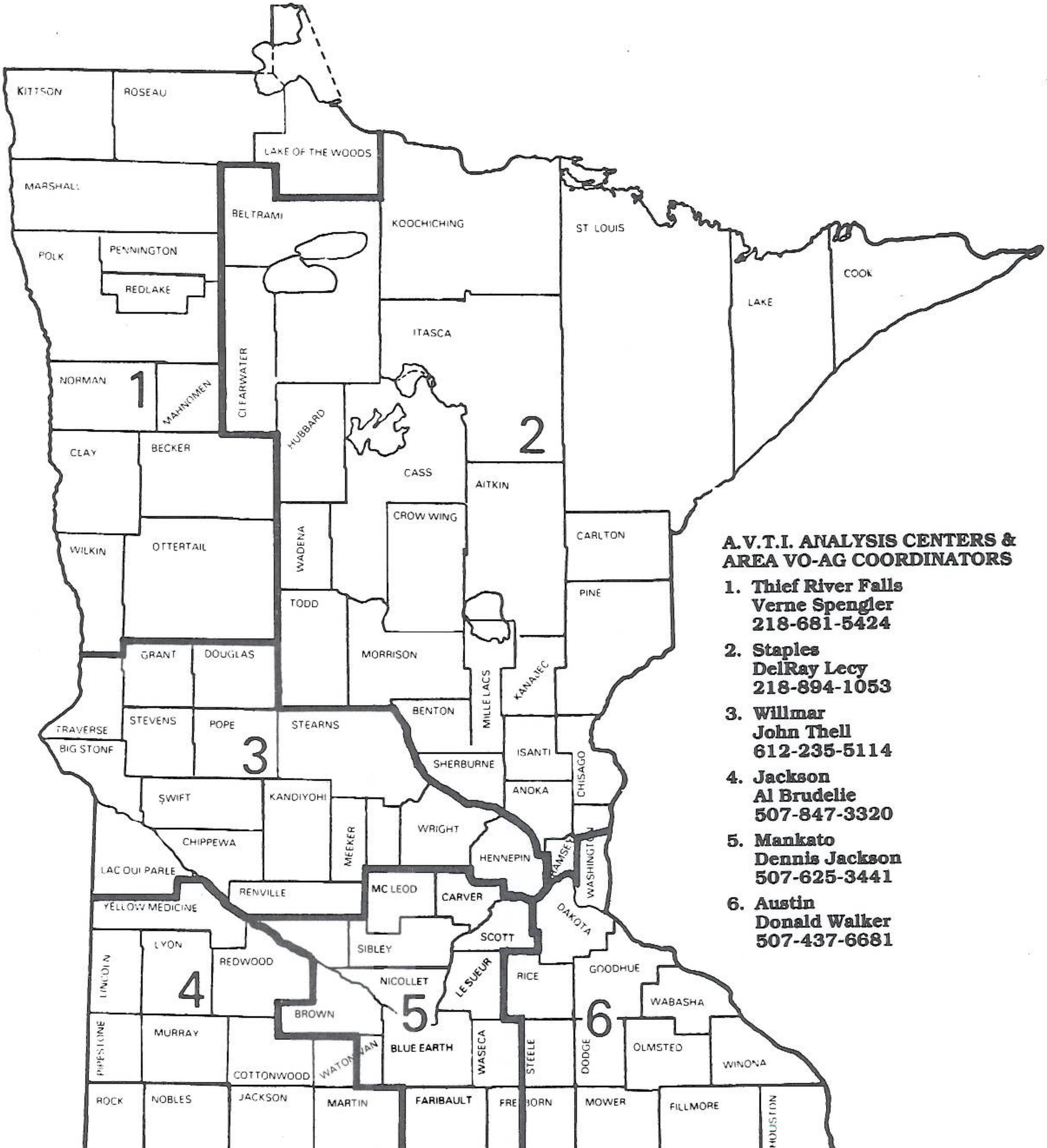
1990

Education Program Annual Report
Willmar Area Central Minnesota
April 1991

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

A VOCATIONAL
EDUCATION
PROGRAM

VO-AG FARM MANAGEMENT AREAS



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

1. **Thief River Falls**
   Verne Spengler
   218-681-5424
2. **Staples**
   DelRay Lecy
   218-894-1053
3. **Willmar**
   John Thell
   612-235-5114
4. **Jackson**
   Al Brudelie
   507-847-3320
5. **Mankato**
   Dennis Jackson
   507-625-3441
6. **Austin**
   Donald Walker
   507-437-6681

1990 REPORT OF THE AGRICULTURE EDUCATION
FARM BUSINESS MANAGEMENT PROGRAM
CENTRAL MINNESOTA AREA
April 1991

John Thell - Area Agriculture Program Coordinator

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The analysis of these records and preparation of this report is done under the direction of Mr. John Thell, Area Agriculture Program Coordinator at the Willmar Technical College. Directing in a supervisory capacity is Mr. Ronald Erpelding, Technical College President, Mr. Orlo Almlie, Superintendent of Willmar Schools; Mr. John Murray, Education Specialist, Minnesota Technical College System; and Dr. Edgar Persons, Head, Agriculture Education Division, University of Minnesota.

Clerical work was done by Celeste Thell. Data processing was done by Specialized Data Systems Inc., Madison, Wisconsin

Listed is the schools and instructors responsible for the instruction of the Farm Business Management Programs offered through the Technical Colleges or Public High Schools in Central Minnesota.

School	Instructor(s)
Alexandria Technical College	Jerry Kalinowski
Alexandria Technical College	Jan Dobbert
Alexandria Technical College	Norman Skarstad
Benson	Richard Bonde
Brooten-Belgrade-Elrosa	Larry Putz
Buffalo (Wright County Tech.)	Stan Vander Kooi
Buffalo lake	Kenneth Anderson
Cold Spring (ROCORI)	David Acheson
Dawson-Boyd	Curt Schoephoerster
Elbow Lake (Westland)	David Willard
Glenwood	Ronald Nelsen
Lac Quir Parle School;	
Appleton	Scott Seig
Madison	Ralph Butterfield
Litchfield	Charles Stranberg
Melrose	Mike Foley
Montevideo	Tim Radermacher
Morris	Dan Perkins
Olivia-Bird Island (BOLD)	Steve Zenk
Ortonville	Tim Holtquist
Paynesville	Wallace Payne
St. Cloud Technical College	Dennis Lehto
St. Cloud Technical College	Howard Pennertz
St. Cloud Technical College	Ronald Novotony
Willmar Technical College	Dale Steussy
Willmar Technical College	Richard Allen
Willmar Tech. Coll. Farm Opr. Prog.	Floyd Boeder

SUMMARY OF MANAGEMENT INFORMATION - 1990

ITEMS (Total Number of Farms with - -	AVERAGE RETURN 602	HIGH RETURN 120	LOW RETURN 120
++++++++FARM SIZE++++++++			
Total Acres Operated	526.2	791.4	511.7
Total Acres Owned	250.6	239.4	239.5
Tillable Acres Operated	473.2	737.6	443.4
Tillable Acres Owned	507.2	756.0	363.2
Total Full Time Worker Equivalents	1.50	1.89	1.27
Operator Investments:			
Per Worker	$ 233357	$ 267602	$ 237010
Per Work Unit	$ 690	$ 669	$ 829
++++++++PROFIT AND LOSS ANALYSIS++++++++			
Return to Operator's Labor & Management	36826	84308	1878
Full Time Operator Equivalent	1.09	1.29	1.27
Return to Capital, Farm Labor & Management	46801	95421	12347
Operator's Share			
Ratio: Total Expense to Total Receipts (O.S.)	.81	.75	.97
Ratio: Cash Operating Exp. to Total Farm Op. Inc.	.77	.76	.83
Ratio: Cash Operating Expense to Total Expenses	.78	.82	.71
Ratio: Cap. Turnover: Ave..Capt.to Receipts: (W.F.)	2.42	2.18	3.19
Ratio: Cap. Turnover: Ave. Capt.to Receipts: (O.S.)	1.72	1.48	2.18
Net Cash Operating Income	$ 40666	$ 67495	$ 24350
Interest Payable Per Work Unit	$ 31.19	$ 33.33	$ 32.54
Interest Payable / Dollar of Farm Operating Income	.09	.09	.09
++++++++BALANCE SHEET ANALYSIS++++++++			
Change in Total Assets	38386	69894	24350
Change in Total Liabilities	9530	8251	17959
Change in Equity	28857	61643	6391
Current Ratio: End of Year	4.19	4.26	4.36
Working Ratio: End of Year	2.59	2.34	2.86
Fixed Ratio: End of Year	2.01	1.94	2.31
Net Capital Ratio: End of Year	2.28	2.14	2.57
Total Farm Assets per Work Unit	$ 756.50	$ 737.27	$ 943.96
Total Farm Liabilities per Work Unit	$ 362.83	$ 370.79	$ 409.24
++++++++FAMILY INFORMATION++++++++			
Total Non-Farm Income	$ 11087	$ 7803	$ 13247
Total Cash & Non-Cash Family Living Exp.	$ 33979	$ 43045	$ 28278
TOTAL DOLLARS AVAILABLE TO SAVE & REPAY DEBT	$ 31425	$ 70707	$ 2911

TABLE 230 - FARM SIZE AND COST PER UNIT OF PRODUCTION - 1990

****MEASURES OF FARM SIZE****

(Total Number of Farms in -	AVERAGE RETURNS 602	HIGH RETURNS 120	LOW RETURNS 120
ACRES			
Total	526.2	791.1	511.7
Tillable	473.2	737.6	443.4
Units of Work accomplished:			
Crops	221.6	364.3	195.3
Livestock	267.0	367.2	157.9
Other	18.6	24.4	10.1
TOTAL	507.2	755.9	363.3
Workers (Year Equivalent)			
Operator(s)	1.09	1.29	1.04
Hired Labor	.29	.49	.14
Custom Labor	.04	.05	.03
Unpaid Labor	.08	.06	.06
TOTAL	1.50	1.89	1.27
Operator Investments:			
Per Worker	$ 233357	$ 267602	$ 237010
Per Work Unit	$ 690	669	829

****ENTERPRISE PRODUCTION SUMMARY****

Crop Production: (dollars)	Cost/Unit	Cost/Unit	Cost/Unit
Oats	1.36	1.13	2.12
Wheat	2.79	2.40	3.45
Corn	1.92	1.63	2.43
Soybeans	4.03	3.29	5.38
Alfalfa Hay	58.11	40.56	107.61
Corn Silage	13.80	10.88	20.77
Livestock Production: (dollars)			
Hogs/ Farrow-Finish/Litter	627.00	440.00	674.00
Hogs/ Finishing / Cwt.	33.86	38.68	34.59
Hogs/ Feeder Pig Prod / Head	38.91	38.83	41.88
Dairy Cows / Cwt. Milk	9.92	9.31	11.24
Other Dairy (yngstock)/Head	347.00	311.00	381.00
All Dairy & Oth.Dairy/Cow	2047.00	2300.00	1838.00
Beef Cows / Cow	335.00	---	---
Beef Feedlot / Cwt.	53.10	45.57	68.08
Sheep, Farm Flock / Ewe	92.88	---	---

TABLE 200 - CASH FARM OPERATING INCOME - 1990

(No of Farms in --	AVERAGE RETURN 601	HIGH RETURN 120	LOW RETURN 120
SALE OF LIVESTOCK & LIVESTOCK PRODUCTS:			
Dairy Products	48178	51629	23618
Other Dairy Sales	7668	15011	2807
Beef Breeding	544	832	1274
Beef Feeders-Feedlot	13263	28668	13847
Farrow To Finish Hogs	9847	23038	7828
Finishing Hogs Only	8591	15793	4449
Producing Weaning Pigs	2706	4011	956
Sheep Goats, Wool	1025	44	4504
Eggs, Poultry, All Fowl	1286		442
Other Misc. Livestock Income	105	549	1611
TOTAL SALES OF LVSTK & PLTRY $	93213 (55.6)*	139575 (50.7)*	59106 (47.9)*
SALE OF CROPS:			
Wheat	5017	8784	5461
Oats	453	308	651
Other Small Grains	1161	1267	901
Corn	21801	41615	16191
Soybeans	21290	33957	18453
Sugarbeets	3614	14038	1593
Grain Sorgum, Other Row Crops	1774	3530	1631
Legumes, & Other Roughage	587	754	2280
Nursery, Timber & Other	158	33	
Sale Purch. Crops For Resale	3595	4038	1593
TOTAL CROP SALES $	58450 (34.8)*	108324 (39.3)*	50903 (41.3)*
OTHER FARM INCOME:			
Government Payments-Set Aside	9412	15680	8220
Income From work Off Farm'	2483	3390	1622
Custom Enterprise Income	180	198	
Patronage Refund, (cash)	667	1073	349
Miscellaneous Farm Income	2940	6359	2805
Farm Capital Lease Payment	352	929	277
TOTAL OTHER INCOME $	16094 (9.6)*	27596 (10.0)*	13273 (10.8)*
TOTAL CASH OPERATING INCOME $	167757	275495	123282

* Indicates the (percent) of total income from livestock, crops, and other farm income.

TABLE 200- CASH FARM OPERATING EXPENSE - 1990

(No. of Farms in --	AVERAGE RETURNS 601	HIGH RETURN 120	LOW RETURN 120
LIVESTOCK EXPENSES:			
Dairy & Other Dairy	925	2025	857
Beef Breeding Cattle	131		73
Beef Feeder Cattle	6030	14117	4791
Hogs Complete & Mixed	248	80	634
Hogs Finishing	1956	2611	1455
Hogs Producing Feeder Pigs	50	10	71
Sheep, Goats, Wool, Feeders	3	2	2866
Poultry, All Fowl	109		51
Vet. & Misc. Livestock Exp.	6081	7590	3736
Feed Purchased	22916	35329	14544
TOTAL LVSTK EXPENSES $	38449 (22.9)*	61764 (22.4)*	29078 (23.6)*
CROP EXPENSES:			
Fertilizer	8772	14056	7689
Chemicals	6931	12062	5495
Seed	6251	9527	5268
Drying Expense	1159	1839	1046
Irrigation Operation	196	252	345
Other Crop Expense	3202	4907	2552
Purchases for Resale	3829	7856	3875
TOTAL CROP EXPENSES $	30340 (18.1)*	50499 (18.3)*	26720 (21.7)*
OPERATING EXPENSES:			
Fuel & Lubricants	5691	8641	4971
Repair: Livestock Equipment	1681	2411	1177
Repair: Farm Real Estate	1705	2852	1359
Repair: Machinery & Vehicles	8744	13296	7613
Repair: Irrigation Equipment	59	113	87
TOTAL FUEL & REPAIR EXP.$	17885 (10.7)*	27313 (9.9)*	15153 (12.3)*
MISCELLANEOUS FARM EXPENSES:			
Custom Work Hired	4094	5968	3161
Custom Ent. Operating Expense	70	55	
Hired Labor	4593	8443	2422
Personal Prop & Real Est.Taxes	1615	2548	1307
General Farm Expense	3488	4978	3399
Utilities	3030	4029	2135
Capital Lease Payments	12354	23473	7878
Interest Actually Paid	15748	25173	11716
TOTAL MISC. EXPENSE $	44992 (26.8)*	74667 (27.1)*	32018 (26.0)*
(A) TOTAL CASH OPER. EXPENSE $	131666 (78.5)*	214243 (77.8)*	102969 (83.5)*
(B) TOTAL CASH FARM INCOMES $	167757	275495	123282
NET CASH INCOME (A-B) $	36091	61252	20313

(*) Indicates the (percent) of total expense for that area.

TABLE 210 - ACCRUAL STATEMENT OF OPERATOR'S FARM PROFIT OR LOSS -1990

TOTAL NUMBER OF FARMS (No. of Farms in --	AVERAGE RETURN 602	HIGH RETURN 120	LOW RETURN 120
(C) NET CASH INCOME $	36091	61252	20313
INVENTORY CHANGES:	INVENTORY CHANGE	INVENTORY CHANGE	INVENTORY CHANGE
Market Livestock	2732	7573	7054
Supplies. Prepaids, Fuel	1486	1793	221
Crop, Seed & Feed	11253	27286	3128
Stocks & Coop Equities	2120	4652	1057
Accounts Receivable	-264	1111	-584
E) NET INVENTORY CHANGE $	17329	42415	3232
F) NET OPER. INCOME (C+E) $	53420	103667	23545
DEPRECIATION AND CAPITAL ADJUSTMENTS:			
Breeding Stock	5389	7448	2546
Vehicles, Mach. Equip:			
Vehicles	-1130	-1514	-898
Power & Machinery	-6201	-8516	-6620
Livestock Equip.	-1341	-1772	-853
Custom Equip.	-31	-65	
Irrigation Equip.	-195	-63	-537
Real Estate:			
Buildings & Fences	-3248	-4139	-2549
Land Impr & Tile	-170	-234	-106
Bare Land	-466	346	-1970
(G) TOTALS $	-7396	-8509	-10987
(H) TOTAL DEPRECIATION & CAPITAL ADJUSTMENTS $	-7396	-8509	-10987
CHANGE IN FARM CAPITAL $	31706	60052	12558
OTHER ADJUSTMENTS			
Accounts Payable	-260	-906	-869
Deliq. Rent-R.E. Tax	-16	-58	85
Delinquent Interest	-70	-20	-101
(J) TOTAL OTHER ADJUSTMENTS $	-346	-984	-885
(K) NET FARM PROFIT OR LOSS (F+H+J)	$ 45678	$ 94174	$ 11673

TABLE 220 - MEASURES OF FARM PROFITABILITY, LIQUIDITY, SOLVENCY -1990

(Total Number of Farms in----			AVERAGE RETURN 602
++++++++PROFITABILITY++++++++			
(K) Net Farm Profit Or Loss			45678
(L) Family Living From The Farm			623
(M) Wages Paid To Spouse			559
(N) Board Furnished Hired Labor			50
(O) RETURN: CAPITAL & FAM. LABOR	(K+L+M+N)		46801
CAPITAL COST CALCULATION:			
(I) Ave. Total Farm Capital			350035
(P) Opport Cost On Capital	(I*7%)		24502
(Q) Interest Actually Paid			15748
(R) Interest On Operator Equity	(P-Q)		8754
(S) Value Of Unpaid Family Labor			662
RETURN: OPER LABOR & MGMNT.	(O-R-S-M)		36826
NUMBER OF OPERATORS FULL TIME EQUIV.			1.09
RETURN:TO LBR & MGMT/FULLTIME EQUIV.			33785
(T) Value Operators Labor & Mgmnt.			18287
(U) Return To Farm Capital	(O+Q-T)		44262
RATE OF RETURN OF AVE FARM CAP.	(U/I)		12.6
(V) Operator Ave Net Equity	(T.5.2)		225628
(W) Return To Operator Equity			28514
RATE OF RETURN TO EQUITY	(W/V)		12.6
(X) Value Of Farm Production	(A+E)		185086
NET PROFIT MARGIN	(U/X)		23.9
ASSET TURNOVER RATE	(X/I)		52.9

