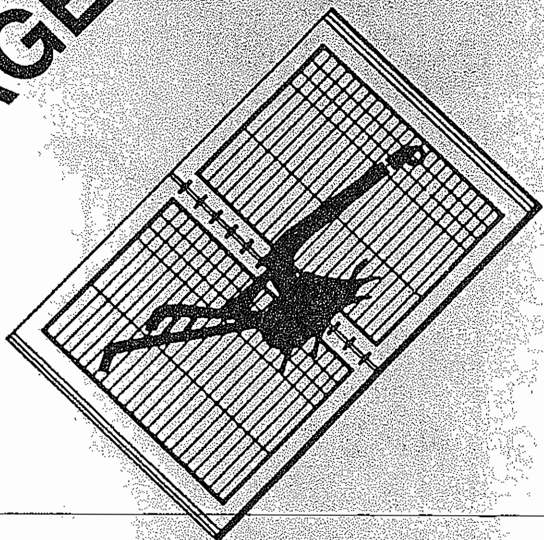
# FARM BUSINESS MANAGEMENT



## 1993 ANNUAL REPORT
## NORTHWESTERN MINNESOTA

**Report No. 39**

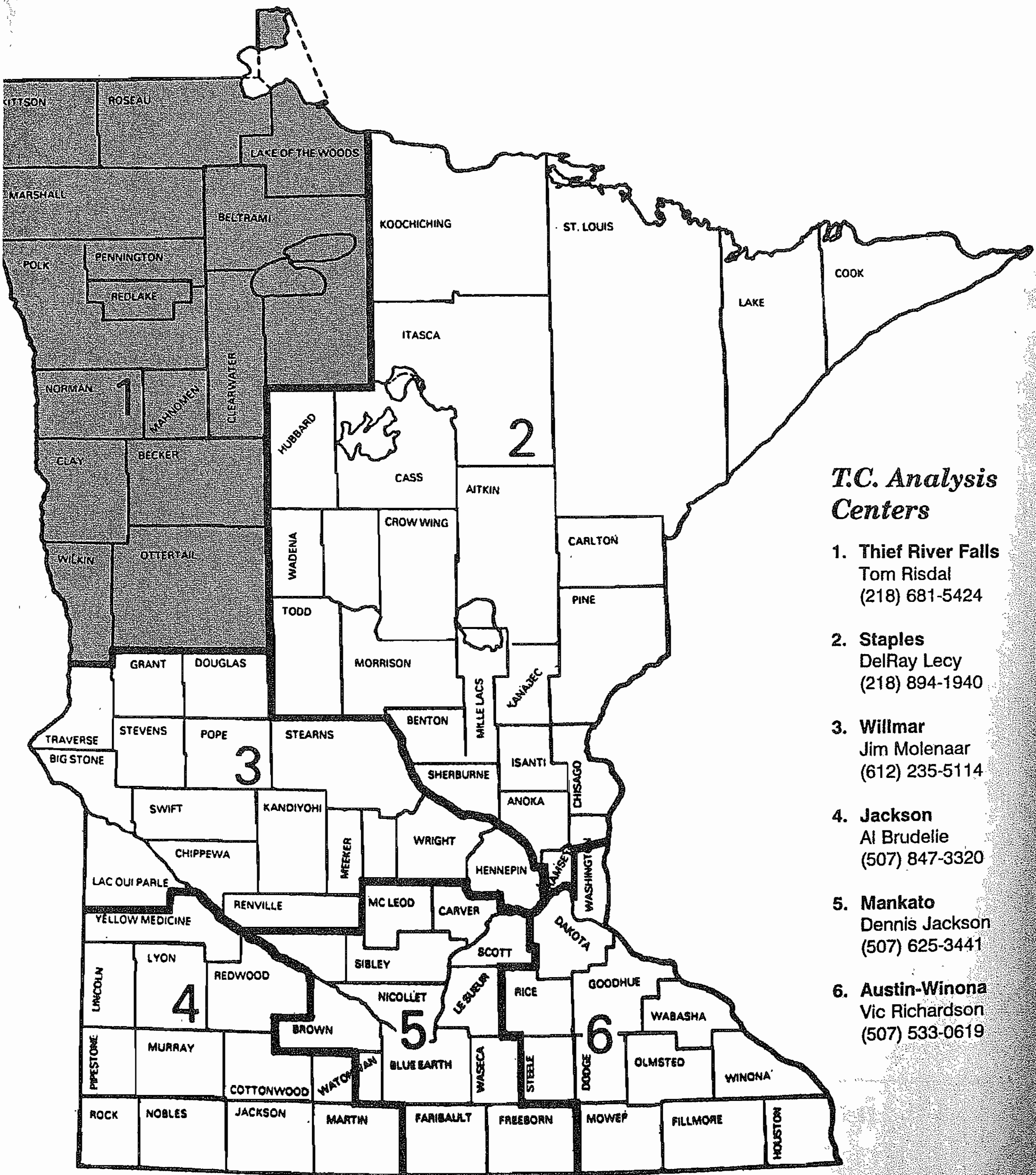
**April 1994**

*AN ADULT EDUCATION PROGRAM*

**Northwest Technical College — Thief River Falls**

Price $5.00

# FARM MANAGEMENT AREA

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# NORTHWESTERN MINNESOTA FARM FINANCIAL HIGHLIGHTS OF 1992 & 1993

| | 1992 | 1993 |
|---|---|---|
| Net Cash Farm Income | $50,517 | $51,824 |
| Net Profit or Loss | 59,420 | 33,617 |
| Return to Capital, Family Labor & Management | 60,103 | 34,045 |
| Expenses per Dollar of Income | .83 | .93 |
| Change in Net Worth | 34,128 | 9,085 |
| Average Net Worth | 308,381 | 307,471 |
| Rate of Return on Capital | 11.5% | 6.0% |
| Rate of Return on Equity | 14.5% | 4.7% |
| Asset Turnover Rate | 53% | 49% |
| Percent in Debt | 40% | 41% |
| Total Investment | 472,868 | 458,674 |
| Dollars Available to Save or Reduce Debt | 42,618 | 12,650 |

**FARM OPERATING INCOME**
**CASH STATEMENT, 1993**

| Items | Average of 314 Farms | High 63 Farms | Low 63 Farms |
|---|---|---|---|
| **SALE OF MKT LVSTK & LVSTK PRODUCTS** | | | |
| Dairy Products | 30937 | 15507 | 16014 |
| Other Dairy Animals | 3775 | 929 | 1878 |
| Beef Calves, Yearlings | 5070 | | 9219 |
| Beef Finishing | 9012 | 3843 | 19777 |
| Hogs, Farrow to Finish | 999 | 3735 | |
| Finished Hogs | 255 | 322 | 741 |
| Feeder Pigs | 1005 | | 680 |
| Sheep & Lambs | 50 | | |
| Poultry and Eggs | | | |
| Misc. Livestock Income | 12 | | |
| **TOTAL LIVESTOCK AND PRODUCE SALES** | **51115** | **24336** | **48309** |
| **SALE OF CROPS** | | | |
| Wheat, Durum | 48108 | 106349 | 34956 |
| Barley | 11372 | 25575 | 8684 |
| Oats | 575 | 298 | 1593 |
| Corn | 2304 | 948 | 3316 |
| Flax | 193 | 454 | 177 |
| Soybeans | 5445 | 11314 | 4280 |
| Edible Beans | 2955 | 7138 | 2720 |
| Sunflowers | 9097 | 20573 | 3750 |
| Other Grains | 513 | | 1462 |
| Potatotes | 3015 | 4275 | 3801 |
| Sugar Beets | 40927 | 144899 | 15488 |
| Grass, Legume Seeds | 1331 | 437 | 2837 |
| Legume, Hay | 745 | 1236 | 525 |
| Other Hay | 46 | | 30 |
| Timber & Other Crops | 159 | 496 | 20 |
| Sales of Purch/Resale | 831 | 2806 | 466 |
| **TOTAL CROP SALES** | **127616** | **326798** | **84105** |
| **OTHER FARM INCOME** | | | |
| Government Payments | 21416 | 36906 | 16622 |
| Gas Tax Refund | 93 | 278 | 83 |
| Income/Work Off Farm | 1713 | 3752 | 1789 |
| Custom Enterprise Income | 525 | 1717 | |
| Patronage Refund (Cash) | 1557 | 3935 | 1235 |
| Misc Farm Income | 19617 | 45250 | 11162 |
| Capital Lease Income | 1125 | 2127 | 356 |
| **TOTAL OTHER INCOME** | **46046** | **93965** | **31247** |
| **(A) Cash Operating Income** | **224777** | **445099** | **163661** |

FARM OPERATING EXPENSES
CASH STATEMENT, 1993

| Items | Average of 314 Farms | High 63 Farms | Low 63 Farms |
|---|---|---|---|
| **PURCHASE OF LVSTK & LVSTK EXPENSES** | | | |
| Dairy, Other | 396 | 56 | 4 |
| Beef Breeding | 332 | | 1061 |
| Beef, Feeders | 5191 | 1113 | 13930 |
| Hogs, Finishing | 74 | | 220 |
| Hogs, Weaning Pigs | 8 | 38 | |
| Sheep & Lambs | 2 | | |
| Chick, Layers | | | |
| Vet & Misc Lvstk Exp | 4379 | 2237 | 4105 |
| Feed Bought | 12052 | 7527 | 11430 |
| **TOTAL LIVESTOCK EXPENSE** | **22434** | **10971** | **30750** |
| **CROP EXPENSES** | | | |
| Fertilizer | 17626 | 33650 | 15087 |
| Chemicals | 15606 | 38257 | 12352 |
| Seed | 9576 | 19946 | 7916 |
| Drying | 282 | 436 | 215 |
| Irrigation Operation | 14 | 20 | 18 |
| Other Crop Expenses | 5944 | 13469 | 4511 |
| Purchase for Resale | 5922 | 11420 | 4877 |
| **TOTAL CROP EXPENSE** | **54970** | **117198** | **44976** |
| **OPERATING EXPENSES** | | | |
| Fuel & Lubricants | 8627 | 15065 | 7906 |
| Repair: Lvstk Equip. | 867 | 632 | 459 |
| Repair: Farm Real Estate | 1549 | 2789 | 1028 |
| Repair: Machy & Vehicles | 14286 | 24356 | 11883 |
| Repair: Irrigation Equip | 5 | | 23 |
| **TOTAL FUEL/REPAIR EXPENSE** | **25334** | **42842** | **21299** |
| **MISC. FARM EXPENSES** | | | |
| Custom Work Hired | 4767 | 7743 | 4583 |
| Custom Ent. Oper. Costs | 309 | 1193 | |
| Hired Labor | 9514 | 21773 | 7379 |
| Personal Prop. & RE Taxes | 2877 | 4790 | 2471 |
| General Farm Expenses | 6315 | 12891 | 4943 |
| Utilities | 3009 | 3793 | 2610 |
| Capital Lease Payment | 28479 | 78176 | 15901 |
| Interest Paid | 14945 | 26551 | 11589 |
| **TOTAL MISC. EXPENSE** | **70215** | **156910** | **49476** |
| **(B) Cash Operating Expense** | **172953** | **327921** | **146501** |
| **(C) Net Cash Income (A-B)** | **51824** | **117178** | **17160** |

## OPERATOR'S FARM PROFIT OR LOSS ACCRUAL STATEMENT, 1993

| | Average 314 Farms | High 63 Farms | Low 63 Farms |
|---|---|---|---|
| (C) Net Cash Income | 51824 | 117178 | 17160 |
| **INVENTORY CHANGES** | Inventory Change | Inventory Change | Inventory Change |
| Market Livestock | 1446 | -2005 | 5508 |
| Supplies, Prepaids & Fuel | -8 | 3433 | -3489 |
| Crop, Seed & Feed | -16144 | -19082 | -26331 |
| Deferred Sales | 556 | 3117 | |
| Accounts Receivable | 4236 | 6681 | 2761 |
| (E) Net Inventory Change | -9914 | -7856 | -21551 |
| (F) Net Operating Income (C+E) | 41910 | 109322 | -4391 |
| **DEPRECIATION AND CAPITAL ADJUSTMENTS** | | | |
| BREEDING STOCK | 2379 | 726 | 2561 |
| VEHICLES, MACHY & EQUIP | | | |
| Vehicles | -1941 | -3616 | -1539 |
| Power & Machinery | -9083 | -16986 | -7574 |
| Livestock Equipment | -726 | -489 | -597 |
| Custom Equipment | -17 | -86 | |
| Irrigation Equipment | -55 | -47 | -27 |
| REAL ESTATE | | | |
| Buildings & Fences | -2079 | -2149 | -2259 |
| Land Impr & Tile | -37 | | -48 |
| Bare Land | 441 | 1857 | 341 |
| Stocks, Bonds, Co-op Equities | 2523 | 8407 | 219 |
| (H) Total Depr/Capital Adj. | -8599 | -12387 | -8923 |
| **OTHER ADJUSTMENTS** | | | |
| Accounts Payable | 346 | 745 | 599 |
| Delinq. Rent, RE Tax | 34 | | |
| Delinquent Interest | -74 | 32 | -188 |
| (J) Total Adjustments | 306 | 777 | 411 |
| (K) Net Farm Profit or Loss (F+H+J) | 33617 | 97712 | -12903 |
| CHANGE IN FARM CAPITAL | 15331 | 43296 | 5984 |
| Total Capital Sales | 5149 | 7824 | 4328 |
| Total Capital Purchases | 38992 | 71362 | 40785 |

**MEASURES OF FARM**
**PROFITABILITY, LIQUIDITY, SOLVENCY, 1993**

| | | Average of 314 Farms |
|---|---|---|
| **PROFITABILITY** | | |
| (K) Net Farm Profit or Loss | 33617 | |
| (L) Family Living from the Farm | 296 | |
| (M) Wages Paid to Spouse | 135 | |
| (N) Board Furnished Hired Labor | 3 | |
| (O) Return:Capital & Family Lbr (K+L+M-N) | | 34045 |
| **CAPITAL COST CALCULATION:** | | |
| (I) Avg Total Farm Capital | 441709 | |
| (P) Opport Cost on Capital (I*7%) | 30920 | |
| (Q) Interest Actually Paid | 14945 | |
| (R) Interest on Operator Equity (P-Q) | 15975 | |
| (S) Value of Unpaid Family Labor | 207 | |
| Return: Oper Labor & Mgmt (O-R-S-M) | | 17728 |
| Number of Oper., Full-time Equiv | 1.12 | |
| Return to Lbr & Mgmt/Full-time Equiv | 15829 | |
| (T) Value of Operator Labor | 22506 | |
| (U) Return to Farm Capital (O+Q-T) | 26484 | |
| Rate of Return of Avg. Capital (U/I) | | 6.0 |
| (V) Operator Avg Farm Equity (T5.2 L23) | 244799 | |
| (W) Return to Oper Equity (O-T) | 11539 | |
| Rate of Return to Equity (W/V) | | 4.7 |
| (X) Value of Farm Production (A+E) | 214863 | |
| Net Profit Margin (U/X) | | 12.3 |
| Asset Turnover Rate (X/I) | | 48.6 |
| Ratio: Tot. Exp. to Tot. Recpts. | 0.93 | |
| **LIQUIDITY** | **CASH** | **ACCRUAL** |
| (C) Net Cash Farm Income | 51824 | 51824 |
| (E) Net Change in Inventory | | -9914 |
| (F) Net Operating Income (C+E) | 51824 | 41910 |
| (Y) Non-Farm & Spouse Income | 12380 | 12380 |
| (Z) Total Spendable Income (F+Y) | 64204 | 54290 |
| (AA) Family Living & Taxes Pd (T4 L38) | 41540 | 41540 |
| (AB) Scheduled Rl Est Principal Pymts | 5971 | 5971 |
| (AC) Avail for Non Rl Est Debt (Z-AA-AB) | 16693 | 6779 |
| (AD) Average Non Real Estate Debt | 105275 | 105275 |
| Years to Turnover Non RE Debt (AD/AC) | 6.3 | 15.5 |
| **SOLVENCY (BOOK VALUE)** | **BEGIN** | **END** |
| Total Assets | 509922 | 530308 |
| Total Liabilities | 206994 | 218295 |
| Operator Equity | 302928 | 312013 |
| **Change in Equity** | | 9085 |
| **Percent in Debt:** | | |
| Farm, Current | 44.2 | 49.3 |
| Farm, Intermediate | 35.0 | 36.3 |
| Farm, Working (Curr + Intermed) | 39.5 | 42.0 |
| Farm, Fixed | 52.8 | 51.5 |
| Non-Farm | 12.3 | 11.3 |
| **Total** (Farm & Non-Farm) | 40.6 | 41.2 |
| Current Portion of Total Debt | 58572 | 60048 |
| Total Money Borrowed This Year | | 102790 |
| Total Principal Paid This Year | | 90999 |

**MEASURES OF FARM PROFITABILITY, LIQUIDITY, SOLVENCY, 1993**

| | High 63 Farms | | Low 63 Farms | |
|---|---|---|---|---|
| **PROFITABILITY** | | | | |
| (K) Net Farm Profit or Loss | 97712 | | -12903 | |
| (L) Family Living from the Farm | 178 | | 254 | |
| (M) Wages Paid to Spouse | 190 | | | |
| (N) Board Furnished Hired Labor | | | | |
| (O) Return:Capital & Family Lbr (K+L+M-N) | | 98080 | | -12649 |
| **CAPITAL COST CALCULATION:** | | | | |
| (I) Avg Total Farm Capital | 767487 | | 398347 | |
| (P) Opport Cost on Capital (I*7%) | 53724 | | 27884 | |
| (Q) Interest Actually Paid | 26551 | | 11589 | |
| (R) Interest on Operator Equity (P-Q) | 27173 | | 16295 | |
| (S) Value of Unpaid Family Labor | | | 405 | |
| Return: Oper Labor & Mgmt (O-R-S-M) | | 70717 | | -29349 |
| Number of Oper., Full-time Equiv | 1.15 | | 1.14 | |
| Return to Lbr & Mgmt/Full-time Equiv | 61493 | | -25745 | |
| (T) Value of Operator Labor | 30390 | | 21084 | |
| (U) Return to Farm Capital (O+Q-T) | 94241 | | -22144 | |
| Rate of Return of Avg. Capital (U/I) | | 12.3 | | -5.6 |
| (V) Operator Avg Farm Equity | 455658 | | 226769 | |
| (W) Return to Oper Equity (O-T) | 67690 | | -33733 | |
| Rate of Return to Equity (W/V) | | 14.9 | | -14.9 |
| (X) Value of Farm Production (A+E) | 437243 | | 142110 | |
| Net Profit Margin (U/X) | | 21.6 | | -15.6 |
| Asset Turnover Rate (X/I) | | 57.0 | | 35.7 |
| Ratio: Tot. Exp. to Tot. Recpts. | 0.86 | | 1.17 | |

| **LIQUIDITY** | CASH | ACCRUAL | CASH | ACCRUAL |
|---|---|---|---|---|
| Net Cash Farm Income | 117178 | 117178 | 17160 | 17160 |
| (E) Net Change in Inventory | | -7856 | | -21551 |
| (F) Net Operating Income (C+E) | 117178 | 109322 | 17160 | -4391 |
| (Y) Non-Farm & Spouse Income | 10989 | 10989 | 17067 | 17067 |
| (Z) Total Spendable Income (F+Y) | 128167 | 120311 | 34227 | 12676 |
| (AA) Family Living & Taxes Pd (T4 L38) | 61246 | 61246 | 32283 | 32283 |
| (AB) Scheduled Rl Est Principal Pymts | 8856 | 8856 | 5374 | 5374 |
| (AC) Avail for Non Rl Est Debt (Z-AA-AB) | 58065 | 50209 | -3430 | -24981 |
| (AD) Average Non Real Estate Debt | 175647 | 175647 | 81497 | 81497 |
| Years to Turnover Non RE Debt (AD/AC) | 3.0 | 3.5 | | |

| **SOLVENCY (BOOK VALUE)** | BEGIN | END | BEGIN | END |
|---|---|---|---|---|
| Total Assets | 783883 | 851370 | 624589 | 619757 |
| Total Liabilities | 306776 | 316087 | 239579 | 272422 |
| Operator Equity | 477107 | 535283 | 385010 | 347335 |
| **Change in Equity** | | 58176 | | -37675 |
| **Percent in Debt:** | | | | |
| Farm, Current | 42.7 | 35.6 | 34.8 | 54.0 |
| Farm, Intermediate | 29.4 | 31.7 | 33.9 | 39.2 |
| Farm, Working (Curr + Intermed) | 36.2 | 33.6 | 34.4 | 45.6 |
| Farm, Fixed | 54.9 | 53.3 | 50.9 | 50.4 |
| Non-Farm | 9.3 | 9.2 | 19.6 | 17.5 |
| **Total** (Farm & Non-Farm) | 39.1 | 37.1 | 38.4 | 44.0 |

