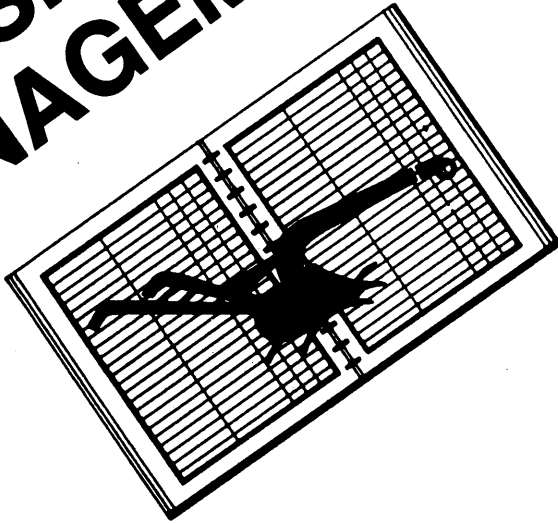


FARM BUSINESS MANAGEMENT



**1992 Annual Report
Southeastern Minnesota
April, 1993**

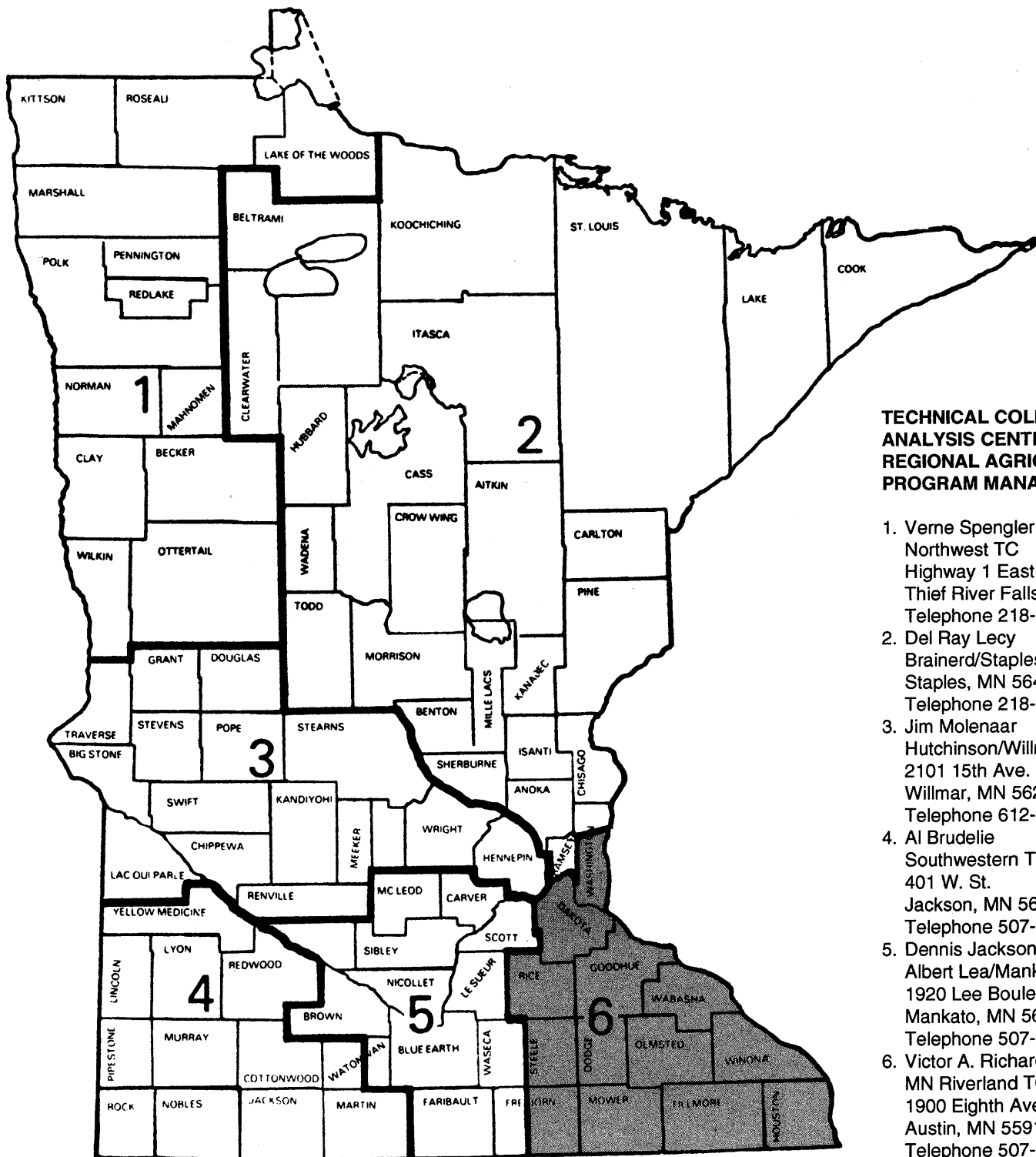
**AN ADULT
EDUCATIONAL
PROGRAM**

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

**MINNESOTA RIVERLAND TECHNICAL COLLEGE
AUSTIN CAMPUS**

Price \$5.00

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**1992 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 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 Farm Business Management Program is an educational program that is designed 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 curriculum around the same central theme. They are:

Level 1 - Introduction to Farm System Management

Level 2 - Farm System Analysis and Evaluation

Level 3 - Interpreting and Modifying Farm System Management Plans

Level 4 - Farm System Trends and Projections

Level 5 - Integrating Current Information into Farm System Plans

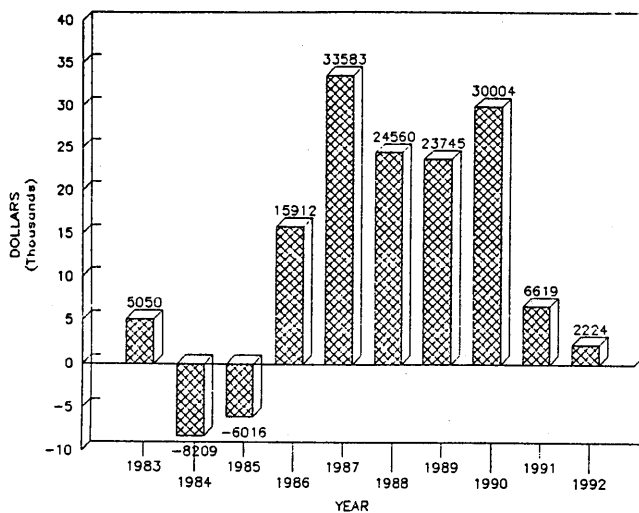
Level 6 - Examining the Context of Farm System Management Plans

The programs became course/credit based in FY92. Each individual enrollee completes a needs assessment with the instructor, after which the enrollee registers for classes and course work to meet these needs. A typical farm business enrollee 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.

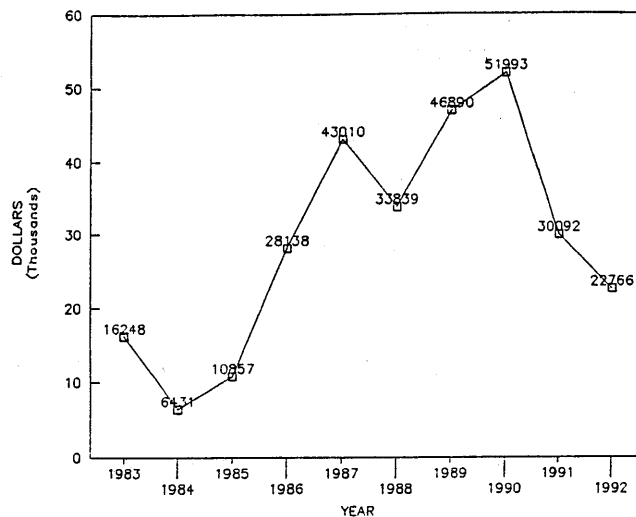
Like most educational programs, members benefit from the instruction in relation to how much effort they put into study. Some farmers have benefitted more, and some less, depending upon how seriously they studied the results of their business analysis and the kind of decisions they made as a result of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

The farm business and enterprise analysis format allocates all specific and general farm expenses to each farm enterprise. A set of tables, the Table 200 series, has been integrated to provide a more uniform 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 useful report to be used for long range planning, short term cash purchase planning and cash flow projections.

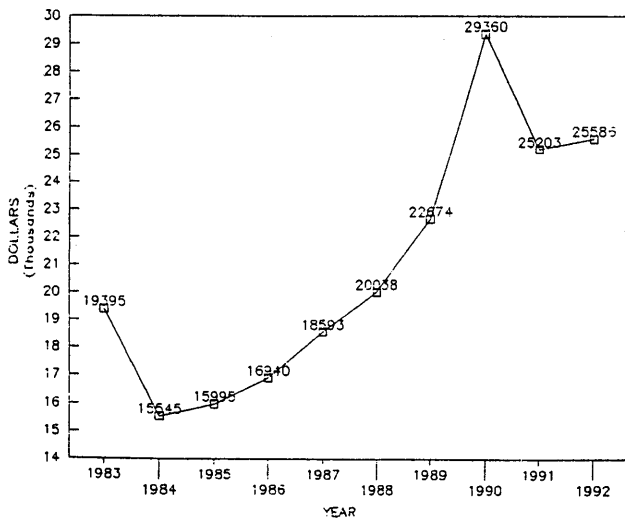
CHANGE IN NET WORTH



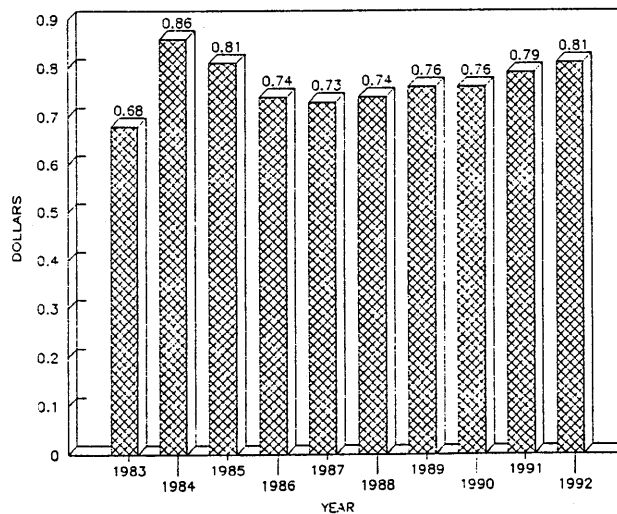
OPERATORS RETURN TO CAPITAL
& FAMILY LABOR



FAMILY LIVING EXPENSE
TOTAL CASH LIVING & OPERATING EXPENSE



CASH EXPENSES PER DOLLAR INCOME



The four graphs above show us what happened to Agriculture in Southeast Minnesota in the last ten years.

03/12/93 YEAR END 1992

465 FARMS AVERAGE

RECORD RELIABILITY CHECK - TABLE 100

INCOME SOURCES AND USES

| SOURCES | USES | |
|--------------------------|------------------------------|--------|
| 4 Cash on Hand Beginning | 8516 Cash on Hand Ending | 9089 |
| 5 Livestock Sales | 117546 Livestock Purchases | 10213 |
| 6 Crop Sales | 71059 Other Cash Oper. Exp. | 156700 |
| 7 Capital Assets Sold | 5444 Capital Assets Purch. | 27324 |
| 8 Other Farm Income | 20241 Payment on Farm Debt | 74752 |
| 9 Money Borrowed | 82386 Cash Living Expense | 41937 |
| 10 Non Farm Income | 14491 Other Non Farm Expense | |
| 11 Total Sources | 319683 Total Use | 320015 |
| 12 | Net Difference | -332* |
| 13 | Pct of Cash Error | -0.1 |

A reasonable farm & home business record should account for at least 98% of the cash available to spend. If the difference at Line 12 is greater than \$, you should check your record keeping practices and try to improve accuracy.

LIABILITIES BALANCE

| | |
|--|---------|
| 21 Total Liabilities, January 1 | 211281 |
| 22 Money Borrowed | 82386 |
| 23 Total (A) | 293667* |
| 24 Total Liabilities, December 31 | 217000 |
| 25 Paid on Debt, Principle | 76785 |
| 26 Total (B) | 293785* |
| 27 Difference: Total (A) Minus Total (B) | -118 |

If the difference between "A" and "B" is not zero, you may need to make an adjustment for the "Net Changes" listed below:

| | |
|-----------------------------|-----|
| 33 Accounts Payable | 474 |
| 34 Delinquent Interest | 106 |
| 35 Delinquent Rent / RE tax | |
| | --- |
| 36 Combined Net Change: | 580 |

NET WORTH RELIABILITY

| | |
|---|--------|
| Sources of Funds or Value | |
| 42 Return to Capital, Family Labor & Management | 24613 |
| 43 Total Non Farm Income | 13563 |
| 44 Total Sources (A) | 38176* |
| Uses of Funds or Value | |
| 46 Change in Net Worth | 2224 |
| 47 Family Cash/Non Cash Spending | 39648 |
| 48 Total Uses (B) | 41872* |
| 49 Gross Difference: Total (A) Minus Total (B) | -3696* |
| 50 Adjustments for Truck & Auto | 329 |
| 51 Adjustments for Dwelling & Outside Real Estate | 1550 |
| 52 Adjustments for Pers Equity (Incl: Farm Coop) | 2519 |
| 53 Adjustments for Household, Clothing & Jewelry | 132 |
| 53A Adjustments for Personal Debt Payment | 2030 |
| 54 Total Adjustments | 6560 |
| 55 NET DIFFERENCE | 2864* |

DESCRIPTION OF ANALYSIS TABLES 200 SERIES

TABLE 200 is a 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, ie; acres, units of work accomplished, number of workers on the farm, and operator investment. This table also provides a brief summary of crop and livestock production and cost for the year.

TABLE 250 shows the Operator's Financial Position and Net Worth by providing a categorical listing of operator's assets (both book value and market value), liabilities, and equity (book and Market).

TABLE 260 reports various ratios derived from Table 250, the Balance Sheet. Next year this table will also report the sixteen Financial Measures recommended by the American Bankers Association Financial Standards Task Force.

NOTE: The Accuracy/Reliability Check on the previous (facing) page shows the accuracy of the farm record in reporting cash, liabilities and net worth.

CASH INCOME

YEAR END 1992

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

| CASH FARM OPERATING INCOME | AVERAGE OF 465 FARMS | % OF CASH OPER INC | 93 HIGH PROFIT FARMS | % OF CASH OPER INC | 93 LOW PROFIT FARMS | % OF CASH OPER INC |
|---|---|---------------------------------------|---|---------------------------------------|--|---------------------------------------|
| Sale of Mkt Lvstk & Lvstk Products | | | | | | |
| Beef Feeders – Feedlot | 12834 | | 19916 | | 9619 | |
| Dairy Products | 49944 | | 58099 | | 42996 | |
| Hogs – Farrow/Finish | 24099 | | 39352 | | 16567 | |
| Hogs – Finishing | 11809 | | 23644 | | 5273 | |
| Hogs – Feeder Pigs | 1846 | | 1663 | | 927 | |
| Hogs – Mixed Systems | 7975 | | 12991 | | 5980 | |
| Sheep Flock | 141 | | 33 | | 246 | |
| Other Misc Livestock Income | 92 | | 20 | | 4 | |
| Total Sales Mkt Lvstk & Products | 108740 | 54.2 | 155718 | 48.2 | 81612 | 53.5 |
| Sales of Crops | | | | | | |
| Oats | 344 | | 440 | | 462 | |
| Wheat | 102 | | 159 | | 171 | |
| Other Small Grains | 30 | | 13 | | 40 | |
| Soybeans | 26194 | | 49103 | | 19433 | |
| Alfalfa Hay | 683 | | 618 | | 1698 | |
| Corn—Grain | 39428 | | 79759 | | 32544 | |
| Canning Peas | 1475 | | 2952 | | 901 | |
| Canning Corn | 834 | | 1395 | | 663 | |
| Other Crops | 514 | | 933 | | 337 | |
| Sales of Crops Purch for Resale | 1457 | | 4075 | | 634 | |
| Total Crop Sales | 71061 | 35.4 | 139447 | 43.1 | 56883 | 37.3 |
| Other Farm Income | | | | | | |
| Government Payments | 8542 | | 14698 | | 7600 | |
| Gas Tax Refund | 18 | | 9 | | 12 | |
| Income From Work Off Farm | 1574 | | 1952 | | 1025 | |
| Custom Work Enterprise Income | 6632 | | 4367 | | 1256 | |
| Patronage Refund (Cash) | 717 | | 898 | | 695 | |
| Miscellaneous Farm Income | 2435 | | 4625 | | 2737 | |
| Farm Capital Lease Income | 868 | | 1682 | | 700 | |
| Total Other Income | 20786 | 10.4 | 28231 | 8.7 | 14025 | 9.2 |
| (A) Cash Operating Income | 200587 | 100.0 | 323396 | 100.0 | 152520 | 100.0 |

YEAR END 1992

CASH EXPENSES

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

| CASH FARM OPERATING EXPENSES | AVERAGE OF 465 FARMS | % OF CASH OPER INC | 93 HIGH PROFIT FARMS | % OF CASH OPER INC | 93 LOW PROFIT FARMS | % OF CASH OPER INC |
|---|-------------------------------|-----------------------------|-------------------------------|-----------------------------|------------------------------|-----------------------------|
| Purchase of Mkt Lvstk & Lvstk Expenses | | | | | | |
| Beef | 2839 | | 5010 | | 1033 | |
| Other Dairy | 844 | | 1131 | | 660 | |
| Hogs – Farrow/Finish | 118 | | 410 | | | |
| Hogs – Finishing | 2892 | | 7135 | | 690 | |
| Hogs – Mixed Systems | 143 | | 27 | | 328 | |
| Sheep | 9 | | | | | |
| Vet & Misc. Livestock Expense | 8648 | 4.3 | 10020 | 3.1 | 7492 | 4.9 |
| Feed Bought | 28316 | 14.1 | 40249 | 12.4 | 21120 | 13.8 |
| Total Lvstk Expenses | 43809 | 21.8 | 63982 | 19.8 | 31323 | 20.5 |
| Crop Expenses | | | | | | |
| Fertilizer | 9251 | 4.6 | 16279 | 5.0 | 9000 | 5.9 |
| Chemicals | 9001 | 4.5 | 15686 | 4.9 | 8284 | 5.4 |
| Seed | 7954 | 4.0 | 12562 | 3.9 | 8228 | 5.4 |
| Drying | 2840 | 1.4 | 4642 | 1.4 | 2553 | 1.7 |
| Irrigation Operation | 4 | | 11 | | | |
| Other Crop Expenses | 2658 | 1.3 | 4094 | 1.3 | 2059 | 1.3 |
| Purchase for Resale | 5655 | 2.8 | 15819 | 4.9 | 2767 | 1.8 |
| Total Crop Expenses | 37363 | 18.6 | 69093 | 21.4 | 32891 | 21.6 |
| Operating Expenses | | | | | | |
| Fuel & Lubricants | 5199 | 2.6 | 7370 | 2.3 | 4799 | 3.1 |
| Repair: Livestock Equipment | 2125 | 1.1 | 2523 | 0.8 | 1845 | 1.2 |
| Repair: Farm Real Estate | 2163 | 1.1 | 3257 | 1.0 | 1936 | 1.3 |
| Repair: Machinery & Vehicles | 9165 | 4.6 | 11982 | 3.7 | 9239 | 6.1 |
| Repair: Irrigation Equipment | 7 | | 13 | | 9 | |
| Total Fuel & Repair Expense | 18659 | 9.3 | 25145 | 7.8 | 17828 | 11.7 |
| Miscellaneous Farm Expenses | | | | | | |
| Custom Work Hired | 4569 | 2.3 | 5981 | 1.8 | 4364 | 2.9 |
| Custom Ent. Oper. Costs | 5392 | 2.7 | 1548 | 0.5 | 375 | 0.2 |
| Hired Labor | 6371 | 3.2 | 7638 | 2.4 | 7265 | 4.8 |
| Pers Prop & RE Taxes | 2714 | 1.4 | 3471 | 1.1 | 3088 | 2.0 |
| General Farm Expenses | 4390 | 2.2 | 5581 | 1.7 | 4355 | 2.9 |
| Utilities | 3711 | 1.9 | 4446 | 1.4 | 3356 | 2.2 |
| Capital Lease Payment | 18586 | 9.3 | 39080 | 12.1 | 10596 | 6.9 |
| Interest Actually Paid | 17678 | 8.8 | 23653 | 7.3 | 17758 | 11.6 |
| Total Misc. Expenses | 63411 | 31.6 | 91398 | 28.3 | 51157 | 33.5 |
| (B) Cash Operating Expense | 163242 | 81.4 | 249618 | 77.2 | 133199 | 87.3 |
| (C) Net Cash Income (A–B) | 37345 | 18.6 | 73778 | 22.8 | 19321 | 12.7 |

INVENTORY CHANGES

YEAR END 1992

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

465 FARMS AVERAGE

| | ENDING INVENTORY | BEGINNING INVENTORY | INVENTORY CHANGE | | |
|--------------------------------------|---------------------|--|---------------------|--------------|----------------------|
| | | (C) Net Cash Income | | 37345 | |
| INVENTORY CHANGES | | | | | |
| Market Livestock | | | | | |
| Beef | 6088 | 6317 | -229 | | |
| Dairy | 7840 | 7601 | 239 | | |
| Hogs—Farrow/Finish | 7778 | 6511 | 1267 | | |
| Hogs—Finishing | 3213 | 2819 | 394 | | |
| Hogs—Feeder Pigs | 525 | 429 | 96 | | |
| Hogs—Mixed Systems | 2087 | 1985 | 102 | | |
| Sheep Flock | 18 | 14 | 4 | | |
| Supplies, Prepaids, Fuel | 7604 | 8563 | -959 | | |
| Crop, Seed & Feed | 60162 | 67495 | -7333 | | |
| Deferred Sales | 349 | 838 | -489 | | |
| Accounts Receivable | 3252 | 1524 | 1728 | | |
| (D) Inventory Totals | 98916 | 104096 | | | |
| | | (E) Net Inventory Change | | -5176 | |
| | | (F) Net Operating Income (C+E) | | 32169 | |
| DEPRECIATION AND CAPITAL ADJUSTMENTS | | | | | |
| | END INV | CAP SALES | BEG INV | CAP PURCH | NET ADJ/ DEP/CHGE |
| Breeding Stock | | | | | |
| Beef Breeding | 2775 | 632 | 2551 | 261 | 595 |
| Dairy Cows | 20486 | 4806 | 20147 | 1228 | 3917 |
| Other Dairy | 5297 | 1091 | 5352 | 411 | 625 |
| Hogs—Farrow/Finish | 2972 | 1294 | 2861 | 747 | 658 |
| Hogs—Feeder Pigs | 987 | 366 | 1005 | 290 | 58 |
| Hogs—Mixed Systems | 1104 | 596 | 1213 | 378 | 109 |
| Sheep Flock | 206 | 20 | 203 | 14 | 9 |
| Vehicles, Machinery & Equip | | | | | |
| Vehicles | 6759 | 119 | 6882 | 1361 | -1365 |
| Power & Machinery | 55446 | 845 | 52596 | 11973 | -8278 |
| Livestock Equipment | 11532 | 72 | 10864 | 2558 | -1819 |
| Custom Equipment | 1056 | 48 | 1073 | 172 | -141 |
| Irrigation Equipment | 519 | 1 | 566 | 20 | -67 |
| Real Estate | | | | | |
| Buildings & Fences | 48290 | 155 | 47893 | 4888 | -4335 |
| Land Improvement & Tile | 8042 | 76 | 7847 | 1281 | -1009 |
| Bare Land | 145881 | 3244 | 143660 | 4989 | 476 |
| Other Assets | | | | | |
| Stocks,Co-op Equities | 6579 | 18 | 6048 | 31 | 518 |
| (G) Asset Totals | 317971 | 13384 | 310801 | 30641 | |
| | | (H) Total Depreciation & Capital Adjustments | | | -10087 |
| (I) Total Capital (D+G) | 416887 | 414897 | | | |
| Change in Farm Capital (End-Bgn) | 1990 | | | | |
| OTHER ADJUSTMENTS | | | | | |
| | ENDING INVENTORY | BEGINNING INVENTORY | NET CHANGE | | |
| Accounts Payable | 1538 | 1048 | -490 | | |
| Delinquent Rent, Real Estate Tax | 150 | 75 | -75 | | |
| Delinquent Interest | 59 | 27 | -31 | | |
| | | (J) Total Other Adjustments | | -596 | |
| | | (K) Net Farm Profit or Loss (F+H+J) | | 21486 | |

YEAR END 1992

INVENTORY CHANGES

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

| | | (C) Net Cash Income | | | 73778 | | | 19321 | | | |
|--|--------|----------------------|--------|-------|--------|---------------------|---------------------|--------|--------|--------|--|
| INVENTORY CHANGES | | 93 HIGH PROFIT FARMS | | | | 93 LOW PROFIT FARMS | | | | | |
| | | END | BEG | INV | | END | BEG | INV | | | |
| | | INV | INV | CHGE | | INV | INV | CHGE | | | |
| Market Livestock | | | | | | | | | | | |
| Beef | | 10368 | 11358 | -990 | | 3401 | 4188 | -787 | | | |
| Dairy | | 8163 | 7168 | 995 | | 6156 | 6317 | -161 | | | |
| Hogs-Farrow/Finish | | 13552 | 9988 | 3564 | | 5373 | 4628 | 745 | | | |
| Hogs-Finishing | | 5428 | 4846 | 582 | | 1545 | 1428 | 117 | | | |
| Hogs-Feeder Pigs | | 549 | 435 | 114 | | 344 | 182 | 162 | | | |
| Hogs-Mixed Systems | | 3100 | 2851 | 249 | | 1958 | 2135 | -177 | | | |
| Sheep Flock | | 0 | 1 | -1 | | 16 | 45 | -29 | | | |
| Supplies, Prepaids, Fuel | | 15749 | 15212 | 537 | | 5964 | 7823 | -1859 | | | |
| Crop, Seed & Feed | | 105573 | 107956 | -2383 | | 48409 | 64097 | -15688 | | | |
| Deferred Sales | | 297 | 1246 | -949 | | 217 | 277 | -60 | | | |
| Accounts Receivable | | 6076 | 2316 | 3760 | | 2411 | 1958 | 453 | | | |
| (D) Inventory Totals | | 168854 | 163377 | | | 75794 | 93078 | | | | |
| (E) Net Inventory Change | | | | 5478 | | | | | -17284 | | |
| (F) Net Operating Income (C+E) | | | | 79256 | | | | | 2037 | | |
| DEPRECIATION AND CAPITAL ADJUSTMENTS | | | | | | | | | | | |
| | | 93 HIGH PROFIT FARMS | | | | | 93 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 | 1878 | 327 | 1451 | 261 | 493 | 3431 | 655 | 3171 | 606 | 309 | |
| Dairy Cows | 21750 | 4709 | 20749 | 783 | 4927 | 18053 | 5521 | 19577 | 1932 | 2065 | |
| Other Dairy | 6370 | 1862 | 6909 | 689 | 635 | 5483 | 774 | 5700 | 546 | 11 | |
| Hogs-Farrow/Finish | 4959 | 2030 | 4863 | 950 | 1177 | 2295 | 891 | 2056 | 958 | 172 | |
| Hogs-Feeder Pigs | 794 | 122 | 1013 | 338 | -435 | 767 | 501 | 792 | 98 | 378 | |
| Hogs-Mixed Systems | 1362 | 628 | 1393 | 365 | 232 | 1103 | 842 | 1456 | 414 | 75 | |
| Sheep Flock | 442 | 41 | 446 | 21 | 16 | 207 | 41 | 217 | 18 | 13 | |
| Vehicles, Mach. & Equip | | | | | | | | | | | |
| Vehicles | 8135 | 21 | 9069 | 874 | -1788 | 7699 | 94 | 7668 | 1504 | -1379 | |
| Power & Machinery | 81031 | 1268 | 75795 | 19174 | -12671 | 60570 | 759 | 56335 | 12530 | -7536 | |
| Livestock Equipment | 14916 | 154 | 14293 | 3290 | -2513 | 9871 | 32 | 9638 | 1701 | -1437 | |
| Custom Equip | 2227 | 238 | 2042 | 737 | -313 | 1663 | 0 | 1742 | 56 | -135 | |
| Irrigation Equip | 1223 | 0 | 1278 | 56 | -111 | 1174 | 0 | 1380 | 0 | -205 | |
| Real Estate | | | | | | | | | | | |
| Buildings & Fences | 56941 | 283 | 54923 | 7457 | -5157 | 55546 | 484 | 57064 | 3629 | -4663 | |
| Land Improve. & Tile | 12704 | 0 | 12339 | 1882 | -1516 | 6246 | 0 | 6546 | 593 | -893 | |
| Bare Land | 189391 | 4164 | 182919 | 9191 | 1445 | 206608 | 6575 | 206083 | 6993 | 108 | |
| Other Assets | | | | | | | | | | | |
| Stocks, Co-op Equity | 8232 | 46 | 7249 | | 1029 | 7090 | 19 | 7064 | 96 | -50 | |
| (G) Asset Totals | 412646 | 16055 | 396999 | 46105 | | 387804 | 17187 | 386489 | 31674 | | |
| (H) Total Depreciation & Capital Adjustments | | | | | -14403 | | | | | -17649 | |
| (I) Total Capital (D+G) | 581500 | | 560376 | | | 463598 | | 479567 | | | |
| Chg. in Farm Cap. | 21124 | | | | | -15969 | | | | | |
| OTHER ADJUSTMENTS | | 98 HIGH PROFIT FARMS | | | | | 98 LOW PROFIT FARMS | | | | |
| | END | BEG | NET | | | END | BEG | NET | | | |
| | INV | INV | CHGE | | | INV | INV | CHGE | | | |
| Accounts Payable | 866 | 633 | -204 | | | 1524 | 1255 | -269 | | | |
| Delinquent Rent, Real Estate Tax | 242 | 0 | -242 | | | 141 | 141 | 0 | | | |
| Delinquent Interest | 0 | 0 | 0 | | | 0 | 0 | 0 | | | |
| (J) Total Other Adjustments | | | | -446 | | | | | | -269 | |
| (K) Net Farm Profit or Loss (F+H+J) | | | | 64407 | | | | | | -11404 | |

PROFITABILITY, LIQUIDITY & SOLVENCY

YEAR END 1992

MEASURES OF FARM PROFITABILITY, LIQUIDITY, SOLVENCY – TABLE 220

465 FARMS AVERAGE

******PROFITABILITY******

| | | |
|---|--------|-------|
| (K) Net Farm Profit or Loss | 21486 | |
| (L) Family Living from the Farm | 418 | |
| (M) Wages Paid to Spouse | 928 | |
| (N) Board Furnished Hired Labor | 66 | |
| (O) Net Return: Cap, Fam Lbr. Mgt (K+L+M-N) | | 22766 |
| Capital Cost Calculation: | | |
| (I) Average Total Farm Capital | 415892 | |
| (P) Opportunity Cost on Capital (I*7%) | 29112 | |
| (Q) Interest Actually Paid | 17678 | |
| (R) Interest on Operator Equity (P-Q) | 11434 | |
| (S) Value of Unpaid Family Labor | 416 | |
| Net Return: Oper., Labor & Mgmt (O-R-S-M) | | 9988 |
| Number of Oper, Fulltime Equiv | 1.07 | |
| Net Return to Labor & Mgmt/Fulltime Equiv | 9335 | |
| (T) Value of Operator Labor & Mgmt | 25407 | |
| (U) Return to Farm Capital (O+Q-T) | 15037 | |
| Rate of Return to Average Capital (U/I) | | 3.6 |
| (V) Operator Avg Equity | 205166 | |
| (W) Return to Operator Equity (O-T) | -2641 | |
| Rate of Return to Equity (W/V) | | -1.3 |
| (X) Value of Farm Production (A+E) | 195411 | |
| Net Profit Margin (U/X) | | 7.7 |
| Asset Turnover Rate (X/I) | | 47.0 |
| Ratio: Total Expense to Total Receipts | 0.94 | |

