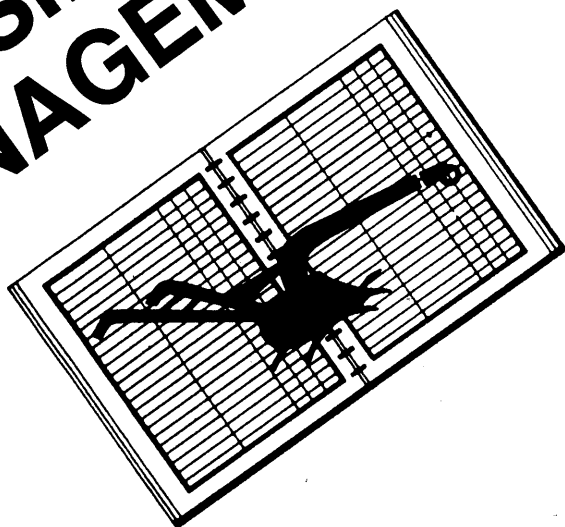


# **FARM BUSINESS MANAGEMENT**



## **1991 Annual Report Southeastern Minnesota April, 1992**

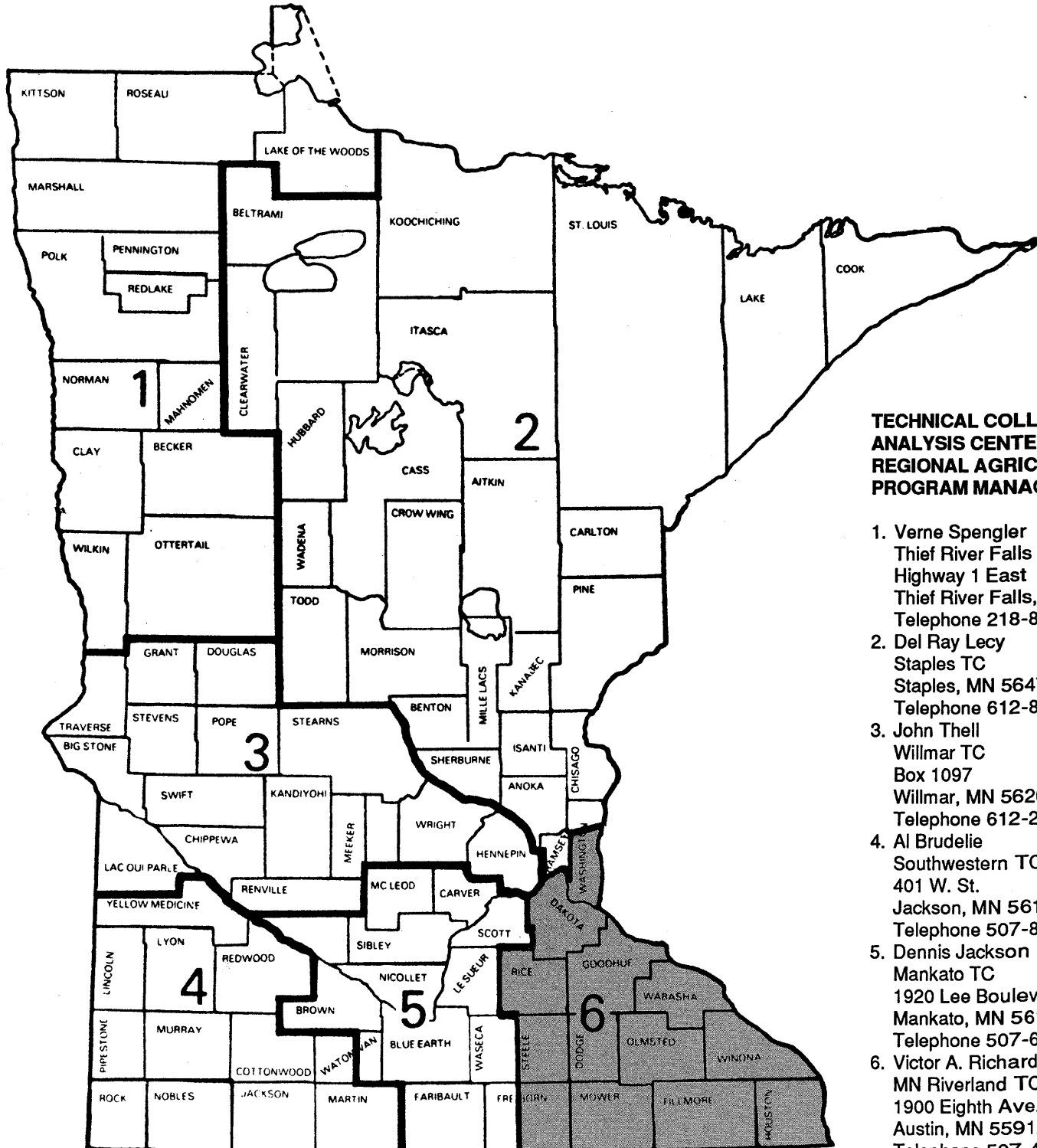
**AN ADULT  
EDUCATIONAL  
PROGRAM**

**In cooperation with: Minnesota Technical College System  
Division of Agricultural Education - University of Minnesota**

**MINNESOTA RIVERLAND TECHNICAL COLLEGE  
AUSTIN CAMPUS**

Price \$5.00

# MINNESOTA FARM BUSINESS MANAGEMENT AREAS



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1991 REPORT OF THE FARM BUSINESS MANAGEMENT  
PROGRAM IN SOUTHEASTERN MINNESOTA  
Vic Richardson - Regional Agriculture Program Manager

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The analysis of the records and preparation of the report for the Southeast area is done under the direction of Vic Richardson, Regional Ag Program Manager, at the Riverland Technical College - Austin. Directing in a supervisory capacity are Marlin Wacholz, President of MN Riverland Technical College; John Gedker, Campus Vice President, MRTC; John Murray, Program Manager, MN Technical College System; and Dr. Edgar Persons, Head of the University of Minnesota Agricultural Education Division. Data processing was done by Specialized Data System, Inc., Madison Wisconsin. Special acknowledgement is due the Graphic Technology Department at the Riverland Technical College, Austin Campus, for printing this report and Joan O'Rourke for typing it.

## INTRODUCTION

Farm Business Management education has been a part of agriculture education programs in Minnesota schools since 1952. From the early cooperative efforts of the State Department of Education and the Department of Agriculture Education (University of Minnesota), the program has expanded to serve over 6000 farm families each year in six farm management areas. Programs are now administered and managed by the Minnesota Technical College System through the Technical Colleges and local school districts.

The purpose of farm management education is to help farm families achieve their farm business and family goals. This is done through improved management organization and efficiency of their farm operations. This purpose has not changed over the years.

To accomplish these purposes, programs have been organized to conform to the following guidelines:

1. Farm families enroll in a specific management course.
2. Each course has a specific objective and units of instruction to meet the objective.
3. Courses are offered in sequence and farmers are expected to enroll in the first of the sequence of courses.
4. There is continuity to each course. Each leads to the next course in the sequence.
5. Instruction occurs both in the classroom and on the farm with the farm family.

Programs organize their course around the same central theme. They are:

- Year 1 - Farm business records and accounts.
- Year 2 - Farm business analysis and evaluation.
- Year 3 - Farm business organization.
- Year 4 - Farm reorganization and enterprise efficiency.
- Year 5 - Current issues in farm management.
- Year 6 - Managing the business for family goal attainment.

The programs became credit based in FY92. Each individual cooperator completes a needs assessment with the instructor, after which the cooperator registers for classes and course work to meet these needs. A typical farm business registers for 15 credits per year. The purpose of this effort is to more adequately address the needs of the individual farmer, making enrollment even more beneficial.

Like most educational programs, members benefit from the instruction in relation to how much effort they put into study. Some farmers have benefitted more, and some less, depending upon how seriously they studied the results of their business analysis and the kind of decisions they made as a result of their analysis.

The farm business and enterprise analysis format allocates all specific and general farm expenses to each farm enterprise. A new set of tables, the Table 200 series, was introduced last year to provide a more standard Profit & Loss format which separates cash and accrual transactions, and easier to understand measures of Profitability, Liquidity and Solvency. The allocation of all costs and the introduction of the new tables makes the analysis a more useful report to be used for long range planning, short term cash purchase planning and cash flow projections.

## DESCRIPTION OF ANALYSIS TABLES 200 SERIES

The four tables in the Table 200 series were initiated in 1990 and are continuing for 1991.

**TABLE 200** is a newly organized Cash Statement of Operator's Farm Profit and Loss. It provides a detailed picture of cash income and expenditures, as well as grouping them into categories. It shows the Net Cash Income for the farm operation.

**TABLE 210** provides the Accrual Statement of Operator's Farm Profit or Loss. The Net Cash Income from Table 200 is adjusted for the change in inventory value of current assets such as grain and market livestock to determine the Net Operating Income.

Depreciation and Capital Adjustments of intermediate and long term assets such as Breeding Livestock, Machinery, Buildings and Land, and other adjustments for changes in Accounts Payable and Delinquencies are then added or subtracted to determine the Net Farm Profit or Loss.

**TABLE 220** reports various Measures of Farm Profitability, Liquidity, and Solvency.

Profitability is reported as:

- 1) Net Return to Capital, Family Labor & Management
- 2) Net Return to Operator's Labor & Management
- 3) Net Return to Labor & Management (fulltime equivalent)
- 4) Return to Farm Capital
- 5) Return to Operator Equity

Liquidity is shown as the amount available to service non Real Estate Debt and the years required to turnover non Real Estate Debt, both determined after paying family living expenses and servicing real estate debt.

Solvency is shown as Operator Equity as well as the percent in debt by category.

**TABLE 230** shows various measures of farm size, i.e.; acres, units of work accomplished, number of workers on the farm, and operator investment.

Table 230 also provides a brief summary of crop and livestock production and cost for the past year.

## CASH RECEIPTS

YEAR END 1991

## CASH STATEMENT OF OPERATOR'S FARM PROFIT OR LOSS – TABLE 200

CASH FARM OPERATING INCOME	AVERAGE OF 492 FARMS	% OF CASH OPER INC	98 HIGH PROFIT FARMS	% OF CASH OPER INC	98 LOW PROFIT FARMS	% OF CASH OPER INC
<b>Sale of Mkt Lvstk &amp; Lvstk Products</b>						
Beef Feeders – Feedlot	7621		9377		8276	
Dairy Products	47500		38612		40630	
Hogs – Farrow/Finish	22496		39219		14489	
Hogs – Finishing	15045		31781		13816	
Hogs – Feeder Pigs	3133		4921		2168	
Hogs – Mixed Systems	7750		14634		3288	
Sheep Flock	179		113		262	
Other Misc Livestock Income	233		185		365	
Total Sales Mkt Lvstk & Products	103957	51.5	138842	40.8	83294	51.0
<b>Sales of Crops</b>						
Oats	254		89		422	
Wheat	29				31	
Other Small Grains	29		38		6	
Soybeans	25437		46752		19701	
Alfalfa Hay	482		279		761	
Other Hay	19				13	
Corn—Grain	45072		91710		36783	
Canning Peas	1046		2072		1060	
Canning Corn	1733		2340		1854	
Other Crops	566		720		485	
Land Rented Out	128		78		134	
Sales of Crops Purch for Resale	3776		6240		6996	
Total Crop Sales	78571	38.9	150318	44.2	68246	41.8
<b>Other Farm Income</b>						
Government Payments	8550		15935		6766	
Gas Tax Refund	8		3		20	
Income From Work Off Farm	1965		4008		1877	
Custom Work Enterprise Income	5978		25321		872	
Patronage Refund (Cash)	572		701		510	
Miscellaneous Farm Income	1652		3883		1134	
Farm Capital Lease Income	689		1226		633	
Total Other Income	19414	9.6	51007	15.0	11812	7.2
<b>(A) Cash Operating Income</b>	<b>201942</b>	<b>100.0</b>	<b>340237</b>	<b>100.0</b>	<b>163352</b>	<b>100.0</b>

YEAR END 1991

CASH EXPENSES

## CASH STATEMENT OF OPERATOR'S FARM PROFIT OR LOSS – TABLE 200

CASH FARM OPERATING EXPENSES	AVERAGE OF 492 FARMS	% OF CASH OPER INC	98 HIGH PROFIT FARMS	% OF CASH OPER INC	98 LOW PROFIT FARMS	% OF CASH OPER INC
<b>Purchase of Mkt Lvstk &amp; Lvstk Expenses</b>						
Beef	2505		3268		3424	
Other Dairy	972		642		1203	
Hogs – Farrow/Finish	178		332		299	
Hogs – Finishing	3894		5523		4741	
Hogs – Mixed Systems	226		247		547	
Sheep	31		76		12	
Vet & Misc. Livestock Expense	7961	3.9	8144	2.4	6496	4.0
Feed Bought	26142	12.9	37835	11.2	19233	11.8
Total Lvstk Expenses	41909	20.8	56067	16.6	35955	22.0
<b>Crop Expenses</b>						
Fertilizer	8994	4.5	15342	4.5	7875	4.8
Chemicals	8634	4.3	16030	4.7	7045	4.3
Seed	7481	3.7	12675	3.7	6435	3.9
Drying	1561	0.8	2771	0.8	1293	0.8
Irrigation Operation	37		64		30	
Other Crop Expenses	2698	1.3	4378	1.3	2830	1.8
Purchase for Resale	7622	3.8	12706	3.7	10441	6.4
Total Crop Expenses	37027	18.4	63966	18.7	35949	22.0
<b>Operation Expenses</b>						
Fuel & Lubricants	5223	2.6	7317	2.2	4815	2.9
Repair: Livestock Equipment	2175	1.1	2936	0.9	1747	1.1
Repair: Farm Real Estate	2248	1.1	3187	0.9	2052	1.3
Repair: Machinery & Vehicles	9371	4.6	13020	3.8	9153	5.6
Repair: Irrigation Equipment	3				8	
Total Fuel & Repair Expense	19020	9.4	26460	7.8	17775	10.9
<b>Miscellaneous Farm Expenses</b>						
Custom Work Hired	4527	2.2	4759	1.4	4100	2.5
Custom Ent. Oper. Costs	4793	2.4	22251	6.5	234	0.1
Hired Labor	5269	2.6	7576	2.2	6112	3.7
Pers Prop & RE Taxes	2479	1.2	3841	1.2	2401	1.5
General Farm Expenses	4119	2.0	5139	1.5	3793	2.3
Utilities	3541	1.8	4510	1.3	3161	1.9
Capital Lease Payment	19078	9.4	38618	11.4	13525	8.4
Interest Actually Paid	18380	9.1	24261	7.1	17128	10.5
Total Misc. Expenses	62186	30.7	110955	32.5	50454	30.9
<b>(B) Cash Operating Expense</b>	160142	79.3	257448	75.7	140133	85.8
<b>(C) Net Cash Income (A–B)</b>	41800	20.7	82789	24.3	23219	14.2

## INVENTORY CHANGES

YEAR END 1991

## ACCRUAL STATEMENT OF OPERATOR'S FARM PROFIT OR LOSS – TABLE 210

492 FARMS AVERAGE

	ENDING INVENTORY	BEGINNING INVENTORY	INVENTORY CHANGE	
<b>(C) Net Cash Income</b>				<b>41800</b>
<b>INVENTORY CHANGES</b>				
Market Livestock				
Beef	5848	5569	279	
Dairy	9920	9540	380	
Hogs—Farrow/Finish	6081	7476	-1395	
Hogs—Finishing	3388	3577	-189	
Hogs—Feeder Pigs	650	806	-156	
Hogs—Mixed Systems	2036	2367	-331	
Sheep Flock	26	36	-10	
Supplies, Prepaids, Fuel	8986	9410	-424	
Crop, Seed & Feed	70831	69680	1151	
Stocks, Co-op Equities	7492	7227	265	
Accounts Receivable	1290	1270	20	
<b>(D) Inventory Totals</b>	<b>116548</b>	<b>116958</b>		
<b>(E) Net Inventory Change</b>				<b>-410</b>
<b>(F) Net Operating Income (C+E)</b>				<b>41390</b>

## DEPRECIATION AND CAPITAL ADJUSTMENTS

	END INV	CAP SALES	BEG INV	CAP PURCH	NET ADJ/ DEP/CHGE
Breeding Stock					
Beef Breeding	2256	473	2342	143	244
Dairy Cows	19648	5438	20290	1196	3600
Other Dairy	3795	523	3630	265	423
Hogs—Far/Fin	2600	1493	2900	578	615
Hogs—Fdr Pig	1451	696	1511	487	149
Hogs—Mixed	1021	507	998	461	69
Sheep	202	20	229	11	-18
Vehicles, Machinery & Equip					
Vehicles	6805	215	6648	1793	-1421
Power & Machinery	55089	790	51148	13222	-8491
Livestock Equipment	10756	140	9839	2748	-1691
Custom Equip	1518	23	1444	283	-186
Irrigation Equip	482	0	530	64	-112
Real Estate					
Buildings & Fences	47613	841	47216	5593	-4355
Land Improvement & Tile	7472	18	7237	1261	-1008
Bare Land	147382	237	140091	7211	317
<b>(G) Asset Totals</b>	<b>308090</b>	<b>11414</b>	<b>296053</b>	<b>35316</b>	
<b>(H) Total Depreciation &amp; Capital Adjustments</b>					<b>-11865</b>
<b>(I) Total Capital (D+G)</b>	<b>424638</b>		<b>413011</b>		
Change in Farm Capital (End—Bgn)	11627				

OTHER ADJUSTMENTS	ENDING INVENTORY	BEGINNING INVENTORY	NET CHANGE
Accounts Payable	1976	1726	-250
Delinquent Rent, Real Estate Tax	136	139	3
Delinquent Interest	368	321	-47
<b>(J) Total Other Adjustments</b>			<b>-294</b>
<b>(K) Net Farm Profit or Loss (F+H+J)</b>			<b>29231</b>



YEAR END 1991

## INVENTORY CHANGES

## ACCRUAL STATEMENT OF OPERATOR'S FARM PROFIT OR LOSS – TABLE 210

(C) Net Cash Income	82789						23219
INVENTORY CHANGES	98 HIGH PROFIT FARMS			98 LOW PROFIT FARMS			
	END	BEG	INV	END	BEG	INV	
	INV	INV	CHGE	INV	INV	CHGE	
Market Livestock							
Beef	6896	7109	-213	7231	6685	546	
Dairy	8276	7586	690	12361	12600	-239	
Hogs—Farrow/Finish	10119	11594	-1475	4209	6417	-2208	
Hogs—Finishing	7113	6462	651	3101	3363	-262	
Hogs—Feeder Pigs	1232	1830	-598	471	442	29	
Hogs—Mixed Systems	4008	4740	-732	688	1078	-390	
Sheep Flock	0	0	0	16	24	-8	
Supplies, Prepaids, Fuel	19290	18333	957	8218	9620	-1402	
Crop, Seed & Feed	134381	120430	13951	54187	62183	-7996	
Stocks, Co-op Equities	10971	11027	-56	6576	6138	438	
Accounts Receivable	2195	808	1387	1695	2317	-622	
(D) Inventory Totals	204481	189919		98753	110867		
(E) Net Inventory Change			14562				-12114
(F) Net Operating Income (C+E)			97351				11105

## DEPRECIATION AND CAPITAL ADJUSTMENTS

	98 HIGH PROFIT FARMS					98 LOW PROFIT FARMS				
	END	CAP	BEG	CAP	NET	END	CAP	BEG	CAP	NET
	INV	SALES	INV	PURCH	CHGE	INV	SALES	INV	PURCH	CHGE
Breeding Stock										
Beef Breeding	968	119	925	217	-55	3057	565	3154	254	214
Dairy Cows	16083	3399	15420	908	3154	16477	5506	18386	1420	2177
Other Dairy	3935	79	3416	9	589	2307	1289	2685	892	19
Hogs—Far/Fin	4137	2108	4823	771	651	2165	934	2378	554	167
Hogs—Fdr Pig	2840	1545	3074	973	338	821	502	1005	442	-124
Hogs—Mixed	1072	1097	1479	415	275	639	254	347	521	25
Sheep	0	0	0	0	0	242	9	232	11	8
Vehicles, Mach. & Equip										
Vehicles	11094	276	10058	3424	-2112	7752	311	7975	1981	-1893
Power & Machinery	89098	1685	77537	25554	-12308	50500	598	50064	10933	-9899
Livestock Equipment	13198	97	11369	3468	-1542	8985	149	8430	2618	-1914
Custom Equip	5390	118	5419	645	-557	678	0	373	426	-121
Irrigation Equip	736	0	737	114	-115	264	0	294	0	-30
Real Estate										
Buildings & Fences	62321	3188	64743	6578	-5812	48304	20	46697	6824	-5197
Land Improve. & Tile	12682	64	12552	2267	-2073	6634	0	6322	1187	-875
Bare Land	206597	534	195878	10833	420	154574	0	144761	10019	-206
<b>(G) Asset Totals</b>	<b>430151</b>	<b>14309</b>	<b>407430</b>	<b>56176</b>		<b>303399</b>	<b>10137</b>	<b>293103</b>	<b>38082</b>	
<b>(H) Total Depreciation &amp; Capital Adjustments</b>					-19147					-17649
<b>(I) Total Capital (D+G)</b>	<b>634632</b>		<b>597349</b>			<b>402152</b>		<b>403970</b>		
Chg. in Farm Cap.	37283					-1818				

	98 HIGH PROFIT FARMS			98 LOW PROFIT FARMS			
<b>OTHER ADJUSTMENTS</b>	<b>END</b>	<b>BEG</b>	<b>NET</b>	<b>END</b>	<b>BEG</b>	<b>NET</b>	
	<b>INV</b>	<b>INV</b>	<b>CHGE</b>	<b>INV</b>	<b>INV</b>	<b>CHGE</b>	
Accounts Payable	1640	1631	-9	3306	3389	83	
Delinquent Rent, Real Estate Tax	0	124	124	284	284	0	
Delinquent Interest	1276	1276	0	307	289	-18	
<b>(J) Total Other Adjustments</b>			115				65
<b>(K) Net Farm Profit or Loss (F+H+J)</b>			78319				-6479

**MEASURES OF FARM PROFITABILITY, LIQUIDITY, SOLVENCY – TABLE 220**  
492 FARMS AVERAGE

**\*\*\*\*PROFITABILITY\*\*\*\***

(K) Net Farm Profit or Loss	29231	
(L) Family Living from the Farm	478	
(M) Wages Paid to Spouse	444	
(N) Board Furnished Hired Labor	61	
(O) Net Return: Cap, Fam Lbr. Mgt (K+L+M-N)		30092
Capital Cost Calculation:		
(I) Avg Total Farm Capital	418825	
(P) Opportunity Cost on Capital (I*7%)	29318	
(Q) Interest Actually Paid	18380	
(R) Interest on Operator Equity (P-Q)	10938	
(S) Value of Unpaid Family Labor	487	
Net Return: Oper., Labor & Mgmt (O-R-S-M)		18223
Number of Oper, Fulltime Equiv	1.12	
Net Return to Labor & Mgmt/Fulltime Equiv	16270	
(T) Value of Operator Labor & Mgmt	21525	
(U) Return to Farm Capital (O+Q-T)	26947	
Rate of Return to Average Capital (U/I)		6.4
(V) Operator Avg Equity	223003	
(W) Return to Operator Equity (O-T)	8567	
Rate of Return to Equity (W/V)		3.8
(X) Value of Farm Production (A+E)	201531	
Net Profit Margin (U/X)		13.4
Asset Turnover Rate (X/I)		48.1

**\*\*\*LIQUIDITY\*\*\***

	CASH	ACCRUAL
(C) Net Cash Farm Income	41800	41800
(E) Net Change in Inventory	XXX	-411
(F) Net Operating Income (C+E)	41800	41389
(Y) Non Farm & Spouse Income	12348	12348
(Z) Total Spendable Income (F+Y)	54148	53737
(AA) Family Living & Taxes Pd (T4 L38)	41007	41007
(AB) Scheduled R1 Est Principal Pymts	3892	3892
(AC) Avail for Non RE Debt (Z-AA-AB)	9249	8838
(AD) Average Non Real Estate Debt	87835	87835
Years to Turnover Non RE Debt (AD/AC)	9.5	9.9

**\*\*\*SOLVENCY\*\*\*\***

	BEGIN	END
Total Assets (T5.1 L44)	476568	494226
Total Liabilities (T5.2 L22)	201926	212964
Operator Equity (T5.2 L23)	274642	281262
Change in Equity (T5.2 L24)	XXX	6619
Percent in Debt:		
Farm, Current	19.6	22.1
Farm, Intermediate	56.6	59.4
Farm, Working (Curr + Intermed)	37.3	40.6
Farm, Fixed	59.0	57.5
Non Farm	8.6	7.7
Total (Farm & Non Farm)	42.4	43.1
Current Portion of Total Debt	21725	24524
Total Money Borrowed this Year	XXX	83349
Total Principal Paid this Year	XXX	73526