## FARM & PERSONAL ASSETS-BOOK VALUE, 1993

| | | 314 Average Farms | | 63 High Farms | | 63 Low Farms | |
|---|---|---|---|---|---|---|---|
| | **FARM BUSINESS ASSETS:** | **Jan.1** | **Dec.31** | **Jan.1** | **Dec.31** | **Jan.1** | **Dec.31** |
| 6 | Cash & Bank Accounts | 10401 | 10104 | 9806 | 17422 | 22032 | 11420 |
| 7 | Accounts Receivable | 2528 | 6704 | 5829 | 8110 | 3779 | 11125 |
| 8 | Deferred Income | 89 | 649 | | | | 3167 |
| 9 | Crops for Sale | 83840 | 67320 | 155242 | 154584 | 121945 | 77055 |
| 10 | Livestock Feed | 8683 | 8655 | 10834 | 10904 | 4254 | 3922 |
| 11 | Crops/CCC Loan | 450 | 975 | 283 | 499 | 1053 | 1503 |
| 12 | Market Livestock | 11079 | 12484 | 8538 | 8433 | 12872 | 17375 |
| 13 | Supplies & Prepaids | 12320 | 11953 | 21325 | 24702 | 17235 | 11194 |
| 14 | Hedging Accounts | 223 | 512 | 551 | 1451 | 389 | 514 |
| 15 | **TOTAL CURRENT ASSETS** | **129615** | **119355** | **212409** | **226104** | **183558** | **137276** |
| 17 | Breeding Livestock | 27036 | 29657 | 20829 | 22519 | 16659 | 18734 |
| 18 | Farm Vehicles | 9544 | 10819 | 13696 | 17287 | 12200 | 13854 |
| 19 | Power & Machinery | 67441 | 76922 | 102352 | 120372 | 91314 | 103258 |
| 20 | Irrigation Equip. | 296 | 380 | 664 | 558 | 95 | 764 |
| 21 | Livestock Eqpt. | 4938 | 5429 | 6358 | 6659 | 2493 | 3099 |
| 22 | Invest/Equities | 27069 | 30433 | 60180 | 68413 | 37548 | 38971 |
| 23 | **TOTAL INTERMED. ASSETS** | **136324** | **153641** | **204080** | **235807** | **160308** | **178680** |
| 25 | Buildings & Fences | 27278 | 26921 | 34450 | 33771 | 29272 | 29486 |
| 26 | Land Improvement | 461 | 466 | 77 | 74 | 985 | 1022 |
| 27 | Bare Land | 148283 | 156796 | 230262 | 246799 | 178992 | 195695 |
| 28 | Corporate Dwelling | 1538 | 1496 | 2728 | 2516 | 1905 | 1905 |
| 29 | **TOTAL LONG TERM ASSETS** | **177559** | **185678** | **267517** | **283160** | **211154** | **228108** |
| 30 | **TOTAL FARM ASSETS** | **443498** | **458674** | **684005** | **745071** | **555021** | **544064** |
| | **PERSONAL ASSETS:** | | | | | | |
| 33 | Cash & Bank Accounts | 3457 | 3419 | 3039 | 1827 | 6373 | 6773 |
| 34 | Accounts Receivable | 444 | 555 | 485 | 469 | 626 | 669 |
| 35 | Speculative Accounts | 17 | 63 | 82 | 295 | | |
| 36 | **TOTAL CURRENT ASSETS** | **3918** | **4037** | **3606** | **2592** | **6998** | **7442** |
| 38 | Personal Vehicles | 4616 | 5256 | 5757 | 6067 | 5800 | 5766 |
| 39 | Household Goods | 8117 | 8324 | 8941 | 8945 | 10123 | 10463 |
| 40 | Invest/Equities | 17030 | 19995 | 39569 | 45513 | 9896 | 13512 |
| 41 | **TOTAL INTERMED. ASSETS** | **29763** | **33575** | **54267** | **60525** | **25819** | **29740** |
| 43 | Personal Dwelling | 30559 | 31365 | 37581 | 37621 | 35888 | 37669 |
| 44 | Non-Farm Real Estate | 1872 | 2364 | 2855 | 4081 | 865 | 842 |
| 45 | **TOTAL LONG TERM ASSETS** | **32431** | **33728** | **40436** | **41701** | **36752** | **38511** |
| 46 | **TOTAL PERS. ASSETS** | **66111** | **71341** | **98309** | **104817** | **69570** | **75694** |
| | **NON-FARM BUSINESS ASSETS:** | | | | | | |
| 49 | Current Assets (T350) | | | | | | |
| 50 | Intermed. Assets (T350) | 312 | 294 | 1568 | 1481 | | |
| 51 | Long Term Assets (T350) | | | | | | |
| 52 | **TOTAL N-F BUS. ASSETS** | **312** | **294** | **1568** | **1481** | | |
| 54 | **TOTAL CURRENT ASSETS** | **133533** | **123392** | **216015** | **228696** | **190556** | **144718** |
| 55 | **TOTAL INTERMED. ASSETS** | **166399** | **187510** | **259915** | **297813** | **186127** | **208420** |
| 56 | **TOTAL LONG TERM ASSETS** | **209990** | **219406** | **307953** | **324861** | **247906** | **266619** |
| 57 | **TOTAL OPERATOR ASSETS** | **509922** | **530308** | **783883** | **851370** | **624589** | **619757** |

## FARM & PERSONAL ASSETS-MARKET VALUE, 1993

| | | 314 Average Farms | | 63 High Farms | | 63 Low Farms | |
|---|---|---|---|---|---|---|---|
| **FARM BUSINESS ASSETS:** | | **Jan.1** | **Dec.31** | **Jan.1** | **Dec.31** | **Jan.1** | **Dec.31** |
| 6 | Cash & Bank Accounts | 10401 | 10104 | 9806 | 17422 | 22032 | 11420 |
| 7 | Accounts Receivable | 2528 | 6704 | 5829 | 8110 | 3779 | 11125 |
| 8 | Deferred Income | 89 | 649 | | | | 3167 |
| 9 | Crops for Sale | 83840 | 67320 | 155242 | 154584 | 121945 | 77055 |
| 10 | Livestock Feed | 8683 | 8655 | 10834 | 10904 | 4254 | 3922 |
| 11 | Crops/CCC Loan | 450 | 975 | 283 | 499 | 1053 | 1503 |
| 12 | Market Livestock | 11079 | 12484 | 8538 | 8433 | 12872 | 17375 |
| 13 | Supplies & Prepaids | 12320 | 11953 | 21325 | 24702 | 17235 | 11194 |
| 14 | Hedging Accounts | 222 | 512 | 551 | 1451 | 389 | 514 |
| 15 | **TOTAL CURRENT ASSETS** | **129614** | **119355** | **212409** | **226104** | **183558** | **137276** |
| 17 | Breeding Livestock | 26980 | 30038 | 20568 | 22519 | 17783 | 19885 |
| 18 | Farm Vehicles | 13249 | 14553 | 18958 | 23179 | 18123 | 19954 |
| 19 | Power & Machinery | 89742 | 103422 | 145876 | 171522 | 109254 | 128370 |
| 20 | Irrigation Equip. | 640 | 760 | 1339 | 1339 | 161 | 834 |
| 21 | Livestock Eqpt. | 5516 | 6151 | 6974 | 7464 | 2739 | 3514 |
| 22 | Invest/Equities | 52965 | 56922 | 105796 | 116665 | 82365 | 83789 |
| 23 | **TOTAL INTERMED. ASSETS** | **189091** | **211846** | **299512** | **342687** | **230426** | **256345** |
| 25 | Buildings & Fences | 32065 | 32533 | 40370 | 41230 | 34179 | 35046 |
| 26 | Land Improvement | 484 | 490 | 77 | 75 | 1009 | 1045 |
| 27 | Bare Land | 176151 | 184266 | 286986 | 300304 | 197957 | 215329 |
| 28 | Corporate Dwelling | 1496 | 1496 | 2516 | 2516 | 1905 | 1905 |
| 29 | **TOTAL LONG TERM ASSETS** | **210195** | **218784** | **329950** | **344125** | **235050** | **253326** |
| 30 | **TOTAL FARM ASSETS** | **528900** | **549985** | **841870** | **912916** | **649034** | **646947** |
| **PERSONAL ASSETS:** | | | | | | | |
| 33 | Cash & Bank Accounts | 3457 | 3419 | 3039 | 1827 | 6373 | 6773 |
| 34 | Accounts Receivable | 444 | 555 | 485 | 469 | 626 | 669 |
| 35 | Speculative Accounts | 17 | 60 | 82 | 295 | | |
| 36 | **TOTAL CURRENT ASSETS** | **3918** | **4034** | **3606** | **2592** | **6998** | **7442** |
| 38 | Personal Vehicles | 4830 | 5517 | 7244 | 7254 | 5587 | 5529 |
| 39 | Household Goods | 8117 | 8324 | 8941 | 8945 | 10123 | 10463 |
| 40 | Invest/Equities | 17170 | 20055 | 39735 | 45454 | 9968 | 13399 |
| 41 | **TOTAL INTERMED. ASSETS** | **30117** | **33895** | **55920** | **61653** | **25678** | **29390** |
| 43 | Personal Dwelling | 31271 | 32234 | 36165 | 36157 | 35567 | 38128 |
| 44 | Non-Farm Real Estate | 1921 | 2408 | 2871 | 4097 | 984 | 984 |
| 45 | **TOTAL LONG TERM ASSETS** | **33192** | **34641** | **39036** | **40253** | **36551** | **39112** |
| 46 | **TOTAL PERS. ASSETS** | **67228** | **72570** | **98562** | **104498** | **69227** | **75945** |
| **NON-FARM BUSINESS ASSETS:** | | | | | | | |
| 49 | Current Assets (T350) | | | | | | |
| 50 | Intermed. Assets (T350) | 272 | 272 | 1371 | 1371 | | |
| 51 | Long Term Assets (T350) | | | | | | |
| 52 | **TOTAL N-F BUS. ASSETS** | **272** | **272** | **1371** | **1371** | | |
| 54 | **TOTAL CURRENT ASSETS** | **133532** | **123389** | **216015** | **228696** | **190556** | **144718** |
| 55 | **TOTAL INTERMED. ASSETS** | **219480** | **246013** | **356803** | **405711** | **256104** | **285735** |
| 56 | **TOTAL LONG TERM ASSETS** | **243387** | **253425** | **368986** | **384378** | **271601** | **292438** |
| 57 | **TOTAL OPERATOR ASSETS** | **596399** | **622827** | **941804** | **1018785** | **718261** | **722891** |

| FARM LIABILITIES & NET WORTH, 1993 | 314 Average Farms | | 63 High Farms | | 63 Low Farms | |
|---|---|---|---|---|---|---|
| **FARM BUSINESS LIABILITIES** | Jan.1 | Dec.31 | Jan.1 | Dec.31 | Jan.1 | Dec.31 |
| 6 Accounts Payable | 2005 | 1685 | 3129 | 2513 | 2672 | 2189 |
| 7 Accrued Interest | 767 | 643 | 2193 | 1500 | 302 | 363 |
| 8 Delinquencies | 485 | 526 | 861 | 657 | 616 | 833 |
| 9 Taxes Payable | 226 | 116 | 42 | 43 | 242 | 246 |
| 10 Curr. Por: Intermed. Debt | 48217 | 49459 | 76289 | 66718 | 54316 | 63095 |
| 11 Curr. Por: Long Term Debt | 5589 | 6402 | 8138 | 9168 | 5802 | 7360 |
| 12 **TOTAL CURRENT DEBT** | **57289** | **58833** | **90651** | **80599** | **63950** | **74086** |
| 14 Notes | 3457 | 5699 | 7110 | 12871 | 2666 | 10052 |
| 15 Chattels | 44283 | 50046 | 52868 | 61884 | 51719 | 60042 |
| 16 **TOTAL INTERMED. DEBT** | **47739** | **55745** | **59978** | **74755** | **54385** | **70094** |
| 18 Real Estate | 93814 | 95600 | 146868 | 150990 | 107579 | 115020 |
| 19 Deferred Taxes | 849 | 849 | | | 2419 | 2419 |
| 19A **TOTAL LONG TERM DEBT** | **94664** | **96449** | **146868** | **150990** | **109998** | **117440** |
| 20 **TOTAL FARM DEBT** | **199692** | **211027** | **297497** | **306343** | **228334** | **261620** |
| **PERSONAL LIABILITIES** | | | | | | |
| 23 Accounts Payable | 39 | 57 | | | 55 | 152 |
| 24 Accrued Interest | 1 | 1 | | | | |
| 25 Delinquencies | | | | | | |
| 26 Taxes Payable | 147 | 75 | | | | |
| 27 Curr. Por: Intermed. Debt | 672 | 570 | 515 | 264 | 893 | 597 |
| 28 Curr. Por: Long Term Debt | 359 | 435 | 321 | 384 | 531 | 445 |
| 29 **TOTAL CURRENT DEBT** | **1219** | **1138** | **836** | **648** | **1478** | **1193** |
| 31 Notes | 348 | 350 | 124 | 55 | 190 | 109 |
| 32 Chattels | 998 | 838 | 679 | 482 | 1946 | 796 |
| 33 **TOTAL INTERMED. DEBT** | **1346** | **1188** | **802** | **537** | **2137** | **904** |
| 35 Real Estate | 5394 | 5651 | 6672 | 7848 | 10052 | 11124 |
| 36 Deferred Taxes | 9911 | 10690 | 20657 | 23984 | 10045 | 10413 |
| 36A **TOTAL LONG TERM DEBT** | **15304** | **16341** | **27329** | **31833** | **20096** | **21538** |
| 37 **TOTAL PERSONAL DEBT** | **17869** | **18667** | **28967** | **33017** | **23711** | **23635** |
| **NON-FARM BUSINESS LIABILITIES** | | | | | | |
| 40 Current Debt (T350) | 64 | 77 | 323 | 387 | | |
| 41 Intermed. Debt (T350) | 128 | 64 | 645 | 323 | | |
| 42 Long Term Debt (T350) | | | | | | |
| 43 **TOTAL N-F BUS. DEBT** | **192** | **141** | **968** | **710** | | |
| 45 **TOTAL CURRENT DEBT** | **58572** | **60048** | **91810** | **81634** | **65428** | **75279** |
| 46 **TOTAL INTERMED. DEBT** | **49213** | **56997** | **61425** | **75615** | **56522** | **70998** |
| 47 **TOTAL LONG TERM DEBT** | **109968** | **112790** | **174197** | **182823** | **130094** | **138978** |
| 48 **TOTAL OPERATOR DEBT** | **217753** | **229835** | **327432** | **340072** | **252044** | **285255** |
| 50 **FARM EQUITY (BOOK) **** | 244655 | 248496 | 386508 | 438728 | 329106 | 284863 |
| 51 **PERSONAL EQUITY (BOOK) **** | 58153 | 63364 | 89999 | 95784 | 55904 | 62472 |
| 52 **N-F BUSINESS EQUITY (BOOK) **** | 120 | 153 | 600 | 771 | | |
| 53 **TOTAL OPER. EQUITY (BOOK) **** | **302928** | **312013** | **477107** | **535283** | **385010** | **347335** |
| 53A **CHANGE IN EQUITY (BOOK) **** | | **9085** | | **58176** | | **-37675** |
| 55 **FARM EQUITY (MKT)** | 329208 | 338958 | 544373 | 606573 | 420700 | 385327 |
| 56 **PERSONAL EQUITY (MKT)** | 49359 | 53903 | 69595 | 71481 | 45516 | 52310 |
| 57 **N-F BUSINESS EQUITY (MKT)** | 80 | 131 | 403 | 661 | | |
| 58 **TOTAL OPER. EQUITY (MKT)** | **378647** | **392992** | **614371** | **678715** | **466216** | **437637** |
| 58A **CHANGE IN EQUITY (MKT)** | | **14345** | | **64344** | | **-28579** |

**** Does not include Deferred Tax.**

## EXPLANATION OF FINANCIAL 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 liabilites) 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 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 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 of every $10 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.