*****LIQUIDITY*****

| | CASH | ACCRUAL |
|--|-------|---------|
| (C) Net Cash Farm Income | 37345 | 37345 |
| (E) Net Change in Inventory | XXX | -5176 |
| (F) Net Operating Income (C+E) | 37345 | 32169 |
| (Y) Non Farm & Spouse Income | 14491 | 14491 |
| (Z) Total Spendable Income (F+Y) | 51836 | 46660 |
| (AA) Family Living & Taxes Pd (T4 L38) | 42027 | 42027 |
| (AB) Scheduled R1 Est Principal Pymts | 3933 | 3933 |
| (AC) Avail for Non RE Debt (Z-AA-AB) | 5876 | 700 |
| (AD) Average Non Real Estate Debt | 92685 | 92685 |
| Years to Turnover Non RE Debt (AD/AC) | 15.8 | 132.4 |

*****SOLVENCY*** (BOOK VALUE)**

| | BEGIN | END |
|----------------------------------|--------|--------|
| Total Assets (T250.1 L57) | 470962 | 478886 |
| Total Liabilities (T250.2 L48) | 211458 | 217158 |
| Operator Equity (T250.2 L53) | 259504 | 261728 |
| Change in Equity (T250.2 L53(A)) | XXX | 2224 |
| Percent in Debt: | | |
| Farm, Current | 21.9 | 25.1 |
| Farm, Intermediate | 60.6 | 61.7 |
| Farm, Working (Curr + Intermed) | 41.7 | 44.5 |
| Farm, Fixed | 58.0 | 57.3 |
| Non Farm | 11.3 | 9.6 |
| Total (Farm & Non Farm) | 44.9 | 45.3 |
| Current Portion of Total Debt | 23550 | 25958 |
| Total Money Borrowed this Year | XXX | 82386 |
| Total Principal Paid this Year | XXX | 76785 |

YEAR END 1992

PROFITABILITY, LIQUIDITY & SOLVENCY

MEASURES OF FARM PROFITABILITY, LIQUIDITY, SOLVENCY – TABLE 220

| MEASURES OF FARM PROFITABILITY, LIQUIDITY, SOLVENCY, AND DEBT | | | | |
|---|----------------------|---------|---------------------|---------|
| | 93 HIGH PROFIT FARMS | | 93 LOW PROFIT FARMS | |
| ****PROFITABILITY**** | | | | |
| (K) Net Farm Profit or Loss | 64407 | | -11404 | |
| (L) Family Living from the Farm | 403 | | 308 | |
| (M) Wages Paid to Spouse | 1415 | | 826 | |
| (N) Board Furnished Hired Labor | 74 | | 163 | |
| (O) Net Return: Cap, Fam Lbr. Mgt (K+L+M-N) | | 66151 | | -10433 |
| Capital Cost Calculation: | | | | |
| (I) Average Total Farm Capital | 570938 | | 471583 | |
| (P) Opportunity Cost on Capital (I*7%) | 39966 | | 33011 | |
| (Q) Interest Actually Paid | 23653 | | 17758 | |
| (R) Interest on Operator Equity (P-Q) | 16313 | | 15253 | |
| (S) Value of Unpaid Family Labor | 621 | | 597 | |
| Net Return: Oper Labor & Mgmt (O-R-S-M) | | 47802 | | -27109 |
| Number of Oper, Fulltime Equiv | 1.22 | | 1.01 | |
| Net Return to Labor & Mgmt/Fulltime Equiv | 39182 | | -26841 | |
| (T) Value of Operator Labor & Mgmt | 31536 | | 22890 | |
| (U) Return to Farm Capital (O+Q-T) | 58268 | | -15565 | |
| Rate of Return to Average Capital (U/I) | | 10.2 | | -3.3 |
| (V) Operator Avg Equity | 281613 | | 254713 | |
| (W) Return to Operator Equity (O-T) | 34615 | | -33323 | |
| Rate of Return to Equity (W/V) | | 12.3 | | -13.1 |
| (X) Value of Farm Production (A+E) | 328874 | | 135236 | |
| Net Profit Margin (U/X) | | 17.7 | | -11.5 |
| Asset Turnover Rate (X/I) | | 57.6 | | 28.7 |
| Ratio: Total Expense to Total Receipts | 0.86 | | 1.16 | |
| ***LIQUIDITY*** | | | | |
| | CASH | ACCRUAL | CASH | ACCRUAL |
| (C) Net Cash Farm Income | 73778 | 73778 | 19321 | 19321 |
| (E) Net Change in Inventory | xxx | 5478 | xxx | -17284 |
| (F) Net Operating Income (C+E) | 73778 | 79256 | 19321 | 2037 |
| (Y) Non Farm & Spouse Income | 9027 | 9027 | 20536 | 20536 |
| (Z) Total Spendable Income (F+Y) | 82805 | 88283 | 39857 | 22573 |
| (AA) Family Living & Taxes Pd (T4 L38) | 58361 | 58361 | 32271 | 32271 |
| (AB) Scheduled R1 Est Principal Pymts | 5470 | 5470 | 4563 | 4563 |
| (AC) Avail for Non RE Debt (Z-AA-AB) | 18974 | 24452 | 3023 | -14261 |
| (AD) Average Non Real Estate Debt | 126809 | 126809 | 89911 | 89911 |
| Years to Turnover Non RE Debt (AD/AC) | 6.7 | 5.2 | 29.7 | ???? |
| ***SOLVENCY*** (BOOK VALUE) | | | | |
| | BEGIN | END | BEGIN | END |
| Total Assets | 608911 | 641929 | 547922 | 534515 |
| Total Liabilities | 280457 | 284625 | 222616 | 228054 |
| Operator Equity | 328454 | 357304 | 325306 | 306461 |
| Change in Equity | xxx | 28850 | xxx | -18845 |
| Percent in Debt: | | | | |
| Farm, Current | 17.5 | 18.9 | 25.8 | 37.7 |
| Farm, Intermediate | 68.8 | 66.5 | 53.0 | 56.3 |
| Farm, Working (Curr + Intermed) | 41.8 | 41.2 | 40.7 | 48.9 |
| Farm, Fixed | 60.8 | 58.4 | 48.1 | 46.3 |
| Non Farm | 8.1 | 6.7 | 6.2 | 6.9 |
| Total (Farm & Non Farm) | 46.1 | 44.3 | 40.6 | 42.7 |
| Current Portion of Total Debt | 27828 | 32230 | 25604 | 30209 |
| Total Money Borrowed this Year | xxx | 119010 | xxx | 70592 |
| Total Principal Paid this Year | xxx | 115720 | xxx | 64404 |

FARM SIZE & PRODUCTION

YEAR END 1992

FARM SIZE AND PRODUCTION – TABLE 230

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

AVERAGE OF 465 FARMS

| ACRES: | OWNED | RENTED | OPERATED |
|------------------------------------|--------------|---------------|-----------------|
| – Total | 228.5 | 231.9 | 460.4 |
| – Tillable | 192.8 | 225.8 | 418.6 |
| Units of Work Accomplished: | | | |
| – Crops | | 210.4 | |
| – Livestock | | 340.0 | |
| – Other | | 12.9 | |
| – Total | | 563.3 | |
| Workers (Year Equivalents): | | | |
| – Operator(s) | | 1.07 | |
| – Hired Labor | | 0.28 | |
| – Custom Labor | | 0.04 | |
| – Unpaid Labor | | 0.06 | |
| – Total | | 1.45 | |
| Operator Investments: | | | |
| – Per Worker | | 286822 | |
| – Per Work Unit | | 738 | |

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

| Crop Production | Unit | Acres | Yield | Cost/Unit |
|------------------------------|-------------|---------------|------------------|------------------|
| Barley–Spring | Bushel | 17.6 | 44.4 | 2.79 |
| Oats–Feed | Bushel | 19.3 | 68.9 | 1.92 |
| Wheat | Bushel | 18.8 | 52.8 | 3.27 |
| Corn | Bushel | 134.6 | 122.3 | 2.26 |
| Soybeans | Bushel | 95.0 | 36.1 | 5.45 |
| Alfalfa Hay | Ton | 37.2 | 3.2 | 66.03 |
| Legume–grass Hay | Ton | 23.5 | 2.9 | 53.37 |
| Oat Silage | Ton | 28.3 | 4.1 | 37.58 |
| Corn Silage | Ton | 24.7 | 17.8 | 14.99 |
| Land Rented Out | \$ | 62.5 | 65.1 | 0.86 |
| Livestock Production: | Unit | Prod'n | Cost/Unit | |
| Beef Breeding | Cow | 41.2 | 425.42 | |
| Beef Feedlot | Cwt | 374.5 | 54.77 | |
| Dairy Beef | Cwt | 410.6 | 56.47 | |
| Dairy Cows | Cwt Milk | 16896 | 10.13 | |
| Other Dairy–Repl | Head | 70.9 | 342.00 | |
| Other Dairy–Repl+Feeders | Head | 65.7 | 398.03 | |
| All Dairy | Cow | 56.0 | 2157.54 | |
| Hogs Farrow/Finish | Cwt | 2921.5 | 36.04 | |
| Hogs–Finishing | Cwt | 1726.8 | 28.14 | |
| Hogs Feeder Pigs | Head | 1817.0 | 35.76 | |
| Hogs–Mixed Systems | Cwt | 2205.8 | 39.78 | |
| Hogs Combined | Cwt | 3792.3 | 39.38 | |
| Sheep Flock | Ewe | 69.1 | 138.1 | |

YEAR END 1992

FARM SIZE & PRODUCTION

FARM SIZE AND PRODUCTION – TABLE 230

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

| ACRES: | 93 HIGH PROFIT FARMS | | | 93 LOW PROFIT FARMS | | |
|------------------------------------|----------------------|--------|----------|---------------------|--------|----------|
| | OWNED | RENTED | OPERATED | OWNED | RENTED | OPERATED |
| - Total | 289.3 | 438.6 | 727.9 | 270.3 | 140.1 | 410.4 |
| - Tillable | 243.8 | 433.8 | 677.6 | 232.5 | 137.2 | 369.7 |
| Units of Work Accomplished: | | | | | | |
| - Crops | | 345.6 | | | 185.1 | |
| - Livestock | | 433.2 | | | 275.6 | |
| - Other | | 12.7 | | | 4.3 | |
| - Total | | 791.5 | | | 465.0 | |
| Workers (Year Equivalents): | | | | | | |
| - Operator(s) | | 1.22 | | | 1.01 | |
| - Hired Labor | | 0.33 | | | 0.30 | |
| - Custom Labor | | 0.04 | | | 0.03 | |
| - Unpaid Labor | | 0.10 | | | 0.06 | |
| - Total | | 1.69 | | | 1.40 | |
| Operator Investments: | | | | | | |
| - Per Worker | | 337833 | | | 336845 | |
| - Per Work Unit | | 721 | | | 1014 | |

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

| | | Acres | Yield | Cost/ Unit | Acres | Yield | Cost/ Unit |
|------------------------------|----------|---------|-------|---------------|---------|-------|---------------|
| Crop Production | Unit | | | | | | |
| Barley – Spring | Bushel | 17.7 | 46.4 | 2.48 | 18.5 | 42.8 | 3.08 |
| Oats – Feed | Bushel | 20.4 | 83.5 | 1.53 | 17.2 | 52.7 | 2.76 |
| Wheat | Bushel | 10.6 | 64.6 | 2.88 | 29.2 | 46.0 | 3.34 |
| Corn | Bushel | 137.3 | 143.5 | 1.85 | 86.8 | 94.9 | 2.89 |
| Soybeans | Bushel | 89.4 | 43.9 | 4.22 | 52.5 | 20.3 | 8.54 |
| Alfalfa Hay | Ton | 31.6 | 4.8 | 45.32 | 31.8 | 1.8 | 117.57 |
| Legume – Grass Hay | Ton | 28.6 | 5.2 | 30.12 | 17.7 | 1.4 | 112.85 |
| Oat Silage | Ton | 37.9 | 6.3 | 26.05 | 26.2 | 2.2 | 71.41 |
| Corn Silage | Ton | 22.8 | 23.7 | 11.25 | 24.3 | 12.8 | 21.78 |
| Land Rented Out | \$ | 52.4 | 92.5 | 0.44 | 72.5 | 45.30 | 1.48 |
| | | | | | | | |
| | | | | | | | |
| | | Prod'n | | Cost/ Unit | Prod'n | | Cost/ Unit |
| Livestock Production: | Unit | | | | | | |
| Beef Breeding | Cow | 44.3 | | 467.30 | 33.2 | | 410.54 |
| Beef Feedlot | Cwt | 257.6 | | 54.41 | 177.1 | | 90.59 |
| Dairy Beef | Cwt | 423.5 | | 48.90 | 334.4 | | 69.67 |
| Dairy Cows | Cwt Milk | 19887.0 | | 9.22 | 13555.0 | | 12.11 |
| Other Dairy – Repl | Head | 57.7 | | 364.97 | 111.0 | | 279.36 |
| Other Dairy – Repl + Feeders | Head | 69.2 | | 374.38 | 50.2 | | 424.17 |
| Dairy All | Cow | 57.5 | | 2320.00 | 46.0 | | 2019.60 |
| Hogs – Farrow/Finish | Cwt | 3562.8 | | 32.03 | 2057.5 | | 41.79 |
| Hogs – Finishing | Cwt | 2441.4 | | 24.95 | 1034.2 | | 33.75 |
| Hogs – Feeder Pigs | Head | 2852.0 | | 34.76 | 781.0 | | 39.59 |
| Hogs – Mixed | Cwt | 3124.3 | | 38.57 | 925.7 | | 42.06 |
| Hogs Combined | Cwt | 4836.5 | | 39.74 | 2617.6 | | 38.59 |

FINANCIAL STATEMENT

YEAR END 1992

OPERATOR'S FINANCIAL POSITION AND NET WORTH – TABLE 250.1

AVERAGE OF 465 FARMS

| FARM BUSINESS ASSETS: | Book (MGT) Basis | | Market Basis | |
|------------------------------------|------------------|--------|--------------|--------|
| | JAN 1 | DEC 31 | JAN 1 | DEC 31 |
| 6. Cash & Bank Accounts | 2132 | 3448 | 2132 | 3448 |
| 7. Accounts Receivable | 1533 | 3283 | 1533 | 3283 |
| 8. Deferred Income | 881 | 367 | 881 | 367 |
| 9. Crops for Sale | 36756 | 32356 | 36756 | 32356 |
| 10. Livestock Feed | 26648 | 24223 | 26648 | 24223 |
| 11. Crops/CCC Loan | 2622 | 2443 | 2622 | 2443 |
| 12. Market Livestock | 25857 | 27626 | 25857 | 27626 |
| 13. Supplies & Prepaids | 8092 | 7371 | 8092 | 7371 |
| 14. Hedging Accounts | 231 | 260 | 181 | 190 |
| 15. Total Current Assets | 104752 | 101377 | 104702 | 101306 |
| 17. Breeding Livestock | 33531 | 34093 | 30607 | 31266 |
| 18. Farm Vehicles | 7002 | 6737 | 6704 | 6998 |
| 19. Power & Machinery | 52316 | 55285 | 76700 | 82420 |
| 20. Irrigation Equipment | 596 | 546 | 417 | 477 |
| 21. Livestock Equipment | 10974 | 11704 | 9907 | 11046 |
| 22. Investments/Equities | 5572 | 6080 | 5444 | 5940 |
| 23. Total Intermediate Assets | 109990 | 114444 | 129779 | 138146 |
| 25. Buildings & Fences | 45395 | 45655 | 46113 | 48104 |
| 26. Land Improvements | 6998 | 7236 | 3360 | 3752 |
| 27. Bare Land | 144654 | 146532 | 183477 | 186503 |
| 28. Corporate Dwelling | 1937 | 1871 | 1837 | 1764 |
| 29. Total Long Term Assets | 198985 | 201293 | 234788 | 240123 |
| 30. Total Farm Assets | 413727 | 417113 | 469269 | 479575 |
| PERSONAL ASSETS: | | | | |
| 33. Cash & Bank Accounts | 6384 | 5623 | 6384 | 5623 |
| 34. Accounts Receivable | 519 | 757 | 519 | 757 |
| 36. Total Current Assets | 6903 | 6379 | 6903 | 6379 |
| 38. Personal Vehicles | 4014 | 4352 | 4084 | 4500 |
| 39. Household Goods | 7450 | 7588 | 7450 | 7588 |
| 40. Investments/Equities | 13740 | 16734 | 12445 | 14205 |
| 41. Total Intermediate Assets | 25203 | 28674 | 23978 | 26294 |
| 43. Personal Dwelling | 22971 | 24392 | 22904 | 24419 |
| 44. Non-Farm Real Estate | 1235 | 1334 | 1410 | 1516 |
| 45. Total Long Term Assets | 24206 | 25726 | 24314 | 25934 |
| 46. Total Personal Assets | 56312 | 60780 | 55195 | 58608 |
| NON-FARM BUSINESS ASSETS: | | | | |
| 49. Current Assets (T350) | 212 | 261 | 156 | 211 |
| 50. Intermediate Assets (T350) | 517 | 502 | 319 | 298 |
| 51. Long Term Assets (T350) | 194 | 230 | 211 | 259 |
| 52. Total Non-Farm Business Assets | 923 | 993 | 686 | 768 |
| 54. Total Current Assets | 111867 | 108017 | 111761 | 107896 |
| 55. Total Intermediate Assets | 135710 | 143620 | 154076 | 164738 |
| 56. Total Long Term Assets | 223385 | 227249 | 259313 | 266316 |
| 57. Total Operator Assets | 470962 | 478886 | 525150 | 538950 |

YEAR END 1992

FINANCIAL STATEMENT

OPERATOR'S FINANCIAL POSITION AND NET WORTH – TABLE 250.2
AVERAGE OF 465 FARMS

| FARM BUSINESS LIABILITIES | JAN 1 | DEC 31 |
|---------------------------------------|--------------|---------------|
| 6. Accounts Payable | 763 | 1065 |
| 7. Accrued Interest | 169 | 158 |
| 8. Delinquencies | 107 | 212 |
| 10. Curr Portion: Intermed Debt | 17958 | 20107 |
| 11. Curr Portion: Long Term Debt | 3916 | 3886 |
| 12. Total Current Debt | 22914 | 25427 |
| 14. Notes | 14952 | 16379 |
| 15. Chattels | 51687 | 54203 |
| 16. Total Intermed Debt | 66640 | 70582 |
| 18. Real Estate | 115417 | 115246 |
| 19A Total Long Term Debt | 115417 | 115246 |
| 20. Total Farm Debt | 204970 | 211255 |
| PERSONAL LIABILITIES | | |
| 23. Accounts Payable | 73 | 59 |
| 24. Accrued Interest | 9 | |
| 27. Curr Portion: Intermed Debt | 414 | 336 |
| 28. Curr Portion: Long Term Debt | 110 | 121 |
| 29. Total Current Debt | 606 | 516 |
| 31. Notes | 513 | 560 |
| 32. Chattels | 1087 | 912 |
| 33. Total Intermediate Debt | 1600 | 1472 |
| 35. Real Estate | 4043 | 3712 |
| 36A Total Long Term Debt | 4043 | 3712 |
| 37. Total Personal Debt | 6249 | 5700 |
| NON-FARM BUSINESS LIABILITIES | | |
| 40. Current Debt (T350) | 30 | 15 |
| 41. Intermediate Debt (T350) | 151 | 136 |
| 42. Long Term Debt (T350) | 58 | 52 |
| 43. Total Non-Farm Business Debt | 239 | 203 |
| 45. Total Current Debt | 23550 | 25958 |
| 46. Total Intermediate Debt | 68391 | 72190 |
| 47. Total Long Term Debt | 119518 | 119010 |
| 48. Total Operator Debt | 211459 | 217158 |
| 50. Farm Equity (Book)** | 208757 | 205858 |
| 51. Personal Equity (Book)** | 50063 | 55080 |
| 52. Non-Farm Business Equity (Book)** | 684 | 790 |
| 53. Total Operator Equity (Book)** | 259504 | 261728 |
| 53A Change in Equity (Book)** | | 2224 |
| 55. Farm Equity (MKT) | 264299 | 268320 |
| 56. Personal Equity (MKT) | 48946 | 52908 |
| 57. Non-Farm Business Equity (MKT) | 447 | 565 |
| 58. Total Operator Equity (MKT) | 313692 | 321793 |
| 58A Change in Equity (MKT) | | 8101 |

** Does not include Deferred Tax.

FINANCIAL STATEMENT

YEAR END 1992

OPERATOR'S FINANCIAL POSITION AND NET WORTH – TABLE 250.1

93 HIGH PROFIT FARMS

| FARM BUSINESS ASSETS: | Book (MGT) Basis | | Market Basis | |
|------------------------------------|-------------------------|---------------|---------------------|---------------|
| | JAN 1 | DEC 31 | JAN 1 | DEC 31 |
| 6. Cash & Bank Accounts | -603 | 3522 | -603 | 3522 |
| 7. Accounts Receivable | 2447 | 6421 | 2447 | 6421 |
| 8. Deferred Income | 1317 | 314 | 1317 | 314 |
| 9. Crops for Sale | 73821 | 71628 | 73821 | 71628 |
| 10. Livestock Feed | 28168 | 29781 | 28168 | 29781 |
| 11. Crops/CCC Loan | 1083 | 884 | 1083 | 884 |
| 12. Market Livestock | 36859 | 41015 | 36859 | 41015 |
| 13. Supplies & Prepaids | 14298 | 15013 | 14298 | 15013 |
| 14. Hedging Accounts | 438 | 647 | 345 | 486 |
| 15. Total Current Assets | 157829 | 169225 | 157736 | 169064 |
| 17. Breeding Livestock | 36022 | 37334 | 34849 | 36112 |
| 18. Farm Vehicles | 9239 | 8031 | 8677 | 8233 |
| 19. Power & Machinery | 75679 | 81295 | 110357 | 120028 |
| 20. Irrigation Equipment | 1350 | 1293 | 511 | 488 |
| 21. Livestock Equipment | 14039 | 14820 | 14015 | 14801 |
| 22. Invest/Equities | 5906 | 6852 | 5906 | 6852 |
| 23. Total Intermed Assets | 142235 | 149624 | 174317 | 186514 |
| 25. Building & Fences | 51026 | 53163 | 46307 | 49059 |
| 26. Land Improvement | 10135 | 10527 | 5676 | 6058 |
| 27. Bare Land | 184077 | 189498 | 236055 | 239075 |
| 28. Corporate Dwelling | 1304 | 1304 | 1304 | 1304 |
| 29. Total Long Term Assets | 246542 | 254492 | 289342 | 295497 |
| 30. Total Farm Assets | 546606 | 573341 | 621394 | 651075 |
| PERSONAL ASSETS: | | | | |
| 33. Cash & Bank Accounts | 8685 | 4147 | 8685 | 4147 |
| 34. Accounts Receivable | | 744 | | 744 |
| 36. Total Current Assets | 8685 | 4891 | 8685 | 4891 |
| 38. Personal Vehicles | 4269 | 4800 | 4260 | 4948 |
| 39. Household Goods | 6630 | 6616 | 6630 | 6616 |
| 40. Invest/Equities | 16370 | 23548 | 11652 | 12429 |
| 41. Total Intermed Assets | 27269 | 34964 | 22542 | 23993 |
| 43. Personal Dwelling | 23892 | 25844 | 20114 | 22470 |
| 44. Non-Farm Real Estate | 615 | 990 | 1985 | 2394 |
| 45. Total Long Term Assets | 24507 | 26834 | 22099 | 24864 |
| 46. Total Personal Assets | 60462 | 66689 | 53326 | 53748 |
| NON-FARM BUSINESS ASSETS | | | | |
| 50. Intermed Assets (T350) | 1657 | 1752 | 911 | 957 |
| 51. Long Term Assets (T350) | 187 | 147 | | |
| 52. Total Non-Farm Business Assets | 1844 | 1899 | 911 | 957 |
| 54. Total Current Assets | 166514 | 174116 | 166421 | 173955 |
| 55. Total Intermed Assets | 171161 | 186340 | 197770 | 211464 |
| 56. Total Long Term Assets | 271236 | 281473 | 311441 | 320361 |
| 57. Total Operator Assets | 608911 | 641929 | 675632 | 705780 |

YEAR END 1992

FINANCIAL STATEMENT

**OPERATOR'S FINANCIAL POSITION AND NET WORTH – TABLE 250.2
93 HIGH PROFIT FARMS**

| FARM BUSINESS LIABILITIES | JAN 1 | DEC 31 |
|---------------------------------------|--------------|---------------|
| 6. Accounts Payable | 700 | 678 |
| 7. Accrued Interest | 131 | 147 |
| 8. Delinquencies | | 256 |
| 10. Curr Por: Intermed Debt | 21288 | 25240 |
| 11. Curr Por: Long Term Debt | 5558 | 5726 |
| 12. Total Current Debt | 27678 | 32047 |
| 14. Notes | 19864 | 18472 |
| 15. Chattels | 78026 | 80984 |
| 16. Total Intermed Debt | 97891 | 99456 |
| 18. Real Estate | 149844 | 148519 |
| 19A Total Long Term Debt | 149844 | 148519 |
| 20. Total Farm Debt | 275413 | 280022 |
| PERSONAL LIABILITIES | | |
| 23. Accounts Payable | 7 | 42 |
| 27. Curr Por: Intermed Debt | 128 | 108 |
| 28. Curr Por: Long Term Debt | 16 | 34 |
| 29. Total Current Debt | 150 | 183 |
| 31. Notes | 176 | 178 |
| 32. Chattels | 626 | 253 |
| 33. Total Intermed Debt | 803 | 431 |
| 35. Real Estate | 3410 | 3307 |
| 36A Total Long Term Debt | 3410 | 3307 |
| 37. Total Personal Debt | 4363 | 3921 |
| NON-FARM BUSINESS LIABILITIES | | |
| 41. Intermed Debt (T350) | 682 | 682 |
| 43. Total Non-Farm Business Debt | 682 | 682 |
| 45. Total Current Debt | 27828 | 32230 |
| 46. Total Intermed Debt | 99376 | 100569 |
| 47. Total Long Term Debt | 153254 | 151826 |
| 48. Total Operator Debt | 280458 | 284625 |
| 50. Farm Equity (Book)** | 271193 | 293319 |
| 51. Personal Equity (Book)** | 56099 | 62768 |
| 52. Non-Farm Business Equity (Book)** | 1162 | 1217 |
| 53. Total Operator Equity (Book)** | 328454 | 357304 |
| 53A Change in Equity (Book)** | | 28850 |
| 55. Farm Equity (MKT) | 345981 | 371053 |
| 56. Personal Equity (MKT) | 48963 | 49827 |
| 57. Non-Farm Business Equity (MKT) | 229 | 275 |
| 58. Total Operator Equity (MKT) | 395173 | 421155 |
| 58A Change in Equity (MKT) | | 25982 |

** Does not include Deferred Tax.

FINANCIAL STATEMENT

YEAR END 1992

OPERATOR'S FINANCIAL POSITION AND NET WORTH – TABLE 250.1

93 LOW PROFIT FARMS

| FARM BUSINESS ASSETS: | Book (MGT) Basis | | Market Basis | |
|------------------------------------|-------------------------|---------------|---------------------|---------------|
| | JAN 1 | DEC 31 | JAN 1 | DEC 31 |
| 6. Cash & Bank Accounts | 4021 | 4586 | 4021 | 4586 |
| 7. Accounts Receivable | 1861 | 2217 | 1861 | 2217 |
| 8. Deferred Income | 65 | 78 | 65 | 78 |
| 9. Crops for Sale | 32247 | 23991 | 32247 | 23991 |
| 10. Livestock Feed | 26955 | 19609 | 26955 | 19609 |
| 11. Crops/CCC Loan | 4393 | 4408 | 4393 | 4408 |
| 12. Market Livestock | 18446 | 17534 | 18446 | 17534 |
| 13. Supplies & Prepaids | 7668 | 5913 | 7668 | 5913 |
| 14. Hedging Accounts | 385 | 184 | 329 | 178 |
| 15. Total Current Assets | 96042 | 78519 | 95985 | 78513 |
| 17. Breeding Livestock | 33628 | 31893 | 32299 | 31078 |
| 18. Farm Vehicles | 7703 | 7419 | 8012 | 9058 |
| 19. Power & Machinery | 57263 | 62044 | 87473 | 94238 |
| 20. Irrigation Equipment | 1458 | 1241 | 1409 | 1705 |
| 21. Livestock Equipment | 9554 | 9786 | 8161 | 9275 |
| 22. Invest/Equities | 7146 | 7159 | 7013 | 6999 |
| 23. Total Intermed Assets | 116752 | 119542 | 144369 | 152352 |
| 25. Building & Fences | 51569 | 50374 | 50820 | 52398 |
| 26. Land Improvement | 6361 | 6072 | 2858 | 2932 |
| 27. Bare Land | 211650 | 212205 | 253540 | 255038 |
| 28. Corporate Dwelling | 5339 | 4971 | 5283 | 4914 |
| 29. Total Long Term Assets | 274919 | 273623 | 312500 | 315281 |
| 30. Total Farm Assets | 487713 | 471684 | 552854 | 546147 |
| PERSONAL ASSETS: | | | | |
| 33. Cash & Bank Accounts | 9971 | 9643 | 9971 | 9643 |
| 34. Accounts Receivable | 2091 | 2241 | 2091 | 2241 |
| 36. Total Current Assets | 12062 | 11884 | 12062 | 11884 |
| 38. Personal Vehicles | 4095 | 4293 | 4532 | 5083 |
| 39. Household Goods | 8820 | 8925 | 8820 | 8925 |
| 40. Invest/Equities | 12535 | 14027 | 11551 | 13564 |
| 41. Total Intermed Assets | 25450 | 27245 | 24903 | 27572 |
| 43. Personal Dwelling | 21849 | 22814 | 24960 | 26156 |
| 44. Non–Farm Real Estate | 848 | 888 | 682 | 750 |
| 45. Total Long Term Assets | 22697 | 23702 | 25642 | 26906 |
| 46. Total Personal Assets | 60209 | 62831 | 62607 | 66363 |
| NON–FARM BUSINESS ASSETS | | | | |
| 50. Intermed Assets (T350) | | | | |
| 51. Long Term Assets (T350) | | | | |
| 52. Total Non–Farm Business Assets | | | | |
| 54. Total Current Assets | 108104 | 90403 | 108047 | 90397 |
| 55. Total Intermed Assets | 142202 | 146787 | 169272 | 179924 |
| 56. Total Long Term Assets | 297616 | 297325 | 338142 | 342187 |
| 57. Total Operator Assets | 547922 | 534515 | 615461 | 612508 |

YEAR END 1992

FINANCIAL STATEMENT

**OPERATOR'S FINANCIAL POSITION AND NET WORTH – TABLE 250.2
93 LOW PROFIT FARMS**

| FARM BUSINESS LIABILITIES | JAN 1 | DEC 31 |
|---------------------------------------|--------------|---------------|
| 6. Accounts Payable | 1267 | 1263 |
| 7. Accrued Interest | 500 | 427 |
| 8. Delinquencies | | |
| 10. Curr Por: Intermed Debt | 18310 | 23147 |
| 11. Curr Por: Long Term Debt | 4669 | 4800 |
| 12. Total Current Debt | 24747 | 29637 |
| 14. Notes | 14436 | 18293 |
| 15. Chattels | 47402 | 48977 |
| 16. Total Intermed Debt | 61837 | 67270 |
| 18. Real Estate | 132303 | 126799 |
| 19A Total Long Term Debt | 132303 | 126799 |
| 20. Total Farm Debt | 218887 | 223705 |
| PERSONAL LIABILITIES | | |
| 23. Accounts Payable | 271 | 69 |
| 27. Curr Por: Intermed Debt | 539 | 401 |
| 28. Curr Por: Long Term Debt | 46 | 101 |
| 29. Total Current Debt | 857 | 572 |
| 31. Notes | 487 | 675 |
| 32. Chattels | 494 | 517 |
| 33. Total Intermed Debt | 981 | 1192 |
| 35. Real Estate | 1891 | 2586 |
| 36A Total Long Term Debt | 1891 | 2586 |
| 37. Total Personal Debt | 3729 | 4349 |
| NON-FARM BUSINESS LIABILITIES | | |
| 41. Intermed Debt (T350) | | |
| 43. Total Non-Farm Business Debt | | |
| 45. Total Current Debt | 25604 | 30209 |
| 46. Total Intermed Debt | 62818 | 68462 |
| 47. Total Long Term Debt | 134194 | 129385 |
| 48. Total Operator Debt | 222616 | 228056 |
| 50. Farm Equity (Book)** | 268826 | 247979 |
| 51. Personal Equity (Book)** | 56480 | 58482 |
| 52. Non-Farm Business Equity (Book)** | | |
| 53. Total Operator Equity (Book)** | 325306 | 306461 |
| 53A Change in Equity (Book)** | | -18845 |
| 55. Farm Equity (MKT) | 333967 | 322442 |
| 56. Personal Equity (MKT) | 58878 | 62014 |
| 57. Non-Farm Business Equity (MKT) | | |
| 58. Total Operator Equity (MKT) | 392845 | 384456 |
| 58A Change in Equity (MKT) | | -8389 |

** Does not include Deferred Tax.

RATIOS

YEAR END 1992

SUPPLEMENTAL FINANCIAL INFORMATION – TABLE 260

465 Average Farms

93 Profit High Farms

93 Low Profit Farms

BALANCE SHEET RATIOS

| RATIO'S CALCULATED AT BOOK VALUE | Year End | Percent Debt | Year End | Percent Debt | Year End | Percent Debt |
|---|---------------------|-------------------------|---------------------|-------------------------|---------------------|-------------------------|
| Balance Sheet Ratios (Farm and Non Farm) | | | | | | |
| 31. Current (Current Assets/Current Liabilities) | 4.16 | 24.03 | 5.40 | 18.51 | 2.99 | 33.42 |
| 32. Intermediate (Int. Assets/Int. Liabilities) | 1.99 | 50.26 | 1.85 | 53.97 | 2.14 | 46.64 |
| 33. Working Debt | 2.56 | 39.00 | 2.71 | 36.84 | 2.40 | 41.60 |
| 34. Fixed Debt (Fixed Assets/Fixed Liabilities) | 1.91 | 52.37 | 1.85 | 53.94 | 2.30 | 43.52 |
| 35. Net Capital (Total Assets/Total Liabilities) | 2.21 | 45.35 | 2.26 | 44.34 | 2.34 | 42.67 |
| 36. Equity/Asset(Total Equity/Total Assets) | 0.55 | 54.65 | 0.56 | 55.66 | 0.57 | 57.33 |
| 37. Debt/Equity(Total Liabilities/Total Equity) | 0.83 | 82.97 | 0.80 | 79.66 | 0.74 | 74.42 |
| 38. Debt Structure (Current Liabilities/Total Liabilities) | 0.12 | 11.95 | 0.11 | 11.32 | 0.13 | 13.25 |

RATIOS CALCULATED AT MARKET VALUE

Balance Sheet Ratios (Farm and Non Farm)

| | | | | | | |
|--|------|-------|------|-------|------|-------|
| 31. Current (Current Assets/Current Liabilities) | 4.16 | 24.06 | 5.40 | 18.53 | 2.99 | 33.42 |
| 32. Intermediate (Int. Assets/Int. Liabilities) | 2.28 | 43.82 | 2.10 | 47.56 | 2.63 | 38.05 |
| 33. Working Debt | 2.78 | 36.00 | 2.90 | 34.46 | 2.74 | 36.50 |
| 34. Fixed Debt (Fixed Assets/Fixed Liabilities) | 2.24 | 44.69 | 2.11 | 47.39 | 2.64 | 37.81 |
| 35. Net Capital (Total Assets/Total Liabilities) | 2.48 | 40.29 | 2.48 | 40.33 | 2.69 | 37.23 |
| 36. Equity/Asset (Total Equity/Total Assets) | 0.60 | 59.71 | 0.60 | 59.67 | 0.63 | 62.77 |
| 37. Debt/Equity(Total Liabilities/Total Equity) | 0.67 | 67.48 | 0.68 | 67.58 | 0.59 | 59.32 |

GENERAL RATIOS

| | | | |
|---------------------------------------|--------|--------|---------|
| 42. Cash Oper. Exp./Cash Oper. Income | 0.81 | 0.77 | 0.87 |
| 43. Farm Assets/Work Unit | 740.48 | 724.28 | 1014.16 |
| 44. Farm Liabilities/Work Unit | 375.03 | 353.74 | 480.98 |

EXPLANATION OF TABLE 260 RATIOS

CURRENT RATIO (current assets divided by liabilities) is a measure of liquidity that 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. Current assets typically have a life of one year or less.