++++++++LIQUIDITY++++++++		CASH	ACCRUAL
(C) Net Cash Farm Income		36091	36091
(E) Net Change In Inventory		XXXX	17329
(F) NET OPERATING INCOME	(C+E)	36091	53420
(Y) Non Farm & Spouse Income		9910	9910
(Z) TOTAL SPENDABLE INCOME	(F+Y) $	46001	63330
(AA) Faml. Living & Taxes Paid	(T.4))	33354	33354
(AB) Sched. R.E. Principle Payments		2967	2967
(AC) Avail For Non R.E. Debt.	(Z-AA-AB)	9680	27009
(AD) Ave. Non R.E. Debt	(AD/AC)	85034	85034
Years To Turnover Non R.E. Debt	(AD/AC)	8.8	3.1
++++++++SOLVENCY++++++++		BEGIN	END
Total Assets	(T5.1)	388651	427037
Total Liabilities	(T5.2)	177451	186981
Operator Equity	(T5.2)	211199	240056
Change In Equity	(T5.2)	XXXX	28857
PERCENT IN DEBT:			
Farm, Current		24.5	23.7
Farm, Intermediate		60.2	58.3
Farm, Working (Current + Intermediate)		43.6	41.8
Farm, Fixed		57.8	56.0
Non Farm		6.8	7.0
TOTAL (farm & Non Farm)	$	45.7	43.8
CURRENT PORTION OF TOTAL DEBT.		20662	23768
TOTAL MONEY BORROWED THIS YEAR		XXXX	66906
TOTAL PRINCIPAL PAID THIS YEAR		XXXX	58634

TABLE 220 - MEASURES OF FARM PROFITABILITY, LIQUIDITY, SOLVENCY - 1990

(Total Number of Farms in-	HIGH RETURN	LOW RETURN
	120	120
++++++++PROFITABILITY++++++++		
(K) NET FARM PROFIT OR LOSS	94174	11673
(L) FAMILY LIVING FROM THE FARM	829	442
(M) WAGES PAID TO SPOUSE	475	291
(N) BOARD FURNISHED HIRED LABOR	57	59
(O) RETURN: CAPITAL & FAM. LABOR(K+L+M+N)	$ 95421	12347
CAPITAL COST CALCULATION:		
(I) AVE. TOTAL FARM CAPITAL	505768	301003
(P) OPPORT COST ON CAPITAL (I*7%)	35404	21070
(Q) INTEREST ACTUALLY PAID	25173	11716
(R) INTEREST ON OPERATOR EQUITY (P-Q)	10231	9354
(S) VALUE OF UNPAID FAMILY LABOR	407	824
RETURN: OPER LABOR & MGMNT. (O-R-S-M)	$ 84308	1878
NUMBER OF OPERATORS FULL TIME EQUIV.	1.29	1.04
RETURN:TO LBR & MGMT/FULLTIME EQUIV.	65355	1806
(T) VALUE OPERATORS LABOR & MGMNT.	24732	15636
(U) RETURN TO FARM CAPITAL (O+Q-T)	95862	8427
RATE OF RETURN OF AVE FARM CAP. (U/I)	19.0	2.8
(V) OPERATOR AVE EQUITY (T.5.2)	292660	236655
(W) RETURN TO OPERATOR EQUITY	70689	-3289
RATE OF RETURN TO EQUITY (W/V)	24.2	-1.4
(X) VALUE OF FARM PRODUCTION (A+E)	317910	126514
NET PROFIT MARGIN % (U/X)	30.2	6.7
ASSET TURNOVER RATE % (X/I)	62.9	42.0

++++++++LIQUIDITY++++++++	CASH	ACCRUAL	CASH	ACCRUAL	
(C) NET CASH FARM INCOME	61252	61252	20313	20313	
(E) NET CHANGE IN INVENTORY	XXXX	42415	XXXX	3232	
(F) NET OPERATING INCOME (C+E)	612052	103667	20313	23545	
(Y) NON FARM & SPOUSE INCOME	6377	6377	13544	13544	
(Z) TOTAL SPENDABLE INCOME (F+Y) $	67629	110044	33857	37089	
(AA) FAML. LIVING & TAXES PAID (T.4))	42243	42243	27832	27832	
(AB) SCHED. R.E. PRINCIPLE PAYMENTS	4850	4850	2371	2371	
(AC) AVAIL FOR NON R.E. DEBT.(Z-AA-AB)	20536	622951	3654	6886	
(AD) AVE NON R.E. DEBT (AD/AC)	129750	129750	72351	72351	
YEARS TO TURNOVER NON R.E. DEBT (AD/AC)	6.3	2.1	19.8	10.5	
++++++++SOLVENCY++++++++	BEGIN	END	BEGIN	END	
TOTAL ASSETS (T5.1)	536756	606650	368465	392815	
TOTAL LIABILITIES (T5.2)	274918	283169	135006	152965	
OPERATOR EQUITY (T5.2)	261838	323481	233459	239850	
CHANGE IN EQUITY (T5.2)	XXXX	61643	XXXX	6391	
PERCENT IN DEBT:					
FARM, CURRENT	24.6	21.7	20.8	26.5	
FARM, INTERMEDIATE	76.8	70.6	48.3	53.2	
FARM, WORKING (Currrent + Intermediate)	50.5	44.4	35.1	41.0	
FARM, FIXED	60.4	58.1	48.4	48.2	
NON FARM	6.8	6.0	8.4	9.6	
TOTAL (farm & Non Farm) $	51.2	46.7	36.6	38.9	
CURRENT PORTION OF TOTAL DEBT.	35623	40119	15376	18707	
TOTAL MONEY BORROWED THIS YEAR	XXXX	109337	XXXX	61595	XXXX
TOTAL PRINCIPAL PAID THIS YEAR	XXXX	105375	XXXX	42789	XXXX

TABLE 1 - FARM INVENTORIES - 1990

ITEMS	AVERAGE OF 602 FARMS (*)
MEASURES OF FARM SIZE	
Acres:Total	526.2
Tillable	473.2
WORK UNITS - Crops	221.6
Livestock	267.0
Other	18.6
TOTAL	507.2
WORKERS- OPERATOR YR. EQUIV.	1.09
Hired	.29
Custom	.04
Unpaid Family	.08
TOTAL	1.50
CAPITAL INVEST. / WORKER $	340354
CAPITAL INVEST. / WORK UNIT $	1007

WHOLE FARM INVENTORIES	JAN 1	DEC 31	
Feeder Cattle	9020	9973	
Market Hogs	5503	6617	
Feeder Lambs & Cattle	384	296	
Poultry-(All Types)	141	128	
Other Lvstk-Inc Otr. Dairy	9247	9970	
Crops Held Inc Sale & Feed	46489	57782	
Supplies/Prepaids; Fuels Etc.	3130	4572	
Acct. Recv. & Hedging Eqty	1821	1595	
Dairy Cows	20414	20990	
Other Dairy	3409	3686	
Beef Breeding	1716	1894	
Swine Breeding	2677	3058	
Sheep Breeding	79	58	
Other Breeding Lvstk.	11	116	
Auto-Truck (Farm Share)	5549	6407	
Power & Machinery	50837	56093	
Livestock Equipment	8593	9769	
Custom Equipment	265	348	
Irrigation Equipment	1557	1529	
Bare Land	282001	283507	
Land Improvements-Tile	1569	1565	
Buildings & Fences	42809	43988	
TOTAL FARM CAPITAL $	497221	523841	(+26620)

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. Bought 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.

(*) This table includes operator and landlord figures in some instances. The previous tables included only the farm operators figures.

TABLE 1 - FARM INVENTORIES - 1960 (*)

ITEMS	120 HIGH PROFIT FARMS	120 LOW PROFIT FARMS
MEASURES OF FARM SIZE		
Acres: Total	791.1	511.7
Tillable	737.6	443.4
WORK UNITS - Crops	364.3	195.3
Livestock	367.2	157.9
Other	24.4	10.1
TOTAL	756.0	362.2
WORKERS- OPERATOR YR. EQUIV.	1.29	1.04
Hired	.49	.14
Custom	.05	.06
Unpaid Family	.06	.03
TOTAL	1.89	1.27
CAPITAL INVEST. / WORKER $	413072	368061
CAPITAL INVEST. / WORK UNIT $	1033	1287

WHOLE FARM INVENTORIES	HIGH JAN 1	HIGH DEC 31	LOW JAN 1	LOW DEC 31
Feeder Cattle	17635	20356	10813	10470
Market Hogs	12919	15889	3208	3508
Feeder Lambs & Cattle	57	29	1808	1408
Poultry-(All Types)	--	--	74	45
Other Lvstk-Inc Otr Dairy	12360	14049	5257	5110
Crops Held For Sale & Feed	73435	100703	40291	43665
Suppl./Prepaids, Fuels Etc.	5743	7438	2856	3065
Acct. Recevble/Hedg. Eqty.	1847	2984	1930	1405
Dairy Cows	24330	25092	9846	11058
Other Dairy	3691	3777	1133	1080
Beef Breeding	2742	2970	2922	3090
Swine Breeding	5005	5451	2020	2347
Sheep Breeding	18	15	310	223
Other Breeding Lvstk.			53	81
Auto-Truck (Farm Share)	7405	8207	5615	6297
Power & Machinery	69281	78233	57562	61836
Livestock Equipment	12106	13314	5779	6693
Custom Equipment	648	583		
Irrigation Equipment	949	864	2755	2313
Bare Land	444130	445977	269714	271580
Land Improv'nts - Tile	2598	2714	701	702
Buildings & Fences	58203	57666	36704	37548
TOTAL FARM CAPITAL $	755102	806311	461351	473524
Change in Farm Capital		(+51209)		(+12173)

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.

(*) This Table as the Table on the previous page include the operator and landlords share of in put in the farm business.

TABLE 3 - ENTERPRISE STATEMENT OF THE FARM BUSINESS 1990

ITEMS	AVERAGE OF 602 FARMS	HIGH 120 FARMS	LOW 120 FARMS
RETURNS & NET INCREASES			
Productive Livestock			
Net Livestock Lease Income	-15	-2	-15
Dairy Cows	50953	63579	22813
Other Dairy Cattle	11762	15657	5093
Beef Breeding	1234	1792	2251
Beef Feeders	7129	15851	7106
Hogs, Complete-Mixed	11370	28442	7425
Hogs-Finishing	5601	11710	2669
Hogs-Feeder Pig Prod.	4708	7395	1831
Sheep & Goats-Wool	25	-1	75
Sheep & Goats-Feeders	229	14	1133
Poultry-(All Fowl)	983		369
Contract Livestock	285	25	172
Other Prod. Livestock	113	524	7
TOTAL ALL LIVESTOCK $	94378	144987	50929
VALUE FEED FED LIVESTOCK $	43786	67124	27262
RET. OVER FED LIVST'K.$	50592	77863	23667
Crop, Feed, Seed	88461	165359	62423
Fert.,Chem, Seed, Other	25600	42206	22993
RET./DIRECT COSTS(Crops)	62861	123153	39430
Net.,Crops Bot For Resale	-290	-3818	1460
Coop Patronage Refunds	1806	2885	1072
Misc. Farm Income/Accts Rec.	2679	7483	2221
Custom Work Enterprise	80	79	
Gov't. Payments-Set Aside	9605	16087	8321
TOTAL RET.& NET INCREASES $	127333	223731	76172
EXPENSES & NET DECREASES			
Truck & Auto (farm share)	4988	6835	3883
Tractor & Crop Machinery	19687	29221	19047
Irrigation Equipment	319	301	658
Utilities	3066	4151	2147
Livestock Equipment	3516	5034	2279
Buildings & Fences	5756	7684	5272
Land Improvement & Tile	369	550	391
Land	632	-1041	4322
Vet.-Misc Lvstk. Expense	6170	7906	3736
All Labor Costs	4823	8364	3266
Property Tax	1872	3227	1389
General Farm Expense	3512	5060	3407
Int. On Farm Capital At 7%	35737	54649	32721
TOTAL EXPENSE & NET DECREASE$	90447	131941	82518
RET.TO LABOR & MANAGEMENT $	36886	91790	-6346
No. Farm Operators	1	1	1
Full Time Oper. Equivalent	1.09	1.29	1.04
Ret.To Farm Labor & Mgn't. $	33840	71155	-6102

TABLE 4 - NON FARM INCOME & EXPENSE 1990

ITEMS	273 AVE. RET.	54 HI. RET.	54 LO. RET.
Number Persons In Family	4	5	4
NO. Adult Equiv-Family	3.4	3.8	3.3
Non Farm Income			
Outside Investment Income	1099	1074	517
Other Pers. Income TAx Refund	9372	6256	12309
SAle of Personal Capital	291	35	343
Net Cash From Non Farm Busins.	325	438	78
TOTAL NON FARM INCOME $	11078	7803	13247
HOUSEHOLD EXPENSE			
Family Draw			
Church & Charity	935	1306	653
Medical Care & Health Ins.	3895	4686	3495
Food & Meals Bought	5379	5950	4784
Oper. Expense & supplies	1940	1495	1961
Furnishing & Equipment	1401	1883	1169
Clothing & Materials	1693	2171	1666
Personal Care-Spending	1913	2564	2145
Education	615	553	570
Recreation	1249	1753	1144
Gifts-Special Events	1009	1106	932
Personal Interest Paid	217	255	174
TOTAL CASH HOUSEHOLD EXP. $	20246	23722	18693
Truck & auto Exp (Personal)	1301	1428	1284
Dwelling Upkeep (Personal)	817	1897	671
CAsh Rent (Personal)	24		54
Phone & Elec. Exp. (Personal)	1075	1179	981
General Farm Exp.(Personal)	127	214	107
TOTAL CASH LIVING & OPER. $	23591	28441	21791
New Truck & Auto Purch.(Pers)	948	942	885
New Home, Bldgs,Land (Pers)	1410	1371	696
TAxes & Other Deductions	3653	5205	2593
Life Insurance	984	1279	723
Paid On Pers. Debt.	830	1331	500
Savings & Invest Less Ins.	1938	3674	645
TOTAL NON CASH EXPENSES $	33354	42243	27832
TOTAL NON FARM EXPENSES	22267	34440	14586
TOT.FAM. LIVING FROM FARM $	625	802	446
TOT. CASH/NON CASH EXP. $	33979	43045	28278
SUPPLEMENTARY INFORMATION			
FAMILY LIVING FROM THE FARM		VALUE	
Milk & Cream	413	485	219
Beef & Buffalo	652	926	458
Pork (lbs)	125	140	106
Lamb, Mutton, Goat	1		2
Poultry, All Fowl			
Eggs (Doz)			
Veg.,Produce & Wool			
TOTAL FAM. LIVING FROM FARM $	625	802	446
CALCULATED LIVING EXPENSE			
Total Family Income	62636	108747	30044
Minus Change In Net Worth	28857	61643	6391
Apparent Family Living	33779	47104	23653
Tot.Fam.Living/W.U. Calc.	65.76	55.88	76.63
Net Family Living/Work Unit	43.90	45.56	40.16

EXPLANATION OF TABLE 5.2 RATIOS

THE CURRENT WORKING RATIO:

This is a measure of liquidity.It indicates the shortrun ability of the business to service debt. It demonstrates the adequacy of the 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.

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.

WORKING RATIO:

The desired trend for this ratio is 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. The ratio is calculated by dividing current assets and intermediate assets by current and intermediate liabilities.

FIXED RATIO:

This ratio should be in excess of 1 but it is also important for this ratio to be increasing over time. This ratio should not be increasing at the expense of a safe working ratio. It is calculated by dividing long term assets by long term liabilities.

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 a 100% increase in liabilities before becoming insolvent. This ratio is calculated by dividing total ASSETS by total DEBTS.

EQUITY/ASSET RATIO:

This ratio shows the portion of the 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 as a ratio of .44 shows the operator 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.

DEBT/EQUITY RATIO:

This is another overall measure of solvency. It shows the relationship between debt and equity. A ratio of 1.00 indicates that the 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). Leaders prefer a debt-equity ratio of less than 1.0. It is calculated by dividing total liabilities by total equity.

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 $ 10.00 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 total is calculated by dividing current liabilities by total liabilities.

TABLE 5.1 OPERATOR'S FINANCIAL POSITION - 1990 AVE 473 FARMS

		JAN 1	DEC. 31
CURRENT ASSETS:			
Cash, Checking & Savings.(Pers)		438	373
Cash, Checking & Savings.(Farm)		5223	5307
Hedging Account Equity		51	82
Notes-Accts. Receivable (Pers)		209	197
Notes-Accts. Receivable (Farm)		1978	1475
Crops Held for Sale		26886	33881
Livestock Feed		22080	27222
Supplies / Prepaids		3401	4574
Feeder Cattle-Market Other Dry.		18349	20038
Market Hogs		5342	6506
Feeder Lambs & Goats		34	20
Poultry- all Types			
Other Livestock			
TOTAL CURRENT ASSETS	$	84021	99676
INTERMEDIATE ASSETS:			
Dairy Cows		18487	19343
Other Dairy		3074	3289
Beef Breeding Cattle		1962	2205
Breeding Hogs		2407	2818
Breeding Sheep / Goats		91	67
Other Prod. Livestock			
Auto-Truck, Pers Share		2690	3095
Auto-Truck, Farm Share		5839	6775
Power, Mach., Equipment		51595	58167
Livestock Equipment		7922	9194
Custom Work Equipment		360	474
Irrigation Equipment		963	940
Stocks, Bonds Coop Equity		7428	9695
Other Household Personal		7470	7766
Retirement Accts.,Life Ins.		3699	4460
TOTAL INTERMEDIATE ASSETS	$	113985	128378
LONG TERM ASSETS:			
Buildings & Fences		36975	39334
Land & Land Improvements		129066	133038
Dwelling		22870	24860
Real Estate Improvements		1732	1751
TOTAL LONG TERM ASSETS	$	190644	198983
TOTAL ASSETS	$	388651	427037
TOTAL PERS. ASSETS	$	40099	43343
TOTAL FARM ASSETS	$	348551	383694

The operator's financial statement presents a picture of the financial structure of the farm business at the beginning and the end of the year. The CHANGE IN EQUITY, shown on Table 5.2 is a dollar measure of progress. This statement, when accurately kept over a period of years, is one of the best measures of financial progress.