## MEASURES OF FARM PROFITABILITY, LIQUIDITY, SOLVENCY – TABLE 220

	98 HIGH PROFIT FARMS		98 LOW PROFIT FARMS	
****PROFITABILITY****				
(K) Net Farm Profit or Loss	78319		-6479	
(L) Family Living from the Farm	484		426	
(M) Wages Paid to Spouse	787		852	
(N) Board Furnished Hired Labor	69		122	
(O) Net Return: Cap, Fam Lbr. Mgt (K+L+M-N)		79521		-5323
Capital Cost Calculation:				
(I) Avg Total Farm Capital	615991		403061	
(P) Opportunity Cost on Capital (I*7%)	43119		28214	
(Q) Interest Actually Paid	24261		17128	
(R) Interest on Operator Equity (P-Q)	18858		11086	
(S) Value of Unpaid Family Labor	531		677	
Net Return: Oper Labor & Mgmt (O-R-S-M)		59345		-17938
Number of Oper, Fulltime Equiv	1.28		1.03	
Net Return to Labor & Mgmt/Fulltime Equiv	46368		-17418	
(T) Value of Operator Labor & Mgmt	28257		21096	
(U) Return to Farm Capital (O+Q-T)	75525		-9291	
Rate of Return to Average Capital (U/I)		12.3		-2.3
(V) Operator Avg Equity	373053		201857	
(W) Return to Operator Equity (O-T)	51264		-26419	
Rate of Return to Equity (W/V)		13.7		-13.1
(X) Value of Farm Production (A+E)	354803		151235	
Net Profit Margin (U/X)		21.3		-6.1
Asset Turnover Rate (X/I)		57.6		37.5
***LIQUIDITY***				
	CASH	ACCRUAL	CASH	ACCRUAL
(C) Net Cash Farm Income	82789	82789	23219	23219
(E) Net Change in Inventory	xxx	14566	xxx	-12117
(F) Net Operating Income (C+E)	82789	97355	23219	11102
(Y) Non Farm & Spouse Income	9163	9163	18856	18856
(Z) Total Spendable Income (F+Y)	91952	106518	42075	29958
(AA) Family Living & Taxes Pd (T4 L38)	59449	59449	36573	36573
(AB) Scheduled R1 Est Principal Pymts	4016	4016	3229	3229
(AC) Avail for Non RE Debt (Z-AA-AB)	28487	43053	2273	-9844
(AD) Average Non Real Estate Debt	115163	115163	89734	89734
Years to Turnover Non RE Debt (AD/AC)	4.0	2.7	39.5	???
***SOLVENCY***				
	BEGIN	END	BEGIN	END
Total Assets (T5.1 L44)	691947	741589	451784	455131
Total Liabilities (T5.2 L22)	264393	279272	196708	210555
Operator Equity (T5.2 L23)	427554	462317	255076	244577
Change in Equity(T5.2 L24)	xxx	34763	xxx	-10499
Percent in Debt:				
Farm, Current	15.4	16.8	22.7	29.4
Farm, Intermediate	53.3	56.3	62.6	65.6
Farm, Working (Curr + Intermed)	30.9	33.6	41.9	48.0
Farm, Fixed	54.4	51.9	55.9	56.0
Non Farm	10.7	9.1	12.1	10.9
Total (Farm & Non Farm)	38.2	37.7	43.5	46.3
Current Portion of Total Debt	32876	37107	20951	25036
Total Money Borrowed this Year	xxx	135420	xxx	86462
Total Principal Paid this Year	xxx	122907	xxx	70086

## FARM SIZE AND PRODUCTION – TABLE 230

## \*\*\*\*MEASURES OF FARM SIZE\*\*\*\*

## AVERAGE OF 492 FARMS

## ACRES:

	OWNED	RENTED	OPERATED
– Total	237.6	237.5	475.1
– Tillable	198.9	230.5	429.4

## Units of Work Accomplished:

– Crops	212.6
– Livestock	329.0
– Other	22.6
– Total	564.2

## Workers (Year Equivalents):

– Operator(s)	1.12
– Hired Labor	0.29
– Custom Labor	0.07
– Unpaid Labor	0.05
– Total	1.53

## Operator Investments:

– Per Worker	273742
– Per Work Unit	742

## \*\*\*\*ENTERPRISE PRODUCTION SUMMARY\*\*\*\*

Crop Production	Unit	Acres	Yield	Cost/Unit
Barley–Spring	Bushel	16.5	55.6	1.96
Oats–Feed	Bushel	19.8	32.3	4.07
Wheat	Bushel	17.9	18.7	6.51
Corn	Bushel	130.4	130.0	2.06
Soybeans	Bushel	101.6	41.3	4.65
Alfalfa Hay	Ton	41.3	4.1	49.22
Legume–grass Hay	Ton	13.4	2.2	68.15
Oat Silage	Ton	22.1	5.3	28.26
Corn Silage	Ton	19.6	18.0	14.37
Land Rented Out	\$	65.7	62.90	1.17

## Livestock Production:

	Unit	Prod'n	Cost/Unit
Beef Breeding	Cow	45.1	435.89
Beef Feedlot	Cwt	390.3	56.68
Dairy Beef	Cwt	396.5	64.26
Dairy Cows	Cwt Milk	166.77	10.00
Other Dairy–Repl	Head	64.7	404.10
Other Dairy–Repl+Feeders	Head	70.2	391.84
All Dairy	Cow	55.4	2147.18
Hogs Farrow/Finish	Cwt	2725.4	38.49
Hogs–Finishing	Cwt	1489.6	29.67
Hogs Feeder Pigs	Head	1675	38.48
Hogs–Mixed Systems	Cwt	2102.6	41.08
Hogs Combined	Cwt	4884.9	37.70
Sheep Flock	Ewe	85.3	131.56

YEAR END 1991

**FARM SIZE & PRODUCTION**

**FARM SIZE AND PRODUCTION – TABLE 230**

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

ACRES:	98 HIGH PROFIT FARMS			98 LOW PROFIT FARMS		
	OWNED	RENTED	OPERATED	OWNED	RENTED	OPERATED
– Total	322.3	446.2	768.5	239.1	175.5	414.6
– Tillable	281.4	441.3	722.7	199.2	169.8	369.0

**Units of Work Accomplished:**

– Crops	356.0	184.7
– Livestock	403.4	255.8
– Other	27.5	58.7
– Total	786.9	499.2

**Workers (Year Equivalents):**

– Operator(s)	1.28	1.03
– Hired Labor	0.44	0.29
– Custom Labor	0.06	0.19
– Unpaid Labor	0.05	0.06
– Total	1.83	1.57

**Operator Investments:**

– Per Worker	336607	256727
– Per Work Unit	783	807

**\*\*\*\*ENTERPRISE PRODUCTION SUMMARY\*\*\*\***

****ENTERPRISE PRODUCTION SUMMARY****				Cost/			Cost/
Crop Production	Unit	Acres	Yield	Unit	Acres	Yield	Unit
Barley—Spring	Bushel	22.5	56.3	2.01	11.9	51.0	2.12
Oats—Feed	Bushel	23.0	39.8	3.06	16.8	18.9	7.95
Wheat	Bushel						
Corn	Bushel	128	155.3	1.66	99.6	104.2	2.61
Soybeans	Bushel	120.3	48.3	3.34	64.4	29.2	6.36
Alfalfa Hay	Ton	49.5	5.3	40.13	28.5	2.6	77.22
Legume—Grass Hay	Ton	11.6	3.4	43.79	17.3	1.3	109.42
Oat Silage	Ton	23.5	6.6	25.26	18.0	5.2	27.38
Corn Silage	Ton	18.5	23.0	11.26	17.9	13.2	19.90
Land Rented Out	\$	67.4	88.40	0.84	64.0	36.00	2.02

Livestock Production:		Unit	Prod'n	Cost/ Unit	Prod'n	Cost/ Unit
Beef Breeding	Cow	53.3	462.08	37.2	456.93	
Beef Feedlot	Cwt	491.8	55.11	199.2	65.34	
Dairy Beef	Cwt	341.1	48.44	459.8	77.67	
Dairy Cows	Cwt Milk	195.0	9.13	138.8	11.83	
Other Dairy—Repl	Head	52.1	390.89	72.2	453.28	
Other Dairy—Repl+Feeders	Head	56.0	336.14	62.5	435.81	
Dairy All	Cow	60.1	2276.33	49.4	2083.32	
Hogs—Farrow/Finish	Cwt	3782.6	36.23	1643.5	42.99	
Hogs—Finishing	Cwt	1753.5	26.59	680.6	34.78	
Hogs—Feeder Pigs	Head	2825	36.38	984	44.48	
Hogs—Mixed	Cwt	2075.7	42.10	1409.3	41.45	
Hogs Combined	Cwt	5808.6	36.16	3961.2	39.93	
Sheep Flock	Ewe	83.2	129.48	87.7	134.08	

FINANCIAL STATEMENT

YEAR END 1991

OPERATOR'S FINANCIAL POSITION – TABLE 5.1

	AVERAGE OF 403 FARMS	
	JAN 1	DEC 31
<b>CURRENT ASSETS:</b>		
4. Cash, Checking, Saving Account Balance: Pers	3504	4382
5. Cash, Checking, Saving Account: Farm	6995	4903
6. Hedging Account Equity	145	173
7. Notes & Accts Receivable: Pers	480	281
8. Notes & Accts Receivable: Farm	1202	1384
9. Crops Held for Sale	32607	36112
10. Livestock Feed	37408	34949
11. Supplies/Prepays	9511	8998
12. Feeder Cattle/Market Other Dairy	13494	14261
13. Market Hogs	14059	12251
14. Feeder Lambs & Goats	28	18
15. Poultry – All Types		
16. Other Livestock		
17. Total Current Assets	119433	117713
<b>INTERMEDIATE ASSETS:</b>		
19. Dairy Cows	18878	18048
20. Other Dairy	4095	4300
21. Beef Breeding Cattle	2528	2419
22. Breeding Hogs	5343	5079
23. Breeding Sheep/Goats	167	140
24. Other Productive Livestock	14	14
25. Auto & Truck: Pers Share	4097	4519
26. Auto & Truck: Farm Share	6554	6761
27. Power, Machinery & Equipment	51974	56553
28. Livestock Equipment	9561	10621
29. Custom Work Equipment	1449	1490
30. Irrigation Equipment	529	464
31. Stocks/Bonds/Coop Equity: Farm	7174	7428
32. Stocks/Bonds/Coop Equity: Personal	3356	4430
35. Other Household Personal	7889	8155
36. Retirement Accts & Life Insurance	8947	11121
37. Total Intermediate Assets	132556	141541
<b>LONG TERM ASSETS:</b>		
39. Buildings & Fences	46478	46840
40. Land & Land Improvements	149619	158248
41. Dwelling	26276	27475
42. Real Estate Personal	2205	2409
Total Long Term Assets	224579	234972
44. Total Assets	476568	494226
45. Total Personal Assets (Incl. Cash)	56756	62772
46. Total Farm Assets (Incl. Cash)	419812	431454

## OPERATOR'S FINANCIAL POSITION – TABLE 5.2

## AVERAGE OF 403 FARMS

	JAN 1	DEC 31	
<b>CURRENT LIABILITIES:</b>			
4. Accts Payable: Personal	60	64	
5. Acct Payable: Farm	422	609	
5A. Curt Portion: Real Estate	3884	3618	
6. Curt Portion: Intermediate Debt	6340	7184	
6A. Curt Portion: Notes/Line of Credit	10483	12491	
7. Delinquent Interest	392	428	
8.Rents & Lease Payments Due from Past Year	144	130	
9. Total Current Liabilities	21725	24524	
<b>#INTERMEDIATE LIABILITIES:</b>			
11. Notes Payable: Personal	636	771	
12. Notes Payable: Farm	9646	12098	
13. Chattel Mortgages: Personal	794	586	
14. Chattel Mortgages: Farm	50226	53915	
16. Total Intermediate Liabilities	61303	67370	
<b># LONG TERM LIABILITIES</b>			
18. Real Estate Mortgages & Personal Contracts	3359	3359	
19. Real Estate Mortgages & Farm Contracts	115540	117712	
21. Total Long Term Liabilities	118898	121071	
22. Total Liabilities	201926	212964	
23. Equity	274642	281262	
24. Change in Equity		6619	
*****RATIOS*****			
<b>Formula</b>	<b>Beg Year</b>	<b>End Year</b>	<b>% in Debt</b>
32. Current Debt	5.50	4.80	20.83
T5.1 L17 / T5.2 L9			
33. Intermediate Debt	2.16	2.10	47.60
T5.1 L37 / T5.2 L16			
34. Working Debt	3.03	2.82	35.45
(T5.1 L17+L37)/(T5.2 L9+L16)			
35. Fixed Debt	1.89	1.94	51.53
T5.1 L43 / T5.2 L21			
36. Net Capital Debt	2.36	2.32	43.09
T5.1 L44 / T5.2 L22			
37. Equity/Asset Eqty	0.58	0.57	56.91
T5.2 L23 / T5.1 L44			
38. Debt/Equity Debt	0.74	0.76	75.72
T5.2 L22 / T5.2 L23			
39. Current Debt	0.11	0.12	11.52
T5.2 L9 / T5.2 L22			
51. Return to Cap, Farm Labor & Mgmt		33285	
52. Total Income From Non– Farm Sources		13836	
53. Total Family Income		47121	
54. Total Fam Cash & Non– Cash Exp		41449	
55. Total Money Borrowed		84617	
56. Total Paid On Debt		73785	

# Does not include current portion of principal due within the next 12 months.

## FINANCIAL STATEMENT

YEAR END 1991

## OPERATOR'S FINANCIAL POSITION – TABLE 5.1

	80 HIGH PROFIT FARMS		80 LOW PROFIT FARMS	
	JAN 1	DEC 31	JAN1	DEC 31
<b>CURRENT ASSETS:</b>				
4. Cash, Checking, Saving Account Balance: Pers	3600	5709	5180	5080
5. Cash, Checking, Saving Account: Farm	18569	13337	4420	3120
6. Hedging Account Equity	428	320	129	287
7. Notes & Accts Receivable: Pers	933	822	582	420
8. Notes & Accts Receivable: Farm	984	2274	1563	1783
9. Crops Held for Sale	72466	87631	28350	25767
10. Livestock Feed	54982	52532	31372	25133
11. Supplies/Prepays	19485	20608	9248	7924
12. Feeder Cattle/Market Other Dairy	10052	10656	14677	15570
13. Market Hogs	23658	22483	10163	7848
14. Feeder Lambs & Goats			29	20
15. Poultry – All Types				
16. Other Livestock				
17. Total Current Assets	205157	216372	105713	92953
<b>INTERMEDIATE ASSETS:</b>				
19. Dairy Cows	14139	13633	13278	11744
20. Other Dairy	4003	4615	3568	2782
21. Beef Breeding Cattle	1133	1185	3165	3042
22. Breeding Hogs	9045	7916	3757	3631
23. Breeding Sheep/Goats			285	297
24. Other Productive Livestock				
25. Auto & Truck: Pers Share	4853	5651	4635	4875
26. Auto & Truck: Farm Share	9640	10722	7842	7889
27. Power, Machinery & Equipment	79792	92823	48583	49830
28. Livestock Equipment	10315	12373	8163	8954
29. Custom Work Equipment	5176	5286	457	415
30. Irrigation Equipment	309	276	360	324
31. Stocks/Bonds/Coop Equity: Farm	11261	11204	5775	5976
32. Stocks/Bonds/Coop Equity: Personal	10044	14527	1492	1949
35. Other Household Personal	7560	8121	7579	7657
36. Retirement Accts & Life Insurance	12133	16417	9262	11313
37. Total Intermediate Assets	179403	204750	118202	120677
<b>LONG TERM ASSETS:</b>				
39. Buildings & Fences	63038	59665	42796	43590
40. Land & Land Improvements	212177	224413	160764	172360
41. Dwelling	29250	32428	22597	23842
42. Real Estate Personal	2921	3962	1711	1710
Total Long Term Assets	307386	320467	227869	241501
44. Total Assets	691947	741589	451784	455131
45. Total Personal Assets (Incl. Cash)	71294	87637	53039	56845
46. Total Farm Assets (Incl. Cash)	620653	653952	398744	398286



YEAR END 1991

## FINANCIAL STATEMENT

## OPERATOR'S FINANCIAL POSITION – TABLE 5.2

	80 HIGH PROFIT FARMS		80 LOW PROFIT FARMS			
	JAN 1	DEC 31	JAN 1	DEC 31		
CURRENT LIABILITIES:						
4. Accts Payable: Personal			205	189		
5. Acct Payable: Farm	361	648	633	648		
5A. Curt Portion: Real Estate	3826	4053	3373	2785		
6. Curt Portion: Intermediate Debt	10819	10461	5401	6932		
6A. Curt Portion: Notes/Line of Credit	16283	20383	10613	13758		
7. Delinquent Interest	1563	1563	354	376		
8.Rents & Lease Payments Due from Past Year	25		372	347		
9. Total Current Liabilities	32876	37107	20951	25036		
#INTERMEDIATE LIABILITIES:						
11. Notes Payable: Personal	2119	2443	493	388		
12. Notes Payable: Farm	13989	18136	8636	10261		
13. Chattel Mortgages: Personal	451	223	1644	1131		
14. Chattel Mortgages: Farm	60455	68999	49181	50431		
16. Total Intermediate Liabilities	77013	89801	59955	62211		
# LONG TERM LIABILITIES						
18. Real Estate Mortgages & Personal Contracts	4832	5098	4648	5246		
19. Real Estate Mortgages & Farm Contracts	149672	147266	111155	118062		
21. Total Long Term Liabilities	154504	152364	115803	123308		
22. Total Liabilities	264393	279272	196708	210555		
23. Equity	427554	462317	255076	244577		
24. Change in Equity		34763		- 10499		
*****RATIOS*****						
Formula	Beg. Yr	End Yr	%	Beg. Yr	End Yr	%
32. Current Debt	6.24	5.83	17.15	5.05	3.71	26.93
T5.1 L17 / T5.2 L9						
33. Intermediate Debt	2.33	2.28	43.86	1.97	1.94	51.55
T5.1 L37 / T5.2 L16						
34. Working Debt	3.50	3.32	30.14	2.77	2.45	40.84
(T5.1 L17+L37)/(T5.2 L9+L16)						
35. Fixed Debt	1.99	2.10	47.54	1.97	1.96	51.06
T5.1 L43 / T5.2 L21						
36. Net Capital Debt	2.62	2.66	37.66	2.30	2.16	46.26
T5.1 L44 / T5.2 L22						
37. Equity/Asset Eqty	0.62	0.62	62.34	0.56	0.54	53.74
T5.2 L23 / T5.1 L44						
38. Debt/Equity Debt	0.62	0.60	60.41	0.77	0.86	86.09
T5.2 L22 / T5.2 L23						
39. Current Debt	0.12	0.13	13.29	0.11	0.12	11.89
T5.2 L9 / T5.2 L22						
51. Return to Cap, Farm Labor & Mgmt	81988			-2081		
52. Total Income From Non-Farm Sources	12925			17747		
53. Total Family Income	94913			15666		
54. Total Fam Cash & Non-Cash Exp	59798			36962		
55. Total Money Borrowed	142629			81827		
56. Total Paid On Debt	128029			67965		

# Does not include current portion of principal due within the next 12 months.

### EXPLANATION OF TABLE 5.2 RATIO'S

- 32 THE CURRENT RATIO This is a measure of liquidity. It indicates the shortrun ability of the business to service debt. It demonstrates the adequacy of current assets, if liquidated, to pay off annual debts as they come due. Usually current assets have a life of 1 year or less. It is calculated by dividing current assets by current liabilities.
- 33 INTERMEDIATE RATIO Intermediate assets and liabilities are those where the finances used are converted into product in a period usually from one to ten years. Examples may be breeding livestock machinery and equipment. The increase in the ratio over a period of time is a favorable sign. It is calculated by dividing intermediate assets by intermediate liabilities.
- 34 WORKING RATIO The desired trend is for this ratio to increase over time. It is also desirable for this ratio to be larger than the fixed ratio and net capital ratio. The farm business needs to have sufficient liquid assets and retain management flexibility to absorb price decreases and other factors negatively affecting current and intermediate asset values. This ratio is calculated by dividing current assets and intermediate assets by current liabilities and intermediate liabilities.
- 35 FIXED RATIO This ratio should be in excess of one but it is also important for this ratio to be increasing over time. This ratio should not be increased at the expense of a safe working ratio. It is calculated by dividing long term assets by long term liabilities.
- 36 NET CAPITAL RATIO Net capital ratio is 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 of 100% increase in liabilities before becoming insolvent. This ratio is calculated by dividing total assets by total liabilities.
- 37 EQUITY/ASSET This ratio shows the portion of total assets paid for and owned by the operator clear of financial claims. A ratio of .80 shows that the operator owns 80% of all total assets and a ratio of .44 shows he owns only 44% of all total assets. Therefore, this ratio should be increasing over time. It is calculated by dividing total equity by total assets.
- 38 DEBT/EQUITY This is another overall measure of solvency. It shows the relationship between debt and equity. A ratio of 1.00 indicates that equity and debt are equal. That would be equivalent to a net capital ratio of 2.00 to 1.00 and an asset equity/asset ratio of .50 to 1.00. all measures of solvency use the same three measures of financial position. They all express relationships between assets, liabilities and net worth (or equity). Lenders prefer a debt-equity ratio of less than 1.0. It is calculated by dividing total liabilities by total equity.
- 39 CURRENT DEBT The lower the current debt structure ratio is, the more liquid the business. A ratio of .10 means only one dollar (\$1.00) out of every \$10 debt must be paid within the next year. A ratio of .50 means one half of the total debt must be paid in the next year. This ratio is calculated by dividing current liabilities by total liabilities.

## MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

1. RETURN TO LABOR & MANAGEMENT - 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 Operators share of the business and is found also in Table 6.
2. CROP YIELD INDEX - A measure of the crop yield level for all crops produced expressed as a percentage of the average; the average being 100%.
3. RETURN OVER ALL 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.
4. GROSS RETURN PER TILLABLE ACRE - An additional measure of crop selection based on total production times an average price for the crops, plus other crop income.
5. INDEX OF RETURN PER \$100 FEED FED TO PRODUCTIVE LIVESTOCK - Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.
6. LIVESTOCK UNITS PER 100 ACRES - A measure of livestock density or population. Unit values are assigned to the various classes of livestock. Unit values are found in Table 7.
7. SIZE OF BUSINESS - WORK UNITS - A measure of the total work load. A unit of work is a standardized measure of productivity allowing comparison between diverse farm operations with various enterprises. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.
8. WORK UNITS PER WORKER - Measures labor efficiency. It is the total work units divided by the number of workers on the farm including the operator, hired labor and family labor.
9. POWER, MACHINERY, EQUIPMENT AND BUILDING EXPENSE PER WORK UNIT - A measure of expense control. It is the total of items 31 through 36 in Table 3 divided by the number of Work Units.

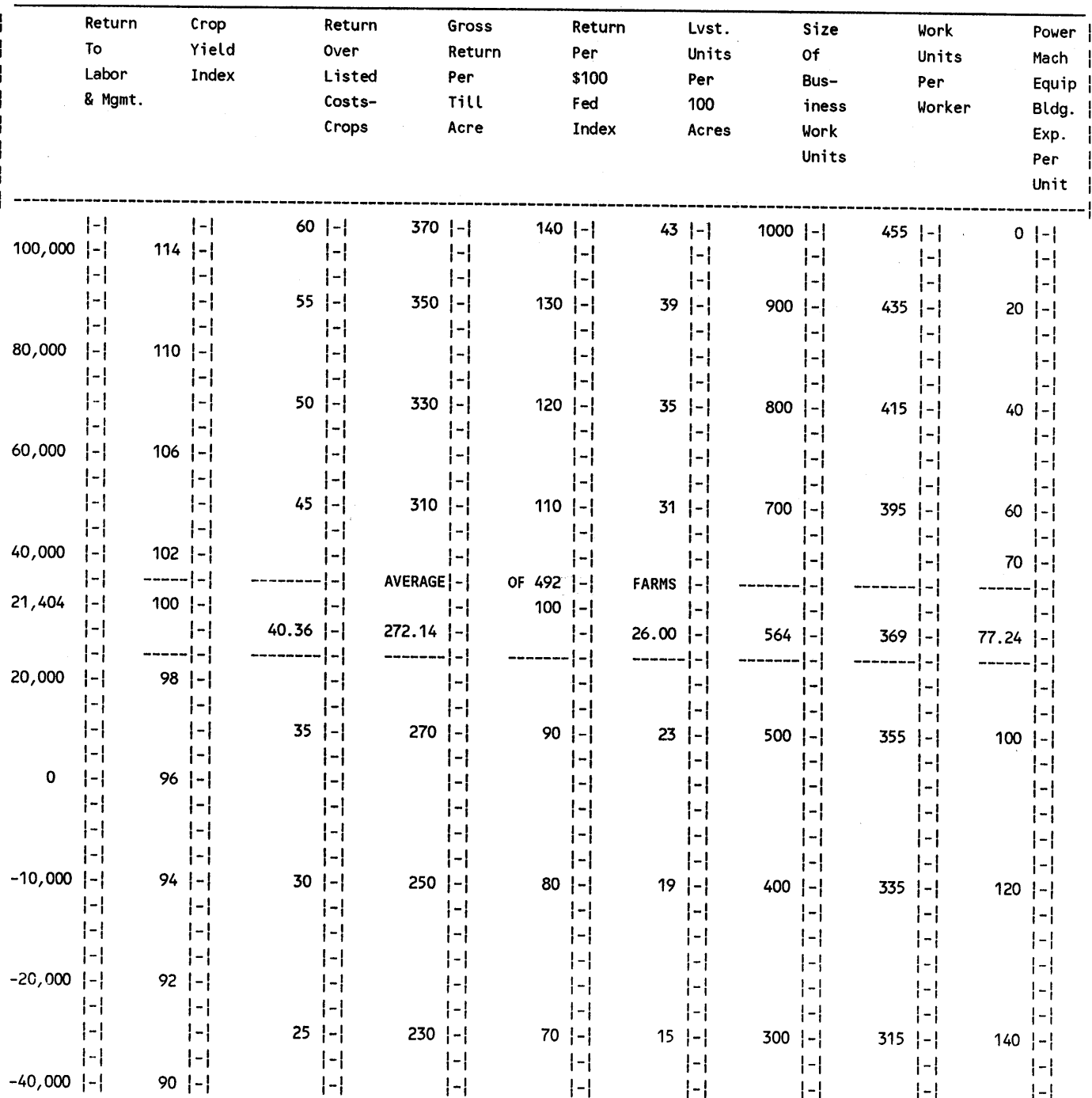
Other items listed on Table 8 are related to the above measures and serve to further define and describe the efficiency level of the farm business. Note should be taken that items listed in Table 8 and the Thermometer Chart are to be considered in the light of the individual farm and farm operator. Although in general, an above average level for each factor listed would indicate an above average earnings, this may not be true when individual farms are considered. The inter-relationship of factors varies from farm to farm.

## MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY – TABLE 8

	AVERAGE OF 492 FARMS	98 HIGH PROFIT FARMS	98 LOW PROFIT FARMS
3. Return to Operator's Labor & Management	21404	63288	-14266
4. Crop Yield Index	100.0	102.1	88.8
5. Return Over Listed Cost/Till, Acre Excl. Past	40.36	58.01	0.97
6. Gross Return Per Till Acre (Excl. Past)	272.14	277.09	265.74
7. Index Return/\$100 Feed Fed	100.0	108.8	86.0
8. Livestock Units/100 Acres #	26.00	22.15	23.93
9. Size of Business In Total Work Units	564.2	787.0	499.2
10. Work Units/Worker	368.76	430.05	317.96
11. Power, Mach, Equip, Bldg Exp/Work Unit	77.24	74.11	87.91
30. Number of Animal Units	114.87	163.18	92.25
Work Units:			
32. Crops	212.6	356.0	184.7
33. Productive Livestock	329.0	403.4	255.8
34. Other Productive Work Units	22.6	27.5	58.7
Expenses/Work Unit:			
36. Tractor & Crop Machinery	39.23	39.13	45.76
37. Auto & Truck: Farm Share	10.40	9.02	12.07
38. Electricity: Farm Share	5.67	5.18	5.65
39. Livestock Equipment	7.64	6.45	8.17
40. Building, Fence & Tiling	13.57	13.55	15.54
Other Expense Per Total Work Units			
42. General Farm, Telephone, Other Utilities	8.12	7.64	8.37
43. Wages for Hired Labor	9.43	9.83	12.25
44. Tractor, Crop Machinery Exp/Crop Acre ##	50.49	41.72	60.60
Farm Power & Machinery Cost			
45. Allocated to Livestock	4183.61	5189.30	3743.23
46. Allocated to Crops	20973.39	31692.70	23070.77
Building, Fence, Tile Cost			
47. Allocated to Livestock	3957.20	4793.44	3916.64
48. Allocated to Crops	3469.97	5568.52	4091.21
# Acres Include all Tillable Land, Non-Tillable Hay & Pasture			
## Acres Include all Tillable Land plus acres in Non-Tillable Hay			
*****			
Supplementary Operator's Management Information			
52. Return to Capital & Family Labor	33285	83255	-1420
Operator's Depreciation:			
53. Farm Power & Crop Machinery	9224	12908	10515
54. Irrigation Equipment	129	145	38
55. Custom Work Equipment	219	420	470
56. Livestock Equipment	1548	1234	1699
57. Buildings, Fences	4390	5961	5872
58. Land Improvements & Tile	1009	2073	875
59. Total Operator's Depreciation	16519	22741	19469

# THERMOMETER CHART

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



## HOUSEHOLD INCOME &amp; EXPENSE

YEAR END 1991

NON FARM INCOME &amp; HHP EXPENSE – TABLE 4

	AVERAGE OF 258 FARMS		51 HIGH PROFIT FARMS		51 LOW PROFIT FARMS	
	TOTAL	ADULT EQUIV	TOTAL	ADULT EQUIV	TOTAL	ADULT EQUIV
4. Number of Persons—Family	4		4		4	
5. Number of Adult Equiv—Family	3.1		3.0		2.8	
6. Non Farm Income						
7. Outside Investment Income	1820		4382		1582	
8. Pers Income & Tax Refund	9588		7183		13353	
9. Sale of Dwelling, Auto/Trk (Personal)	1615		480		631	
10. Net Cash From Non Farm Business	814		879		2181	
11. Total Non Farm Income	13836	4463.23	12925	4308.33	17747	6338.21
<b>HOUSEHOLD EXPENSE</b>						
14. Church & Charity	1045	337.10	1233	411.00	787	281.07
15. Medical Care & Health Insurance	3802	1226.45	3765	1255.00	3852	1375.71
16. Food & Meals Bought	4940	1593.55	4959	1653.00	4687	1673.93
17. Operating Expense & Supplies	2307	744.19	2117	705.67	2095	748.21
18. Furnishings & Equipment	1513	488.06	1832	610.67	1486	530.71
19. Clothing & Materials	1545	498.39	1748	582.67	1519	542.50
20. Personal Care, Spending	2612	842.58	2353	784.33	2590	925.00
21. Education	800	258.06	915	305.00	809	288.93
22. Recreation	1494	481.94	2358	786.00	1547	552.50
23. Gifts & Special Events	1354	436.77	1472	490.67	1348	481.43
24. Personal Interest	406	130.97	386	128.67	542	193.57
25. Total Cash Household Expense	21817	7037.74	23138	7712.67	21262	7593.57
26. Truck & Auto Expense: Personal	1451	468.06	1364	454.67	1330	475.00
27. Upkeep on Dwelling: Personal	591	190.65	1175	391.67	609	217.50
28. Cash Rent: Personal	70	22.58			72	25.71
29. Telephone & Elec Exp: Personal	1161	374.52	1226	408.67	1248	445.71
30. General Farm Expense: Personal	113	36.45	147	49.00	145	51.79
31. Total Cash Living & Oper Expense	25203	8130.00	27050	9016.67	24665	8808.93
32. New Truck & Auto: Personal	1158	373.55	1585	528.33	958	342.14
33. New Dwelling, Bldgs, Land (Personal)	2075	669.35	5642	1880.67	1225	437.50
34. Taxes & Other Deductions	6862	2213.55	11380	3793.33	6205	2216.07
35. Life Insurance	1454	469.03	1986	662.00	1502	536.43
35A. Adjusted Cash Living Expense	33519	10812.58	40416	13472.00	32372	11561.43
36. Paid On Personal Debt (Principal)	1042	336.13	933	311.00	890	317.86
37. Savings & Invest (Excl Life Ins)	3213	1036.45	10874	3624.67	1128	402.86
38. Total Non Farm Cash Expenses	41007	13228.06	59449	19816.33	36573	13061.79
39. Total Non Farm Expenses (L38 – L11)	27171	8764.84	46525	15508.33	18826	6723.57
40. Total Family Living From Farm	442	142.58	349	116.33	389	138.93
41. Total Cash/Non Cash Expense	41449	13370.65	59798	19932.67	36962	13200.71

\*\*\*\*\*

## SUPPLEMENTARY INFORMATION

Family Living From the Farm		QTY.	VALUE	QTY.	VALUE	QTY.	VALUE
44. Milk & Cream (Qts)		253	61	157	42	396	85
45. Beef & Buffalo (LBS)		434	306	237	167	377	227
46. Pork (LBS)		196	74	390	135	186	75
48. Poultry, All Fowl (LBS)						2	2
50. Veg., Other Produce & Wood			1		5		
51. Total Family Living From the Farm			442		349		389
<b>CALCULATED LIVING EXPENSE</b>							
53. Total Family Income			47121		94913		15666
54. Minus Change in Net Worth			6619		34763		-10499
55. Apparent Family Living			40502		60150		26165
56. Total Family Living/WU Calculated			72.68		75.54		73.26
57. Net Family Living/Work Unit			48.16		59.12		37.71
58. Adj. Family Living/Work Unit			59.41		51.35		64.85

## DESCRIPTION OF ANALYSIS TABLES 1, 3 & 4

Non Farm Income and Household & Personal Expense (Table 4) provides a listing on non-farm sources of income and expense for the farm family. Household and personal accounts are important if the family is to manage its financial affairs wisely. This is an "Operators Share" table, and includes only those farms where complete household and personal accounts were kept.

Resources Used in the Business (Table 1) is a "whole farm" table that includes the landlord's share of the investment for rented farms. It lists the categories of farm capital for the average, 20% most profitable, and 20% least profitable farms.

Livestock, crops, seed and feed reflect a conservative market price at the time the inventory is taken. Machinery, equipment and building values reflect cost less depreciation. Land is generally valued at cost, but may have been adjusted to reflect long term changes in value.

Farm size is measured by investment, acres, number of workers and work units. Work units provide a measure of the work accomplished. A clue to the farm organization is indicated by the distribution of work units between crops and livestock.

Enterprise Statement (Table 3) is a "whole farm" table that combines the information shown in Tables 1, 2A & 2B to provide an accrued picture of each part of the farm business as an income center or as an expense center. Cash receipts and expenses from Tables 2A & 2B are adjusted for changes in inventory for each enterprise from Table 1 in order to show net increases and net decreases. The resulting labor earnings are the same as those shown on Table 2B.

FINANCIAL TABLES

YEAR END 1991

RESOURCES USED IN THE BUSINESS – TABLE 1

492 FARMS AVERAGE

Measures of Farm Size

2. Acres – Total	475.2
3. – Tillable	429.4
4. Work Units – Crops	212.6
5. – Livestock	329.0
6. – Other	22.6
7. – Total	564.2
8. Workers – Operator(s) Year Equiv.	1.12
9. – Hired	0.29
10. – Custom	0.07
11. – Unpaid Family	0.05
12. – Total	1.53
13. Capital Invested – Per Worker	360858
14. – Per Work Unit	979

Whole Farm Inventories

	JAN 1	DEC 31
22. Feeder Cattle	5853	6125
23. Market Hogs	14900	12716
24. Feeder Lambs	24	15
25. Poultry–All Types		
26. Other Livestock–Incl. Other Dairy	9832	10216
27. Crops Held for Sale & Livestock Feed	71399	72399
28. Supplies/Prepays, Fuel & Lubricants	9474	8987
29. Accts Receivable & Hedging Acct Equity	1415	1488
30. Dairy Cows	21144	20445
31. Other Dairy	3795	3981
32. Beef Breeding	2709	2633
33. Swine Breeding	5609	5246
34. Sheep Breeding	140	116
35. Other Breeding Livestock	89	86
36. Auto & Truck (Farm Share)	6729	6912
37. Power & Machinery	52417	56286
38. Livestock Equipment	10037	10917
39. Custom Equipment	1444	1518
40. Irrigation Equipment	530	482
50. Bare Land	269731	276307
51. Land Improvements & Tile	7956	8145
52. Buildings–Fences–Etc.	51828	52152
60. Total Farm Capital	547055	557172
70. Increase or Decrease in Total Farm Capital		10117



## RESOURCES USED IN THE BUSINESS – TABLE 1

Measures of Farm Size	98 HIGH PROFIT FARMS	98 LOW PROFIT FARMS
2. Acres – Total	768.5	414.6
3. – Tillable	722.7	369.1
4. Work Units – Crops	356.0	184.7
5. – Livestock	403.4	255.8
6. – Other	27.5	58.7
7. – Total	787.0	499.2
8. Workers – Operator(s) Year Equiv.	1.28	1.03
9. – Hired	0.44	0.29
10. – Custom	0.06	0.19
11. – Unpaid Family	0.05	0.06
12. – Total	1.83	1.57
13. Capital Invested – Per Worker	449509	337523
14. – Per Work Unit	1045	1062

## Whole Farm Inventories

	JAN 1	DEC 31	JAN 1	DEC 31
22. Feeder Cattle	7734	7424	7135	7695
23. Market Hogs	26891	24211	11386	8566
24. Feeder Lambs			24	16
25. Poultry – All Types				
26. Other Livestock – Incl. Other Dairy	8234	8911	12658	12493
27. Crops Held for Sale & Livestock Feed	124227	138024	62718	54824
28. Supplies/Prepays, Fuel & Lubr.	18698	19666	9524	7943
29. Accts Receivable & Hedging Acct Equity	1176	2507	2462	1996
30. Dairy Cows	17261	17403	18456	16746
31. Other Dairy	3816	4217	2685	2379
32. Beef Breeding	1186	1221	3321	3247
33. Swine Breeding	9817	8523	3763	3645
34. Sheep Breeding			232	242
35. Other Breeding Livestock				
36. Auto & Truck (Farm Share)	10231	11360	8030	7837
37. Power & Machinery	78878	90407	52682	53084
38. Livestock Equipment	11854	13639	8468	9014
39. Custom Equipment	5419	5390	373	678
40. Irrigation Equipment	737	736	294	264
50. Bare Land	395013	406741	266270	273411
51. Land Improvements & Tile	13350	13417	8966	9156
52. Buildings – Fences – Etc.	69615	67269	52823	54317
60. Total Farm Capital	804137	841066	532270	527553
70. Increase or Decrease in Total Farm Capital		36929		-4717

## FINANCIAL TABLES

## ENTERPRISE STATEMENT – TABLE 3

	YEAR END 1991		
	AVERAGE OF 469 FARMS	98 HIGH PROFIT FARMS	98 LOW PROFIT FARMS
RETURNS & NET INCREASES	Increase	Increase	Increase
3. Productive Livestock			
5. Net Livestock Lease Income	-128	-227	-48
6. Dairy Cows	41121	36613	32627
7. Other Dairy Cattle	11184	10943	10532
8. Beef Breeding Cattle	1576	725	1658
9. Beef Feeder Cattle	4310	5497	4130
10. Hogs Complete and Mixed	31762	57814	14799
11. Hogs Finishing	8145	18261	7211
12. Producing Feeder Pigs	5456	14620	3485
13. Sheep & Goats & Wool	116		253
14. Sheep & Goat Feeders	8	36	
15. Poultry, All Fowl	2		9
16. Contract Livestock	228		262
17. Other Productive Livestock	1	-14	
18. Total All Productive Livestock	103781	144268	74918
19. Value of Feed Fed To Livestock	58197	75585	49479
20. Return Over Feed From Livestock	45584	68683	25439
21. Crop, Seed & Feed	111524	198287	83495
22. Fert, Chem, Seed & Other	30838	51822	27209
23. Return Over Direct Costs: Crops	80686	146465	56287
24. Crops & Supplies Purchased for Resale (Net)	-4444	-6466	-3401
25. Cooperative Patronage Refunds	1433	2136	1182
26. Misc Farm Income/Accounts Receivable	1902	5286	512
27. Custom Work Enterprise	1010	2433	517
28. Government Payment & Set Aside	8856	16382	6866
29. Total Returns & Net Increases	135026	234920	87402
EXPENSES & NET DECREASES	Decrease	Decrease	Decrease
31. Truck & Auto (Farm Share)	5969	7101	6025
32. Tractors & Crop Machinery	21903	30679	22804
33. Irrigation Equipment	122	116	37
34. Utilities	3614	4685	3186
35. Livestock Equipment	4328	5076	4078
36. Buildings & Fences	7676	10665	7757
37. Land Improvements & Tile	1288	2231	1211
38. Land	722	-2126	2938
39. Vet & Misc. Livestock Expense	8023	8650	6620
40. All Labor Costs—Paid & Unpaid	5854	7967	6870
41. Property Tax	3513	5325	3141
42. General Farm Expense	4194	5251	3815
43. Interest on Farm Capital (7% Opportunity Charge)	39251	57582	37094
44. Total Expenses & Net Decreases	106457	143202	105576
45. Return to Whole Farm Operator Labor & Management	28569	91718	-18174
46. Number of Farm Operators	1	1	1
47. Full time Operator Equivalent (FTOE)	1.11	1.28	1.03
48. Return to Operator Labor & Management/FTOE	25738	71655	-17645

## DESCRIPTIONS OF EARNINGS STATEMENTS

Receipts (Tables 2A & 6A) are combined because they are derived the same way, except that Table 2A represents the whole farm and Table 6A represents the operator's share only. This table provides a listing of all the sources of farm income - operating income, income from the sale of capital assets, and gain in capital inventory values (if any). Table 6A also calculates net cash operating income which includes operating income and expense and the purchase and sale of breeding stock.

Expenses (Tables 2B & 6B) are combined because they are derived the same way. Table 2B represents the whole farm and Table 6B represents the operator's share only. This table provides a listing of farm expenses - operating expense, the purchase of capital assets, and decrease in capital inventory values (if any). An opportunity charge for interest on farm capital investment at 7% (adjusted for interest actually paid on Table 6B) is included to determine the return to labor and management. The return to capital and family labor shown on Table 6B represents the amount available to the family for living expenses, debt service and savings.

YEAR END 1991  
492 FARMS AVERAGE

## CASH RECEIPTS – TABLE 2A &amp; 6A

	2A WHOLE FARM	6A OPER SHARE	6A % OF TOTAL FARM OPER INC
Sale of Livestock & Livestock Products			
2. Dairy Cows	5950	5662	
3. Dairy Products	45160	43686	
4. Other Dairy Cattle	4520	4331	
5. Beef Breeding Cattle	1204	1043	
6. Beef Feeder Cattle	7412	6992	
7. Hogs Complete & Mixed	34311	32229	
8. Hogs Finishing	15334	14986	
9. Hogs Prod Feeder Pigs	3794	3794	
10. Sheep, Goats, Wool: Breeding	172	172	
11. Sheep, Wool: Feeders	22	22	
12. Poultry, All Fowl	2	2	
13. Eggs			
14. Custom, Contract Lvstk Feeding	100	100	
15. Other Productive Livestock	10	10	
16. Other Misc. Livestock Income	112	80	
17. Total Sales of Productive Livestock	118102	113109	53.54
Sale of Crops			
21. Wheat	28	28	
22. Durum			
23. Other Small Grain	294	284	
24. Corn	46229	45367	
25. Soybeans	26137	25436	
26. Sunflowers	13	13	
27. Grain Sorghum & Other Row Crops	3026	2995	
28. Legumes/Other Roughage	563	514	
29. Grass Seed			
30. Fruits & Nuts			
31. Vegetables/Specialty	28	18	
32. Nursery, Timber & Other	131	131	
33. Sale: Crops/Supply Purchased for Resale	3785	3776	
34. Total Sales: Crops/Supplies	80234	78562	37.19
40. Gov't Payments—Set Aside	8740	8550	
41. Gas Tax Refund	8	8	
42. Income: Work Off Farm	1984	1965	
43. Custom Work Enterprise	5978	5978	
44A Patronage Refund (Cash)	575	572	
44B Patronage Refund (Equity)	869	862	
45. Misc Farm Income	1663	1652	
46. Total Other Farm Income	19818	19586	9.27
47. Total Farm Operating Income	218153	211257	100.00
50. Auto, Truck & Machinery Sold	1014	1005	
51. Irrigation Equipment Sold			
52. Custom Work Equipment Sold	23	23	
53. Livestock Equipment Sold	140	140	
54. Buildings, Improvements Sold	841	841	
55. Land & Land Improvements Sold	255	255	
56. Farm Capital Lease Income	695	689	
57. Total Farm Capital Sales	2969	2954	
58. Total Farm Sales	221121	214211	
60. Increase in Farm Capital (Not Incl Cash)	10117	13734	
61. Family Living From the Farm	505	478	
62. Total Farm Receipts (58) + (60) + (61)	231743	228423	
70. Total Farm Operating Income (Line 47)		211257	
71. Total Cash Farm Operating Expense (Exp – L43)		163345	
72. Net Cash Operating Income (70) – (71)		47912	

YEAR END 1991

FINANCIAL TABLES

492 FARMS AVERAGE

CASH EXPENSES – TABLE 2B & 6B

	2B WHOLE FARM	6B OPER SHARE	6B % OF TOTAL CASH OPER. EXP
<b>Purchase of Livestock</b>			
5. Dairy Cows	1226	1196	
6. Other Dairy Cattle	1239	1236	
7. Beef Breeding Cattle	367	248	
8. Beef Feeder Cattle	2602	2399	
9. Hogs Complete & Mixed	1572	1443	
10. Hogs Finishing	3958	3852	
11. Hogs Prod Feeder Pigs	509	492	
12. Sheep, Goats, Wool: Breeding	21	21	
13. Sheep, Wool: Feeders	15	15	
14. Poultry, All Fowl			
15. Custom, Contract Lvstk Feeding	37	37	
16. Other Productive Livestock	6	6	
17. Total Livestock Purchases	11553	10944	6.70
20. Vet, Breed, Misc Livestock Expenses	8158	7961	4.87
21. Purchase of Crops & Supplies for Resale	7622	7622	4.67
22. Feed Bought	26797	26142	16.00
23. Fertilizer	9152	8994	5.51
24. Chemicals	8836	8634	5.29
25. Other Crop Expense	11963	11739	7.19
26. Irrigation Operation Cost	37	37	0.02
27. Custom Work Costs Excl Labor & Repair	4451	4451	2.72
28. Custom Work Hired	4611	4527	2.77
29. Gas, Diesel & Lubricants	5307	5223	3.20
30. Repair & Upkeep Livestock Equipment	2216	2175	
31. Repair & Upkeep of Farm Real Estate	2272	2248	
32. Repair & Operator Machinery, Tractor, Truck, Auto	9538	9371	
33. Repair & Upkeep Irrig Equip	3	3	
34. Repair & Upkeep of Custom Work Equipment	358	358	
35. Total All Repairs	14387	14155	8.67
36. Wages of Hired Labor	5319	5269	3.23
37. Personal Property/Real Estate Tax	3479	2479	1.52
38. General Farm Expenses	4172	4119	2.52
39. Utilities	3611	3541	2.17
40. Farm Capital Lease Expense	2304	19078	11.68
41. Total Interest Payable	XXX	18428	11.28
42. Operator Interest Actually Paid	XXX	(18380)	
43. Total Cash Operating Expense	131759	163345	100.00
50. Auto, Truck & Machinery Bought	15190	15015	
51. Irrigation Equipment Bought	64	64	
52. Custom Work Equipment Bought	283	283	
53. Livestock Equipment Bought	2752	2748	
54. New Real Estate: Buildings, Fences	5724	5593	
55. New Real Estate: Land Improvement	8516	8472	
57. Total Capital Purchases	32530	32175	
58. Total Farm Purchases	164289	195521	
60. Decrease in Farm Capital (Not Incl. Cash)			
61. Interest on Farm Capital (7%)	38648	10950	
62. Unpaid Family Labor	487	487	
63. Board Furnished Hired Labor	61	61	
64. Total Farm Expense	203485	207019	
70. Ret: Operator Labor & Management (6A/62) – (64)	28258	21404	
71. Number of Operators	1	XXX	
72. Full time Operator Equivalent	1.12	XXX	
73. Return/Oper/Full Time Op Equiv (70/72)	25230	XXX	
74. *Ret: Cap & Family Labor & Management	XXX	33285	

## FINANCIAL TABLES

YEAR END 1991

CASH RECEIPTS – TABLE 2A & 6A	98 HIGH PROFIT FARMS		98 LOW PROFIT FARMS	
	2A	6A	2A	6A
	WHOLE FARM	OPER SHARE	WHOLE FARM	OPER SHARE
Sale of Livestock & Livestock Products				
2. Dairy Cows	4216	3560	5930	5862
3. Dairy Products	38485	34928	35906	35625
4. Other Dairy Cattle	4282	3763	6362	6287
5. Beef Breeding Cattle	342	290	1031	1002
6. Beef Feeder Cattle	10587	9047	8094	7839
7. Hogs Complete & Mixed	63862	56978	19150	18965
8. Hogs Finishing	33528	31882	13513	13420
9. Hogs Prod Feeder Pigs	6365	6365	2670	2670
10. Sheep, Goats, Wool: Breeding			272	272
11. Sheep, Wool: Feeders	109	109		
12. Poultry, All Fowl			9	9
13. Eggs				
14. Custom, Contract Lvstk Feeding			396	396
15. Other Productive Livestock	25	25		
16. Other Misc. Livestock Income	402	243	6	6
17. Total Sales of Productive Livestock	162203	147190	93338	92352
Sale of Crops				
21. Wheat			30	30
22. Durum				
23. Other Small Grain	128	128	432	428
24. Corn	94184	91710	37088	36929
25. Soybeans	48855	46752	19759	19701
26. Sunflowers	65	65		
27. Grain Sorghum & Other Row Crops	4931	4906	3218	3218
28. Legumes/Other Roughage	497	348	814	808
29. Grass Seed				
30. Fruits & Nuts				
31. Vegetables/Specialty	142	93		
32. Nursery, Timber & Other	78	78	134	134
33. Sale: Crops/Supply Purchased for Resale	6240	6240	7040	6996
34. Total Sales: Crops/Supplies	155120	150320	68516	68245
40. Gov't Payments – Set Aside	16382	15935	6866	6766
41. Gas Tax Refund	3	3	20	20
42. Income: Work Off Farm	4028	4008	1897	1877
43. Custom Work Enterprise	25321	25321	872	872
44A Patronage Refund (Cash)	710	701	513	510
44B Patronage Refund (Equity)	1427	1412	668	666
45. Misc Farm Income	3899	3883	1134	1134
46. Total Other Farm Income	51770	51263	11971	11846
47. Total Farm Operating Income	369093	348773	173825	172443
50. Auto, Truck & Machinery Sold	1961	1961	930	909
51. Irrigation Equipment Sold				
52. Custom Work Equipment Sold	118	118		
53. Livestock Equipment Sold	97	97	149	149
54. Buildings, Improvements Sold	3188	3188	20	20
55. Land & Land Improvements Sold	598	598		
56. Farm Capital Lease Income	1256	1226	633	633
57. Total Farm Capital Sales	7219	7188	1732	1711
58. Total Farm Sales	376312	355961	175556	174154
60. Increase in Farm Capital (Not Incl Cash)	36929	38531		842
61. Family Living From the Farm	514	484	461	426
62. Total Farm Receipts (58) + (60) + (61)	413755	394976	176017	175422
70. Total Farm Operating Income (Line 47)		348773		172443
71. Total Cash Farm Operating Expense (Exp – L43)		260823		144245
72. Net Cash Operating Income (70) – (71)		87950		28198