INTERMEDIATE RATIO (intermediate assets divided by intermediate liabilities). Intermediate assets and liabilities are those where the finances used are converted into product over a period of from one to ten years. Examples may be breeding stock, machinery and equipment. An increase in the ratio over a period of time is a favorable sign.

WORKING DEBT RATIO (current and intermediate assets divided by current and intermediate liabilities). It is desirable for this ratio to increase over time. It is also desirable for this ratio to be higher than the fixed ratio and the net capital ratio. The farm business needs to have sufficient liquid assets and management flexibility to absorb price decreases and other factors negatively affecting current and intermediate asset values.

FIXED DEBT RATIO (long term assets divided by long term liabilities). This ratio should be in excess of 1.00, and should be increasing over time. However, this ratio should not be increased at the expense of a safe working ratio.

NET CAPITAL RATIO (total assets divided by total liabilities). This ratio is one of three measures of solvency; how much value remains if all assets are converted to cash at inventoried value and the total debt is paid. This ratio reflects the risk-bearing capacity of the farm business by showing the percentage that assets could decline in value and still cover liabilities. The higher the ratio number, the better the risk. A ratio of less than 1.00 = insolvent, a ratio of 1.00 = a net worth of zero.

EQUITY/ASSET RATIO (total equity divided by total assets) shows the portion of total assets paid for and owned by the operator clear of financial claims. A ratio of 0.80 shows that the operator owns 80% of all assets and a ratio of 0.44 shows he owns only 44% of total assets. This ratio should be increasing over time.

DEBT/EQUITY RATIO (total liabilities divided by total equity) is another measure of solvency, showing 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 2:1, or an Equity/Asset Ratio of 0.5:1. All measures of solvency use the same three measures of financial position to express relationships between assets, liabilities and net worth (or equity). Lenders prefer a debt-equity ratio of less than 1.00.

DEBT STRUCTURE RATIO (current liabilities divided by total liabilities). The lower the current debt structure ratio, the more liquid the business. A ratio of 0.10 means that only \$1.00 of every \$10.00 of total debt must be paid within the next year. A ratio of 0.50 means that one-half of the total debt is due within the next year.

MANAGEMENT EFFICIENCY

YEAR END 1992

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY – TABLE 8

| | AVERAGE OF 465 FARMS | 93 HIGH PROFIT FARMS | 93 LOW PROFIT FARMS |
|---|-------------------------------------|-------------------------------------|------------------------------------|
| 3. Return to Operator's Labor & Management | 9988 | 47799 | -27110 |
| 4. Crop Yield Index | 100.0 | 97.9 | 96.3 |
| 5. Return Over Listed Cost/Till, Acre Excl. Past | 8.43 | 23.77 | -11.16 |
| 6. Gross Return Per Till Acre (Excl. Past) | 262.00 | 254.81 | 227.31 |
| 7. Index Return/\$100 Feed Fed | 100.0 | 110.2 | 91.6 |
| 8. Livestock Units/100 Acres # | 29.05 | 22.85 | 22.91 |
| 9. Size of Business In Total Work Units | 563.3 | 791.6 | 465.1 |
| 10. Work Units/Worker | 388.48 | 468.40 | 332.21 |
| 11. Power, Mach, Equip, Bldg Exp/Work Unit | 76.70 | 73.86 | 88.37 |
| 30. Number of Animal Units | 127.34 | 160.58 | 87.01 |
| Work Units: | | | |
| 32. Crops | 210.4 | 345.6 | 185.1 |
| 33. Productive Livestock | 340.0 | 433.2 | 275.6 |
| 34. Other Productive Work Units | 12.9 | 12.7 | 4.3 |
| Expenses/Work Unit: | | | |
| 36. Tractor & Crop Machinery | 39.41 | 41.60 | 45.02 |
| 37. Auto & Truck: Farm Share | 9.50 | 7.17 | 12.55 |
| 38. Electricity: Farm Share | 5.87 | 5.05 | 6.41 |
| 39. Livestock Equipment | 8.01 | 7.28 | 8.47 |
| 40. Building, Fence & Tiling | 13.14 | 12.16 | 15.00 |
| Other Expense Per Total Work Units | | | |
| 42. General Farm, Telephone, Other Utilities | 8.60 | 7.66 | 10.47 |
| 43. Wages for Hired Labor | 11.34 | 9.68 | 15.62 |
| 44. Tractor, Crop Machinery Exp/Crop Acre ## | 50.92 | 46.90 | 54.95 |
| Farm Power & Machinery Cost | | | |
| 45. Allocated to Livestock | 4535.66 | 5165.77 | 4081.42 |
| 46. Allocated to Crops | 20249.34 | 30460.23 | 19772.58 |
| Building, Fence, Tile Cost | | | |
| 47. Allocated to Livestock | 3915.75 | 4698.58 | 3858.96 |
| 48. Allocated to Crops | 3324.91 | 4633.25 | 3549.30 |
| # 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 | 22766 | 66148 | -10434 |
| Operator's Depreciation: | | | |
| 53. Farm Power & Crop Machinery | 9667 | 14352 | 8871 |
| 54. Irrigation Equipment | 69 | 113 | 210 |
| 55. Custom Work Equipment | 168 | 435 | 136 |
| 56. Livestock Equipment | 1756 | 2355 | 1410 |
| 57. Buildings, Fences | 4473 | 5037 | 4247 |
| 58. Land Improvements & Tile | 1009 | 1516 | 893 |
| 59. Total Operator's Depreciation | 17142 | 23808 | 15767 |

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

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 220.
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.

HOUSEHOLD INCOME & EXPENSE

YEAR END 1992

NON FARM INCOME & HHP EXPENSE – TABLE 4

| | AVERAGE OF 249 FARMS | | 49 HIGH PROFIT FARMS | | 49 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 | 3.0 | | 3.2 | | 2.8 | |
| 6. Non Farm Income | | | | | | |
| 7. Outside Investment Income | 1253 | | 2538 | | 1575 | |
| 8. Pers Income & Tax Refund | 14423 | | 8841 | | 20940 | |
| 9. Sale of Dwelling, Auto/Trk (Personal) | 296 | | 53 | | 64 | |
| 10. Net Cash From Non Farm Business | 750 | | 536 | | 197 | |
| 11. Total Non Farm Income | 16722 | 5574.00 | 11967 | 3739.69 | 22776 | 8134.29 |
| HOUSEHOLD EXPENSE | | | | | | |
| 14. Church & Charity | 1046 | 348.67 | 1718 | 536.88 | 761 | 271.79 |
| 15. Medical Care & Health Insurance | 3979 | 1326.33 | 5138 | 1605.63 | 3168 | 1131.43 |
| 16. Food & Meals Bought | 5686 | 1895.33 | 5465 | 1707.81 | 5432 | 1940.00 |
| 17. Operating Expense & Supplies | 2201 | 733.67 | 3206 | 1001.88 | 1839 | 656.79 |
| 18. Furnishings & Equipment | 1261 | 420.33 | 1359 | 424.69 | 1090 | 389.29 |
| 19. Clothing & Materials | 1637 | 545.67 | 1838 | 574.38 | 1378 | 492.14 |
| 20. Personal Care, Spending | 2568 | 856.00 | 2526 | 789.38 | 2269 | 810.36 |
| 21. Education | 976 | 325.33 | 838 | 261.88 | 515 | 183.93 |
| 22. Recreation | 1248 | 416.00 | 1783 | 557.19 | 1244 | 444.29 |
| 23. Gifts & Special Events | 1206 | 402.00 | 1461 | 456.56 | 1121 | 400.36 |
| 24. Personal Interest | 387 | 129.00 | 355 | 110.94 | 434 | 155.00 |
| 25. Total Cash Household Expense | 22194 | 7398.00 | 25687 | 8027.19 | 19251 | 6875.36 |
| 26. Truck & Auto Expense: Personal | 1492 | 497.33 | 1420 | 443.75 | 1480 | 528.57 |
| 27. Upkeep on Dwelling: Personal | 430 | 143.33 | 502 | 156.88 | 471 | 168.21 |
| 28. Cash Rent: Personal | 143 | 47.67 | 73 | 22.81 | | |
| 29. Telephone & Elec Exp: Personal | 1106 | 368.67 | 1337 | 417.81 | 1014 | 362.14 |
| 30. General Farm Expense: Personal | 223 | 74.33 | 222 | 69.38 | 187 | 66.79 |
| 31. Total Cash Living & Oper Expense | 25586 | 8528.67 | 29241 | 9137.81 | 22402 | 8000.71 |
| 32. New Truck & Auto: Personal | 1408 | 469.33 | 2523 | 788.44 | 761 | 271.79 |
| 33. New Dwelling, Bldgs, Land (Personal) | 1840 | 613.33 | 4161 | 1300.31 | 829 | 296.07 |
| 34. Taxes & Other Deductions | 5685 | 1895.00 | 8638 | 2699.38 | 4593 | 1640.36 |
| 35. Life Insurance | 2413 | 804.33 | 3992 | 1247.50 | 1719 | 613.93 |
| 35A. Adjusted Cash Living Expense | 33684 | 11228.00 | 41871 | 13084.69 | 28714 | 10255.00 |
| 36. Paid On Personal Debt (Principal) | 2030 | 676.67 | 1579 | 493.44 | 900 | 321.43 |
| 37. Savings & Invest (Excl Life Ins) | 3066 | 1022.00 | 8227 | 2570.94 | 1067 | 381.07 |
| 38. Total Non Farm Cash Expenses | 42027 | 14009.00 | 58361 | 18237.81 | 32271 | 11525.36 |
| 39. Total Non Farm Expenses (L38 – L11) | 25306 | 8435.33 | 46394 | 14498.13 | 9495 | 3391.07 |
| 40. Total Family Living From Farm | 368 | 122.67 | 289 | 90.31 | 296 | 105.71 |
| 41. Total Cash/Non Cash Expense | 42395 | 14131.67 | 58650 | 18328.13 | 32567 | 11631.07 |

SUPPLEMENTARY INFORMATION

| Family Living From the Farm | | QTY. | VALUE | QTY. | VALUE | QTY. | VALUE |
|---------------------------------------|-----------------------------------|------|--------|------|--------|------|--------|
| 44. | Milk & Cream (Qts) | 241 | 70 | 274 | 76 | 215 | 59 |
| 45. | Beef & Buffalo (LBS) | 301 | 218 | 214 | 119 | 264 | 160 |
| 46. | Pork (LBS) | 169 | 73 | 202 | 83 | 161 | 64 |
| 48. | Poultry, All Fowl (LBS) | 2 | 2 | | | 6 | 7 |
| 50. | Veg., Other Produce & Wood | | 6 | | 11 | | 6 |
| 51. Total Family Living From the Farm | | | 368 | | 289 | | 296 |
| CALCULATED LIVING EXPENSE | | | | | | | |
| 53. | Total Family Income | | 319683 | | 476403 | | 275004 |
| 54. | Minus Change in Net Worth | | 277988 | | 417464 | | 244219 |
| 55. | Apparent Family Living | | 41695 | | 58939 | | 30785 |
| 56. | Total Family Living/WU Calculated | | 74.61 | | 73.73 | | 69.39 |
| 57. | Net Family Living/Work Unit | | 44.92 | | 58.61 | | 20.41 |
| 58. | Adj. Family Living/Work Unit | | 59.80 | | 52.89 | | 61.74 |

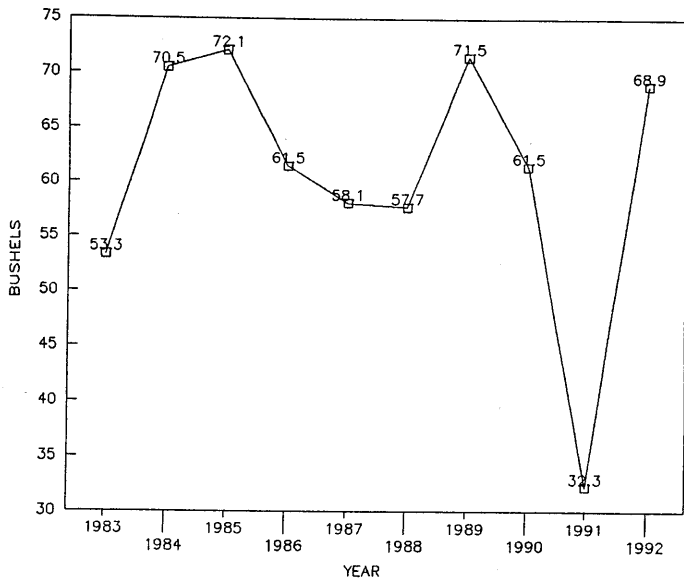
YEAR END 1992

FINANCIAL TABLES

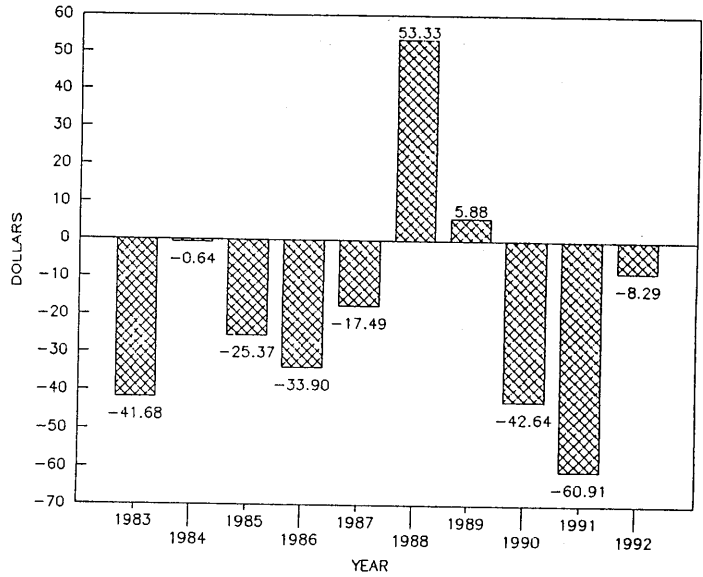
ENTERPRISE STATEMENT – TABLE 3

| | AVERAGE OF 465 FARMS | 93 HIGH PROFIT FARMS | 93 LOW PROFIT FARMS |
|--|----------------------------|----------------------------|---------------------------|
| RETURNS & NET INCREASES | Increase | Increase | Increase |
| 3. Productive Livestock | | | |
| 5. Net Livestock Lease Income | -176 | -702 | -42 |
| 6. Dairy Cows | 48089 | 56272 | 40102 |
| 7. Other Dairy Cattle | 11491 | 14208 | 9504 |
| 8. Beef Breeding Cattle | 1783 | 1288 | 1792 |
| 9. Beef Feeder Cattle | 4515 | 7990 | 1536 |
| 10. Hogs Complete and Mixed | 34618 | 59091 | 23365 |
| 11. Hogs Finishing | 7541 | 14767 | 3363 |
| 12. Producing Feeder Pigs | 4186 | 4621 | 2813 |
| 13. Sheep & Goats & Wool | 139 | 27 | 230 |
| 14. Sheep & Goat Feeders | | | |
| 15. Poultry, All Fowl | 48 | | 7 |
| 16. Contract Livestock | 204 | 298 | |
| 17. Other Productive Livestock | 14 | 41 | |
| 18. Total All Productive Livestock | 112452 | 157901 | 82668 |
| 19. Value of Feed Fed To Livestock | 58714 | 78181 | 47825 |
| 20. Return Over Feed From Livestock | 53738 | 79720 | 34843 |
| 21. Crop, Seed & Feed | 92595 | 172484 | 66613 |
| 22. Fert, Chem, Seed & Other | 33003 | 53797 | 31691 |
| 23. Return Over Direct Costs: Crops | 59592 | 118687 | 34922 |
| 24. Crops & Supplies Purchased for Resale (Net) | -4198 | -11744 | -2133 |
| 25. Cooperative Patronage Refunds | 1456 | 1836 | 1396 |
| 26. Misc Farm Income/Accounts Receivable | 4219 | 8614 | 3190 |
| 27. Custom Work Enterprise | 1099 | 2506 | 746 |
| 28. Government Payment & Set Aside | 8626 | 14930 | 7600 |
| 28A Stocks, Bonds, & Equities | 518 | 1029 | -50 |
| 29. Total Returns & Net Increases | 125050 | 215578 | 80513 |
| EXPENSES & NET DECREASES | Decrease | Decrease | Decrease |
| 31. Truck & Auto (Farm Share) | 5351 | 5676 | 5837 |
| 32. Tractors & Crop Machinery | 22115 | 32768 | 20723 |
| 33. Irrigation Equipment | 82 | 160 | 214 |
| 34. Utilities | 3742 | 4474 | 3415 |
| 35. Livestock Equipment | 4513 | 5765 | 3938 |
| 36. Buildings & Fences | 7400 | 9626 | 6975 |
| 37. Land Improvements & Tile | 1202 | 1966 | 1029 |
| 38. Land | -1000 | -2867 | -364 |
| 39. Vet & Misc. Livestock Expense | 8789 | 10103 | 7530 |
| 40. All Labor Costs—Paid & Unpaid | 7056 | 9120 | 8436 |
| 41. Property Tax | 2975 | 3624 | 3189 |
| 42. General Farm Expense | 4410 | 5583 | 4436 |
| 43. Interest on Farm Capital (7% Opportunity Charge) | 31326 | 41676 | 35485 |
| 44. Total Expenses & Net Decreases | 97961 | 127674 | 100843 |
| 45. Net Difference | 27089 | 87904 | -20330 |

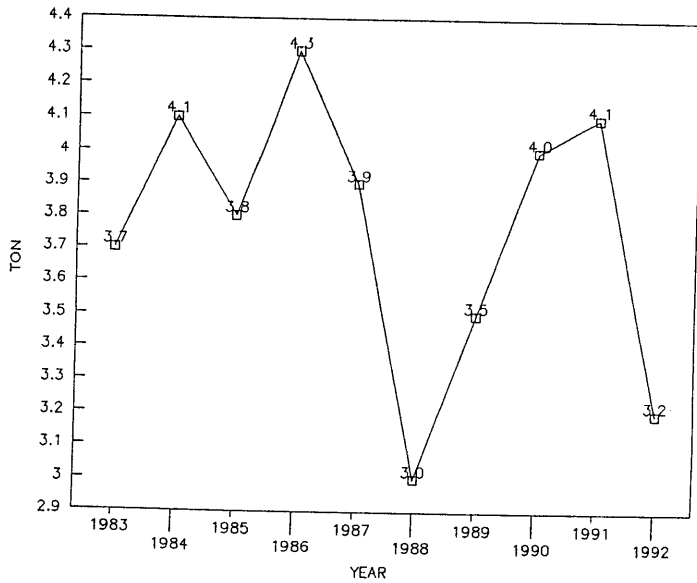
OATS YIELD



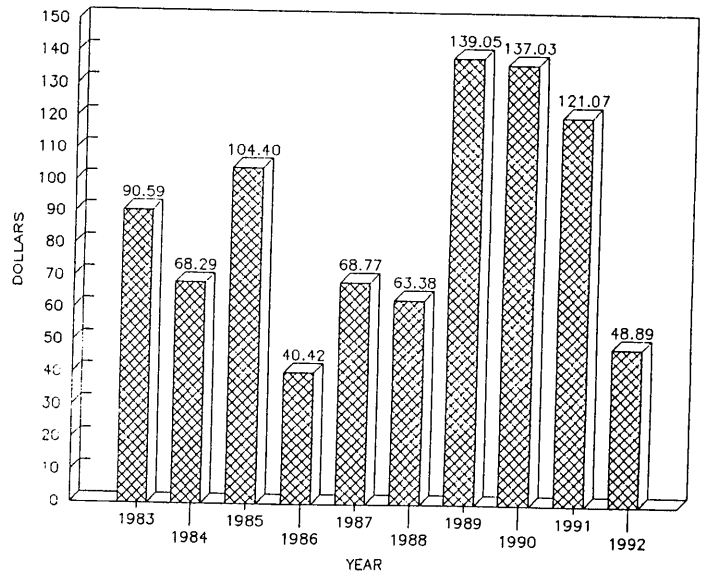
OATS
RETURN PER ACRE



ALFALFA YIELD

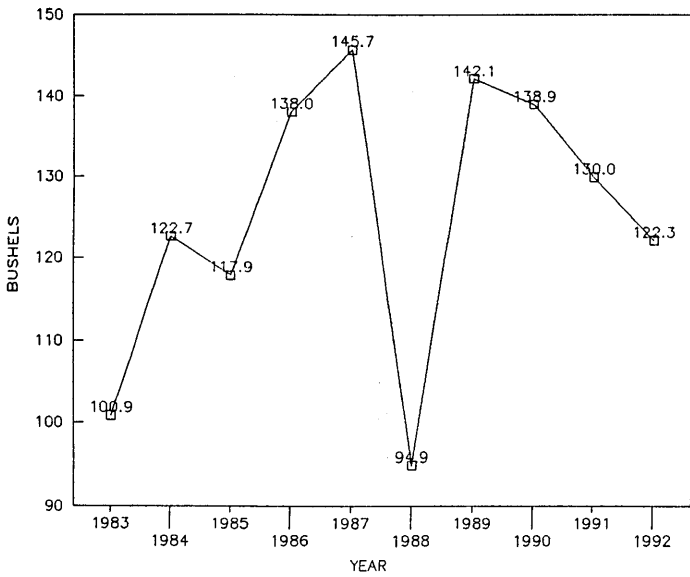


ALFALFA
RETURN PER ACRE

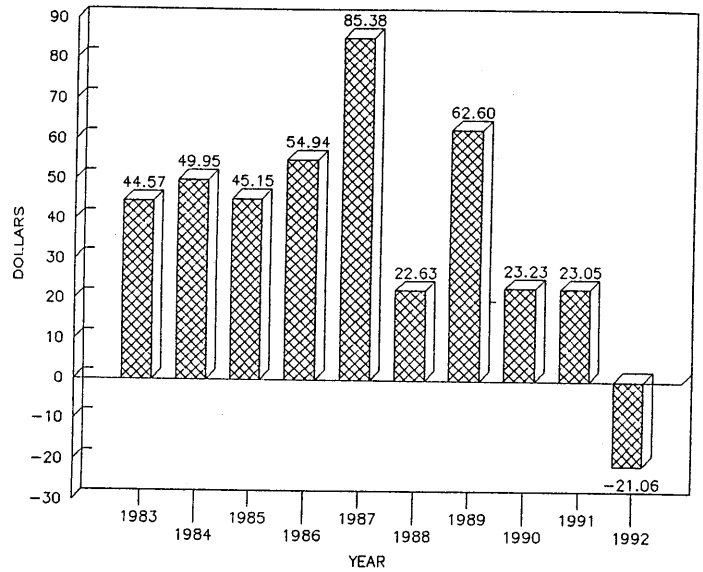


Ten year crop yields and returns on selected crops.

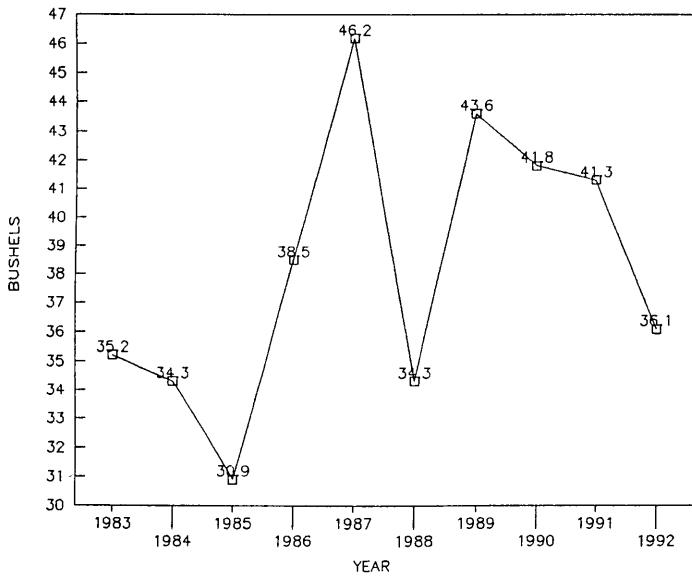
CORN YIELD



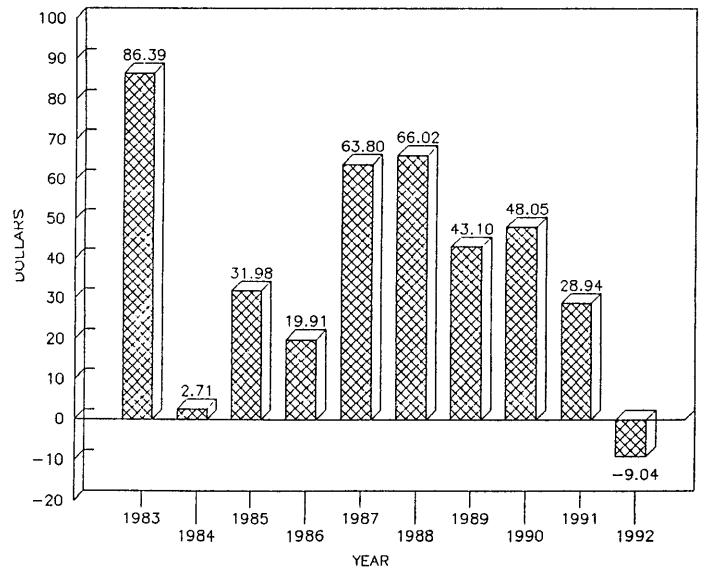
CORN
RETURN PER ACRE



SOYBEAN YIELD



SOYBEAN
RETURN PER ACRE



Ten year crop yields and returns on selected crops.