## FINANCIAL RATIOS-BOOK VALUE, 1993

### FINANCIAL MEASURES OF POSITION AND PERFORMANCE

| BALANCE SHEET RATIOS (FARM & NON FARM) | 314 Average Farms Year End | 314 Average Farms Percent Debt | 63 High Farms Year End | 63 High Farms Percent Debt | 63 Low Farms Year End | 63 Low Farms Percent Debt |
|---|---|---|---|---|---|---|
| Current(Cur Assets/Cur Liab) | 2.05 | 48.7 | 2.80 | 35.7 | 1.92 | 52.0 |
| Intermed.(Int Assets/Int Liab) | 3.29 | 30.4 | 3.94 | 25.4 | 2.94 | 34.1 |
| Working Debt | 2.66 | 37.7 | 3.35 | 29.9 | 2.41 | 41.4 |
| Fixed Debt(Fix Assets/Fixed Liab) | 2.17 | 46.2 | 2.05 | 48.9 | 2.11 | 47.3 |
| Net Capital(Tot Assets/Tot Liab) | 2.43 | 41.2 | 2.69 | 37.1 | 2.27 | 44.0 |
| Equity/Asset(Tot Eqty/Tot Assets) | .59 | 58.8 | .63 | 62.9 | .56 | 56.0 |
| Debt/Equity(Tot Liab/Tot Equity) | .70 | 70.0 | .59 | 59.1 | .78 | 78.4 |
| Debt Structure(Cur Liab/Tot Liab) | .28 | 27.5 | .26 | 25.8 | .28 | 27.6 |

## FINANCIAL RATIOS-MARKET VALUE, 1993

| BALANCE SHEET RATIOS (FARM & NON FARM) | Year End | Percent Debt | Year End | Percent Debt | Year End | Percent Debt |
|---|---|---|---|---|---|---|
| Current(Cur Assets/Cur Liab) | 2.05 | 48.7 | 2.80 | 35.7 | 1.92 | 52.0 |
| Intermed.(Int Assets/Int Liab) | 4.32 | 23.2 | 5.37 | 18.6 | 4.02 | 24.8 |
| Working Debt | 3.16 | 31.7 | 4.03 | 24.8 | 2.94 | 34.0 |
| Fixed Debt(Fix Assets/Fixed Liab) | 2.25 | 44.5 | 2.10 | 47.6 | 2.10 | 47.5 |
| Net Capital(Tot Assets/Tot Liab) | 2.71 | 36.9 | 3.00 | 33.4 | 2.53 | 39.5 |
| Equity/Asset(Tot Eqty/Tot Assets) | .63 | 63.1 | .67 | 66.6 | .61 | 60.5 |
| Debt/Equity(Tot Liab/Tot Equity) | .58 | 58.5 | .50 | 50.1 | .65 | 65.2 |
| Debt Structure(Cur Liab/Tot Liab) | | | | | | |

**MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY, 1993**

| | | Average of 314 Farms | 62 High Farms | 62 Low Farms |
|---|---|---|---|---|
| 2 | Oper. Return to Capital & Farm Labor | | | |
| 3 | Net'Return to Operator's Labor & Mgmt. | 17728* | 70669* | -29577* |
| 4 | Crop Yield Index | 100.0 | 110.4 | 86.3 |
| 5 | Return Over All Listed Cost Per Tillable Acre (Excl. Pasture) | 14.17 | 32.55 | -8.55 |
| 6 | Gross Return Per Tillable Acre (Excl. Pasture) | 180.87 | 232.76 | 130.31 |
| 7 | Index Return/$100 Feed Fed | 100.0 | 109.9 | 96.3 |
| 8 | Livestock Units/ 100 Acres * | 6.00 | 0.97 | 6.63 |
| 9 | Size of Business in Tot. Work Units | 588.2 | 974.7 | 467.1 |
| 10 | Work Units/Worker | 354.34* | 439.05* | 284.82* |
| 11 | Power,Mach.,Equip,Bldg.Exp/Work Unit | 79.76 | 80.81 | 85.08 |
| 30 | Number of Animal Units | 56.85 | 15.68 | 54.10 |
| 31 | **WORK UNITS:** | | | |
| 32 | Crops | 430.3 | 918.1 | 348.6 |
| 33 | Productive Livestock | 156.2 | 54.2 | 117.1 |
| 34 | Other Productive Units | 1.6 | 2.4 | 1.4 |
| 35 | **EXPENSES/WORK UNIT:** | | | |
| 36 | Tractor & Crop Machinery | 54.57 | 61.82 | 57.84 |
| 37 | Auto & Truck: Farm Share | 10.79 | 9.39 | 11.76 |
| 38 | Electricity: Farm Share | 4.07 | 2.86 | 4.39 |
| 39 | Livestock Equipment | 3.02 | 0.75 | 2.80 |
| 40 | Building, Fence & Tiling | 6.26 | 4.97 | 7.12 |
| 41 | **OTHER EXPENSE PER WORK UNIT:** | | | |
| 42 | General Farm, Tele.& Other Util. | 11.79 | 14.38 | 11.61 |
| 43 | Wages For Hired Labor | 16.17 | 22.64 | 15.87 |
| 44 | Tractor, Crop Mach.Exp./Crop Acre # | 34.23 | 37.18 | 33.55 |

49 *Acres include all tillable land, non-tillable hay & pasture.

50 #Acres include all tillable land plus acres in non tillable hay.

**********SUPPLEMENTARY OPERATOR'S MANAGEMENT INFORMATION*********

| | | Average of 314 Farms | 62 High Farms | 62 Low Farms |
|---|---|---|---|---|
| 52 | Oper. Return to Cap. & Fam. Labor | 34045* | 98811* | -12844* |
| 53 | Oper.Depr. Power & Crop Mach. | 10979 | 20861 | 9221 |
| 54 | Oper.Depr. Irrigation Equipment | 53 | 48 | 27 |
| 55 | Oper.Depr. Custom Work Equip. | 18 | 87 | |
| 56 | Oper.Depr. Livestock Equipment | 710 | 464 | 546 |
| 57 | Oper.Depr. Buildings, Fences | 2036 | 1951 | 2202 |
| 58 | Oper.Depr. Land Improv. & Tile | 37 | | 49 |
| 59 | **Total Operator's Depreciation** | **13833** | **23411** | **12045** |

## MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanations and definitions are for use in interpreting the Table of farm organization and management efficiency.

1. Ret. to Lab. & Mgmt. - A measure of the relative financial return for the operator's labor, taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital.

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 (Excl.Pasture) -This is the net return per tillable crop acre after all variable and allocated costs have been paid.

4. Gross Return per Acre - An additional measure of crop selection based on total production times an average price for the crops, plus other crop income.

5. 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 size of the farm business. A Work Unit represents the average accomplishment of a worker in one 10 hour day. 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 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.

## NON-FARM INCOME AND HOUSEHOLD PERSONAL EXPENSE, 1993

| | | Average of 111 Farms | High 22 Farms | Low 22 Farms |
|---|---|---|---|---|
| 4 | Number of Persons-Family | 4 | 6 | 3 |
| 5 | Number of Adult Equiv.-Family | 3.1 | 3.9 | 2.8 |
| 6 | Non-Farm Income | | | |
| 7 | Outside Investment Income | 474 | 683 | 377 |
| 8 | Other Pers.Inc.& Inc.Tax Ref. | 11573 | 11021 | 13686 |
| 9 | Sale of Dwell.,Auto & Truck (Personal Share) | 910 | 1311 | |
| 10 | Net Cash From Non-Farm Business | 612 | 372 | 724 |
| 11 | **Total Non-Farm Income** | **13570** | **13387** | **14787** |
| | **HOUSEHOLD EXPENSE** | | | |
| 14 | Church & Charity | 1131 | 2154 | 640 |
| 15 | Medical Care & Health Ins. | 4179 | 6483 | 3496 |
| 16 | Food & Meals Bought | 4794 | 6079 | 3786 |
| 17 | Operating Expense & Supplies | 1931 | 1871 | 1579 |
| 18 | Furnishings & Equipment | 1244 | 980 | 1078 |
| 19 | Clothing & Clothing Materials | 1894 | 2745 | 1612 |
| 20 | Personal Care, Pers.Spending | 4537 | 9171 | 1662 |
| 21 | Education | 810 | 1236 | 436 |
| 22 | Recreation | 829 | 1045 | 814 |
| 23 | Gifts & Special Events | 857 | 978 | 593 |
| 24 | Personal Interest | 517 | 602 | 229 |
| 25 | **Total Cash Househld Exp(L14-L24)** | **22723** | **33346** | **15925** |
| 26 | Truck & Auto Expense:Personal | 910 | 830 | 1186 |
| 27 | Upkeep on Dwelling:Personal | 311 | 645 | 57 |
| 28 | Cash rent: Personal | 31 | | |
| 29 | Telephone & Elec.Exp: Personal | 1104 | 1565 | 808 |
| 30 | General Farm Expense: Personal | 189 | 223 | 56 |
| 31 | **Total Cash Living & Operating Exp** | **25267** | **36609** | **18032** |
| 32 | New Truck & Auto Personal | 1955 | 1955 | 1099 |
| 33 | New Dwelling,Buildings,Land:Pers | 1592 | 1121 | 2209 |
| 34 | Taxes & Other Deductions | 6478 | 13550 | 4098 |
| 35 | Life Insurance | 1051 | 1098 | 815 |
| 35A | Adjusted Cash Living Expense | 32797 | 51256 | 22945 |
| 36 | Paid on Personal Debt (Principal) | 3332 | 2417 | 4767 |
| 37 | Savings & Invest.(Exc. Life Ins.) | 1864 | 4497 | 1263 |
| 38 | **Total Non-Farm Cash Expense** | **41540** | **61246** | **32283** |
| 39 | NonFarm Cash Expense Minus Income | 27970 | 47858 | 17495 |
| 40 | Family Living From Farm | 305 | 287 | 161 |
| 41 | **Total Cash & Non-Cash Expenses** | **41844** | **61533** | **32444** |
| | **SUPPLEMENTARY INFORMATION** | | | |
| 44 | Milk & Cream (Quarts) | 72 | 33 | 29 |
| 45 | Beef & Buffalo (Pounds) | 226 | 255 | 129 |
| 46 | Pork (Pounds) | 6 | | 4 |
| 51 | **Total Family Living From Farm** | 305 | 287 | 161 |
| 52 | Calculated Living Expense | | | |
| 53 | Total Family Income | 359359 | 699553 | 301937 |
| 54 | - Total Uses Less Reported Fam Liv | 317814 | 638855 | 271311 |
| 55 | = Apparent Family Living | 41545 | 60698 | 30626 |
| 56 | Tot. Family Living/Wk. Unit | 70.62 | 62.84 | 69.11 |
| 57 | Net Family Living/Wk. Unit | 47.55 | 49.10 | 37.45 |
| 58 | Adj. Family Living/Wk. Unit | 55.76 | 52.59 | 49.12 |

## CROP ACRE DISTRIBUTION & SELECTED EXPENSES PER ACRE - 1993

| | Average of 308 Farms | Most Profitable 61 Farms | Least Profitable 61 Farms |
|---|---|---|---|
| | Acres | Acres | Acres |
| Small Grain | 535 | 1025 | 470 |
| Row Crop | 225 | 501 | 166 |
| Legumes, Including Seed | 52 | 17 | 55 |
| Other Hay | 26 | 4 | 32 |
| Silage + Fodder | 18 | 7 | 15 |
| Tillable Pasture | 13 | | 12 |
| Grass Crops | 8 | 1 | 19 |
| Fallow + Set Aside | 59 | 73 | 34 |
| **Total Tillable Land** | **936** | **1628** | **803** |
| Non-Tillable Hay/Pasture, Forest | 11 | 1 | 13 |
| Hay Not Harvested (Non-Tillable) | 3 | 1 | 8 |
| Pasture Timber Not Harvested | 72 | 18 | 109 |
| Roads + Waste | 19 | 15 | 23 |
| Farmstead | 8 | 5 | 9 |
| Land Rented Out | | | |
| **Total Land Not Harvested** | **102** | **39** | |
| **Total Non-Tillable Land** | **113** | **40** | **162** |
| **Total Acres Cropped #** | **864** | **1556** | **757** |
| **Total Land in Farm or Ranch** | **1049** | **1668** | **965** |

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

| | Average of 308 Farms | Most Profitable 61 Farms | Least Profitable 61 Farms |
|---|---|---|---|
| Percent Land Tillable | 89.1 | 97.5 | 82.9 |
| Fertilizer Cost per Acre # | 20.91 | 23.20 | 20.13 |
| Crop Chemicals per Acre # | 18.16 | 24.76 | 15.56 |
| Seed and Other Costs per Acre # | 24.56 | 34.67 | 18.38 |
| Gas, Diesel & Lubricants per Acre | 9.86 | 9.26 | 10.39 |
| Repair/Maintenance Cost per Acre | 16.77 | 15.92 | 16.03 |

# Tillable acres plus recropped acres minus tillable pasture, fallow and idle acres.

## CROP DATA FOR BARLEY, 1993

| | | Average of 348 Farms Per Acre | High 69 Farms Per Acre | Low 69 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 110.9 | 140.4 | 81.5 |
| 4 | Yield | 54.4 | 71.9 | 14.0 |
| 5 | Value per Unit | 1.77 | 1.85 | 1.78 |
| 6 | Crop Product Return | 96.26 | 132.74 | 24.80 |
| 7 | Other Crop Income | 39.63 | 53.48 | 37.04 |
| 8 | **Total Crop Return** | **135.89** | **186.22** | **61.84** |
| | **VARIABLE COSTS** | | | |
| 10 | Fertilizer | 20.46 | 22.04 | 20.06 |
| 11 | Chemicals | 12.34 | 14.71 | 11.94 |
| 12 | Seed | 7.11 | 7.22 | 7.52 |
| 13 | Crop Drying | 0.40 | 0.24 | 0.02 |
| 14 | Crop Insurance | 4.53 | 5.28 | 2.87 |
| 15 | Other Expenses | 0.35 | 0.56 | 0.12 |
| 16 | Special Hired Labor | 0.22 | 0.24 | 0.86 |
| 17 | Custom Work Hired | 1.88 | 0.89 | 3.75 |
| 18 | Irrigation Operation | | | |
| 19 | Assigned Interest | | | 0.01 |
| 20 | **Total Variable Costs** | **47.28** | **51.18** | **47.17** |
| 21 | **Return Over Variable Costs** | **88.61** | **135.04** | **14.67** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | | |
| 31 | Power & Machinery-Ownership | 7.19 | 6.69 | 6.20 |
| 32 | Power & Machinery-Operation | 18.00 | 17.43 | 19.52 |
| 33 | Building & Fence Cost | 1.66 | 1.52 | 1.44 |
| 37 | Land Ownership/Rental Cost | 38.50 | 51.52 | 22.25 |
| 38 | Utilities & Gen. Farm Expense | 4.78 | 5.56 | 3.88 |
| 39 | Hired Labor | 3.17 | 3.78 | 1.60 |
| 41 | Non-Real Est. & Bldg. Interest | 4.79 | 5.34 | 5.10 |
| 42 | **Total Allocated Costs** | **78.09** | **91.84** | **59.99** |
| 43 | **Total Listed Costs** | **125.37** | **143.02** | **107.16** |
| 44 | **Return Over Listed Costs** | **10.52** | **43.20** | **-45.32** |
| | **************** SUPPLEMENTARY MANAGEMENT INFORMATION ************** | | | |
| 49 | Fair Rental Value | 45.15 | 59.40 | 26.15 |
| 50 | Land Opportunity Own.Cost | 36.14 | 60.71 | 22.42 |
| 51 | Total Cost Adj. to Min. 7% Int. | 125.29 | 151.20 | 106.55 |
| 52 | Work Units Assigned/Acre | 0.30 | 0.30 | 0.30 |
| 53 | Power Cost Allocation Factor | 1.00 | 1.03 | 1.00 |
| 54 | Total Listed Cost/Unit | 2.30 | 1.99 | 7.65 |
| 54A | Tot. Prod. Cost Incl. Adj. Fam. Liv. | 2.61 | 2.21 | 8.70 |
| 55 | Total Adjusted Cost/Unit | 2.31 | 2.10 | 7.63 |
| 56 | Cash Variable Cost/Unit | 1.43 | 1.16 | 5.52 |
| 57 | Return Over Listed Costs/Unit | 0.19 | 0.60 | -3.24 |
| 58 | Breakeven Yield/Unit | 70.8 | 77.3 | 60.2 |

## CROP DATA FOR CANOLA & FLAX, 1993

| | | FLAX 16 Farms Per Acre | CANOLA 18 Farms Per Acre |
|---|---|---|---|
| 3 | Acres | 58.7 | 84.7 |
| 4 | Yield | 11.8 | 11.1 |
| 5 | Value per Unit | 4.06 | 9.51 |
| 6 | Crop Product Return | 47.89 | 105.63 |
| 7 | Other Crop Income | 7.48 | 3.98 |
| 8 | **Total Crop Return** | **55.37** | **109.61** |
| | **VARIABLE COSTS** | | |
| 10 | Fertilizer | 16.30 | 24.06 |
| 11 | Chemicals | 11.53 | 8.51 |
| 12 | Seed | 8.43 | 13.28 |
| 13 | Crop Drying | 0.29 | 0.18 |
| 14 | Crop Insurance | 4.17 | 0.37 |
| 15 | Other Expenses | 0.17 | 0.06 |
| 16 | Special Hired Labor | | |
| 17 | Custom Work Hired | 3.63 | 1.03 |
| 18 | Irrigation Operation | | |
| 19 | Assigned Interest | | |
| 20 | **Total Variable Costs** | **44.53** | **47.49** |
| 21 | **Return Over Variable Costs** | **10.84** | **62.12** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | |
| 31 | Power & Machinery-Ownership | 8.13 | 6.48 |
| 32 | Power & Machinery-Operation | 21.87 | 13.92 |
| 33 | Building & Fence Cost | 1.79 | 1.51 |
| 37 | Land Ownership/Rental Cost | 23.57 | 15.90 |
| 38 | Utilities & Gen. Farm Expense | 4.07 | 2.48 |
| 39 | Hired Labor | 2.21 | 2.63 |
| 41 | Non-Real Est. & Bldg. Interest | 7.85 | 1.46 |
| 42 | **Total Allocated Costs** | **69.49** | **44.38** |
| 43 | **Total Listed Costs** | **114.02** | **91.87** |
| 44 | **Return Over Listed Costs** | **-58.65** | **17.74** |

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

| | | FLAX | CANOLA |
|---|---|---|---|
| 49 | Fair Rental Value | | 28.82 |
| 50 | Land Opportunity Own.Cost | 38.33 | 25.64 |
| 51 | Total Cost Adj. to Min. 7% Int. | 126.73 | 104.53 |
| 52 | Work Units Assigned/Acre | 0.30 | 0.20 |
| 53 | Power Cost Allocation Factor | 1.00 | 1.29 |
| 54 | Total Listed Cost/Unit | 9.66 | 8.28 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 11.08 | 9.28 |
| 55 | Total Adjusted Cost/Unit | 10.73 | 9.41 |
| 56 | Cash Variable Cost/Unit | 6.82 | 6.12 |
| 57 | Return Over Listed Costs/Unit | -4.97 | 1.60 |
| 58 | Breakeven Yield/Unit | 28.1 | 9.7 |