TABLE 5.1 OPERATOR'S FINANCIAL POSITION - 1990 HIGH AND LOW RETURN FARMS

	95 HI RETURN		95 LOW RETURN	
CURRENT ASSETS:	JAN 1	DEC. 31	JAN 1	DEC 31
CASH, CHECKING & SAVINGS.(Pers)	140	163	760	369
CASH, CHECKING & SAVINGS.(Farm)	2870	5903	6717	5619
HEDGING ACCOUNT EQUITY	14	27	101	120
NOTES-ACCTS. RECEIVABLE (Pers)	154	83	40	34
NOTES-ACCTS. RECEIVABLE (Farm)	2280	2290	2816	2330
CROPS HELD FOR RESALE	43744	63010	28823	30950
LIVESTOCK FEED	33739	43614	18253	19842
SUPPLIES / PREPAIDS	5633	6953	3487	3660
FEEDER CATTLE-MARKET OTHER DAIRY	28946	32401	15957	15394
MARKET HOGS	13748	16622	2953	3188
FEEDER LAMBS & GOATS	78	40	11	
POULTRY-ALL TYPES				
OTHER LIVESTOCK				
TOTAL CURRENT ASSETS $	131345	171107	79918	81506
INTERMEDIATE ASSETS:				
DAIRY COWS	20899	22489	7628	9382
OTHER DAIRY	3619	3459	1111	1132
BEEF BREEDING CATTLE	2642	2866	3495	3843
BREEDING HOGS	4132	4549	1940	2224
BREEDING SHEEP / GOATS	25	21	338	244
OTHER PROD. LIVESTOCK				
AUTO-TRUCK, (Pers Share)	2909	3124	2557	2883
AUTO-TRUCK, (Farm Share)	7824	8873	6665	7308
POWER, MACH., EQUIPMENT	70459	81403	57096	62626
LIVESTOCK EQUIPMENT	11070	12319	4376	5419
CUSTOM WORK EQUIPMENT	884	795		
IRRIGATION EQUIPMENT	621	578	1609	1471
STOCKS,BONDS, COOP EQUITY	12110	16894	10487	10949
OTHER HOUSEHOLD PERSONAL	7827	7963	8546	8820
RETIREMENT ACCTS.,LIFE INS.	2675	2983	6588	7738
TOTAL INTERMEDIATE ASSETS $	147695	168316	112436	124040
LONG TERM ASSETS:				
BUILDINGS & FENCES	53202	52840	30256	32539
LAND & LAND IMPROVEMENTS	173273	179723	121006	127766
DWELLING	28836	32082	22350	24249
REAL ESTATE IMPROVEMENTS	2404	2582	2500	2715
TOTAL LONG TERM ASSETS $	257715	267227	176111	187269
TOTAL ASSETS $	536756	606650	368465	329815
TOTAL PERS. ASSETS $	45239	49275	46839	49969
TOTAL FARM ASSETS $	491517	557375	321627	342846

THE OPERATOR'S FINANCIAL STATEMENT PRESENTS A PICTURE OF THE FINANCIAL STRUCTURE OF THE FARM BUSINESS AT THE BEGINNING AND THE END OF THE YEAR. The CHANGE IN EQUITY, shown on Table 5.2 is a DOLLAR MEASURE OF PROGRESS. THIS STATEMENT, WHEN ACCURATELY KEPT OVER A PERIOD OF YEARS, IS ONE OF THE BEST MEASURES OF FINANCIAL PROGRESS.

TABLE 5.2 OPERATOR'S FINANCIAL POSITION - DEBTS -- 1990

ITEMS	AVERAGE OF 473 FARMS	
CURRENT LIABILITIES	JAN 1	DEC 31
Accounts Payable (Pers)	46	47
Accounts Payable (Farm)	777	750
Current Portion: Real Estate	3241	3660
Current Portion: Intermediate Debt	5783	6105
Current Portion: Notes & Line of Cred.	10413	12720
Delinquent Interest	326	397
Rents-Lease Pymn'ts Past Due	76	88
TOTAL CURRENT LIABILITIES $	20662	23768
INTERMEDIATE LIABILITIES		
Notes Payable (Pers)	207	370
Notes Payable (Farm)	7503	9377
Chattel Mortgage(Pers)	697	760
Chattel Mortgages(Farm))	50252	53747
TOTAL INTERMEDIATE DEBTS $	58659	64253
LONG TERM LIABILITIES		
Real Estate & Contracts(Pers)	1708	1776
Real Estate & Contracts(Farm)	96423	97185
TOTAL LONG TERM DEBTS $	98131	98961
TOTAL LIABILITIES $	177451	186981
EQUITY $	211199	240056
CHANGE IN EQUITY $		+28857

+++++++++FINANCIAL RATIOS+++++++++	JAN 90	DEC 90	%
Current Ratio (T5.1 L17/T5.2 L9) (Current Assets/ Interm. Debt)	4.07	4.19	24
Intermed.Ratio (T5.1 L37/T5.2 L16) (C.Assets+I.Assets/C.Debt+I.Debt)	1.94	2.00	50
Working Ratio (T5.1 L17+L37/T5.2 L9+L16) (C.Assets+I.Assets/C.Debt+I.Debt)_	2.50	2.59	39
Fixed Ratio (T5.1 L43/T5.2 L22) (Long Term Assets/Long Term Debt)	1.94	2.01	50
Net Capital Debt.	2.19	2.28	44
Equity/Asset Ratio (T5.1 L44/T5.2 L21) (Total Equity/Total Assets)	.54	.56	56
Debt/Equity Ratio (T5.2 L23/T5.2 L23) (Total Liabilities/Total Equity)	.84	.78	78
Current Debt Ratio (T5.2 L9/T5.2 L22) (Current Liabilities/Total Debt)	.12	.13	13

RET. TO CAPITAL, FAM. LABOR & MGMN'T.	$	51549
TOTAL INCOME FROM NON FARM SOURCE	$	11087
TOTAL FAMILY INCOME	$	62636
TOT. FAMILY CASH-NON CASH EXPENSE	$	33979
TOTAL MONEY BORROWED	$	67825
TOTAL PAID ON DEBT	$	58352

TABLE 5.2 OPERATOR'S FINANCIAL POSITION - DEBTS - 1990

ITEMS		95 HIGH RETURN FARMS		95 LOW RETURN FARMS	
CURRENT LIABILITIES		JAN 1	DEC 31	JAN 1	DEC 31
Accounts Payable (Pers)				72	74
Accounts Payable (Farm)		823	743	735	719
Current Portion: Real Estate		4783	4664	3090	4234
Current Portion: Intermediate Debt		10391	10619	4451	4661
Current Portion: Notes & Line of Credit		18811	23082	6938	8992
Delinquent Interest		815	930	21	21
Rents-Lease Pymn'ts Past Due			80	69	
TOTAL CURRENT LIABILITIES	$	35623	40119	15376	18701
INTERMEDIATE LIABILITIES					
Notes Payable (Pers)		132	90	76	423
Notes Payable (Farm)		12435	13218	5083	6224
Chattel Mortgages(Pers)		383	263	1524	1631
Chattel Mortgage (Farm)		86773	91383	36363	44810
TOTAL INTERMEDIATE DEBTS	$	99724	104955	43046	53087
LONG TERM LIABILITIES					
Real Estate & Contracts(Pers)		2534	2794	1909	2202
Real Estate & Contracts(Farm)		137037	135602	74676	78975
TOTAL LONG TERM DEBTS	$	139571	138096	76584	81176
TOTAL LIABILITIES	$	274918	283169	135006	152965
EQUITY	$	261838	323481	233459	239850
CHANGE IN EQUITY	$		+61643		+6391
+++++++++FINANCIAL RATIOS+++++++++		YEAR END	RATIO %	YEAR END	RATIO %
Current Ratio (T5.1 L17/T5.2 L9) (Current Assets/ Interm. Debt)		4.26	24	4.36	23
Intermed.Ratio (T5.1 L37/T5.2 L16) (C.Assets+I.Ássets/C.Debt+I.Debt)		1.60	62	2.34	43
Working Ratio (T5.1 L17+L37/T5.2 L9+L16) (C.Assets+I.Assets/C.Debt+I.Debt)		2.34	43	2.86	35
Fixed Ratio (T5.1 L43/T5.2 L22) (Long Term Assets/Long Term Debt)		1.94	52	2.31	43
Net Capital Debt		2.14	47	2.57	39
Equity/Asset Ratio (T5.1 L44/T5.2 L21) (Total Equity/Total Assets)		.53	53	.61	61
Debt/Equity Ratio (T5.2 L23/T5.2 L23) (Total Liabilities/Total Equity)		.88	88	.64	64
Current Debt Ratio (T5.2 L9/T5.2 L22) (Current Liabilities/Total Debt)		.14	14	.12	12
RETTURN TO CAPITAL, FAM. LABOR & MGMN'T.	$	100944		16797	
TOTAL INCOME FROM NON FARM SOURCE	$	7803		13247	
TOTAL FAMILY INCOME	$	108747		30044	
TOT. FAMILY CASH-NON CASH EXPENSE	$	43045		28278	
TOTAL MONEY BORROWED	$	115154		59669	
TOTAL PAID ON DEBT	$	107017		41627	

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

RETURN TO LABOR & MGMT.: A measure of the relative financial return for the operators labor, taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found also in Table 2 and Table 3.

CROP YIELD INDEX: A measure of the crop yield level for all crops produced expressed as a percentage of the average; the average being 100%.

RETURN OVER LISTED COST PER TILLABLE ACRE: (excluding pasture) This is the net return per tillable crop acre after all variable and allocated costs have been paid.

GROSS RETURN PER ACRE: An additional measure of crop selection based on total production times an average price for the crops, plus other crop expense.

RETURN PER $100 FEED FED TO PRODUCTIVE LIVESTOCK: Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.

LIVESTOCK UNITS PER 100 ACRES: A measure of livestock density or population. Unit values are assigned to the various classes of livestock. Unit values are found in Table 7.

SIZE OF BUSINESS MEASURED IN WORK UNITS: A measure of the total work load. A Work Unit represents the average accomplishment of a worker in one ten hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.

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.

POWER, MACHINERY, EQUIPMENT AND BUILDING EXPENSE PER WORK UNIT: A measure of expense control. It is the total of items 31 through 36 in Table 3 divided by the number of work units.

Other items listed on Table 8 are related to the above measures as serve to further define and describe the efficiency level of the farm business. Items listed in Table 8 and the thermometer chart are to be considered in the light of the farm and arm operator. Although in general, an above average level for each factor listed would indicate an above average earnings, this may not be true when individual farms are considered. This inter-relationship of factor varies from farm to farm.

TABLE 8 MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY 1990

ITEMS (Total Number of Farms-		LABOR EARNINGS 602 Average	120 High Return	120low Return
Return Operator's Labor & Mgnt.	$	36286	84308	1878
Crop Yield Index		100.0	104.0	88.7
Retrn. Over All Listed Cost/Till. A.		49.74	68.64	27.25
Gross Return per Tillable Acre		224.90	248.80	192.51
Index Return / $ 100 Feed Fed		100.0	102.0	91.8
Livestock Units / 100 Acres #		17.44	18.72	12.69
Size of Business in Work Units		507.20	756.00	363.20
Work Units per Worker		338.13	400.00	285.98
Power, Mach.,Equip.,Bldg. Exp / W.U.		73.60	70.40	91.65
Number of Animal Units		83.29	139.41	57.76
Work Units:				
Crops		221.6	364.3	195.3
Productive Livestock		267.0	367.2	157.9
Other Productive Units		18.6	24.4	10.1
Expenses Per Work Unit:				
Tractor & Crop Machinery		39.44	39.05	54.25
Auto & Truck: Farm Share		9.83	9.04	10.69
Electricity, Farm Share		5.21	4.73	4.90
Livestock Equipment		6.93	6.66	6.27
Building, Fence & Tiling		11.35	10.16	14.52
Other Expenses Per Total Work Units:				
Gen. Farm, Phone & Other Utilities		7.75	7.46	10.39
Wages for Hired Labor		9.13	11.30	6.68
Trac., Crop Mach. Expense/Crop Acre **	$	41.47	39.30	42.26
Farm Powr & Mach. Cost Alloc. to Lvstk	$	3610.73	4350.33	2793.04
Farm Powr & Mach. Cost Alloc. to Crops	$	18650.27	28807.67	18625.96
Bldg. Fence, Tile Cost Alloc. to Lvstk.	$	2994.02	3757.96	2177.75
Bldg. Fence, Tile Cost Alloc. to Crops	$	2957.13	4384.96	3303.63

* Acres Include All Tillable Land, Non Tillable Hay and Pasture.
** Acres Include All Tillable Land Plus Acres In Non Tillable Hay.

Supplementary Operator's Management Information

Oprtor's Return to Capital & Labor	$	46801	95421	12347
Operator's Depreciation:				
Farm Power & Crop Machinery		6208	9313	6154
Irrigation Equipment		204	67	250
Custom Work Equipment			82	
Livestock Equipment		1247	1633	709
Buildings and Fences		2720	4219	2480
Land Improvements & Tile		170	234	106
TOTAL OPERATOR'S DEPRECIATION	$	10549	15548	9699

THERMOMETER CHART

Using the figures from Table 8 locate your standing with respect to other farms in the various measures of farm organization and management efficiency. The averages for all farms included in this summary are located along the bold line through the center of this chart-graph.

RET. LABOR & MGNT.	CROP YIELD INDEX	RET./COST/TILL A.	GROSS RET./TILL A?	IND RET/$100 FEED	LVSTK UNITS/100 A.	SIZE BUS. WK.UNITS	W. U. /WORKER	MACH. COST/W. U.
$ 95000	130	80	270	130	23	800	430	44
$ 76000	120	70	255	120	21	700	400	54
$ 56000	110	60	240	110	19	600	370	64
$ 36300	100	$ 50	225	100	17	507	338	$ 74
$ 16000	90	40	210	90	15	400	310	$ 84
$ -4000	80	30	195	80	13	300	280	$ 94
$ -24000	70	20	180	70	11	200	250	$104

TABLE 9 CROP ACRES AND YIELDS 1990

		AVERAGE OF 598 FARMS	119 HIGH PROFIT FARMS	119 LOW PROFIT FARMS
Total Small Grain & Canning Peas		85.6	119.7	102.2
Total Row Crop		296.1	502.6	261.8
Total Legumes Inc. Seed		32.8	41.9	24.8
Total Other Hay		6.3	5.5	4.9
Total Silage & Fodder		23.4	24.4	17.1
Total Tillable Pasture		1.0	.1	.5
Total Comm. Vegetables				
Total Roadside Market/Spec. Crops				
Total Fallow & Set Aside		28.2	47.5	34.3
Total Tillable Land & Recropped A.		473.6	741.9	445.5
Total Non-Tillable Hay/Pasture		3.9	2.7	5.1
Total Non-Tillable Forest Crop				
9985 Wild Hay Not Harvested		3.4	3.4	2.8
9986 Pasture Not Harvested		16.5	13.5	26.2
9987 Timber Not Harvested		3.8	2.0	6.5
9988 Roads And Waste		18.4	21.5	22.4
9989 Farmstead		9.7	11.9	9.9
Total Land Not Harvested		52.3	52.3	68.1
Total Non-Tillable Land		56.2	55.0	73.4
Total Land In Farm Or Ranch		529.7	797.7	519.3

++++++++SUPPLEMENTAL MANAGEMENT INFORMATION++++++++

Percent Land Tillable		89.2	92.9	85.7
Fertilizer Cost Per Acre	$	18.74	18.45	21.21
Crop Chemical Cost Per Acre	$	15.35	17.36	14.47
Seed & Other Cost Per Acre	$	23.31	24.47	21.14
Fuel & Lubricants Used/Acre	$	12.41	11.91	12.00
Repair & Maintenance Cost/Acre	$	20.91	20.03	19.78
* TOTAL ACRES CROPPED		444.35	694.25	410.71

* Tillable Acres + Recropped Acres Minus Tillable Pasture, Fallow Land Idle Acres.

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.

Costs 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 made for 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 shown 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 7 - WORK UNITS FOR CROPS, LIVESTOCK AND WORK OFF THE FARM

ITEM	# WORK UNITS	ITEM	# WORK UNITS
Dairy Cow	7.0/head	Oats,Wheat,SmGr.	.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
Hogs; Farrow-Finish	.12/cwt	Soybeans	.45/acre
Finishing pigs	.06/cwt	Corn for Grain	.55/acre
Weaning pigs	1.4/litter	Sugarbeets	2.00/acre
Sheep-farm flock	.30/head	Corn Silage	.60/acre
Chickens-Egg Prod.	5.0/100	Leg. Grass Silage	.40/acre
Broilers	.20/cwt	Alfalfa Hay	.60/acre
Turkey, Egg Prod.	25.0/100	Other Legume Hay	.40/acre
Turkey Pullets	.12/cwt	Tame Grass Hay	.20/acre
Off Farm Labor	1.0/$20	Annual Hay,Wild Hay	.20/acre
Idle Acres	.05/acre	Summer Fallow	.20/acre
Sunflowers	.40/acre	Potatoes	2.00/acre

TABLE 10 - CROP DATA FOR BARLEY - 1990

ITEMS		AVERAGE OF 16 FARMS	8 HIGH RETURN FARMS	8 LOW RETURN FARMS
Acres		23.0	21.8	20.8
Yield		59.1	66.8	49.5
Value Per Unit	$	1.78	1.77	1.80
CROP PRODUCT RETURN	$	105.00	118.39	89.09
Other Crop Income		10.09	21.28	
TOTAL CROP RETURN	$	115.09	139.67	89.09
VARIABLE COSTS:				
Fertilizer		9.35	10.05	10.14
Chemicals		.74	.23	1.39
Seed		8.30	8.26	8.75
Crop Drying				
Crop Insurance		1.17	1.38	1.20
Other Expenses		.70	1.47	
Special Hired Labor				
Cust. Work & Lease Exp.		1.43		3.22
Assigned Interest				
TOTAL VARIABLE COSTS	$	21.70	21.38	24.71
RET. OVER VARIABLE COSTS	$	93.39	118.29	64.38
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		8.26	7.11	9.76
Farm Power (Operation)		19.26	20.55	17.98
Building & Fence Costs		1.96	2.11	1.92
Land Cost (Ownership or Rent)		33.27	35.50	29.09
Utilities & Gen. Farm Exp.	.	5.30	6.56	3.46
Hired Labor		1.43	.73	2.21
Actual Non R.E. Int. Alloc.		6.61	5.83	7.16
TOTAL ALLOCATED COSTS	$	76.09	78.39	71.58
TOTAL LISTED COSTS	$	97.78	99.77	96.30
RETURN OVER LISTED COSTS	$	17.31	39.90	-7.21

+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++

Land Opport. Ownership Cost	55.67	51.12	59.85
Total Cost Adj. To A Min.7% Int.	121.30	116.70	128.51
Work Units Assigned Per Acre.	.30	.30	.30
Power Cost Allocation Factor.	1.00	1.00	1.00
Tot. List.Cost Per Unit Of Prod.	1.65	1.49	1.95
Tot. Prod. Cost Inc. Net Family Living	1.87	1.69	2.19
Tot. Adj. Cost Per Unit Of Prod.	2.05	1.75	2.60
Cash Var. Cost Per Unit Of Prod.	.92	.82	1.12
Ret. Over Listed Costs Per Unit.	.29	.60	-.15
Breakeven Yield Per Unit Of Prod.	54.9	56.4	53.5
Ave. Price Rec. Per Unit Sold.	1.58	1.80	1.53