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 operation costs for each crop. Allocated cost calculation is 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 1992

CROP TABLES

CROP DATA PER ACRE – TABLE 10 0032 BARLEY, SPRING

| | AVERAGE OF 20 FARMS | 10 HIGH PROFIT FARMS | 10 LOW PROFIT FARMS |
|---|---------------------------|----------------------------|---------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 17.6 | 17.7 | 18.5 |
| Yield Per Acre | 44.4 | 46.4 | 42.8 |
| Value Per Unit | 1.72 | 1.76 | 1.68 |
| Crop Product Return | 76.48 | 81.53 | 72.00 |
| Other Crop Income | 48.24 | 71.75 | 25.46 |
| Total Crop Return | 124.72 | 153.28 | 97.46 |
| Variable Costs | | | |
| Fertilizer | 4.49 | 0.17 | 8.65 |
| Chemicals | | | |
| Seed Expense | 10.68 | 7.12 | 13.84 |
| Crop Drying | | | |
| Crop Insurance | 0.17 | | 0.27 |
| Other Expenses | 0.51 | 0.45 | 0.49 |
| Special Hired Labor | | | |
| Custom Work Hired Expense | 6.76 | 6.38 | 6.76 |
| Irrigation Operation | | | |
| Assigned Interest | | | |
| Total Variable Costs | 22.61 | 14.12 | 30.00 |
| Return Over Variable Costs | 102.11 | 139.16 | 67.46 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 8.41 | 8.14 | 8.54 |
| Farm Power & Machinery – Operation | 20.11 | 17.85 | 21.89 |
| Building & Fence Cost | 2.05 | 1.75 | 2.32 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 55.52 | 55.75 | 55.65 |
| Utilities & General Farm Expense | 3.75 | 3.45 | 4.00 |
| Hired Labor | 2.22 | 3.67 | 0.76 |
| Actual Non – Real Estate Int. Allocated | 9.32 | 10.11 | 8.59 |
| Total Allocated Costs | 101.38 | 100.72 | 101.75 |
| Total Listed Costs | 123.99 | 114.84 | 131.75 |
| Return Over Listed Cost | 0.73 | 38.44 | -34.29 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 78.77 | 78.41 | 73.48 |
| Land Opportunity Ownership Cost | 62.90 | 69.37 | 51.40 |
| Total Cost Adj 7% Min Interest | 131.36 | 129.04 | 131.14 |
| 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 | 2.79 | 2.48 | 3.08 |
| Total Production Cost Including Adj Family Living | 3.19 | 2.82 | 3.51 |
| Total Adjusted Cost/Unit of Production | 2.96 | 2.78 | 3.07 |
| Cash Variable Cost/Unit of Production | 1.31 | 1.06 | 1.52 |
| Return Over Listed Costs/Unit | 0.02 | 0.83 | -0.80 |
| Breakeven Yield/Acre | 72.1 | 65.3 | 78.4 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | | | |
| Average Price Received/Unit Sold | 1.67 | 1.50 | 1.67 |
| Quantity Sold (Operator Share) | 90 | 18 | 166 |

CROP TABLES

YEAR END 1992

CROP DATA PER ACRE – TABLE 10 0072 OATS FEED

| | AVERAGE OF 197 FARMS | 39 HIGH PROFIT FARMS | 39 LOW PROFIT FARMS |
|---|----------------------------|----------------------------|---------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 19.3 | 20.4 | 17.2 |
| Yield Per Acre | 68.9 | 83.5 | 52.7 |
| Value Per Unit | 1.14 | 1.14 | 1.10 |
| Crop Product Return | 78.34 | 95.15 | 58.14 |
| Other Crop Income | 45.34 | 105.15 | 11.74 |
| Total Crop Return | 123.68 | 200.30 | 69.88 |
| Variable Costs | | | |
| Fertilizer | 4.04 | 3.58 | 5.64 |
| Chemicals | 0.62 | 0.34 | 1.28 |
| Seed Expense | 12.85 | 9.51 | 24.94 |
| Crop Drying | | | |
| Crop Insurance | 0.78 | 0.93 | 0.64 |
| Other Expenses | 0.88 | 0.88 | 1.10 |
| Special Hired Labor | 0.10 | 0.05 | 0.12 |
| Custom Work Hired Expense | 7.77 | 7.45 | 11.80 |
| Irrigation Operation | | | |
| Assigned Interest | | | |
| Total Variable Costs | 27.05 | 22.75 | 45.52 |
| Return Over Variable Costs | 96.63 | 177.55 | 24.36 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 11.19 | 11.08 | 10.29 |
| Farm Power & Machinery – Operation | 20.21 | 18.63 | 19.88 |
| Building & Fence Cost | 3.26 | 2.55 | 3.60 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 55.86 | 59.10 | 49.77 |
| Utilities & General Farm Expense | 4.09 | 4.17 | 4.01 |
| Hired Labor | 2.54 | 3.53 | 2.09 |
| Actual Non–Real Estate Int. Allocated | 7.77 | 6.08 | 10.06 |
| Total Allocated Costs | 104.92 | 105.14 | 99.70 |
| Total Listed Costs | 131.97 | 127.89 | 145.22 |
| Return Over Listed Cost | –8.29 | 72.41 | –75.34 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 86.09 | 84.56 | 84.14 |
| Land Opportunity Ownership Cost | 58.99 | 65.80 | 59.65 |
| Total Cost Adj 7% Min Interest | 135.13 | 135.05 | 151.4 |
| Work Units Assigned/Acre | 0.30 | 0.30 | 0.30 |
| Power Cost Allocation Factor | 1.00 | 1.00 | 0.99 |
| Total Listed Cost/Unit of Production | 1.92 | 1.53 | 2.76 |
| Total Production Cost Including Adj Family Living | 2.18 | 1.72 | 3.11 |
| Total Adjusted Cost/Unit of Production | 1.96 | 1.62 | 2.87 |
| Cash Variable Cost/Unit of Production | 0.89 | 0.66 | 1.55 |
| Return Over Listed Costs/Unit | –0.12 | 0.87 | –1.43 |
| Breakeven Yield/Acre | 115.8 | 112.2 | 132.0 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | | | |
| Average Price Received/Unit Sold | 1.27 | 1.20 | 1.27 |
| Quantity Sold (Operator Share) | 511 | 504 | 348 |

YEAR END 1992

CROP TABLES

CROP DATA PER ACRE – TABLE 10 0172 WHEAT

| | AVERAGE OF 13 FARMS | 6 HIGH PROFIT FARMS | 6 LOW PROFIT FARMS |
|---|---------------------------|---------------------------|--------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 18.8 | 10.6 | 29.2 |
| Yield Per Acre | 52.8 | 64.6 | 46.0 |
| Value Per Unit | 3.16 | 3.24 | 3.00 |
| Crop Product Return | 166.81 | 209.34 | 138.08 |
| Other Crop Income | 30.00 | 62.36 | 12.33 |
| Total Crop Return | 196.81 | 271.7 | 150.41 |
| Variable Costs | | | |
| Fertilizer | 12.29 | 18.87 | 5.45 |
| Chemicals | 6.17 | 8.30 | 4.08 |
| Seed Expense | 18.78 | 15.94 | 20.03 |
| Crop Drying | | | |
| Crop Insurance | 0.74 | 1.60 | 0.17 |
| Other Expenses | 0.59 | | 0.65 |
| Special Hired Labor | | | |
| Custom Work Hired Expense | 8.83 | 14.25 | 7.02 |
| Irrigation Operation | | | |
| Assigned Interest | | | |
| Total Variable Costs | 47.39 | 58.96 | 37.40 |
| Return Over Variable Costs | 149.42 | 212.74 | 113.01 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 13.51 | 18.49 | 9.97 |
| Farm Power & Machinery – Operation | 17.23 | 15.00 | 19.32 |
| Building & Fence Cost | 6.22 | 5.19 | 6.78 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 73.18 | 70.23 | 66.29 |
| Utilities & General Farm Expense | 5.85 | 5.66 | 6.27 |
| Hired Labor | 3.99 | 5.38 | 2.64 |
| Actual Non-Real Estate Int. Allocated | 5.43 | 7.45 | 4.93 |
| Total Allocated Costs | 125.41 | 127.40 | 116.20 |
| Total Listed Costs | 172.80 | 186.36 | 153.60 |
| Return Over Listed Cost | 24.01 | 85.34 | -3.19 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 80.50 | 110.00 | 76.74 |
| Land Opportunity Ownership Cost | 69.42 | 85.65 | 65.53 |
| Total Cost Adj 7% Min Interest | 172.61 | 200.09 | 152.81 |
| 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 | 3.27 | 2.88 | 3.34 |
| Total Production Cost Including Adj Family Living | 3.61 | 3.13 | 3.74 |
| Total Adjusted Cost/Unit of Production | 3.27 | 3.10 | 3.32 |
| Cash Variable Cost/Unit of Production | 1.51 | 1.43 | 1.53 |
| Return Over Listed Costs/Unit | 0.45 | 1.32 | -0.07 |
| Breakeven Yield/Acre | 54.7 | 57.5 | 51.2 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | | | |
| Average Price Received/Unit Sold | 3.03 | 3.03 | 2.97 |
| Quantity Sold (Operator Share) | 1008 | 686 | 1395 |

CROP TABLES

YEAR END 1992

CROP DATA PER ACRE – TABLE 10 0211 CANNING CORN

| | AVERAGE OF 49 FARMS | 16 HIGH PROFIT FARMS | 16 LOW PROFIT FARMS |
|---|---------------------------|----------------------------|---------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 46.9 | 41.3 | 42.7 |
| Yield Per Acre | 190.2 | 276.1 | 118.2 |
| Value Per Unit | 1.06 | 1.00 | 1.10 |
| Crop Product Return | 201.9 | 276.13 | 130.40 |
| Other Crop Income | 10.92 | 20.27 | 9.13 |
| Total Crop Return | 212.82 | 296.40 | 139.53 |
| Variable Costs | | | |
| Fertilizer | 32.35 | 32.23 | 38.08 |
| Chemicals | 26.59 | 25.13 | 28.24 |
| Seed Expense | 3.75 | 1.60 | 3.14 |
| Crop Drying | 0.26 | | |
| Crop Insurance | 2.56 | 2.32 | 4.00 |
| Other Expenses | 0.64 | 0.85 | 0.56 |
| Special Hired Labor | 0.09 | | |
| Custom Work Hired Expense | 1.81 | 0.56 | 3.70 |
| Irrigation Operation | 0.85 | | |
| Assigned Interest | | | |
| Total Variable Costs | 68.89 | 62.69 | 77.73 |
| Return Over Variable Costs | 143.93 | 233.71 | 61.80 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 17.87 | 19.10 | 15.43 |
| Farm Power & Machinery – Operation | 28.76 | 36.59 | 25.78 |
| Building & Fence Cost | 8.12 | 6.85 | 6.86 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 66.70 | 58.90 | 59.01 |
| Utilities & General Farm Expense | 7.78 | 6.90 | 7.33 |
| Hired Labor | 5.65 | 8.98 | 3.82 |
| Actual Non – Real Estate Int. Allocated | 12.35 | 12.25 | 11.80 |
| Total Allocated Costs | 147.23 | 149.57 | 130.03 |
| Total Listed Costs | 216.12 | 212.26 | 207.76 |
| Return Over Listed Cost | -3.30 | 84.14 | -68.23 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 91.12 | 95.07 | 89.58 |
| Land Opportunity Ownership Cost | 76.38 | 84.45 | 76.67 |
| Total Cost Adj 7% Min Interest | 225.80 | 236.73 | 226.32 |
| Work Units Assigned/Acre | 0.50 | 0.50 | 0.50 |
| Power Cost Allocation Factor | 0.99 | 1.00 | 0.98 |
| Total Listed Cost/Unit of Production | 1.14 | 0.77 | 1.76 |
| Total Production Cost Including Adj Family Living | 1.30 | 0.87 | 2.02 |
| Total Adjusted Cost/Unit of Production | 1.19 | 0.86 | 1.91 |
| Cash Variable Cost/Unit of Production | 0.65 | 0.46 | 1.07 |
| Return Over Listed Costs/Unit | -0.02 | 0.30 | -0.58 |
| Breakeven Yield/Acre | 203.9 | 212.3 | 188.9 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | 0.85 | | |
| Average Price Received/Unit Sold | 39.34 | 36.68 | 33.56 |
| Quantity Sold (Operator Share) | 41 | 47 | 16 |

YEAR END 1992

CROP TABLES

CROP DATA PER ACRE – TABLE 10 0222 CORN–GRAIN

| | AVERAGE OF 797 FARMS | 159 HIGH PROFIT FARMS | 159 LOW PROFIT FARMS |
|---|----------------------------|-----------------------------|----------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 134.6 | 137.3 | 86.8 |
| Yield Per Acre | 122.3 | 143.5 | 94.9 |
| Value Per Unit | 1.87 | 1.89 | 1.86 |
| Crop Product Return | 228.79 | 270.85 | 176.24 |
| Other Crop Income | 26.46 | 36.91 | 14.07 |
| Total Crop Return | 255.25 | 307.76 | 190.31 |
| Variable Costs | | | |
| Fertilizer | 39.18 | 37.57 | 40.61 |
| Chemicals | 27.38 | 24.79 | 31.97 |
| Seed Expense | 25.59 | 24.77 | 26.13 |
| Crop Drying | 14.31 | 13.75 | 15.09 |
| Crop Insurance | 3.45 | 3.08 | 3.17 |
| Other Expenses | 2.45 | 1.62 | 2.86 |
| Special Hired Labor | 0.36 | 0.08 | 0.39 |
| Custom Work Hired Expense | 5.27 | 2.06 | 10.88 |
| Irrigation Operation | 0.08 | | |
| Assigned Interest | 0.16 | | 0.71 |
| Total Variable Costs | 118.24 | 107.73 | 131.81 |
| Return Over Variable Costs | 137.01 | 200.03 | 58.50 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 21.42 | 25.27 | 21.12 |
| Farm Power & Machinery – Operation | 32.07 | 31.26 | 33.96 |
| Building & Fence Cost | 7.94 | 8.47 | 6.76 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 68.20 | 63.55 | 53.51 |
| Utilities & General Farm Expense | 8.41 | 9.04 | 8.08 |
| Hired Labor | 5.39 | 6.17 | 6.20 |
| Actual Non–Real Estate Int. Allocated | 14.64 | 13.54 | 13.20 |
| Total Allocated Costs | 158.07 | 157.30 | 142.83 |
| Total Listed Costs | 276.31 | 265.03 | 274.64 |
| Return Over Listed Cost | -21.06 | 42.73 | -84.33 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 89.55 | 93.88 | 88.88 |
| Land Opportunity Ownership Cost | 71.86 | 80.38 | 63.72 |
| Total Cost Adj 7% Min Interest | 278.77 | 283.39 | 284.64 |
| 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 | 2.26 | 1.85 | 2.89 |
| Total Production Cost Including Adj Family Living | 2.53 | 2.05 | 3.25 |
| Total Adjusted Cost/Unit of Production | 2.28 | 1.97 | 3.00 |
| Cash Variable Cost/Unit of Production | 1.46 | 1.17 | 2.04 |
| Return Over Listed Costs/Unit | -0.17 | 0.30 | -0.89 |
| Breakeven Yield/Acre | 147.8 | 140.2 | 147.7 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | 0.08 | | |
| Average Price Received/Unit Sold | 2.24 | 2.25 | 2.17 |
| Quantity Sold (Operator Share) | 8645 | 8494 | 4462 |

CROP TABLES

YEAR END 1992

CROP DATA PER ACRE – TABLE 10 0291 SOYBEANS

| | AVERAGE OF 625 FARMS | 125 HIGH PROFIT FARMS | 125 LOW PROFIT FARMS |
|---|----------------------------|-----------------------------|----------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 95.0 | 89.4 | 52.5 |
| Yield Per Acre | 36.1 | 43.9 | 20.3 |
| Value Per Unit | 5.11 | 5.11 | 5.08 |
| Crop Product Return | 184.23 | 224.44 | 103.28 |
| Other Crop Income | 3.40 | 8.80 | 3.75 |
| Total Crop Return | 187.63 | 233.24 | 107.03 |
| Variable Costs | | | |
| Fertilizer | 2.59 | 1.97 | 3.56 |
| Chemicals | 23.80 | 21.96 | 26.13 |
| Seed Expense | 14.03 | 13.48 | 14.78 |
| Crop Drying | 0.07 | 0.03 | 0.04 |
| Crop Insurance | 7.41 | 7.44 | 4.69 |
| Other Expenses | 1.59 | 1.23 | 0.95 |
| Special Hired Labor | 0.32 | 0.23 | 0.44 |
| Custom Work Hired Expense | 3.64 | 1.51 | 7.30 |
| Irrigation Operation | 0.08 | | |
| Assigned Interest | 0.08 | | 0.29 |
| Total Variable Costs | 53.62 | 47.85 | 58.17 |
| Return Over Variable Costs | 134.01 | 185.39 | 48.86 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 17.67 | 18.81 | 14.15 |
| Farm Power & Machinery – Operation | 25.64 | 28.79 | 23.14 |
| Building & Fence Cost | 6.79 | 6.44 | 6.04 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 70.01 | 61.77 | 49.62 |
| Utilities & General Farm Expense | 7.08 | 7.34 | 7.43 |
| Hired Labor | 4.55 | 4.77 | 3.45 |
| Actual Non – Real Estate Int. Allocated | 11.31 | 9.63 | 11.45 |
| Total Allocated Costs | 143.05 | 137.55 | 115.28 |
| Total Listed Costs | 196.67 | 185.40 | 173.45 |
| Return Over Listed Cost | -9.04 | 47.84 | -66.42 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 90.70 | 89.76 | 81.95 |
| Land Opportunity Ownership Cost | 75.23 | 85.99 | 64.11 |
| Total Cost Adj 7% Min Interest | 201.06 | 210.65 | 188.36 |
| Work Units Assigned/Acre | 0.45 | 0.45 | 0.45 |
| Power Cost Allocation Factor | 1.00 | 1.00 | 0.99 |
| Total Listed Cost/Unit of Production | 5.45 | 4.22 | 8.54 |
| Total Production Cost Including Adj Family Living | 6.20 | 4.76 | 9.91 |
| Total Adjusted Cost/Unit of Production | 5.58 | 4.79 | 9.27 |
| Cash Variable Cost/Unit of Production | 2.83 | 2.24 | 5.11 |
| Return Over Listed Costs/Unit | -0.25 | 1.09 | -3.27 |
| Breakeven Yield/Acre | 38.5 | 36.3 | 34.1 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | 0.08 | | |
| Average Price Received/Unit Sold | 5.45 | 5.42 | 5.46 |
| Quantity Sold (Operator Share) | 3216 | 3804 | 1260 |

YEAR END 1992

CROP TABLES

CROP DATA PER ACRE – TABLE 10 0340 CANNING PEAS

| | AVERAGE OF 65 FARMS | 13 HIGH PROFIT FARMS | 13 LOW PROFIT FARMS |
|---|---------------------------|----------------------------|---------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 35.6 | 33.1 | 37.6 |
| Yield Per Acre | 276.2 | 417.1 | 173.6 |
| Value Per Unit | 1.10 | 1.00 | 1.09 |
| Crop Product Return | 305.17 | 417.10 | 188.78 |
| Other Crop Income | 2.33 | | 11.09 |
| Total Crop Return | 307.50 | 417.10 | 199.87 |
| Variable Costs | | | |
| Fertilizer | 16.15 | 10.27 | 19.73 |
| Chemicals | 7.28 | 4.56 | 11.65 |
| Seed Expense | 8.17 | 0.51 | 6.86 |
| Crop Drying | 0.17 | | 0.74 |
| Crop Insurance | 3.34 | 3.44 | 2.55 |
| Other Expenses | 0.93 | | 0.66 |
| Special Hired Labor | 0.06 | | |
| Custom Work Hired Expense | 2.87 | 1.27 | 5.00 |
| Irrigation Operation | 0.39 | | |
| Assigned Interest | | | |
| Total Variable Costs | 39.35 | 20.06 | 47.21 |
| Return Over Variable Costs | 268.15 | 397.04 | 152.66 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 13.17 | 10.30 | 13.30 |
| Farm Power & Machinery – Operation | 20.65 | 15.62 | 23.70 |
| Building & Fence Cost | 5.25 | 5.41 | 5.45 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 66.07 | 58.06 | 65.66 |
| Utilities & General Farm Expense | 6.26 | 6.59 | 4.60 |
| Hired Labor | 3.15 | 2.54 | 2.85 |
| Actual Non – Real Estate Int. Allocated | 10.84 | 6.13 | 7.13 |
| Total Allocated Costs | 125.39 | 104.65 | 122.69 |
| Total Listed Costs | 164.74 | 124.71 | 169.90 |
| Return Over Listed Cost | 142.76 | 292.39 | 29.97 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 88.37 | 89.74 | 100.00 |
| Land Opportunity Ownership Cost | 70.11 | 75.97 | 77.81 |
| Total Cost Adj 7% Min Interest | 167.92 | 143.44 | 185.90 |
| Work Units Assigned/Acre | 0.40 | 0.40 | 0.40 |
| Power Cost Allocation Factor | 0.96 | 0.82 | 0.98 |
| Total Listed Cost/Unit of Production | 0.60 | 0.30 | 0.98 |
| Total Production Cost Including Adj Family Living | 0.69 | 0.35 | 1.12 |
| Total Adjusted Cost/Unit of Production | 0.61 | 0.34 | 1.07 |
| Cash Variable Cost/Unit of Production | 0.29 | 0.12 | 0.49 |
| Return Over Listed Costs/Unit | 0.52 | 0.70 | 0.17 |
| Breakeven Yield/Acre | 149.8 | 124.7 | 155.9 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | 0.39 | | |
| Average Price Received/Unit Sold | 0.23 | 5.23 | 0.16 |
| Quantity Sold (Operator Share) | 15785 | 1430 | 7811 |

CROP TABLES

YEAR END 1992

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

| | AVERAGE OF 413 FARMS | 82 HIGH PROFIT FARMS | 82 LOW PROFIT FARMS |
|---|-------------------------------------|-------------------------------------|------------------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 10.5 | 13.1 | 10.4 |
| Yield Per Acre | 290.2 | 490.2 | 159.0 |
| Value Per Unit | 1.00 | 1.00 | 0.90 |
| Crop Product Return | 290.24 | 490.23 | 142.98 |
| Other Crop Income | 22.86 | 47.63 | 6.92 |
| Total Crop Return | 313.10 | 537.86 | 149.90 |
| Variable Costs | | | |
| Fertilizer | 0.38 | 0.69 | 0.10 |
| Chemicals | 0.48 | 0.46 | 0.58 |
| Seed Expense | 3.71 | 5.34 | 4.23 |
| Crop Drying | | 0.23 | |
| Crop Insurance | | | |
| Other Expenses | 0.67 | 0.31 | 0.38 |
| Special Hired Labor | 0.38 | 0.23 | 0.10 |
| Custom Work Hired Expense | 0.95 | 2.06 | 0.29 |
| Irrigation Operation | | | |
| Assigned Interest | | | |
| Total Variable Costs | 6.57 | 9.31 | 5.67 |
| Return Over Variable Costs | 505.05 | 785.34 | 144.23 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 7.43 | 7.48 | 8.17 |
| Farm Power & Machinery – Operation | 11.81 | 11.60 | 11.54 |
| Building & Fence Cost | 2.86 | 2.37 | 3.27 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 68.15 | 71.78 | 60.35 |
| Utilities & General Farm Expense | 3.14 | 2.98 | 3.08 |
| Hired Labor | 1.90 | 1.68 | 1.92 |
| Actual Non – Real Estate Int. Allocated | 5.52 | 5.80 | 5.48 |
| Total Allocated Costs | 100.81 | 103.69 | 93.81 |
| Total Listed Costs | 107.38 | 113.00 | 99.48 |
| Return Over Listed Cost | 205.72 | 424.86 | 50.42 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 88.97 | 92.58 | 91.84 |
| Land Opportunity Ownership Cost | 73.47 | 75.44 | 71.04 |
| Total Cost Adj 7% Min Interest | 112.10 | 114.66 | 109.90 |
| Work Units Assigned/Acre | 0.20 | 0.20 | 0.20 |
| Power Cost Allocation Factor | 1.00 | 1.00 | 1.00 |
| Total Listed Cost/Unit of Production | 0.37 | 0.23 | 0.63 |
| Total Production Cost Including Adj Family Living | 0.39 | 0.24 | 0.71 |
| Total Adjusted Cost/Unit of Production | 0.37 | 0.23 | 0.69 |
| Cash Variable Cost/Unit of Production | 0.10 | 0.06 | 0.17 |
| Return Over Listed Costs/Unit | 0.71 | 0.87 | 0.32 |
| Breakeven Yield/Acre | 107.4 | 113.0 | 110.5 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | | | |
| Average Price Received/Unit Sold | | | |
| Quantity Sold (Operator Share) | | | |

YEAR END 1992

CROP TABLES

CROP DATA PER ACRE – TABLE 10 0401 ALFALFA HAY

| | AVERAGE OF 393 FARMS | 78 HIGH PROFIT FARMS | 78 LOW PROFIT FARMS |
|---|----------------------------|----------------------------|---------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 37.2 | 31.6 | 31.8 |
| Yield Per Acre | 3.2 | 4.8 | 1.8 |
| Value Per Unit | 80.81 | 83.93 | 78.18 |
| Crop Product Return | 258.49 | 401.04 | 140.13 |
| Other Crop Income | 1.69 | 5.22 | 1.98 |
| Total Crop Return | 260.18 | 406.26 | 142.11 |
| Variable Costs | | | |
| Fertilizer | 15.59 | 21.87 | 18.11 |
| Chemicals | 1.64 | 2.28 | 2.30 |
| Seed Expense | 19.95 | 16.04 | 29.94 |
| Crop Drying | 0.38 | | 0.72 |
| Crop Insurance | 0.13 | 0.06 | 0.03 |
| Other Expenses | 3.39 | 3.35 | 4.12 |
| Special Hired Labor | 0.16 | 0.03 | 0.35 |
| Custom Work Hired Expense | 6.75 | 5.28 | 9.81 |
| Irrigation Operation | | | |
| Assigned Interest | | | |
| Total Variable Costs | 47.98 | 48.92 | 65.38 |
| Return Over Variable Costs | 212.20 | 357.34 | 76.73 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 22.02 | 27.44 | 18.65 |
| Farm Power & Machinery – Operation | 41.77 | 44.02 | 38.81 |
| Building & Fence Cost | 7.04 | 6.68 | 7.83 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 59.90 | 56.19 | 51.90 |
| Utilities & General Farm Expense | 8.60 | 9.15 | 9.12 |
| Hired Labor | 6.21 | 6.84 | 5.47 |
| Actual Non – Real Estate Int. Allocated | 17.77 | 18.29 | 14.47 |
| Total Allocated Costs | 163.31 | 168.61 | 146.25 |
| Total Listed Costs | 211.29 | 217.53 | 211.63 |
| Return Over Listed Cost | 48.89 | 188.73 | -69.52 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 83.46 | 83.81 | 89.03 |
| Land Opportunity Ownership Cost | 59.94 | 58.42 | 64.54 |
| Total Cost Adj 7% Min Interest | 209.81 | 219.62 | 224.40 |
| Work Units Assigned/Acre | 0.60 | 0.60 | 0.60 |
| Power Cost Allocation Factor | 1.00 | 1.00 | 1.00 |
| Total Listed Cost/Unit of Production | 66.03 | 45.32 | 117.57 |
| Total Production Cost Including Adj Family Living | 77.24 | 51.93 | 138.15 |
| Total Adjusted Cost/Unit of Production | 65.59 | 45.96 | 125.19 |
| Cash Variable Cost/Unit of Production | 38.23 | 26.50 | 74.03 |
| Return Over Listed Costs/Unit | 15.28 | 39.32 | -38.62 |
| Breakeven Yield/Acre | 2.6 | 2.6 | 2.7 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | | | |
| Average Price Received/Unit Sold | 62.33 | 68.64 | 23.20 |
| Quantity Sold (Operator Share) | 9 | 14 | 5 |

CROP TABLES

YEAR END 1992

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

| | AVERAGE OF 35 FARMS | 11 HIGH PROFIT FARMS | 11 LOW PROFIT FARMS |
|---|---------------------------|----------------------------|---------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 23.5 | 28.6 | 17.7 |
| Yield Per Acre | 2.9 | 5.2 | 1.4 |
| Value Per Unit | 59.39 | 55.97 | 57.92 |
| Crop Product Return | 174.38 | 289.65 | 81.81 |
| Other Crop Income | 5.28 | 13.36 | 1.02 |
| Total Crop Return | 179.66 | 303.01 | 82.83 |
| Variable Costs | | | |
| Fertilizer | 5.53 | 1.78 | 10.23 |
| Chemicals | | | |
| Seed Expense | 13.83 | 10.38 | 16.95 |
| Crop Drying | | | |
| Crop Insurance | 1.87 | | 0.90 |
| Other Expenses | 0.13 | | 0.56 |
| Special Hired Labor | 0.04 | | 0.23 |
| Custom Work Hired Expense | 3.45 | 0.49 | 8.19 |
| Irrigation Operation | | | |
| Assigned Interest | | | |
| Total Variable Costs | 24.85 | 12.66 | 37.06 |
| Return Over Variable Costs | 154.81 | 290.35 | 45.77 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 15.19 | 13.08 | 14.97 |
| Farm Power & Machinery – Operation | 31.87 | 32.27 | 29.04 |
| Building & Fence Cost | 3.36 | 3.39 | 2.71 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 54.35 | 60.58 | 56.14 |
| Utilities & General Farm Expense | 5.91 | 6.05 | 4.46 |
| Hired Labor | 6.38 | 9.13 | 4.46 |
| Actual Non–Real Estate Int. Allocated | 12.85 | 19.48 | 9.15 |
| Total Allocated Costs | 129.91 | 143.98 | 120.93 |
| Total Listed Costs | 154.76 | 156.64 | 157.99 |
| Return Over Listed Cost | 24.90 | 146.37 | –75.16 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 87.38 | 80.40 | 68.83 |
| Land Opportunity Ownership Cost | 63.39 | 82.06 | 58.90 |
| Total Cost Adj 7% Min Interest | 163.74 | 173.29 | 164.01 |
| 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 | 53.37 | 30.12 | 112.85 |
| Total Production Cost Including Adj Family Living | 61.62 | 34.19 | 130.49 |
| Total Adjusted Cost/Unit of Production | 55.77 | 33.49 | 116.12 |
| Cash Variable Cost/Unit of Production | 28.23 | 15.31 | 60.12 |
| Return Over Listed Costs/Unit | 8.59 | 28.15 | –53.69 |
| Breakeven Yield/Acre | 2.6 | 2.8 | 2.7 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | | | |
| Average Price Received/Unit Sold | 76.33 | | 65.00 |
| Quantity Sold (Operator Share) | 3 | | 1 |

YEAR END 1992

CROP TABLES

CROP DATA PER ACRE – TABLE 10 0720 CORN SILAGE

| | AVERAGE OF 262 FARMS | 52 HIGH PROFIT FARMS | 52 LOW PROFIT FARMS |
|---|----------------------------|----------------------------|---------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 24.7 | 22.8 | 24.3 |
| Yield Per Acre | 17.8 | 23.7 | 12.8 |
| Value Per Unit | 15.74 | 16.83 | 15.05 |
| Crop Product Return | 279.76 | 398.55 | 191.98 |
| Other Crop Income | 16.48 | 27.98 | 7.57 |
| Total Crop Return | 296.24 | 426.53 | 199.55 |
| Variable Costs | | | |
| Fertilizer | 33.56 | 29.74 | 35.47 |
| Chemicals | 28.18 | 24.87 | 33.00 |
| Seed Expense | 25.47 | 26.97 | 26.38 |
| Crop Drying | 0.81 | 0.44 | 2.67 |
| Crop Insurance | 2.79 | 2.32 | 2.47 |
| Other Expenses | 2.75 | 3.42 | 2.76 |
| Special Hired Labor | 0.08 | 0.13 | 0.04 |
| Custom Work Hired Expense | 9.31 | 8.86 | 14.53 |
| Irrigation Operation | | | 0.04 |
| Assigned Interest | | | |
| Total Variable Costs | 102.86 | 96.75 | 117.37 |
| Return Over Variable Costs | 193.28 | 329.78 | 82.18 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 25.47 | 28.55 | 16.95 |
| Farm Power & Machinery – Operation | 43.56 | 45.75 | 41.56 |
| Building & Fence Cost | 7.00 | 6.75 | 6.54 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 54.83 | 54.67 | 58.04 |
| Utilities & General Farm Expense | 8.38 | 8.68 | 9.67 |
| Hired Labor | 7.73 | 7.81 | 9.47 |
| Actual Non – Real Estate Int. Allocated | 16.88 | 17.68 | 19.14 |
| Total Allocated Costs | 163.85 | 169.89 | 161.37 |
| Total Listed Costs | 266.81 | 266.64 | 278.74 |
| Return Over Listed Cost | 29.43 | 159.89 | -79.19 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 86.67 | 84.38 | 83.82 |
| Land Opportunity Ownership Cost | 59.43 | 62.52 | 57.73 |
| Total Cost Adj 7% Min Interest | 270.45 | 273.90 | 276.09 |
| Work Units Assigned/Acre | 0.60 | 0.60 | 0.60 |
| Power Cost Allocation Factor | 0.99 | 0.99 | 0.97 |
| Total Listed Cost/Unit of Production | 14.99 | 11.25 | 21.78 |
| Total Production Cost Including Adj Family Living | 17.01 | 12.59 | 24.67 |
| Total Adjusted Cost/Unit of Production | 15.22 | 11.56 | 21.64 |
| Cash Variable Cost/Unit of Production | 10.08 | 7.45 | 15.41 |
| Return Over Listed Costs/Unit | 1.65 | 6.75 | -6.19 |
| Breakeven Yield/Acre | 17.0 | 15.8 | 18.5 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | | | 5.60 |
| Average Price Received/Unit Sold | 8.00 | | |
| Quantity Sold (Operator Share) | 20 | | 5 |