## CROP DATA FOR OATS, 1993

| | | Average of 103 Farms Per Acre | High 20 Farms Per Acre | Low 20 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 39.2 | 33.4 | 30.7 |
| 4 | Yield | 51.2 | 66.0 | 17.0 |
| 5 | Value per Unit | 1.21 | 1.26 | 1.15 |
| 6 | Crop Product Return | 62.19 | 83.47 | 19.51 |
| 7 | Other Crop Income | 9.74 | 14.73 | 17.56 |
| 8 | **Total Crop Return** | **71.93** | **98.20** | **37.07** |
| | **VARIABLE COSTS** | | | |
| 10 | Fertilizer | 13.06 | 10.03 | 18.70 |
| 11 | Chemicals | 2.60 | 1.20 | 2.80 |
| 12 | Seed | 6.12 | 5.18 | 8.44 |
| 13 | Crop Drying | 0.38 | | |
| 14 | Crop Insurance | 1.25 | 0.54 | 2.83 |
| 15 | Other Expenses | 0.46 | 0.12 | 0.26 |
| 16 | Special Hired Labor | 0.23 | 0.09 | 0.26 |
| 17 | Custom Work Hired | 1.45 | 0.15 | 1.11 |
| 18 | Irrigation Operation | | | |
| 19 | Assigned Interest | 0.05 | | 0.42 |
| 20 | **Total Variable Costs** | **25.61** | **17.31** | **34.82** |
| 21 | **Return Over Variable Costs** | **46.32** | **80.89** | **2.25** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | | |
| 31 | Power & Machinery-Ownership | 9.08 | 8.17 | 12.44 |
| 32 | Power & Machinery-Operation | 18.62 | 16.95 | 21.69 |
| 33 | Building & Fence Cost | 2.19 | 2.31 | 2.38 |
| 37 | Land Ownership/Rental Cost | 15.44 | 13.40 | 14.91 |
| 38 | Utilities & Gen. Farm Expense | 3.70 | 4.19 | 4.10 |
| 39 | Hired Labor | 1.81 | 1.41 | 1.60 |
| 41 | Non-Real Est. & Bldg. Interest | 3.39 | 3.11 | 3.81 |
| 42 | **Total Allocated Costs** | **54.23** | **49.54** | **60.93** |
| 43 | **Total Listed Costs** | **79.84** | **66.85** | **95.75** |
| 44 | **Return Over Listed Costs** | **-7.91** | **31.35** | **-58.68** |
| | ************ **SUPPLEMENTARY MANAGEMENT INFORMATION** ************ | | | |
| 49 | Fair Rental Value | 27.77 | 21.62 | 25.19 |
| 50 | Land Opportunity Own.Cost | 21.01 | 16.09 | 21.81 |
| 51 | Total Cost Adj. to Min. 7% Int. | 87.45 | 72.10 | 105.24 |
| 52 | Work Units Assigned/Acre | 0.30 | 0.30 | 0.30 |
| 53 | Power Cost Allocation Factor | 0.99 | 1.00 | 1.00 |
| 54 | Total Listed Cost/Unit | 1.56 | 1.01 | 5.63 |
| 54A | Tot. Prod. Cost Incl. Adj. Fam. Liv. | 1.89 | 1.25 | 6.50 |
| 55 | Total Adjusted Cost/Unit | 1.71 | 1.09 | 6.19 |
| 56 | Cash Variable Cost/Unit | 1.04 | 0.65 | 3.88 |
| 57 | Return Over Listed Costs/Unit | -0.15 | 0.48 | -3.45 |
| 58 | Breakeven Yield/Unit | 66.0 | 53.1 | 83.3 |

## CROP DATA FOR SPRING WHEAT, 1993

| | | Average of 606 Farms Per Acre | High 121 Farms Per Acre | Low 121 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 200.3 | 123.0 | 145.5 |
| 4 | Yield | 25.8 | 33.3 | 11.4 |
| 5 | Value per Unit | 3.19 | 3.61 | 2.93 |
| 6 | Crop Product Return | 82.26 | 120.15 | 33.37 |
| 7 | Other Crop Income | 65.45 | 98.00 | 44.68 |
| 8 | **Total Crop Return** | **147.71** | **218.15** | **78.05** |
| | **VARIABLE COSTS** | | | |
| 10 | Fertilizer | 22.59 | 20.74 | 23.81 |
| 11 | Chemicals | 14.81 | 12.42 | 13.89 |
| 12 | Seed | 9.49 | 9.38 | 8.76 |
| 13 | Crop Drying | 0.48 | 0.62 | 0.42 |
| 14 | Crop Insurance | 5.45 | 5.38 | 4.25 |
| 15 | Other Expenses | 0.48 | 0.19 | 0.60 |
| 16 | Special Hired Labor | 0.17 | 0.06 | 0.38 |
| 17 | Custom Work Hired | 2.25 | 1.12 | 3.42 |
| 18 | Irrigation Operation | | | |
| 19 | Assigned Interest | 0.01 | | 0.03 |
| 20 | **Total Variable Costs** | **55.73** | **49.91** | **55.56** |
| 21 | **Return Over Variable Costs** | **91.98** | **168.24** | **22.49** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | | |
| 31 | Power & Machinery-Ownership | 7.77 | 9.49 | 7.55 |
| 32 | Power & Machinery-Operation | 18.29 | 19.07 | 21.87 |
| 33 | Building & Fence Cost | 1.82 | 2.63 | 1.84 |
| 37 | Land Ownership/Rental Cost | 40.11 | 46.07 | 22.38 |
| 38 | Utilities & Gen. Farm Expense | 5.18 | 6.54 | 4.82 |
| 39 | Hired Labor | 3.76 | 3.63 | 2.16 |
| 41 | Non-Real Est. & Bldg. Interest | 5.29 | 6.67 | 4.87 |
| 42 | **Total Allocated Costs** | **82.22** | **94.10** | **65.49** |
| 43 | **Total Listed Costs** | **137.95** | **144.01** | **121.05** |
| 44 | **Return Over Listed Costs** | **9.76** | **74.14** | **-43.00** |
| | **************** SUPPLEMENTARY MANAGEMENT INFORMATION ************** | | | |
| 49 | Fair Rental Value | 46.87 | 58.22 | 28.50 |
| 50 | Land Opportunity Own.Cost | 39.18 | 57.84 | 30.32 |
| 51 | Total Cost Adj. to Min. 7% Int. | 137.76 | 155.63 | 129.76 |
| 52 | Work Units Assigned/Acre | 0.30 | 0.30 | 0.30 |
| 53 | Power Cost Allocation Factor | 1.00 | 1.00 | 1.00 |
| 54 | Total Listed Cost/Unit | 5.35 | 4.32 | 10.62 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 6.00 | 4.79 | 11.91 |
| 55 | Total Adjusted Cost/Unit | 5.34 | 4.68 | 11.41 |
| 56 | Cash Variable Cost/Unit | 3.42 | 2.58 | 7.83 |
| 57 | Return Over Listed Costs/Unit | 0.38 | 2.23 | -3.77 |
| 58 | Breakeven Yield/Unit | 43.2 | 39.9 | 41.3 |

## CROP DATA FOR WINTER WHEAT, 1993

| | | Average of 7 Farms Per Acre |
|---|---|---|
| 3 | Acres | 83.0 |
| 4 | Yield | 30.1 |
| 5 | Value per Unit | 2.83 |
| 6 | Crop Product Return | 85.27 |
| 7 | Other Crop Income | 22.83 |
| 8 | **Total Crop Return** | **108.10** |
| **VARIABLE COSTS** | | |
| 10 | Fertilizer | 18.88 |
| 11 | Chemicals | 1.86 |
| 12 | Seed | 9.57 |
| 13 | Crop Drying | 0.24 |
| 14 | Crop Insurance | 2.78 |
| 15 | Other Expenses | |
| 16 | Special Hired Labor | |
| 17 | Custom Work Hired | 6.10 |
| 18 | Irrigation Operation | |
| 19 | Assigned Interest | |
| 20 | **Total Variable Costs** | **39.42** |
| 21 | **Return Over Variable Costs** | **68.68** |
| **ALLOCATED COSTS (VARIABLE & FIXED)** | | |
| 31 | Power & Machinery-Ownership | 7.64 |
| 32 | Power & Machinery-Operation | 19.13 |
| 33 | Building & Fence Cost | 2.33 |
| 37 | Land Ownership/Rental Cost | 20.64 |
| 38 | Utilities & Gen. Farm Expense | 3.17 |
| 39 | Hired Labor | 5.71 |
| 41 | Non-Real Est. & Bldg. Interest | 0.52 |
| 42 | **Total Allocated Costs** | **59.14** |
| 43 | **Total Listed Costs** | **98.56** |
| 44 | **Return Over Listed Costs** | **9.54** |
| | **************** SUPPLEMENTARY MANAGEMENT INFORMATION ************ | |
| 49 | Fair Rental Value | 31.95 |
| 50 | Land Opportunity Own.Cost | 34.81 |
| 51 | Total Cost Adj. to Min. 7% Int. | 117.53 |
| 52 | Work Units Assigned/Acre | 0.30 |
| 53 | Power Cost Allocation Factor | 1.00 |
| 54 | Total Listed Cost/Unit | 3.27 |
| 54A | Tot. Prod. Cost Incl. Adj. Fam. Liv. | 3.83 |
| 55 | Total Adjusted Cost/Unit | 3.90 |
| 56 | Cash Variable Cost/Unit | 2.26 |
| 57 | Return Over Listed Costs/Unit | 0.32 |
| 58 | Breakeven Yield/Unit | 34.8 |

## CROP DATA FOR EDIBLE BEANS, 1993

| | | Navy Beans 8 Farms Per Acre | Pinto Beans 28 Farms Per Acre |
|---|---|---|---|
| 3 | Acres | 81.1 | 121.0 |
| 4 | Yield | 9.4 | 5.7 |
| 5 | Value per Unit | 14.94 | 26.57 |
| 6 | Crop Product Return | 140.36 | 150.40 |
| 7 | Other Crop Income | 39.36 | 62.58 |
| 8 | **Total Crop Return** | **179.72** | **212.98** |
| | **VARIABLE COSTS** | | |
| 10 | Fertilizer | 24.03 | 11.31 |
| 11 | Chemicals | 24.51 | 19.29 |
| 12 | Seed | 28.20 | 18.64 |
| 13 | Crop Drying | | |
| 14 | Crop Insurance | 17.58 | 12.45 |
| 15 | Other Expenses | 0.58 | 0.30 |
| 16 | Special Hired Labor | | 0.11 |
| 17 | Custom Work Hired | 4.78 | 0.31 |
| 18 | Irrigation Operation | | |
| 19 | Assigned Interest | | |
| 20 | **Total Variable Costs** | **99.69** | **62.40** |
| 21 | **Return Over Variable Costs** | **80.03** | **150.58** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | |
| 31 | Power & Machinery-Ownership | 17.31 | 8.38 |
| 32 | Power & Machinery-Operation | 26.87 | 33.34 |
| 33 | Building & Fence Cost | 3.17 | 3.75 |
| 37 | Land Ownership/Rental Cost | 50.93 | 64.37 |
| 38 | Utilities & Gen. Farm Expense | 7.37 | 7.78 |
| 39 | Hired Labor | 11.75 | 8.50 |
| 41 | Non-Real Est. & Bldg. Interest | 11.47 | 15.45 |
| 42 | **Total Allocated Costs** | **128.87** | **141.57** |
| 43 | **Total Listed Costs** | **228.56** | **203.97** |
| 44 | **Return Over Listed Costs** | **-48.84** | **9.01** |

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

| | | Navy Beans | Pinto Beans |
|---|---|---|---|
| 49 | Fair Rental Value | | |
| 50 | Land Opportunity Own.Cost | 32.45 | 44.71 |
| 51 | Total Cost Adj. to Min. 7% Int. | 223.43 | 194.40 |
| 52 | Work Units Assigned/Acre | 0.50 | 0.50 |
| 53 | Power Cost Allocation Factor | 0.98 | 0.97 |
| 54 | Total Listed Cost/Unit | 24.31 | 35.78 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 27.28 | 40.67 |
| 55 | Total Adjusted Cost/Unit | 23.78 | 34.34 |
| 56 | Cash Variable Cost/Unit | 16.72 | 22.36 |
| 57 | Return Over Listed Costs/Unit | -5.20 | 1.58 |
| 58 | Breakeven Yield/Unit | 15.3 | 7.7 |

## CROP DATA FOR CORN, 1993

| | | Average of 104 Farms Per Acre | High 20 Farms Per Acre | Low 20 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 69.7 | 68.5 | 53.3 |
| 4 | Yield | 44.9 | 65.2 | 15.6 |
| 5 | Value per Unit | 2.35 | 2.57 | 2.17 |
| 6 | Crop Product Return | 105.52 | 167.50 | 33.83 |
| 7 | Other Crop Income | 58.35 | 106.61 | 33.58 |
| 8 | **Total Crop Return** | **163.87** | **274.11** | **67.41** |
| | **VARIABLE COSTS** | | | |
| 10 | Fertilizer | 25.51 | 23.85 | 29.94 |
| 11 | Chemicals | 17.80 | 16.53 | 17.88 |
| 12 | Seed | 21.29 | 22.47 | 18.74 |
| 13 | Crop Drying | 2.48 | 1.88 | 0.17 |
| 14 | Crop Insurance | 3.70 | 6.88 | 2.70 |
| 15 | Other Expenses | 0.43 | 0.74 | 1.18 |
| 16 | Special Hired Labor | 0.10 | 0.15 | |
| 17 | Custom Work Hired | 1.56 | 1.37 | 2.27 |
| 18 | Irrigation Operation | 0.14 | 0.34 | |
| 19 | Assigned Interest | 0.10 | | 1.20 |
| 20 | **Total Variable Costs** | **73.13** | **74.20** | **74.09** |
| 21 | **Return Over Variable Costs** | **90.74** | **199.91** | **-6.68** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | | |
| 31 | Power & Machinery-Ownership | 17.43 | 9.40 | 27.09 |
| 32 | Power & Machinery-Operation | 34.18 | 39.34 | 45.80 |
| 33 | Building & Fence Cost | 5.57 | 5.07 | 7.90 |
| 34 | Irrigation Ownership Cost | 0.27 | 0.09 | |
| 37 | Land Ownership/Rental Cost | 33.81 | 45.01 | 19.08 |
| 38 | Utilities & Gen. Farm Expense | 10.24 | 8.28 | 11.56 |
| 39 | Hired Labor | 5.65 | 3.52 | 3.41 |
| 41 | Non-Real Est. & Bldg. Interest | 10.10 | 12.54 | 9.08 |
| 42 | **Total Allocated Costs** | **117.25** | **123.25** | **123.92** |
| 43 | **Total Listed Costs** | **190.38** | **197.45** | **198.01** |
| 44 | **Return Over Listed Costs** | **-26.51** | **76.66** | **-130.60** |

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

| | | | | |
|---|---|---|---|---|
| 49 | Fair Rental Value | 47.65 | 55.58 | 38.00 |
| 50 | Land Opportunity Own.Cost | 35.02 | 52.78 | 24.69 |
| 51 | Total Cost Adj. to Min. 7% Int. | 190.63 | 199.82 | 203.00 |
| 52 | Work Units Assigned/Acre | 0.55 | 0.55 | 0.55 |
| 53 | Power Cost Allocation Factor | 0.99 | 1.00 | 0.99 |
| 54 | Total Listed Cost/Unit | 4.24 | 3.03 | 12.69 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 4.92 | 3.47 | 14.42 |
| 55 | Total Adjusted Cost/Unit | 4.24 | 3.07 | 13.02 |
| 56 | Cash Variable Cost/Unit | 2.97 | 2.11 | 9.23 |
| 57 | Return Over Listed Costs/Unit | -0.59 | 1.18 | -8.37 |
| 58 | Breakeven Yield/Unit | 81.0 | 76.8 | 91.2 |

## CROP DATA FOR POTATOES, 1993

| | | SEED POTATOES Average of 27 Farms Per Acre | TABLE POTATOES Average of 12 Farms Per Acre |
|---|---|---|---|
| 3 | Acres | 47.4 | 66.9 |
| 4 | Yield | 48.8 | 62.3 |
| 5 | Value per Unit | 9.16 | 5.17 |
| 6 | Crop Product Return | 446.58 | 321.70 |
| 7 | Other Crop Income | 310.97 | 236.67 |
| 8 | **Total Crop Return** | **757.55** | **558.37** |
| | **VARIABLE COSTS** | | |
| 10 | Fertilizer | 36.62 | 39.79 |
| 11 | Chemicals | 57.07 | 57.74 |
| 12 | Seed | 97.97 | 75.87 |
| 13 | Crop Drying | | 0.03 |
| 14 | Crop Insurance | 12.38 | 10.00 |
| 15 | Other Expenses | 22.36 | 3.90 |
| 16 | Special Hired Labor | 11.75 | 15.75 |
| 17 | Custom Work Hired | 22.11 | 6.35 |
| 18 | Irrigation Operation | | |
| 19 | Assigned Interest | | |
| 20 | **Total Variable Costs** | **260.27** | **209.45** |
| 21 | **Return Over Variable Costs** | **497.28** | **348.92** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | |
| 31 | Power & Machinery-Ownership | 31.94 | 25.10 |
| 32 | Power & Machinery-Operation | 92.49 | 106.55 |
| 33 | Building & Fence Cost | 12.74 | 6.14 |
| 37 | Land Ownership/Rental Cost | 37.77 | 47.70 |
| 38 | Utilities & Gen. Farm Expense | 34.39 | 39.72 |
| 39 | Hired Labor | 26.86 | 5.22 |
| 41 | Non-Real Est. & Bldg. Interest | 45.82 | 36.17 |
| 42 | **Total Allocated Costs** | **282.01** | **266.60** |
| 43 | **Total Listed Costs** | **542.28** | **476.05** |
| 44 | **Return Over Listed Costs** | **215.27** | **82.32** |

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

| | | | |
|---|---|---|---|
| 49 | Fair Rental Value | 44.74 | |
| 50 | Land Opportunity Own.Cost | 43.99 | 43.19 |
| 51 | Total Cost Adj. to Min. 7% Int. | 529.58 | 460.36 |
| 52 | Work Units Assigned/Acre | 3.00 | 3.00 |
| 53 | Power Cost Allocation Factor | 0.92 | 0.82 |
| 54 | Total Listed Cost/Unit | 11.11 | 7.64 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 14.54 | 10.33 |
| 55 | Total Adjusted Cost/Unit | 10.86 | 7.39 |
| 56 | Cash Variable Cost/Unit | 9.42 | 6.37 |
| 57 | Return Over Listed Costs/Unit | 4.41 | 1.32 |
| 58 | Breakeven Yield/Unit | 59.2 | 92.1 |