TABLE 10 - CROP DATA FOR OATS - 1990

ITEMS		AVERAGE OF 330 FARMS	66 HIGH RETURN FARMS	66 LOW RETURN FARMS
Acres		27.8	28.9	21.0
Yield		75.6	89.0	54.2
Value Per Unit	$	1.01	1.01	1.00
CROP PRODUCT RETURN	$	76.47	89.55	54.33
Other Crop Income		23.20	63.77	4.71
TOTAL CROP RETURN	$	99.67	153.32	59.04
VARIABLE COSTS:				
Fertilizer		8.71	7.40	10.05
Chemicals		1.58	1.38	2.62
Seed		7.70	8.55	10.33
Crop Drying				
Crop Insurance		1.58	.80	2.52
Other Expenses		.79	1.35	.86
Special Hired Labor		.14	.14	.14
Cust. Work & Lease Exp.		3.88	3.22	5.14
Assigned Interest				
TOTAL VARIABLE COSTS	$	24.39	22.84	31.67
RET. OVER VARIABLE COSTS	$	75.28	130.48	27.37
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		10.22	11.42	10.90
Farm Power (Operation)		19.50	20.59	21.00
Building & Fence Costs		3.85	4.19	5.24
Land Cost (Ownership or Rent)		30.56	27.34	30.55
Utilities & Gen. Farm Exp.		4.21	3.77	5.62
Hired Labor		2.37	3.56	1.48
Actual Non R.E. Int. Alloc.		7.34	6.68	8.29
TOTAL ALLOCATED COSTS	$	78.06	77.62	83.08
TOTAL LISTED COSTS	$	102.45	100.45	114.76
RETURN OVER LISTED COSTS	$	-2.78	52.87	-55.72

+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++

Land Opport. Ownership Cost	44.96	44.29	45.88
Total Cost Adj. To A Min.7% Int.	117.16	117.23	131.52
Work Units Assigned Per Acre.	.30	.30	.30
Power Cost Allocation Factor.	.98	.98	.98
Tot. List.Cost Per Unit Of Prod.	1.36	1.13	2.12
Tot. Prod Cost + Net Fam. Living	1.53	1.28	2.34
Tot. Adj. Cost Per Unit Of Prod.	1.55	1.32	2.43
Cash Var. Cost Per Unit Of Prod.	.76	.65	1.26
Ret. Over Listed Costs Per Unit.	-.04	.59	-1.03
Breakeven Yield Per Unit Of Prod.	101.4	99.5	114.8
Ave. Price Rec. Per Unit Sold.	1.17	1.16	1.06

TABLE 10 - CROP DATA FOR WHEAT - 1990

ITEMS		AVERAGE OF 455 FARMS	91 HIGH RETURN FARMS	91 LOW RETURN FARMS
Acres		79.5	91.8	59.1
Yield		47.0	55.1	38.1
Value Per Unit	$	2.61	2.65	2.52
CROP PRODUCT RETURN	$	122.88	145.97	95.92
Other Crop Income		28.58	46.00	9.93
TOTAL CROP RETURN	$	151.46	191.97	105.85
VARIABLE COSTS:				
Fertilizer		19.64	18.01	21.03
Chemicals		7.30	6.18	10.24
Seed		9.71	9.77	11.12
Crop Drying				
Crop Insurance		2.68	3.46	2.37
Other Expenses		.75	.54	1.18
Special Hired Labor		.23	.01	.61
Cust. Work & Lease Exp.		2.04	1.34	6.33
Assigned Interest				
TOTAL VARIABLE COSTS	$	42.47	39.31	52.96
RET. OVER VARIABLE COSTS	$	108.99	152.66	52.89
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		8.13	8.82	8.38
Farm Power (Operation)		17.12	19.66	16.31
Building & Fence Costs		2.79	3.61	2.79
Land Cost (Ownership or Rent)		46.97	44.94	40.65
Utilities & Gen. Farm Exp.		4.26	5.73	3.08
Hired Labor		1.55	1.90	.83
Actual Non R.E. Int. Alloc.		7.99	8.34	6.29
TOTAL ALLOCATED COSTS	$	88.81	93.00	78.33
TOTAL LISTED COSTS	$	131.27	132.32	131.30
RETURN OVER LISTED COSTS	$	20.19	59.65	-25.45

++++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION ++++++++++++++

Land Opport. Ownership Cost	51.27	50.67	50.46
Total Cost Adj. To A Min.7% Int.	134.49	137.64	140.78
Work Units Assigned Per Acre.	.30	.30	.30
Power Cost Allocation Factor.	1.00	1.00	.98
Tot. List.Cost Per Unit Of Prod.	2.79	2.40	3.45
Tot. Prod Cost + Net Fam. Living	3.07	2.65	3.77
Tot. Adj. Cost Per Unit Of Prod.	2.86	2.50	3.69
Cash Var. Cost Per Unit Of Prod.	1.56	1.36	2.09
Ret. Over Listed Costs Per Unit.	.43	1.08	-.67
Breakeven Yield Per Unit Of Prod.	50.3	49.9	52.1
Ave. Price Rec. Per Unit Sold.	2.75	2.66	2.72

TABLE 10 - CROP DATA FOR WINTER WHEAT 1990

ITEMS		AVERAGE RETURNS 12 FARMS
Acres		57.2
Yield		35.7
Value Per Unit		2.55
CROP PRODUCT RETURN	$	91.00
Other Crop Income		6.57
TOTAL CROP RETURN	$	97.57
VARIABLE COSTS:		
Fertilizer		12.74
Chemicals		4.76
Seed		6.52
Crop Drying		
Crop Insurance		1.17
Other Expenses		.58
Special Hired Labor		.38
Cust. Work & Lease Exp.		1.98
Assigned Interest		
TOTAL VARIABLE COSTS	$	28.13
RET. OVER VARIABLE COSTS	$	69.44
ALLOCATED COSTS (Variable & Fixed)		
Farm Power (Ownership)		8.34
Farm Power (Operation)		14.21
Building & Fence Costs		1.71
Land Cost (Ownership or Rent)		32.73
Utilities & Gen. Farm Exp.		4.97
Hired Labor		2.36
Actual Non R.E. Int. Alloc.		9.62
TOTAL ALLOCATED COSTS	$	73.94
TOTAL LISTED COSTS	$	102.06
RETURN OVER LISTED COSTS	$	-4.49

+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION ++++++++++++++

Land Opport. Ownership Cost	$	60.47
Total Cost Adj. To A Min.7% Int.		127.50
Work Units Assigned Per Acre.		.30
Power Cost Allocation Factor.		1.00
Tot. Listed Cost Per Unit Of Prod.	$	2.86
Tot. Prod. Costs + Net. Fam. Living		3.23
Tot. Adj. Cost Per Unit Of Prod.	$	3.57
Cash Var. Cost Per Unit Of Prod.	$	1.66
Ret. Over Listed Costs Per Unit.	$	-.13
Breakeven Yield Per Unit Of Prod.		40.0
Ave. Price Rec. Per Unit Sold.	$	2.11

TABLE 10 - CROP DATA FOR RYE - 1990

ITEMS		AVERAGE RETURNS 17 FARMS
Acres		35.9
Yield		31.9
Value Per Unit		1.84
CROP PRODUCT RETURN	$	58.58
Other Crop Income		41.70
TOTAL CROP RETURN	$	100.28
VARIABLE COSTS:		
Fertilizer		11.34
Chemicals		
Seed		4.37
Crop Drying		
Crop Insurance		
Other Expenses		3.43
Special Hired Labor		
Cust. Work & Lease Exp.		.78
Assigned Interest		
TOTAL VARIABLE COSTS	$	19.92
RET. OVER VARIABLE COSTS	$	80.36
ALLOCATED COSTS (Variable & Fixed)		
Farm Power (Ownership)		11.11
Farm Power (Operation)		24.62
Building & Fence Costs		3.57
Land Cost (Ownership or Rent)		23.39
Utilities & Gen. Farm Exp.		3.04
Hired Labor		.78
Actual Non R.E. Int. Alloc.		6.94
TOTAL ALLOCATED COSTS	$	73.45
TOTAL LISTED COSTS	$	93.37
RETURN OVER LISTED COSTS	$	6.91

+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++

Land Opport. Ownership Cost	$	35.22
Total Cost Adj. To A Min.7% Int.		108.97
Work Units Assigned Per Acre.		.30
Power Cost Allocation Factor.		1.00
Tot. Listed Cost Per Unit Of Prod.	$	2.93
Tot. Prod. Costs + Net. Fam. Living		3.34
Tot. Adj. Cost Per Unit Of Prod.	$	3.41
Cash Var. Cost Per Unit Of Prod.	$	1.73
Ret. Over Listed Costs Per Unit.	$	.22
Breakeven Yield Per Unit Of Prod.		50.7
Ave. Price Rec. Per Unit Sold.	$	1.50

TABLE 10 - CROP DATA FOR CORN-GRAIN - 1990

ITEMS		AVERAGE OF 1007 FARMS	201 HIGH RETURN FARMS	201 LOW RETURN FARMS
Acres		88.5	92.9	61.9
Yield		113.9	131.5	89.5
Value Per Unit	$	2.03	2.07	2.01
CROP PRODUCT RETURN	$	230.78	271.88	179.85
Other Crop Income		23.68	40.51	8.82
TOTAL CROP RETURN	$	254.46	312.39	188.67
VARIABLE COSTS:				
Fertilizer		31.10	30.64	31.73
Chemicals		19.29	17.72	20.81
Seed		20.08	20.04	19.42
Crop Drying		8.16	7.52	8.92
Crop Insurance		4.97	5.17	4.65
Other Expenses		.94	.53	.71
Special Hired Labor		.43	.45	.36
Cust. Work & Lease Exp.		4.09	3.01	7.77
Assigned Interest				
TOTAL VARIABLE COSTS	$	89.12	85.08	94.62
RET. OVER VARIABLE COSTS	$	165.34	227.31	94.05
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		15.83	15.40	16.82
Farm Power (Operation)		32.37	32.94	33.76
Building & Fence Costs		5.86	7.60	5.93
Land Cost (Ownership or Rent)		49.89	46.30	42.16
Utilities & Gen. Farm Exp.		7.31	8.01	7.56
Hired Labor		3.69	4.53	2.16
Actual Non R.E. Int. Alloc.		14.20	14.27	14.09
TOTAL ALLOCATED COSTS	$	129.24	129.27	122.81
TOTAL LISTED COSTS	$	218.38	214.36	217.45
RETURN OVER LISTED COSTS	$	36.08	98.03	-28.78

+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++

Land Opport. Ownership Cost	50.48	53.38	43.48
Total Cost Adj. To A Min.7% Int.	217.59	221.89	217.59
Work Units Assigned Per Acre.	.55	.55	.55
Power Cost Allocation Factor.	.99	1.00	.98
Tot. List.Cost Per Unit Of Prod.	1.92	1.63	2.43
Tot. Prod Cost + Net Fam. Living	2.13	1.82	2.68
Tot. Adj. Cost Per Unit Of Prod.	1.91	1.69	2.43
Cash Var. Cost Per Unit Of Prod.	1.29	1.10	1.70
Ret. Over Listed Costs Per Unit.	.32	.75	-.32
Breakeven Yield Per Unit Of Prod.	107.6	103.6	108.2
Ave. Price Rec. Per Unit Sold.	2.15	2.18	2.04

TABLE 10 - CROP DATA FOR SOYBEANS - 1990

ITEMS		AVERAGE OF 684 FARMS	136 HIGH RETURN FARMS	136 LOW RETURN FARMS
Acres		110.2	120.5	69.6
Yield		38.4	46.1	27.6
Value Per Unit	$	5.66	5.66	5.68
CROP PRODUCT RETURN	$	216.91	261.15	156.88
Other Crop Income		.77	.08	1.18
TOTAL CROP RETURN	$	217.68	261.23	158.06
VARIABLE COSTS:				
Fertilizer		2.49	1.00	5.88
Chemicals		18.54	15.42	20.23
Seed		10.33	9.26	11.09
Crop Drying				
Crop Insurance		5.00	5.28	4.99
Other Expenses		.60	.81	.60
Special Hired Labor		1.15	1.53	.26
Cust. Work & Lease Exp.		2.07	1.35	3.98
Assigned Interest				
TOTAL VARIABLE COSTS	$	40.29	34.71	47.03
RET. OVER VARIABLE COSTS	$	177.39	226.52	111.03
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		12.01	14.01	11.32
Farm Power (Operation)		24.86	24.37	23.95
Building & Fence Costs		4.10	4.16	3.68
Land Cost (Ownership or Rent)		53.15	54.46	43.17
Utilities & Gen. Farm Exp.		6.12	5.56	5.95
Hired Labor		2.47	1.93	1.80
Actual Non R.E. Int. Alloc.		11.67	12.46	11.57
TOTAL ALLOCATED COSTS	$	114.42	116.95	101.44
TOTAL LISTED COSTS	$	154.72	151.65	148.46
RETURN OVER LISTED COSTS	$	62.96	109.58	9.60

+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++

	AVERAGE OF 684 FARMS	136 HIGH RETURN FARMS	136 LOW RETURN FARMS
Land Opport. Ownership Cost	52.53	59.53	44.15
Total Cost Adj. To A Min.7% Int.	153.39	154.65	147.50
Work Units Assigned Per Acre.	.45	.45	.45
Power Cost Allocation Factor.	.99	1.00	.98
Tot. List.Cost Per Unit Of Prod.	4.03	3.29	5.38
Tot. Prod Cost + Net Fam. Living	4.54	3.73	6.03
Tot. Adj. Cost Per Unit Of Prod.	4.00	3.35	5.34
Cash Var. Cost Per Unit Of Prod.	2.22	1.71	3.27
Ret. Over Listed Costs Per Unit.	1.64	2.38	.35
Breakeven Yield Per Unit Of Prod.	27.3	26.8	26.1
Ave. Price Rec. Per Unit Sold.	5.52	5.54	5.54

TABLE 10 - CROP DATA FOR SUGAR BEETS - 1990

ITEMS		AVERAGE OF 28 FARMS	14 HIGH RETURN FARMS	14 LOW RETURN FARMS
Acres		107.3	117.7	114.4
Yield		19.8	21.3	18.6
Value Per Unit	$	44.22	44.79	44.00
CROP PRODUCT RETURN	$	876.15	952.16	818.49
Other Crop Income		11.39	3.30	19.60
TOTAL CROP RETURN	$	887.54	955.46	838.09
VARIABLE COSTS:				
Fertilizer		24.71	24.83	23.92
Chemicals		70.62	72.46	69.28
Seed		35.17	30.66	40.52
Crop Drying				
Crop Insurance		9.95	13.18	9.13
Other Expenses		6.23	2.73	9.22
Special Hired Labor		42.20	36.91	42.03
Cust. Work & Lease Exp.		53.75	56.41	53.68
Assigned Interest		.22	.40	
TOTAL VARIABLE COSTS	$	242.85	237.57	247.77
RET. OVER VARIABLE COSTS	$	644.69	717.89	590.32
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		55.18	67.24	46.39
Farm Power (Operation)		71.74	75.30	69.93
Building & Fence Costs		15.95	20.46	11.67
Land Cost (Ownership or Rent)		72.26	52.78	79.14
Utilities & Gen. Farm Exp.		15.13	18.52	12.00
Hired Labor		23.01	23.64	27.88
Actual Non R.E. Int. Alloc.		33.15	31.22	32.32
TOTAL ALLOCATED COSTS	$	286.42	289.16	279.33
TOTAL LISTED COSTS	$	529.27	526.73	527.10
RETURN OVER LISTED COSTS	$	358.27	428.73	310.99
+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++				
Land Opport. Ownership Cost		65.53	61.37	70.15
Total Cost Adj. To A Min.7% Int.		522.40	529.18	521.15
Work Units Assigned Per Acre.		2.00	2.00	2.00
Power Cost Allocation Factor.		1.01	1.00	1.02
Tot. List.Cost Per Unit Of Prod.		26.73	24.73	28.34
Tot. Prod Cost + Net Fam. Living		31.16	29.01	32.66
Tot. Adj. Cost Per Unit Of Prod.		26.37	24.89	28.05
Cash Var. Cost Per Unit Of Prod.		19.49	18.13	20.96
Ret. Over Listed Costs Per Unit.		18.09	20.13	16.72
Breakeven Yield Per Unit Of Prod.		12.0	11.8	12.0
Ave. Price Rec. Per Unit Sold.		41.05	39.78	42.45

TABLE 10 - CROP DATA FOR CANNING CORN - 1990

ITEMS		AVERAGE RETURNS 7 FARMS
Acres		42.5
Yield		5.6
Value Per Unit		43.58
CROP PRODUCT RETURN	$	246.09
Other Crop Income		
TOTAL CROP RETURN	$	246.09
VARIABLE COSTS:		
Fertilizer		44.38
Chemicals		19.01
Seed		3.74
Crop Drying		
Crop Insurance		1.98
Other Expenses		5.36
Special Hired Labor		
Cust. Work & Lease Exp.		3.25
Assigned Interest		
TOTAL VARIABLE COSTS	$	77.72
RET. OVER VARIABLE COSTS	$	168.37
ALLOCATED COSTS (Variable & Fixed)		
Farm Power (Ownership)		9.93
Farm Power (Operation)		23.53
Building & Fence Costs		4.09
Land Cost (Ownership or Rent)		75.72
Utilities & Gen. Farm Exp.		5.55
Hired Labor		2.47
Actual Non R.E. Int. Alloc.		19.46
TOTAL ALLOCATED COSTS	$	140.75
TOTAL LISTED COSTS	$	218.47
RETURN OVER LISTED COSTS	$	27.62

+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++

Land Opport. Ownership Cost	$	93.42
Total Cost Adj. To A Min.7% Int.		227.93
Work Units Assigned Per Acre.		.50
Power Cost Allocation Factor.		1.00
Tot. Listed Cost Per Unit Of Prod.	$	39.01
Tot. Prod. Costs + Net. Fam. Living		42.93
Tot. Adj. Cost Per Unit Of Prod.	$	40.36
Cash Var. Cost Per Unit Of Prod.	$	22.99
Ret. Over Listed Costs Per Unit.	$	4.93
Breakeven Yield Per Unit Of Prod.		5.0
Ave. Price Rec. Per Unit Sold.	$	