CROP TABLES

YEAR END 1992

CROP DATA PER ACRE – TABLE 10 0750 OAT SILAGE

| | AVERAGE OF 59 FARMS | 11 HIGH PROFIT FARMS | 11 LOW PROFIT FARMS |
|---|---------------------------|----------------------------|---------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 28.3 | 37.9 | 26.2 |
| Yield Per Acre | 4.1 | 6.3 | 2.2 |
| Value Per Unit | 19.81 | 31.13 | 12.35 |
| Crop Product Return | 81.91 | 197.15 | 26.87 |
| Other Crop Income | 5.37 | 9.21 | 1.37 |
| Total Crop Return | 87.28 | 206.36 | 28.24 |
| Variable Costs | | | |
| Fertilizer | 5.80 | 6.70 | 7.60 |
| Chemicals | 0.25 | | |
| Seed Expense | 18.52 | 12.74 | 42.33 |
| Crop Drying | | | |
| Crop Insurance | 0.04 | | |
| Other Expenses | 0.18 | 0.34 | 0.61 |
| Special Hired Labor | | | |
| Custom Work Hired Expense | 2.79 | 2.37 | 5.23 |
| Irrigation Operation | | | |
| Assigned Interest | | | |
| Total Variable Costs | 27.56 | 22.16 | 55.76 |
| Return Over Variable Costs | 59.72 | 184.20 | -27.52 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 19.40 | 22.24 | 18.21 |
| Farm Power & Machinery – Operation | 30.42 | 42.06 | 24.81 |
| Building & Fence Cost | 5.80 | 5.36 | 6.64 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 47.77 | 45.49 | 32.56 |
| Utilities & General Farm Expense | 6.25 | 4.96 | 5.46 |
| Hired Labor | 6.75 | 12.19 | 4.89 |
| Actual Non-Real Estate Int. Allocated | 10.11 | 9.68 | 8.78 |
| Total Allocated Costs | 126.50 | 141.98 | 101.35 |
| Total Listed Costs | 154.06 | 164.14 | 157.11 |
| Return Over Listed Cost | -66.78 | 42.22 | -128.87 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 89.99 | 84.64 | 96.17 |
| Land Opportunity Ownership Cost | 48.15 | 54.18 | 54.65 |
| Total Cost Adj 7% Min Interest | 154.17 | 170.37 | 181.56 |
| Work Units Assigned/Acre | 0.40 | 0.40 | 0.40 |
| Power Cost Allocation Factor | 0.99 | 1.00 | 1.00 |
| Total Listed Cost/Unit of Production | 37.58 | 26.05 | 71.41 |
| Total Production Cost Including Adj Family Living | 43.41 | 29.41 | 82.64 |
| Total Adjusted Cost/Unit of Production | 37.29 | 26.90 | 83.46 |
| Cash Variable Cost/Unit of Production | 19.78 | 14.45 | 45.32 |
| Return Over Listed Costs/Unit | -16.29 | 6.70 | -58.58 |
| Breakeven Yield/Acre | 7.8 | 5.3 | 12.7 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | | | |
| Average Price Received/Unit Sold | 9.00 | | |
| Quantity Sold (Operator Share) | 1 | | |

YEAR END 1992

CROP TABLES

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

| | AVERAGE OF 30 FARMS | 10 HIGH PROFIT FARMS | 10 LOW PROFIT FARMS |
|---|---------------------------|----------------------------|---------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 53.9 | 58.0 | 66.4 |
| Yield Per Acre | 22.1 | 25.8 | 19.9 |
| Value Per Unit | 1.00 | 1.00 | 1.00 |
| Crop Product Return | 22.08 | 25.83 | 19.86 |
| Other Crop Income | 3.64 | 10.12 | |
| Total Crop Return | 25.72 | 35.95 | 19.86 |
| Variable Costs | | | |
| Fertilizer | 1.78 | 1.64 | 2.91 |
| Chemicals | 1.22 | 0.28 | 2.73 |
| Seed Expense | 0.02 | | 0.06 |
| Crop Drying | | | |
| Crop Insurance | | | |
| Other Expenses | | | |
| Special Hired Labor | | | |
| Custom Work Hired Expense | 0.28 | | 0.66 |
| Irrigation Operation | | | |
| Assigned Interest | | | |
| Total Variable Costs | 3.30 | 1.91 | 6.36 |
| Return Over Variable Costs | 22.42 | 34.04 | 13.50 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 0.43 | 0.38 | 0.41 |
| Farm Power & Machinery – Operation | 0.65 | 0.57 | 0.75 |
| Building & Fence Cost | 0.13 | 0.10 | 0.17 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 23.78 | 22.52 | 24.64 |
| Utilities & General Farm Expense | 0.13 | 0.12 | 0.15 |
| Hired Labor | 0.11 | 0.05 | 0.12 |
| Actual Non–Real Estate Int. Allocated | 0.28 | 0.24 | 0.27 |
| Total Allocated Costs | 25.51 | 23.98 | 26.51 |
| Total Listed Costs | 28.81 | 25.89 | 32.87 |
| Return Over Listed Cost | –3.09 | 10.06 | –13.01 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 21.17 | 23.30 | 17.57 |
| Land Opportunity Ownership Cost | 28.25 | 28.20 | 25.25 |
| Total Cost Adj 7% Min Interest | 33.21 | 31.55 | 33.45 |
| Work Units Assigned/Acre | 0.01 | 0.01 | 0.01 |
| Power Cost Allocation Factor | 0.97 | 0.92 | 1.00 |
| Total Listed Cost/Unit of Production | 1.30 | 1.00 | 1.65 |
| Total Production Cost Including Adj Family Living | 1.33 | 1.02 | 1.68 |
| Total Adjusted Cost/Unit of Production | 1.50 | 1.22 | 1.68 |
| Cash Variable Cost/Unit of Production | 0.20 | 0.11 | 0.38 |
| Return Over Listed Costs/Unit | –0.14 | 0.39 | –0.65 |
| Breakeven Yield/Acre | 28.8 | 25.9 | 32.9 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | | | |
| Average Price Received/Unit Sold | | | |
| Quantity Sold (Operator Share) | | | |

CROP TABLES

YEAR END 1992

CROP DATA PER ACRE – TABLE 10

| | 6 FARM AVERAGE CRP – IDLE | 40 FARM AVERAGE CRP TILL – ESTAB | 16 FARMS LAND RENTED OUT |
|---|---------------------------------|---|-----------------------------------|
| | PER ACRE | PER ACRE | PER ACRE |
| Total Acres | 33.0 | 42.5 | 62.5 |
| Yield Per Acre | 68.6 | 74.2 | 65.1 |
| Value Per Unit | 1.00 | 1.03 | 1.00 |
| Crop Product Return | 68.61 | 76.64 | 65.09 |
| Other Crop Income | 7.73 | 1.72 | |
| Total Crop Return | 76.34 | 78.36 | 65.09 |
| Variable Costs | | | |
| Fertilizer | 0.45 | | 1.90 |
| Chemicals | | 0.14 | 1.79 |
| Seed Expense | | 0.16 | 2.21 |
| Crop Drying | | | 0.35 |
| Crop Insurance | | | 0.22 |
| Other Expenses | | 0.02 | 0.10 |
| Special Hired Labor | | | |
| Custom Work Hired Expense | | | 0.85 |
| Irrigation Operation | | | |
| Assigned Interest | | | |
| Total Variable Costs | 0.45 | 0.33 | 7.42 |
| Return Over Variable Costs | 75.89 | 78.03 | 57.67 |
| Allocated Costs (Variable & Fixed) | | | |
| Farm Power & Machinery – Ownership | 1.52 | 5.88 | 2.94 |
| Farm Power & Machinery – Operation | 3.00 | 10.42 | 6.29 |
| Building & Fence Cost | 1.24 | 3.11 | 1.10 |
| Irrigation Ownership Cost | | | |
| Actual Land Ownership or Rental Cost | 39.10 | 58.71 | 31.90 |
| Utilities & General Farm Expense | 1.12 | 3.18 | 1.39 |
| Hired Labor | 0.33 | 2.31 | 0.54 |
| Actual Non – Real Estate Int. Allocated | 2.00 | 6.80 | 4.32 |
| Total Allocated Costs | 48.31 | 90.41 | 48.48 |
| Total Listed Costs | 48.76 | 90.74 | 55.90 |
| Return Over Listed Cost | 27.58 | – 12.38 | 9.19 |
| *****SUPPLEMENTARY INFORMATION***** | | | |
| Fair Rental Value | 72.53 | 75.09 | 80.41 |
| Land Opportunity Ownership Cost | 54.57 | 67.59 | 51.75 |
| Total Cost Adj 7% Min Interest | 63.91 | 97.53 | 73.78 |
| Work Units assigned/Acre | 0.05 | 0.20 | 0.05 |
| Power cost Allocation Factor | 1.00 | 0.96 | 0.94 |
| Total Listed Cost/Unit of Production | 0.71 | 1.22 | 0.86 |
| Total Production Cost Including Adj Family Living | 0.75 | 1.38 | 0.91 |
| Total Adjusted Cost/Unit of Production | 0.93 | 1.32 | 1.13 |
| Cash Variable Cost/Unit of Production | 0.10 | 0.31 | 0.31 |
| Return Over Listed Costs/Unit | 0.40 | – 0.17 | 0.14 |
| Breakeven Yield/Acre | 48.8 | 88.1 | 55.9 |
| Total Acre Inches Water Applied | | | |
| Cost of Irr Excluding Interest | | | |
| Average Price Received/Unit Sold | | | |
| Quantity Sold (Operator Share) | | | |

MOST COMMON PRICES USED FOR FEED IN THE 1992 REPORT

FARM GROWN FEEDS

| | |
|-----------------------|--------|
| CORN | \$2.10 |
| OATS | 1.25 |
| ALF. HAY | 85.00 |
| CORN SILAGE | 15.00 |

PASTURE PER HEAD PER MONTH

| | |
|---------------------------------|---------|
| COWS | \$10.00 |
| YOUNG CATTLE | 5.00 |
| HOGS | 1.25 |
| PIGS (UNDER 6 MONTHS) | .625 |
| SHEEP | 1.85 |
| LAMBS | 1.00 |

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.

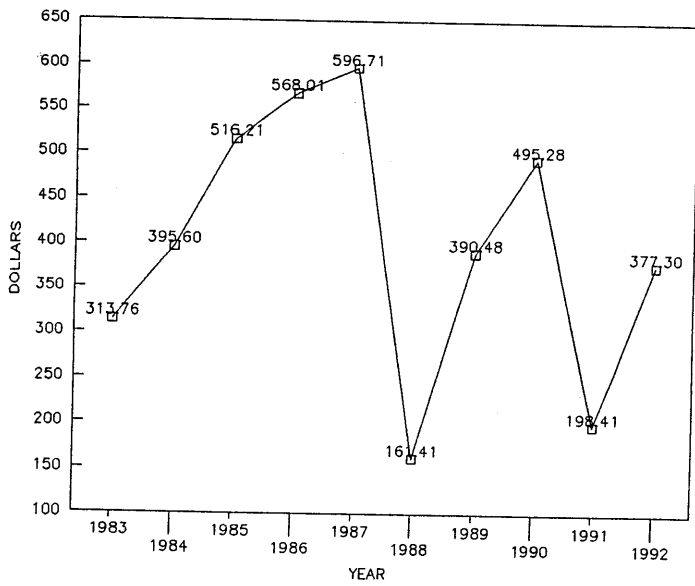
TABLE 7 WORK UNITS FOR CROPS, LIVESTOCK AND WORK OFF OF THE FARM

| <u>ITEM</u> | <u>NO. OF WORK UNITS</u> | <u>ITEM</u> | <u>NO. OF WORK 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 | | |

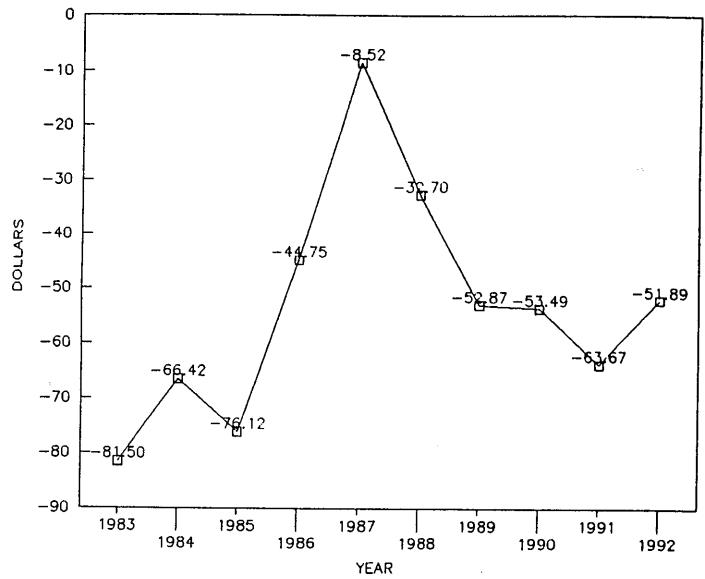
The following values are used for each type of animal in calculating total number of animal units on Table 8, Items 8 and 30.

| <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 |

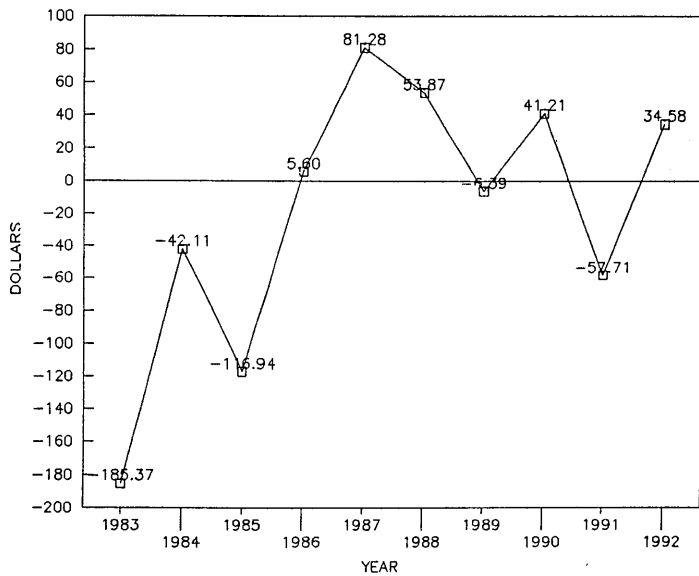
DAIRY
RETURN PER COW



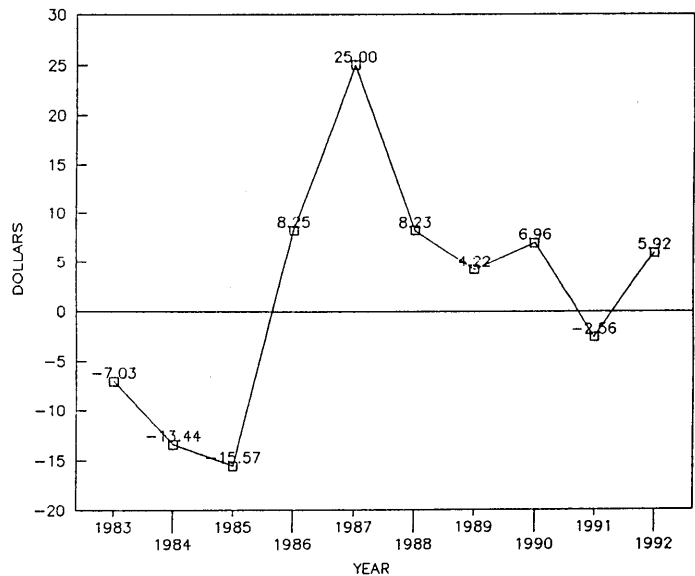
SHEEP
RETURN PER EWE



COW CALF
RETURN PER COW



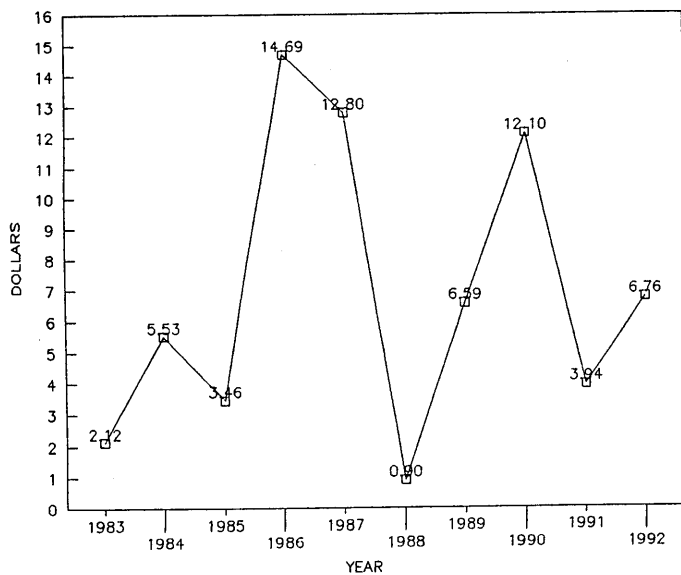
BEEF FINISHING
RETURN PER CWT.



The graphs above indicate the relative profitability of the livestock industry over the past.

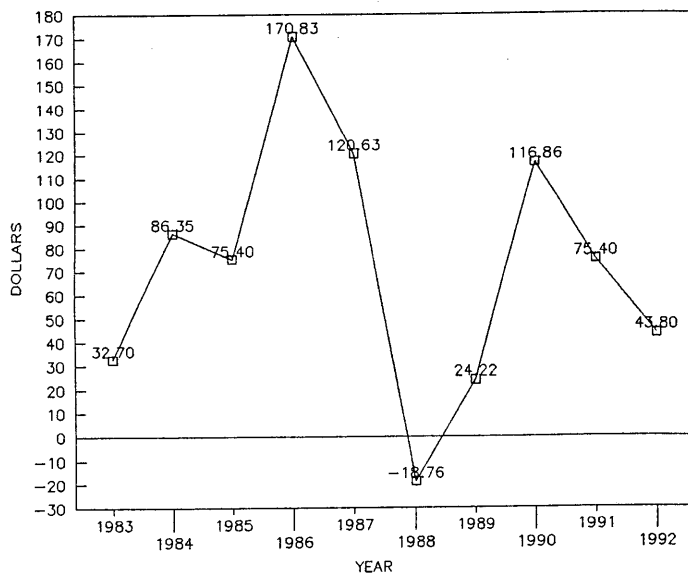
FINISHING HOGS

RETURN PER CWT.



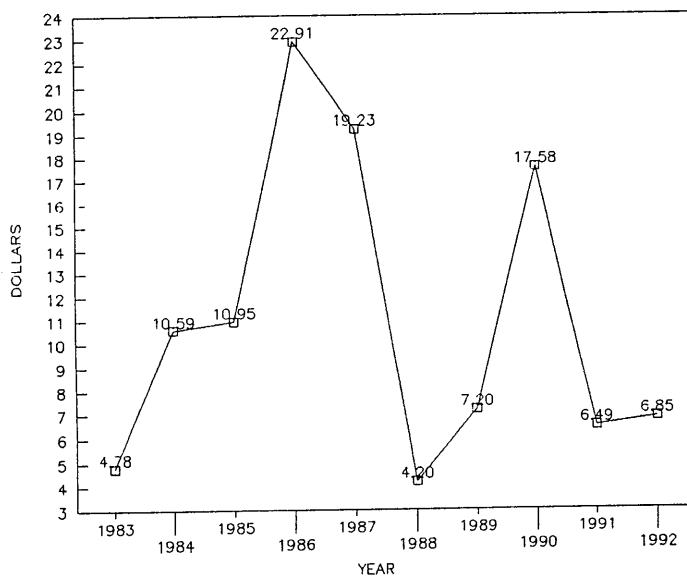
FEEDER PIGS

RETURN PER LITTER



FARROW TO FINISH

RETURN PER CWT.



The graphs above indicate the relative profitability of the livestock industry over the past.

LIVESTOCK TABLES

YEAR END 1992

103 FARMS AVERAGE

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

| | | TOTAL | PER CWT | /LITTER |
|---|---------|--------|---------|---------|
| Production | | 292147 | | 1873 |
| Net Increase in Value: Hogs | | 125311 | 42.89 | 803.28 |
| Other Miscellaneous Income | | 3 | | 0.02 |
| Total Value Produced | | 125314 | 42.89 | 803.30 |
| Feed Fed: Quantity & Cost | LBS/CWT | | | |
| Corn | 283.87 | 31187 | 10.68 | 199.92 |
| Other Grain | 2.81 | 395 | 0.14 | 2.53 |
| Complete Ration | 15.33 | 5132 | 1.76 | 32.9 |
| Protein, Salt, Mineral | 75.94 | 34847 | 11.93 | 223.38 |
| Total Grain Mix | 377.95 | 71561 | 24.51 | 458.73 |
| Forages | 0.10 | 11 | | 0.07 |
| Pasture | | 51 | 0.02 | 0.33 |
| Total Feed Cost | | 71623 | 24.53 | 459.13 |
| Return Over Feed Costs | | 53691 | 18.36 | 344.17 |
| Other Direct Costs | | | | |
| Veterinary | | 3663 | 1.25 | 23.48 |
| Breeding | | 32 | 0.01 | 0.21 |
| Miscellaneous | | 2494 | 0.85 | 15.99 |
| Custom Work & Lease | | 1454 | 0.50 | 9.32 |
| Special Hired labor | | 385 | 0.13 | 2.47 |
| Assigned Interest | | 100 | 0.03 | 0.64 |
| Total Other Direct Costs | | 8128 | 2.77 | 52.11 |
| Total Direct Costs Including Feed | | 79751 | 27.30 | 511.24 |
| Return Over All Direct Costs | | 45563 | 15.59 | 292.06 |
| Allocated Costs | | | | |
| Actual Int Paid Less Int Assigned - L21 | | 3799 | 1.30 | 24.35 |
| General Hired Labor | | 3322 | 1.14 | 21.29 |
| Utilities & Miscellaneous | | 5126 | 1.75 | 32.86 |
| Power & Machinery - PCAF 1.07 | | 3347 | 1.15 | 21.46 |
| Livestock Equipment - ECAF 0.99 | | 4760 | 1.63 | 30.51 |
| Building & Fences - BCAAF 0.98 | | 5164 | 1.77 | 33.10 |
| Total Allocated Costs | | 25518 | 8.74 | 163.57 |
| Total Actual Listed Costs | | 105269 | 36.04 | 674.81 |
| Return Over Actual Listed Costs | | 20045 | 6.85 | 128.49 |

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

| | | | |
|---------------------------------------|--------|-------|--------|
| Total Costs Adj to 7% Min Interest | 112205 | 38.41 | 719.26 |
| Return/Listed 7% Opportunity Interest | 13109 | 4.48 | 84.04 |
| Return/\$100 Feed Fed | 174.96 | | |
| Ave. Weight/Market Hog Sold | 235 | | |
| Price Received/CWT Market Hogs | 43.47 | | |
| Total No. Litters Farrowed | 156 | | |
| Litters/Sow/Year | 1.79 | | |
| No. Pigs Born/Litter | 10.0 | | |
| No. Pigs Wean/Litter | 8.28 | | |
| No. Pigs Produced/Sow/Year | 13.8 | | |
| Litters/Crate/Year | 7.10 | | |
| Pigs Weaned/Crate/Year | 58.7 | | |
| Pre-Weaning Death Loss Percent | 17.0 | | |
| Nursery Death Loss Percent | 4.5 | | |
| Market Death Loss Percent | 2.5 | | |
| Breeding Herd Death Loss | 4.4 | | |
| Total Death Loss Percent | 15.1 | | |
| Price/Cwt. Grain Mix Fed | 6.48 | | |
| Price/Cwt. Prot., Salt, Min. | 15.71 | | |
| Pigs Sold - Transf/Litter | 7.28 | | |
| Total Cost Incl Family Living/Cwt | 43.22 | | |

YEAR END 1992

LIVESTOCK TABLES

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

| | | 21 FARMS HIGHS | | 21 FARMS LOWS | |
|---|---------|----------------|---------|---------------|---------|
| | | PER CWT | /LITTER | PER CWT | /LITTER |
| Production | | | 1947 | | 1715 |
| Net Increase in Value: Hogs | | 45.29 | 881.64 | 38.47 | 659.57 |
| Other Miscellaneous Income | | | 0.09 | | |
| Total Value Produced | | 45.29 | 881.73 | 38.47 | 659.57 |
| Feed Fed: Quantity & Cost | LBS/CWT | | | | |
| Corn | 272.46 | 10.24 | 199.38 | 13.01 | 223.03 |
| Other Grain | 2.01 | 0.14 | 2.65 | 0.18 | 3.14 |
| Complete Ration | 2.86 | 0.55 | 10.69 | 0.87 | 14.88 |
| Protein, Salt, Mineral | 68.86 | 9.19 | 179.01 | 14.78 | 253.48 |
| Total Grain Mix | 346.19 | 20.12 | 391.73 | 28.84 | 494.53 |
| Forages | | | | 0.02 | 0.28 |
| Pasture | | 0.02 | 0.44 | 0.02 | 0.33 |
| Total Feed Cost | | 20.14 | 392.17 | 28.88 | 495.14 |
| Return Over Feed Costs | | 25.15 | 489.56 | 9.59 | 164.43 |
| Other Direct Costs | | | | | |
| Veterinary | | 1.11 | 21.69 | 1.62 | 27.78 |
| Breeding | | 0.02 | 0.40 | 0.02 | 0.32 |
| Miscellaneous | | 0.68 | 13.17 | 0.88 | 15.11 |
| Custom Work & Lease | | 0.39 | 7.65 | 1.11 | 19.00 |
| Special Hired labor | | 0.31 | 6.12 | 0.16 | 2.72 |
| Assigned Interest | | 0.08 | 1.63 | 0.09 | 1.58 |
| Total Other Direct Costs | | 2.59 | 50.66 | 3.88 | 66.51 |
| Total Direct Costs Including Feed | | 22.73 | 442.83 | 32.76 | 561.65 |
| Return Over All Direct Costs | | 22.56 | 438.90 | 5.71 | 97.92 |
| Allocated Costs | | | | | |
| Actual Int Paid Less Int Assigned - L21 | | 0.66 | 12.76 | 1.67 | 28.58 |
| General Hired Labor | | 1.78 | 34.71 | 1.17 | 20.10 |
| Utilities & Miscellaneous | | 1.76 | 34.29 | 1.55 | 26.50 |
| Power & Machinery -PCAF 0.98 | | 1.20 | 23.46 | 1.09 | 18.69 |
| Livestock Equipment -ECAF 1.00 | | 1.79 | 34.85 | 2.14 | 36.63 |
| Building & Fences -BCAF 0.96 | | 2.11 | 41.02 | 1.41 | 24.14 |
| Total Allocated Costs | | 9.30 | 181.09 | 9.03 | 154.64 |
| Total Actual Listed Costs | | 32.03 | 623.92 | 41.79 | 716.29 |
| Return Over Actual Listed Costs | | 13.26 | 257.81 | -3.32 | -56.72 |

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

| | | | | |
|---------------------------------------|--------|--------|--------|--------|
| Total Costs Adj to 7% Min Interest | 34.34 | 668.56 | 44.14 | 756.81 |
| Return/Listed 7% Opportunity Interest | 10.95 | 213.17 | -5.67 | -97.24 |
| Return/\$100 Feed Fed | 224.83 | | 133.21 | |
| Ave. Weight/Market Hog Sold | 235 | | 236 | |
| Price Received/CWT Market Hogs | 43.66 | | 43.11 | |
| Total No. Litters Farrowed | 183 | | 120 | |
| Litters/Sow/Year | 1.97 | | 1.50 | |
| No. Pigs Born/Litter | 10.2 | | 9.9 | |
| No. Pigs Wean/Litter | 8.74 | | 7.48 | |
| No. Pigs Produced/Sow/Year | 16.3 | | 9.5 | |
| Litters/Crate/Year | 8.0 | | 6.7 | |
| Pigs Weaned/Crate/Year | 69.6 | | 49.9 | |
| Pre-Weaning Death Loss Percent | 14.0 | | 24.5 | |
| Nursery Death Loss Percent | 3.6 | | 8.1 | |
| Market Death Loss Percent | 1.4 | | 7.2 | |
| Breeding Herd Death Loss | 3.0 | | 4.7 | |
| Total Death Loss Percent | 12.5 | | 22.9 | |
| Price/Cwt. Grain Mix Fed | 5.81 | | 6.48 | |
| Price/Cwt. Prot., Salt, Min. | 13.35 | | 16.81 | |
| Pigs Sold-Transf/Litter | 7.43 | | 6.88 | |
| Total Cost Incl Family Living/Cwt | 38.38 | | 49.20 | |

LIVESTOCK TABLES

YEAR END 1992

TABLE 11B – 6490A HOGS, FINISHING

64 FARMS AVERAGE

| | | TOTAL | PER CWT | /HD PROD |
|---|---------|--------|---------|----------|
| Production – Pounds | | 172678 | | 182.0 |
| Net Increase in Value: Hogs | | 60111 | 34.81 | 63.34 |
| Other Miscellaneous Income | | 154 | 0.09 | 0.16 |
| Total Value Produced | | 60265 | 34.9 | 63.50 |
| Feed Fed: Quantity & Cost | LBS/CWT | | | |
| Corn | 281.6 | 18171 | 10.52 | 19.15 |
| Other Grain | 1.9 | 207 | 0.12 | 0.22 |
| Complete Ration | 1.6 | 221 | 0.13 | 0.23 |
| Protein, Salt, Mineral | 74.8 | 18074 | 10.47 | 19.05 |
| Total Grain Mix | 359.9 | 36673 | 21.24 | 38.65 |
| Forages | | | | |
| Pasture | | 477 | 0.28 | 0.50 |
| Total Feed Cost | | 37150 | 21.52 | 39.15 |
| Return Over Feed Costs | | 23115 | 13.38 | 24.35 |
| Other Direct Costs | | | | |
| Veterinary | | 1203 | 0.70 | 1.27 |
| Miscellaneous | | 747 | 0.43 | 0.79 |
| Custom Work & Lease | | 2085 | 1.21 | 2.20 |
| Special Hired labor | | 36 | 0.02 | 0.04 |
| Assigned Interest | | | | |
| Total Other Direct Costs | | 4071 | 2.36 | 4.30 |
| Total Direct Costs Including Feed | | 41221 | 23.88 | 43.45 |
| Return Over All Direct Costs | | 19044 | 11.02 | 20.05 |
| Allocated Costs | | | | |
| Actual Int Paid Less Int Assigned – L21 | | 1466 | 0.85 | 1.54 |
| General Hired Labor | | 951 | 0.55 | 1.00 |
| Utilities & Miscellaneous | | 1563 | 0.91 | 1.65 |
| Power & Machinery –PCAF 0.91 | | 844 | 0.49 | 0.89 |
| Livestock Equipment –ECAF 0.89 | | 1287 | 0.75 | 1.36 |
| Building & Fences –BCAF 0.89 | | 1224 | 0.71 | 1.29 |
| Total Allocated Costs | | 7335 | 4.26 | 7.73 |
| Total Actual Listed Costs | | 48556 | 28.14 | 51.18 |
| Return Over Actual Listed Costs | | 11709 | 6.76 | 12.32 |

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

| | | | |
|---|--------|-------|-------|
| Total Costs Adj to 7% Min Interest | 51515 | 29.83 | 54.28 |
| Return/Listed 7% Opportunity Interest | 8750 | 5.07 | 9.22 |
| Return/\$100 Feed Fed | 162.22 | | |
| Ave. Weight/Market Hog Sold | 235 | | |
| Price Received/CWT Market Hogs | 43.84 | | |
| Average Weight/Pig Purchased | 53 | | |
| Average Price/Pig Purchased | 39.09 | | |
| No. Pigs Purchased | 615 | | |
| No. Pigs Transferred Out/In | 381 | | |
| Pounds of Pork Purchased | 30095 | | |
| Average Number of Pigs on Hand | 342.7 | | |
| Percent Death Loss | 2.4 | | |
| Effective Daily Gain | 1.38 | | |
| Price/Cwt. Grain Mix Fed | 5.90 | | |
| Price/Cwt. Protein, Salt, Mineral | 13.99 | | |
| Number of Pigs Produced | 949 | | |
| Total Cost including Family Living/Cwt. | 31.73 | | |