## CROP DATA FOR SOYBEANS, 1993

| | | Average of 111 Farms Per Acre | High 22 Farms Per Acre | Low 22 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 123.5 | 130.4 | 102.1 |
| 4 | Yield | 18.8 | 25.7 | 12.1 |
| 5 | Value per Unit | 6.27 | 6.49 | 6.08 |
| 6 | Crop Product Return | 117.94 | 166.77 | 73.79 |
| 7 | Other Crop Income | 22.25 | 29.61 | 15.52 |
| 8 | **Total Crop Return** | **140.19** | **196.38** | **89.31** |
| **VARIABLE COSTS** | | | | |
| 10 | Fertilizer | 4.70 | 3.27 | 10.32 |
| 11 | Chemicals | 21.97 | 16.26 | 24.43 |
| 12 | Seed | 12.13 | 10.15 | 15.01 |
| 13 | Crop Drying | 0.20 | 0.95 | |
| 14 | Crop Insurance | 6.24 | 6.27 | 4.85 |
| 15 | Other Expenses | 0.50 | 1.30 | 0.49 |
| 16 | Special Hired Labor | 0.10 | | |
| 17 | Custom Work Hired | 2.10 | 0.68 | 4.58 |
| 18 | Irrigation Operation | | | |
| 19 | Assigned Interest | 0.06 | | 0.30 |
| 20 | **Total Variable Costs** | **48.01** | **38.87** | **59.99** |
| 21 | **Return Over Variable Costs** | **92.18** | **157.51** | **29.32** |
| **ALLOCATED COSTS (VARIABLE & FIXED)** | | | | |
| 31 | Power & Machinery-Ownership | 10.89 | 9.59 | 14.20 |
| 32 | Power & Machinery-Operation | 22.32 | 21.17 | 26.83 |
| 33 | Building & Fence Cost | 2.24 | 2.88 | 2.72 |
| 37 | Land Ownership/Rental Cost | 48.99 | 48.39 | 33.40 |
| 38 | Utilities & Gen. Farm Expense | 8.27 | 7.96 | 7.45 |
| 39 | Hired Labor | 4.89 | 3.93 | 3.10 |
| 41 | Non-Real Est. & Bldg. Interest | 8.91 | 8.09 | 11.71 |
| 42 | **Total Allocated Costs** | **106.51** | **102.01** | **99.41** |
| 43 | **Total Listed Costs** | **154.52** | **140.88** | **159.40** |
| 44 | **Return Over Listed Costs** | **-14.33** | **55.50** | **-70.09** |

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

| | | Average of 111 Farms Per Acre | High 22 Farms Per Acre | Low 22 Farms Per Acre |
|---|---|---|---|---|
| 49 | Fair Rental Value | 54.74 | 61.00 | 54.94 |
| 50 | Land Opportunity Own.Cost | 42.12 | 48.68 | 22.84 |
| 51 | Total Cost Adj. to Min. 7% Int. | 152.40 | 140.61 | 156.66 |
| 52 | Work Units Assigned/Acre | 0.45 | 0.45 | 0.45 |
| 53 | Power Cost Allocation Factor | 0.85 | 0.78 | 0.96 |
| 54 | Total Listed Cost/Unit | 8.22 | 5.48 | 13.17 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 9.55 | 6.40 | 15.00 |
| 55 | Total Adjusted Cost/Unit | 8.10 | 5.47 | 12.90 |
| 56 | Cash Variable Cost/Unit | 4.91 | 3.11 | 9.01 |
| 57 | Return Over Listed Costs/Unit | -0.76 | 2.16 | -5.79 |
| 58 | Breakeven Yield/Unit | 24.6 | 21.7 | 26.2 |

## CROP DATA FOR OIL SUNFLOWERS, 1993

| | | Average of 138 Farms Per Acre | High 27 Farms Per Acre | Low 27 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 110.6 | 94.2 | 96.4 |
| 4 | Yield | 9.4 | 15.4 | 2.4 |
| 5 | Value per Unit | 11.20 | 11.75 | 11.20 |
| 6 | Crop Product Return | 104.77 | 180.38 | 27.29 |
| 7 | Other Crop Income | 23.87 | 37.30 | 28.83 |
| 8 | **Total Crop Return** | **128.64** | **217.68** | **56.12** |
| **VARIABLE COSTS** | | | | |
| 10 | Fertilizer | 21.01 | 21.31 | 22.79 |
| 11 | Chemicals | 12.08 | 11.82 | 13.26 |
| 12 | Seed | 12.07 | 13.61 | 11.99 |
| 13 | Crop Drying | 0.79 | 0.93 | 0.48 |
| 14 | Crop Insurance | 5.62 | 4.87 | 5.94 |
| 15 | Other Expenses | 0.19 | 0.35 | 0.12 |
| 16 | Special Hired Labor | 0.27 | 0.29 | 0.77 |
| 17 | Custom Work Hired | 2.45 | 1.69 | 4.16 |
| 18 | Irrigation Operation | | | |
| 19 | Assigned Interest | 0.05 | | |
| 20 | **Total Variable Costs** | **54.53** | **54.86** | **59.51** |
| 21 | **Return Over Variable Costs** | **74.11** | **162.82** | **-3.39** |
| **ALLOCATED COSTS (VARIABLE & FIXED)** | | | | |
| 31 | Power & Machinery-Ownership | 8.14 | 7.56 | 8.60 |
| 32 | Power & Machinery-Operation | 24.16 | 26.10 | 29.24 |
| 33 | Building & Fence Cost | 1.89 | 2.10 | 1.55 |
| 37 | Land Ownership/Rental Cost | 30.73 | 42.66 | 24.43 |
| 38 | Utilities & Gen. Farm Expense | 6.44 | 6.54 | 5.24 |
| 39 | Hired Labor | 3.26 | 3.07 | 3.74 |
| 41 | Non-Real Est. & Bldg. Interest | 7.20 | 7.29 | 7.70 |
| 42 | **Total Allocated Costs** | **81.82** | **95.32** | **80.50** |
| 43 | **Total Listed Costs** | **136.35** | **150.18** | **140.01** |
| 44 | **Return Over Listed Costs** | **-7.71** | **67.50** | **-83.89** |
| | ************ **SUPPLEMENTARY MANAGEMENT INFORMATION** ************ | | | |
| 49 | Fair Rental Value | 39.05 | 48.18 | 27.73 |
| 50 | Land Opportunity Own.Cost | 28.97 | 38.26 | 32.88 |
| 51 | Total Cost Adj. to Min. 7% Int. | 135.46 | 147.80 | 146.83 |
| 52 | Work Units Assigned/Acre | 0.40 | 0.40 | 0.40 |
| 53 | Power Cost Allocation Factor | 1.00 | 1.00 | 1.00 |
| 54 | Total Listed Cost/Unit | 14.51 | 9.75 | 58.34 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 16.88 | 11.12 | 66.53 |
| 55 | Total Adjusted Cost/Unit | 14.48 | 9.63 | 60.23 |
| 56 | Cash Variable Cost/Unit | 10.17 | 6.35 | 43.93 |
| 57 | Return Over Listed Costs/Unit | -0.82 | 4.38 | -34.95 |
| 58 | Breakeven Yield/Unit | 12.2 | 12.8 | 12.5 |

## CROP DATA FOR CONFECTIONERY SUNFLOWERS, 1993

| | | Average of 33 Farms Per Acre | High 11 Farms Per Acre | Low 11 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 138.1 | 166.7 | 142.5 |
| 4 | Yield | 12.7 | 17.0 | 7.1 |
| 5 | Value per Unit | 17.95 | 20.09 | 14.33 |
| 6 | Crop Product Return | 228.67 | 342.21 | 101.76 |
| 7 | Other Crop Income | 15.00 | 13.06 | 19.36 |
| 8 | **Total Crop Return** | **243.67** | **355.27** | **121.12** |
| **VARIABLE COSTS** | | | | |
| 10 | Fertilizer | 15.49 | 17.28 | 14.30 |
| 11 | Chemicals | 13.29 | 16.75 | 11.05 |
| 12 | Seed | 17.28 | 18.60 | 15.70 |
| 13 | Crop Drying | 0.91 | 0.71 | 1.24 |
| 14 | Crop Insurance | 5.46 | 6.11 | 5.56 |
| 15 | Other Expenses | 1.37 | 3.27 | 0.01 |
| 16 | Special Hired Labor | 0.43 | 0.71 | |
| 17 | Custom Work Hired | 1.99 | 1.79 | 2.55 |
| 18 | Irrigation Operation | | | |
| 19 | Assigned Interest | 0.06 | | 0.18 |
| 20 | **Total Variable Costs** | **56.27** | **65.23** | **50.59** |
| 21 | **Return Over Variable Costs** | **187.40** | **290.04** | **70.53** |
| **ALLOCATED COSTS (VARIABLE & FIXED)** | | | | |
| 31 | Power & Machinery-Ownership | 8.56 | 9.65 | 8.04 |
| 32 | Power & Machinery-Operation | 22.84 | 18.44 | 24.28 |
| 33 | Building & Fence Cost | 2.03 | 1.78 | 1.41 |
| 37 | Land Ownership/Rental Cost | 39.79 | 41.82 | 26.16 |
| 38 | Utilities & Gen. Farm Expense | 8.43 | 9.72 | 6.32 |
| 39 | Hired Labor | 4.63 | 5.77 | 2.23 |
| 41 | Non-Real Est. & Bldg. Interest | 5.13 | 5.33 | 4.74 |
| 42 | **Total Allocated Costs** | **91.41** | **92.51** | **73.18** |
| 43 | **Total Listed Costs** | **147.68** | **157.74** | **123.77** |
| 44 | **Return Over Listed Costs** | **95.99** | **197.53** | **-2.65** |

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

| | | Average of 33 Farms Per Acre | High 11 Farms Per Acre | Low 11 Farms Per Acre |
|---|---|---|---|---|
| 49 | Fair Rental Value | 40.91 | | 40.00 |
| 50 | Land Opportunity Own.Cost | 33.24 | 40.21 | 22.33 |
| 51 | Total Cost Adj. to Min. 7% Int. | 148.18 | 157.54 | 124.92 |
| 52 | Work Units Assigned/Acre | 0.40 | 0.40 | 0.40 |
| 53 | Power Cost Allocation Factor | 0.99 | 0.98 | 0.98 |
| 54 | Total Listed Cost/Unit | 11.63 | 9.28 | 17.43 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 13.39 | 10.52 | 20.20 |
| 55 | Total Adjusted Cost/Unit | 11.63 | 9.25 | 17.59 |
| 56 | Cash Variable Cost/Unit | 7.66 | 6.15 | 12.4[illegible] |
| 57 | Return Over Listed Costs/Unit | 7.56 | 11.62 | -0.3 |
| 58 | Breakeven Yield/Unit | 8.2 | 7.9 | 8.6 |

## CROP DATA FOR SUGAR BEETS, 1993

| | | Average of 127 Farms Per Acre | High 25 Farms Per Acre | Low 25 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 157.5 | 161.2 | 106.5 |
| 4 | Yield | 14.9 | 18.1 | 10.6 |
| 5 | Value Per Unit | 39.36 | 40.92 | 36.62 |
| 6 | Crop Product Return | 587.50 | 741.50 | 388.60 |
| 7 | Other Crop Income | 33.62 | 8.75 | 97.34 |
| 8 | **Total Crop Return** | **621.12** | **750.25** | **485.94** |
| | **VARIABLE COSTS** | | | |
| 10 | Fertilizer | 24.14 | 20.17 | 25.01 |
| 11 | Chemicals | 72.16 | 69.37 | 80.40 |
| 12 | Seed | 33.51 | 33.43 | 35.41 |
| 13 | Contract Interest | 65.10 | 51.74 | 116.98 |
| 14 | Crop Insurance | 13.78 | 15.39 | 10.95 |
| 15 | Other Expenses | 2.45 | 3.33 | 1.89 |
| 16 | Special Hired Labor | 28.70 | 36.33 | 28.48 |
| 17 | Custom Work Hired | 10.83 | 12.76 | 9.63 |
| 18 | Irrigation Operation | | | |
| 19 | Assigned Interest | 1.24 | 1.89 | 5.45 |
| 20 | **Total Variable Costs** | **251.92** | **244.42** | **314.20** |
| 21 | **Return Over Variable Costs** | **369.20** | **505.83** | **171.74** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | | |
| 31 | Power & Machinery-Ownership | 41.80 | 49.84 | 34.69 |
| 32 | Power & Machinery-Operation | 84.23 | 83.76 | 75.83 |
| 33 | Building & Fence Cost | 10.51 | 11.67 | 9.14 |
| 37 | Land Ownership/Rental Cost | 64.08 | 58.78 | 61.43 |
| 38 | Utilities & Gen. Farm Expense | 35.90 | 34.63 | 36.11 |
| 39 | Hired Labor | 31.52 | 23.49 | 18.05 |
| 41 | Non-Real Est. & Bldg. Interest | 31.56 | 23.22 | 40.08 |
| 42 | **Total Allocated Costs** | **299.60** | **285.39** | **275.33** |
| 43 | **Total Listed Costs** | **551.52** | **529.81** | **589.53** |
| 44 | **Return Over Listed Costs** | **69.60** | **220.44** | **-103.59** |
| | ************ **SUPPLEMENTARY MANAGEMENT INFORMATION** ************ | | | |
| 49 | Fair Rental Value | 66.20 | 69.74 | 61.28 |
| 50 | Land Opportunity Own.Cost | 63.34 | 66.87 | 66.26 |
| 51 | Total Cost Adj. to Min. 7% Int. | 546.88 | 544.12 | 571.62 |
| 52 | Work Units Assigned/Acre | 2.00 | 2.00 | 2.00 |
| 53 | Power Cost Allocation Factor | 0.80 | 0.80 | 0.78 |
| 54 | Total Listed Cost/Unit | 37.01 | 29.27 | 55.62 |
| 54A | Tot. Prod. Cost Incl. Adj. Fam. Liv. | 44.49 | 35.08 | 64.89 |
| 55 | Total Adjusted Cost/Unit | 36.64 | 30.03 | 53.87 |
| 56 | Cash Variable Cost/Unit | 29.20 | 22.63 | 45.69 |
| 57 | Return Over Listed Costs/Unit | 4.67 | 12.18 | -9.77 |
| 58 | Breakeven Yield/Unit | 14.0 | 12.9 | 16.1 |

## CROP DATA FOR ALFALFA HAY, 1993

| | | Average of 211 Farms Per Acre | High 42 Farms Per Acre | Low 42 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 69.7 | 85.7 | 70.2 |
| 4 | Yield | 2.8 | 4.0 | 1.6 |
| 5 | Value per Unit | 52.76 | 66.78 | 38.69 |
| 6 | Crop Product Return | 149.89 | 268.04 | 60.07 |
| 7 | Other Crop Income | 2.07 | 2.28 | 2.86 |
| 8 | **Total Crop Return** | **151.96** | **270.32** | **62.93** |
| **VARIABLE COSTS** | | | | |
| 10 | Fertilizer | 14.23 | 15.48 | 18.12 |
| 11 | Chemicals | 0.59 | 0.62 | 0.87 |
| 12 | Seed | 2.96 | 2.57 | 3.33 |
| 13 | Crop Drying | 0.03 | | |
| 14 | Crop Insurance | 0.07 | | 0.21 |
| 15 | Other Expenses | 1.74 | 1.51 | 2.15 |
| 16 | Special Hired Labor | 0.14 | 0.12 | |
| 17 | Custom Work Hired | 1.08 | 1.83 | 1.91 |
| 18 | Irrigation Operation | 0.06 | 0.25 | |
| 19 | Assigned Interest | | | |
| 20 | **Total Variable Costs** | **20.89** | **22.37** | **26.60** |
| 21 | **Return Over Variable Costs** | **131.07** | **247.95** | **36.33** |
| **ALLOCATED COSTS (VARIABLE & FIXED)** | | | | |
| 31 | Power & Machinery-Ownership | 17.79 | 18.63 | 16.60 |
| 32 | Power & Machinery-Operation | 35.12 | 39.19 | 32.25 |
| 33 | Building & Fence Cost | 4.33 | 4.69 | 3.18 |
| 34 | Irrigation Ownership Cost | 0.19 | 0.80 | |
| 37 | Land Ownership/Rental Cost | 17.66 | 19.65 | 13.78 |
| 38 | Utilities & Gen. Farm Expense | 7.99 | 8.41 | 7.11 |
| 39 | Hired Labor | 5.90 | 7.51 | 2.82 |
| 41 | Non-Real Est. & Bldg. Interest | 7.76 | 9.56 | 7.98 |
| 42 | **Total Allocated Costs** | **96.74** | **108.44** | **83.72** |
| 43 | **Total Listed Costs** | **117.63** | **130.81** | **110.32** |
| 44 | **Return Over Listed Costs** | **34.33** | **139.51** | **-47.39** |

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

| | | Average of 211 Farms Per Acre | High 42 Farms Per Acre | Low 42 Farms Per Acre |
|---|---|---|---|---|
| 49 | Fair Rental Value | 29.34 | 37.49 | 25.70 |
| 50 | Land Opportunity Own.Cost | 24.19 | 21.93 | 23.48 |
| 51 | Total Cost Adj. to Min. 7% Int. | 128.39 | 137.60 | 122.75 |
| 52 | Work Units Assigned/Acre | 0.60 | 0.60 | 0.60 |
| 53 | Power Cost Allocation Factor | 0.88 | 0.90 | 0.87 |
| 54 | Total Listed Cost/Unit | 42.01 | 32.70 | 68.95 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 53.96 | 40.59 | 87.37 |
| 55 | Total Adjusted Cost/Unit | 45.20 | 34.28 | 79.06 |
| 56 | Cash Variable Cost/Unit | 27.74 | 21.76 | 47.98 |
| 57 | Return Over Listed Costs/Unit | 12.26 | 34.88 | -29.62 |
| 58 | Breakeven Yield/Unit | 2.2 | 2.0 | 2.9 |