YEAR END 1991

## FINANCIAL TABLES

CASH EXPENSES – TABLE 2B & 6B	98 HIGH		98 LOW	
	PROFIT FARMS		PROFIT FARMS	
	2B	6B	2B	6B
	WHOLE FARM	OPER SHARE	WHOLE FARM	OPER SHARE
Purchase of Livestock				
5. Dairy Cows	918	908	1479	1420
6. Other Dairy Cattle	633	626	2095	2095
7. Beef Breeding Cattle	251	251	335	335
8. Beef Feeder Cattle	4232	3235	3363	3341
9. Hogs Complete & Mixed	2342	1765	1909	1909
10. Hogs Finishing	6027	5523	4586	4557
11. Hogs Prod Feeder Pigs	973	973	454	454
12. Sheep, Goats, Wool: Breeding			23	23
13. Sheep, Wool: Feeders	76	76		
14. Poultry, All Fowl			2	2
15. Custom, Contract Lvstk Feeding			184	184
16. Other Productive Livestock	25	25		
17. Total Livestock Purchases	15477	13382	14429	14320
20. Vet, Breed, Misc Livestock Expenses	8650	8144	6620	6496
21. Purchase of Crops & Supplies for Resale	12706	12706	10441	10441
22. Feed Bought	39638	37835	19497	19233
23. Fertilizer	15746	15342	7904	7875
24. Chemicals	16490	16030	7199	7045
25. Other Crop Expense	20392	19824	10590	10558
26. Irrigation Operation Cost	64	64	30	30
27. Custom Work Costs Excl Labor & Repair	21009	21009	206	206
28. Custom Work Hired	4941	4759	4131	4100
29. Gas, Diesel & Lubricants	7449	7317	4867	4815
30. Repair & Upkeep Livestock Equipment	3063	2936	1775	1747
31. Repair & Upkeep of Farm Real Estate	3287	3187	2056	2052
32. Repair & Operator Machinery, Tractor, Truck, Auto	13353	13020	9320	9153
33. Repair & Upkeep Irrig Equip			8	8
34. Repair & Upkeep of Custom Work Equipment	1322	1322	28	28
35. Total All Repairs	21025	20466	13187	12987
36. Wages of Hired Labor	7734	7576	6114	6112
37. Personal Property/Real Estate Tax	5325	3841	3141	2401
38. General Farm Expenses	5251	5139	3815	3793
39. Utilities	4685	4510	3186	3161
40. Farm Capital Lease Expense	3693	38618	1754	13525
41. Total Interest Payable	XXX	24261	XXX	17146
42. Operator Interest Actually Paid	XXX	(24261)	XXX	(17128)
43. Total Cash Operating Expense	210275	260823	117111	144245
50. Auto, Truck & Machinery Bought	29278	28978	13194	12914
51. Irrigation Equipment Bought	114	114		
52. Custom Work Equipment Bought	645	645	426	426
53. Livestock Equipment Bought	3488	3468	2618	2618
54. New Real Estate: Buildings, Fences	6956	6578	6824	6824
55. New Real Estate: Land Improvement	13100	13100	11413	11207
57. Total Capital Purchases	53581	52884	34475	33988
58. Total Farm Purchases	263856	313706	151586	178233
60. Decrease in Farm Capital (Not Incl. Cash)			4717	
61. Interest on Farm Capital (7%)	57582	19233	37094	10486
62. Unpaid Family Labor	531	531	677	677
63. Board Furnished Hired Labor	69	69	122	122
64. Total Farm Expense	322038	333539	194196	189518
70. Ret: Operator Labor & Management (6A/62) – (64)	91717	61437	-18179	-14096
71. Number of Operators	1	XXX	1	XXX
72. Full time Operator Equivalent	1.28	XXX	1.03	XXX
73. Return/Oper/Full Time Op Equiv (70/72)	71654	XXX	-17650	XXX
74. *Ret: Cap & Family Labor & Management	XXX	81988	XXX	-2081

YEAR END 1991

SUMMARY MANAGEMENT INFORMATION – TABLE 500

AVERAGE OF 492 FARMS	98 HIGH PROFIT FARMS	97 LOW PROFIT FARMS
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**FARM SIZE**

Total Acres Operated	475.2	768.5	414.6
Total Acres Owned	237.6	190.5	238.3
Tillable Acres Operated	429.4	722.7	369.1
Tillable Acres Owned	198.9	156.5	198.8
Total Work Units	564.2	787.0	499.2
Total Full Time Equivalent Workers	1.53	1.83	1.57

**PROFIT & LOSS ANALYSIS**

Return to Labor & Management—Whole Farm	28258	91717	-18179
Full Time Operator Equivalent	1.12	1.28	1.03
Return to Capital, Farm Labor & Management (O.S.)	33285	81988	-2081
Ratio: total Exp. to Total Receipts (O.S.)	0.91	0.84	1.08
Ratio: Cash Oper Exp. To Total Farm Oper Inc.	0.77	0.75	0.84
Ratio: Cash Oper Txpl To Total Expenses	0.79	0.78	0.76
Ratio: Capital Turnover: Ave Cap/Rcpts: W.F.	2.38	1.99	3.01
Ratio: Capital Turnover: Ave. Cap/Rcpts: O.S.	1.86	1.61	2.27
Net Cash Operating Income	47912	87950	28198
Interest Payable/Work Unit	32.66	30.83	34.35
Interest Payable/Dollar of Farm Oper Inc.	0.09	0.07	0.10

**BALANCE SHEET ANALYSIS**

Change in Total Assets	17658	49642	3347
Change in Total Liabilities	11038	14879	13847
Change in Equity	6619	34763	-10499
Current Ratio: End of Year	4.80	5.83	3.71
Working Ratio: End of Year	2.82	3.32	2.45
Fixed Ratio: End of Year	1.94	2.10	1.96
Net Capital Ratio: End of Year	2.32	2.66	2.16
Total Farm Assets/Work Unit	764.72	830.94	797.85
Total Farm Liabilities/Work Unit	368.99	344.99	407.85

**FAMILY INFORMATION**

Total Non—Farm Income	13836	12925	17747
Total Cash & Non—Cash Family Living Exp.	41449	59798	36962
Total Dollars Available to Save or Reduce Debt	9927	46922	-19278



YEAR END 1991

CROPS ACRES & YIELDS – TABLE 9

CODE	CROP	AVERAGE OF 486 FARMS	97 HIGH PROFIT FARMS	97 LOW PROFIT FARMS
		ACRES	ACRES	ACRES
A	Total Small Grain & Canning Peas	15.5	17.9	14.8
B	Total Row Crop	344.2	629.5	292.9
C	Total Legumes, Including Seed	37.9	31.3	36.7
D	Total Other Hay	1.3	0.2	1.4
E	Total Silage & Fodder	10.8	9.6	9.7
F	Total Tillable Pasture	1.7	0.1	1.3
I	Total Commercial Vegetables	0.1	0.3	0
K	Total Fallow & Set Aside Land	24.5	42.4	19.5
L	Total Tillable Land and Recropped Acres	436.1	731.2	376.3
M	Total Non–Tillable Hay/Pasture	5.7	1.4	9.1
9985	WILD HAY NOT HARVESTED–NONTILLABLE	0.5	0.3	0.1
9986	PASTURE NOT HARVESTED	11.2	12.3	10.8
9987	TIMBER NOT HARVESTED	11.3	11.3	10.5
9988	ROADS & WASTE	9.8	12.2	7.9
9989	FARMSTEAD	8.2	9.2	7.5
O	Total Land Not Harvested	41.0	45.3	36.8
P	Total Non–Tillable Land	46.8	46.7	46.0
Q	Total Land in Farm or Ranch	481.0	779.7	418.9

SUPPLEMENTARY MANAGEMENT INFORMATION

9993	Percent Land Tillable	90.1	93.5	89.1
9994	Fertilizer Cost Per Acre	23.29	23.15	23.82
9995	Crop Chemicals Per Acre	22.32	24.04	22.26
9996	Seed & Other Cost Per Acre	28.65	29.26	28.89
9997	Fuel & Lubricants Used Per Acre	12.57	10.54	13.29
9998	Repair and Maintenance Cost Per Acre	25.18	20.46	28.45
9999	# Total Acres Cropped	409.83	688.68	355.57

# Tillable acres plus recropped acres minus tillable  
pasture, fallow and 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 a 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 assigned to each productive enterprise. Rented land cost is a reported cost from the farmer's records.

The total crop return minus the variable and allocated costs equals the return over listed costs.

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 costs on owned land is calculated by taking the sum of interest paid on real estate and the real estate taxes paid, and dividing this by the acres owned.

YEAR END 1991

CROP TABLES

## CROP DATA PER ACRE – TABLE 10 0032 BARLEY, SPRING

	AVERAGE OF 14 FARMS	8 HIGH PROFIT FARMS	8 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	16.5	22.5	11.9
Yield Per Acre	55.6	56.3	51.0
Value Per Unit	1.64	1.68	1.57
Crop Product Return	90.97	94.84	79.83
Other Crop Income	48.36	66.00	13.53
Total Crop Return	139.33	160.84	93.36
Variable Costs			
Fertilizer	4.24	1.33	10.00
Chemicals			
Seed Expense	10.48	10.22	12.61
Crop Drying			
Crop Insurance			
Other Expenses	0.67	0.84	1.01
Special Hired Labor			
Custom Work Hired Expense	6.48	8.31	2.18
Irrigation Operation			
Assigned Interest			
Total Variable Costs	21.88	20.71	25.80
Return Over Variable Costs	117.45	140.13	67.56
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	6.36	6.00	9.16
Farm Power & Machinery – Operation	18.36	16.27	25.97
Building & Fence Cost	2.06	2.00	2.69
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	41.01	45.30	32.74
Utilities & General Farm Expense	3.15	3.20	3.28
Hired Labor	2.36	1.60	2.77
Actual Non–Real Estate Int. Allocated	14.00	17.87	5.63
Total Allocated Costs	87.30	92.24	82.24
Total Listed Costs	109.21	112.93	108.07
Return Over Listed Cost	30.12	47.91	–14.71
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	80.11	80.00	65.00
Land Opportunity Ownership Cost	72.30	82.98	47.12
Total Cost Adj 7% Min Interest	135.09	142.22	123.87
Work Units Assigned/Acre	0.30	0.30	0.30
Power Cost Allocation Factor	1.00	1.00	1.00
Total Listed Cost/Unit of Production	1.96	2.01	2.12
Total Production Cost Including Adj Family Living	2.28	2.28	2.50
Total Adjusted Cost/Unit of Production	2.43	2.53	2.43
Cash Variable Cost/Unit of Production	1.07	1.06	1.24
Return Over Listed Costs/Unit	0.54	0.85	–0.29
Breakeven Yield/Acre	66.6	67.2	68.8
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold	1.64	1.68	
Quantity Sold (Operator Share)	14	28	

## CROP DATA PER ACRE – TABLE 10 0072 OATS FEED

	AVERAGE OF 210 FARMS	42 HIGH PROFIT FARMS	42 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	19.8	23.0	16.8
Yield Per Acre	32.3	39.8	18.9
Value Per Unit	1.05	1.05	1.03
Crop Product Return	33.79	41.78	19.46
Other Crop Income	36.87	79.91	4.82
Total Crop Return	70.66	121.69	24.28
Variable Costs			
Fertilizer	5.10	3.30	10.65
Chemicals	0.20	0.17	0.36
Seed Expense	9.70	7.09	15.95
Crop Drying	0.05		
Crop Insurance	0.71	0.17	2.32
Other Expenses	1.52	0.78	3.33
Special Hired Labor			
Custom Work Hired Expense	6.97	3.91	7.50
Irrigation Operation			
Assigned Interest			
Total Variable Costs	24.24	15.43	40.12
Return Over Variable Costs	46.42	106.26	-15.84
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	12.27	12.61	10.77
Farm Power & Machinery – Operation	20.66	21.26	20.77
Building & Fence Cost	3.79	3.57	5.06
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	55.55	52.44	56.20
Utilities & General Farm Expense	4.14	4.48	3.93
Hired Labor	2.47	2.35	2.08
Actual Non-Real Estate Int. Allocated	8.43	9.61	11.37
Total Allocated Costs	107.31	106.32	110.18
Total Listed Costs	131.57	121.74	150.30
Return Over Listed Cost	-60.91	-0.05	-126.02
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	83.34	82.78	85.26
Land Opportunity Ownership Cost	54.91	52.99	60.09
Total Cost Adj 7% Min Interest	131.06	122.61	150.12
Work Units Assigned/Acre	0.30	0.30	0.30
Power Cost Allocation Factor	0.99	1.00	0.99
Total Listed Cost/Unit of Production	4.07	3.06	7.95
Total Production Cost Including Adj Family Living	4.62	3.45	8.98
Total Adjusted Cost/Unit of Production	4.05	3.08	7.96
Cash Variable Cost/Unit of Production	1.86	1.33	4.14
Return Over Listed Costs/Unit	-1.89		-6.67
Breakeven Yield/Acre	125.3	115.9	145.9
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold	1.08	1.28	0.83
Quantity Sold (Operator Share)	360	407	450

YEAR END 1991

CROP TABLES

## CROP DATA PER ACRE – TABLE 10 0172 WHEAT

	AVERAGE OF 8 FARMS  PER ACRE
Total Acres	17.9
Yield Per Acre	18.7
Value Per Unit	2.47
Crop Product Return	46.09
Other Crop Income	34.58
<b>Total Crop Return</b>	<b>80.67</b>
<b>Variable Costs</b>	
Fertilizer	11.51
Chemicals	0.22
Seed Expense	9.78
Crop Drying	
Crop Insurance	
Other Expenses	0.89
Special Hired Labor	
Custom Work Hired Expense	6.87
Irrigation Operation	
Assigned Interest	
<b>Total Variable Costs</b>	<b>29.27</b>
<b>Return Over Variable Costs</b>	<b>51.40</b>
<b>Allocated Costs (Variable &amp; Fixed)</b>	
Farm Power & Machinery – Ownership	8.99
Farm Power & Machinery – Operation	19.72
Building & Fence Cost	3.58
Irrigation Ownership Cost	
Actual Land Ownership or Rental Cost	44.46
Utilities & General Farm Expense	5.31
Hired Labor	3.41
Actual Non–Real Estate Int. Allocated	7.04
<b>Total Allocated Costs</b>	<b>92.51</b>
<b>Total Listed Costs</b>	<b>121.79</b>
<b>Return Over Listed Cost</b>	<b>-41.12</b>
*****SUPPLEMENTARY INFORMATION*****	
Fair Rental Value	79.85
Land Opportunity Ownership Cost	67.26
Total Cost Adj 7% Min Interest	143.80
Work Units Assigned/Acre	0.30
Power Cost Allocation Factor	1.00
Total Listed Cost/Unit of Production	6.51
Total Production Cost Including Adj Family Living	7.46
Total Adjusted Cost/Unit of Production	7.71
Cash Variable Cost/Unit of Production	3.46
Return Over Listed Costs/Unit	-2.20
Breakeven Yield/Acre	49.3
Total Acre Inches Water Applied	
Cost of Irr Excluding Interest	
Average Price Received/Unit Sold	2.58
Quantity Sold (Operator Share)	290

## CROP DATA PER ACRE – TABLE 10 0211 CANNING CORN

	AVERAGE OF 62 FARMS	12 HIGH PROFIT FARMS	12 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	56.3	50.5	55.2
Yield Per Acre	233.8	296.3	165.4
Value Per Unit	1.00	1.00	1.00
Crop Product Return	233.85	296.26	165.43
Other Crop Income	0.16		
Total Crop Return	234.01	296.26	165.43
Variable Costs			
Fertilizer	35.31	32.59	35.72
Chemicals	25.79	22.59	24.58
Seed Expense	4.17	5.90	1.58
Crop Drying	0.11		
Crop Insurance	2.52	1.58	3.73
Other Expenses	0.18	0.26	
Special Hired Labor	0.05		
Custom Work Hired Expense	4.53	2.79	2.64
Irrigation Operation			
Assigned Interest			
Total Variable Costs	72.66	65.72	68.26
Return Over Variable Costs	161.35	230.54	97.17
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	18.21	16.67	19.84
Farm Power & Machinery – Operation	28.05	30.77	29.46
Building & Fence Cost	7.62	4.24	6.65
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	73.68	65.21	80.61
Utilities & General Farm Expense	7.30	6.67	6.56
Hired Labor	3.68	5.78	1.38
Actual Non–Real Estate Int. Allocated	13.71	20.95	14.28
Total Allocated Costs	152.25	150.29	158.78
Total Listed Costs	224.90	216.02	227.03
Return Over Listed Cost	9.11	80.24	–61.60
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	87.65	80.00	85.00
Land Opportunity Ownership Cost	82.48	70.49	91.07
Total Cost Adj 7% Min Interest	230.53	212.12	233.88
Work Units Assigned/Acre	0.50	0.50	0.50
Power Cost Allocation Factor	0.99	1.00	1.00
Total Listed Cost/Unit of Production	1.07	0.73	1.87
Total Production Cost Including Adj Family Living	1.21	0.82	2.14
Total Adjusted Cost/Unit of Production	1.09	0.72	1.93
Cash Variable Cost/Unit of Production	0.59	0.44	0.99
Return Over Listed Costs/Unit	0.04	0.27	–0.51
Breakeven Yield/Acre	202.6	216.0	165.7
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold	43.62	50.29	33.79
Quantity Sold (Operator Share)	29	65	19

YEAR END 1991

CROP TABLES

## CROP DATA PER ACRE – TABLE 10 0222 CORN–GRAIN

	AVERAGE OF 772 FARMS	154 HIGH PROFIT FARMS	154 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	130.4	128.0	99.6
Yield Per Acre	130.0	155.3	104.2
Value Per Unit	2.11	2.12	2.09
Crop Product Return	274.61	328.77	217.35
Other Crop Income	16.63	18.05	13.37
Total Crop Return	291.24	346.82	230.72
Variable Costs			
Fertilizer	38.25	35.95	40.41
Chemicals	27.31	26.66	29.21
Seed Expense	24.39	24.18	25.23
Crop Drying	7.38	7.70	7.02
Crop Insurance	3.12	3.05	3.87
Other Expenses	2.70	1.77	4.14
Special Hired Labor	0.25	0.34	0.05
Custom Work Hired Expense	6.00	6.16	10.29
Irrigation Operation			
Assigned Interest	0.02	0.12	0.01
Total Variable Costs	109.42	105.92	120.22
Return Over Variable Costs	181.82	240.90	110.50
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	21.99	20.08	20.37
Farm Power & Machinery – Operation	33.01	31.64	33.96
Building & Fence Cost	7.94	8.66	8.01
Irrigation Ownership Cost	0.01		
Actual Land Ownership or Rental Cost	67.46	59.65	62.41
Utilities & General Farm Expense	8.12	8.98	7.75
Hired Labor	4.66	5.85	2.65
Actual Non–Real Estate Int. Allocated	15.58	16.69	16.72
Total Allocated Costs	158.77	151.55	151.87
Total Listed Costs	268.19	257.48	272.09
Return Over Listed Cost	23.05	89.34	–41.37
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	86.42	86.04	81.90
Land Opportunity Ownership Cost	67.57	71.56	65.44
Total Cost Adj 7% Min Interest	266.20	267.09	271.04
Work Units Assigned/Acre	0.55	0.55	0.55
Power Cost Allocation Factor	1.00	1.00	1.00
Total Listed Cost/Unit of Production	2.06	1.66	2.61
Total Production Cost Including Adj Family Living	2.31	1.84	2.95
Total Adjusted Cost/Unit of Production	2.05	1.72	2.60
Cash Variable Cost/Unit of Production	1.31	1.09	1.74
Return Over Listed Costs/Unit	0.18	0.58	–0.40
Breakeven Yield/Acre	127.1	121.5	130.2
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest	0.01		
Average Price Received/Unit Sold	2.20	2.15	2.20
Quantity Sold (Operator Share)	11098	12976	7097

## CROP TABLES

YEAR END 1991

## CROP DATA PER ACRE – TABLE 10 0291 SOYBEANS

	AVERAGE OF 608 FARMS	121 HIGH PROFIT FARMS	121 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	101.6	120.3	64.4
Yield Per Acre	41.3	48.3	29.2
Value Per Unit	5.32	5.35	5.33
Crop Product Return	219.50	258.29	155.81
Other Crop Income	1.45	2.54	0.89
Total Crop Return	220.95	260.83	156.70
Variable Costs			
Fertilizer	3.04	1.50	3.21
Chemicals	22.86	18.98	23.66
Seed Expense	12.69	10.37	13.28
Crop Drying	0.02		
Crop Insurance	6.97	5.30	6.60
Other Expenses	1.91	1.19	1.57
Special Hired Labor	0.17	0.22	0.23
Custom Work Hired Expense	3.38	1.74	5.09
Irrigation Operation			
Assigned Interest			
Total Variable Costs	51.03	39.31	53.65
Return Over Variable Costs	169.92	221.52	103.05
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	17.29	16.82	16.30
Farm Power & Machinery – Operation	26.70	24.38	28.00
Building & Fence Cost	6.18	6.96	4.63
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	68.11	53.73	59.44
Utilities & General Farm Expense	6.60	6.35	6.23
Hired Labor	3.65	4.40	3.74
Actual Non-Real Estate Int. Allocated	12.43	9.21	13.62
Total Allocated Costs	140.96	121.85	131.96
Total Listed Costs	192.01	161.16	185.61
Return Over Listed Cost	28.94	99.67	-28.91
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	85.81	89.83	83.06
Land Opportunity Ownership Cost	66.94	63.75	77.53
Total Cost Adj 7% Min Interest	190.17	173.13	199.92
Work Units Assigned/Acre	0.45	0.45	0.45
Power Cost Allocation Factor	0.99	1.00	0.99
Total Listed Cost/Unit of Production	4.65	3.34	6.36
Total Production Cost Including Adj Family Living	5.30	3.82	7.36
Total Adjusted Cost/Unit of Production	4.61	3.59	6.84
Cash Variable Cost/Unit of Production	2.43	1.73	3.60
Return Over Listed Costs/Unit	0.70	2.06	-0.99
Breakeven Yield/Acre	36.1	30.1	34.8
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold	5.42	5.36	5.31
Quantity Sold (Operator Share)	3339	4363	1666



## CROP DATA PER ACRE – TABLE 10 0340 CANNING PEAS

	AVERAGE OF 56 FARMS	11 HIGH PROFIT FARMS	11 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	47.4	33.5	56.8
Yield Per Acre	185.4	282.0	122.0
Value Per Unit	1.00	1.00	1.00
Crop Product Return	185.38	282.03	121.95
Other Crop Income	6.86		12.43
Total Crop Return	192.24	282.03	134.38
Variable Costs			
Fertilizer	16.79	12.60	22.08
Chemicals	6.12	6.75	7.10
Seed Expense	4.96	17.43	2.99
Crop Drying			
Crop Insurance	1.90	2.96	2.89
Other Expenses	0.19	0.33	0.14
Special Hired Labor	0.11		
Custom Work Hired Expense	2.45	0.72	4.63
Irrigation Operation			
Assigned Interest	0.08		
Total Variable Costs	32.59	40.78	39.82
Return Over Variable Costs	159.65	241.25	94.56
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	11.88	13.73	8.29
Farm Power & Machinery – Operation	19.77	18.48	15.05
Building & Fence Cost	3.88	4.51	4.86
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	71.58	59.82	75.03
Utilities & General Farm Expense	5.72	5.64	4.81
Hired Labor	2.34	2.27	1.95
Actual Non–Real Estate Int. Allocated	9.54	8.21	8.94
Total Allocated Costs	124.71	112.66	118.93
Total Listed Costs	157.30	153.43	158.77
Return Over Listed Cost	34.94	128.60	–24.39
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	86.24	90.00	85.41
Land Opportunity Ownership Cost	88.59	68.80	89.72
Total Cost Adj 7% Min Interest	173.25	162.36	172.01
Work Units Assigned/Acre	0.40	0.40	0.40
Power Cost Allocation Factor	0.94	1.00	0.95
Total Listed Cost/Unit of Production	0.86	0.54	1.30
Total Production Cost Including Adj Family Living	0.99	0.61	1.51
Total Adjusted Cost/Unit of Production	0.95	0.58	1.41
Cash Variable Cost/Unit of Production	0.38	0.27	0.58
Return Over Listed Costs/Unit	0.19	0.46	–0.20
Breakeven Yield/Acre	154.2	153.4	158.8
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold			
Quantity Sold (Operator Share)			

## CROP TABLES

YEAR END 1991

## CROP DATA PER ACRE – TABLE 10 0390 SET ASIDE – TILLED

	AVERAGE OF 530 FARMS	106 HIGH PROFIT FARMS	106 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	15.0	13.4	13.5
Yield Per Acre	271.9	497.1	125.0
Value Per Unit	1.00	1.00	1.00
Crop Product Return	271.87	497.09	125.04
Other Crop Income	5.93	18.21	0.89
Total Crop Return	277.80	515.30	125.93
Variable Costs			
Fertilizer	0.73	2.39	0.15
Chemicals	1.20	2.09	1.63
Seed Expense	2.33	4.25	1.48
Crop Drying			
Crop Insurance			
Other Expenses	0.27	0.52	0.30
Special Hired Labor		0.07	
Custom Work Hired Expense	0.67	0.75	0.30
Irrigation Operation			
Assigned Interest			
Total Variable Costs	5.20	10.07	3.85
Return Over Variable Costs	272.60	505.23	122.08
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	7.73	8.43	7.11
Farm Power & Machinery – Operation	11.87	12.69	11.63
Building & Fence Cost	2.87	2.61	2.37
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	66.92	69.35	66.41
Utilities & General Farm Expense	3.00	3.13	3.04
Hired Labor	1.67	1.79	1.11
Actual Non – Real Estate Int. Allocated	5.40	4.93	5.93
Total Allocated Costs	99.46	102.93	97.60
Total Listed Costs	104.67	112.99	101.48
Return Over Listed Cost	173.13	402.31	24.45
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	85.84	83.93	86.51
Land Opportunity Ownership Cost	64.43	75.81	70.29
Total Cost Adj 7% Min Interest	104.00	118.28	104.37
Work Units Assigned/Acre	0.20	0.20	0.20
Power Cost Allocation Factor	0.98	1.00	0.97
Total Listed Cost/Unit of Production	0.38	0.23	0.81
Total Production Cost Including Adj Family Living	0.42	0.25	0.91
Total Adjusted Cost/Unit of Production	0.38	0.24	0.83
Cash Variable Cost/Unit of Production	0.10	0.07	0.20
Return Over Listed Costs/Unit	0.64	0.81	0.20
Breakeven Yield/Acre	104.7	113.0	101.5
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold			
Quantity Sold (Operator Share)			