YEAR END 1992

LIVESTOCK TABLES

TABLE 11B - 6490A HOGS FINISHING

| | | 13 FARMS HIGHS | | 13 FARMS LOWS | |
|---|------------|----------------|----------|---------------|----------|
| | | PER CWT | /HD PROD | PER CWT | /HD PROD |
| Production - Pounds | | | 180 | | 185.0 |
| Net Increase in Value: Hogs | | 38.26 | 68.89 | 30.76 | 56.90 |
| Other Miscellaneous Income | | 0.31 | 0.56 | | |
| Total Value Produced | | 38.57 | 69.45 | 30.76 | 56.90 |
| Feed Fed: Quantity & Cost | LBS/CWT | | | | |
| Corn | 262.1 | 9.64 | 17.36 | 12.17 | 22.51 |
| Other Grain | 0.3 | 0.01 | 0.02 | 0.63 | 1.17 |
| Complete Ration | | | | | |
| Protein, Salt, Mineral | 66.6 | 9.11 | 16.40 | 12.33 | 22.81 |
| Total Grain Mix | 329.0 | 18.76 | 33.78 | 25.13 | 46.49 |
| Forages | | | | | |
| Pasture | | 0.38 | 0.68 | | |
| Total Feed Cost | | 19.14 | 34.46 | 25.13 | 46.49 |
| Return Over Feed Costs | | 19.43 | 34.99 | 5.63 | 10.41 |
| Other Direct Costs | | | | | |
| Veterinary | | 0.70 | 1.25 | 0.82 | 1.52 |
| Miscellaneous | | 0.50 | 0.90 | 0.36 | 0.67 |
| Custom Work & Lease | | 0.67 | 1.21 | 2.55 | 4.71 |
| Special Hired labor | | | | | |
| Assigned Interest | | | | | |
| Total Other Direct Costs | | 1.87 | 3.36 | 3.73 | 6.90 |
| Total Direct Costs Including Feed | | 21.01 | 37.82 | 28.86 | 53.39 |
| Return Over All Direct Costs | | 17.56 | 31.63 | 1.90 | 3.51 |
| Allocated Costs | | | | | |
| Actual Int Paid Less Int Assigned - L21 | | 0.74 | 1.33 | 1.24 | 2.30 |
| General Hired Labor | | 0.27 | 0.49 | 0.37 | 0.68 |
| Utilities & Miscellaneous | | 1.01 | 1.81 | 0.93 | 1.71 |
| Power & Machinery | -PCAF 1.00 | 0.51 | 0.92 | 0.51 | 0.95 |
| Livestock Equipment | -ECAF 0.96 | 0.67 | 1.21 | 1.19 | 2.20 |
| Building & Fences | -BCAF 0.96 | 0.74 | 1.34 | 0.65 | 1.21 |
| Total Allocated Costs | | 3.94 | 7.10 | 4.89 | 9.05 |
| Total Actual Listed Costs | | 24.95 | 44.92 | 33.75 | 62.44 |
| Return Over Actual Listed Costs | | 13.62 | 24.53 | -2.99 | -5.54 |

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

| | | | | |
|---|--------|-------|--------|-------|
| Total Costs Adj to 7% Min Interest | 26.65 | 47.98 | 35.79 | 66.21 |
| Return/Listed 7% Opportunity Interest | 11.92 | 21.47 | -5.03 | -9.31 |
| Return/\$100 Feed Fed | 201.53 | | 122.38 | |
| Ave. Weight/Market Hog Sold | 232 | | 243 | |
| Price Received/CWT Market Hogs | 45.27 | | 42.52 | |
| Average Weight/Pig Purchased | 52 | | 58 | |
| Average Price/Pig Purchased | 39.92 | | 39.72 | |
| No. Pigs Purchased | 992 | | 400 | |
| No. Pigs Transferred Out/In | 494 | | 208 | |
| Pounds of Pork Purchased | 52652 | | 19768 | |
| Ave Number of Pigs on Hand | 449.7 | | 191.0 | |
| Percent Death Loss | 1.5 | | 2.9 | |
| Effective Daily Gain | 1.49 | | 1.48 | |
| Price/Cwt. Grain Mix Fed | 5.70 | | 6.01 | |
| Price/Cwt. Protein, Salt, Mineral | 13.68 | | 13.61 | |
| Number of Pigs Produced | 1356 | | 559 | |
| Total Cost Including Family Living/Cwt. | 28.12 | | 37.45 | |

LIVESTOCK TABLES

YEAR END 1992

TABLE 11C – 6510 HOGS, WEANING PIG PRODUCTION

| | | 28 FARMS AVERAGE | | |
|-----------------------------------|------------|------------------|----------|---------|
| | | TOTAL | PER HEAD | /LITTER |
| Production | | 108181 | 1817 | 212 |
| Net Increase in Value: Hogs | | 74291 | 40.89 | 350.43 |
| Other Miscellaneous Income | | | | |
| Total Value Produced | | 74291 | 40.89 | 350.43 |
| Feed Fed: Quantity & Cost | LBS/LITTER | | | |
| Corn | 1218.49 | 9708 | 5.34 | 45.79 |
| Other Grain | 24.11 | 199 | 0.11 | 0.94 |
| Complete Ration | 137.64 | 4605 | 2.53 | 21.72 |
| Protein, Salt, Mineral | 532.78 | 19158 | 10.54 | 90.37 |
| Total Grain Mix | 1913.02 | 33670 | 18.52 | 158.82 |
| Forages | | | | |
| Pasture | | 432 | 0.24 | 2.04 |
| Total Feed Cost | | 34102 | 18.76 | 160.86 |
| Return Over Feed Costs | | 40189 | 22.13 | 189.57 |
| Other Direct Costs | | | | |
| Veterinary | | 4243 | 2.34 | 20.01 |
| Breeding | | 38 | 0.02 | 0.18 |
| Miscellaneous | | 2622 | 1.44 | 12.37 |
| Custom Work & Lease | | 481 | 0.26 | 2.27 |
| Special Hired labor | | 754 | 0.41 | 3.56 |
| Assigned Interest | | | | |
| Total Other Direct Costs | | 8138 | 4.47 | 38.39 |
| Total Direct Costs Including Feed | | 42240 | 23.23 | 199.25 |
| Return Over All Direct Costs | | 32051 | 17.66 | 151.18 |
| Allocated Costs | | | | |
| Actual Int Paid Less Int Assigned | | 3842 | 2.11 | 18.12 |
| General Hired Labor | | 3576 | 1.97 | 16.87 |
| Utilities & Miscellaneous | | 4109 | 2.26 | 19.38 |
| Power & Machinery | –PCAF 0.99 | 2630 | 1.45 | 12.41 |
| Livestock Equipment | –ECAF 0.99 | 3652 | 2.01 | 17.23 |
| Building & Fences | –BCAF 0.99 | 4954 | 2.73 | 23.37 |
| Total Allocated Costs | | 22763 | 12.53 | 107.38 |
| Total Actual Listed Costs | | 65003 | 35.76 | 306.63 |
| Return Over Actual Listed Costs | | 9288 | 5.13 | 43.80 |

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

| | | | |
|--|--------|-------|--------|
| Total Costs Adj to 7% Min Interest | 69966 | 38.51 | 330.03 |
| Return/Listed 7% Opportunity Interest | 4325 | 2.38 | 20.40 |
| Return/\$100 Feed Fed | 217.85 | | |
| Ave. Weight/Pig Sold or Transferred | 56 | | |
| Price Received/Pig Sold | 41.82 | | |
| Litters/Sow/Year | 2.0 | | |
| No. Pigs Born/Litter | 10.4 | | |
| No. Pigs Wean/Litter | 8.8 | | |
| No. Pigs Produced/Sow/Year | 17.3 | | |
| Litters/Crate/Year | 8.8 | | |
| Pigs Weaned/Crate/Year | 77.3 | | |
| Fdr Pig Deaths: As % of Total Loss | 98.7 | | |
| Breeding Deaths: As % of Total Loss | 1.3 | | |
| Price/Cwt. Grain Mix Fed | 8.30 | | |
| Price/Cwt. Protein, Salt, Mineral | 16.96 | | |
| Total Cost Including Family Living/Pig | 45.53 | | |

YEAR END 1992

LIVESTOCK TABLES

TABLE 11C – 6510 HOGS, WEANING PIG PRODUCTION

| | | 14 FARMS HIGHS | | 14 FARMS LOWS | |
|-----------------------------------|------------|----------------|---------|---------------|---------|
| | | PER HEAD | /LITTER | PER HEAD | /LITTER |
| Production | | 2852 | 319 | 781 | 104 |
| Net Increase in Value: Hogs | | 42.15 | 376.81 | 36.34 | 272.89 |
| Other Miscellaneous Income | | | | | |
| Total Value Produced | | 42.15 | 376.81 | 36.34 | 272.89 |
| Feed Fed: Quantity & Cost | LBS/LITTER | | | | |
| Corn | 1139.03 | 4.79 | 42.86 | 7.36 | 55.24 |
| Other Grain | 18.32 | 0.08 | 0.71 | 0.22 | 1.65 |
| Complete Ration | 147.65 | 2.56 | 22.91 | 2.44 | 18.29 |
| Protein, Salt, Mineral | 551.53 | 9.86 | 88.11 | 13.07 | 98.16 |
| Total Grain Mix | 1856.53 | 17.29 | 154.59 | 23.09 | 173.34 |
| Forages | | | | | |
| Pasture | | 0.28 | 2.49 | 0.09 | 0.66 |
| Total Feed Cost | | 17.57 | 157.08 | 23.18 | 174.00 |
| Return Over Feed Costs | | 24.58 | 219.73 | 13.16 | 98.89 |
| Other Direct Costs | | | | | |
| Veterinary | | 2.31 | 20.68 | 2.42 | 18.15 |
| Breeding | | | | 0.10 | 0.74 |
| Miscellaneous | | 1.47 | 13.10 | 1.36 | 10.25 |
| Custom Work & Lease | | 0.19 | 1.66 | 0.56 | 4.17 |
| Special Hired labor | | 0.53 | 4.72 | | 0.01 |
| Assigned Interest | | | | | |
| Total Other Direct Costs | | 4.50 | 40.16 | 4.44 | 33.32 |
| Total Direct Costs Including Feed | | 22.07 | 197.24 | 27.62 | 207.32 |
| Return Over All Direct Costs | | 20.08 | 179.57 | 8.72 | 65.57 |
| Allocated Costs | | | | | |
| Actual Int Paid Less Int Assigned | | 2.07 | 18.48 | 2.29 | 17.19 |
| General Hired Labor | | 2.06 | 18.45 | 1.62 | 12.18 |
| Utilities & Miscellaneous | | 2.18 | 19.48 | 2.56 | 19.26 |
| Power & Machinery | –PCAF 1.00 | 1.36 | 12.13 | 1.78 | 13.38 |
| Livestock Equipment | –ECAF 1.00 | 1.97 | 17.62 | 2.16 | 16.19 |
| Building & Fences | –BCAF 1.00 | 3.05 | 27.25 | 1.56 | 11.68 |
| Total Allocated Costs | | 12.69 | 113.41 | 11.97 | 89.88 |
| Total Actual Listed Costs | | 34.76 | 310.65 | 39.59 | 297.20 |
| Return Over Actual Listed Costs | | 7.39 | 66.16 | –3.25 | –24.31 |

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

| | | | | |
|--|--------|--------|--------|--------|
| Total Costs Adj to 7% Min Interest | 37.54 | 335.58 | 42.10 | 316.18 |
| Return/Listed 7% Opportunity Interest | 4.61 | 41.23 | –5.76 | –43.29 |
| Return/\$100 Feed Fed | 239.89 | | 156.83 | |
| Ave. Weight/Pig Sold or Transfered | 58 | | 49 | |
| Price Received/Pig Sold | 42.84 | | 37.51 | |
| Litters/Sow/Year | 2.1 | | 1.9 | |
| No. Pigs Born/Litter | 10.6 | | 9.8 | |
| No. Pigs Wean/Litter | 9.1 | | 7.9 | |
| No. Pigs Produced/Sow/Year | 18.5 | | 13.9 | |
| Litters/Crate/Year | 10.0 | | 6.9 | |
| Pigs Weaned/Crate/Year | 90.4 | | 54.7 | |
| Fdr Pig Deaths: As % of Total Loss | 98.7 | | 98.3 | |
| Breeding Deaths: As % of Total Loss | 1.3 | | 1.7 | |
| Price/Cwt. Grain Mix Fed | 8.33 | | 8.24 | |
| Price/Cwt. Protein, Salt, Mineral | 15.98 | | 20.43 | |
| Total Cost Including Family Living/Pig | 43.04 | | 51.10 | |

LIVESTOCK TABLES

YEAR END 1992

TABLE 11A – 6530A HOGS, MIXED SYSTEMS

| | | 46 FARMS AVERAGE | | |
|-----------------------------------|------------|------------------|---------|---------|
| | | TOTAL | PER CWT | /LITTER |
| Production | | 220580 | | 1710 |
| Net Increase in Value: Hogs | | 94586 | 42.88 | 733.22 |
| Other Miscellaneous Income | | 140 | 0.06 | 1.09 |
| Total Value Produced | | 94726 | 42.94 | 734.31 |
| Feed Fed: Quantity & Cost | LBS/CWT | | | |
| Corn | 272.73 | 22877 | 10.37 | 177.34 |
| Other Grain | 1.49 | 227 | 0.10 | 1.76 |
| Complete Ration | 17.82 | 4535 | 2.06 | 35.16 |
| Protein, Salt, Mineral | 80.88 | 26915 | 12.20 | 208.64 |
| Total Grain Mix | 372.92 | 54554 | 24.73 | 422.90 |
| Forages | 0.02 | 2 | | 0.02 |
| Pasture | | | | |
| Total Feed Cost | | 54556 | 24.73 | 422.92 |
| Return Over Feed Costs | | 40170 | 18.21 | 311.39 |
| Other Direct Costs | | | | |
| Veterinary | | 3134 | 1.42 | 24.29 |
| Breeding | | 379 | 0.17 | 2.94 |
| Miscellaneous | | 3035 | 1.38 | 23.53 |
| Custom Work & Lease | | 2399 | 1.09 | 18.60 |
| Special Hired labor | | 939 | 0.43 | 7.28 |
| Assigned Interest | | 129 | 0.06 | 1.00 |
| Total Other Direct Costs | | 10015 | 4.55 | 77.64 |
| Total Direct Costs Including Feed | | 64571 | 29.28 | 500.56 |
| Return Over All Direct Costs | | 30155 | 13.66 | 233.75 |
| Allocated Costs | | | | |
| Actual Int Paid Less Int Assigned | | 4717 | 2.14 | 36.57 |
| General Hired Labor | | 2984 | 1.35 | 23.13 |
| Utilities & Miscellaneous | | 4590 | 2.08 | 35.58 |
| Power & Machinery | –PCAF 1.12 | 2646 | 1.20 | 20.51 |
| Livestock Equipment | –ECAF 0.97 | 3398 | 1.54 | 26.34 |
| Building & Fences | –BCAF 0.97 | 4841 | 2.19 | 37.53 |
| Total Allocated Costs | | 23176 | 10.50 | 179.66 |
| Total Actual Listed Costs | | 87747 | 39.78 | 680.22 |
| Return Over Actual Listed Costs | | 6979 | 3.16 | 54.09 |

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

| | | | |
|---|--------|-------|--------|
| Total Costs Adj to 7% Min Interest | 93418 | 42.35 | 724.17 |
| Return/Listed 7% Opportunity Interest | 1308 | 0.59 | 10.14 |
| Return/\$100 Feed Fed | 173.63 | | |
| Ave. Weight/Mkt. Hog Sold or Transfered | 205 | | |
| Price Received/Cwt. Market Hogs | 44.90 | | |
| Total No. Litters Farrowed | 129 | | |
| Litters/Sow/Year | 1.82 | | |
| No. Pigs Born/Litter | 10.3 | | |
| No. Pigs Wean/Litter | 8.38 | | |
| Pigs Produced/Sow/Year | 14.2 | | |
| Litters/Crate/Year | 7.6 | | |
| Pigs Weaned/Crate/Year | 63.6 | | |
| Pre–Weaning Death Loss Percent | 18.7 | | |
| Nursery Death Loss Percent | 3.6 | | |
| Market Death Loss Percent | 2.7 | | |
| Breeding Herd Death Loss | 2.6 | | |
| Total Death Loss Percent | 15.7 | | |
| Price/Cwt. Grain Mix Fed | 6.63 | | |
| Price/Cwt. Prot., Salt, Mineral | 15.09 | | |
| Pigs Sold–Transf/litter | 7.64 | | |
| Total Cost Including Family Living/Cwt. | 46.96 | | |

YEAR END 1992

LIVESTOCK TABLES

TABLE 11A – 6530A HOGS, MIXED SYSTEMS

| | | 15 FARMS HIGHS | | 15 FARMS LOWS | |
|-----------------------------------|------------|----------------|---------|---------------|---------|
| | | PER CWT | /LITTER | PER CWT | /LITTER |
| Production | | | 1698 | | 1596 |
| Net Increase in Value: Hogs | | 44.94 | 763.02 | 39.12 | 624.34 |
| Other Miscellaneous Income | | 0.14 | 2.34 | | |
| Total Value Produced | | 45.08 | 765.36 | 39.12 | 624.34 |
| Feed Fed: Quantity & Cost | LBS/CWT | | | | |
| Corn | 242.79 | 9.17 | 155.73 | 13.66 | 217.95 |
| Other Grain | 0.76 | 0.04 | 0.71 | 0.09 | 1.43 |
| Complete Ration | 25.80 | 3.00 | 50.94 | 1.20 | 19.19 |
| Protein, Salt, Mineral | 68.59 | 10.13 | 171.99 | 15.45 | 246.57 |
| Total Grain Mix | 337.94 | 22.34 | 379.37 | 30.40 | 485.14 |
| Forages | | | | 0.01 | 0.09 |
| Pasture | | | | | |
| Total Feed Cost | | 22.34 | 379.37 | 30.41 | 485.23 |
| Return Over Feed Costs | | 22.74 | 385.99 | 8.71 | 139.11 |
| Other Direct Costs | | | | | |
| Veterinary | | 1.85 | 31.42 | 0.89 | 14.28 |
| Breeding | | 0.03 | 0.44 | | |
| Miscellaneous | | 1.23 | 20.90 | 0.72 | 11.57 |
| Custom Work & Lease | | 1.82 | 30.85 | 0.23 | 3.72 |
| Special Hired labor | | 0.25 | 4.31 | 0.01 | 0.17 |
| Assigned Interest | | 0.13 | 2.15 | | |
| Total Other Direct Costs | | 5.31 | 90.07 | 1.85 | 29.74 |
| Total Direct Costs Including Feed | | 27.65 | 469.44 | 32.26 | 514.97 |
| Return Over All Direct Costs | | 17.43 | 295.92 | 6.86 | 109.37 |
| Allocated Costs | | | | | |
| Actual Int Paid Less Int Assigned | | 2.14 | 36.33 | 2.16 | 34.48 |
| General Hired Labor | | 1.46 | 24.82 | 1.18 | 18.81 |
| Utilities & Miscellaneous | | 2.39 | 40.51 | 1.99 | 31.81 |
| Power & Machinery | –PCAF 0.93 | 1.14 | 19.44 | 1.28 | 20.45 |
| Livestock Equipment | –ECAF 0.93 | 1.45 | 24.57 | 1.85 | 29.52 |
| Building & Fences | –BCAF 0.93 | 2.34 | 39.76 | 1.34 | 21.38 |
| Total Allocated Costs | | 10.92 | 185.43 | 9.80 | 156.45 |
| Total Actual Listed Costs | | 38.57 | 654.87 | 42.06 | 671.42 |
| Return Over Actual Listed Costs | | 6.51 | 110.49 | –2.94 | –47.08 |

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

| | | | | |
|---|--------|--------|--------|--------|
| Total Costs Adj to 7% Min Interest | 41.03 | 696.61 | 44.67 | 712.90 |
| Return/Listed 7% Opportunity Interest | 4.05 | 68.75 | –5.55 | –88.56 |
| Return/\$100 Feed Fed | 201.74 | | 128.67 | |
| Ave. Weight Mkt. Hog Sold or Transfered | 205 | | 193 | |
| Price Received/Cwt. Market Hogs | 44.42 | | 45.02 | |
| Total No. Litters Farrowed | 184 | | 58 | |
| Litters/Sow/Year | 2.02 | | 1.57 | |
| No. Pigs Born/Litter | 10.3 | | 9.3 | |
| No. Pigs Wean/Litter | 8.77 | | 7.43 | |
| Pigs Produced/Sow/Year | 16.8 | | 10.5 | |
| Litters/Crate/Year | 8.4 | | 5.3 | |
| Pigs Weaned/Crate/Year | 73.3 | | 39.2 | |
| Pre–Weaning Death Loss Percent | 15.2 | | 20.5 | |
| Nursery Death Loss Percent | 3.1 | | 6.0 | |
| Market Death Loss Percent | 1.6 | | 3.2 | |
| Breeding Herd Death Loss | 3.0 | | 5.2 | |
| Total Death Loss Percent | 13.1 | | 15.8 | |
| Price/Cwt. Grain Mix Fed | 6.61 | | 6.58 | |
| Price/Cwt. Prot., Salt, Mineral | 14.77 | | 16.37 | |
| Pigs Sold–Transf/litter | 7.71 | | 8.09 | |
| Total Cost Including Family Living/Cwt. | 44.92 | | 49.47 | |

LIVESTOCK TABLES

YEAR END 1992

TABLE 11E - 6801 HOGS - COMBINED ENTERPRISE

| | | TOTAL | 15 FARMS AVERAGE PER CWT | /LITTER |
|-----------------------------------|---------|--------|-----------------------------|---------|
| Production | | 389835 | | 1373 |
| Net Increase in Value: Hogs | | 186844 | 47.93 | 657.90 |
| Other Miscellaneous Income | | | | |
| Total Value Produced | | 186844 | 47.93 | 657.90 |
| Feed Fed: Quantity & Cost | LBS/CWT | | | |
| Corn | 257.72 | 37172 | 9.54 | 130.89 |
| Other Grain | 2.24 | 396 | 0.10 | 1.39 |
| Complete Ration | 5.12 | 4842 | 1.24 | 17.05 |
| Protein, Salt, Mineral | 89.42 | 52335 | 13.42 | 184.28 |
| Total Grain Mix | 354.50 | 94745 | 24.30 | 333.61 |
| Forages | | | | |
| Pasture | | 1142 | 0.29 | 4.02 |
| Total Feed Cost | | 95887 | 24.59 | 337.63 |
| Return Over Feed Costs | | 90957 | 23.34 | 320.27 |
| Other Direct Costs | | | | |
| Veterinary | | 8022 | 2.06 | 28.25 |
| Breeding | | | | |
| Miscellaneous | | 4445 | 1.14 | 15.65 |
| Custom Work & Lease | | 5855 | 1.50 | 20.62 |
| Special Hired labor | | 1330 | 0.34 | 4.68 |
| Assigned Interest | | | | |
| Total Other Direct Costs | | 19652 | 5.04 | 69.20 |
| Total Direct Costs Including Feed | | 115539 | 29.63 | 406.83 |
| Return Over All Direct Costs | | 71305 | 18.30 | 251.07 |
| Allocated Costs | | | | |
| Actual Int Paid Less Int Assigned | | 5080 | 1.30 | 17.89 |
| General Hired Labor | | 7893 | 2.02 | 27.79 |
| Utilities & Miscellaneous | | 6918 | 1.77 | 24.36 |
| Power & Machinery -PCAF | | 4412 | 1.13 | 15.54 |
| Livestock Equipment -ECAF | | 6019 | 1.54 | 21.19 |
| Building & Fences -BCAF | | 8947 | 2.30 | 31.50 |
| Total Allocated Costs | | 39269 | 10.06 | 138.27 |
| Total Actual Listed Costs | | 154808 | 39.69 | 545.10 |
| Return Over Actual Listed Costs | | 32036 | 8.24 | 112.80 |

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

| | | | |
|--|--------|-------|--------|
| Total Costs Adj to 7% Min Interest | 165684 | 42.50 | 583.39 |
| Return/Listed 7% Opportunity Interest | 21160 | 5.43 | 74.51 |
| Return/\$100 Feed Fed | 194.86 | | |
| Ave. Weight/Mkt. Hog Sold or Transferred | 232.09 | | |
| Price Received/Cwt. Market Hogs | 44.27 | | |
| Total No. Litters Farrowed | 284 | | |
| Litters/Sow/Year | 2.03 | | |
| No. Pigs Born/Litter | 10.6 | | |
| No. Pigs Wean/Litter | 8.92 | | |
| No. Pigs Produced/Sow/Year | 17.5 | | |
| Litters/Crate/Year | 9.8 | | |
| Pigs Weaned/Crate/Year | 87.3 | | |
| Market Animal Death as % of Total Loss | 7.2 | | |
| Breeding Herd Death Loss | 4.7 | | |
| Price/Cwt. Grain Mix Fed | 6.86 | | |
| Price/Cwt. Protein, Salt, Mineral | 15.01 | | |
| Total Cost Including Family Living/Cwt. | 48.05 | | |

YEAR END 1992

LIVESTOCK TABLES

TABLE 11E - 6801A HOGS - COMBINED ENTERPRISE

| | | 8 FARMS HIGHS | | 7 FARM LOWS | |
|-----------------------------------|----------|---------------|---------|-------------|---------|
| | | PER CWT | /LITTER | PER CWT | /LITTER |
| Production | | | 1319 | | 1518 |
| Net Increase in Value: Hogs | | 49.19 | 648.91 | 44.82 | 680.42 |
| Other Miscellaneous Income | | | | | |
| Total Value Produced | | 49.19 | 648.91 | 44.82 | 680.42 |
| Feed Fed: Quantity & Cost | LBS/CWT. | | | | |
| Corn | 245.50 | 8.98 | 118.46 | 10.90 | 165.50 |
| Other Grain | 1.79 | 0.07 | 0.92 | 0.18 | 2.71 |
| Complete Ration | 6.22 | 1.49 | 19.68 | 0.63 | 9.52 |
| Protein, Salt, Mineral | 86.64 | 12.70 | 167.55 | 15.20 | 230.82 |
| Total Grain Mix | 340.15 | 23.24 | 306.61 | 26.91 | 408.55 |
| Forages | | | | | |
| Pasture | | 0.40 | 5.23 | 0.04 | 0.57 |
| Total Feed Cost | | 23.64 | 311.84 | 26.95 | 409.12 |
| Return Over Feed Costs | | 25.55 | 337.07 | 17.87 | 271.30 |
| Other Direct Costs | | | | | |
| Veterinary | | 2.20 | 29.01 | 1.71 | 25.96 |
| Breeding | | | | | |
| Miscellaneous | | 1.29 | 16.98 | 0.78 | 11.81 |
| Custom Work & Lease | | 1.51 | 19.93 | 1.48 | 22.46 |
| Special Hired labor | | 0.48 | 6.33 | | |
| Assigned Interest | | | | | |
| Total Other Direct Costs | | 5.48 | 72.25 | 3.97 | 60.23 |
| Total Direct Costs Including Feed | | 29.12 | 384.09 | 30.92 | 469.35 |
| Return Over All Direct Costs | | 20.07 | 264.82 | 13.90 | 211.07 |
| Allocated Costs | | | | | |
| Actual Int Paid Less Int Assigned | | 1.22 | 16.07 | 1.51 | 22.96 |
| General Hired Labor | | 2.24 | 29.54 | 1.50 | 22.72 |
| Utilities & Miscellaneous | | 1.71 | 22.58 | 1.93 | 29.29 |
| Power & Machinery | -PCAF | 1.17 | 15.50 | 1.03 | 15.58 |
| Livestock Equipment | -ECAF | 1.51 | 19.94 | 1.62 | 24.65 |
| Building & Fences | -BCAF | 2.39 | 31.52 | 2.06 | 31.30 |
| Total Allocated Costs | | 10.24 | 135.15 | 9.65 | 146.50 |
| Total Actual Listed Costs | | 39.36 | 519.24 | 40.57 | 615.85 |
| Return Over Actual Listed Costs | | 9.83 | 129.67 | 4.25 | 64.57 |

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

| | | | | |
|--|--------|--------|--------|--------|
| Total Costs Adj to 7% Min Interest | 42.31 | 558.13 | 42.97 | 652.32 |
| Return/Listed 7% Opportunity Interest | 6.88 | 90.78 | 1.85 | 28.10 |
| Return/\$100 Feed Fed | 208.09 | | 166.31 | |
| Ave. Weight/Mkt. Hog Sold or Transferred | 235.81 | | 223.99 | |
| Price Received/Cwt. Market Hogs | 44.82 | | 43.04 | |
| Total No. Litters Farrowed | 394 | | 159 | |
| Litters/Sow/Year | 2.07 | | 1.94 | |
| No. Pigs Born/Litter | 10.6 | | 10.8 | |
| No. Pigs Wean/Litter | 9.12 | | 8.31 | |
| No. Pigs Produced/Sow/Year | 18.4 | | 15.2 | |
| Litters/Crate/Year | 10.1 | | 9.4 | |
| Pigs Weaned/Crate/Year | 92.2 | | 77.7 | |
| Market Animal Death as % of Total Loss | 6.7 | | 8.2 | |
| Breeding Herd Death Loss | 4.0 | | 6.9 | |
| Price/Cwt. Grain Mix Fed | 6.83 | | 6.90 | |
| Price/Cwt. Protein, Salt, Mineral | 14.66 | | 15.79 | |
| Total Cost Including Family Living/Cwt. | 46.87 | | 48.88 | |

LIVESTOCK TABLES

YEAR END 1992

TABLE 12 - 6290A DAIRY COWS, COMMERCIAL, GENERAL

| | | HERD TOTAL | 214 FARMS AVERAGE PER COW | CWT MILK |
|--------------------------------------|-------------|------------|------------------------------|----------|
| Average Number of Cows | | 55.9 | | |
| Pounds of Milk | | | 16896 | |
| Pounds of Butterfat | | | 651 | |
| Percent of Butterfat in Milk | | | 3.85 | |
| Value of Produce | | | | |
| Dairy Products Sold | | | 2209.36 | |
| Dairy Products Used In Home | | | 2.86 | |
| Milk Fed to Livestock | | | 10.34 | |
| Net Increase in Value | | | -134.76 | |
| Other Miscellaneous Income | | | 1.43 | |
| Total Value Produced | | 116788 | 2089.23 | 12.37 |
| Feed Fed | LBS/COW | | | |
| Corn | 5689 | | 212.25 | 1.26 |
| Small Grain | 194 | | 9.52 | 0.06 |
| Complete Ration | 223 | | 15.64 | 0.09 |
| Protein, Salt, Mineral | 2731 | | 283.88 | 1.68 |
| Total Grain Mix | 8837 | | 521.29 | 3.09 |
| Legume Hay | 6189 | | 262.20 | 1.55 |
| Other Hay | 272 | | 9.95 | 0.06 |
| Haylage | 1817 | | 36.74 | 0.22 |
| Silage | 9349 | | 71.57 | 0.42 |
| Pasture | | | 3.45 | 0.02 |
| Total Feed Costs | | 50601 | 905.20 | 5.36 |
| Return Over Feed Cost | | 66187 | 1184.03 | 7.01 |
| Other Direct Costs | | | | |
| Veterinary | | | 60.88 | 0.36 |
| Breeding | | | 24.74 | 0.15 |
| Miscellaneous | | | 146.74 | 0.87 |
| Custom Work & Lease | | | 59.87 | 0.35 |
| Special Hired Labor | | | 4.81 | 0.03 |
| Assigned Interest | | | | |
| Total Other Direct Cost | | 16605 | 297.04 | 1.76 |
| Total Direct Costs | | 67206 | 1202.24 | 7.12 |
| Return Over All Direct | | 49582 | 886.99 | 5.25 |
| Allocated Costs | | | | |
| Interest Paid Less Interest Assigned | | 5310 | 94.99 | 0.56 |
| General Hired Labor | | 4995 | 89.36 | 0.53 |
| Utilities & Miscellaneous | | 5383 | 96.30 | 0.57 |
| Power & Machinery | -PCAF 1.00 | 4196 | 75.06 | 0.44 |
| Livestock Equipment | -ECAAF 1.00 | 4234 | 75.74 | 0.45 |
| Buildings/Fences | -BCAF 1.00 | 4373 | 78.24 | 0.46 |
| Total Allocated Costs | | 28491 | 509.69 | 3.01 |
| Total Listed Costs | | 95697 | 1711.93 | 10.13 |
| Return Over Listed Costs | | 21091 | 377.30 | 2.24 |