TABLE 10 - CROP DATA FOR BEANS, EDIBLE - 1990

ITEMS		AVERAGE OF 21 FARMS	10 HIGH RETURN FARMS	10 LOW RETURN FARMS
Acres		44.2	54.2	39.4
Yield		15.0	16.8	12.8
Value Per Unit	$	15.62	16.20	14.35
CROP PRODUCT RETURN	$	233.60	271.70	183.96
Other Crop Income		2.60		6.14
TOTAL CROP RETURN	$	236.20	271.70	190.10
VARIABLE COSTS:				
Fertilizer		14.41	16.29	13.91
Chemicals		22.65	23.82	20.33
Seed		32.17	33.71	30.38
Crop Drying				
Crop Insurance		7.44	8.25	5.48
Other Expenses		.59	.07	1.29
Special Hired Labor		3.78	3.62	4.87
Cust. Work & Lease Exp.		11.24	4.94	19.67
Irrigation Operation				
Assigned Interest				
TOTAL VARIABLE COSTS	$	92.29	90.70	95.94
RET. OVER VARIABLE COSTS	$	143.91	181.00	94.16
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		10.16	8.95	11.19
Farm Power (Operation)		24.82	27.40	21.55
Building & Fence Costs		3.26	2.95	3.88
Irrig. Ownership Costs				
Land Cost (Ownership or Rent)		62.04	65.06	47.44
Utilities & Gen. Farm Exp.		6.24	5.85	6.42
Hired Labor		1.83	1.72	1.02
Actual Non R.E. Int. Alloc.		8.28	7.05	9.49
TOTAL ALLOCATED COSTS	$	116.63	118.98	100.99
TOTAL LISTED COSTS	$	208.91	209.67	196.93
RETURN OVER LISTED COSTS	$	27.29	62.03	-6.83

++++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION ++++++++++++++

Land Opport. Ownership Cost	65.15	108.83	49.03
Total Cost Adj. To A Min.7% Int.	212.31	252.97	199.77
Work Units Assigned Per Acre.	.50	.50	.50
Power Cost Allocation Factor.	.99	1.00	.99
Tot. List.Cost Per Unit Of Prod.	13.93	12.48	15.39
Tot. Prod Cost + Net Fam. Living	15.39	13.84	16.96
Tot. Adj. Cost Per Unit Of Prod.	14.20	15.08	15.59
Cash Var. Cost Per Unit Of Prod.	8.90	7.90	10.50
Ret. Over Listed Costs Per Unit.	1.82	3.69	-.53
Breakeven Yield Per Unit Of Prod.	13.4	12.9	13.7
Ave. Price Rec. Per Unit Sold.	15.65	15.61	15.72

TABLE 10 - CROP DATA FOR ALFALFA HAY -1990

ITEMS		AVERAGE OF 463 FARMS	92 HIGH RETURN FARMS	92 LOW RETURN FARMS
Acres		36.9	45.7	33.0
Yield		3.0	4.4	1.5
Value Per Unit	$	79.89	81.40	78.14
CROP PRODUCT RETURN	$	238.16	361.60	118.39
Other Crop Income		16.50	25.82	11.33
TOTAL CROP RETURN	$	254.66	387.42	129.72
VARIABLE COSTS:				
Fertilizer		16.42	15.67	21.91
Chemicals		2.17	2.19	3.09
Seed		15.18	11.18	19.33
Crop Drying				
Crop Insurance		1.95	2.25	1.42
Other Expenses		2.76	2.39	2.27
Special Hired Labor		.65	.92	.21
Cust. Work & Lease Exp.		2.74	2.14	3.30
Assigned Interest		.03		
TOTAL VARIABLE COSTS	$	42.30	37.55	51.58
RET. OVER VARIABLE COSTS	$	212.36	349.87	78.14
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		19.89	20.77	16.52
Farm Power (Operation)		40.95	39.63	38.91
Building & Fence Costs		7.70	11.16	5.82
Land Cost (Ownership or Rent)		36.41	39.63	26.47
Utilities & Gen. Farm Exp.		7.91	8.42	7.64
Hired Labor		5.66	7.51	3.15
Actual Non R.E. Int. Alloc.		13.50	13.79	11.33
TOTAL ALLOCATED COSTS	$	132.02	140.91	109.87
TOTAL LISTED COSTS	$	174.34	178.45	161.42
RETURN OVER LISTED COSTS	$	80.32	208.97	-31.70

+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++

Land Opport. Ownership Cost	46.64	54.89	38.03
Total Cost Adj. To A Min.7% Int.	184.44	193.41	174.36
Work Units Assigned Per Acre.	.60	.60	.60
Power Cost Allocation Factor.	.99	1.00	.98
Tot. List.Cost Per Unit Of Prod.	58.11	40.56	107.61
Tot. Prod Cost + Net Fam. Living	66.89	46.77	123.67
Tot. Adj. Cost Per Unit Of Prod.	61.87	43.54	115.08
Cash Var. Cost Per Unit Of Prod.	36.77	24.30	75.07
Ret. Over Listed Costs Per Unit.	26.77	47.49	-21.13
Breakeven Yield Per Unit Of Prod.	2.2	2.2	2.1
Ave. Price Rec. Per Unit Sold.			

TABLE 10 - CROP DATA FOR ALFALFA ESTBLISHMENT - 1990

ITEMS		AVERAGE RETURNS 22 FARMS
Acres		30.5
Yield		2.0
Value Per Unit		65.52
CROP PRODUCT RETURN	$	133.18
Other Crop Income		22.62
TOTAL CROP RETURN	$	155.80
VARIABLE COSTS:		
Fertilizer		21.51
Chemicals		3.57
Seed		29.51
Crop Drying		
Crop Insurance		2.82
Other Expenses		2.62
Special Hired Labor		3.21
Cust. Work & Lease Exp.		9.70
Assigned Interest		
TOTAL VARIABLE COSTS	$	74.82
RET. OVER VARIABLE COSTS	$	80.98
ALLOCATED COSTS (Variable & Fixed)		
Farm Power (Ownership)		7.80
Farm Power (Operation)		16.46
Building & Fence Costs		3.48
Land Cost (Ownership or Rent)		25.76
Utilities & Gen. Farm Exp.		3.67
Hired Labor		.85
Actual Non R.E. Int. Alloc.		5.25
TOTAL ALLOCATED COSTS	$	65.36
TOTAL LISTED COSTS	$	140.20
RETURN OVER LISTED COSTS	$	15.60

+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++

Land Opport. Ownership Cost	$	40.01
Total Cost Adj. To A Min.7% Int.		156.00
Work Units Assigned Per Acre.		.20
Power Cost Allocation Factor.		.98
Tot. Listed Cost Per Unit Of Prod.	$	70.10
Tot. Prod. Costs + Net. Fam. Living		74.49
Tot. Adj. Cost Per Unit Of Prod.	$	76.74
Cash Var. Cost Per Unit Of Prod.	$	50.53
Ret. Over Listed Costs Per Unit.	$	7.80
Breakeven Yield Per Unit Of Prod.		2.1
Ave. Price Rec. Per Unit Sold.	$	2.09

TABLE 10 - CROP DATA FOR OAT SILAGE - 1990

ITEMS		AVERAGE OF 75 FARMS	15 HIGH RETURN FARMS	15 LOW RETURN FARMS
Acres		21.5	23.7	20.6
Yield		6.2	10.1	3.2
Value Per Unit	$	16.47	16.45	15.48
CROP PRODUCT RETURN	$	101.91	165.86	49.61
Other Crop Income				
TOTAL CROP RETURN	$	101.91	165.86	49.61
VARIABLE COSTS:				
Fertilizer		9.26	6.29	13.01
Chemicals		.88	1.31	.53
Seed		7.12	7.51	7.45
Crop Drying				
Crop Insurance		.42	.51	.53
Other Expenses		.60	.13	1.50
Special Hired Labor		.09	.17	
Cust. Work & Lease Exp.		3.26	.80	6.65
Assigned Interest				
TOTAL VARIABLE COSTS	$	22.05	17.43	22.21
RET. OVER VARIABLE COSTS	$	79.86	148.43	27.40
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		15.35	18.14	20.19
Farm Power (Operation)		29.21	32.53	25.15
Building & Fence Costs		5.53	5.78	5.83
Land Cost (Ownership or Rent)		31.59	32.57	28.55
Utilities & Gen. Farm Exp.		5.21	4.89	5.05
Hired Labor		2.88	2.70	2.52
Actual Non R.E. Int. Alloc.		9.35	8.86	7.28
TOTAL ALLOCATED COSTS	$	99.12	105.47	94.57
TOTAL LISTED COSTS	$	131.16	122.91	121.97
RETURN OVER LISTED COSTS	$	-28.74	42.96	-72.36

++++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++

Land Opport. Ownership Cost	39.17	41.14	38.77
Total Cost Adj. To A Min.7% Int.	138.88	133.12	154.27
Work Units Assigned Per Acre.	.40	.40	.40
Power Cost Allocation Factor.	.99	1.03	1.00
Tot. List.Cost Per Unit Of Prod.	21.15	12.17	43.99
Tot. Prod Cost + Net Fam. Living	23.98	13.97	48.63
Tot. Adj. Cost Per Unit Of Prod.	22.45	13.20	48.15
Cash Var. Cost Per Unit Of Prod.	12.69	6.58	26.94
Ret. Over Listed Costs Per Unit.	-3.02	6.20	-28.49
Breakeven Yield Per Unit Of Prod.	8.0	7.5	9.1
Ave. Price Rec. Per Unit Sold.			

TABLE 10 - CROP DATA FOR CORN SILAGE - 1990

ITEMS		AVERAGE OF 380 FARMS	76 HIGH RETURN FARMS	76 LOW RETURN FARMS
Acres		27.9	26.1	27.8
Yield		14.7	22.1	8.5
Value Per Unit	$	16.13	16.21	15.94
CROP PRODUCT RETURN	$	236.52	358.89	135.29
Other Crop Income		19.21	30.42	9.86
TOTAL CROP RETURN	$	255.73	389.31	145.15
VARIABLE COSTS:				
Fertilizer		22.72	25.56	18.45
Chemicals		17.03	17.70	13.53
Seed		17.03	18.12	15.07
Crop Drying				
Crop Insurance		5.20	6.21	4.46
Other Expenses		1.36	1.23	1.08
Special Hired Labor		.22	.31	.36
Cust. Work & Lease Exp.		4.30	4.14	9.24
Assigned Interest				
TOTAL VARIABLE COSTS	$	68.17	73.95	62.30
RET. OVER VARIABLE COSTS	$	187.56	315.36	82.85
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		19.96	18.35	18.56
Farm Power (Operation)		41.86	43.60	37.48
Building & Fence Costs		7.89	8.31	7.27
Land Cost (Ownership or Rent)		38.33	67.30	27.59
Utilities & Gen. Farm Exp.		7.81	7.70	7.30
Hired Labor		4.66	5.36	3.78
Actual Non R.E. Int. Alloc.		14.12	15.90	12.27
TOTAL ALLOCATED COSTS	$	134.63	166.52	114.25
TOTAL LISTED COSTS	$	202.83	240.50	176.55
RETURN OVER LISTED COSTS	$	52.90	148.81	-31.40

++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++

Land Opport. Ownership Cost	43.56	51.40	36.84
Total Cost Adj. To A Min.7% Int.	208.03	239.27	185.90
Work Units Assigned Per Acre.	.60	.60	.60
Power Cost Allocation Factor.	.99	.98	.99
Tot. List.Cost Per Unit Of Prod.	13.80	10.88	20.77
Tot. Prod Cost + Net Fam. Living	15.59	12.12	23.60
Tot. Adj. Cost Per Unit Of Prod.	14.19	10.80	21.90
Cash Var. Cost Per Unit Of Prod.	9.29	6.63	14.49
Ret. Over Listed Costs Per Unit.	3.60	6.73	-3.69
Breakeven Yield Per Unit Of Prod.	12.6	14.8	11.1
Ave. Price Rec. Per Unit Sold.			

TABLE 10 - CROP DATA FOR IRRIGATED CORN GRAIN - 1990

ITEMS		AVERAGE OF 49 FARMS	16 HIGH RETURN FARMS	16 LOW RETURN FARMS
Acres		101.3	148.3	120.0
Yield		127.9	141.6	113.1
Value Per Unit	$	2.00	2.00	2.00
CROP PRODUCT RETURN	$	255.89	283.13	226.09
Other Crop Income		32.66	57.62	10.57
TOTAL CROP RETURN	$	288.55	340.75	236.66
VARIABLE COSTS:				
Fertilizer		42.26	43.52	45.19
Chemicals		20.10	12.81	24.58
Seed		23.19	22.64	22.98
Crop Drying		9.47	8.91	8.57
Crop Insurance		4.63	4.15	4.68
Other Expenses		1.30	.86	1.29
Special Hired Labor		.61	.18	1.27
Cust. Work & Lease Exp.		4.50	1.81	6.43
Irrigation Operation		13.06	12.57	14.14
Assigned Interest		1.20	4.39	
TOTAL VARIABLE COSTS	$	120.33	111.85	129.13
RET. OVER VARIABLE COSTS	$	168.22	228.90	107.53
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		20.09	25.42	16.03
Farm Power (Operation)		37.05	43.23	27.06
Building & Fence Costs		7.38	4.68	6.35
Irrig. Ownership Costs		15.09	4.90	21.28
Land Cost (Ownership or Rent)		35.86	36.10	32.23
Utilities & Gen. Farm Exp.		9.64	17.43	6.52
Hired Labor		10.13	18.94	7.42
Actual Non R.E. Int. Alloc.		16.73	17.23	15.13
TOTAL ALLOCATED COSTS	$	151.97	167.93	132.02
TOTAL LISTED COSTS	$	272.30	279.78	261.14
RETURN OVER LISTED COSTS	$	16.25	60.97	-24.48
+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++				
Land Opport. Ownership Cost		42.12	45.48	45.81
Total Cost Adj. To A Min.7% Int.		278.19	284.09	276.72
Work Units Assigned Per Acre.		.65	.65	.65
Power Cost Allocation Factor.		1.00	1.00	1.00
Tot. List.Cost Per Unit Of Prod.		2.13	1.98	2.31
Tot. Prod Cost + Net.Fam. Living		2.35	2.19	2.54
Tot. Adj. Cost Per Unit Of Prod.		2.17	2.01	2.45
Cash Var. Cost Per Unit Of Prod.		1.52	1.47	1.64
Ret. Over Listed Costs Per Unit.		.13	.43	-.22
Breakeven Yield Per Unit Of Prod.		136.2	139.9	130.6
Total Acre-Inch(s) Water Applied.		5.65	6.25	5.81
Cost Of Irrigation Per Acre.		28.15	17.47	35.42
Ave. Price Rec. Per Unit Sold.		2.14	2.14	2.21

TABLE 10 - CROP DATA FOR IRRIGATED SOYBEANS - 1990

ITEMS		AVERAGE OF 18 FARMS	9 HIGH RETURN FARMS	9 LOW RETURN FARMS
Acres		83.4	118.1	56.3
Yield		44.4	49.8	36.6
Value Per Unit	$	5.67	5.68	5.66
CROP PRODUCT RETURN	$	251.51	282.68	206.98
Other Crop Income				
TOTAL CROP RETURN	$	251.51	282.68	206.98
VARIABLE COSTS:				
Fertilizer		7.24	8.59	4.92
Chemicals		23.45	20.72	28.83
Seed		12.07	9.65	15.91
Crop Drying				
Crop Insurance		5.55	5.21	7.62
Other Expenses		.14	.01	.11
Special Hired Labor		.29	.31	.20
Cust. Work & Lease Exp.		5.02	3.32	7.94
Irrigation Operation		20.78	12.74	37.09
Assigned Interest		.85	1.77	
TOTAL VARIABLE COSTS	$	75.41	62.32	102.61
RET. OVER VARIABLE COSTS	$	176.10	220.36	104.37
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		16.69	20.50	9.47
Farm Power (Operation)		29.50	33.92	19.01
Building & Fence Costs		8.03	6.67	8.05
Irrig. Ownership Costs		13.38	13.73	9.32
Land Cost (Ownership or Rent)		37.97	38.62	36.09
Utilities & Gen. Farm Exp.		11.03	13.44	9.47
Hired Labor		12.46	18.24	3.50
Actual Non R.E. Int. Alloc.		9.63	9.20	13.94
TOTAL ALLOCATED COSTS	$	138.69	154.32	108.85
TOTAL LISTED COSTS	$	214.10	216.64	211.46
RETURN OVER LISTED COSTS	$	37.41	66.04	-4.48
++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++				
Land Opport. Ownership Cost		41.61	42.69	42.28
Total Cost Adj. To A Min.7% Int.		220.78	223.78	215.45
Work Units Assigned Per Acre.		.55	.55	.55
Power Cost Allocation Factor.		1.00	1.00	1.00
Tot. List.Cost Per Unit Of Prod.		4.82	4.35	5.78
Tot. Prod Cost + Net.Fam. Living		5.36	4.85	6.38
Tot. Adj. Cost Per Unit Of Prod.		4.98	4.49	5.89
Cash Var. Cost Per Unit Of Prod.		3.11	2.75	4.06
Ret. Over Listed Costs Per Unit.		.84	1.33	-.12
Breakeven Yield Per Unit Of Prod.		37.8	38.1	37.4
Total Acre-Inch(s) Water Applied.		5.89	6.11	5.67
Cost Of Irrigation Per Acre.		34.16	26.47	46.41
Ave. Price Rec. Per Unit Sold.		5.65	5.62	5.78

TABLE 10 - CROP DATA FOR IRRIGATED ALFALFA HAY - 1990

ITEMS		AVERAGE OF 15 FARMS	7 HIGH RETURN FARMS	7 LOW RETURN FARMS
Acres		37.2	31.4	45.9
Yield		3.9	4.8	3.0
Value Per Unit	$	80.81	80.61	81.79
CROP PRODUCT RETURN	$	315.15	386.92	245.37
Other Crop Income				
TOTAL CROP RETURN	$	315.15	386.92	245.37
VARIABLE COSTS:				
Fertilizer		34.62	27.36	40.57
Chemicals		2.15		3.73
Seed		24.22	17.96	27.60
Crop Drying				
Crop Insurance		2.96	2.10	3.70
Other Expenses		3.49	3.03	3.64
Special Hired Labor		1.91	2.32	1.74
Cust. Work & Lease Exp.		3.71	.61	6.03
Irrigation Operation		15.35	19.30	13.25
Assigned Interest				
TOTAL VARIABLE COSTS	$	88.41	72.68	100.26
RET. OVER VARIABLE COSTS	$	226.74	314.24	145.11
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		26.32	43.98	14.05
Farm Power (Operation)		45.16	44.78	44.40
Building & Fence Costs		13.60	17.23	11.42
Irrig. Ownership Costs		19.17	30.40	8.70
Land Cost (Ownership or Rent)		26.80	30.85	24.51
Utilities & Gen. Farm Exp.		13.49	8.98	16.91
Hired Labor		2.90	6.40	.65
Actual Non R.E. Int. Alloc.		23.66	32.32	18.54
TOTAL ALLOCATED COSTS	$	171.10	214.94	139.18
TOTAL LISTED COSTS	$	259.52	287.61	239.43
RETURN OVER LISTED COSTS	$	55.64	99.31	5.94
+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++				
Land Opport. Ownership Cost		35.60	41.06	32.32
Total Cost Adj. To A Min.7% Int.		268.44	295.86	248.21
Work Units Assigned Per Acre.		.80	.80	.80
Power Cost Allocation Factor.		1.00	1.00	1.00
Tot. List.Cost Per Unit Of Prod.		66.54	59.91	79.81
Tot. Prod Cost + Net.Fam. Living		76.55	66.25	94.66
Tot. Adj. Cost Per Unit Of Prod.		66.75	61.33	86.68
Cash Var. Cost Per Unit Of Prod.		44.51	29.52	75.53
Ret. Over Listed Costs Per Unit.		14.26	20.68	1.98
Breakeven Yield Per Unit Of Prod.		3.2	3.6	2.9
Total Acre-Inch(s) Water Applied.		5.73	4.43	7.00
Cost Of Irrigation Per Acre.		34.52	49.70	21.95
Ave. Price Rec. Per Unit Sold.				