YEAR END 1991

CROP TABLES

## CROP DATA PER ACRE – TABLE 10 0401 ALFALFA HAY

	AVERAGE OF 423 FARMS	84 HIGH PROFIT FARMS	84 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	41.3	49.5	28.5
Yield Per Acre	4.1	5.3	2.6
Value Per Unit	79.26	80.27	76.45
Crop Product Return	322.42	424.85	201.19
Other Crop Income	0.44	1.13	0.07
Total Crop Return	322.86	425.98	201.26
Variable Costs			
Fertilizer	11.86	11.05	12.49
Chemicals	1.14	0.34	3.37
Seed Expense	12.28	11.23	16.84
Crop Drying	0.31	0.02	0.04
Crop Insurance	0.02	0.02	0.04
Other Expenses	4.07	4.91	4.84
Special Hired Labor	0.29	0.06	0.28
Custom Work Hired Expense	6.27	3.52	11.61
Irrigation Operation			
Assigned Interest			
Total Variable Costs	36.25	31.15	49.51
Return Over Variable Costs	286.61	394.83	151.75
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	24.96	27.92	19.93
Farm Power & Machinery – Operation	40.29	42.38	38.84
Building & Fence Cost	7.38	7.98	7.96
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	61.21	70.25	53.38
Utilities & General Farm Expense	8.33	9.03	8.39
Hired Labor	5.16	6.22	4.60
Actual Non–Real Estate Int. Allocated	18.21	17.76	18.18
Total Allocated Costs	165.54	181.54	151.28
Total Listed Costs	201.79	212.69	200.77
Return Over Listed Cost	121.07	213.29	0.49
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	82.78	84.58	78.69
Land Opportunity Ownership Cost	60.20	63.13	56.09
Total Cost Adj 7% Min Interest	199.15	210.63	198.39
Work Units Assigned/Acre	0.60	0.60	0.60
Power Cost Allocation Factor	0.98	1.00	0.94
Total Listed Cost/Unit of Production	49.22	40.13	77.22
Total Production Cost Including Adj Family Living	57.91	45.94	92.19
Total Adjusted Cost/Unit of Production	48.96	39.79	75.39
Cash Variable Cost/Unit of Production	26.40	20.10	45.97
Return Over Listed Costs/Unit	29.53	40.24	0.19
Breakeven Yield/Acre	2.5	2.6	2.6
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold	36.36	88	13.93
Quantity Sold (Operator Share)	11	8	14

## CROP TABLES

YEAR END 1991

## CROP DATA PER ACRE – TABLE 10 0620 LEGUME–GRASS MIX HAY

	AVERAGE OF 34 FARMS	11 HIGH PROFIT FARMS	11 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	13.4	11.6	17.3
Yield Per Acre	2.2	3.4	1.3
Value Per Unit	56.73	63.40	42.04
Crop Product Return	127.01	218.62	55.90
Other Crop Income	13.66	0.86	24.51
Total Crop Return	140.67	219.48	80.41
Variable Costs			
Fertilizer	2.91		2.49
Chemicals	1.19	1.21	1.56
Seed Expense	9.63	9.83	11.16
Crop Drying			
Crop Insurance			
Other Expenses	0.30	0.17	0.12
Special Hired Labor			
Custom Work Hired Expense	1.49	1.47	2.14
Irrigation Operation			
Assigned Interest			
Total Variable Costs	15.52	12.67	17.46
Return Over Variable Costs	125.15	206.81	62.95
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	15.97	17.41	16.24
Farm Power & Machinery – Operation	30.82	27.07	31.33
Building & Fence Cost	5.22	3.62	3.47
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	60.68	68.16	52.88
Utilities & General Farm Expense	5.30	4.57	5.66
Hired Labor	3.28	2.24	3.01
Actual Non–Real Estate Int. Allocated	13.13	13.10	12.20
Total Allocated Costs	134.40	136.17	124.79
Total Listed Costs	149.93	148.88	142.25
Return Over Listed Cost	–9.26	70.60	–61.84
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	77.51	74.73	80.88
Land Opportunity Ownership Cost	55.85	63.90	41.40
Total Cost Adj 7% Min Interest	148.43	149.40	140.52
Work Units Assigned/Acre	0.40	0.40	0.40
Power Cost Allocation Factor	1.00	1.00	1.00
Total Listed Cost/Unit of Production	68.15	43.79	109.42
Total Production Cost Including Adj Family Living	78.95	49.83	129.37
Total Adjusted Cost/Unit of Production	66.30	43.33	105.70
Cash Variable Cost/Unit of Production	30.93	17.54	53.58
Return Over Listed Costs/Unit	–4.21	20.76	–47.57
Breakeven Yield/Acre	2.6	2.3	3.4
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold	27.00		
Quantity Sold (Operator Share)	1		

YEAR END 1991

CROP TABLES

## CROP DATA PER ACRE – TABLE 10 0720 CORN SILAGE

	AVERAGE OF 220 FARMS	44 HIGH PROFIT FARMS	44 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	19.6	18.5	17.9
Yield Per Acre	18.0	23.0	13.2
Value Per Unit	19.79	19.92	19.65
Crop Product Return	356.43	457.68	260.11
Other Crop Income	10.10	17.95	9.83
Total Crop Return	366.53	475.63	269.94
Variable Costs			
Fertilizer	32.35	30.70	37.37
Chemicals	25.82	24.27	27.82
Seed Expense	23.32	24.11	24.08
Crop Drying	1.48	0.05	1.34
Crop Insurance	2.60	2.16	3.52
Other Expenses	2.65	1.35	2.85
Special Hired Labor	0.20		0.06
Custom Work Hired Expense	8.93	10.49	9.22
Irrigation Operation			
Assigned Interest			
Total Variable Costs	97.35	93.14	106.26
Return Over Variable Costs	269.18	382.49	163.68
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	26.99	24.43	23.35
Farm Power & Machinery – Operation	40.97	44.11	41.28
Building & Fence Cost	8.01	8.05	7.32
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	54.51	52.93	57.45
Utilities & General Farm Expense	8.11	8.65	7.54
Hired Labor	5.61	7.35	5.47
Actual Non–Real Estate Int. Allocated	17.19	20.32	13.97
Total Allocated Costs	161.39	165.84	156.38
Total Listed Costs	258.72	258.97	262.63
Return Over Listed Cost	107.81	216.66	7.31
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	82.12	84.52	82.18
Land Opportunity Ownership Cost	58.70	58.05	62.96
Total Cost Adj 7% Min Interest	261.02	259.30	267.60
Work Units Assigned/Acre	0.60	0.60	0.60
Power Cost Allocation Factor	0.99	1.00	0.98
Total Listed Cost/Unit of Production	14.37	11.26	19.90
Total Production Cost Including Adj Family Living	16.35	12.60	22.85
Total Adjusted Cost/Unit of Production	14.49	11.29	20.21
Cash Variable Cost/Unit of Production	9.40	7.55	13.22
Return Over Listed Costs/Unit	5.99	9.42	0.55
Breakeven Yield/Acre	13.1	13.0	13.4
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold			22.50
Quantity Sold (Operator Share)			2

## CROP TABLES

YEAR END 1991

## CROP DATA PER ACRE – TABLE 10 0750 OAT SILAGE

	AVERAGE OF 27 FARMS	13 HIGH PROFIT FARMS	13 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	22.1	23.5	18.0
Yield Per Acre	5.3	6.6	5.2
Value Per Unit	14.53	20.63	4.83
Crop Product Return	76.92	136.09	25.22
Other Crop Income	29.50	50.26	9.11
Total Crop Return	106.42	186.35	34.33
Variable Costs			
Fertilizer	4.66	7.02	2.33
Chemicals			
Seed Expense	15.29	16.81	15.78
Crop Drying			
Crop Insurance	0.09		0.28
Other Expenses	2.76	0.98	5.78
Special Hired Labor			
Custom Work Hired Expense	5.75	10.00	2.83
Irrigation Operation			
Assigned Interest			
Total Variable Costs	28.55	34.81	27.00
Return Over Variable Costs	77.87	151.54	7.33
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	13.67	11.62	15.78
Farm Power & Machinery – Operation	25.70	23.45	29.17
Building & Fence Cost	7.15	7.40	7.17
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	56.25	68.26	47.32
Utilities & General Farm Expense	5.66	5.57	5.56
Hired Labor	3.30	4.26	2.78
Actual Non-Real Estate Int. Allocated	9.50	11.36	7.61
Total Allocated Costs	121.23	131.92	115.39
Total Listed Costs	149.77	166.72	142.39
Return Over Listed Cost	-43.35	19.63	-108.06
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	80.50	77.31	82.23
Land Opportunity Ownership Cost	52.01	53.43	51.42
Total Cost Adj 7% Min Interest	147.96	162.30	147.06
Work Units Assigned/Acre	0.40	0.40	0.40
Power Cost Allocation Factor	0.96	0.92	1.00
Total Listed Cost/Unit of Production	28.26	25.26	27.38
Total Production Cost Including Adj Family Living	32.74	28.37	32.37
Total Adjusted Cost/Unit of Production	27.95	24.61	28.16
Cash Variable Cost/Unit of Production	13.72	12.04	13.87
Return Over Listed Costs/Unit	-8.18	2.97	-20.78
Breakeven Yield/Acre	10.3	8.1	29.5
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold			
Quantity Sold (Operator Share)			

YEAR END 1991

CROP TABLES

## CROP DATA PER ACRE – TABLE 10 0860 PASTURE – NON – TILLABLE

	AVERAGE OF 35 FARMS	11 HIGH PROFIT FARMS	11 LOW PROFIT FARMS
	PER ACRE	PER ACRE	PER ACRE
Total Acres	56.6	54.6	75.9
Yield Per Acre	29.4	59.3	12.6
Value Per Unit	1.00	1.00	1.00
Crop Product Return	29.42	59.29	12.64
Other Crop Income	1.94	6.41	
Total Crop Return	31.36	65.70	12.64
Variable Costs			
Fertilizer	1.71	2.71	1.91
Chemicals	0.69	0.13	1.48
Seed Expense	0.62	0.48	1.12
Crop Drying			
Crop Insurance			
Other Expenses			
Special Hired Labor			
Custom Work Hired Expense	0.32	0.57	0.01
Irrigation Operation			0.36
Assigned Interest			
Total Variable Costs	3.34	3.88	4.87
Return Over Variable Costs	28.02	61.82	7.77
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	0.42	0.38	0.49
Farm Power & Machinery – Operation	0.76	0.84	0.59
Building & Fence Cost	0.18	0.16	0.22
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	22.54	20.21	28.42
Utilities & General Farm Expense	0.14	0.15	0.16
Hired Labor	0.07	0.04	0.01
Actual Non – Real Estate Int. Allocated	0.32	0.22	0.34
Total Allocated Costs	24.43	22.00	30.23
Total Listed Costs	27.77	25.88	35.11
Return Over Listed Cost	3.59	39.82	-22.47
*****SUPPLEMENTARY INFORMATION*****			
Fair Rental Value	20.00	19.99	20.00
Land Opportunity Ownership Cost	29.14	32.27	31.13
Total Cost Adj 7% Min Interest	34.29	38.00	37.75
Work Units Assigned/Acre	0.01	0.01	0.01
Power Cost Allocation Factor	1.00	1.00	1.00
Total Listed Cost/Unit of Production	1.31	0.80	2.79
Total Production Cost Including Adj Family Living	1.34	0.82	2.84
Total Adjusted Cost/Unit of Production	1.62	1.18	2.99
Cash Variable Cost/Unit of Production	0.22	0.16	0.47
Return Over Listed Costs/Unit	0.17	1.24	-1.78
Breakeven Yield/Acre	20.0	14.1	35.1
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold			
Quantity Sold (Operator Share)			

## CROP TABLES

YEAR END 1991

## CROP DATA PER ACRE – TABLE 10

	22 FARM AVERAGE CRP – IDLE	33 FARM AVERAGE CRP TILL – ESTAB	20 FARMS LAND RENTED OUT
	PER ACRE	PER ACRE	PER ACRE
Total Acres	63.4	36.2	65.7
Yield Per Acre	78.6	62.9	62.9
Value Per Unit	1.00	1.00	1.00
Crop Product Return	78.58	62.90	62.86
Other Crop Income			
Total Crop Return	78.58	62.90	62.86
Variable Costs			
Fertilizer	0.03		0.72
Chemicals	0.06		0.26
Seed Expense	0.30	0.47	
Crop Drying			
Crop Insurance			
Other Expenses	0.11		
Special Hired Labor			
Custom Work Hired Expense	0.02		
Irrigation Operation			
Assigned Interest			
Total Variable Costs	0.52	0.47	0.97
Return Over Variable Costs	78.06	62.43	61.89
Allocated Costs (Variable & Fixed)			
Farm Power & Machinery – Ownership	1.31	7.02	4.08
Farm Power & Machinery – Operation	2.18	13.43	9.04
Building & Fence Cost	0.66	2.85	1.37
Irrigation Ownership Cost			
Actual Land Ownership or Rental Cost	61.98	53.24	51.74
Utilities & General Farm Expense	0.82	3.45	1.70
Hired Labor	0.52	1.71	0.30
Actual Non – Real Estate Int. Allocated	1.83	4.01	4.41
Total Allocated Costs	69.30	85.71	72.64
Total Listed Costs	69.83	86.16	73.62
Return Over Listed Cost	8.75	-23.26	-10.76
***** SUPPLEMENTARY INFORMATION *****			
Fair Rental Value	71.02	85.27	81.02
Land Opportunity Ownership Cost	63.23	59.22	59.34
Total Cost Adj 7% Min Interest	70.38	92.24	78.78
Work Units Assigned/Acre	0.05	0.20	0.05
Power Cost Allocation Factor	0.88	0.98	0.98
Total Listed Cost/Unit of Production	0.89	1.37	1.17
Total Production Cost Including Adj Family Living	0.93	1.56	1.22
Total Adjusted Cost/Unit of Production	0.90	1.47	1.25
Cash Variable Cost/Unit of Production	0.07	0.37	0.26
Return Over Listed Costs/Unit	0.11	-0.37	-0.17
Breakeven Yield/Acre	69.8	86.2	73.6
Total Acre Inches Water Applied			
Cost of Irr Excluding Interest			
Average Price Received/Unit Sold			
Quantity Sold (Operator Share)			

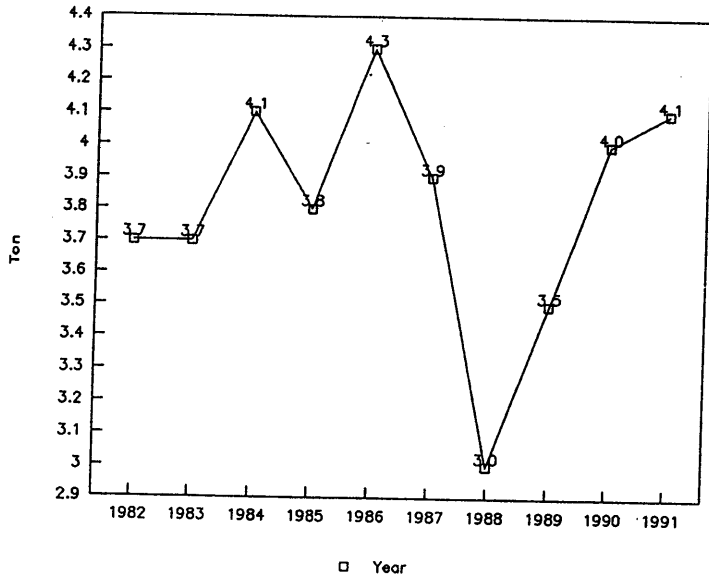


CROP INFORMATION

TEN YEAR CROP YIELDS ON SELECTED CROPS

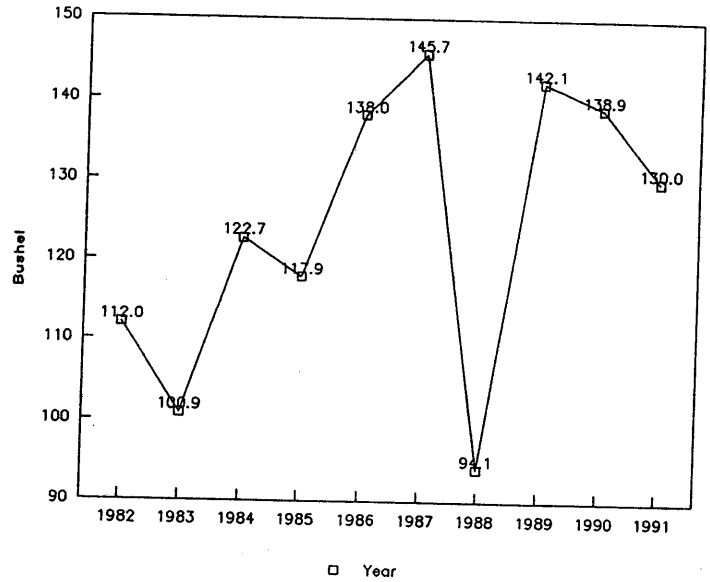
ALFALFA YIELD

Per Acre



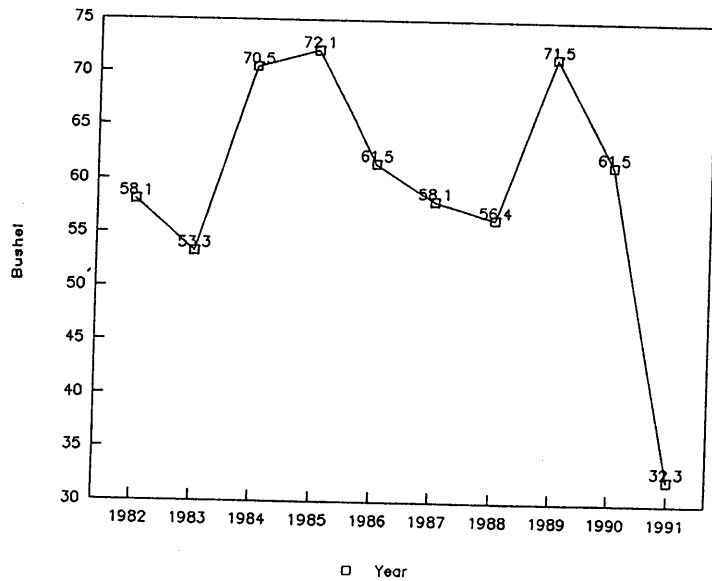
CORN YIELD

Per Acre



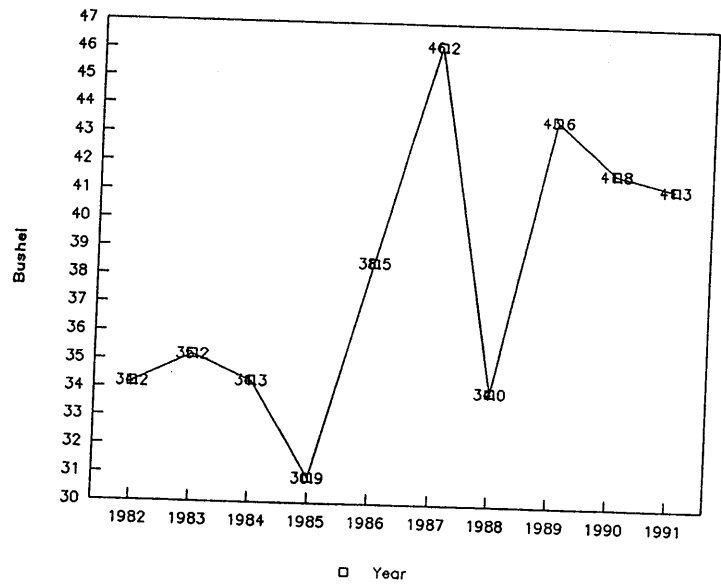
OATS YIELDS

Per Acre



SOYBEAN YIELDS

Per Acre



# MOST COMMON PRICES USED FOR FEED IN THE 1991 REPORT

## FARM GROWN FEEDS

CORN .....	\$2.25
OATS .....	1.10
ALF. HAY .....	85.00
CORN SIL .....	20.00

## PASTURE PER HEAD PER MONTH

COWS .....	\$8.00
YOUNG CATTLE .....	5.00
HOGS .....	1.25
PIGS (UNDER 6 MONTHS) .....	.025
SHEEP .....	1.836
LAMBS .....	.918

## EXPLANATION OF WORK UNITS

The TOTAL WORK UNITS on any one farm is one measure of the size of that farm business. A Work Unit, as used in this report, is a standardized measure of productivity allowing comparison between diverse farm operations with various enterprises. Total number of Work Units is not a measure of how hard a farmer works but it does measure how much is being accomplished on the farm.

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

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

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

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

## COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

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

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

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

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

YEAR END 1991

## LIVESTOCK TABLES

94 FARMS AVERAGE

TABLE 11A 6470A HOGS, FARROW, FINISH, GENERAL

		TOTAL	PER CWT	/LITTER
Production		272535		1781
Net Increase in Value: Hogs		122496	44.95	800.63
Other Miscellaneous Income		84	0.03	0.55
Total Value Produced		122580	44.98	801.18
Feed Fed: Quantity & Cost	LBS/CWT			
Corn	297.85	32283	11.85	211.00
Other Grain	2.57	347	0.13	2.27
Complete Ration	15.89	4145	1.52	27.09
Protein, Salt, Mineral	80.49	33866	12.43	221.35
Total Grain Mix	396.80	70641	25.93	461.71
Forages	0.06	5		0.03
Pasture		44	0.02	0.29
Total Feed Cost		70690	25.95	462.03
Return Over Feed Costs		51890	19.03	339.15
Other Direct Costs				
Veterinary		3329	1.22	21.76
Breeding		49	0.02	0.32
Miscellaneous		2641	0.97	17.26
Custom Work & Lease		1239	0.45	8.10
Special Hired labor		1216	0.45	7.95
Assigned Interest				
Total Other Direct Costs		8474	3.11	55.39
Total Direct Costs Including Feed		79164	29.06	517.42
Return Over All Direct Costs		43416	15.92	283.76
Allocated Costs				
Actual Int Paid Less Int Assigned - L21		4157	1.53	27.17
General Hired Labor		2490	0.91	16.27
Utilities & Miscellaneous		4997	1.83	32.66
Power & Machinery -PCAF 0.99		3295	1.21	21.54
Livestock Equipment -ECAF 1.01		4802	1.76	31.39
Building & Fences -BCAF 1.06		5958	2.19	38.94
Total Allocated Costs		25699	9.43	167.97
Total Actual Listed Costs		104863	38.49	685.39
Return Over Actual Listed Costs		17717	6.49	115.79
Total Costs Adj to 7% Min Interest		112000	41.10	732.03
Return/Listed 7% Opportunity Interest		10580	3.88	69.15
*****SUPPLEMENTARY MANAGEMENT INFORMATION*****				
Return/\$100 Feed Fed		173.41		
Ave. Weight/Market Hog Sold		234		
Price Received/CWT Market Hogs		50.26		
Total No. Litters Farrowed		153		
Litters/Sow/Year		1.76		
No. Pigs Born/Litter		9.6		
No. Pigs Wean/Litter		7.96		
No. Pigs Produced/Sow/Year		13.3		
Litters/Crate/Year		7.3		
Pigs Weaned/Crate/Year		58.0		
Pre-Weaning Death Loss Percent		16.7		
Nursery Death Loss Percent		2.8		
Market Death Loss Percent		3.5		
Breeding Herd Death Loss		5.2		
Total Death Loss Percent		14.4		
Price/Cwt. Grain Mix Fed		6.53		
Price/Cwt. Prot., Salt, Min.		15.44		
Total Cost Incl Family Living/Cwt		45.62		

YEAR END 1991

LIVESTOCK TABLES

TABLE 11A 6470A HOGS, FARROW, FINISH, GENERAL

		19 FARMS HIGHS		19 FARMS LOWS	
		PER CWT	/LITTER	PER CWT	/LITTER
Production			1827		1536
Net Increase in Value: Hogs		48.06	878.20	39.43	605.69
Other Miscellaneous Income		0.11	2.02		
Total Value Produced		48.17	880.22	39.43	605.69
Feed Fed: Quantity & Cost	LBS/CWT				
Corn	254.36	9.98	182.34	14.78	227.06
Other Grain	0.22	0.01	0.14	0.20	3.07
Complete Ration	47.01	3.67	67.14	0.67	10.30
Protein, Salt, Mineral	64.77	9.38	171.34	15.88	243.86
Total Grain Mix	366.36	23.04	420.96	31.53	484.29
Forages					
Pasture		0.04	0.77		0.04
Total Feed Cost		23.08	421.73	31.53	484.33
Return Over Feed Costs		25.09	458.49	7.90	121.36
Other Direct Costs					
Veterinary		1.10	20.12	0.82	12.62
Breeding		0.06	1.06		
Miscellaneous		0.96	17.60	1.17	18.00
Custom Work & Lease		0.63	11.54	0.47	7.23
Special Hired labor		1.38	25.14	0.24	3.73
Assigned Interest					
Total Other Direct Costs		4.13	75.46	2.70	41.58
Total Direct Costs Including Feed		27.21	497.19	34.23	525.91
Return Over All Direct Costs		20.96	383.03	5.20	79.78
Allocated Costs					
Actual Int Paid Less Int Assigned - L21		1.24	22.74	1.61	24.79
General Hired Labor		0.39	7.17	0.97	14.91
Utilities & Miscellaneous		1.81	33.03	1.62	24.90
Power & Machinery -PCAF 0.96		1.16	21.19	1.23	18.86
Livestock Equipment -ECAF 1.00		2.16	39.44	1.36	20.84
Building & Fences -BCAF 1.22		2.26	41.23	1.97	30.23
Total Allocated Costs		9.02	164.80	8.76	134.53
Total Actual Listed Costs		36.23	661.99	42.99	660.44
Return Over Actual Listed Costs		11.94	218.23	-3.56	-54.75
Total Costs Adj to 7% Min Interest		38.81	709.14	45.93	705.49
Return/Listed 7% Opportunity Interest		9.36	171.08	-6.50	-99.80
*****SUPPLEMENTARY MANAGEMENT INFORMATION*****					
Return/\$100 Feed Fed		208.72		125.06	
Ave. Weight/Market Hog Sold		228		236	
Price Received/CWT Market Hogs		50.59		49.60	
Total No. Litters Farrowed		207		107	
Litters/Sow/Year		1.93		1.57	
No. Pigs Born/Litter		9.8		8.9	
No. Pigs Wean/Litter		8.36		7.07	
No. Pigs Produced/Sow/Year		15.4		10.4	
Litters/Crate/Year		8.3		5.4	
Pigs Weaned/Crate/Year		69.2		37.9	
Pre-Weaning Death Loss Percent		14.9		20.1	
Nursery Death Loss Percent		2.1		3.2	
Market Death Loss Percent		2.5		4.5	
Breeding Herd Death Loss		4.4		3.6	
Total Death Loss Percent		12.6		16.3	
Price/Cwt. Grain Mix Fed		6.29		6.58	
Price/Cwt. Prot., Salt, Min.		14.48		16.85	
Total Cost Incl Family Living/Cwt		42.39		50.77	