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

| | | | |
|--|--------|---------|-------|
| Total Costs Adj 7% Interest | 96958 | 1734.49 | 10.27 |
| Return/Listed 7% Oppt Interest | 19830 | 354.74 | 2.10 |
| Return/\$100 Feed Fed | 230.80 | | |
| LBS of Milk/LBS Grain Mix | 1.91 | | |
| Average Price/Cwt. Sold | 13.15 | | |
| Dairy Cow Turnover % | 39.4 | | |
| Approx Dry Matter/Cow | 47 | | |
| Total Cost Including Family Living/Cwt | 12.61 | | |

YEAR END 1992

LIVESTOCK TABLES

TABLE 12 - 6290A DAIRY COWS, COMMERCIAL, GENERAL

| | | 43 FARMS HIGHS | | 43 FARMS LOWS |
|--------------------------------------|------------|----------------|---------|---------------|
| | PER COW | CWT MILK | PER COW | CWT MILK |
| Average Number of Cows | 58.6 | | 42 | |
| Pounds of Milk | 19887 | | 13555 | |
| Pounds of Butterfat | 877 | | 484 | |
| Percent of Butterfat in Milk | 4.41 | | 3.57 | |
| Value of Produce | | | | |
| Dairy Products Sold | 2609.16 | | 1728.62 | |
| Dairy Products Used In Home | 3.50 | | 2.31 | |
| Milk Fed to Livestock | 12.94 | | 13.33 | |
| Net Increase in Value | -100.44 | | -174.17 | |
| Other Miscellaneous Income | 1.26 | | 0.38 | |
| Total Value Produced | 2526.42 | 12.70 | 1570.47 | 11.59 |
| Feed Fed | LBS/COW | | | |
| Corn | 5634 | 203.50 | 207.24 | 1.53 |
| Small Grain | 130 | 7.42 | 14.50 | 0.11 |
| Complete Ration | 24 | 2.76 | 19.14 | 0.14 |
| Protein, Salt, Mineral | 2928 | 354.27 | 220.38 | 1.63 |
| Total Grain Mix | 8716 | 567.95 | 461.26 | 3.41 |
| Legume Hay | 6082 | 248.91 | 290.98 | 2.15 |
| Other Hay | 177 | 5.49 | 22.14 | 0.16 |
| Haylage | 1386 | 32.34 | 51.74 | 0.38 |
| Silage | 8880 | 67.27 | 82.83 | 0.61 |
| Pasture | | 4.64 | 5.29 | 0.04 |
| Total Feed Costs | | 926.60 | 914.24 | 6.75 |
| Return Over Feed Cost | | 1599.82 | 656.23 | 4.84 |
| Other Direct Costs | | | | |
| Veterinary | | 67.13 | 46.88 | 0.35 |
| Breeding | | 31.89 | 16.74 | 0.12 |
| Miscellaneous | | 172.58 | 136.74 | 1.01 |
| Custom Work & Lease | | 62.92 | 56.55 | 0.42 |
| Special Hired Labor | | 0.60 | 3.79 | 0.03 |
| Assigned Interest | | | 0.05 | |
| Total Other Direct Cost | | 335.12 | 260.75 | 1.93 |
| Total Direct Costs | | 1261.72 | 1174.99 | 8.68 |
| Return Over All Direct | | 1264.70 | 395.48 | 2.91 |
| Allocated Costs | | | | |
| Interest Paid Less Interest Assigned | | 82.73 | 102.95 | 0.76 |
| General Hired Labor | | 121.89 | 66.83 | 0.49 |
| Utilities & Miscellaneous | | 111.16 | 100.26 | 0.74 |
| Power & Machinery | -PCAF 0.99 | 73.04 | 77.19 | 0.57 |
| Livestock Equipment | -ECAF 0.99 | 83.25 | 60.52 | 0.45 |
| Buildings/Fences | -BCAF 0.99 | 98.75 | 57.37 | 0.42 |
| Total Allocated Costs | | 570.82 | 465.12 | 3.43 |
| Total Listed Costs | | 1832.54 | 1640.11 | 12.11 |
| Return Over Listed Costs | | 693.88 | -69.64 | -0.52 |

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

| | | | | |
|---|---------|------|---------|-------|
| Total Costs Adj 7% Interest | 1881.79 | 9.46 | 1642.86 | 12.12 |
| Return/Listed 7% Oppt Interest | 644.63 | 3.24 | -72.39 | -0.53 |
| Return/\$100 Feed Fed | 272.65 | | 171.78 | |
| LBS of Milk/LBS Grain Mix | 2.28 | | 1.81 | |
| Average Price/Cwt. Sold | 13.21 | | 12.86 | |
| Dairy Cow Turnover % | 41.0 | | 42.9 | |
| Approx Dry Matter/Cow | 45 | | 49 | |
| Total Cost Including Family Living/Cwt. | 11.08 | | 15.30 | |

LIVESTOCK TABLES

YEAR END 1992

TABLE 13 - 6310A OTHER DAIRY/COMMERCIAL REPLACEMENT

| | HERD TOTAL | 133 FARMS AVERAGE PER HEAD |
|--------------------------------------|------------|-------------------------------|
| Average Number of Head | 70.9 | |
| Net Increase in Value | | 357.5 |
| Other Miscellaneous Income | | 2.17 |
| Total Value Produced | 25501 | 359.67 |
| Feed Fed: Qty & Cost | LBS/HEAD | |
| Corn | 982 | 36.80 |
| Other Grain | 106 | 4.26 |
| Complete Ration | 46 | 5.97 |
| Protein, Salt, Mineral | 320 | 38.07 |
| Total Grain Mix | 1454 | 85.10 |
| Legume Hay | 1854 | 77.28 |
| Other Dry Hay & Roughage | 222 | 5.54 |
| Haylage | 317 | 7.26 |
| Silage | 5174 | 44.32 |
| Milk | 65 | 8.62 |
| Pasture | | 2.13 |
| Total Feed Costs | 16324 | 230.25 |
| Return Over Feed Cost | 9177 | 129.42 |
| Other Direct Costs | | |
| Veterinary | | 9.72 |
| Breeding | | 4.26 |
| Miscellaneous | | 13.67 |
| Custom Work & Lease Expense | | 4.99 |
| Special Hired Labor | | 0.01 |
| Assigned Interest | | |
| Total Other Direct Costs | 2315 | 32.65 |
| Total Direct Costs Including Feed | 18639 | 262.90 |
| Return Over All Direct Costs | 6862 | 96.77 |
| Allocated Costs | | |
| Interest Paid Less Interest Assigned | 1077 | 15.19 |
| General Hired Labor | | 13.19 |
| Utilities & Miscellaneous | | 14.43 |
| Power & Machinery -PCAF 1.00 | | 11.53 |
| Livestock Equipment -ECAAF 1.00 | | 11.85 |
| Building/Fences -BCAF 1.00 | | 12.91 |
| Total Allocated Costs | 5608 | 79.10 |
| Total Actual Listed Costs | 24247 | 342.00 |
| Return Over Actual Listed | 1254 | 17.67 |

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

| | | |
|---|--------|--------|
| Total Costs Adj 7% Interest | 23753 | 335.02 |
| Return/Listed 7% Opportunity Interest | 1748 | 24.65 |
| Return/\$100 Feed Fed | 156.22 | |
| Percent Calf Death Loss | 11.54 | |
| Total Cost Including Family Living/Head | 413.76 | |

YEAR END 1992

LIVESTOCK TABLES

TABLE 13 - 6310A OTHER DAIRY/COMMERCIAL REPLACEMENT

| | 27 FARMS HIGHS | | 27 FARMS LOWS | |
|----------------------------|----------------|----------|---------------|----------|
| | HRD TOTAL | PER HEAD | HRD TOTAL | PER HEAD |
| Average Number of Head | 57.7 | | 111 | |
| Net Increase in Value | | 569.83 | | 157.83 |
| Other Miscellaneous Income | | 13.14 | | |
| Total Value Produced | 33637 | 582.97 | 17519 | 157.83 |

| Feed Fed: Qty & Cost | LBS/HEAD | | LBS/HEAD | |
|--------------------------------------|----------|--------|----------|---------|
| Corn | 802 | 30.42 | 758 | 28.52 |
| Other Grain | 129 | 5.20 | 55 | 2.27 |
| Complete Ration | 32 | 2.72 | 31 | 2.68 |
| Protein, Salt, Mineral | 187 | 35.62 | 239 | 38.36 |
| Total Grain Mix | 1150 | 73.96 | 1083 | 71.83 |
| Legume Hay | 1873 | 77.59 | 1332 | 56.49 |
| Other Dry Hay & Rougha | 37 | 0.45 | 122 | 1.95 |
| Haylage | 486 | 11.87 | 515 | 12.08 |
| Silage | 5397 | 44.47 | 4211 | 43.14 |
| Milk | 16 | 1.99 | 76 | 11.24 |
| Pasture | | 2.63 | | 1.83 |
| Total Feed Costs | 12288 | 212.96 | 22040 | 198.56 |
| Return Over Feed Cost | 21349 | 370.01 | -4521 | -40.73 |
| Other Direct Costs | | | | |
| Veterinary | | 19.45 | | 7.24 |
| Breeding | | 4.63 | | 2.37 |
| Miscellaneous | | 19.48 | | 8.55 |
| Custom Work & Lease Expense | | 10.43 | | 3.77 |
| Special Hired Labor | | | | |
| Assigned Interest | | | | |
| Total Other Direct Costs | 3115 | 53.99 | 2434 | 21.93 |
| Total Direct Costs Including Feed | 15403 | 266.95 | 24474 | 220.49 |
| Return Over All Direct Costs | 18234 | 316.02 | -6955 | -62.66 |
| Allocated Costs | | | | |
| Interest Paid Less Interest Assigned | 968 | 16.78 | 1261 | 11.36 |
| General Hired Labor | | 19.39 | | 7.63 |
| Utilities & Miscellaneous | | 17.33 | | 10.83 |
| Power & Machinery -PCAF 1.00 | | 12.81 | | 9.67 |
| Livestock Equipment -ECAF 1.00 | | 15.66 | | 9.17 |
| Building/Fences -BCAF 1.00 | | 16.05 | | 10.21 |
| Total Allocated Costs | 5656 | 98.02 | 6535 | 58.87 |
| Total Actual Listed Costs | 21059 | 364.97 | 31009 | 279.36 |
| Return Over Actual Listed | 12578 | 218.00 | -13490 | -121.53 |

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

| | | | | |
|---|--------|--------|--------|---------|
| Total Costs Adj 7% Interest | 20797 | 360.43 | 30665 | 276.26 |
| Return/Listed 7% Opportunity Interest | 12840 | 222.54 | -13146 | -118.43 |
| Return/\$100 Feed Fed | 273.74 | | 79.49 | |
| Percent Calf Death Loss | 10.00 | | 14.14 | |
| Total Cost Including Family Living/Head | 428.44 | | 353.45 | |

LIVESTOCK TABLES

YEAR END 1992

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

90 FARMS AVERAGE

| | HERD TOTAL | PER HEAD |
|--|-------------------|-----------------|
| Average Number of Head | 65.7 | |
| Net Increase in Value | | 432.01 |
| Other Miscellaneous Income | | 0.35 |
| Total Value Produced | 28406 | 432.36 |
| Feed Fed: Qty & Cost | LBS/HEAD | |
| Corn | 1553 | 58.98 |
| Other Grain | 167 | 8.10 |
| Complete Ration | 76 | 7.79 |
| Protein, Salt, Mineral | 318 | 53.09 |
| Total Grain Mix | 2114 | 127.96 |
| Legume Hay | 2110 | 84.51 |
| Other Dry Hay & Roughage | 489 | 11.83 |
| Haylage | 183 | 3.88 |
| Silage | 4972 | 35.34 |
| Milk | 55 | 6.88 |
| Pasture | | 1.63 |
| Total Feed Costs | 17872 | 272.03 |
| Return Over Feed Cost | 10534 | 160.33 |
| Other Direct Costs | | |
| Veterinary | | 10.26 |
| Breeding | | 3.64 |
| Miscellaneous | | 14.54 |
| Custom Work & Lease Expense | | 4.82 |
| Special Hired Labor | | 0.02 |
| Assigned Interest | | |
| Total Other Direct Costs | 2186 | 33.28 |
| Total Direct Costs Including Feed | 20058 | 305.31 |
| Return Over All Direct Costs | 8348 | 127.05 |
| Allocated Costs | | |
| Interest Paid Less Interest Assigned | 1089 | 16.58 |
| General Hired Labor | | 17.55 |
| Utilities & Miscellaneous | | 18.72 |
| Power & Machinery –PCAF 1.00 | | 13.83 |
| Livestock Equipment –ECAF 1.00 | | 11.66 |
| Building/Fences –BCAF 1.00 | | 14.38 |
| Total Allocated Costs | 6091 | 92.72 |
| Total Actual Listed Costs | 26149 | 398.03 |
| Return Over Actual Listed | 2257 | 34.33 |

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

| | | |
|---|--------|--------|
| Total Costs Adj 7% Interest | 25367 | 386.10 |
| Return/Listed 7% Opportunity Interest | 3039 | 46.26 |
| Return/\$100 Feed Fed | 158.94 | |
| Percent Calf Death Loss | 13.27 | |
| Total Cost Including Family Living/Head | 469.79 | |

YEAR END 1992

LIVESTOCK TABLES

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

| | 18 FARMS HIGHS | | 18 FARMS LOWS | |
|--------------------------------------|----------------|----------|---------------|----------|
| | HRD TOTAL | PER HEAD | HRD TOTAL | PER HEAD |
| Average Number of Head | 69.2 | | 50.2 | |
| Net Increase in Value | | 579.44 | | 243.80 |
| Other Miscellaneous Income | | 1.13 | | 0.16 |
| Total Value Produced | 40175 | 580.57 | 12247 | 243.96 |
| Feed Fed: Qty & Cost | LBS/HEAD | | LBS/HEAD | |
| Corn | 1344 | 50.20 | 1525 | 58.41 |
| Other Grain | 128 | 5.20 | 301 | 24.32 |
| Complete Ration | 254 | 14.91 | 34 | 4.56 |
| Protein, Salt, Mineral | 257 | 43.19 | 229 | 38.25 |
| Total Grain Mix | 1983 | 113.50 | 2089 | 125.54 |
| Legume Hay | 1813 | 73.06 | 2158 | 86.79 |
| Other Dry Hay & Roughage | 234 | 3.41 | 1134 | 29.26 |
| Haylage | 402 | 7.67 | 301 | 8.19 |
| Silage | 4017 | 31.45 | 3602 | 27.35 |
| Milk | 30 | 3.61 | 109 | 14.14 |
| Pasture | | 1.40 | | 2.37 |
| Total Feed Costs | 16201 | 234.10 | 14741 | 293.64 |
| Return Over Feed Cost | 23974 | 346.47 | -2494 | -49.68 |
| Other Direct Costs | | | | |
| Veterinary | | 11.94 | | 8.57 |
| Breeding | | 2.95 | | 3.57 |
| Miscellaneous | | 21.13 | | 13.82 |
| Custom Work & Lease Expense | | 5.23 | | 6.20 |
| Special Hired Labor | | | | |
| Assigned Interest | | | | |
| Total Other Direct Costs | 2854 | 41.25 | 1614 | 32.16 |
| Total Direct Costs Including Feed | 19055 | 275.35 | 16355 | 325.80 |
| Return Over All Direct Costs | 21120 | 305.22 | -4108 | -81.84 |
| Allocated Costs | | | | |
| Interest Paid Less Interest Assigned | 1014 | 14.65 | 893 | 17.79 |
| General Hired Labor | | 29.90 | | 21.00 |
| Utilities & Miscellaneous | | 17.89 | | 17.75 |
| Power & Machinery - PCAF 0.98 | | 12.48 | | 14.10 |
| Livestock Equipment - ECAF 0.98 | | 7.78 | | 14.72 |
| Building/Fences - BCAF 0.98 | | 16.33 | | 13.01 |
| Total Allocated Costs | 6853 | 99.03 | 4938 | 98.37 |
| Total Actual Listed Costs | 25908 | 374.38 | 21293 | 424.17 |
| Return Over Actual Listed | 14267 | 206.19 | -9046 | -180.21 |

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

| | | | | |
|---------------------------------------|--------|--------|--------|---------|
| Total Costs Adj 7% Interest | 24931 | 360.27 | 20304 | 404.46 |
| Return/Listed 7% Opportunity Interest | 15244 | 220.30 | -8057 | -160.50 |
| Return/\$100 Feed Fed | 247.98 | | 83.08 | |
| Percent Calf Death Loss | 11.40 | | 15.16 | |
| Total Cost Including Family Living/HD | 437.85 | | 498.26 | |

LIVESTOCK TABLES

YEAR END 1992

TABLE 14 - 6321 ALL DAIRY + DUAL PURPOSE CATTLE

| | HERD TOTAL 56 | 211 FARMS AVERAGE PER COW | CWT MILK |
|--------------------------------------|------------------|------------------------------|----------|
| Average Number of Cows | | | |
| Pounds of Milk | | 16893.20 | |
| Pounds of Butterfat | | 651.14 | |
| Percent of Butterfat in Milk | | 3.85 | |
| Value of Produce | | | |
| Dairy Products Sold | | 2209.04 | |
| Dairy Products Used In Home | | 2.89 | |
| Milk Fed to Livestock | | 10.55 | |
| Net Increase in Value | | 350.86 | |
| Other Miscellaneous Income | | 3.23 | |
| Total Value Produced | 144288 | 2576.57 | 15.25 |
| Feed Fed LBS/COW | | | |
| Corn | 7171 | 267.93 | 1.59 |
| Small Grain | 359 | 16.80 | 0.10 |
| Complete Ration | 289 | 23.75 | 0.14 |
| Protein, Salt, Mineral | 3161 | 350.59 | 2.08 |
| Total Grain Mix | 10980 | 659.07 | 3.91 |
| Legume Hay | 8571 | 359.71 | 2.13 |
| Other Hay | 656 | 19.14 | 0.11 |
| Haylage | 2152 | 44.38 | 0.26 |
| Silage | 15718 | 122.84 | 0.73 |
| Pasture | | 6.00 | 0.04 |
| Total Feed Costs | 67824 | 1211.14 | 7.18 |
| Return Over Feed Cost | 76464 | 1365.43 | 8.07 |
| Other Direct Costs | | | |
| Veterinary | | 73.71 | 0.44 |
| Breeding | | 30.23 | 0.18 |
| Miscellaneous | | 164.79 | 0.98 |
| Custom Work & Lease | | 66.75 | 0.40 |
| Special Hired Labor | | 4.89 | 0.03 |
| Assigned Interest | | | |
| Total Other Direct Cost | 19061 | 340.37 | 2.03 |
| Total Direct Costs | 86885 | 1551.51 | 9.21 |
| Return Over All Direct | 57403 | 1025.06 | 6.04 |
| Allocated Costs | | | |
| Interest Paid Less Interest Assigned | | 111.30 | 0.66 |
| General Hired Labor | | 106.96 | 0.63 |
| Utilities & Miscellaneous | | 115.07 | 0.68 |
| Power & Machinery -PCAF | | 89.72 | 0.53 |
| Livestock Equipment -ECAF | | 90.62 | 0.54 |
| Buildings/Fences -BCAF | | 92.36 | 0.55 |
| Total Allocated Costs | 33937 | 606.03 | 3.59 |
| Total Listed Costs | 120822 | 2157.54 | 12.80 |
| Return Over Listed Costs | 23466 | 419.03 | 2.45 |

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

| | | | |
|---|---------|---------|-------|
| Total Costs Adj 7% Interest | 121785 | 2174.73 | 12.87 |
| Return/Listed 7% Opportunity Interest | 22503 | 401.84 | 2.38 |
| Return/\$100 Feed Fed | 213 | | |
| LBS of Milk/LBS Grain Mix | 1.54 | | |
| Average Price/Cwt. Sold | 13.16 | | |
| Dairy Cow Turnover % | 39.29 | | |
| Approx Dry Matter/Cow | 65 | | |
| Percent Calf Death Loss | 12.2 | | |
| Total Investment/Cow | 7179.43 | | |
| Total Debt/Cow | 3799.38 | | |
| Total Cost Including Family Living/Cwt. | 15.76 | | |

YEAR END 1992

LIVESTOCK TABLES

TABLE 14 - 6321 ALL DAIRY + DUAL PURPOSE CATTLE

| | 42 FARMS HIGHS | | 42 FARMS LOWS | |
|--------------------------------------|----------------|----------|---------------|----------|
| | PER COW | CWT MILK | PER COW | CWT MILK |
| Average Number of Cows | 57.5 | | 46 | |
| Pounds of Milk | 19539.41 | | 13715.70 | |
| Pounds of Butterfat | 868.66 | | 479.69 | |
| Percent of Butterfat in Milk | 4.45 | | 3.50 | |
| Value of Produce | | | | |
| Dairy Products Sold | 2572.89 | | 1750.43 | |
| Dairy Products Used In Home | 2.12 | | 2.59 | |
| Milk Fed to Livestock | 9.48 | | 17.07 | |
| Net Increase in Value | 515.30 | | 183.13 | |
| Other Miscellaneous Income | 10.97 | | 0.63 | |
| Total Value Produced | 3110.76 | 15.92 | 1953.85 | 14.25 |
| Feed Fed | LBS/COW | | LBS/COW | |
| Corn | 6986 | 253.83 | 7152 | 269.85 |
| Small Grain | 423 | 22.12 | 444 | 22.91 |
| Complete Ration | 117 | 12.54 | 358 | 31.54 |
| Protein, Salt, Mineral | 3260 | 414.00 | 1636 | 266.30 |
| Total Grain Mix | 10786 | 702.49 | 9590 | 590.60 |
| Legume Hay | 7513 | 300.52 | 9244 | 382.28 |
| Other Hay | 647 | 20.02 | 952 | 29.07 |
| Haylage | 3098 | 65.63 | 2658 | 65.00 |
| Silage | 15923 | 122.97 | 18604 | 135.65 |
| Pasture | | 4.19 | | 9.54 |
| Total Feed Costs | 1215.82 | 6.22 | 1212.14 | 8.84 |
| Return Over Feed Cost | 1894.94 | 9.70 | 741.71 | 5.41 |
| Other Direct Costs | | | | |
| Veterinary | 89.50 | 0.46 | 51.50 | 0.38 |
| Breeding | 43.50 | 0.22 | 21.57 | 0.16 |
| Miscellaneous | 198.64 | 1.02 | 145.26 | 1.06 |
| Custom Work & Lease Expense | 81.91 | 0.42 | 59.87 | 0.44 |
| Special Hired Labor | | | 1.22 | 0.01 |
| Assigned Interest | | | 0.04 | |
| Total Other Direct Cost | 413.55 | 2.12 | 279.46 | 2.05 |
| Total Direct Costs | 1629.37 | 8.34 | 1491.60 | 10.89 |
| Return Over All Direct | 1481.39 | 7.58 | 462.25 | 3.36 |
| Allocated Costs | | | | |
| Interest Paid Less Interest Assigned | 95.57 | 0.49 | 114.26 | 0.83 |
| General Hired Labor | 140.00 | 0.72 | 67.07 | 0.49 |
| Utilities & Miscellaneous | 140.92 | 0.72 | 114.41 | 0.83 |
| Power & Machinery -PCAF | 96.20 | 0.49 | 96.84 | 0.71 |
| Livestock Equipment -ECAF | 102.08 | 0.52 | 64.12 | 0.47 |
| Buildings/Fences -BCAF | 115.86 | 0.59 | 71.30 | 0.52 |
| Total Allocated Costs | 690.63 | 3.53 | 528.00 | 3.85 |
| Total Listed Costs | 2320.00 | 11.87 | 2019.60 | 14.74 |
| Return Over Listed Costs | 790.76 | 4.05 | -65.75 | -0.49 |

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

| | | | | |
|---|---------|-------|---------|-------|
| Total Costs Adj 7% Interest | 2371.65 | 12.14 | 2024.43 | 14.76 |
| Return/Listed 7% Opportunity Interest | 739.11 | 3.78 | -70.58 | -0.51 |
| Return/\$100 Feed Fed | 256 | | 161 | |
| LBS of Milk/LBS Grain Mix | 1.81 | | 1.43 | |
| Average Price/Cwt. Sold | 13.24 | | 12.89 | |
| Dairy Cow Turnover % | 41.74 | | 41.30 | |
| Approx Dry Matter/Cow | 63 | | 67 | |
| Percent Calf Death Loss | 11.2 | | 14.5 | |
| Total Investment/Cow | 8757.36 | | 6270.52 | |
| Total Debt/Cow | 3741.30 | | 3988.13 | |
| Total Cost Including Family Living/Cwt. | 14.17 | | 18.45 | |

LIVESTOCK TABLES

YEAR END 1992

TABLE 15 – 6100A BEEF COW HERD/COMMERCIAL

| | | 48 FARMS AVERAGE | |
|------------------------------------|------------|------------------|---------|
| | | HERD TOTAL | PER COW |
| Average Number of Beef Cows | | 41.2 | |
| Average Number of Other Beef/Bulls | | 27.4 | |
| Pounds of Beef Produced | | 22571 | |
| Net Increase in Value: Beef | | 18585 | 451.09 |
| Other Miscellaneous Income | | 367 | 8.91 |
| Total Value Produced | | 18952 | 460.00 |
| Feed Fed: Quantity & Cost | LBS/COW | | |
| Grain | 637.1 | | 24.98 |
| Protein, Salt, Mineral | 269.7 | | 23.96 |
| Legume Hay | 3277.3 | | 125.73 |
| Other Dry Hay & Roughage | 1303.3 | | 30.36 |
| Silage | 3828.2 | | 28.13 |
| Haylage | 65.7 | | 0.58 |
| Pasture | | | 22.11 |
| Total Feed Cost | | 10541 | 255.85 |
| Return Over Feed Costs | | 8411 | 204.15 |
| Other Direct Costs | | | |
| Veterinary | | | 17.16 |
| Breeding | | | 6.43 |
| Miscellaneous | | | 19.71 |
| Custom Work & Lease Expense | | | 3.47 |
| Special Hired labor | | | 0.02 |
| Assigned Interest | | | |
| Total Other Direct Costs | | 1928 | 46.79 |
| Total Direct Costs Including Feed | | 12469 | 302.64 |
| Return Over All Direct Costs | | 6483 | 157.36 |
| Allocated Costs | | | |
| Actual Int Paid Less Int Assigned | | | 38.30 |
| General Hired Labor | | | 9.17 |
| Utilities & Miscellaneous | | | 22.69 |
| Power & Machinery | –PCAF 0.96 | | 14.21 |
| Livestock Equipment | –ECAF 0.96 | | 21.00 |
| Building & Fences | –BCAF 0.96 | | 17.41 |
| Total Allocated Costs | | 5058 | 122.78 |
| Total Actual Listed Costs | | 17527 | 425.42 |
| Return Over Actual Listed Costs | | 1425 | 34.58 |

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

| | | |
|--|--------|--------|
| Total Costs Adj to 7% Min Interest | 19242 | 467.04 |
| Return/Listed 7% Opportunity Interest | –290 | –7.04 |
| Return/\$100 Feed Fed | 179.79 | |
| \$/Cwt Breeding Animals Sold | 74.97 | |
| Average Weight of Animals Sold | 842.11 | |
| Number of Head Bought | 3 | |
| Percent Death Loss | 4.0 | |
| Price/Cwt Calf Sold/Transfer | 74.20 | |
| Average Weight Calf Sold/Transfer | 447 | |
| Percent Calf Crop Born | 88.1 | |
| Percent Calf Crop Weaned | 83.33 | |
| Percent Calf Death Loss | 5.4 | |
| Cull Income/Breeding Cow | 167.23 | |
| Hay Equivalent/Cow | 2.93 | |
| Corn Equivalent/Cow | 11.38 | |
| Total Cost Including Family Living/Cow | 515.12 | |

YEAR END 1992

LIVESTOCK TABLES

TABLE 15 - 6100A BEEF COW HERD/COMMERCIAL

| | | 16 FARMS HIGHS PER COW | 16 FARMS LOWS PER COW |
|------------------------------------|---------|---------------------------|--------------------------|
| Average Number of Beef Cows | | 44.3 | 33.2 |
| Average Number of Other Beef/Bulls | | 31.3 | 19.7 |
| Pounds of Beef Produced | | 34816 | 11218 |
| Net Increase in Value: Beef | | 644.92 | 258.16 |
| Other Miscellaneous Income | | 21.49 | |
| Total Value Produced | | 666.41 | 258.16 |
| Feed Fed: Quantity & Cost | LBS/COW | | LBS/COW |
| Grain | 755.1 | 29.53 | 363.8 |
| Protein, Salt, Mineral | 576.6 | 32.30 | 94.1 |
| Legume Hay | 1813.8 | 66.19 | 4039.2 |
| Other Dry Hay & Roughage | 2500.3 | 58.58 | 473.6 |
| Silage | 5446.7 | 38.47 | 3987.2 |
| Haylage | 183.4 | 1.65 | |
| Pasture | | 19.89 | 26.78 |
| Total Feed Cost | | 246.61 | 263.11 |
| Return Over Feed Costs | | 419.80 | -4.95 |
| Other Direct Costs | | | |
| Veterinary | | 28.35 | 13.70 |
| Breeding | | 13.21 | 1.42 |
| Miscellaneous | | 46.59 | 5.48 |
| Custom Work & Lease Expense | | 4.40 | 4.19 |
| Special Hired labor | | | |
| Assigned Interest | | | |
| Total Other Direct Costs | | 92.55 | 24.79 |
| Total Direct Costs Including Feed | | 339.16 | 287.90 |
| Return Over All Direct Costs | | 327.25 | -29.74 |
| Allocated Costs | | | |
| Actual Int Paid Less Int Assigned | | 44.67 | 41.96 |
| General Hired Labor | | 11.31 | 3.98 |
| Utilities & Miscellaneous | | 21.81 | 25.12 |
| Power & Machinery -PCAF 0.96 | | 12.66 | 14.21 |
| Livestock Equipment -ECAF 0.96 | | 24.60 | 20.76 |
| Building & Fences -BCAF 0.96 | | 13.09 | 16.61 |
| Total Allocated Costs | | 128.14 | 122.64 |
| Total Actual Listed Costs | | 467.30 | 410.54 |
| Return Over Actual Listed Costs | | 199.11 | -152.38 |

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

| | | |
|--|--------|---------|
| Total Costs Adj to 7% Min Interest | 513.48 | 439.79 |
| Return/Listed 7% Opportunity Interest | 152.93 | -181.63 |
| Return/\$100 Feed Fed | 270.25 | 98.12 |
| \$/Cwt Breeding Animals Sold | 96.67 | 59.22 |
| Average Weight of Animals Sold | 811.26 | 695.27 |
| Number of Head Bought | 5 | 3 |
| Percent Death Loss | 3.5 | 6.3 |
| Price/Cwt Calf Sold/Transfer | 64.62 | 78.06 |
| Average Weight Calf Sold/Transfer | 360 | 543 |
| Percent Calf Crop Born | 83.3 | 93.9 |
| Percent Calf Crop Weaned | 81.25 | 87.88 |
| Percent Calf Death Loss | 5.0 | 12.9 |
| Cull Income/Breeding Cow | 290.95 | 101.6 |
| Hay Equivalent/Cow | 3.06 | 2.92 |
| Corn Equivalent/Cow | 13.48 | 6.50 |
| Total Cost Including Family Living/Cow | 546.64 | 503.15 |