TABLE 10 - CROP DATA FOR IRRIGATED CORN SILAGE - 1990

ITEMS		AVERAGE OF 15 FARMS	7 HIGH RETURN FARMS	7 LOW RETURN FARMS
Acres		20.7	21.7	21.9
Yield		16.5	19.4	13.8
Value Per Unit	$	16.45	16.82	15.98
CROP PRODUCT RETURN	$	271.74	327.19	221.14
Other Crop Income		28.26	31.06	26.53
TOTAL CROP RETURN	$	300.00	358.25	247.67
VARIABLE COSTS:				
Fertilizer		31.79	36.68	27.08
Chemicals		18.74	24.19	13.29
Seed		18.70	17.70	19.41
Crop Drying				
Crop Insurance		2.71	5.07	.46
Other Expenses		2.80	5.25	.46
Special Hired Labor				
Cust. Work & Lease Exp.		5.51	9.31	1.92
Irrigation Operation		11.98	10.09	13.47
Assigned Interest				
TOTAL VARIABLE COSTS	$	92.46	108.29	76.53
RET. OVER VARIABLE COSTS	$	207.54	249.96	171.14
ALLOCATED COSTS (Variable & Fixed)				
Farm Power (Ownership)		23.62	29.82	17.49
Farm Power (Operation)		57.15	61.29	53.56
Building & Fence Costs		11.79	14.93	8.81
Irrig. Ownership Costs		21.33	20.56	22.32
Land Cost (Ownership or Rent)		30.25	24.37	36.00
Utilities & Gen. Farm Exp.		8.84	9.26	8.40
Hired Labor		5.89	6.77	5.21
Actual Non R.E. Int. Alloc.		23.53	26.31	20.32
TOTAL ALLOCATED COSTS	$	182.40	193.31	172.11
TOTAL LISTED COSTS	$	274.88	301.61	248.63
RETURN OVER LISTED COSTS	$	25.12	56.64	-.96
++++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION ++++++++++++++				
Land Opport. Ownership Cost		37.53	39.62	35.32
Total Cost Adj. To A Min.7% Int.		279.08	309.77	249.09
Work Units Assigned Per Acre.		.80	.80	.80
Power Cost Allocation Factor.		.99	1.00	.99
Tot. List.Cost Per Unit Of Prod.		16.66	15.55	18.02
Tot. Prod Cost + Net.Fam. Living		18.79	17.43	20.17
Tot. Adj. Cost Per Unit Of Prod.		16.89	15.93	18.00
Cash Var. Cost Per Unit Of Prod.		11.39	10.92	11.89
Ret. Over Listed Costs Per Unit.		1.52	2.92	-.07
Breakeven Yield Per Unit Of Prod.		16.7	17.9	15.6
TOTal Acre-Inch(s) Water Applied.		4.73	4.57	4.43
Cost Of Irrigation Per Acre.		33.31	30.65	35.79
Ave. Price Rec. Per Unit Sold.				

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 COST ITEM 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 - 1990 AVERAGE OF 67 FARMS

	LBS/CWT		TOTAL	PER CWT.	/LITTER
PRODUCTION			155896		1591
Net Increase in Value		$	86439	55.45	882.03
Other Miscellaneous Income		$			.07
TOTAL VALUE PRODUCED		$		55.45	882.10
FEED FED: QUANTITY & COST LBS/CWT					
Corn	276.68			10.50	166.97
Other Grain	10.60			.41	6.57
Complete Ration	70.58			6.39	101.62
Prot. Salt, Min.	58.04			10.92	173.73
TOTAL GRAIN MIX	415.90			28.22	448.89
Forages	.72			.03	.40
Pasture				.01	.10
TOTAL FEED COSTS		$		28.26	449.39
RETURN OVER FEED COSTS		$		27.19	432.71
OTHER DIRECT COSTS;					
Veterinary				1.07	16.98
Breeding				.01	.09
Miscellaneous				1.11	17.59
Custom Work & Lease				.47	7.42
Special Hired Labor				.12	1.89
Assigned Interest					
TOTAL OTHER DIRECT COSTS		$		2.78	43.97
TOTAL DIR COSTS INC.FEED		$		31.04	493.36
RET.OVER ALL DIRECT COSTS		$		24.41	388.74
ALLOCATED COSTS;					
Actual Int.Pd Less Assn.Interest				1.99	31.64
General Hired Labor				.56	8.98
Utilities & Miscellaneous				1.55	24.67
Power & Machinery				.99	15.83
Livestock Equipment				1.74	27.63
Building & Fences				1.56	24.81
TOTAL ALLOCATED COSTS		$		8.39	133.56
TOTAL ACTUAL LISTED COSTS		$		39.43	626.92
RETURN OVER ALL COSTS		$		16.02	255.18

++++++++++SUPPLEMENTARY INFORMATION ++++++

	TOTAL	PER CWT.	/LITTER
Total Costs Adj To 7% Min Intrst.		40.25	640.36
Ret. Over List & 7% Opp. Int. Cost		15.20	241.74
Return Over $ 100 Feed Fed	196.29		
Ave. Wt./Mkt. Hog Sold	233		
Price Rec'd/ Cwt Mkt Hog	54.53		
Total Number Litters Farrowed	98		
Litters / Sow / Year	1.31		
No. Pigs Born / Litter	9.58		
No. Pigs Weaned / Litter	8.38		
No. Pigs Prod. / Sow / Year	9.72		
Litters / Crate / Year	6.13		
Pigs Weaned / Crate / Year	51.31		
Pre-Weaning Death Loss %	12.46		
Nursery Death Loss Percent	5.24		
Mkt. Anml.Death Loss Percent	5.53		
Breeding Herd Death Loss	4.47		
Total Death Loss Percent	14.94		

TABLE 11A - HOGS, FARROW TO FINISH - 1990 — 13 HIGH RETURN & 13 LOW RETURN

ITEMS		HIGHEST IN RETURN			LOWEST IN RETURN	
PRODUCTION		112493			104754	
		PER CWT.	/LITTER		PER CWT.	/LITTER
INCREASE IN VALUE $		67.73	668.39		50.75	781.85
OTHER MISCELLANEOUS INCOME $						
TOTAL VALUE PRODUCED $		67.73	668.39		50.75	781.85
FEED FED: QUANTITY & COST	LBS/CWT			LBS/CWT		
CORN	313.08	11.69	115.39	345.89	12.81	197.32
OTHER GRAIN	22.70	.89	8.78	7.72	.28	4.31
COMPLETE RATION	84.86	7.04	69.48	65.90	7.13	109.90
PROT. SALT, MINERAL	47.87	9.39	92.68	96.00	13.45	207.15
TOTAL GRAIN MIX	468.51	29.01	286.33	515.51	33.67	518.68
FORAGES	1.23	.05	.48	2.94	.10	1.59
PASTURE					.05	.79
TOTAL FEED COSTS $		29.06	286.81		33.82	521.06
RETURN OVER FEED COSTS $		38.67	381.58		16.93	260.79
OTHER DIRECT COSTS;						
VETERINARY		1.66	16.43		.72	11.03
BREEDING						
MISCELLANEOUS		1.01	10.01		.95	14.65
CUSTOM WORK & LEASE		.63	6.18		.29	4.51
SPECIAL HIRED LABOR		.05	.53			
ASSIGNED INTEREST						
TOTAL OTHER DIRECT COSTS $		3.35	33.15		1.96	30.19
TOTAL DIR COSTS INC. FEED$		32.41	319.96		35.78	551.25
RET. OVER ALL DIRECT COSTS $		35.32	348.43		14.97	230.60
ALLOCATED COSTS;						
ACTUAL INT.PD. LESS ASSGND. INTEREST		3.65	36.00		2.39	36.76
GENERAL HIRED LABOR		.32	3.18		.43	6.56
UTILITIES & MISCELLANEOUS		2.28	22.46		1.68	25.87
POWER & MACHINERY		1.12	11.06		1.01	15.50
LIVESTOCK EQUIPMENT		2.89	28.52		1.92	29.57
BUILDINGS & FENCES		1.86	18.32		.56	8.65
TOTAL ALLOCATED COSTS $		12.12	119.54		7.99	122.91
TOTAL ACTUAL LISTED COSTS $		44.53	439.50		43.77	674.16
RETURN OVER ALL COSTS $		23.20	228.89		6.98	107.69

++++++++++++++++++++++++++++SUPPLEMENTARY INFORMATION ++++++++++++++++++++++++++

TOTAL COSTS ADJ.TO 7% MIN INT.	45.27	446.76	44.27	682.04
RET. OVER LIST.& 7% OPP. INT. COST	22.46	221.63	6.48	99.81
RETURN OVER $ 100 FEED FED	233.04		150.05	
AVE. WT./MKT. HOG SOLD	210		239	
PRICE REC'D/ CWT MKT HOG SOLD	60.57		51.30	
TOTAL NUMBER LITTERS FARROWED	114		68	
LITTERS / SOW / YEAR	1.44		1.51	
NO. PIGS BORN / LITTER	9.01		8.90	
NO. PIGS WEANED / LITTER	7.60		7.93	
NO. PIGS PROD./ SOW/ YEAR	9.86		10.13	
LITTERS / CRATE / YEAR	7.60		4.53	
PIGS WEANED / CRATE / YEAR	57.73		35.93	
PRE-WEANING DEATH LOSS PERCENT	15.68		10.91	
NURSERY DEATH LOSS PERCENT	4.62		5.19	
MKT. ANML. DEATH LOSS PERCENT	4.97		9.96	
BREEDING HERD DEATH LOSS	4.23		4.25	
TOTAL DEATH LOSS PERCENT	16.66		15.38	

TABLE 11B - HOGS, FINISHING - 1990

AVERAGE OF 69 FARMS

ITEMS		TOTAL	
Production (Pounds)		114714	
		PER CWT.	PER HD
PROD			
Net Increase In Value	$	44.39	84.30
Other Miscellaneous Income	$		
TOTAL VALUE PRODUCED	$	44.39	84.30
FEED FED: QUANTITY & COST	LBS/CWT		
Corn	264.4	10.84	20.58
Other Grain	7.6	.32	.61
Complete Ration	52.7	3.99	7.59
Prot. Salt,Min.	66.1	10.50	19.93
TOTAL GRAIN MIX	390.8	25.65	48.71
Forages			
Pasture			
TOTAL FEED COSTS	$	25.65	48.71
RETURN OVER FEED COSTS	$	18.74	35.59
OTHER DIRECT COSTS;			
Veterinary		.78	1.49
Miscellaneous		.47	.89
Custom Work & Lease		.45	.86
Special Hired Labor		.49	.93
Assigned Interest		.01	.03
TOTAL OTHER DIRECT COSTS	$	2.20	4.20
TOTAL DIR COSTS INC. FEED	$	27.85	52.91
RET. OVER ALL DIRECT COSTS	$	16.54	31.39
ALLOCATED COSTS;			
Actual Int.Pd Less Int Assgned		1.53	2.91
General Hired Labor		.24	.45
Utilities & Miscellaneous		1.05	1.99
Power & Machinery		.83	1.58
Livestock Equipment		1.08	2.04
Building & Fences		1.28	2.44
TOTAL ALLOCATED COSTS	$	6.01	11.41
TOTAL ACTUAL LISTED COSTS	$	33.86	64.32
RETURN OVER ALL COSTS	$	10.53	19.98

+++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION ++++++++++

Total Costs Adj To 7% Min Int.	34.81	66.11
Ret. Over List & 7% Opp. Int. Cost	9.58	18.19
Return Over $ 100 Feed Fed	173.07	
Ave. Wt./ Mkt. Hog Sold	227.84	
Price Rec'd / Cwt Mkt Hog	56.48	
Ave. Weight / Pig Purchased	48.59	
Ave. Price / Pig Purchased	55.98	
No. Pigs Purchased	325	
No. Pigs Transferred In/Out	260	
Pounds Of Pork Purchased	15793	
Ave No Of Pigs On Hand	248.5	
Percent Death Loss	3.91	
Effective Daily Gain	1.26	
Price / Cwt. Grain Mix Fed	6.56	
Price/Cwt Prot.Min.,Salt	15.88	
Number Pigs Produced	604	

TABLE 11B - HOGS, FINISHING - 1990

14 HIGH & 14 LOW RETURN FARMS

ITEMS		HIGHEST IN RETURN			LOWEST IN RETURN		
			TOTAL	/ HD PROD.		TOTAL	/ HD PROD.
PRODUCTION (Pounds)			158718			133913	
			PER CWT.			PER CWT	
NET INCREASE IN VALUE	$		55.93	106.31		38.85	73.80
OTHER MISCELLANEOUS INCOME	$						
TOTAL VALUE PRODUCED	$		55.93	106.31		38.85	73.80
FEED FED: QUANTITY & COST		LBS/CWT			LBS/CWT		
CORN		235.7	10.86	20.64	330.0	13.21	25.10
OTHER GRAIN		5.9	.26	.49	7.5	.34	.64
COMPLETE RATION		47.6	2.77	5.26	47.5	3.47	6.59
PROT. SALT, MINERAL		59.1	10.49	19.93	92.2	12.64	24.02
TOTAL GRAIN MIX		348.3	24.38	46.32	477.2	29.66	56.35
FORAGES							
PASTURE							
TOTAL FEED COSTS	$		24.38	46.32		29.66	56.35
RETURN OVER FEED COSTS	$		31.55	59.99		9.19	17.45
OTHER DIRECT COSTS;							
VETERINARY			1.27	2.42		.62	1.18
MISCELLANEOUS			.44	.84		.41	.78
CUSTOM WORK & LEASE			.51	.98		.22	.43
SPECIAL HIRED LABOR			1.31	2.49			
ASSIGNED INTEREST							
TOTAL OTHER DIRECT COSTS $			3.53	6.73		1.25	2.39
TOTAL DIR COSTS INC. FEED$			27.91	53.05		30.91	58.74
RET. OVER ALL DIRECT COSTS $			28.02	53.26		7.94	15.06
ALLOCATED COSTS;							
ACTUAL INT.PD LESS INT. ASSIGNED			3.22	6.12		1.08	2.05
GENERAL HIRED LABOR			.37	.71		.06	.11
UTILITIES & MISCELLANEOUS			1.99	3.78		.64	1.21
POWER & MACHINERY			1.45	2.76		.47	.88
LIVESTOCK EQUIPMENT			1.18	2.23		.91	1.72
BUILDING & FENCES			2.56	4.88		.52	.99
TOTAL ALLOCATED COSTS	$		10.77	20.48		3.68	6.96
TOTAL ALLOCATED COSTS	$		38.68	73.53		34.59	65.70
RETURN OVER ALL COSTS	$		17.25	32.78		4.26	8.10

++++++++++++++++++++++++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++++++++++++++++++++++++

TOTAL COSTS ADJ TO 7% MIN INT.		39.58	75.24	35.11	66.69
RET. OVER LIST.& 7% OPP. INT. COST		16.35	31.07	3.74	7.11
RETURN OVER $ 100 FEED FED		229.50		130.96	
AVE. WT./ MKT. HOG SOLD		200.15		243.35	
PRICE REC'D / CWT MKT HOG SOLD	$	60.84		54.73	
AVE. WEIGHT / PIG PURCHASED		51.22		48.41	
AVE. PRICE / PIG PURCHASED		56.86		56.13	
NO. PIGS PURCHASED		210		706	
NO. PIGS TRANSFERRED IN/OUT		323		68	
POUNDS OF PORK PURCHASED		10756		34179	
AVE NO OF PIGS ON HAND		382.8		301.5	
PERCENT DEATH LOSS		5.01		3.84	
EFFECTIVE DAILY GAIN		1.14		1.22	
PRICE / CWT. GRAIN MIX FED.		7.00		6.22	
PRICE/CWT. PROT. MIN., SALT		17.74		13.71	
NUMBER PIGS PRODUCED		835		705	

TABLE 11C - HOGS, WEANING PIG PROD. - 1990 AVERAGES OF 54 FARMS

		TOTAL	PER HEAD	/LITTER
Production (LITTERS)		55351	954	119
NeT Increase In Value-Hogs	$	52844	55.39	444.07
Other Misc. Hog Income	$			
TOTAL VALUE PRODUCED	$	52844	55.39	444.07
FEED FED: QUANT. & COST	LBS/LITTER			
Corn	1177.62		5.79	46.42
Other Grain	131.80		.63	5.08
Complete Ration	1812.24		6.18	49.50
Prot.,Salt, Min.	389.54		10.20	81.79
TOTAL GRAIN MIX	3511.20		22.80	182.79
Forages	.94		.02	.18
Pasture				
TOTAL FEED COST			22.82	182.97
RETURN OVER FEED COSTS			32.57	261.10
OTHER DIRECT COSTS				
Veterinary			1.72	13.76
Breeding				.02
Miscellaneous			1.73	13.84
Custom Work & Lease			.35	2.84
Special HiredLabor			.08	.68
Assigned Interest				
TOTAL DIRECT COSTS	$		3.88	31.14
TOTAL DIR. COSTS INC FEED	$		26.70	214.11
RET. OVER ALL DIRECT COSTS	$		28.69	229.96
ALLOCATED COSTS				
Int. Pd Less Assnd Int Above			2.47	19.76
General Hired Labor			1.09	8.75
Utilities & Misc. Expense			2.22	17.83
Power & Machinery			1.85	14.82
Livestock Equipment			2.22	17.83
Buildings & Fences			2.26	18.10
TOTAL ALLOCATED COSTS	$		12.11	97.09
TOTAL ACTUAL LISTEDS COSTS	$		38.81	311.20
RET. OVER ACTUAL LIST COSTS	$		16.58	132.87