YEAR END 1991

## LIVESTOCK TABLES

TABLE 11B - 6490A HOGS, FINISHING

82 FARMS AVERAGE

		TOTAL	PER CWT	/HD PROD
Production - Pounds		148956		183.0
Net Increase in Value: Hogs		50060	33.61	61.50
Other Miscellaneous Income				
Total Value Produced		50060	33.61	61.50
Feed Fed: Quantity & Cost	LBS/CWT			
Corn	287.8	17092	11.47	21.00
Other Grain	2.3	234	0.16	0.29
Complete Ration	10.0	486	0.33	0.60
Protein, Salt, Mineral	72.7	16045	10.77	19.71
Total Grain Mix	372.8	33857	22.73	41.60
Forages	1.0	43	0.03	0.05
Pasture		83	0.06	0.10
Total Feed Cost		33983	22.82	41.75
Return Over Feed Costs		16077	10.79	19.75
Other Direct Costs				
Veterinary		1011	0.68	1.24
Miscellaneous		831	0.56	1.02
Custom Work & Lease		1971	1.32	2.42
Special Hired labor		337	0.23	0.41
Assigned Interest		200	0.13	0.25
Total Other Direct Costs		4350	2.92	5.34
Total Direct Costs Including Feed		38333	25.74	47.09
Return Over All Direct Costs		11727	7.87	14.41
Allocated Costs				
Actual Int Paid Less Int Assigned - L21		1241	0.83	1.52
General Hired Labor		551	0.37	0.68
Utilities & Miscellaneous		1162	0.78	1.43
Power & Machinery - PCAF 0.95		751	0.50	0.92
Livestock Equipment - ECAF 0.95		979	0.66	1.20
Building & Fences - BCAF 0.97		1173	0.79	1.44
Total Allocated Costs		5857	3.93	7.19
Total Actual Listed Costs		44190	29.67	54.28
Return Over Actual Listed Costs		5870	3.94	7.22
Total Costs Adj to 7% Min Interest		46531	31.24	57.16
Return/Listed 7% Opportunity Interest		3529	2.37	4.34

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	147.31
Ave. Weight/Market Hog Sold	235
Price Received/CWT Market Hogs	50.64
Average Weight/Pig Purchased	52
Average Price/Pig Purchased	48.47
No. Pigs Purchased	500
No. Pigs Transferred Out/In	372
Pounds of Pork Purchased	23806
Average Numer of Pigs on Hand	312.2
Percent Death Loss	2.9
Effective Daily Gain	1.31
Price/Cwt. Grain Mix Fed	6.10
Price/Cwt. Protein, Salt, Mineral	14.82
Number of Pigs Produced	814
Total Cost including Family Living/Cwt.	33.23

YEAR END 1991

LIVESTOCK TABLES

TABLE 11B - 6490A HOGS FINISHING

		16 FARMS HIGHS		16 FARMS LOWS	
		PER CWT	/HD PROD	PER CWT	/HD PROD
Production - Pounds			176.1		195.0
Net Increase in Value: Hogs		39.97	70.36	25.61	49.95
Other Miscellaneous Income					
Total Value Produced		39.97	70.36	25.61	49.95
Feed Fed: Quantity & Cost	LBS/CWT				
Corn	251.4	9.96	17.53	10.66	20.78
Other Grain	3.8	0.18	0.33	0.03	0.07
Complete Ration	2.4	0.39	0.69	2.09	4.07
Protein, Salt, Mineral	68.1	9.64	16.97	15.72	30.64
Total Grain Mix	325.7	20.17	35.52	28.50	55.56
Forages				0.07	0.15
Pasture		0.17	0.30		
Total Feed Cost		20.34	35.82	28.57	55.71
Return Over Feed Costs		19.63	34.54	-2.96	-5.76
Other Direct Costs					
Veterinary		0.81	1.42	1.04	2.04
Miscellaneous		0.36	0.63	0.45	0.88
Custom Work & Lease		1.75	3.08	0.61	1.19
Special Hired labor		0.52	0.92		
Assigned Interest					
Total Other Direct Costs		3.44	6.05	2.10	4.11
Total Direct Costs Including Feed		23.78	41.87	30.67	59.82
Return Over All Direct Costs		16.19	28.49	-5.06	-9.87
Allocated Costs					
Actual Int Paid Less Int Assigned - L21		0.42	0.74	1.31	2.55
General Hired Labor		0.31	0.55	0.22	0.43
Utilities & Miscellaneous		0.67	1.17	0.74	1.44
Power & Machinery - PCAF 0.88		0.46	0.80	0.50	0.97
Livestock Equipment - ECAF 0.92		0.40	0.70	0.71	1.39
Building & Fences - BCAAF 0.88		0.55	0.96	0.63	1.24
Total Allocated Costs		2.81	4.92	4.11	8.02
Total Actual Listed Costs		26.59	46.79	34.78	67.84
Return Over Actual Listed Costs		13.38	23.57	-9.17	-17.89
Total Costs Adj to 7% Min Interest		28.11	49.49	36.59	71.36
Return/Listed 7% Opportunity Interest		11.86	20.87	-10.98	-21.41

\*\*\*\*\* SUPPLEMENTARY MANAGEMENT INFORMATION \*\*\*\*\*

Return/\$100 Feed Fed	196.41	89.66
Ave. Weight/Market Hog Sold	231	243
Price Received/CWT Market Hogs	53.54	45.79
Average Weight/Pig Purchased	55	48
Average Price/Pig Purchased	44.99	52.98
No. Pigs Purchased	561	312
No. Pigs Transferred Out/In	432	76
Pounds of Pork Purchased	27120	15391
Ave Number of Pigs on Hand	337.7	168.3
Percent Death Loss	2.3	3.3
Effective Daily Gain	1.42	1.11
Price/Cwt. Grain Mix Fed	6.20	6.43
Price/Cwt. Protein, Salt, Mineral	14.16	20.49
Number of Pigs Produced	996	349
Total Cost Including Family Living/Cwt.	29.67	38.67

YEAR END 1991

LIVESTOCK TABLES

TABLE 11C - 6510 HOGS, WEANING PIG PRODUCTION

		37 FARMS AVERAGE		
		TOTAL	PER HEAD	/LITTER
Production		105448	1675	204
Net Increase in Value: Hogs		79626	47.54	390.32
Other Miscellaneous Income		201	0.12	0.99
Total Value Produced		79827	47.66	391.31
Feed Fed: Quantity & Cost	LBS/LITTER			
Corn	1310.38	10685	6.38	52.38
Other Grain	24.32	180	0.11	0.88
Complete Ration	97.08	5058	3.02	24.79
Protein, Salt, Mineral	470.57	18506	11.05	90.72
Total Grain Mix	1902.35	34429	20.56	168.77
Forages	1.47	42	0.03	0.21
Pasture		26	0.02	0.13
Total Feed Cost		34497	20.61	169.11
Return Over Feed Costs		45330	27.05	222.20
Other Direct Costs				
Veterinary		3910	2.33	19.17
Breeding		35	0.02	0.17
Miscellaneous		3375	2.01	16.54
Custom Work & Lease		808	0.48	3.96
Special Hired labor		394	0.24	1.93
Assigned Interest		307	0.18	1.50
Total Other Direct Costs		8829	5.26	43.27
Total Direct Costs Including Feed		43326	25.87	212.38
Return Over All Direct Costs		36501	21.79	178.93
Allocated Costs				
Actual Int Paid Less Int Assigned		4061	2.42	19.91
General Hired Labor		2204	1.32	10.80
Utilities & Miscellaneous		3552	2.12	17.41
Power & Machinery	-PCAF 0.99	2760	1.65	13.53
Livestock Equipment	-ECAF 1.00	3674	2.19	18.01
Building & Fences	-BCAF 1.04	4869	2.91	23.87
Total Allocated Costs		21120	12.61	103.53
Total Actual Listed Costs		64446	38.48	315.91
Return Over Actual Listed Costs		15381	9.18	75.40
Total Costs Adj to 7% Min Interest		69394	41.43	340.17
Return/Listed 7% Opportunity Interest		10433	6.23	51.14

\*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	231.40
Ave. Weight/Pig Sold or Transfered	56
Price Received/Pig Sold	51.15
Litters/Sow/Year	1.9
No. Pigs Born/Litter	9.8
No. Pigs Wean/Litter	8.5
No. Pigs Produced/Sow/Year	15.5
Litters/Crate/Year	9.3
Pigs Weaned/Crate/Year	79.2
Fdr Pig Deaths: As % of Total Loss	98.5
Breeding Deaths: As % of Total Loss	1.5
Price/Cwt. Grain Mix Fed	8.87
Price/Cwt. Protein, Salt, Mineral	19.28
Total Cost Including Family Living/Pig	48.61



YEAR END 1991

## LIVESTOCK TABLES

TABLE 11C - 6510 HOGS, WEANING PIG PRODUCTION

		12 FARMS HIGHS		12 FARMS LOWS	
		PER HEAD	/LITTER	PER HEAD	/LITTER
Production		2825	331	984	131
Net Increase in Value: Hogs		51.45	439.12	36.36	273.14
Other Miscellaneous Income		0.22	1.87		
Total Value Produced		51.67	440.99	36.36	273.14
Feed Fed: Quantity & Cost	LBS/LITTER				
Corn	1225.60	5.71	48.70	8.38	62.95
Other Grain	23.93	0.10	0.83	0.04	0.27
Complete Ration	148.74	4.43	37.83	0.78	5.84
Protein, Salt, Mineral	353.67	7.96	67.96	14.29	107.37
Total Grain Mix	1751.94	18.20	155.32	23.49	176.43
Forages				0.11	0.79
Pasture		0.03	0.24		
Total Feed Cost		18.23	155.56	23.60	177.22
Return Over Feed Costs		33.44	285.43	12.76	95.92
Other Direct Costs					
Veterinary		2.63	22.44	1.95	14.65
Breeding		0.01	0.07	0.09	0.64
Miscellaneous		2.12	18.08	2.27	17.04
Custom Work & Lease		0.44	3.72	0.43	3.27
Special Hired labor		0.24	2.06		
Assigned Interest		0.33	2.86		
Total Other Direct Costs		5.77	49.23	4.74	35.60
Total Direct Costs Including Feed		24.00	204.79	28.34	212.82
Return Over All Direct Costs		27.67	236.20	8.02	60.32
Allocated Costs					
Actual Int Paid Less Int Assigned		1.96	16.71	3.73	28.01
General Hired Labor		1.81	15.41	1.20	8.99
Utilities & Miscellaneous		2.04	17.37	2.51	18.84
Power & Machinery	-PCAF 0.99	1.60	13.62	1.90	14.25
Livestock Equipment	-ECAF 1.00	2.29	19.53	2.87	21.55
Building & Fences	-BCAF 1.13	2.68	22.86	3.93	29.53
Total Allocated Costs		12.38	105.50	16.14	121.17
Total Actual Listed Costs		36.38	310.29	44.48	333.99
Return Over Actual Listed Costs		15.29	130.70	-8.12	-60.85
Total Costs Adj to 7% Min Interest		39.22	334.70	48.01	360.65
Return/Listed 7% Opportunity Interest		12.45	106.29	-11.65	-87.51

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	283.47	154.12
Ave. Weight/Pig Sold or Transfered	58	53
Price Received/Pig Sold	53.67	46.56
Litters/Sow/Year	2.0	1.7
No. Pigs Born/Litter	9.8	9.8
No. Pigs Wean/Litter	8.9	7.9
No. Pigs Produced/Sow/Year	16.9	12.8
Litters/Crate/Year	10.0	7.7
Pigs Weaned/Crate/Year	89.8	60.6
Fdr Pig Deaths: As % of Total Loss	98.6	99.0
Breeding Deaths: As % of Total Loss	1.4	1.3
Price/Cwt. Grain Mix Fed	8.87	8.08
Price/Cwt. Protein, Salt, Mineral	19.22	18.47
Total Cost Including Family Living/Pig	44.80	56.57

YEAR END 1991

## LIVESTOCK TABLES

TABLE 11A - 6530A HOGS, MIXED SYSTEMS

		37 FARMS AVERAGE		
		TOTAL	PER CWT	/LITTER
Production		210257		1569
Net Increase in Value: Hogs		96331	45.82	718.89
Other Miscellaneous Income				
Total Value Produced		96331	45.82	718.89
Feed Fed: Quantity & Cost	LBS/CWT			
Corn	287.13	24234	11.53	180.85
Other Grain	2.16	170	0.08	1.27
Complete Ration	15.31	3396	1.62	25.34
Protein, Salt, Mineral	87.79	28520	13.56	212.84
Total Grain Mix	392.39	56320	26.79	420.30
Forages	0.05	4		0.03
Pasture				
Total Feed Cost		56324	26.79	420.33
Return Over Feed Costs		40007	19.03	298.56
Other Direct Costs				
Veterinary		3062	1.46	22.85
Breeding		74	0.04	0.55
Miscellaneous		3205	1.52	23.92
Custom Work & Lease		2705	1.29	20.19
Special Hired labor		669	0.32	4.99
Assigned Interest		103	0.05	0.77
Total Other Direct Costs		9818	4.68	73.27
Total Direct Costs Including Feed		66142	31.47	493.60
Return Over All Direct Costs		30189	14.35	225.29
Allocated Costs				
Actual Int Paid Less Int Assigned		3966	1.89	29.60
General Hired Labor		2298	1.09	17.15
Utilities & Miscellaneous		4016	1.91	29.97
Power & Machinery	-PCAF 1.00	2567	1.22	19.16
Livestock Equipment	-ECAF 1.00	3745	1.78	27.95
Building & Fences	-BCAF 1.00	3624	1.72	27.04
Total Allocated Costs		20216	9.61	150.87
Total Actual Listed Costs		86358	41.08	644.47
Return Over Actual Listed Costs		9973	4.74	74.42
Total Costs Adj to 7% Min Interest		92619	44.05	691.19
Return/Listed 7% Opportunity Interest		3712	1.77	27.70
*****SUPPLEMENTARY MANAGEMENT INFORMATION*****				
Return/\$100 Feed Fed		171.03		
Ave. Weight/Mkt. Hog Sold or Transferred		217		
Price Received/Cwt. Market Hogs		52.08		
Total No. Litters Farrowed		134		
Litters/Sow/Year		1.30		
No. Pigs Born/Litter		9.8		
No. Pigs Wean/Litter		8.29		
Pigs Produced/Sow/Year		10.1		
Litters/Crate/Year		7.4		
Pigs Weaned/Crate/Year		61.7		
Pre-Weaning Death Loss Percent		15.4		
Nursery Death Loss Percent		3.1		
Market Death Loss Percent		3.2		
Breeding Herd Death Loss		5.1		
Total Death Loss Percent		13.7		
Price/Cwt. Grain Mix Fed		6.83		
Price/Cwt. Prot., Salt, Mineral		15.45		
Total Cost Including Family Living/Cwt.		48.21		

YEAR END 1991

LIVESTOCK TABLES

TABLE 11A – 6530A HOGS, MIXED SYSTEMS

		12 FARMS HIGHS		12 FARMS LOWS	
		PER CWT	/LITTER	PER CWT	/LITTER
Production			1422		1830
Net Increase in Value: Hogs		50.12	712.51	39.73	727.09
Other Miscellaneous Income					
Total Value Produced		50.12	712.51	39.73	727.09
Feed Fed: Quantity & Cost	LBS/CWT				
Corn	263.23	10.52	149.58	13.17	241.01
Other Grain	1.89	0.07	0.97	0.13	2.45
Complete Ration	10.81	1.47	20.86	0.51	9.34
Protein, Salt, Mineral	82.34	12.87	183.00	16.79	307.38
Total Grain Mix	358.27	24.93	354.41	30.60	560.18
Forages				0.01	0.16
Pasture					
Total Feed Cost		24.93	354.41	30.61	560.34
Return Over Feed Costs		25.19	358.10	9.12	166.75
Other Direct Costs					
Veterinary		1.77	25.21	1.49	27.19
Breeding		0.07	0.99		
Miscellaneous		1.87	26.54	0.78	14.25
Custom Work & Lease		0.97	13.85	1.20	21.92
Special Hired labor		0.95	13.46		
Assigned Interest					
Total Other Direct Costs		5.63	80.05	3.47	63.36
Total Direct Costs Including Feed		30.56	434.46	34.08	623.70
Return Over All Direct Costs		19.56	278.05	5.65	103.39
Allocated Costs					
Actual Int Paid Less Int Assigned		2.70	38.36	1.72	31.48
General Hired Labor		1.24	17.62	0.09	1.58
Utilities & Miscellaneous		2.23	31.66	1.32	24.21
Power & Machinery	–PCAF 1.00	1.28	18.19	1.26	23.12
Livestock Equipment	–ECAF 1.00	1.91	27.11	1.50	27.53
Building & Fences	–BCAF 1.00	2.18	31.05	1.48	27.13
Total Allocated Costs		11.54	163.99	7.37	135.05
Total Actual Listed Costs		42.10	598.45	41.45	758.75
Return Over Actual Listed Costs		8.02	114.06	–1.72	–31.66
Total Costs Adj to 7% Min Interest		45.89	652.46	44.01	805.57
Return/Listed 7% Opportunity Interest		4.23	60.05	–4.28	–78.48
*****SUPPLEMENTARY MANAGEMENT INFORMATION*****					
Return/\$100 Feed Fed		201.05		129.76	
Ave. Weight Mkt. Hog Sold or Transfered		203		216	
Price Received/Cwt. Market Hogs		54.52		50.48	
Total No. Litters Farrowed		146		77	
Litters/Sow/Year		1.83		0.57	
No. Pigs Born/Litter		9.7		9.3	
No. Pigs Wean/Litter		8.42		7.82	
Pigs Produced/Sow/Year		14.6		3.9	
Litters/Crate/Year		7.7		5.9	
Pigs Weaned/Crate/Year		64.7		46.3	
Pre–Weaning Death Loss Percent		12.8		15.9	
Nursery Death Loss Percent		2.2		4.3	
Market Death Loss Percent		2.4		7.8	
Breeding Herd Death Loss		4.9		3.8	
Total Death Loss Percent		12.0		14.1	
Price/Cwt. Grain Mix Fed		6.96		7.11	
Price/Cwt. Prot., Salt, Mineral		15.63		17.35	
Total Cost Including Family Living/Cwt.		48.26		49.23	

## LIVESTOCK TABLES

YEAR END 1991

TABLE 11E - 6801 HOGS - COMBINED ENTERPRISE

		12 FARMS AVERAGE		
		TOTAL	PER CWT	/LITTER
Production		488489		1679
Net Increase in Value: Hogs		231601	47.41	795.88
Other Miscellaneous Income				
Total Value Produced		231601	47.41	795.88
Feed Fed: Quantity & Cost	LBS/CWT			
Corn	265.97	52169	10.68	179.27
Other Grain	2.37	363	0.07	1.25
Complete Ration	4.07	4277	0.88	14.70
Protein, Salt, Mineral	79.57	62726	12.84	215.55
Total Grain Mix	351.98	119535	24.47	410.77
Forages	0.12	24		0.08
Pasture				
Total Feed Cost		119559	24.47	410.85
Return Over Feed Costs		112042	22.94	385.03
Other Direct Costs				
Veterinary		7696	1.58	26.45
Breeding				
Miscellaneous		7435	1.52	25.55
Custom Work & Lease		8094	1.66	27.81
Special Hired labor		2334	0.48	8.02
Assigned Interest		1179	0.24	4.05
Total Other Direct Costs		26738	5.48	91.88
Total Direct Costs Including Feed		146297	29.95	502.73
Return Over All Direct Costs		85304	17.46	293.15
Allocated Costs				
Actual Int Paid Less Int Assigned		6475	1.33	22.25
General Hired Labor		3035	0.62	10.43
Utilities & Miscellaneous		7261	1.49	24.95
Power & Machinery -PCAF		5174	1.06	17.78
Livestock Equipment -ECAF		6206	1.27	21.33
Building & Fences -BCAF		9685	1.98	33.28
Total Allocated Costs		37836	7.75	130.02
Total Actual Listed Costs		184133	37.70	632.75
Return Over Actual Listed Costs		47468	9.71	163.13
Total Costs Adj to 7% Min Interest		195058	39.93	670.30
Return/Listed 7% Opportunity Interest		36543	7.48	125.58
*****SUPPLEMENTARY MANAGEMENT INFORMATION*****				
Return/\$100 Feed Fed		193.71		
Ave. Weight/Mkt. Hog Sold or Transferred		233.36		
Price Received/Cwt. Market Hogs		51.49		
Total No. Litters Farrowed		291		
Litters/Sow/Year		2.01		
No. Pigs Born/Litter		10.1		
No. Pigs Wean/Litter		8.7		
No. Pigs Produced/Sow/Year		16.3		
Litters/Crate/Year		10.4		
Pigs Weaned/Crate/Year		90.3		
Market Animal Death as % of Total Loss		50.5		
Breeding Herd Death Loss		4.5		
Price/Cwt. Grain Mix Fed		6.95		
Price/Cwt. Protein, Salt, Mineral		16.14		
Total Cost Including Family Living/Cwt.		45.05		

YEAR END 1991

## LIVESTOCK TABLES

TABLE 11E – 6801A HOGS – COMBINED ENTERPRISE

		6 FARMS HIGHS		6 FARM LOWS	
		PER CWT	/LITTER	PER CWT	/LITTER
Production			1689		1671
Net Increase in Value: Hogs		49.11	829.18	44.93	750.90
Other Miscellaneous Income					
Total Value Produced		49.11	829.18	44.93	750.90
Feed Fed: Quantity & Cost	LBS/CWT.				
Corn	257.15	10.32	174.27	11.21	187.30
Other Grain	3.57	0.12	2.07		0.06
Complete Ration	4.07	0.79	13.39	1.00	16.66
Protein, Salt, Mineral	70.96	11.26	190.06	15.16	253.46
Total Grain Mix	335.75	22.49	379.79	27.37	457.48
Forages	0.21	0.01	0.14		
Pasture					
Total Feed Cost		22.50	379.93	27.37	457.48
Return Over Feed Costs		26.61	449.25	17.56	293.42
Other Direct Costs					
Veterinary		2.08	35.08	0.84	14.02
Breeding					
Miscellaneous		1.56	26.39	1.46	24.45
Custom Work & Lease		1.72	29.09	1.56	26.09
Special Hired labor		0.80	13.57		
Assigned Interest		0.41	6.85		
Total Other Direct Costs		6.57	110.98	3.86	64.56
Total Direct Costs Including Feed		29.07	490.91	31.23	522.04
Return Over All Direct Costs		20.04	338.27	13.70	228.86
Allocated Costs					
Actual Int Paid Less Int Assigned		0.69	11.58	2.26	37.83
General Hired Labor		0.59	10.03	0.66	11.06
Utilities & Miscellaneous		1.51	25.49	1.45	24.27
Power & Machinery – PCAF		1.17	19.70	0.90	15.06
Livestock Equipment – ECAF		1.31	22.18	1.21	20.18
Building & Fences – BCAF		1.82	30.78	2.22	37.06
Total Allocated Costs		7.09	119.76	8.70	145.45
Total Actual Listed Costs		36.16	610.67	39.93	667.50
Return Over Actual Listed Costs		12.95	218.51	5.00	83.40
Total Costs Adj to 7% Min Interest		38.23	645.47	42.43	709.17
Return/Listed 7% Opportunity Interest		10.88	183.71	2.50	41.73

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	218.24	164.14
Ave. Weight/Mkt. Hog Sold or Transferred	231.20	236.20
Price Received/Cwt. Market Hogs	52.76	49.86
Total No. Litters Farrowed	344	237
Litters/Sow/Year	2.10	1.90
No. Pigs Born/Litter	10.3	9.8
No. Pigs Wean/Litter	9.2	7.9
No. Pigs Produced/Sow/Year	17.7	14.5
Litters/Crate/Year	10.1	10.8
Pigs Weaned/Crate/Year	93.4	85.4
Market Animal Death as % of Total Loss	52.3	49.5
Breeding Herd Death Loss	4.6	3.8
Price/Cwt. Grain Mix Fed	6.70	7.28
Price/Cwt. Protein, Salt, Mineral	15.86	16.45
Total Cost Including Family Living/Cwt.	42.38	48.21

## LIVESTOCK TABLES

YEAR END 1991

TABLE 12 - 6290A DAIRY COWS, COMMERCIAL, GENERAL

	HERD TOTAL	206 FARMS AVERAGE PER COW	CWT MILK
Average Number of Cows	55.2		
Pounds of Milk		16677	
Pounds of Butterfat		609	
Percent of Butterfat in Milk		3.65	
Value of Produce			
Dairy Products Sold		1974.35	
Dairy Products Used In Home		2.86	
Milk Fed to Livestock		14.82	
Net Increase in Value		-130.45	
Other Miscellaneous Income		1.50	
Total Value Produced	102842	1863.08	11.17
Feed Fed LBS/COW			
Corn	5814	230.02	1.38
Small Grain	260	13.35	0.08
Complete Ration	114	9.18	0.06
Protein, Salt, Mineral	2157	254.60	1.53
Total Grain Mix	8345	507.15	3.05
Legume Hay	6474	261.18	1.57
Other Hay	305	7.10	0.04
Haylage	1776	41.87	0.25
Silage	7619	73.12	0.44
Pasture		4.40	0.03
Total Feed Costs	49394	894.82	5.38
Return Over Feed Cost	53448	968.26	5.79
Other Direct Costs			
Veterinary		60.13	0.36
Breeding		21.39	0.13
Miscellaneous		129.84	0.78
Custom Work & Lease		62.90	0.38
Special Hired Labor		6.47	0.04
Assigned Interest	70	1.27	0.01
Total Other Direct Cost	15566	282.00	1.70
Total Direct Costs	64960	1176.82	7.08
Return Over All Direct	37882	686.26	4.09
Allocated Costs			
Interest Paid Less Interest Assigned	5188	93.99	0.56
General Hired Labor	3751	67.95	0.41
Utilities & Miscellaneous	5185	93.93	0.56
Power & Machinery - PCAF	3887	70.42	0.42
Livestock Equipment - ECAF	4171	75.56	0.45
Buildings/Fences - BCAF	4747	86.00	0.52
Total Allocated Costs	26929	487.85	2.92
Total Listed Costs	91889	1664.67	10.00
Return Over Listed Costs	10953	198.41	1.17
Total Costs Adj 7% Interest	93187	1688.17	10.12
Return/Listed 7% Oppt Interest	9655	174.91	1.05
*****SUPPLEMENTARY MANAGEMENT INFORMATION*****			
Return/\$100 Feed Fed	208.21		
LBS of Milk/LBS Grain Mix	2.00		
Average Price/Cwt. Sold	11.94		
Dairy Cow Turnover %	45.3		
Approx Dry Matter/Cow	45		
Total Cost Including Family Living/Cwt	12.49		