LIVESTOCK TABLES

YEAR END 1992

TABLE 15B 6140A BEEF FEEDLOT

60 FARMS AVERAGE

| | TOTAL | PER CWT | PER HEAD |
|-----------------------------------|---------|---------|----------|
| Average Number of Animals | 42.8 | | |
| Pounds of Animal Produced | 37448 | | |
| Net Increase in Value: Animals | 22493 | 60.06 | 525.54 |
| Other Miscellaneous Income | 236 | 0.63 | 5.51 |
| Total Value Produced | 22729 | 60.69 | 531.05 |
| Feed Fed: Quantity & Cost | LBS/CWT | | |
| Corn | 598.9 | 22.54 | 197.20 |
| Small Grain Min | 4.5 | 0.15 | 1.29 |
| Complete Rations | 3.4 | 0.42 | 3.71 |
| Protein, Salt, Mineral | 63.8 | 8.51 | 74.49 |
| Legume Hay | 98.4 | 3.92 | 34.28 |
| Other Dry Hay & Roughage | 40.4 | 1.00 | 8.71 |
| Silage | 434.6 | 2.99 | 26.14 |
| Haylage | 8.8 | 0.10 | 0.89 |
| Pasture | | 0.22 | 1.92 |
| Total Feed Cost | 14921 | 39.85 | 348.63 |
| Return Over Feed Costs | 7808 | 20.84 | 182.42 |
| Other Direct Costs | | | |
| Veterinary | | 1.73 | 15.16 |
| Miscellaneous | | 1.14 | 9.95 |
| Custom Work & Lease Expense | | 1.24 | 10.84 |
| Special Hired labor | | | 0.02 |
| Assigned Interest | | 0.28 | 2.43 |
| Total Other Direct Costs | 1644 | 4.39 | 38.40 |
| Total Direct Costs Including Feed | 16565 | 44.24 | 387.03 |
| Return Over All Direct Costs | 6164 | 16.45 | 144.02 |
| Allocated Costs | | | |
| Actual Int Paid Less Int Assigned | | 3.79 | 33.20 |
| General Hired Labor | | 0.79 | 6.92 |
| Utilities & Miscellaneous | | 1.71 | 14.98 |
| Power & Machinery - PCAF 0.95 | | 1.15 | 10.04 |
| Livestock Equipment - ECAF 0.95 | | 1.65 | 14.44 |
| Building & Fences - BCAF 0.95 | | 1.44 | 12.59 |
| Total Allocated Costs | 3945 | 10.53 | 92.17 |
| Total Actual Listed Costs | 20510 | 54.77 | 479.20 |
| Return Over Actual Listed Costs | 2219 | 5.92 | 51.85 |

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

| | | | |
|---|--------|-------|--------|
| Total Costs Adj to 7% Min Interest | 22015 | 58.79 | 514.37 |
| Return/Listed 7% Opportunity Interest | 714 | 1.90 | 16.68 |
| Return/\$100 Feed Fed | 152.33 | | |
| Price/Cwt Sold | 70.84 | | |
| Average Weight of Cattle Sold | 1120 | | |
| Price/Cwt Bought | 89.06 | | |
| Average Weight Cattle Bought | 486 | | |
| Number of Head Bought | 39 | | |
| Percent Death Loss | 2.3 | | |
| Effective Daily Gain - Pounds/Head/Day | 2.40 | | |
| Hay Equivalent/Cwt | 0.14 | | |
| Corn Equivalent/Cwt | 10.78 | | |
| Total Cost Including Family Living/Cwt. | 61.95 | | |

YEAR END 1992

LIVESTOCK TABLES

TABLE 15B 6140A BEEF FEEDLOT

| | | 12 FARMS HIGHS | | 12 FARMS LOWS | |
|-----------------------------------|---------|----------------|----------|---------------|----------|
| | | PER CWT | PER HEAD | PER CWT | PER HEAD |
| Average Number of Animals | | 35.8 | | 27.5 | |
| Pounds of Animal Produced | | 25758 | | 17714 | |
| Net Increase in Value: Animals | | 77.42 | 557.04 | 50.72 | 326.69 |
| Other Miscellaneous Income | | | | | |
| Total Value Produced | | 77.42 | 557.04 | 50.72 | 326.69 |
| Feed Fed: Quantity & Cost | LBS/CWT | | | | |
| Corn | 582.0 | 21.78 | 156.68 | 987.7 | 240.07 |
| Small Grain Min | 0.9 | 0.04 | 0.28 | 5.4 | 1.49 |
| Complete Rations | 0.1 | 0.08 | 0.56 | 18.3 | 6.47 |
| Protein, Salt, Mineral | 94.3 | 5.33 | 38.35 | 115.5 | 122.55 |
| Legume Hay | 122.4 | 4.66 | 33.55 | 259.1 | 67.96 |
| Other Dry Hay & Roughage | 55.0 | 1.13 | 8.16 | 14.5 | 1.67 |
| Silage | 227.1 | 1.70 | 12.26 | 433.7 | 20.95 |
| Haylage | 9.1 | 0.08 | 0.59 | | |
| Pasture | | 0.56 | 4.02 | 0.36 | 2.29 |
| Total Feed Cost | | 35.36 | 254.45 | 71.94 | 463.45 |
| Return Over Feed Costs | | 42.06 | 302.59 | -21.22 | -136.76 |
| Other Direct Costs | | | | | |
| Veterinary | | 1.79 | 12.91 | 2.64 | 16.98 |
| Miscellaneous | | 1.68 | 12.09 | 3.24 | 20.87 |
| Custom Work & Lease Expense | | 0.92 | 6.59 | 1.48 | 9.56 |
| Special Hired labor | | | | | |
| Assigned Interest | | | | | |
| Total Other Direct Costs | | 4.39 | 31.59 | 7.36 | 47.41 |
| Total Direct Costs Including Feed | | 39.75 | 286.04 | 79.30 | 510.86 |
| Return Over All Direct Costs | | 37.67 | 271.00 | -28.58 | -184.17 |
| Allocated Costs | | | | | |
| Actual Int Paid Less Int Assigned | | 4.12 | 29.66 | 3.67 | 23.64 |
| General Hired Labor | | 0.91 | 6.56 | 0.75 | 4.84 |
| Utilities & Miscellaneous | | 2.63 | 18.94 | 2.02 | 13.02 |
| Power & Machinery -PCAF 0.92 | | 1.33 | 9.59 | 0.95 | 6.15 |
| Livestock Equipment -ECAF 0.92 | | 3.50 | 25.21 | 2.17 | 13.95 |
| Building & Fences -BCAF 0.92 | | 2.17 | 15.62 | 1.73 | 11.16 |
| Total Allocated Costs | | 14.66 | 105.58 | 11.29 | 72.76 |
| Total Actual Listed Costs | | 54.41 | 391.62 | 90.59 | 583.62 |
| Return Over Actual Listed Costs | | 23.01 | 165.42 | -39.87 | -256.93 |

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

| | | | | |
|--|--------|--------|--------|---------|
| Total Actual Listed Costs | 58.33 | 419.69 | 100.39 | 646.65 |
| Return/Listed 7% Opportunity Interest | 19.09 | 137.35 | -49.67 | -319.96 |
| Return/\$100 Feed Fed | 218.93 | | 70.49 | |
| Price/Cwt Sold | 76.19 | | 68.43 | |
| Average Weight of Cattle Sold | 965 | | 1075 | |
| Price/Cwt Bought | 73.49 | | 82.24 | |
| Average Weight Cattle Bought | 644 | | 465 | |
| Number of Head Bought | 30 | | 17 | |
| Percent Death Loss | 0.5 | | 7.0 | |
| Effective Daily Gain - Pounds/Head/Day | 1.97 | | 1.76 | |
| Hay Equivalent/Cwt | 0.13 | | 0.21 | |
| Corn Equivalent/Cwt | 10.41 | | 17.73 | |
| Total Cost Including Family Living/Cwt | 60.76 | | 98.00 | |

LIVESTOCK TABLES

YEAR END 1992

TABLE 15B 6148A DAIRY BEEF

34 FARMS AVERAGE

| | | TOTAL | PER CWT | PER HEAD |
|-----------------------------------|---------|-------|---------|----------|
| Average Number of Animals | | 54.1 | | |
| Pounds of Animal Produced | | 41061 | | |
| Net Increase in Value: Animals | | 24752 | 60.28 | 457.52 |
| Other Miscellaneous Income | | | | |
| Total Value Produced | | 24752 | 60.28 | 457.52 |
| Feed Fed: Quantity & Cost | LBS/CWT | | | |
| Corn | 540.4 | | 19.83 | 150.54 |
| Small Grain Min | 5.7 | | 0.21 | 1.57 |
| Complete Rations | 25.7 | | 3.16 | 23.97 |
| Protein, Salt, Mineral | 43.2 | | 7.07 | 53.62 |
| Legume Hay | 106.8 | | 5.30 | 40.26 |
| Other Dry Hay & Roughage | 37.3 | | 0.86 | 6.51 |
| Silage | 304.4 | | 2.33 | 17.65 |
| Haylage | 69.1 | | 0.94 | 7.17 |
| Pasture | | | 0.09 | 0.67 |
| Total Feed Cost | | 16336 | 39.79 | 301.96 |
| Return Over Feed Costs | | 8416 | 20.49 | 155.56 |
| Other Direct Costs | | | | |
| Veterinary | | | 1.67 | 12.70 |
| Miscellaneous | | | 1.05 | 7.95 |
| Custom Work & Lease Expense | | | 1.65 | 12.53 |
| Special Hired labor | | | | |
| Assigned Interest | | | | |
| Total Other Direct Costs | | 1795 | 4.37 | 33.18 |
| Total Direct Costs Including Feed | | 18131 | 44.16 | 335.14 |
| Return Over All Direct Costs | | 6621 | 16.12 | 122.38 |
| Allocated Costs | | | | |
| Actual Int Paid Less Int Assigned | | | 4.87 | 36.97 |
| General Hired Labor | | | 0.70 | 5.29 |
| Utilities & Miscellaneous | | | 1.97 | 14.95 |
| Power & Machinery -PCAF 1.00 | | | 1.07 | 8.12 |
| Livestock Equipment -ECAAF 1.00 | | | 1.97 | 14.95 |
| Building & Fences -BCAF 1.00 | | | 1.73 | 13.10 |
| Total Allocated Costs | | 5052 | 12.31 | 93.38 |
| Total Actual Listed Costs | | 23183 | 56.47 | 428.52 |
| Return Over Actual Listed Costs | | 1569 | 3.81 | 29.00 |

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

| | | | |
|---|--------|-------|--------|
| Total Costs Adj to 7% Min Interest | 23744 | 57.83 | 438.89 |
| Return/Listed 7% Opportunity Interest | 1008 | 2.45 | 18.63 |
| Return/\$100 Feed Fed | 151.52 | | |
| Price/Cwt Sold | 67.01 | | |
| Average Weight of Cattle Sold | 1078 | | |
| Price/Cwt Bought | 86.08 | | |
| Average Weight Cattle Bought | 311 | | |
| Number of Head Bought | 43 | | |
| Percent Death Loss | 4.0 | | |
| Effective Daily Gain -Pounds/Head/Day | 2.08 | | |
| Hay Equivalent/Cwt | 0.14 | | |
| Corn Equivalent/Cwt | 9.75 | | |
| Total Cost Including Family Living/Cwt. | 63.65 | | |

YEAR END 1992

LIVESTOCK TABLES

TABLE 15B 6148A DAIRY BEEF

| | | 11 FARMS HIGHS PER CWT PER HEAD | | 11 FARMS LOWS PER CWT PER HEAD | |
|-----------------------------------|---------|------------------------------------|--------|-----------------------------------|--------------|
| Average Number of Animals | | 45.4 | | 47.1 | |
| Pounds of Animal Produced | | 42351 | | 33437 | |
| Net Increase in Value: Animals | | 66.14 | 616.94 | 59.01 | 418.90 |
| Other Miscellaneous Income | | | | | |
| Total Value Produced | | 66.14 | 616.94 | 59.01 | 418.90 |
| Feed Fed: Quantity & Cost | LBS/CWT | | | LBS/CWT | |
| Corn | 528.3 | 19.17 | 178.81 | 535.6 | 19.00 134.88 |
| Small Grain Min | 2.6 | 0.10 | 0.95 | 6.8 | 0.27 1.89 |
| Complete Rations | 11.3 | 0.77 | 7.16 | 52.7 | 4.72 33.50 |
| Protein, Salt, Mineral | 43.7 | 7.13 | 66.54 | 67.0 | 10.19 72.31 |
| Legume Hay | 93.3 | 3.40 | 31.70 | 190.3 | 12.28 87.15 |
| Other Dry Hay & Roughage | 31.3 | 0.82 | 7.62 | 72.6 | 1.58 11.21 |
| Silage | 111.6 | 0.92 | 8.61 | 266.4 | 2.05 14.56 |
| Haylage | 70.3 | 1.40 | 13.11 | 43.8 | 0.35 2.48 |
| Pasture | | 0.26 | 2.44 | | |
| Total Feed Cost | | 33.97 | 316.94 | 50.44 | 357.98 |
| Return Over Feed Costs | | 32.17 | 300.00 | 8.57 | 60.92 |
| Other Direct Costs | | | | | |
| Veterinary | | 1.23 | 11.50 | 1.91 | 13.59 |
| Miscellaneous | | 0.70 | 6.56 | 1.88 | 13.31 |
| Custom Work & Lease Expense | | 1.84 | 17.18 | 1.43 | 10.13 |
| Special Hired labor | | | | | |
| Assigned Interest | | | | | |
| Total Other Direct Costs | | 3.77 | 35.24 | 5.22 | 37.03 |
| Total Direct Costs Including Feed | | 37.74 | 352.18 | 55.66 | 395.01 |
| Return Over All Direct Costs | | 28.40 | 264.76 | 3.35 | 23.89 |
| Allocated Costs | | | | | |
| Actual Int Paid Less Int Assigned | | 4.47 | 41.70 | 3.98 | 28.24 |
| General Hired Labor | | 0.48 | 4.47 | 1.32 | 9.41 |
| Utilities & Miscellaneous | | 1.82 | 17.00 | 2.19 | 15.54 |
| Power & Machinery -PCAF 1.00 | | 1.18 | 11.01 | 1.08 | 7.66 |
| Livestock Equipment -ECAF 1.00 | | 1.13 | 10.56 | 3.68 | 26.11 |
| Building & Fences -BCAF 1.00 | | 2.08 | 19.43 | 1.76 | 12.47 |
| Total Allocated Costs | | 11.16 | 104.17 | 14.01 | 99.43 |
| Total Actual Listed Costs | | 48.90 | 456.35 | 69.67 | 494.44 |
| Return Over Actual Listed Costs | | 17.24 | 160.59 | -10.66 | -75.54 |

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

| | | | | |
|--|--------|--------|--------|---------|
| Total Costs Adj to 7% Min Interest | 49.98 | 466.26 | 73.13 | 519.17 |
| Return/Listed 7% Opportunity Interest | 16.16 | 150.68 | -14.12 | -100.27 |
| Return/\$100 Feed Fed | 194.66 | | 117.01 | |
| Price/Cwt Sold | 65.93 | | 67.71 | |
| Average Weight of Cattle Sold | 1226 | | 1142 | |
| Price/Cwt Bought | 82.06 | | 78.57 | |
| Average Weight Cattle Bought | 384 | | 423 | |
| Number of Head Bought | 44 | | 27 | |
| Percent Death Loss | 3.8 | | 3.3 | |
| Effective Daily Gain - Pounds/Head/Day | 2.56 | | 1.94 | |
| Hay Equivalent/Cwt | 0.10 | | 0.19 | |
| Corn Equivalent/Cwt | 9.48 | | 9.69 | |
| Total Cost Including Family Living/Cwt | 55.25 | | 77.08 | |

LIVESTOCK TABLES

YEAR END 1992

TABLE 16 6670A SHEEP, FARM, COMMERCIAL

| | | FLOCK TOTAL | 10 FARMS AVERAGE PER EWE |
|-----------------------------------|---------|-------------|-----------------------------|
| Average Number of Ewes | | 69.1 | |
| Pounds of Lamb, Mutton Produced | | 9588 | |
| Pounds of Wool Produced | | 671 | |
| Value of Produce | | | |
| Wool | | | 11.17 |
| Net Increase in Value | | | 75.04 |
| Other Miscellaneous Income | | | |
| Total Value Produced | | 59.57 | 86.21 |
| Feed Fed: Quantity & Cost | LBS/EWE | | |
| Grain | 671.6 | | 26.24 |
| Protein, Salt, Mineral | 81.7 | | 14.91 |
| Legume Hay | 1145.3 | | 44.83 |
| Other Dry Hay & Roughage | 23.2 | | 0.17 |
| Silage | | | |
| Haylage | | | |
| Pasture | | | 3.52 |
| Total Feed Cost | | 6196 | 89.67 |
| Return Over Feed Costs | | -239 | -3.46 |
| Other Direct Costs | | | |
| Veterinary | | | 1.79 |
| Breeding | | | 0.04 |
| Miscellaneous | | | 4.53 |
| Custom Work | | | 3.18 |
| Lease Expense | | | |
| Special Hired labor | | | |
| Assigned Interest | | | |
| Total Other Direct Costs | | 660 | 9.54 |
| Total Direct Costs Including Feed | | 6856 | 99.21 |
| Return Over All Direct Costs | | -899 | -13.00 |
| Allocated Costs | | | |
| Actual Int Paid Less Int Assigned | | 589 | 8.52 |
| General Hired Labor | | | 1.74 |
| Utilities & Miscellaneous | | | 10.75 |
| Power & Machinery -PCAF 1.00 | | | 6.27 |
| Livestock Equipment -ECAF 1.00 | | | 5.80 |
| Buildings & Fences -BCAF 1.00 | | | 5.81 |
| Total Allocated Costs | | 2687 | 38.89 |
| Total Actual Listed Costs | | 9543 | 138.10 |
| Return Over Actual Listed Costs | | -3586 | -51.89 |

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

| | | |
|--|--------|--------|
| Total Costs Adj to 7% Min Interest | 10266 | 148.57 |
| Return/Listed 7% Opportunity Interest | -4309 | -62.36 |
| Return/\$100 Feed Fed | 96.14 | |
| \$/Cwt Lamb Sold or Transferred | 59.80 | |
| Average Weight Lamb Sold or Transferred | 115 | |
| LBS. Wool/Sheep Sheared | 8.3 | |
| Number of Ewes Exposed | 68 | |
| Number of Ewes Lambing | 64 | |
| Conception Rate | 94.1 | |
| Number of Lambs Born | 100 | |
| Percent Born/Ewe Exposed | 147.1 | |
| Percent Born/Ewe Lambing | 156.3 | |
| Percent Weaned/Ewe Lambing | 140.6 | |
| Percent Ewe Death Loss: % Total Death Loss | 2.6 | |
| Percent Lamb Death Loss: %Total Death Loss | 4.7 | |
| Total Cost including Family Living/Ewe | 173.98 | |

YEAR END 1992

CUSTOM WORK

TABLE 40 9001 CUSTOM WORK

| | 25 FARMS AVERAGE TOTAL | 13 FARMS HIGH TOTAL | 12 FARMS LOWS TOTAL |
|---|------------------------------|---------------------------|---------------------------|
| Income | | | |
| Cash Income | 120117 | 25954 | 222127 |
| Non Cash Income | 1749 | 1601 | 1909 |
| Total Income | 121866 | 27555 | 224036 |
| Direct Costs | | | |
| Fuel & Lubricants | 2794 | 2464 | 3151 |
| Repairs | 3845 | 2322 | 5495 |
| Supplies & General Expense | 87724 | 7323 | 174825 |
| Hired Labor | 8441 | 1496 | 15966 |
| Assigned Interest | 711 | 104 | 1369 |
| Total Direct Costs | 103515 | 13709 | 200806 |
| Return Over Direct Costs | 18351 | 13846 | 23230 |
| Net Decrease: Ownership | 2174 | 1632 | 2762 |
| Total Direct Operating & Ownership Costs | 105689 | 15341 | 203568 |
| Return Over Direct Operating & Ownership Costs | 16177 | 12214 | 20468 |
| Allocated Costs | | | |
| Actual Interest Paid Less Interest Assigned | 776 | 264 | 1330 |
| General Hired Labor | 1068 | 776 | 1413 |
| Utilities & Miscellaneous | 1050 | 533 | 1659 |
| Total Allocated Costs | 2894 | 1573 | 4402 |
| Total Actual Listed Cost | 108583 | 16914 | 207970 |
| Return Over Actual Listed Costs | 13283 | 10641 | 16066 |
| *****SUPPLEMENTARY MANAGEMENT INFORMATION***** | | | |
| Total Listed Costs Adj to 7% Min Interest | 108615 | 17191 | 207736 |
| Return/Listed 7% Opportunity Interest | 13251 | 10364 | 16300 |
| Days Worked Operator(s) & Family | 61 | 27 | 98 |
| Days Worked—Hired Labor | 22 | 12 | 32 |
| Return Over Listed Cost/Operator & Family Labor Da | 217.75 | 394.11 | 163.94 |
| Work Units Assigned to this Enterprise | 83 | 39 | 130 |
| Total Cost Including Family Living | 113546 | 18977 | 215996 |

Austin 3/12/93

MINNESOTA ADULT FARM BUSINESS MANAGEMENT PROGRAM
SOUTHEAST MINNESOTA, 1992 FARM RECORD ANALYSIS

SUMMARY OF SELECTED ITEMS OF INFORMATION BY YEARS

| | <u>1988</u> | <u>1989</u> | <u>1990</u> | <u>1991</u> | <u>1992</u> |
|--|-------------|-------------|-------------|-------------|-------------|
| <u>TABLE 1</u> | | | | | |
| Tillable Acres | 389 | 406 | 415 | 429 | 419 |
| Total Farm Capital Beginning Inventory | 520,626 | 536,251 | 540,983 | 547,055 | 446,466 |
| Total Farm Capital Ending Inventory | 539,381 | 560,902 | 568,268 | 557,172 | 448,554 |
| Increase in Inventory | 18,755 | 24,651 | 27,285 | 10,117 | 2,088 |
| <u>TABLE 3</u> | | | | | |
| Total Returns & Net Increases | 142,001 | 144,713 | 157,876 | 135,026 | 125,050 |
| % of Total Returns From Feed | 34% | 38% | 44% | 34% | 43% |
| Fed to Livestock | | | | | |
| % of Total Returns From Crop, | 66% | 60% | 53% | 60% | 48% |
| Seed & Feed | | | | | |
| % Of Total Return From Misc. | - | 2% | 3% | 6% | 9% |
| Total Exp. & Net Decreases | 102,748 | 104,203 | 112,346 | 106,457 | 97,961 |
| Return To Labor & Mgmt | 39,253 | 40,510 | 45,530 | 28,569 | 27,089 |
| <u>TABLE 4</u> | | | | | |
| Total Household & Personal | 32,431 | 35,961 | 40,941 | 41,449 | 42,395 |
| <u>TABLE 5</u> | | | | | |
| Net Worth End of Year | 217,099 | 239,071 | 288,870 | 281,262 | 257,899 |
| Net Worth Beg of Year | 192,539 | 215,326 | 258,866 | 274,642 | 255,698 |
| Increase in Net Worth | 24,560 | 23,745 | 30,004 | 6,620 | 2,201 |
| <u>TABLE 6</u> | | | | | |
| Return to Capital & Family Labor | 45,774 | 46,890 | 54,709 | 33,285 | 24,613 |
| <u>DAIRY</u> | | | | | |
| Average Number of Cows | 56.0 | 57.2 | 57.2 | 55.2 | 55.9 |
| Ave Lbs of Milk Per Cow Lbs | 15,867 | 16,289 | 16,558 | 16,677 | 16,896 |
| Ave Price Received Per Cwt Milk | 11.86 | 13.21 | 13.77 | 11.94 | 13.15 |
| Feed Cost Per Cow | 812.08 | 922.72 | 894.78 | 894.82 | 905.20 |
| Feed Cost Per Cwt Milk | 5.12 | 5.66 | 5.41 | 5.38 | 5.36 |
| Return Per \$100 Feed Fed | 219.09 | 221.70 | 244.14 | 208.21 | 230.80 |
| Return Over all Listed Costs | 161.41 | 390.48 | 495.28 | 198.41 | 377.30 |
| <u>SWINE (COMPLETE HOGS)</u> | | | | | |
| Lbs of Feed Per Cwt Gain, Lbs | 393.09 | 398.04 | 419.41 | 396.80 | 377.95 |
| Feed Cost Per Cwt Gain | 25.47 | 26.98 | 25.43 | 25.95 | 24.53 |
| Return Per \$100 Feed Fed | 161.12 | 167.87 | 219.12 | 173.41 | 174.96 |
| Price Received Per Cwt Pork | 43.10 | 47.51 | 55.46 | 50.26 | 43.47 |
| Return Over All Listed Costs Per Cwt. | 4.20 | 7.20 | 16.24 | 6.49 | 6.85 |
| <u>BEEF BREEDERS</u> | | | | | |
| Average Number of Beef Cows | 38.6 | 48.5 | 42.4 | 45.1 | 41.2 |
| Feed Cost Per Cow | 269.69 | 323.24 | 272.97 | 266.36 | 255.85 |
| Return Per \$100 Feed Fed | 179.67 | 144.86 | 174.98 | 141.98 | 179.79 |
| Return Over All Listed Costs | 53.87 | (-6.39) | 41.21 | (-57.71) | 34.58 |

| | <u>1988</u> | <u>1989</u> | <u>1990</u> | <u>1991</u> | <u>1992</u> |
|---|-------------|-------------|-------------|-------------|-------------|
| <u>FEEDER CATTLE (ALL FARMS)</u> | | | | | |
| Average No. Beef Feeders | 46.5 | 49.8 | 56.6 | 53.3 | 42.8 |
| Feed Cost Per 100 Lbs Gain | 39.79 | 42.69 | 45.39 | 41.52 | 39.85 |
| Return Per \$100 Feed Fed | 155.91 | 146.02 | 152.02 | 130.34 | 152.33 |
| Price Per Cwt Sold | 65.58 | 68.53 | 74.05 | 67.98 | 70.84 |
| Price Per Cwt Bought | 76.51 | 80.98 | 88.73 | 87.01 | 89.06 |
| Return Over All Listed Costs Per Head | 8.23 | 29.60 | 49.05 | (-18.88) | 5.92 |
| <u>SHEEP FLOCK</u> | | | | | |
| Average Number of Head | 50.0 | 51.8 | 71.0 | 85.3 | 69.1 |
| Feed Cost Per Ewe | 55.64 | 67.64 | 76.03 | 79.82 | 89.67 |
| Return Per \$100 Feed Fed | 126.06 | 99.12 | 93.89 | 85.06 | 96.14 |
| Price Per Cwt Sold (Lambs) | 64.22 | 62.40 | 50.98 | 53.11 | 59.80 |
| Percent Lamb Crop % | 147.7 | 147.1 | 148.6 | 148.3 | 147.1 |
| Return Over All Listed Costs | (-32.70) | (-52.87) | (-53.49) | (-63.67) | (-51.89) |
| <u>WORK UNITS</u> | | | | | |
| Crops W.U. | 189.9 | 199.6 | 204.1 | 212.6 | 210.4 |
| Livestock | 362.0 | 358.6 | 353.0 | 329.0 | 340.0 |
| Other Work Units | 22.4 | 10.6 | 11.6 | 22.6 | 12.9 |
| Total Work Units | 574.3 | 568.8 | 568.7 | 564.2 | 563.3 |
| Work Units Per Worker | 373 | 369 | 353 | 369 | 388 |
| <u>EXPENSE PER WORK UNIT</u> | | | | | |
| Tractor & Crop Mach Expense | 34.06 | 37.01 | 40.96 | 39.23 | 39.41 |
| Electricity (Farm Share) | 6.02 | 6.01 | 6.01 | 5.67 | 5.87 |
| Auto & Trucks (Farm Share) | 9.81 | 9.87 | 11.15 | 10.40 | 9.50 |
| Livestock Equipment | 8.75 | 8.28 | 9.15 | 7.64 | 8.01 |
| Buildings, Fences & Tiling | 16.05 | 12.85 | 14.38 | 13.57 | 13.14 |
| <u>TRACTOR, CROP MACHINERY EXPENSE</u> | | | | | |
| <u>PER CROP ACRE</u> | 47.96 | 51.70 | 55.22 | 50.49 | 50.92 |
| <u>YIELDS PER ACRE</u> | | | | | |
| Oats, Bushel | 57.7 | 71.5 | 61.5 | 32.3 | 68.9 |
| Corn For Grain, Bushel | 94.9 | 142.1 | 138.9 | 130.0 | 122.3 |
| Corn Silage, Tons | 12.6 | 19.9 | 19.4 | 18.0 | 17.8 |
| Soybeans, Bushel | 34.3 | 43.6 | 41.8 | 41.3 | 36.1 |
| Alfalfa Hay, Tons | 3.0 | 3.5 | 4.0 | 4.1 | 3.2 |
| <u>RETURN OVER LISTED COSTS PER ACRE</u> | | | | | |
| Oats | 53.33 | 5.88 | (-42.64) | (-60.91) | (-8.29) |
| Corn For Grain | 22.63 | 62.60 | 23.23 | 23.05 | (-21.06) |
| Soybeans | 66.02 | 43.10 | 48.05 | 28.94 | (-9.04) |
| Corn Silage | 19.54 | 120.83 | 77.66 | 107.81 | 29.43 |
| Alfalfa Hay | 69.30 | 139.05 | 137.03 | 121.07 | 48.89 |

MONEY SPENT BY THE AVERAGE FARMER IN S.E. MINNESOTA SUMMARY BY YEARS

| FARM: | 1990 | 1991 | 1992 |
|--|------------------|------------------|------------------|
| To Other Farmers For: | | | |
| – Livestock | \$15,763 | \$12,599 | \$12,237 |
| – Custom Work | 4,993 | 4,527 | 4,569 |
| To Agri–Business For: | | | |
| – Feed, Livestock Supplies & Vet | 36,181 | 34,103 | 36,964 |
| – Crop Expense | 37,440 | 37,027 | 37,363 |
| – Fuel & Repairs | 20,755 | 19,020 | 18,659 |
| – General Farm Expense | 4,177 | 4,119 | 4,390 |
| Hired Labor | 5,623 | 5,269 | 6,371 |
| Utilities | 3,748 | 3,541 | 3,711 |
| Interest | 17,986 | 18,380 | 17,678 |
| Lease Payments | 16,527 | 19,078 | 18,586 |
| Real Estate Taxes | 2,179 | 2,479 | 2,714 |
| Capital Purchases: | | | |
| – Machinery & Equipment | 22,758 | 18,110 | 16,084 |
| – Buildings & Land | 16,536 | 14,065 | 11,189 |
| – Other | 3,126 | 3,141 | 3,368 |
| Personal: | | | |
| – Food & Meals Bought | 5,053 | 4,940 | 5,686 |
| – Medical Care/Insurance | 3,716 | 3,802 | 3,979 |
| – Education, Recreation, Gifts | 4,520 | 4,693 | 4,476 |
| – Capital Purchases | 3,960 | 3,233 | 3,248 |
| – Taxes & Other Deductions | 5,617 | 6,862 | 5,685 |
| – Other (Excluding Debt Payment) | 17,120 | 16,877 | 17,291 |
| Total Money Spent by One Average Farmer Within The Community and Service Area | \$247,778 | \$235,865 | \$234,248 |

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
(Blooming Prairie)

HAYFIELD HIGH SCHOOL

Instructor -
Kevin Voltin

ALBERT LEA/MANKATO TC ALBERT LEA CAMPUS

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)

KINGSLAND HIGH SCHOOL

Instructor -
Dan Miller (SpringValley)

DAKOTA COUNTY TC

Instructor -
Dean Lind

KENYON HIGH SCHOOL

Instructors -
Jerry Bartel
Larry Hafemeyer

RED WING/WINONA TC

Instructors -
James Kelm
Romeo Cyr

RED WING/WINONA TC

Instructor -
George Hammond

MN RIVERLAND TC AUSTIN CAMPUS

Instructor -
Brad Harguth (Spring Grove)

LEWISTON HIGH SCHOOL

Instructor -
Loel Gorden

MN RIVERLAND TC ROCHESTER CAMPUS

Instructor -
Frank Quam