## CROP DATA FOR LEGUME, GRASS MIX & OTHER GRASS HAY, 1993

| | | OTHER LEGUME Average of 31 Farms Per Acre | GRASS MIX Average of 68 Farms Per Acre | OTHER GRASS Average of 32 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 61.9 | 105.2 | 38.0 |
| 4 | Yield | 1.9 | 2.3 | 1.5 |
| 5 | Value per Unit | 38.87 | 32.39 | 26.77 |
| 6 | Crop Product Return | 73.47 | 74.51 | 39.45 |
| 7 | Other Crop Income | 0.66 | 1.38 | 5.82 |
| 8 | **Total Crop Return** | **74.13** | **75.89** | **45.27** |
| | **VARIABLE COSTS** | | | |
| 10 | Fertilizer | 4.41 | 8.87 | 8.29 |
| 11 | Chemicals | | 0.14 | 0.16 |
| 12 | Seed | 1.16 | 1.55 | 0.66 |
| 13 | Crop Drying | | 0.06 | |
| 14 | Crop Insurance | | | |
| 15 | Other Expenses | 1.05 | 1.60 | 0.42 |
| 16 | Special Hired Labor | | 0.06 | |
| 17 | Custom Work Hired | 0.58 | 0.48 | 0.95 |
| 18 | Irrigation Operation | | | |
| 19 | Assigned Interest | | | |
| 20 | **Total Variable Costs** | **7.21** | **12.75** | **10.47** |
| 21 | **Return Over Variable Costs** | **66.92** | **63.14** | **34.80** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | | |
| 31 | Power & Machinery-Ownership | 13.39 | 11.69 | 7.32 |
| 32 | Power & Machinery-Operation | 24.68 | 24.57 | 21.39 |
| 33 | Building & Fence Cost | 2.79 | 3.92 | 1.55 |
| 37 | Land Ownership/Rental Cost | 12.42 | 10.43 | 13.50 |
| 38 | Utilities & Gen. Farm Expense | 6.17 | 5.12 | 4.29 |
| 39 | Hired Labor | 1.62 | 4.20 | 1.13 |
| 41 | Non-Real Est. & Bldg. Interest | 4.18 | 3.74 | 5.37 |
| 42 | **Total Allocated Costs** | **65.25** | **63.67** | **54.55** |
| 43 | **Total Listed Costs** | **72.46** | **76.42** | **65.02** |
| 44 | **Return Over Listed Costs** | **1.67** | **-0.53** | **-19.75** |
| | ************ **SUPPLEMENTARY MANAGEMENT INFORMATION** ************ | | | |
| 49 | Fair Rental Value | 21.55 | 20.00 | 23.99 |
| 50 | Land Opportunity Own.Cost | 19.39 | 22.83 | 26.37 |
| 51 | Total Cost Adj. to Min. 7% Int. | 81.78 | 93.58 | 76.74 |
| 52 | Work Units Assigned/Acre | 0.40 | 0.40 | 0.30 |
| 53 | Power Cost Allocation Factor | 0.99 | 1.00 | 1.00 |
| 54 | Total Listed Cost/Unit | 38.14 | 33.23 | 43.35 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 49.88 | 42.93 | 54.50 |
| 55 | Total Adjusted Cost/Unit | 43.26 | 40.68 | 52.07 |
| 56 | Cash Variable Cost/Unit | 23.08 | 21.90 | 28.43 |
| 57 | Return Over Listed Costs/Unit | 0.88 | -0.23 | -13.17 |
| 58 | Breakeven Yield/Unit | 1.9 | 2.4 | 2.4 |

## CROP DATA FOR CORN SILAGE, 1993

| | | Average of 106 Farms Per Acre | High 21 Farms Per Acre | Low 21 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 49.2 | 42.1 | 47.7 |
| 4 | Yield | 6.1 | 12.4 | 3.9 |
| 5 | Value per Unit | 15.42 | 17.05 | 13.34 |
| 6 | Crop Product Return | 94.63 | 210.64 | 52.03 |
| 7 | Other Crop Income | 53.15 | 91.09 | 13.77 |
| 8 | **Total Crop Return** | **147.78** | **301.73** | **65.80** |
| | **VARIABLE COSTS** | | | |
| 10 | Fertilizer | 21.65 | 18.36 | 18.74 |
| 11 | Chemicals | 13.54 | 14.68 | 13.90 |
| 12 | Seed | 16.79 | 19.33 | 17.86 |
| 13 | Crop Drying | 1.30 | | |
| 14 | Crop Insurance | 2.97 | 3.82 | 2.20 |
| 15 | Other Expenses | 0.73 | 1.88 | 0.59 |
| 16 | Special Hired Labor | 0.08 | 0.26 | |
| 17 | Custom Work Hired | 3.50 | 0.57 | 13.21 |
| 18 | Irrigation Operation | 0.02 | 0.17 | |
| 19 | Assigned Interest | 0.08 | | 0.40 |
| 20 | **Total Variable Costs** | **60.65** | **59.07** | **66.90** |
| 21 | **Return Over Variable Costs** | **87.13** | **242.66** | **-1.10** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | | |
| 31 | Power & Machinery-Ownership | 21.97 | 28.48 | 24.32 |
| 32 | Power & Machinery-Operation | 40.12 | 47.51 | 44.32 |
| 33 | Building & Fence Cost | 5.06 | 6.22 | 5.12 |
| 34 | Irrigation Ownership Cost | 0.20 | 1.18 | |
| 37 | Land Ownership/Rental Cost | 18.60 | 37.63 | 14.82 |
| 38 | Utilities & Gen. Farm Expense | 8.05 | 8.05 | 8.76 |
| 39 | Hired Labor | 7.07 | 8.74 | 6.16 |
| 41 | Non-Real Est. & Bldg. Interest | 8.09 | 9.19 | 8.64 |
| 42 | **Total Allocated Costs** | **109.16** | **147.00** | **112.14** |
| 43 | **Total Listed Costs** | **169.81** | **206.07** | **179.04** |
| 44 | **Return Over Listed Costs** | **-22.03** | **95.66** | **-113.24** |
| | **************** SUPPLEMENTARY MANAGEMENT INFORMATION **************** | | | |
| 49 | Fair Rental Value | 28.66 | 33.68 | 23.53 |
| 50 | Land Opportunity Own.Cost | 23.89 | 26.55 | 24.37 |
| 51 | Total Cost Adj. to Min. 7% Int. | 180.08 | 211.64 | 191.78 |
| 52 | Work Units Assigned/Acre | 0.60 | 0.60 | 0.60 |
| 53 | Power Cost Allocation Factor | 1.00 | 1.00 | 1.00 |
| 54 | Total Listed Cost/Unit | 27.84 | 16.62 | 45.91 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 33.32 | 19.16 | 53.47 |
| 55 | Total Adjusted Cost/Unit | 29.34 | 17.13 | 49.18 |
| 56 | Cash Variable Cost/Unit | 20.32 | 10.69 | 34.56 |
| 57 | Return Over Listed Costs/Unit | -3.61 | 7.71 | -29.04 |
| 58 | Breakeven Yield/Unit | 11.0 | 12.1 | 13.4 |

## CROP DATA FOR OTHER HAY, 1993

| | | ALFALFA EST. Average of 17 Farms Per Acre | SORGHUM Average of 12 Farms Per Acre |
|---|---|---|---|
| 3 | Acres | 35.8 | 38.3 |
| 4 | Yield | 1.5 | 1.7 |
| 5 | Value per Unit | 40.81 | 23.36 |
| 6 | Crop Product Return | 59.27 | 40.26 |
| 7 | Other Crop Income | | 10.00 |
| 8 | **Total Crop Return** | 59.27 | 50.26 |
| | **VARIABLE COSTS** | | |
| 10 | Fertilizer | 19.27 | 12.17 |
| 11 | Chemicals | 0.87 | |
| 12 | Seed | 26.51 | 4.52 |
| 13 | Crop Drying | | |
| 14 | Crop Insurance | | 0.57 |
| 15 | Other Expenses | 2.65 | 1.70 |
| 16 | Special Hired Labor | 0.75 | |
| 17 | Custom Work Hired | 1.34 | 0.73 |
| 18 | Irrigation Operation | | |
| 19 | Assigned Interest | | |
| 20 | **Total Variable Costs** | 51.40 | 19.69 |
| 21 | **Return Over Variable Costs** | 7.87 | 30.57 |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | |
| 31 | Power & Machinery-Ownership | 5.67 | 10.94 |
| 32 | Power & Machinery-Operation | 12.74 | 27.57 |
| 33 | Building & Fence Cost | 2.21 | 3.50 |
| 37 | Land Ownership/Rental Cost | 12.98 | 14.17 |
| 38 | Utilities & Gen. Farm Expense | 3.07 | 4.54 |
| 39 | Hired Labor | 2.29 | 7.31 |
| 41 | Non-Real Est. & Bldg. Interest | 4.53 | 4.36 |
| 42 | **Total Allocated Costs** | 43.49 | 72.39 |
| 43 | **Total Listed Costs** | 94.89 | 92.08 |
| 44 | **Return Over Listed Costs** | -35.62 | -41.82 |

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

| | | | |
|---|---|---|---|
| 49 | Fair Rental Value | 30.97 | |
| 50 | Land Opportunity Own.Cost | 15.98 | 41.58 |
| 51 | Total Cost Adj. to a Min 7% Int. | 97.35 | 122.82 |
| 52 | Work Units Assigned/Acre | 0.20 | 0.40 |
| 53 | Power Cost Allocation Factor | 0.94 | 1.00 |
| 54 | Total Listed Cost/Unit | 63.26 | 54.16 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 70.69 | 67.28 |
| 55 | Total Adjusted Cost/Unit | 67.02 | 71.27 |
| 56 | Cash Variable Cost/Unit | 49.35 | 37.34 |
| 57 | Return Over Listed Costs/Unit | -23.75 | -24.60 |
| 58 | Breakeven Yield/Unit | 2.3 | 3.9 |

## CROP DATA FOR GRASS, LEGUME SEEDS, 1993

| | | BLUEGRASS Average of 10 Farms Per Acre | TIMOTHY Average of 16 Farms Per Acre |
|---|---|---|---|
| 3 | Acres | 71.6 | 72.6 |
| 4 | Yield | 127.9 | 285.1 |
| 5 | Value per Unit | 0.91 | 0.29 |
| 6 | Crop Product Return | 116.82 | 83.48 |
| 7 | Other Crop Income | 14.69 | 1.83 |
| 8 | **Total Crop Return** | **131.51** | **85.31** |
| **VARIABLE COSTS** | | | |
| 10 | Fertilizer | 27.58 | 22.88 |
| 11 | Chemicals | 7.86 | 4.89 |
| 12 | Seed | 1.30 | 0.04 |
| 13 | Crop Drying | | |
| 14 | Crop Insurance | 1.17 | |
| 15 | Other Expenses | 0.66 | |
| 16 | Special Hired Labor | | |
| 17 | Custon Work Hired | 4.30 | 2.11 |
| 18 | Irrigation Operation | | |
| 19 | Assigned Interest | | |
| 20 | **Total Variable Costs** | **42.88** | **29.92** |
| 21 | **Return Over Variable Costs** | **88.63** | **55.39** |
| **ALLOCATED COSTS (VARIABLE & FIXED)** | | | |
| 31 | Power & Machinery-Ownership | 5.08 | 3.10 |
| 32 | Power & Machinery-Operation | 14.02 | 8.54 |
| 33 | Building & Fence Cost | 2.36 | 0.77 |
| 37 | Land Ownership/Rental Cost | 20.03 | 19.40 |
| 38 | Utilities & Gen. Farm Expense | 4.20 | 3.90 |
| 39 | Hired Labor | 3.90 | 3.73 |
| 41 | Non-Real Est. & Bldg. Interest | 3.98 | 2.42 |
| 42 | **Total Allocated Costs** | **53.57** | **41.86** |
| 43 | **Total Listed Costs** | **96.45** | **71.78** |
| 44 | **Return Over Listed Costs** | **35.06** | **13.53** |

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

| | | | |
|---|---|---|---|
| 49 | Fair Rental Value | 32.97 | 27.27 |
| 50 | Land Opportunity Own.Cost | 24.29 | 29.60 |
| 51 | Total Cost Adj. to a Min 7% Int. | 104.57 | 84.92 |
| 52 | Work Units Assigned/Acre | 0.40 | 0.30 |
| 53 | Power Cost Allocation Factor | 0.53 | 0.59 |
| 54 | Total Listed Cost/Unit | 0.75 | 0.25 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 0.92 | 0.31 |
| 55 | Total Adjusted Cost/Unit | 0.82 | 0.30 |
| 56 | Cash Variable Cost/Unit | 0.54 | 0.17 |
| 57 | Return Over Listed Costs/Unit | 0.27 | 0.05 |
| 58 | Breakeven Yield/Unit | 106.0 | 247.5 |

## CROP DATA FOR CONSERVATION RESERVE PROGRAM - IDLE, 1993

| | | Average of 46 Farms Per Acre | High 15 Farms Per Acre | Low 15 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 181.2 | 144.7 | 247.5 |
| 4 | Yield | 34.7 | 30.7 | 37.2 |
| 5 | Value per Unit | 1.03 | 1.01 | 1.00 |
| 6 | Crop Product Return | 35.79 | 31.14 | 37.21 |
| 7 | Other Crop Income | 7.44 | 21.71 | 1.35 |
| 8 | **Total Crop Return** | **43.23** | **52.85** | **38.56** |
| | **VARIABLE COSTS** | | | |
| 10 | Fertilizer | | | |
| 11 | Chemicals | 0.65 | | 2.53 |
| 12 | Seed | | | |
| 13 | Crop Drying | | | |
| 14 | Crop Insurance | | | |
| 15 | Other Expenses | | | |
| 16 | Special Hired Labor | | | |
| 17 | Custom Work Hired | 0.03 | | |
| 18 | Irrigation Operation | | | |
| 19 | Assigned Interest | | | |
| 20 | **Total Variable Costs** | **0.67** | | **2.53** |
| 21 | **Return Over Variable Costs** | **42.56** | **52.85** | **36.03** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | | |
| 31 | Power & Machinery-Ownership | 1.58 | 1.19 | 1.42 |
| 32 | Power & Machinery-Operation | 3.59 | 3.03 | 3.92 |
| 33 | Building & Fence Cost | 0.30 | 0.39 | 0.29 |
| 37 | Land Ownership/Rental Cost | 13.81 | 13.00 | 14.13 |
| 38 | Utilities & Gen. Farm Expense | 0.99 | 0.99 | 0.64 |
| 39 | Hired Labor | 0.22 | 0.19 | 0.13 |
| 41 | Non-Real Est. & Bldg. Interest | 0.93 | 0.96 | 1.01 |
| 42 | **Total Allocated Costs** | **21.42** | **19.75** | **21.54** |
| 43 | **Total Listed Costs** | **22.09** | **19.75** | **24.07** |
| 44 | **Return Over Listed Costs** | **21.14** | **33.10** | **14.49** |

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

| | | Average of 46 Farms Per Acre | High 15 Farms Per Acre | Low 15 Farms Per Acre |
|---|---|---|---|---|
| 49 | Fair Rental Value | 44.81 | 62.53 | 20.00 |
| 50 | Land Opportunity Own.Cost | 21.34 | 31.54 | 15.46 |
| 51 | Total Cost Adj. to Min. 7% Int. | 29.67 | 38.19 | 25.27 |
| 52 | Work Units Assigned/Acre | 0.05 | 0.05 | 0.05 |
| 53 | Power Cost Allocation Factor | 0.98 | 0.94 | 1.00 |
| 54 | Total Listed Cost/Unit | 0.64 | 0.64 | 0.65 |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 0.72 | 0.73 | 0.72 |
| 55 | Total Adjusted Cost/Unit | 0.85 | 1.24 | 0.68 |
| 56 | Cash Variable Cost/Unit | 0.18 | 0.17 | 0.22 |
| 57 | Return Over Listed Costs/Unit | 0.61 | 1.08 | 0.39 |
| 58 | Breakeven Yield/Unit | 21.4 | 19.6 | 24.1 |

## CROP DATA FOR SET ASIDE, 1993

| | | Average of 112 Farms Per Acre | High 22 Farms Per Acre | Low 22 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 24.3 | 25.3 | 23.7 |
| 4 | Yield | 0.5 | 2.1 | |
| 5 | Value per Unit | 1.00 | 1.00 | |
| 6 | Crop Product Return | 0.45 | 2.13 | |
| 7 | Other Crop Income | 4.98 | 21.78 | 2.83 |
| 8 | **Total Crop Return** | **5.43** | **23.91** | **2.83** |
| | **VARIABLE COSTS** | | | |
| 10 | Fertilizer | 0.41 | 1.07 | 0.97 |
| 11 | Chemicals | 1.28 | | 6.84 |
| 12 | Seed | 1.89 | 0.08 | 6.71 |
| 13 | Crop Drying | | | |
| 14 | Crop Insurance | | | |
| 15 | Other Expenses | 0.04 | | 0.13 |
| 16 | Special Hired Labor | | | 0.04 |
| 17 | Custom Work Hired | 0.08 | 0.12 | 0.30 |
| 18 | Irrigation Operation | | | |
| 19 | Assigned Interest | | | |
| 20 | **Total Variable Costs** | **3.70** | **1.26** | **14.98** |
| 21 | **Return Over Variable Costs** | **1.73** | **22.65** | **-12.15** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | | |
| 31 | Power & Machinery-Ownership | 5.19 | 4.90 | 4.51 |
| 32 | Power & Machinery-Operation | 12.18 | 13.44 | 11.73 |
| 33 | Building & Fence Cost | 1.40 | 1.23 | 1.98 |
| 37 | Land Ownership/Rental Cost | 33.58 | 27.46 | 44.54 |
| 38 | Utilities & Gen. Farm Expense | 3.42 | 2.53 | 3.59 |
| 39 | Hired Labor | 2.51 | 1.90 | 2.49 |
| 41 | Non-Real Est. & Bldg. Interest | 3.70 | 2.45 | 5.11 |
| 42 | **Total Allocated Costs** | **61.98** | **53.91** | **73.95** |
| 43 | **Total Listed Costs** | **65.68** | **55.17** | **88.93** |
| 44 | **Return Over Listed Costs** | **-60.25** | **-31.26** | **-86.10** |

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

| | | Average of 112 Farms Per Acre | High 22 Farms Per Acre | Low 22 Farms Per Acre |
|---|---|---|---|---|
| 49 | Fair Rental Value | 50.20 | 70.00 | 49.92 |
| 50 | Land Opportunity Own.Cost | 47.83 | 29.66 | 40.73 |
| 51 | Total Cost Adj. to Min. 7% Int. | 79.71 | 57.98 | 87.26 |
| 52 | Work Units Assigned/Acre | 0.20 | 0.20 | 0.20 |
| 53 | Power Cost Allocation Factor | 0.98 | 0.96 | 1.00 |
| 54 | Total Listed Cost/Unit | 131.36 | 26.27 | |
| 54A | Total Prod. Cost Incl. Adj. Fam. Liv. | 153.66 | 31.28 | |
| 55 | Total Adjusted Cost/Unit | 176.09 | 27.17 | |
| 56 | Cash Variable Cost/Unit | 51.02 | 10.28 | |
| 57 | Return Over Listed Costs/Unit | -120.50 | -14.89 | |
| 58 | Breakeven Yield/Unit | 65.7 | 55.2 | |

## CROP DATA FOR SUMMER FALLOW, 1993

| | | Average of 31 Farms Per Acre | High 10 Farms Per Acre | Low 10 Farms Per Acre |
|---|---|---|---|---|
| 3 | Acres | 37.7 | 34.1 | 41.3 |
| 4 | Yield | | | |
| 5 | Value per Unit | | | |
| 6 | Crop Product Return | | | |
| 7 | Other Crop Income | | | |
| 8 | **Total Crop Return** | | | |
| | **VARIABLE COSTS** | | | |
| 10 | Fertilizer | | | |
| 11 | Chemicals | 1.19 | | 3.34 |
| 12 | Seed | 0.77 | | 2.15 |
| 13 | Crop Drying | | | |
| 14 | Crop Insurance | | | |
| 15 | Other Expenses | 0.03 | | 0.12 |
| 16 | Special Hired Labor | | | |
| 17 | Custom Work Hired | | | |
| 18 | Irrigation Operation | | | |
| 19 | Assigned Interest | | | |
| 20 | **Total Variable Costs** | **1.99** | | **5.62** |
| 21 | **Return Over Variable Costs** | **-1.99** | | **-5.62** |
| | **ALLOCATED COSTS (VARIABLE & FIXED)** | | | |
| 31 | Power & Machinery-Ownership | 4.01 | 4.84 | 5.08 |
| 32 | Power & Machinery-Operation | 8.25 | 9.35 | 8.72 |
| 33 | Building & Fence Cost | 0.56 | 0.65 | 0.58 |
| 37 | Land Ownership/Rental Cost | 19.97 | 10.38 | 28.00 |
| 38 | Utilities & Gen. Farm Expense | 1.83 | 1.55 | 2.35 |
| 39 | Hired Labor | 1.94 | 0.35 | 2.71 |
| 41 | Non-Real Est. & Bldg. Interest | 1.51 | 1.47 | 1.82 |
| 42 | **Total Allocated Costs** | **38.07** | **28.59** | **49.26** |
| 43 | **Total Listed Costs** | **40.06** | **28.59** | **54.88** |
| 44 | **Return Over Listed Costs** | **-40.06** | **-28.59** | **-54.88** |

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

| | | Average of 31 Farms Per Acre | High 10 Farms Per Acre | Low 10 Farms Per Acre |
|---|---|---|---|---|
| 49 | Fair Rental Value | 25.17 | 25.38 | 27.02 |
| 50 | Land Opportunity Own.Cost | 25.84 | 14.93 | 24.06 |
| 51 | Total Cost Adj. to Min. 7% Int. | 46.71 | 34.31 | 55.18 |
| 52 | Work Units Assigned/Acre | 0.13 | 0.14 | 0.13 |
| 53 | Power Cost Allocation Factor | 1.00 | 1.00 | 1.00 |

## COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

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

In determining the total return for livestock enterprises, inventory change, purchase and sale of livestock, value of animals butchered, products sold and products used in the home are considered in order to arrive at the total income.