YEAR END 1991

## LIVESTOCK TABLES

TABLE 12 - 6290A DAIRY COWS, COMMERCIAL, GENERAL

		41 FARMS HIGHS		41 FARMS LOWS	
		PER COW	CWT MILK	PER COW	CWT MILK
Average Number of Cows		54.1		47.3	
Pounds of Milk		19502		13879	
Pounds of Butterfat		674		528	
Percent of Butterfat in Milk		3.46		3.81	
Value of Produce					
Dairy Products Sold		2328.30		1610.61	
Dairy Products Used In Home		1.68		2.83	
Milk Fed to Livestock		19.50		18.44	
Net Increase in Value		-92.24		-167.44	
Other Miscellaneous Income		7.47			
Total Value Produced		2264.71	11.61	1464.44	10.55
Feed Fed	LBS/COW				
Corn	5928	233.20	1.20	242.75	1.75
Small Grain	203	9.98	0.05	25.07	0.18
Complete Ration	289	27.12	0.14	9.92	0.07
Protein, Salt, Mineral	1849	267.86	1.37	225.90	1.63
Total Grain Mix	8269	538.16	2.76	503.64	3.63
Legume Hay	5810	227.23	1.17	286.93	2.07
Other Hay	291	9.06	0.05	13.15	0.09
Haylage	1903	44.77	0.23	45.22	0.33
Silage	6198	61.04	0.31	79.01	0.57
Pasture		2.75	0.01	7.97	0.06
Total Feed Costs		883.01	4.53	935.92	6.75
Return Over Feed Cost		1381.70	7.08	528.52	3.80
Other Direct Costs					
Veterinary		79.59	0.41	55.39	0.40
Breeding		32.66	0.17	11.86	0.09
Miscellaneous		141.96	0.73	113.09	0.81
Custom Work & Lease		61.46	0.32	52.52	0.38
Special Hired Labor		15.10	0.08	3.17	0.02
Assigned Interest					
Total Other Direct Cost		330.77	1.71	236.03	1.70
Total Direct Costs		1213.78	6.24	1171.95	8.45
Return Over All Direct		1050.93	5.37	292.49	2.10
Allocated Costs					
Interest Paid Less Interest Assigned		78.02	0.40	102.98	0.74
General Hired Labor		116.56	0.60	58.05	0.42
Utilities & Miscellaneous		101.16	0.52	87.32	0.63
Power & Machinery	-PCAF 1.00	72.11	0.37	65.50	0.47
Livestock Equipment	-ECAF 1.00	99.20	0.51	73.70	0.53
Buildings/Fences	-BCAF 1.00	94.95	0.49	82.45	0.59
Total Allocated Costs		562.00	2.89	470.00	3.38
Total Listed Costs		1775.78	9.13	1641.95	11.83
Return Over Listed Costs		488.93	2.48	-177.51	-1.28
Total Costs Adj 7% Interest		1818.39	9.32	1651.99	11.90
Return/Listed 7% Oppt Interest		446.32	2.29	-187.55	-1.35
*****SUPPLEMENTARY MANAGEMENT INFORMATION*****					
Return/\$100 Feed Fed		256.48		156.47	
LBS of Milk/LBS Grain Mix		2.36		1.72	
Average Price/Cwt. Sold		12.04		11.75	
Dairy Cow Turnover %		48.1		48.6	
Approx Dry Matter/Cow		42		47	
Total Cost Including Family Living/Cwt.		10.97		15.10	

## LIVESTOCK TABLES

YEAR END 1991

TABLE 13 – 6310A OTHER DAIRY/COMMERCIAL REPLACEMENT

131 FARMS AVERAGE  
HERD TOTAL PER HEAD  
64.7

Average Number of Head		378.59
Net Increase in Value		5.35
Other Miscellaneous Income		383.94
Total Value Produced	24841	

Feed Fed: Qty & Cost	LBS/HEAD	
Corn	1174	46.62
Other Grain	210	7.13
Complete Ration	31	3.21
Protein, Salt, Mineral	255	44.42
Total Grain Mix	1670	101.38
Legume Hay	2390	95.24
Other Dry Hay & Roughage	403	8.35
Haylage	439	9.78
Silage	4489	43.71
Milk	93	11.50
Pasture		2.94
Total Feed Costs	17656	272.90
Return Over Feed Cost	7185	111.04
Other Direct Costs		16.94
Veterinary		6.88
Breeding		14.70
Miscellaneous		7.51
Custom Work & Lease Expense		0.25
Special Hired Labor		
Assigned Interest		
Total Other Direct Costs	2994	46.28
Total Direct Costs Including Feed	20650	319.18
Return Over All Direct Costs	4191	64.76
Allocated Costs		
Interest Paid Less Interest Assigned	1138	17.59
General Hired Labor		10.80
Utilities & Miscellaneous		16.14
Power & Machinery –PCAF 1.00		11.85
Livestock Equipment –ECAF 1.00		12.62
Building/Fences –BCAF 1.00		15.92
Total Allocated Costs	5494	84.92
Total Actual Listed Costs	26144	404.10
Return Over Actual Listed	-1303	-20.16
Total Costs Adj 7% Interest	25860	399.69
Return/Listed 7% Opportunity Interest	-1019	-15.75

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	140.69
Percent Calf Death Loss	13.40
Total Cost Including Family Living/Head	475.39



YEAR END 1991

LIVESTOCK TABLES

TABLE 13 - 6310A OTHER DAIRY/COMMERCIAL REPLACEMENT  
26 FARMS HIGHS

26 FARMS LOWS

Average Number of Head		HRD TOTAL PER HEAD		HRD TOTAL PER HEAD	
Net Increase in Value		52.1		72.2	
Other Miscellaneous Income					
Total Value Produced		29178 560.04		18486 256.04	
Feed Fed: Qty & Cost		LBS/HEAD		LBS/HEAD	
Corn	886	36.14	1167	46.37	
Other Grain	146	7.66	692	11.33	
Complete Ration	38	6.10	39	4.32	
Protein, Salt, Mineral	279	40.13	207	43.95	
Total Grain Mix	1349	90.03	1805	105.97	
Legume Hay	2176	83.65	3162	127.89	
Other Dry Hay & Rougha	181	5.45	491	12.19	
Haylage	178	4.05	1010	24.60	
Silage	3318	31.34	4315	42.77	
Milk	84	10.02	113	14.24	
Pasture		0.23		2.67	
Total Feed Costs		11711	224.77	23850	330.33
Return Over Feed Cost		17467	335.27	-5364	-74.29
Other Direct Costs					
Veterinary		29.92		9.54	
Breeding		10.96		6.81	
Miscellaneous		20.31		16.84	
Custom Work & Lease Expense		16.74		4.02	
Special Hired Labor				0.53	
Assigned Interest					
Total Other Direct Costs		4060	77.93	2725	37.74
Total Direct Costs Including Feed		15771	302.70	26575	368.07
Return Over All Direct Costs		13407	257.34	-8089	-112.03
Allocated Costs					
Interest Paid Less Interest Assigned		845	16.22	1426	19.75
General Hired Labor			12.99		8.84
Utilities & Miscellaneous			17.89		16.61
Power & Machinery -PCAF 1.00			11.04		12.67
Livestock Equipment -ECAAF 1.00			13.99		13.51
Building/Fences -BCAF 1.00			16.06		13.83
Total Allocated Costs		4595	88.19	6151	85.21
Total Actual Listed Costs		20366	390.89	32726	453.28
Return Over Actual Listed		8812	169.15	-14240	-197.24
Total Costs Adj 7% Interest		20219	388.08	32488	449.97
Return/Listed 7% Opportunity Interest		8959	171.96	-14002	-193.93

\*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	249.15	77.51
Percent Calf Death Loss	10.55	17.07
Total Cost Including Family Living/Head	452.51	531.10

YEAR END 1991

## LIVESTOCK TABLES

TABLE 13 – 6318A OTHER DAIRY (REPLACEMENT + FEEDERS)

85 FARMS AVERAGE

HERD TOTAL

PER HEAD

70.2

Average Number of Head		
Net Increase in Value		409.96
Other Miscellaneous Income		
Total Value Produced	28779	409.96

Feed Fed: Qty & Cost	LBS/HEAD	
Corn	1516	59.42
Other Grain	144	5.04
Complete Ration	66	5.90
Protein, Salt, Mineral	323	47.38
Total Grain Mix	2049	117.74
Legume Hay	2388	95.67
Other Dry Hay & Roughage	235	3.89
Haylage	229	6.21
Silage	4012	39.69
Milk	78	9.33
Pasture		2.41
Total Feed Costs	19300	274.94
Return Over Feed Cost	9479	135.02
Other Direct Costs		8.12
Veterinary		3.62
Breeding		11.87
Miscellaneous		4.73
Custom Work & Lease Expense		0.40
Special Hired Labor		
Assigned Interest		
Total Other Direct Costs	2017	28.74
Total Direct Costs Including Feed	21317	303.68
Return Over All Direct Costs	7462	106.28
Allocated Costs		
Interest Paid Less Interest Assigned	1050	14.96
General Hired Labor		13.86
Utilities & Miscellaneous		17.19
Power & Machinery – PCAF 1.00		12.81
Livestock Equipment – ECAF 1.00		14.87
Building/Fences – BCAF 0.99		14.47
Total Allocated Costs	6189	88.16
Total Actual Listed Costs	27506	391.84
Return Over Actual Listed	1273	18.12
Total Costs Adj 7% Interest	27096	385.98
Return/Listed 7% Opportunity Interest	1683	23.98

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	149.11
Percent Calf Death Loss	14.15
Total Cost Including Family Living/Head	463.13

YEAR END 1991

LIVESTOCK TABLES

TABLE 13 - 6318A OTHER DAIRY (REPLACEMENT &amp; FEEDERS)

Average Number of Head	17 FARMS HIGHS		17 FARMS LOWS	
	HRD TOTAL	PER HEAD	HRD TOTAL	PER HEAD
Net Increase in Value	56.0	557.21	62.5	281.06
Other Miscellaneous Income				
Total Value Produced	31204	557.21	17566	281.06
Feed Fed: Qty & Cost	LBS/HEAD		LBS/HEAD	
Corn	819	32.77	1926	75.76
Other Grain	125	6.02	263	8.70
Complete Ration	31	8.04	8	2.50
Protein, Salt, Mineral	184	34.84	560	34.19
Total Grain Mix	1159	81.67	2757	121.15
Legume Hay	1738	72.95	3465	141.75
Other Dry Hay & Roughage	184	1.38	55	0.91
Haylage	300	8.75	247	7.66
Silage	3485	34.82	5273	54.85
Milk	63	7.84	76	9.46
Pasture		0.43		1.78
Total Feed Costs	11638	207.84	21098	337.57
Return Over Feed Cost	19566	349.37	-3532	-56.51
Other Direct Costs				
Veterinary		8.39		7.25
Breeding		2.59		3.76
Miscellaneous		13.34		9.54
Custom Work & Lease Expense		7.43		5.31
Special Hired Labor				
Assigned Interest				
Total Other Direct Costs	1778	31.75	1616	25.86
Total Direct Costs Including Feed	13416	239.59	22714	363.43
Return Over All Direct Costs	17788	317.62	-5148	-82.37
Allocated Costs				
Interest Paid Less Interest Assigned	1208	21.57	874	13.98
General Hired Labor		8.89		10.50
Utilities & Miscellaneous		14.20		16.05
Power & Machinery - PCAF 1.00		11.88		10.34
Livestock Equipment - ECAF 1.00		16.40		11.75
Building/Fences - BCAF 1.00		23.61		9.76
Total Allocated Costs	5406	96.55	4524	72.38
Total Actual Listed Costs	18822	336.14	27238	435.81
Return Over Actual Listed	12382	221.07	-9672	-154.75
Total Costs Adj 7% Interest	18244	325.79	27008	432.13
Return/Listed 7% Opportunity Interest	12960	231.42	-9442	-151.07

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	268.12	83.26
Percent Calf Death Loss	10.21	13.68
Total Cost Including Family Living/HD	397.76	513.63

## LIVESTOCK TABLES

YEAR END 1991

TABLE 14 - 6321 ALL DAIRY + DUAL PURPOSE CATTLE

	HERD TOTAL	202 FARMS AVERAGE PER COW	CWT MILK
Average Number of Cows	55.4		
Pounds of Milk		16703.38	
Pounds of Butterfat		610.50	
Percent of Butterfat in Milk		3.65	
Value of Produce			
Dairy Products Sold		1976.68	
Dairy Products Used In Home		2.91	
Milk Fed to Livestock		15.05	
Net Increase in Value		349.87	
Other Miscellaneous Income		5.58	
Total Value Produced	130195	2350.09	14.07
Feed Fed	LBS/COW		
Corn	7345	290.29	1.74
Small Grain	492	21.35	0.13
Complete Ration	173	14.80	0.09
Protein, Salt, Mineral	2458	323.68	1.94
Total Grain Mix	10468	650.12	3.90
Legume Hay	9361	376.93	2.26
Other Hay	690	14.68	0.09
Haylage	2185	51.90	0.31
Silage	13013	125.92	0.75
Pasture		7.78	0.05
Total Feed Costs	67994	1227.33	7.36
Return Over Feed Cost	62201	1122.76	6.71
Other Direct Costs			
Veterinary		76.03	0.46
Breeding		28.74	0.17
Miscellaneous		146.66	0.88
Custom Work & Lease		68.57	0.41
Special Hired Labor		6.97	0.04
Assigned Interest	72	1.30	0.01
Total Other Direct Cost	18186	328.27	1.97
Total Direct Costs	86180	1555.60	9.33
Return Over All Direct	44015	794.49	4.74
Allocated Costs			
Interest Paid Less Interest Assigned		112.76	0.68
General Hired Labor		83.95	0.50
Utilities & Miscellaneous		113.92	0.68
Power & Machinery -PCAF		85.02	0.51
Livestock Equipment -ECAF		92.47	0.55
Buildings/Fences -BCAF		103.46	0.62
Total Allocated Costs	32774	591.58	3.54
Total Listed Costs	118954	2147.18	12.87
Return Over Listed Costs	11241	202.91	1.20
Total Costs Adj 7% Interest	120025	2166.52	12.97
Return/Listed 7% Opportunity Interest	10170	183.57	1.10

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	191
LBS of Milk/LBS Grain Mix	1.60
Average Price/Cwt. Sold	11.94
Dairy Cow Turnover %	45.13
Approx Dry Matter/Cow	63
Percent Calf Death Loss	13.5
Total Investment/Cow	7693.30
Total Debt/Cow	3939.69
Total Cost Including Family Living/Cwt.	15.88

YEAR END 1991

## LIVESTOCK TABLES

TABLE 14 - 6321 ALL DAIRY + DUAL PURPOSE CATTLE

	40 FARMS HIGHS		40 FARMS LOWS	
	PER COW	CWT MILK	PER COW	CWT MILK
Average Number of Cows	60.1		49.4	
Pounds of Milk	19400.37		13971.64	
Pounds of Butterfat	679.06		541.63	
Percent of Butterfat in Milk	3.50		3.88	
Value of Produce				
Dairy Products Sold	2326.71		1628.85	
Dairy Products Used In Home	2.58		3.06	
Milk Fed to Livestock	14.28		17.31	
Net Increase in Value	427.34		238.72	
Other Miscellaneous Income	24.89			
Total Value Produced	2795.80	14.41	1887.94	13.51
Feed Fed	LBS/COW		LBS/COW	
Corn	6962	273.29	7785	311.05
Small Grain	400	21.41	697	35.10
Complete Ration	403	34.18	206	12.31
Protein, Salt, Mineral	2329	355.72	4122	262.31
Total Grain Mix	10094	684.60	12810	620.77
Legume Hay	7390	294.18	11449	448.30
Other Hay	834	23.58	664	22.15
Haylage	2428	69.63	1620	45.24
Silage	11610	113.69	13914	130.91
Pasture		4.56		10.95
Total Feed Costs	1190.24	6.14	1278.32	9.16
Return Over Feed Cost	1605.56	8.27	609.62	4.35
Other Direct Costs				
Veterinary	107.15	0.55	60.26	0.43
Breeding	42.63	0.22	16.90	0.12
Miscellaneous	167.62	0.86	130.55	0.93
Custom Work & Lease Expense	83.71	0.43	65.59	0.47
Special Hired Labor	13.43	0.07	3.34	0.02
Assigned Interest				
Total Other Direct Cost	414.54	2.13	276.64	1.97
Total Direct Costs	1604.78	8.27	1554.96	11.13
Return Over All Direct	1191.02	6.14	332.98	2.38
Allocated Costs				
Interest Paid Less Interest Assigned	97.22	0.50	124.37	0.89
General Hired Labor	130.12	0.67	60.95	0.44
Utilities & Miscellaneous	120.98	0.62	106.96	0.77
Power & Machinery -PCAF	81.88	0.42	77.07	0.55
Livestock Equipment -ECAF	118.93	0.61	78.22	0.56
Buildings/Fences -BCAF	122.42	0.63	80.79	0.58
Total Allocated Costs	671.55	3.45	528.36	3.79
Total Listed Costs	2276.33	11.72	2083.32	14.92
Return Over Listed Costs	519.47	2.69	-195.38	-1.41
Total Costs Adj 7% Interest	2315.07	11.93	2078.58	14.88
Return/Listed 7% Opportunity Interest	480.73	2.48	-190.64	-1.37

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	235	148
LBS of Milk/LBS Grain Mix	1.92	1.09
Average Price/Cwt. Sold	12.08	11.80
Dairy Cow Turnover %	48.25	46.56
Approx Dry Matter/Cow	57	73
Percent Calf Death Loss	10.0	16.8
Total Investment/Cow	8464.78	7999.94
Total Debt/Cow	3932.51	4814.07
Total Cost Including Family Living/Cwt.	13.96	18.84

## LIVESTOCK TABLES

YEAR END 1991

TABLE 15 - 6100A BEEF COW HERD/COMMERCIAL

		40 FARMS AVERAGE	
		HERD TOTAL	PER COW
Average Number of Beef Cows		45.1	
Average Number of Other Beef/Bulls		29.6	
Pounds of Beef Produced		23209	
Net Increase in Value: Beef		17056	378.18
Other Miscellaneous Income			
Total Value Produced		17056	378.18
Feed Fed: Quantity & Cost			
		LBS/COW	
Grain		468.5	18.80
Protein, Salt, Mineral		107.3	19.82
Legume Hay		4663.0	159.89
Other Dry Hay & Roughage		385.7	7.29
Silage		3282.0	33.73
Haylage		158.5	2.64
Pasture			24.19
Total Feed Cost		12013	266.36
Return Over Feed Costs		5043	111.82
Other Direct Costs			
Veterinary			17.05
Breeding			4.21
Miscellaneous			23.73
Custom Work & Lease Expense			3.57
Special Hired labor			0.24
Assigned Interest			
Total Other Direct Costs		2201	48.80
Total Direct Costs Including Feed		14214	315.16
Return Over All Direct Costs		2842	63.02
Allocated Costs			
Actual Int Paid Less Int Assigned			37.34
General Hired Labor			5.90
Utilities & Miscellaneous			20.55
Power & Machinery		-PCAF 0.98	15.70
Livestock Equipment		-ECAAF 0.96	18.27
Building & Fences		-BCAF 0.96	22.97
Total Allocated Costs		5445	120.73
Total Actual Listed Costs		19659	435.89
Return Over Actual Listed Costs		-2603	-57.71
Total Costs Adj to 7% Min Interest		21609	479.14
Return/Listed 7% Opportunity Interest		-4553	-100.96

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	141.98
\$/Cwt Breeding Animals Sold	59.09
Average Weight of Animals Sold	895.53
Number of Head Bought	4
Percent Death Loss	4.6
Price/Cwt Calf Sold/Transfer	79.17
Average Weight Calf Sold/Transfer	598
Percent Calf Crop Born	95.5
Percent Calf Crop Weaned	90.91
Percent Calf Death Loss	7.1
Cull Income/Breeding Cow	121.29
Hay Equivalent/Cow	3.07
Corn Equivalent/Cow	8.37
Total Cost Including Family Living/Cow	525.01

YEAR END 1991

## LIVESTOCK TABLES

TABLE 15 - 6100A BEEF COW HERD/COMMERCIAL

		13 FARMS HIGHS PER COW	13 FARMS LOWS PER COW
Average Number of Beef Cows		53.3	37.2
Average Number of Other Beef/Bulls		40.4	22.9
Pounds of Beef Produced		33264	17430
Net Increase in Value: Beef		516.64	257.69
Other Miscellaneous Income			
Total Value Produced		516.64	257.69
Feed Fed: Quantity & Cost	LBS/COW		LBS/COW
Grain	391.1	15.46	29.27
Protein, Salt, Mineral	148.7	24.86	20.32
Legume Hay	4188.8	143.49	182.02
Other Dry Hay & Roughage	443.1	8.72	8.41
Silage	5139.0	51.29	34.35
Haylage			
Pasture		14.86	31.37
Total Feed Cost		258.68	305.74
Return Over Feed Costs		257.96	-48.05
Other Direct Costs			
Veterinary		18.42	22.93
Breeding		2.50	7.61
Miscellaneous		38.99	20.62
Custom Work & Lease Expense		4.50	2.47
Special Hired labor		0.62	
Assigned Interest			
Total Other Direct Costs		65.03	53.63
Total Direct Costs Including Feed		323.71	359.37
Return Over All Direct Costs		192.93	-101.68
Allocated Costs			
Actual Int Paid Less Int Assigned		40.77	28.66
General Hired Labor		6.08	0.97
Utilities & Miscellaneous		20.96	17.47
Power & Machinery -PCAF 1.00		16.40	16.72
Livestock Equipment -ECAF 0.94		25.36	13.12
Building & Fences -BCAF 0.98		28.80	20.62
Total Allocated Costs		138.37	97.56
Total Actual Listed Costs		462.08	456.93
Return Over Actual Listed Costs		54.56	-199.24
Total Costs Adj to 7% Min Interest		509.44	497.02
Return/Listed 7% Opportunity Interest		7.20	-239.33

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	199.72	84.28
\$/Cwt Breeding Animals Sold	60.04	61.88
Average Weight of Animals Sold	854.04	944.33
Number of Head Bought	2	8
Percent Death Loss	4.4	5.5
Price/Cwt Calf Sold/Transfer	84.76	71.95
Average Weight Calf Sold/Transfer	549	734
Percent Calf Crop Born	100.0	91.7
Percent Calf Crop Weaned	96.23	83.33
Percent Calf Death Loss	5.7	12.1
Cull Income/Breeding Cow	124.09	193.68
Hay Equivalent/Cow	3.17	3.37
Corn Equivalent/Cow	6.98	13.06
Total Cost Including Family Living/Cow	539.11	554.21

## LIVESTOCK TABLES

YEAR END 1991

TABLE 15B 6140A BEEF FEEDLOT

74 FARMS AVERAGE

	TOTAL	PER CWT	PER HEAD
Average Number of Animals	53.3		
Pounds of Animal Produced	39029		
Net Increase in Value: Animals	20658	52.93	387.58
Other Miscellaneous Income	464	1.19	8.71
Total Value Produced	21122	54.12	396.29
Feed Fed: Quantity & Cost	LBS/CWT		
Corn	520.6	20.62	150.99
Small Grain Min	18.3	0.71	5.22
Complete Rations	17.6	1.44	10.56
Protein, Salt, Mineral	74.9	7.79	57.04
Legume Hay	147.4	5.59	40.90
Other Dry Hay & Roughage	57.1	1.43	10.49
Silage	361.9	3.21	23.53
Haylage	22.0	0.52	3.77
Pasture		0.21	1.54
Total Feed Cost	16205	41.52	304.04
Return Over Feed Costs	4917	12.60	92.25
Other Direct Costs			
Veterinary		1.53	11.22
Miscellaneous		1.18	8.67
Custom Work & Lease Expense		1.04	7.58
Special Hired labor			0.02
Assigned Interest		0.30	2.23
Total Other Direct Costs	1584	4.05	29.72
Total Direct Costs Including Feed	17789	45.57	333.76
Return Over All Direct Costs	3333	8.55	62.53
Allocated Costs			
Actual Int Paid Less Int Assigned		3.83	28.05
General Hired Labor		1.04	7.64
Utilities & Miscellaneous		1.64	12.05
Power & Machinery - PCAF 0.98		1.46	10.66
Livestock Equipment - ECAF 0.98		1.40	10.29
Building & Fences - BCAF 0.97		1.74	12.72
Total Allocated Costs	4338	11.11	81.41
Total Actual Listed Costs	22127	56.68	415.17
Return Over Actual Listed Costs	-1005	-2.56	-18.88
Total Costs Adj to 7% Min Interest	23308	59.72	437.30
Return/Listed 7% Opportunity Interest	-2186	-5.60	-41.01

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	130.34
Price/Cwt Sold	67.98
Average Weight of Cattle Sold	1095
Price/Cwt Bought	87.01
Average Weight Cattle Bought	417
Number of Head Bought	42
Percent Death Loss	3.3
Effective Daily Gain - Pounds/Head/Day	2.01
Hay Equivalent/Cwt	0.17
Corn Equivalent/Cwt	9.62
Total Cost Including Family Living/Cwt.	63.81