++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION ++++++++++

Total Costs Adj. To 7% Min Int.	39.36	315.57
Ret Over List. & 7% Opp. Int. Cost	16.03	128.50
Return/ $100 Feed Fed	242.68	
Ave Wt./Pig Sold Or Trans.	56	
Price Received / Pig Sold	56.16	
Litters/Sow/Year	1.5	
Number Pigs Born/Litter	10.0	
No. Pigs Weaned/Litter	8.5	
Pigs Produced/Sow/Year	11.2	
Litters/Crate/Year	7.4	
Pigs Weaned/Crate/Year	63.50	
Feeder Pig Death Percent	98.2	
Breeding Death Loss percentL	1.8	
Price/Cwt. Grain Mix Fed	5.21	
Price/Cwt. Prot, Salt, Min.	20.99	

TABLE 11C - HOGS. WEANING PIG PRODUCTION - 1990 HIGH-LOW RETURN FARMS

		11 HIGH RETURN FARMS			11 LOW RETURN FARMS	
	TOTALS	PER HEAD	PER LITTER	TOTALS	PER HEAD	PER LITTER
PRODUCTION	59695	904	97	37138	705	94
NET INCREASE IN VALUE-HOGS $	57018	63.07	587.81	31577	44.79	335.93
OTHER MISC. HOG INCOME $						
TOTAL VALUE PRODUCED $	57018	63.07	587.81	31577	44.79	335.93
FEED FED: QUANT. & COST	LBS/CWT			LBS/CWT		
CORN	1301.60	5.32	49.59	807.56	4.26	31.97
OTHER GRAIN	300.18	1.29	12.05	40.57	.21	1.59
COMPLETE RATION	95.60	1.90	17.68	2077.18	12.51	93.82
PROT., SALT, MINERAL	525.75	11.80	109.95	364.16	8.92	66.91
TOTAL GRAIN MIX	2223.13	20.31	189.27	3289.47	25.90	194.29
FORAGES	3.05	.08	.75	1.96	.05	.35
PASTURE						
TOTAL FEED COST $		20.39	190.02		25.95	197.64
RETURN OVER FEED COSTS $		42.68	397.79		18.84	141.29
OTHER DIRECT COSTS						
VETERINARY		1.83	17.08		1.67	12.51
BREEDING					.02	.12
MISCELLANEOUS		2.20	20.55		1.93	14.51
CUSTOM WORK & LEASE		.66	6.11		.43	3.22
SPECIAL HIRED LABOR		.08	.75		.23	1.70
ASSIGNED INTEREST						
TOTAL DIRECT COSTS $		4.77	44.49		4.28	32.06
TOTAL DIR. COSTS INC FEED $		25.16	234.51		30.23	226.70
RET. OVER ALL DIRECT COSTS $		37.91	353.30		14.56	109.23
ALLOCATED COSTS						
INT. PD.LESS ASSGN'T INT.		2.49	23.20		2.95	22.15
GENERAL HIRED LABOR		1.90	17.67		.63	4.76
UTILITIES & MISC. EXPENSE		2.25	21.00		1.93	14.50
POWER & MACHINERY		1.51	14.07		1.62	12.17
LIVESTOCK & EQUIPMENT		2.90	27.00		2.42	18.15
BUILDINGS & FENCES		2.62	24.44		2.10	15.71
TOTAL ALLOCATED COSTS $		13.67	127.38		11.65	87.44
TOTAL ACTUAL LISTED COSTS $		38.83	361.89		41.88	314.14
RET. OVER ACTUAL LIST COSTS$		24.24	225.92		2.91	21.79
++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++++						
TOTAL COSTS ADJ. TO 7% MIN INT.		39.65	369.51		42.26	316.93
RET.OVER LIST. & 7% OPPORT. INTEREST COSTS		23.42	218.30		2.53	19.00
RETURN/ $100 FEED FED		309.34			172.59	
AVE WT./ PIG SOLD OR TRANSF.		57			63	
PRICE RECEIVED / PIG SOLD		55.64			57.34	
LITTERS / SOW / YEAR		1.6			1.3	
NUMBER PIGS BORN / LITTER		11			9	
NO. PIGS WEANED / LITTER		10.5			7.9	
PIGS PRODUCED / SOW / YEAR		15.3			13.3	
LITTERS / CRATE / YEAR		6.5			6.3	
PIGS WEANED / CRATE / YEAR		67.60			49.20	
FDR.PIG DEATHS AS % OF TOTAL		97.2			98.6	
BREEDING DEATH AS % OF TOTAL		2.8			2.1	
PRICE / CWT.GRAIN MIX FED		8.51			5.91	
PRICE/ CWT. PROT. SALT, MIN.		20.91			18.38	

TABLE 11D - HOGS, MIXED SYSTEMS - 1990 AVERAGE 24 FARMS

		TOTAL	PER CWT	/LITTER
Production		77429		
Net Increase In Value: Hogs			62.63	613.82
Other Miscellaneous Income				
TOTAL VALUE PRODUCED $			62.63	613.82
FEED FED: QUANTITY & COST-LBS/CWT				
Corn	280.60		10.88	106.59
O`her Grain	11.41		.43	4.25
Complete Ration	48.27		5.25	51.47
Prot. Salt, Min.	94.12		14.91	146.15
TOTAL GRAIN MIX	434.40		31.47	308.46
Forages	1.81		.07	.71
Pasture				
TOTAL FEED COSTS $			31.54	309.17
RETURN OVER FEED COST $			31.09	304.65
OTHER DIRECT COSTS				
Veterinary			1.58	15.49
Breeding				
Miscellaneous			2.34	22.94
Custom Work & Lease Exp.			.63	6.13
Special Hired Labor				
Assigned Interest				
TOTAL OTHER DIR. COSTS $			4.55	44.56
TOT. OTHER DIR. COST INC FEED $			36.09	353.73
RET. OVER ALL DIRECT COSTS $			26.54	260.09
ALLOCATED COSTS				
Act Int Pd Less Assgnd Int Above			2.04	19.96
General Hired Labor			1.01	9.94
Utilities & Miscellaneous			2.05	20.14
Power & Machinery			.89	8.71
Livestock Equipment			1.43	14.03
Buildings & Fences			1.73	16.95
TOTAL ALLOCATED COSTS $			9.15	89.73
TOTAL ACTUAL LISTED COST $			45.24	443.46
RET. OVER ACTUAL LISTED COST $			17.39	170.36

+++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION ++++++++++++

Total Costs Adj To 7% Min Int.	46.79	458.61
Ret. Over List.& 7% Opp. Int. Cost	15.84	155.21
Return Over $ 100 Feed Fed $	198.53	
Ave Wt. Per Mkt Hog Sold	127	
Price Rec./Cwt. Mkt Hogs Sold $	66.77	
Total Number Litters Farrowed	79	
Litters / Sow / Year	1.55	
No. Pigs Born / Litter	9.16	
No. Pigs Weaned / Litter	8.10	
No. Pigs Prod. / Sow / Year	11.53	
Litters / Crate / Year	6.08	
Pigs Weaned / Crate / Year	49.23	
Pre-Weaning Death Loss Percent	11.60	
Nursery Death Loss Percent	2.03	
Mkt. Anim.Death Loss Percent	5.58	
Breeding Herd Death Loss-%	6.41	
Total Death Loss Percent	13.50	

TABLE 11D - HOGS, MIXED SYSTEMS - 1990

Production	LBS/CWT	12 HIGH RET. TOTAL 93625 PER CWT	/LITTER	LBS/CWT	12 LOW RET. TOTAL 61234 PER CWT	/LITTER
Net Increase In Value: Hogs		68.09	631.18		54.28	573.03
Other Miscellaneous Income						
TOTAL VALUE PRODUCED $		68.09	631.18		54.28	573.03
FEED FED: QUANT.& COST-						
Corn	279.96	11.30	104.73	281.57	10.23	108.00
Other Grain	15.12	.59	5.48	5.74	.20	2.07
Complete Ration	50.91	6.32	58.57	44.23	3.62	38.21
Prot. Salt, Min.	72.24	11.42	105.87	127.56	20.25	213.78
TOTAL GRAIN MIX	418.23	29.63	274.65	459.10	34.30	362.06
Forages	2.99	.12	1.10			
Pasture						
TOTAL FEED COSTS $		29.75	275.75		34.30	362.06
RETURN OVER FEED COST $		38.34	355.43		19.98	210.97
OTHER DIRECT COSTS						
Veterinary		1.83	17.00		1.19	12.59
Breeding						
Miscellaneous		2.97	27.52		1.38	14.55
Custom Work & Lease Exp.		.27	2.47		1.17	12.38
Special Hired Labor						
Assigned Interest						
TOTAL OTHER DIR. COSTS $		5.07	46.99		3.74	39.52
TOT. OTHER DIR. COST INC FEED $		34.82	322.74		38.04	401.58
RET. OVER ALL DIRECT COSTS $		33.27	308.44		16.24	171.45
ALLOCATED COSTS						
Act Int Pd Less Assgnd Int		1.78	16.50		2.43	25.66
General Hired Labor		1.50	13.92		.27	2.83
Utilities & Miscellaneous		2.20	20.40		1.83	19.34
Power & Machinery		.90	8.38		.87	9.16
Livestock Equipment		1.50	13.88		1.33	14.05
Buildings & Fences		2.07	19.19		1.21	12.78
TOTAL ALLOCATED COSTS $		9.95	92.27		7.94	83.82
TOTAL ACTUAL LISTED COST $		44.77	415.01		45.98	485.40
RET. OVER ACTUAL LISTED COST $		23.32	216.17		8.30	87.63

+++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION ++++++++++++

	12 HIGH RET.		12 LOW RET.	
Total Costs Adj To 7% Min Int.	46.88	434.52	46.66	492.64
Ret.Over List.& 7% Opp. Int. Cost	21.21	196.66	7.62	80.39
Return Over $ 100 Feed Fed $	228.89		158.27	
Ave Wt. Per Mkt Hog Sold	109		164	
Price Rec./Cwt. Mkt Hogs Sold $	72.33		59.31	
Total Number Litters Farrowed	101		58	
Litters / Sow / Year	1.68		1.38	
No. Pigs Born / Litter	9.41		8.60	
No. Pigs Weaned / Litter	8.31		7.60	
No. Pigs Prod. / Sow / Year	13.27		9.07	
Litters / Crate / Year	6.73		4.83	
Pigs Weaned/Crate/Year	55.93		36.75	
Pre-Weaning Death Loss Pct	11.68		11.42	
Nursery Death Loss Pct	1.67		2.95	
Mkt. Anim.Death Loss Percent	3.27		9.79	
Breeding Herd Death Loss-%	3.46		11.20	
Total Death Loss Percent	12.19		15.76	

TABLE 12 - DAIRY COWS 1990

	AVE.	HI RET.	LOW RET.	AVERAGE OF 292 FARMS		HIGH RETURN 58 FARMS		LOW RETURN 58 FARMS	
AVERAGE NUMBER OF COWS				49.5		56.1		44.1	
				PER COW	CWT. MILK	PER COW	CWT. MILK	PER COW	CWT. MILK
POUNDS MILK				16582		19275		13663	
POUNDS BUTTERFAT				569		642		494	
PERCENT BUTTERFAT IN MILK				3.43		3.33		3.62	
VALUE OF PRODUCE:									
DAIRY PRODUCTS SOLD				2258.18		2659.77		1821.70	
DAIRY PROD. USED IN HOME				5.17		6.92		4.47	
MILK FED TO LIVESTOCK				15.17		13.85		11.77	
NET INCREASE/DECREASE IN VALUE OF COWS SOLD				-109.74		-70.34		-136.33	
OTHER MISCELLANEOUS INCOME				.59		2.41		.20	
TOTAL VALUE PRODUCED $				2169.37	13.08	2612.61	13.55	1701.81	12.46
FEED FED-QUANT:& COST									
CORN	4494	5332	3902	172.28	1.04	200.70	1.04	154.67	1.13
SM. GRAINS	413	433	355	17.68	.11	17.91	.09	13.29	.10
COMP. RATION.	2846	373	968	53.58	.32	36.67	.19	79.61	.58
PRO. SALT, MIN.	1642	2381	1198	246.91	1.49	301.30	1.56	212.97	1.56
TOTAL GRAIN MIX;	9395	8519	6423	490.45	2.96	556.58	2.88	460.54	3.37
LEGUME HAY	5769	5066	6351	250.93	1.51	214.80	1.11	290.84	2.13
OTH DRY RHGE.	497	362	399	10.81	.07	6.58	.03	12.95	.09
HAYLAGE	1697	2434	1332	35.68	.22	55.35	.29	21.77	.16
SILAGE	11226	9921	12787	96.22	.58	83.67	.43	109.80	.80
PASTURE				1.84	.01	.59		3.06	.02
TOTAL FEED COSTS $				885.93	5.35	917.57	4.74	898.96	6.57
RETURN OVER FEED COSTS $				1283.44	7.73	1695.04	8.81	802.85	5.89
OTHER DIRECT COSTS									
VETERINARY				50.79	.31	57.59	.30	36.21	.27
BREEDING				26.12	.16	30.61	.16	18.19	.13
MISCELLANEOUS				117.96	.71	136.86	.71	101.34	.74
CUSTOM WORK OR LEASE EXPENSE				64.79	.39	75.78	.39	51.95	.38
SPECIAL HIRED LABOR				7.23	.04	14.74	.08	.68	
ASSIGNED INTEREST									
TOTAL OTHER DIRECT COSTS $				266.89	1.61	315.58	1.64	208.37	1.52
TOTAL DIRECT COSTS INC. FEED $				1152.82	6.96	1233.15	6.38	1107.33	8.09
RETURN OVER ALL DIRECT COSTS $				1016.55	6.12	1379.46	7.17	594.48	4.37
ALLOCATED COSTS:									
ACT INT PD (-) ASSIGNED INT.				92.53	.56	89.66	.47	107.32	.79
GENERAL HIRED LABOR				63.39	.38	101.19	.53	35.40	.26
UTILITIES & MISC.				89.52	.54	97.33	.50	72.59	.53
POWER & MACHINERY				67.95	.41	69.54	.36	66.96	.49
LIVESTOCK EQUIPMENT				79.96	.48	84.07	.44	67.72	.50
BUILDINGS & FENCES				97.15	.59	121.09	.63	79.60	.58
TOTAL ALLOCATED COSTS $				490.50	2.96	562.88	2.93	429.59	3.15
TOTAL ACTUAL LISTED COSTS $				1643.32	9.92	1796.03	9.31	1536.92	11.24
RETURN OVER ACTUAL LISTED COSTS $				526.05	3.16	816.58	4.24	164.89	1.22
++++++++ SUPPLEMENTARY MANAGEMENT INFORMATION ++++++++									
TOTAL COST ADJUSTED TO 7% MIN INTEREST $				1669.70	10.07	1840.63	9.55	1539.12	11.26
RET. OVER LISTED & 7% OPPORT'Y INT. COST $				499.67	3.01	771.98	4.00	162.69	1.20
RETURN OVER $ 100 FEED FED. $				244.87		284.73		189.31	
POUNDS MILK / POUND GRAIN MIX.				1.76		2.26		2.13	
AVERAGE PRICE CWT. MILK SOLD $				13.75		13.92		13.46	
DAIRY COW TURNOVER PERCENTAGE				40.40		44.56		38.55	
APPROX. DRY MATTER CONSUMED / COW				49		45		45	

TABLE 13 - OTHER DAIRY CATTLE, COMMERCIAL REPLACEMENT - 1990

	AVERAGE OF 292 FARMS		58 HIGH RET.		58 LOW RET.	
AVE. NUMBER OF HEAD		59.0		55.8		52.5
		PER HEAD		PER HEAD		PER HEAD
NET INCREASE IN VALUE:		415.75		547.69		262.17
OTHER MISC. INCOME		.71		.38		.86
TOTAL VALUE PRODUCED $		416.46		548.07		263.03
FEED FED: QUANT & COST	LBS/HEAD		LBS/HEAD		LBS/HEAD	
CORN	884	34.08	708	27.51	1057	41.79
SMALL GRAIN	206	7.10	184	6.38	147	5.30
COMPLETE RATION	180	10.17	258	12.49	85	7.58
PRO. SALT, MINERAL	234	43.32	169	36.67	241	43.94
TOTAL GRAIN MIX	1504	94.67	1319	83.05	1530	98.61
LEGUME HAY	1153	45.46	663	24.70	1872	74.59
OTHER HAY & ROUGHAGE	965	22.10	845	20.68	992	20.53
HAYLAGE	316	6.32	280	4.75	573	11.81
SILAGE	6761	56.68	5784	47.80	6725	55.94
MILK	106	12.90	59	6.92	115	13.49
PASTURE		2.00		1.85		1.79
TOTAL FEED COSTS $		240.13		189.75		276.76
RETURN OVER FEED COST $		176.33		358.32		-13.73
OTHER DIRECT COSTS						
VETERINARY		6.37		7.69		6.59
BREEDING		3.88		5.81		2.50
MISCELLANEOUS		8.68		11.40		7.35
CUSTOM WORK & LEASE EXP.		3.00		3.21		3.14
SPECIAL HIRED LABOR		.86		2.49		.97
ASSIGNED INTEREST						
TOTAL OTHER DIRECT COST $		22.79		30.60		20.55
TOTAL DIR COST INC FEED $		262.92		220.35		297.31
RET. OVER ALL DIR. COSTS$		153.54		327.72		-34.28
ALLOCATED COSTS;						
INT. PAID LESS ASSIGNED INT. ABOVE		15.83		15.63		16.44
GENERAL HIRED LABOR		10.47		12.56		5.89
UTILITIES & MISCELLANEOUS		15.98		15.66		19.01
POWER & MACHINERY		11.60		12.33		11.12
LIVESTOCK EQUIPMENT		13.63		14.56		13.80
BUILDINGS & FENCES		16.80		20.24		17.39
TOTAL ALLOCATED COSTS $		84.31		90.98		83.65
TOTAL ACTUAL LISTED COSTS $		347.23		311.33		380.96
RET.OVER ACTUAL LIST COSTS $		69.23		236.74		-117.93
TOTAL COSTS ADJ TO 7% MIN INT.		389.12		356.19		421.76
RET.OVER LIST. & 7% OPP. INT COST		27.34		191.88		-158.73
RETURN PER $ 100 FEED FED		173.43		288.86		95.04
PERCENT CALF DEATH LOSS		11.30		7.45		17.00