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

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

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

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

### AVERAGE PRICE OF FEED AND PRODUCE USED, 1993

| | | | |
|---|---|---|---|
| Oats | 1.25 Bu. | Alfalfa Hay | 62.50 Ton |
| Barley, Feed | 1.65 Bu. | Wild Hay | 23.35 Ton |
| Wheat | 2.50 Bu. | Mixed Legume | 43.35 Ton |
| Corn | 2.35 Bu. | Haylage (55% Moisture) | 30.50 Ton |
| | | Corn Silage | 15.00 Ton |
| | | Straw | 1.20 Bale |

### Milk for Feed

| | |
|---|---|
| Whole Milk - Grade A | 11.60 Cwt. |

## HOGS, WEANING PIG PRODUCTION, 1993

| | | | Average of 8 Farms Per Head | Per Litter |
|---|---|---|---|---|
| 1 | PRODUCTION-Litters | | | 115 |
| 2 | Net Increase In Value: Hogs | | 43.17 | 369.42 |
| 3 | Other Miscellaneous Income | | | 0.03 |
| 4 | **Total Value Produced** | | **43.17*** | **369.45*** |
| | **FEED FED: QUANTITY & COST** | **LBS/LITTER** | | |
| 6 | Corn | 656.36 | 3.44 | 29.41 |
| 7 | Other Grain | 748.41 | 2.50 | 21.37 |
| 8 | Complete Ration | 1781.09 | 11.83 | 101.20 |
| 9 | Prot., Salt, Min. | 264.73 | 5.40 | 46.22 |
| 10 | **Total Grain Mix** | **3450.59** | **23.17** | **198.20** |
| 11 | Forages | 1.59 | 0.02 | 0.20 |
| 13 | **Total Feed Cost** | | **23.19** | **198.40** |
| 14 | **Return Over Feed Costs** | | **19.98*** | **171.05*** |
| | **OTHER DIRECT COSTS** | | | |
| 16 | Veterinary | | 1.67 | 14.28 |
| 17 | Breeding | | | |
| 18 | Miscellaneous | | 1.67 | 14.33 |
| 19 | Custom Work & Lease | | 0.59 | 5.03 |
| 22 | **Total Other Direct Costs** | | **3.93** | **33.64** |
| 23 | **Total Direct Costs Incl.Feed** | | **27.12** | **232.04** |
| 24 | **Return Over All Direct Costs** | | **16.05*** | **137.41*** |
| | **ALLOCATED COSTS** | | | |
| 27 | Act.Int.P.Less Int.Assigned-L21 | | 1.29 | 11.06 |
| 28 | General Hired Labor | | 0.39 | 3.36 |
| 29 | Utilities & Miscellaneous | | 3.09 | 26.44 |
| 30 | Power & Machinery | -PCAF 1.00 | 1.53 | 13.05 |
| 31 | Livestock Equipment | -ECAF 1.00 | 1.77 | 15.12 |
| 32 | Buildings & Fences | -BCAF 1.00 | 1.52 | 12.97 |
| 33 | **Total Allocated Costs** | | **9.59** | **82.00** |
| 34 | **Total Actual Listed Costs** | | **36.71** | **314.04** |
| 35 | **Return Over Actual Listed Costs** | | **6.46*** | **55.41*** |
| | ***************SUPPLEMENTARY MANAGEMENT INFORMATION*************** | | | |
| 36 | Total Costs Adj. to 7% Min.Int. | | 39.17 | 335.17 |
| 37 | Return/Listed & 7% Opp. Int. | | 4.00 | 34.28 |
| 40 | Return /$100 Feed Fed | | 186.21 | |
| 41 | Ave Wt./Pig Sold or Transfer | | 46 | |
| 42 | Price Rec'd/Pig Sold | | 43.63 | |
| 43 | Litters/Sow/Year | | 2.1 | |
| 44 | No. Pigs Born/Litter | | 10.6 | |
| 45 | No. Pigs Wean/Litter | | 9.2 | |
| 46 | Pigs Produced/Sow/Year | | 17.6 | |
| 47 | Litters/Crate/Year | | 6.4 | |
| 48 | Pigs Weaned/Crate/Year | | 58.8 | |
| 49 | FDR Deaths: As % of Total Loss | | 98.7 | |
| 50 | Breeding Deaths: As % of Total Loss | | 1.3 | |
| 51 | Price/CWT. Grain Mix Fed | | 5.74 | |
| 52 | Price/CWT. Prot., Salt, Min. | | 17.46 | |
| 59 | Total Cost Incl. Fam. Liv./Pig | | 45.83 | |

## HOGS, FARROW TO FINISHING, 1993

| | | | Average of 6 Farms | |
|---|---|---|---|---|
| | | | Per CWT | Per Litter |
| 1 | PRODUCTION-Pounds | | | 1416 |
| 2 | Net Increase In Value: Hogs | | 50.18 | 710.65 |
| 3 | Other Miscellaneous Income | | | |
| 4 | **Total Value Produced** | | **50.18*** | **710.65*** |
| | **FEED FED: QUANTITY & COST** | **LBS/CWT** | | |
| 6 | Corn | 159.05 | 6.07 | 85.93 |
| 7 | Other Grain | 187.46 | 5.86 | 82.99 |
| 8 | Complete Ration | 70.02 | 7.25 | 102.68 |
| 9 | Prot., Salt, Min. | 58.67 | **9.05** | **128.20** |
| 10 | **Total Grain Mix** | **475.20** | **28.23** | **399.80** |
| 13 | **Total Feed Cost** | | **28.23** | **399.80** |
| 14 | **Return Over Feed Costs** | | **21.95*** | **310.85*** |
| | **OTHER DIRECT COSTS** | | | |
| 16 | Veterinary | 1.66 | 23.51 | |
| 17 | Breeding | 0.04 | 0.61 | |
| 18 | Miscellaneous | 0.83 | 11.77 | |
| 19 | Custom Work & Lease | 0.05 | 0.64 | |
| 20 | Special Hired Labor | 2.64 | 37.45 | |
| 22 | **Total Other Direct Costs** | **5.22** | **73.98** | |
| 23 | **Total Direct Costs Incl. Feed** | **33.45** | **473.78** | |
| 24 | **Return Over All Direct Costs** | **16.73*** | **236.87*** | |
| | **ALLOCATED COSTS** | | | |
| 27 | Act.Int.Pd.Less Int.Assigned-L21 | 2.39 | 33.86 | |
| 28 | General Hired Labor | 2.39 | 33.79 | |
| 29 | Utilities & Miscellaneous | 2.01 | 28.52 | |
| 30 | Power & Machinery -PCAF 1.00 | 1.06 | 14.96 | |
| 31 | Livestock Equipment -ECAF 1.00 | 1.96 | 27.71 | |
| 32 | Buildings & Fences -BCAF 1.00 | 1.29 | 18.33 | |
| 33 | **Total Allocated Costs** | **11.10** | **157.17** | |
| 34 | **Total Actual Listed Costs** | **44.55** | **630.95** | |
| 35 | **Return Over Act. Listed Costs** | **5.63*** | **79.70*** | |
| | *************** **SUPPLEMENTARY MANAGEMENT INFORMATION************* | | | |
| 36 | Total Costs Adj.to 7% Min. Int. | 46.61 | 660.08 | |
| 38 | Return/Listed & 7% Opp. Int. | 3.57 | 50.57 | |
| 40 | Return/$100 Feed Fed | 177.75 | | |
| 41 | Ave Wt./Mkt. Hog Sold | 170 | | |
| 42 | Price Rec'd/CWT. Mkt. Hogs | 50.81 | | |
| 43 | Total No. Litters Farrowed | 111 | | |
| 44 | Litters/Sow/Year | 1.91 | | |
| 45 | Pigs Born/Litter | 9.7 | | |
| 46 | Pigs Wean/Litter | 8.31 | | |
| 47 | Pigs Produced/Sow/Year | 15.8 | | |
| 48 | Litters/Crate/Year | 7.9 | | |
| 49 | Pigs Weaned/Crate/Year | 65.[illegible] | | |
| 50 | Pre-Weaning Death Loss Pct | 14.6 | | |
| 51 | Nursery Death Loss Pct | 0.4 | | |
| 52 | Mkt Death Loss Percent | | | |
| 53 | Breeding Herd Death Loss | 1.5 | | |
| 54 | Total Death Loss Percent | 10.0 | | |
| 55 | Price/CWT. Grain Mix Fed | 5.94 | | |
| 56 | Price/CWT. Prot., Salt, Min. | 15.43 | | |
| 57 | Pigs Sold-Transf/litter | 7.50 | | |
| 58 | Tot Cst Incl Fam Liv/CWT | 51.24 | | |

## DAIRY COWS, COMMERCIAL, 1993

| | | | Average of 92 Farms Per Cow | 18 High Farms Per Cow | 18 Low Farms Per Cow |
|---|---|---|---|---|---|
| 1 | Average Number of Cows | | 53.5 | 64.4 | 43.1 |
| 2 | Pounds of Milk | | 16683 | 19017 | 12689 |
| 3 | Pounds of Butterfat | | 603 | 689 | 480 |
| 4 | Percent of Butterfat in Milk | | 3.61 | 3.62 | 3.79 |
| 5 | Value of Produce | | | | |
| 6 | Dairy Products Sold | | 2112.73 | 2423.17 | 1580.02 |
| 7 | Dairy Products Used in Home | | 5.01 | 5.43 | 3.94 |
| 8 | Milk Fed to Livestock | | 10.24 | 13.06 | 9.56 |
| 9 | Net Increase in Value | | 39.12 | 190.12 | -25.36 |
| 10 | Other Miscellaneous Income | | 1.25 | 1.10 | 1.07 |
| 11 | **Total Value Produced** | | **2168.35*** | **2632.88*** | **1569.23*** |
| 12 | Feed Fed: Qty. & Cost | Lbs/Cow | | | |
| 13 | Corn | 2438 | 97.29 | 140.37 | 82.78 |
| 14 | Small Grain | 802 | 29.33 | 24.49 | 42.16 |
| 15 | Complete Ration | 2527 | 182.11 | 82.66 | 163.57 |
| 16 | Prot., Salt, Min. | 1562 | 180.73 | 204.86 | 127.91 |
| 17 | **Total Grain Mix** | **7329** | **489.46** | **452.38** | **416.42** |
| 18 | Legume Hay | 6631 | 174.88 | 180.45 | 208.89 |
| 19 | Other Dry Hay & Roughage | 285 | 4.64 | 0.28 | 1.37 |
| 20 | Haylage | 3963 | 68.28 | 88.87 | 23.20 |
| 21 | Silage | 5170 | 39.66 | 43.01 | 37.70 |
| 22 | Pasture | | 5.36 | 2.27 | 6.24 |
| 23 | **Total Feed Costs** | | **782.28** | **767.26** | **693.82** |
| 24 | **Return Over Feed Cost** | | **1386.07*** | **1865.62*** | **875.41*** |
| **OTHER DIRECT COSTS** | | | | | |
| 26 | Veterinary | | 51.18 | 60.33 | 45.17 |
| 27 | Breeding | | 22.36 | 32.42 | 10.02 |
| 28 | Miscellaneous | | 124.45 | 144.89 | 93.81 |
| 29 | Custom Work & Lease Exp. | | 67.78 | 79.80 | 67.80 |
| 30 | Special Hired Labor | | 2.52 | | |
| 31 | Assigned Interest | | 2.43 | | 4.18 |
| 32 | **Total Other Direct Costs** | | **270.72** | **317.44** | **220.98** |
| 33 | **Total Direct Costs Incl Feed** | | **1053.00** | **1084.70** | **914.80** |
| 34 | **Return Over All Direct Costs** | | **1115.35*** | **1548.18*** | **654.43*** |
| **ALLOCATED COSTS** | | | | | |
| 37 | Act Int Pd Less Int Assigned-L31 | | 73.29 | 48.74 | 79.19 |
| 38 | General Hired Labor | | 80.84 | 141.02 | 20.00 |
| 39 | Utilities & Miscellaneous | | 95.70 | 104.78 | 81.62 |
| 40 | Power & Machinery -PCAF 1.00 | | 67.10 | 73.81 | 67.71 |
| 41 | Livestock Equipment-ECAF 1.00 | | 64.29 | 85.13 | 34.44 |
| 42 | Buildings & Fences -BCAF 1.00 | | 63.22 | 106.48 | 39.02 |
| 43 | **Total Allocated Costs** | | **444.44** | **559.96** | **321.98** |
| 44 | **Total Listed Costs** | | **1497.44** | **1644.66** | **1236.78** |
| 45 | **Return/Listed Costs** | | **670.91*** | **988.22*** | **332.45*** |
| | *************SUPPLEMENTARY MANAGEMENT INFORMATION************* | | | | |
| 46 | Total Costs Adj. 7% Int. | | 1532.64 | 1709.04 | 1247.87 |
| 47 | Return Over Listed & 7% Opp.Int. | | 635.71 | 923.84 | 321.36 |
| 50 | Return/$100 Feed Fed | | 277.18 | | |
| 51 | Pounds of Milk/Pound Grain Mix | | 2.28 | | |
| 52 | Average Price/CWT. Sold | | 12.81 | | |
| 54 | Approx. Dry Matter/Cow | | 43 | | |
| 59 | Tot. Cost Incl. Fam. Liv./CWT. | | 11.32 | | |

## OTHER DAIRY CATTLE, 1993

| | | LBS/HEAD | Average of 95 Farms Per Head | High 19 Farms Per Head | Low 19 Farms Per Head |
|---|---|---|---|---|---|
| 1 | Average Number of Head | | 63.7 | 62.0 | 47.1 |
| 2 | Net Increase in Value | | 300.61 | 476.71 | 198.15 |
| 3 | Other Miscellaneous Income | | 0.94 | 4.82 | |
| 4 | **Total Value Produced** | | **301.55*** | **481.53*** | **198.15*** |
| | **FEED FED: QTY & COST** | **LBS/HEAD** | | | |
| 6 | Corn | 334 | 13.41 | 13.66 | 19.92 |
| 7 | Small Grain | 343 | 10.69 | 7.19 | 13.89 |
| 8 | Complete Ration | 393 | 34.49 | 32.77 | 42.38 |
| 9 | Prot.,Salt, Min. | 192 | 26.09 | 26.89 | 19.13 |
| 10 | **Total Grain Mix** | **1262** | **84.68** | **80.51** | **95.32** |
| 11 | Legume Hay | 3104 | 73.12 | 41.50 | 132.65 |
| 12 | Other Dry Hay & Rough. | 313 | 6.06 | 5.90 | 0.68 |
| 13 | Haylage | 220 | 3.39 | 2.77 | 3.16 |
| 14 | Silage | 4275 | 32.28 | 36.16 | 48.43 |
| 15 | Milk | 108 | 8.38 | 4.79 | 10.74 |
| 16 | Pasture | | 5.75 | 2.69 | 8.24 |
| 17 | **Total Feed Cost** | | **213.66** | **174.32** | **299.22** |
| 18 | **Return Over Feed Cost** | | **87.89*** | **307.21*** | **-101.07*** |
| | **OTHER DIRECT COSTS** | | | | |
| 20 | Veterinary | | 6.77 | 8.37 | 5.82 |
| 21 | Breeding | | 1.79 | 2.69 | 1.87 |
| 22 | Miscellaneous | | 7.72 | 11.16 | 9.62 |
| 23 | Custom Work & Lease Expense | | 3.12 | 2.68 | 3.80 |
| 24 | Special Hired Labor | | 2.03 | | |
| 25 | Assigned Interest | | 0.44 | | 1.87 |
| 26 | **Total Other Direct Costs** | | **21.87** | **24.90** | **22.98** |
| 27 | **Total Direct Costs Incl Feed** | | **235.53** | **199.22** | **322.20** |
| 28 | **Return Over All Direct Costs** | | **66.02*** | **282.31*** | **-124.05*** |
| | **ALLOCATED COSTS** | | | | |
| 31 | Int. Paid Less Int. Assign-L25 | | 11.57 | 11.73 | 8.58 |
| 32 | General Hired Labor | | 14.00 | 10.90 | 11.36 |
| 33 | Utilities & Miscellaneous | | 16.75 | 20.69 | 14.10 |
| 34 | Power & Machinery -PCAF 1.00 | | 11.86 | 10.83 | 13.42 |
| 35 | Livestock Equipment -ECAF 1.00 | | 11.51 | 12.04 | 7.23 |
| 36 | Buildings & Fences -BCAF 1.00 | | 10.87 | 8.84 | 9.38 |
| 37 | **Total Allocated Costs** | | **76.56** | **75.03** | **64.07** |
| 38 | **Total Listed Costs** | | **312.09** | **274.25** | **386.27** |
| 39 | **Return Over Listed Costs** | | **-10.54*** | **207.28*** | **-188.12*** |

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

| | | | | |
|---|---|---|---|---|
| 40 | Total Costs Adj to 7% Int. | 306.59 | 266.23 | 389.72 |
| 42 | Return Over Listed & 7% Opp. Int. | -5.04 | 215.30 | -191.57 |
| 44 | Return/$100 Feed Fed | 141.14 | | |
| 45 | Percent Calf Death Loss | 40.46 | | |
| 59 | Tot. Cost Incl. Fam. Liv./Hd. | 379.00 | | |