YEAR END 1991

## LIVESTOCK TABLES

TABLE 15B 6140A BEEF FEEDLOT

		15 FARMS HIGHS		15 FARMS LOWS	
		PER CWT	PER HEAD	PER CWT	PER HEAD
Average Number of Animals		72.8		34.2	
Pounds of Animal Produced		49178		19924	
Net Increase in Value: Animals		63.12	426.40	42.35	246.70
Other Miscellaneous Income					
Total Value Produced		63.12	426.40	42.35	246.70
Feed Fed: Quantity & Cost	LBS/CWT				
Corn	361.0	14.49	97.86	683.7	156.11
Small Grain Min	27.0	1.90	12.84	13.5	2.75
Complete Rations	66.8	5.37	36.25	5.2	3.80
Protein, Salt, Mineral	37.7	6.02	40.66	49.3	48.83
Legume Hay	92.4	3.61	24.41	299.5	66.25
Other Dry Hay & Roughage	8.8	0.26	1.79	5.8	1.02
Silage	444.1	3.49	23.54	451.7	25.29
Haylage					
Pasture		0.22	1.47	0.37	2.13
Total Feed Cost		35.36	238.82	52.56	306.19
Return Over Feed Costs		27.76	187.58	-10.21	-59.49
Other Direct Costs					
Veterinary		2.28	15.37	1.53	8.92
Miscellaneous		1.34	9.08	0.65	3.80
Custom Work & Lease Expense		0.98	6.65	1.29	7.51
Special Hired labor					
Assigned Interest					
Total Other Direct Costs		4.60	31.10	3.47	20.23
Total Direct Costs Including Feed		39.96	269.92	56.03	326.42
Return Over All Direct Costs		23.16	156.48	-13.68	-79.72
Allocated Costs					
Actual Int Paid Less Int Assigned		6.23	42.06	2.46	14.33
General Hired Labor		2.28	15.38	0.44	2.57
Utilities & Miscellaneous		1.47	9.92	2.03	11.81
Power & Machinery -PCAF 1.00		2.26	15.26	1.25	7.27
Livestock Equipment -ECAAF 1.00		0.66	4.43	1.66	9.67
Building & Fences -BCAF 1.00		2.25	15.23	1.47	8.55
Total Allocated Costs		15.15	102.28	9.31	54.20
Total Actual Listed Costs		55.11	372.20	65.34	380.62
Return Over Actual Listed Costs		8.01	54.20	-22.99	-133.92
Total Costs Adj to 7% Min Interest		56.72	383.15	71.21	414.82
Return/Listed 7% Opportunity Interest		6.40	43.25	-28.86	-168.12

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	178.55	80.57
Price/Cwt Sold	68.20	58.70
Average Weight of Cattle Sold	987	1102
Price/Cwt Bought	82.02	91.93
Average Weight Cattle Bought	289	323
Number of Head Bought	74	9
Percent Death Loss	7.6	2.6
Effective Daily Gain-Pounds/Head/Day	1.85	1.60
Hay Equivalent/Cwt	0.12	0.23
Corn Equivalent/Cwt	6.93	12.45
Total Cost Including Family Living/Cwt	61.27	73.12

YEAR END 1991

## LIVESTOCK TABLES

TABLE 15B 6148A DAIRY BEEF

15 FARMS AVERAGE

		TOTAL	PER CWT	PER HEAD
Average Number of Animals		54.4		
Pounds of Animal Produced		39647		
Net Increase in Value: Animals		21501	54.23	395.24
Other Miscellaneous Income				
Total Value Produced		21501	54.23	395.24
Feed Fed: Quantity & Cost	LBS/CWT			
Corn	556.1		21.78	158.75
Small Grain Min	11.6		2.67	19.45
Complete Rations	0.4		0.32	2.33
Protein, Salt, Mineral	62.8		9.89	72.10
Legume Hay	135.6		5.60	40.79
Other Dry Hay & Roughage	16.8		0.27	1.97
Silage	402.5		4.03	29.34
Haylage	98.1		1.96	14.30
Pasture			0.24	1.78
Total Feed Cost		18540	46.76	340.81
Return Over Feed Costs		2961	7.47	54.43
Other Direct Costs				
Veterinary			1.63	11.89
Miscellaneous			0.88	6.40
Custom Work & Lease Expense			1.85	13.49
Special Hired labor				
Assigned Interest				
Total Other Direct Costs		1729	4.36	31.78
Total Direct Costs Including Feed		20269	51.12	372.59
Return Over All Direct Costs		1232	3.11	22.65
Allocated Costs				
Actual Int Paid Less Int Assigned			4.91	35.75
General Hired Labor			0.76	5.57
Utilities & Miscellaneous			1.78	12.94
Power & Machinery - PCAF 1.00			1.21	8.82
Livestock Equipment - ECAF 1.00			2.18	15.89
Building & Fences - BCAF 1.00			2.30	16.77
Total Allocated Costs		5208	13.14	95.74
Total Actual Listed Costs		25477	64.26	468.33
Return Over Actual Listed Costs		-3976	-10.03	-73.09
Total Costs Adj to 7% Min Interest		25978	65.52	477.54
Return/Listed 7% Opportunity Interest		-4477	-11.29	-82.30

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	115.97
Price/Cwt Sold	65.63
Average Weight of Cattle Sold	1111
Price/Cwt Bought	110.21
Average Weight Cattle Bought	211
Number of Head Bought	28
Percent Death Loss	3.2
Effective Daily Gain - Pounds/Head/Day	2.00
Hay Equivalent/Cwt	0.17
Corn Equivalent/Cwt	10.14
Total Cost Including Family Living/Cwt.	71.39

YEAR END 1991

LIVESTOCK TABLES

TABLE 15B 6148A DAIRY BEEF

		8 FARMS HIGHS		8 FARMS LOWS	
		PER CWT	PER HEAD	PER CWT	PER HEAD
Average Number of Animals		39.2		71.9	
Pounds of Animal Produced		34109		45976	
Net Increase in Value: Animals		55.77	485.31	52.92	338.41
Other Miscellaneous Income					
Total Value Produced		55.77	485.31	52.92	338.41
Feed Fed: Quantity & Cost	LBS/CWT				
Corn	450.2	16.55	144.03	645.9	26.22
Small Grain Min	13.2	0.46	3.98	10.3	4.54
Complete Rations				0.8	0.59
Protein, Salt, Mineral	47.1	6.80	59.18	76.1	12.52
Legume Hay	242.0	10.19	88.67	45.4	1.70
Other Dry Hay & Roughage	22.4	0.39	3.39	12.1	0.17
Silage	112.9	1.13	9.82	648.1	6.48
Haylage				181.3	3.63
Pasture					0.45
Total Feed Cost		35.52	309.07	56.30	359.96
Return Over Feed Costs		20.25	176.24	-3.38	-21.55
Other Direct Costs					
Veterinary		1.29	11.20	1.92	12.31
Miscellaneous		0.73	6.35	1.00	6.41
Custom Work & Lease Expense		1.49	12.96	2.16	13.80
Special hired labor					
Assigned Interest					
Total Other Direct Costs		3.51	30.51	5.08	32.52
Total Direct Costs Including Feed		39.03	339.58	61.38	392.48
Return Over All Direct Costs		16.74	145.73	-8.46	-54.07
Allocated Costs					
Actual Int Paid Less Int Assigned		1.21	10.51	8.04	51.40
General Hired Labor		0.92	7.98	0.63	4.05
Utilities & Miscellaneous		1.79	15.61	1.76	11.24
Power & Machinery -PCAF 1.00		1.29	11.27	1.14	7.27
Livestock Equipment -ECAF 1.00		1.73	15.03	2.56	16.39
Building & Fences -BCAF 1.00		2.47	21.45	2.16	13.82
Total Allocated Costs		9.41	81.85	16.29	104.17
Total Actual Listed Costs		48.44	421.43	77.67	496.65
Return Over Actual Listed Costs		7.33	63.88	-24.75	-158.24
Total Costs Adj to 7% Min Interest		53.36	464.31	75.84	484.94
Return/Listed 7% Opportunity Interest		2.41	21.00	-22.92	-146.53

\*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	157.02	94.01
Price/Cwt Sold	66.27	65.18
Average Weight of Cattle Sold	1140	1060
Price/Cwt Bought	102.07	112.25
Average Weight Cattle Bought	319	199
Number of Head Bought	7	51
Percent Death Loss	3.4	3.1
Effective Daily Gain -Pounds/Head/Day	2.38	1.75
Hay Equivalent/Cwt	0.15	0.18
Corn Equivalent/Cwt	8.28	11.72
Total Cost Including Family Living/Cwt	54.60	85.45

## LIVESTOCK TABLES

YEAR END 1991

TABLE 16 6670A SHEEP, FARM, COMMERCIAL

	FLOCK TOTAL	11 FARMS AVERAGE PER EWE
Average Number of Ewes	85.3	
Pounds of Lamb, Mutton Produced	12145	
Pounds of Wool Produced	818	
Value of Produce		
Wool		8.25
Net Increase in Value		59.64
Other Miscellaneous Income		
Total Value Produced	5791	67.89
Feed Fed: Quantity & Cost	LBS/EWE	
Grain	727.9	24.83
Protein, Salt, Mineral	103.1	14.01
Legume Hay	725.6	29.92
Other Dry Hay & Roughage	417.8	8.83
Silage		
Haylage		
Pasture		2.23
Total Feed Cost	6808	79.82
Return Over Feed Costs	-1017	-11.93
Other Direct Costs		
Veterinary		2.43
Breeding		
Miscellaneous		5.51
Custom Work		5.98
Lease Expense		
Special Hired labor		
Assigned Interest		
Total Other Direct Costs	1187	13.92
Total Direct Costs Including Feed	7995	93.74
Return Over All Direct Costs	-2204	-25.85
Allocated Costs		
Actual Int Paid Less Int Assigned	757	8.87
General Hired Labor		2.50
Utilities & Miscellaneous		9.43
Power & Machinery -PCAF 0.91		6.49
Livestock Equipment -ECAF 0.91		4.42
Buildings & Fences -BCAF 0.91		6.11
Total Allocated Costs	3225	37.82
Total Actual Listed Costs	11220	131.56
Return Over Actual Listed Costs	-5429	-63.67
Total Costs Adj to 7% Min Interest	12149	142.43
Return/Listed 7% Opportunity Interest	-6358	-74.54

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	85.06
\$/Cwt Lamb Sold or Transferred	53.11
Average Weight Lamb Sold or Transferred	112
LBS. Wool/Sheep Sheared	8.5
Number of Ewes Exposed	87
Number of Ewes Lambing	79
Conception Rate	90.8
Number of Lambs Born	129
Percent Born/Ewe Exposed	148.3
Percent Born/Ewe Lambing	163.3
Percent Weaned/Ewe Lambing	136.7
Percent Ewe Death Loss: % Total Death Loss	2.3
Percent Lamb Death Loss: %Total Death Loss	7.1
Total Cost including Family Living/Ewe	167.21

YEAR END 1991

## LIVESTOCK TABLES

TABLE 16 6670A SHEEP, FARM, COMMERCIAL

		6 FARMS HIGHS PER EWE	5 FARMS LOWS PER EWE
Average Number of Ewes		83.2	87.7
Pounds of Lamb, Mutton Produced		13344	10705
Pounds of Wool Produced		879	746
Value of Produce			
Wool		11.26	4.85
Net Increase in Value		67.18	51.12
Other Miscellaneous Income			
Total Value Produced		78.44	55.97
Feed Fed: Quantity & Cost	LBS/EWE		LBS/EWE
Grain	676.1	28.41	787.7
Protein, Salt, Mineral	70.0	12.97	141.0
Legume Hay	763.2	30.72	683.7
Other Dry Hay & Roughage	48.1	2.16	839.2
Silage			16.42
Haylage			
Pasture		0.05	4.72
Total Feed Cost		74.31	86.19
Return Over Feed Costs		4.13	-30.22
Other Direct Costs			
Veterinary		3.09	1.68
Breeding			
Miscellaneous		5.01	6.10
Custom Work		7.26	4.52
Lease Expense			
Special Hired labor			
Assigned Interest			
Total Other Direct Costs		15.36	12.30
Total Direct Costs Including Feed		89.67	98.49
Return Over All Direct Costs		-11.23	-42.52
Allocated Costs			
Actual Int Paid Less Int Assigned		10.34	7.22
General Hired Labor		2.91	2.03
Utilities & Miscellaneous		9.47	9.40
Power & Machinery -PCAF 1.00		4.28	9.01
Livestock Equipment -ECAF 1.00		6.66	1.87
Buildings & Fences -BCAF 1.00		6.15	6.06
Total Allocated Costs		39.81	35.59
Total Actual Listed Costs		129.48	134.08
Return Over Actual Listed Costs		-51.04	-78.11
Total Costs Adj to 7% Min Interest		141.14	144.04
Return/Listed 7% Opportunity Interest		-62.70	-88.07

## \*\*\*\*\*SUPPLEMENTARY MANAGEMENT INFORMATION\*\*\*\*\*

Return/\$100 Feed Fed	105.55	64.93
\$/Cwt Lamb Sold or Transferred	53.93	50.96
Average Weight Lamb Sold or Transferred	110	113
LBS. Wool/Sheep Sheared	7.1	11.5
Number of Ewes Exposed	85	89
Number of Ewes Lambing	78	81
Conception Rate	91.8	91.0
Number of Lambs Born	135	123
Percent Born/Ewe Exposed	158.8	138.2
Percent Born/Ewe Lambing	173.1	151.9
Percent Weaned/Ewe Lambing	144.9	124.7
Percent Ewe Death Loss: % Total Death Loss	1.9	2.6
Percent Lamb Death Loss: %Total Death Loss	7.1	7.1
Total Cost Including Family Living/Ewe	160.29	172.99

CUSTOM WORK

YEAR END 1991

TABLE 40 9001 CUSTOM WORK

	26 FARMS AVERAGE TOTAL	13 FARMS HIGH TOTAL	13 FARMS LOWS TOTAL
Income			
Cash Income	111453	23775	199131
Non Cash Income	254		508
Total Income	111707	23775	199639
Direct Costs			
Fuel & Lubricants	4110	3374	4846
Repairs	6133	6339	5926
Supplies & General Expense	78514	1191	155838
Hired Labor	3478	1938	5019
Assigned Interest	370	234	507
Total Direct Costs	92605	13076	172136
Return Over Direct Costs	19102	10699	27503
Net Decrease: Ownership	2671	2588	2754
Total Direct Operating & Ownership Costs	95276	15664	174890
Return Over Direct Operating & Ownership Costs	16431	8111	24749
Allocated Costs			
Actual Interest Paid Less Interest Assigned	1054	1351	756
General Hired Labor	1119	2277	390
Utilities & Miscellaneous	3129	1255	4310
Total Allocated Costs	5302	4883	5456
Total Actual Listed Cost	100578	20547	180346
Return Over Actual Listed Costs	11129	3228	19293
Total Listed Costs Adj to 7% Min Interest	101297	21722	180608
Return/Listed 7% Opportunity Interest	10410	2053	19031
*****SUPPLEMENTARY MANAGEMENT INFORMATION*****			
Days Worked Operator(s) & Family	66	73	58
Days Worked—Hired Labor	196	23	370
Return Over Listed Cost/Operator & Family Labor Da	168.62	44.22	332.64
Work Units Assigned to this Enterprise	262	96	429
Total Cost Including Family Living	116143	25477	208167

Austin 3/09/92

MINNESOTA ADULT FARM BUSINESS MANAGEMENT PROGRAM  
SOUTHEAST MINNESOTA, 1991 FARM RECORD ANALYSIS

SUMMARY OF SELECTED ITEMS OF INFORMATION BY YEARS

	<u>1987</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
<u>TABLE 1</u>					
Tillable Acres	387	389	406	415	429
Total Farm Capital Beginning Inventory	486,795	520,626	536,251	540,983	547,055
Total Farm Capital Ending Inventory	505,706	539,381	560,902	568,268	557,172
Increase in Inventory	18,911	18,755	24,651	27,285	10,117
<u>TABLE 3</u>					
Total Returns & Net Increases	151,368	142,001	144,713	157,876	135,026
% of Total Returns From Feed	44%	34%	38%	44%	34%
Fed to Livestock					
% of Total Returns From Crop, Seed & Feed	58%	66%	60%	53%	60%
% Of Total Return From Misc.	-2%	-	2%	3%	6%
Total Exp. & Net Decreases	101,954	102,748	104,203	112,346	106,457
Return To Labor & Mgmt	49,415	39,253	40,510	45,530	28,569
<u>TABLE 4</u>					
Total Household & Personal	26,548	32,431	35,961	40,941	41,449
<u>TABLE 5</u>					
Net Worth End of Year	185,309	217,099	239,071	288,870	281,262
Net Worth Beg of Year	151,726	192,539	215,326	258,866	274,642
Increase in Net Worth	33,583	24,560	23,745	30,004	6,620
<u>TABLE 6</u>					
Return to Capital & Family Labor	50,885	45,774	46,890	54,709	33,285
<u>DAIRY</u>					
Average Number of Cows	55.4	56.0	57.2	57.2	55.2
Ave Lbs of Milk Per Cow Lbs	15,232	15,867	16,289	16,558	16,677
Ave Price Received Per Cwt Milk	12.18	11.86	13.21	13.77	11.94
Feed Cost Per Cow	657.36	812.08	922.72	894.78	894.82
Feed Cost Per Cwt Milk	4.32	5.12	5.66	5.41	5.38
Return Per \$100 Feed Fed	268.57	219.09	221.70	244.14	208.21
Return Over all Listed Costs	596.71	*161.41	*390.48	*495.28	*198.41
<u>SWINE (COMPLETE HOGS)</u>					
Lbs of Feed Per Cwt Gain, Lbs	402.2	393.09	398.04	419.41	396.80
Feed Cost Per Cwt Gain	20.58	25.47	26.98	25.43	25.95
Return Per \$100 Feed Fed	234.06	161.12	167.87	219.12	173.41
Price Received Per Cwt Pork	51.56	43.10	47.51	55.46	50.26
Return Over All Listed Costs Per Cwt.	19.23	*4.20	*7.20	*16.24	*6.49
<u>BEEF BREEDERS</u>					
Average Number of Beef Cows	42.1	38.6	48.5	42.4	45.1
Feed Cost Per Cow	236.39	269.69	323.24	272.97	266.36
Return Per \$100 Feed Fed	184.18	179.67	144.86	174.98	141.98
Return Over All Listed Costs	81.28	*53.87	*(-6.39)	*41.21	*(-57.71)

	<u>1987</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
<b><u>FEEDER CATTLE (ALL FARMS)</u></b>					
Average No. Beef Feeders	49.1	46.5	49.8	56.6	53.3
Feed Cost Per 100 Lbs Gain	31.05	39.79	42.69	45.39	41.52
Return Per \$100 Feed Fed	212.11	155.91	146.02	152.02	130.34
Price Per Cwt Sold	61.69	65.58	68.53	74.05	67.98
Price Per Cwt Bought	67.36	76.51	80.98	88.73	87.01
Return Over All Listed Costs Per Head	25.00	*8.23	*29.60	*49.05	*(-18.88)
<b><u>SHEEP FLOCK</u></b>					
Average Number of Head	47.4	50.0	51.8	71.0	85.3
Feed Cost Per Ewe	69.14	55.64	67.64	76.03	79.82
Return Per \$100 Feed Fed	153.83	126.06	99.12	93.89	85.06
Price Per Cwt Sold (Lambs)	76.57	64.22	62.40	50.98	53.11
Percent Lamb Crop %	160.9	147.7	147.1	148.6	148.3
Return Over All Listed Costs	(-8.52)	*(-32.70)	*(-52.87)	*(-53.49)	*(-63.67)
<b><u>WORK UNITS</u></b>					
Crops W.U.	175.84	189.9	199.6	204.1	212.6
Livestock	369.15	362.0	358.6	353.0	329.0
Other Work Units	7.84	22.4	10.6	11.6	22.6
Total Work Units	552.83	574.3	568.8	568.7	564.2
Work Units Per Worker	339	373	369	353	369
<b><u>EXPENSE PER WORK UNIT</u></b>					
Tractor & Crop Mach Expense	46.47	34.06	37.01	40.96	39.23
Electricity (Farm Share)	7.90	6.02	6.01	6.01	5.67
Auto & Trucks (Farm Share)	12.24	9.81	9.87	11.15	10.40
Livestock Equipment	12.96	8.75	8.28	9.15	7.64
Buildings, Fences & Tiling	24.14	16.05	12.85	14.38	13.57
<b><u>TRACTOR, CROP MACHINERY EXPENSE</u></b>					
<u>PER CROP ACRE</u>	49.79	47.96	51.70	55.22	50.49
<b><u>YIELDS PER ACRE</u></b>					
Oats, Bushel	58.1	57.7	71.5	61.5	32.3
Corn For Grain, Bushel	145.7	94.9	142.1	138.9	130.0
Corn Silage, Tons	19.2	12.6	19.9	19.4	18.0
Soybeans, Bushel	46.2	34.3	43.6	41.8	41.3
Alfalfa Hay, Tons	3.9	3.0	3.5	4.0	4.1
<b><u>RETURN OVER LISTED COSTS PER ACRE</u></b>					
Oats	(-17.49)	53.33	5.88	(-42.64)	(-60.91)
Corn For Grain	85.38	22.63	62.60	23.23	23.05
Soybeans	63.80	66.02	43.10	48.05	28.94
Corn Silage	121.07	19.54	120.83	77.66	107.81
Alfalfa Hay	68.77	69.30	139.05	137.03	121.07

\* This figure more accurately reflects the true return over all costs than in prior years because such costs as interest paid, general hired labor, utilities and miscellaneous expenses have been charged to each of the enterprises.



# When They Win, We All Win!

Students of Ag-Industrial Technology at Riverland Technical College have once again demonstrated that they have the "right stuff." In this year's State level competitions... sponsored by the POST SECONDARY AGRICULTURE STUDENT ASSOCIATION... Riverland Technical College students took 8 trophies.

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**Ag Machinery Service Tech I**  
**1st Place Team**  
**High Individual**

**Russell Slowinski**  
**Ag Machinery Service Tech I**  
**1st Place Team**

**Pat Guiney**  
**Ag Machinery Service Tech I**  
**2nd Place Team**

**Wayne Reicks**  
**Ag Machinery Service Tech I**  
**2nd Place Team**

**Lonn Lindquist**  
**Ag Machinery Service Tech II**  
**1st Place Team**  
**High Individual**

**Chad Hindt**  
**Ag Machinery Service Tech II**  
**1st Place Team**

**Rusty Holtz**  
**Ag Machinery Service Tech II**  
**3rd Place Team**

**Kim Bissen**  
**Ag Machinery Service Tech II**  
**3rd Place Team**

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# SOUTHEAST MINNESOTA FARM BUSINESS MANAGEMENT PROGRAMS

## MN RIVERLAND TC FARIBAULT CAMPUS

Instructors -  
Kenneth Stassen  
Doug Wertish

## OWATONNA HIGH SCHOOL

Instructor -  
Ron Van Nurden

## MN RIVERLAND TC AUSTIN CAMPUS

Instructor -  
Howard Kittleson  
(Bloomington Prairie)

## HAYFIELD HIGH SCHOOL

Instructor -  
Kevin Voltin

## ALBERT LEA TC

Instructors -  
Norman Fredin  
Wally Thomas  
Wayne Busch - Sheep Mgt.

## MN RIVERLAND TC AUSTIN CAMPUS

Instructors -  
Ron Hayes  
Gary Thome  
Vic Richardson

## SOUTHLAND HIGH SCHOOL

Instructors -  
Dwain Vangsness (Adams)  
Dan Hoffman (Adams)

## LEROY OSTRANDER HIGH SCHOOL

Instructor -  
Wayne Pike (LeRoy)

## SPRING VALLEY HIGH SCHOOL

Instructor -  
William E. Johnson

## DAKOTA COUNTY TC

Instructor -  
Dean Lind

## KENYON HIGH SCHOOL

Instructors -  
Jerry Bartel  
Larry Hafemeyer

## RED WING TC

Instructors -  
James Kelm  
Romeo Cyr

## WINONA TC

Instructor -  
Hilbert Hoof

## MN RIVERLAND TC AUSTIN CAMPUS

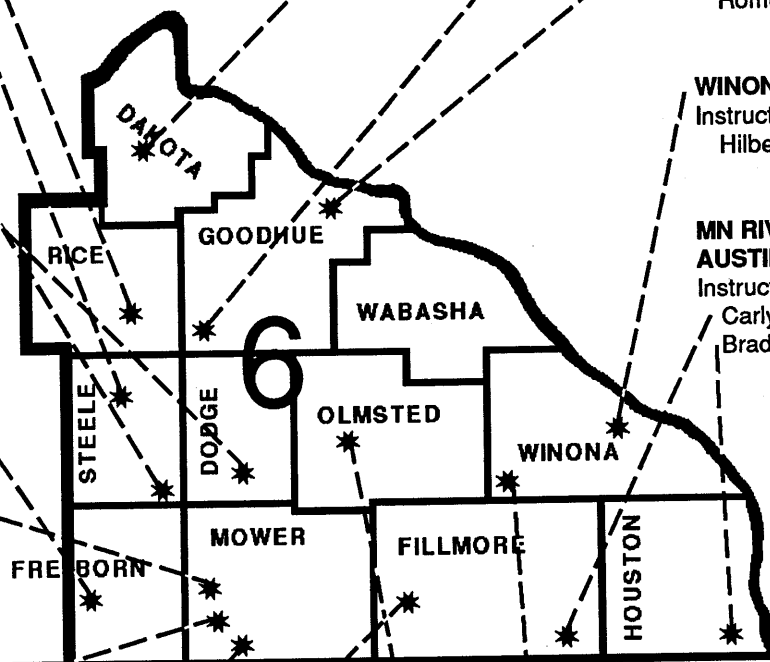
Instructors -  
Carlyn Kraabel (Mabel)\*  
Brad Harguth (Spring Grove)

## LEWISTON HIGH SCHOOL

Instructor -  
Loel Gorden

## MN RIVERLAND TC ROCHESTER CAMPUS

Instructors -  
Frank Quam  
Vern Bushlack\*



\*Part Time FBM Instructor