TABLE 14 - ALL DAIRY & DUAL PURPOSE - 1990 AVERAGE OF 292 FARMS

Ave Number Of Head			50.0	
			PER COW	PER CWT
Pounds Of Milk			16574.12	
Lbs. Of Butterfat			568.81	
Butterfat Percent			3.43	
VALUE OF PRODUCE				
Dairy Prod. Sold			2257.76	
P5.18 Used In Home			5.18	
Fed To Livestock			15.40	
Net Inc. In Value			384.32	
Other Misc. Income			1.18	
TOTAL VALUE PRODUCED	$		2663.84	16.07
FEED FED: QUANTITY & VALUE;		LBS/CWT		
Corn		5521	212.02	1.28
Small Grain		661	26.22	.16
Complete Ration		3096	64.98	.39
Prot.,Salt, Min.		1934	314.04	1.89
TOTAL GRAIN MIX		11212	617.26	3.72
Legume Hay		7129	304.88	1.84
Other Hay & Roughage		1656	37.78	.23
Haylage		1999	40.86	.25
Silage		19189	163.44	.99
Pasture			4.22	.03
TOTAL FEED COSTS	$		1168.44	7.06
RETURN OVER FEED	$		1495.40	9.01
OTHER DIRECT COSTS:				
Veterinary			57.90	.35
Breeding			30.80	.19
Miscellaneous			127.40	.77
Custom Work & Lease Exp.			68.36	.41
Special Hired Labor			7.84	.05
Assigned Interest				
TOTAL OTHER DIRECT COST	$		292.30	1.77
TOT. DIRECT COST INC.FEED	$		1460.74	8.83
RETURN OVER ALL DIR. COST	$		1203.10	7.24
ALLOCATED COSTS:				
Int. Pd. Less Assigned Above			110.80	.67
General Hired Labor			76.64	.46
Utilities- Miscellaneous			107.72	.65
Power & Machinery			81.98	.49
Livestock Equipment			95.19	.57
Buildings & Fences			114.41	.69
TOTAL ALLOCATED COST	$		586.74	3.53
TOTAL ACTUAL LISTED COSTS	$		2047.48	12.36
RET/ACTUAL LISTED COSTS	$		616.36	3.71

+++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++

Total Cost Adj. To 7% Interest		10966.28	66.17
Ret / Listed 7% Opporty Cost		-8302.44	-50.10
Return / For $ 100 Feed Fed	$	228	
Lbs Of Milk / Lbs Grain Mix		1.48	
Ave. Price / Cwt. Sold		13.76	
Dairy Cow Turenover %		40.00	
Approx Dry Matter / Cow		67	
Percent Calf Death Loss		11.02	
Total Invest. Per Cow	$	7955.04	
Total Debt Per Cow	$	3282.50	

TABLE 14 - ALL DAIRY & OTHER DAIRY - 1990

		58 HIGH RETURN HERDS			58 LOW RETURN HERDS	
AVE. NUMBER OF HEAD		54.9			45.0	
		PER COW	PER CWT		PER COW	PER CWT
POUNDS OF MILK		19274.50			13662.78	
LBS. OF BUTTERFAT		643.85			493.65	
BUTTERFAT PERCENT		3.33			3.63	
VALUE OF PRODUCE						
DAIRY PROD. SOLD		2669.49			1823.13	
PROD. USED IN HOME		6.45			3.42	
FED TO LIVESTOCK		15.21			10.20	
NET INC. IN VALUE		534.59			230.36	
OTHER MISC. INCOME		1.48			2.93	
TOTAL VALUE PRODUCED $		3227.22	16.69		2070.04	15.21
FEED FED: QUANTITY & VALUE;	LBS/COW			LBS/COW		
CORN	6265	237.21	1.23	4959	194.78	1.43
SMALL GRAIN	819	29.45	.15	454	16.51	.12
COMPLETE RATION	536	48.05	.25	1018	80.11	.59
PROT.,SALT, MIN.	2825	387.32	2.00	1468	270.82	1.99
TOTAL GRAIN MIX	10445	702.03	3.63	7899	562.22	4.13
LEGUME HAY	6833	280.60	1.45	7604	337.04	2.48
OTHER HAY & ROUGHAGE	1375	28.47	.15	1373	36.00	.26
HAYLAGE	2996	68.20	.35	1554	26.22	.19
SILAGE	19769	1167.34	.87	19085	162.69	1.20
PASTURE		4.24	.02		5.27	.04
TOTAL FEED COSTS $		1250.88	6.47		1129.44	8.30
RETURN OVER FEED $		1976.34	10.22		940.60	6.91
OTHER DIRECT COSTS:						
VETERINARY		70.13	.36		39.80	.29
BREEDING		42.02	.22		20.31	.15
MISCELLANEOUS		149.40	.77		100.49	.74
CUSTOM WORK & LEASE EXP.		79.34	.41		52.93	.39
SPECIAL HIRED LABOR		11.33	.06		1.07	.01
ASSIGNED INTEREST						
TOTAL OTHER DIR. COST $		352.22	1.82		214.60	1.58
TOT. DIRECT COST INC.FEED $		1603.10	8.29		1344.04	9.88
RETURN OVER ALL DIR. COST $		1624.12	8.40		726.00	5.33
ALLOCATED COSTS:						
INT. PD. LESS ASSIGNED ABOVE		103.61	.54		129.04	.95
GENERAL HIRED LABOR		123.33	.64		39.49	.29
UTILITIES- MISCELLANEOUS		123.68	.64		88.42	.65
POWER & MACGHINERY		89.28	.46		77.95	.57
LIVESTOCK EQUIPMENT		108.91	.56		77.73	.57
BUILDINGS & FEBCES		147.96	.77		81.13	.60
TOTAL ALLOCATED COST $		696.77	3.61		493.76	3.63
TOTAL ACTUAL LISTED COSTS $		2299.87	11.90		1837.80	13.51
RET/ACTUAL LISTED COSTS $		927.35	4.79		232.24	1.70
+++++SUPPLEMENTARY MANAGEMENT INFORMATION +++++						
TOTAL COST ADJ. TO 7% INTEREST		3875.97	20.04		4009.07	29.46
RET/LISTED 7% OPPORTNTY COST		-648.75	-3.35		-1939.03	-14.25
RETURN /$ 100 FEED FED $		258			183	
LBS OF MILK/LBS GRAIN MIX		1.85			1.72	
AVE. PRICE / CWT. SOLD		13.93			13.51	
DAIRY COW TURNOVER %		43.72			37.78	
APPROX DRY MATTER / COW		66			60	
PERCENT CALF DEATH LOSS		8.49			13.91	
TOTAL INVEST. PER COW $		9522.44			6661.49	
TOTAL DEBT PER COW $		3149.51			3538.69	

TABLE 15A - BEEF BREEDING CATTLE - 1990

11 FARMS

	LBS/COW	HERD TOTAL	PER COW
Average Number Of Beef Cows		32.8	
Ave. No. Other Beef Animals		21.2	
Pounds Of Beef Produced		14169	
Net Value Produced		12898	393.23
Other Miscellaneous Income		135	4.12
TOTAL VALUE PRODUCED $		13033	397.35
FEED FED: QUANTITY & COST	**LBS/COW**		
Grains	203.2		9.39
Pro. Salt-Mineral	60.6		8.08
Legume Hay	2302.7		51.62
Other Hay & Dry Rough.	2593.7		56.49
Silage	7849.2		69.21
Haylage			
Pasture			18.11
TOTAL FEED COSTS: $			212.90
RETURN OVER FEED COSTS $			184.45
OTHER DIRECT COSTS:			
Veterinary			11.25
Breeding			
Miscellaneous			8.11
Custom Work-Lease Exp.			3.23
Special Hired Labor			.43
Assigned Interest			
TOTAL OTHER DIR, COSTS $			23.02
TOTAL DIR. COSTS INC. FEED $			235.92
RETURN OVER ALL DIR. COSTS $			161.43
ALLOCATED COSTS;			
Actual Interest Paid Less Int. Assigned Above			46.89
General Hired Labor			5.00
Utilities-Miscellaneous			15.30
Power & Machinery			11.78
Livestock Equipment			9.79
Buildings & Equipment			10.26
TOTAL ALLOCATED COSTS $			99.02
TOTAL ACTUAL LISTED COSTS $			334.94
RET. OVER ACTUAL LIST COST $			62.41
++++++++++++++SUPPLEMENTARY MANAGEMENT INFORMATION ++++++++++++++			
Total Cost Adj.to 7% Min. Int.		11950	364.34
Ret./Listed & 7% Opportunity Interest Cost		1083	33.01
Return For $ 100 Feed Fed $		186.64	
$/Cwt Breeding Anm. Sold $		50.71	
Ave. Weight Animal Bought $		644.35	
Number Of Head Sold		3	
Percent Death Loss		4.88	
Price/Cwt. Calf Sold Or Trans.		87.82	
Ave Weight Calf Sold/Trans.		478	
Percent Calf Crop Born		96.88	
Percent Calf Crop Weaned		93.75	
Percent Calf Death Loss .		6.45	
Cull Inc./Breeding Cow		75.30	
Hay Equivalent / Cow		3.76	
Corn Equivalent / Cow		3.63	

TABLE 15B - BEEF FEEDERS,FEEDLOT 1990 AVE OF 111 FARMS

		TOTAL	PER CWT.	PER HEAD
Average Number Of Animals		76.6		
Pounds Of Animal Produced		58739		
Net Increase In Value: Animals	$	38046	64.77	496.68
Other Miscellaneous Income				
TOTAL VALUE PRODUCED	$	38046	64.77	496.68
FEED FED QUANTITY AND VALUE		LBS/CWT		
Corn		546.7	19.47	149.33
Small Grains		7.9	.30	2.28
Complete Rations		26.7	1.60	12.26
Prot. Salt, Mineral		46.1	7.33	56.23
Legume Hay		54.4	2.04	15.61
Other Hay-Roughage		39.2	.67	5.13
Silage		483.9	4.03	30.87
Haylage		8.5	.13	.99
Pasture			.01	.04
TOTAL FEED COST	$		35.58	272.74
RETURN OVER FEED COSTS	$		29.19	223.94
OTHER DIRECT COSTS				
Veterinary			1.73	13.28
Miscellaneous			1.27	9.75
Custom Work-Lease Exp.			1.66	12.70
Special Hired Labor			.10	.80
Assigned Interest			.54	4.18
TOTAL OTHER DIRECT COSTS	$		5.30	40.71
TOTAL DIRECT COST INC. FEED	$		40.88	313.45
RET. OVER ALL DIRECT COSTS	$		23.89	183.23
ALLOCATED COSTS				
Actual Interest Paid Less Interest Assigned Above			5.39	41.32
General Hired Labor			1.06	8.11
Utilities & Miscellaneous			1.58	12.15
Power & Machinery			1.08	8.31
Livestock Equipment			1.84	14.10
Buildings & Fences			1.27	9.71
TOTAL ALLOCATED COSTS	$		12.22	93.70
TOTAL ACTUAL LISTED COSTS	$		53.10	407.15
RET.OVER ACTUAL LISTED COST	$		11.67	89.53
++++++++++++++++++++SUPPLEMENTARY INFORMATION ++++++++++++++++++++				
Total Costs Adj To 7% Min. Int.			55.08	422.36
Ret.Over List.& 7% Opp. Int. Costs			9.69	74.32
Return For $ 100 Feed Fed	$		182.10	
Price / Cwt. Sold			73.57	
Ave. Weight All Cattle Sold			1083	
Price / Cwt. Bought			91.39	
Ave. Weight Cattle Bought			441	
Number Head Bought			80	
Percent Death Loss			3.08	
Effec. Daily Gain- Lbs./Head/Day			2.10	
Price To Cover Purch Price + Listed			108.01	
Hay Equivalent/ Cwt.			.13	
Corn Equivalent/Cwt.			9.90	

TABLE 15B - BEEF FEEDERS,FEEDLOT 1990

		22 HIGH RETURN FARMS			22 LOW RETURN FARMS		
		TOTALS	PER CWT.	PER HEAD	TOTALS	PER CWT.	PER HEAD
AVERAGE NUMBER OF ANIMALS		88.8			78.1		
POUNDS OF ANIMAL PRODUCED		65772			55120		
NET INCREASE IN VALUE: ANIMALS	$	47962	72.92	540.11	32139	58.31	411.51
OTHER MISCELLANEOUS INCOME							
TOTAL VALUE PRODUCED	$	47962	72.92	540.11	32139	58.31	411.51
FEED FED QUANTITY AND VALUE	LBS/CWT				LBS/CWT.		
CORN	397.0		11.88	87.97	664.2	25.57	180.47
SMALL GRAINS	9.4		.35	2.57	7.5	.33	2.34
COMPLETE RATIONS					32.3	3.71	26.20
PROT. SALT, MINERAL	50.0		6.63	49.12	67.3	9.38	66.18
LEGUME HAY	29.4		.93	6.86	43.6	1.60	11.29
OTHER HAY-ROUGHAGE	48.6		1.20	7.56	42.8	.43	3.02
SILAGE	634.5		4.92	36.44	659.4	5.84	41.20
HAYLAGE					9.1	.17	1.20
PASTURE			.01	.10			
TOTAL FEED COST	$		25.74	190.62		47.03	331.90
RETURN OVER FEED COSTS	$		47.18	349.49		11.28	79.61
OTHER DIRECT COSTS							
VETERINARY			1.32	9.74		2.33	16.43
MISCELLANEOUS			.73	5.38		2.83	20.00
CUSTOM WORK-LEASE EXP.			2.24	16.57		2.00	14.15
SPECIAL HIRED LABOR			.24	1.80			
ASSIGNED INTEREST						2.72	19.21
TOTAL OTHER DIRECT COSTS	$		4.53	33.49		9.88	69.79
TOTAL DIRECT COST INC. FEED	$		30.27	224.11		56.91	401.69
RET. OVER ALL DIRECT COSTS	$		42.65	316.00		1.40	9.82
ALLOCATED COSTS							
ACTUAL INTEREST PAID LESS INTEREST ASSIGNED L23			9.41	69.68		4.54	32.05
GENERAL HIRED LABOR			.22	1.60		.83	5.83
UTILITIES & MISCELLANEOUS			1.31	9.67		1.50	10.56
POWER & MACHINERY			1.14	8.41		1.08	7.60
LIVESTOCK EQUIPMENT			1.94	14.38		1.84	13.02
BUILDINGS & FENCES			1.28	9.48		1.38	9.72
TOTAL ALLOCATED COSTS	$		15.30	113.22		11.17	78.78
TOTAL ACTUAL LISTED COSTS	$		45.57	337.33		68.08	480.47
RET.OVER ACTUAL LISTED COST	$		27.35	202.78		-9.77	-68.96

+++++++++++++++SUPPLEMENTARY INFORMATION +++++++++++++++

		22 HIGH RETURN FARMS		22 LOW RETURN FARMS	
		PER CWT.	PER HEAD	PER CWT.	PER HEAD
TOTAL COSTS ADJ TO 7% MIN. INT.		45.34	335.79	69.39	489.72
RET./LIST & 7% OPP. INT COST.		27.58	204.32	-11.08	-78.21
RETURN FOR $ 100 FEED FED	$	283.35		123.98	
PRICE / CWT. SOLD		76.39		72.62	
AVE. WEIGHT ALL CATTLE SOLD		950		1086	
PRICE / CWT. BOUGHT		92.79		84.56	
AVE. WEIGHT CATTLE BOUGHT		495		488	
NUMBER HEAD BOUGHT		98		110	
PERCENT DEATH LOSS		.75		5.55	
EFF.DAILY GAIN- LB./HEAD/DAY		2.03		1.93	
PRICE TO COV.PURCH. PR.+ LISTED		114.01		150.37	
HAY EQUIVALENT/CWT.		.14		.16	
CORN EQUIVALENT/CWT.		7.26		11.99	

TABLE 16A - SHEEP, FARM COMMERCIAL-1990 AVERAGE OF 10 FARMS

		FLOCK TOTAL	PER EWE
Average Number Of Ewes		53.2	
Pounds Lamb, Mutton Produced		5155	
Pounds Wool Produced		252	
VALUE OF PRODUCE			
Wool			5.98
Net Increase In Value			16.17
Other Miscellaneous Income			.06
TOTAL VALUE PRODUCED	$		22.21
FEED FED: QUANTITY & COST	LBS/EWE		
Corn	298.9		15.19
Prot. Salt, Min.	57.9		8.87
Legume Hay	741.0		22.29
O.Dry Hay & Roughage	60.2		1.69
Silage			
Haylage			
Pasture			1.28
TOTAL FEED COST	$		49.32
RETURN OVER FEED COST	$		-27.11
OTHER DIRECT COSTS:			
Veterinary			3.01
Breeding			
Miscellaneous			2.63
Custom Work			2.67
Lease Expense			.94
Special Hired Labor			.11
Assigned Interest			
TOTAL OTHER DIRECT COST	$		9.36
TOT. OTHER DIR. COST INC. FEED	$		58.68
RETURN OVER ALL DIRECT COSTS	$		-36.47
ALLOCATED COSTS:			
Act Int Pd Less Assgnd Above			14.77
General Hired Labor			.15
Utilities & Miscellaneous			4.81
Power & Equiipment			4.47
Livestock Equipment			4.75
Buildings & Fences			5.25
TOTAL ALLOCATED COSTS	$		34.20
TOTAL ACTUAL LISTED COST	$		92.88
RET. OVER ACTUAL LISTED COST	$		-70.67
+++++++MISCELLANEOUS MANAGEMENT INFORMATION +++++++			
Total Costs Adj. To 7% Min. Int.			90.55
Return Over Listed & 7% Opportunity Interest Cost			-68.34
Return / $ 100 Feed Fed			45.04
Price/Cwt Lamb Sold Or Trans.			51.20
Ave Weight Lamb Sold Or Trans			104
Lbs Wool / Sheep Sheared			6.5
Number Ewes Exposed			50
Number Ewes Lambing			43
Conception Rate			86.0
Number Lambs Born			69
Percent Born / Ewe Exposed			138.0
Percent Born / Ewe Lambing			160.5
Percent Weaned/Ewe Lambing			144.2
Percent Ewe Loss: % Death loss			1.4
Percent Lamb Loss: % Death Loss			3.3

HOW AND WHERE THE AVERAGE FARM FAMILY SPEND THEIR MONEY

ITEM	1986	1987	1988	1989	1990
OTHER FARMERS for Lvstk, Custom work	9503	10652	10855	9785	10034
AGRI-BUSINESS for; Feed, Chem, Seed Fuel, Fertilizer	50976	55988	61942	73331	80804
EXTRA HIRED LABOR	4157	4099	6447	3876	4593
TAXES (real estate)	1545	1405	1389	1560	1615
ELECTRICITY; (farm share)	2544	2409	2543	2490	2570
TELEPHONE; (farm share)	359	412	410	420	435
CASH INTEREST; (operators)	15259	14866	13942	14290	12354
CASH RENT	8337	9128	10562	10883	12354
EQUIP. PURCHASE	8491	11109	10877	14533	17534
REAL ESTATE and BUILDINGS PURCH.	5089	3342	5510	5956	10273
HOUSEHOLD (cash)	16200	18016	19463	21274	23591
MISCELLANEOUS	2424	2623	2799	3016	3488
TOTAL EXPENSES $	125882	134139	143973	161406	183039

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.		
4.		