## ALL DAIRY CATTLE, 1993

| | | | Average of 89 Farms Per Cow | High 18 Farms Per Cow | Low 18 Farms Per Cow |
|---|---|---|---|---|---|
| 1 | Average Number of Cows | | 54.0 | 61.9 | 47.2 |
| 2 | Pounds of Milk | | 16766.26 | 19380.24 | 13063.37 |
| 3 | Pounds of Butterfat | | 605.88 | 705.23 | 488.39 |
| 4 | Percent of Butterfat in Milk | | 3.61 | 3.64 | 3.74 |
| 5 | Value of Produce | | | | |
| 6 | Dairy Products Sold | | $2121.02 | $2483.13 | $1622.92 |
| 7 | Dairy Products Used in Home | | 5.13 | 5.72 | 3.98 |
| 8 | Milk Fed to Livestock | | 10.48 | 16.82 | 9.70 |
| 9 | Net Increase in Value | | 392.06 | 624.14 | 236.48 |
| 10 | Other Miscellaneous Income | | 1.28 | | 0.97 |
| **TOTAL VALUE PRODUCED** | | | **2529.97*** | **3129.81*** | **1874.05*** |
| 12 | Feed Fed: Qty. & Cost | Lbs/Cow | | | |
| 13 | Corn | 2874 | 114.81 | 172.88 | 75.42 |
| 14 | Small Grain | 1240 | 43.04 | 48.22 | 34.81 |
| 15 | Complete Ration | 2978 | 222.02 | 149.52 | 192.69 |
| 16 | Prot., Salt, Min. | 1814 | 224.28 | 252.96 | 229.09 |
| 17 | **Total Grain Mix** | **8906** | **604.15** | **623.58** | **532.01** |
| 18 | Legume Hay | 10357 | 262.44 | 268.43 | 290.53 |
| 19 | Other Dry Hay & Roughage | 650 | 11.70 | 2.55 | 2.50 |
| 20 | Haylage | 4336 | 74.20 | 119.05 | 22.25 |
| 21 | Silage | 10445 | 79.74 | 97.98 | 76.25 |
| 22 | Pasture | | 12.30 | 10.36 | 16.69 |
| 23 | **Total Feed Costs** | | **1044.53** | **1121.95** | **940.23** |
| 24 | **Return Over Feed Cost** | | **1485.44*** | **2007.86*** | **933.82*** |
| **OTHER DIRECT COSTS** | | | | | |
| 26 | Veterinary | | 59.26 | 75.25 | 48.18 |
| 27 | Breeding | | 24.37 | 37.29 | 12.39 |
| 28 | Miscellaneous | | 133.72 | 186.01 | 109.19 |
| 29 | Custom Work & Lease Expense | | 70.61 | 71.78 | 69.81 |
| 30 | Special Hired Labor | | 3.07 | | |
| 31 | Assigned Interest | | 2.50 | | 3.81 |
| 32 | **Total Other Direct Costs** | | **293.53** | **370.33** | **243.38** |
| 33 | **Total Direct Costs Incl Feed** | | **1338.06** | **1492.28** | **1183.61** |
| 34 | **Return Over All Direct Costs** | | **1191.91*** | **1637.53*** | **690.44*** |
| **ALLOCATED COSTS** | | | | | |
| 37 | Act Int Pd Less Int Assigned-L31 | | 85.72 | 48.19 | 102.65 |
| 38 | General Hired Labor | | 99.48 | 159.52 | 41.53 |
| 39 | Utilities & Miscellaneous | | 114.80 | 140.94 | 91.50 |
| 40 | Power & Machinery | -PCAF | 82.24 | 101.02 | 78.86 |
| 41 | Livestock Equipment | -ECAF | 78.20 | 120.68 | 32.74 |
| 42 | Buildings & Fences | -BCAF | 74.23 | 115.80 | 52.53 |
| 43 | **Total Allocated Costs** | | **534.67** | **686.15** | **399.81** |
| 44 | **Total Listed Costs** | | **1872.73** | **2178.43** | **1583.42** |
| | **Return Over Listed Costs** | | **657.24*** | **951.38*** | **290.63*** |
| | ************* **SUPPLEMENTARY MANAGEMENT INFORMATION** ************* | | | | |
| 46 | Tot. Costs Adj. to 7% Int. | | 1901.74 | 2247.12 | 1583.05 |
| 47 | Return/Listed & 7% Opp. Int. | | 628.23 | 882.69 | 291.00 |
| 50 | Return/$100 Feed Fed | | 242 | | |
| 51 | Pounds of Milk/Pound Grain Mix | | 1.88 | | |
| 52 | Average Price/CWT. Sold | | 12.79 | | |
| 54 | Approximate Dry Matter/Cow | | 62 | | |
| 55 | Percent Calf Death Loss | | 39.1 | | |
| 56 | **Total Investment/Cow** | | **5970.59** | | |
| 57 | **Total Debt/Cow** | | **2708.46** | | |
| 58 | Tot. Cost Incl. Fam. Liv./CWT. | | 13.96 | | |

| BEEF COWS, COMMERCIAL, 1993 | | | Average of 65 Farms Per Cow | High 13 Farms Per Cow | Low 13 Farms Per Cow |
|---|---|---|---|---|---|
| 1 | Average Number of Beef Cows | | 71.7 | 95.7 | 53.8 |
| 2 | Average Number of Other Beef/Bulls | | 58.5 | 89.4 | 36.8 |
| 3 | Pounds of Beef Produced | | 49180 | 85551 | 28081 |
| 4 | Net Increase in Value | | 533.79 | 679.03 | 393.57 |
| 5 | Other Miscellaneous Income | | 0.06 | 0.20 | |
| 6 | **Total Value Produced** | | **533.85*** | **679.23*** | **393.57*** |
| **FEED FED:QUANTITY & COST** | | **LBS/COW** | | | |
| 8 | Grain | 443.5 | 19.44 | 29.71 | 10.06 |
| 9 | Prot., Salt, Min. | 101.3 | 15.69 | 19.20 | 15.28 |
| 10 | Legume Hay | 5993.0 | 115.61 | 101.56 | 206.34 |
| 11 | Other Dry Hay & Roughage | 2129.4 | 34.27 | 10.96 | 26.39 |
| 12 | Silage | 2407.8 | 16.35 | 17.85 | 24.31 |
| 13 | Haylage | 1104.6 | 11.14 | 24.39 | |
| 14 | Pasture | | 32.34 | 38.82 | 22.45 |
| 15 | **Total Feed Costs** | | **244.84** | **242.49** | **304.83** |
| 16 | **Return Over Feed Costs** | | **289.01*** | **436.74*** | **88.74*** |
| **OTHER DIRECT COSTS** | | | | | |
| 18 | Veterinary | | 23.43 | 44.29 | 12.99 |
| 19 | Breeding | | 1.58 | 3.39 | 0.04 |
| 20 | Miscellaneous | | 7.28 | 13.28 | 5.82 |
| 21 | Custom Work & Lease Expense | | 6.68 | 8.39 | 5.74 |
| 22 | Special Hired Labor | | 0.03 | | |
| 23 | Assigned Interest | | 0.20 | | |
| 24 | **Total Other Direct Costs** | | **39.20** | **69.35** | **24.59** |
| 25 | **Total Direct Costs Incl. Feed** | | **284.04** | **311.84** | **329.42** |
| 26 | **Return Over All Direct Costs** | | **249.81*** | **367.39*** | **64.15*** |
| **ALLOCATED COSTS** | | | | | |
| 29 | Act Int Pd Less Int Assigned-L23 | | 31.17 | 27.31 | 39.09 |
| 30 | General Hired Labor | | 11.21 | 30.95 | 2.19 |
| 31 | Utilities & Miscellaneous | | 19.47 | 19.16 | 20.95 |
| 32 | Power & Machinery | -PCAF 1.00 | 13.79 | 15.54 | 15.78 |
| 33 | Livestock Equipment | -ECAF 1.00 | 12.37 | 21.21 | 5.79 |
| 34 | Buildings & Fences | -BCAF 1.00 | 12.10 | 13.98 | 8.37 |
| 35 | **Total Allocated Costs** | | **100.11** | **128.15** | **92.17** |
| 36 | **Total Listed Costs** | | **384.15** | **439.99** | **421.59** |
| 37 | **Return Over Listed Costs** | | **149.70*** | **239.24*** | **-28.02*** |
| | ************* **SUPPLEMENTARY MANAGEMENT INFORMATION** ************ | | | | |
| 38 | Total Costs Adj. to 7% Min. Int. | | 435.30 | 512.77 | 453.74 |
| 39 | Return Over Listed & 7% Opp. Int. | | 98.55 | 166.46 | -60.17 |
| 42 | Return/$100 Feed Fed | | 218.04 | 280.12 | 129.11 |
| 43 | $/CWT Breeding Animals Sold | | 51.17 | 56.09 | 50.33 |
| 44 | Ave Weight of Animals Sold | | 751.55 | 852.81 | 727.58 |
| 45 | Number of Head Bought | | 9 | 19 | 3 |
| 46 | Percent Death Loss | | 2.6 | 2.6 | 4.5 |
| 47 | Price/CWT Calf Sold/Trans. | | 88.81 | 91.96 | 85.67 |
| 48 | Ave Weight Calf Sold/Trans. | | 624 | 716 | 532 |
| 49 | Percent Calf Crop Born | | 102.8 | 97.9 | 96.4 |
| 50 | Percent Calf Crop Weaned | | 98.59 | 94.74 | 87.27 |
| 51 | Percent Calf Death Loss | | 5.5 | 6.5 | 9.4 |
| 52 | Cull Income/Breeding Cow | | 28.88 | 19.85 | 57.34 |
| 53 | Hay Equivalent/Cow | | 4.46 | 3.95 | 5.81 |
| 54 | Corn Equivalent/Cow | | 7.92 | 10.51 | 3.76 |
| 59 | Tot. Cost Incl. Fam. Liv./Cow | | 467.79 | 518.88 | 495.27 |

**BEEF FEEDERS, 1993**

| | | LBS/CWT | Average of 20 Farms Per CWT | High 10 Farms Per CWT | Low 10 Farms Per CWT |
|---|---|---|---|---|---|
| 1 | Average Number of Animals | | 117.3 | 141.9 | 92.7 |
| 2 | Pounds of Animal Produced | | 97328 | 126267 | 68388 |
| 3 | Net Increase in Value:Animals | | 55.87 | 56.87 | 54.04 |
| 4 | Other Miscellaneous Income | | 0.05 | | 0.15 |
| 5 | **Total Value Produced** | | **55.92*** | **56.87*** | **54.19*** |
| | **FEED FED:QTY & COST** | **LBS/CWT** | | | |
| 7 | Corn | 321.7 | 12.21 | 8.07 | 19.84 |
| 8 | Small Grains | 156.8 | 5.25 | 6.64 | 2.68 |
| 9 | Complete Rations | 22.8 | 2.55 | 1.51 | 4.47 |
| 10 | Prot., Salt, Min. | 37.0 | 5.02 | 3.39 | 8.02 |
| 11 | Legume Hay | 182.1 | 3.59 | 4.46 | 2.00 |
| 12 | Other Dry Hay & Roughage | 65.2 | 0.95 | 0.24 | 2.28 |
| 13 | Silage | 553.6 | 2.05 | 1.95 | 2.23 |
| 14 | Haylage | 2.1 | 0.06 | | 0.18 |
| 15 | Pasture | | 0.13 | 0.16 | 0.07 |
| 16 | **Total Feed Cost** | | **31.81** | **26.42** | **41.77** |
| 17 | **Return Over Feed Costs** | | **24.11*** | **30.45*** | **12.42*** |
| | **OTHER DIRECT COSTS** | | | | |
| 19 | Veterinary | | 2.45 | 2.37 | 2.60 |
| 20 | Miscellaneous | | 0.87 | 1.06 | 0.52 |
| 21 | Custom Work & Lease Expense | | 1.88 | 2.54 | 0.68 |
| 22 | Special Hired Labor | | | | |
| 23 | Assigned Interest | | 1.06 | | 3.03 |
| 24 | **Total Other Direct Costs** | | **6.26** | **5.97** | **6.83** |
| 25 | **Total Direct Costs Incl. Feed** | | **38.07** | **32.39** | **48.60** |
| 26 | **Return Over All Direct Costs** | | **17.85*** | **24.48*** | **5.59*** |
| | **ALLOCATED COSTS** | | | | |
| 29 | Act Int Pd Less Int Assigned-L23 | | 1.35 | 0.48 | 2.95 |
| 30 | General Hired Labor | | 2.38 | 3.58 | 0.18 |
| 31 | Utilities & Miscellaneous | | 1.43 | 1.47 | 1.37 |
| 32 | Power & Machinery | -PCAF 1.00 | 1.27 | 1.35 | 1.12 |
| 33 | Livestock Equipment | -ECAF 1.00 | 1.82 | 0.62 | 4.05 |
| 34 | Buildings & Fences | -BCAF 1.00 | 0.88 | 1.04 | 0.59 |
| 35 | **Total Allocated Costs** | | **9.13** | **8.54** | **10.26** |
| 36 | **Total Listed Costs** | | **47.20** | **40.93** | **58.86** |
| 37 | **Return Over Listed Costs** | | **8.72*** | **15.94*** | **-4.67*** |
| | ************* **SUPPLEMENTARY MANAGEMENT INFORMATION** ************ | | | | |
| 38 | Total Cost Adj to 7% Min Int. | | 51.54 | 46.93 | 60.05 |
| 39 | Return Over Listed & 7% Opp. Int. | | 4.38 | 9.94 | -5.86 |
| 42 | Return/$100 Feed Fed | | 175.82 | 215.26 | 129.77 |
| 43 | Price/CWT Sold | | 73.19 | 74.68 | 70.98 |
| 44 | Average Weight All Cattle Sold | | 1110 | 1077 | 1162 |
| 45 | Price/CWT Bought | | 75.40 | 73.96 | 77.29 |
| 46 | Average Weight Cattle Bought | | 728 | 751 | 699 |
| 47 | Number of Head Bought | | 138 | 152 | 124 |
| 48 | Percent Death Loss | | 1.0 | 0.8 | 1.3 |
| 49 | Effective Daily Gain-Pound/Head/Day | | 2.27 | 2.44 | 2.02 |
| 51 | Hay Equivalent/CWT | | 0.22 | 0.18 | 0.29 |
| 52 | Corn Equivalent/CWT | | 8.54 | 6.98 | 11.43 |
| 59 | Tot. Cost Incl. Fam. Liv./CWT. | | 53.89 | 47.24 | 64.75 |

## DAIRY BEEF, 1993

AVERAGE OF 7 FARMS

| | | LBS/CWT | TOTAL | PER CWT | PER HEAD |
|---|---|---|---|---|---|
| 1 | Average Number of Animals | | 100.1 | | |
| 2 | Pounds of Animal Produced | | 81403 | | |
| 3 | Net Increase in Value:Animals | | 49708 | 61.06 | 496.58 |
| 4 | Other Miscellaneous Income | | | | |
| 5 | **Total Value Produced** | | | **61.06*** | **496.58*** |
| **FEED FED:QTY & COST** | | **LBS/CWT** | | | |
| 7 | Corn | 761.7 | | 25.68 | 208.81 |
| 8 | Small Grains | 60.1 | | 2.41 | 19.58 |
| 9 | Complete Rations | 35.7 | | 4.86 | 39.51 |
| 10 | Prot., Salt, Min. | 12.3 | | 1.95 | 15.89 |
| 11 | Legume Hay | 91.3 | | 1.86 | 15.12 |
| 12 | Other Dry Hay & Roughage | | | | |
| 13 | Silage | 21.1 | | 0.20 | 1.64 |
| 14 | Haylage | 31.9 | | 0.48 | 3.90 |
| 15 | Pasture | | | | |
| 16 | **Total Feed Cost** | | | **37.44** | **304.45** |
| 17 | **Return Over Feed Costs** | | | **23.62*** | **192.13*** |
| **OTHER DIRECT COSTS** | | | | | |
| 19 | Veterinary | | | 2.20 | 17.89 |
| 20 | Miscellaneous | | | 1.48 | 12.01 |
| 21 | Custom Work & Lease Expense | | | 5.32 | 43.23 |
| 22 | Special Hired Labor | | | 0.64 | 5.20 |
| 23 | Assigned Interest | | | | |
| 24 | **Total Other Direct Costs** | | | **9.64** | **78.33** |
| 25 | **Total Direct Costs Incl Feed** | | | **47.08** | **382.78** |
| 26 | **Return Over All Direct Costs** | | | **13.98*** | **113.80*** |
| **ALLOCATED COSTS** | | | | | |
| 29 | Act Int Pd Less Int Assigned-L23 | | | 4.17 | 33.88 |
| 30 | General Hired Labor | | | 0.56 | 4.56 |
| 31 | Utilities & Miscellaneous | | | 3.03 | 24.62 |
| 32 | Power & Machinery -PCAF 1.00 | | | 1.19 | 9.64 |
| 33 | Livestock Equipment -ECAF 1.00 | | | 0.67 | 5.43 |
| 34 | Buildings & Fences -BCAF 1.00 | | | 1.10 | 8.95 |
| 35 | **Total Allocated Costs** | | | **10.72** | **87.08** |
| 36 | **Total Listed Costs** | | | **57.80** | **469.86** |
| 37 | **Return Over Listed Costs** | | | **3.26*** | **26.72*** |
| | ************* **SUPPLEMENTARY MANAGEMENT INFORMATION** ************ | | | | |
| 38 | Total Cost Adj to 7% Min Int. | | | 61.01 | 496.13 |
| 39 | Return Over Listed & 7% Opp. Int. | | | 0.05 | 0.45 |
| 42 | Return/$100 Feed Fed | | 163.11 | | |
| 43 | Price/CWT Sold | | 67.58 | | |
| 44 | Average Weight All Cattle Sold | | 1308 | | |
| 45 | Price/CWT Bought | | 68.42 | | |
| 46 | Average Weight Cattle Bought | | 877 | | |
| 47 | Number of Head Bought | | 146 | | |
| 48 | Percent Death Loss | | 0.9 | | |
| 49 | Effective Daily Gain-Pound/Head/Day | | 2.23 | | |
| 51 | Hay Equivalent/CWT | | 0.06 | | |
| 52 | Corn Equivalent/CWT | | 14.68 | | |
| 59 | Tot. Cost Incl. Fam. Liv./CWT. | | 64.49 | | |

## FARM SIZE AND PRODUCTION, 1993

| | | Average of 314 Farms | High of 63 Farms | Low of 63 Farms |
|---|---|---|---|---|
| **** MEASURES OF FARM SIZE **** | | | | |
| 3 | **ACRES:** | | | |
| 4 | - Total | 1030.5 | 1644.5 | 960.6 |
| 5 | - Tillable | 922.3 | 1605.5 | 807.5 |
| **** UNITS OF WORK ACCOMPLISHED **** | | | | |
| 8 | - Crops | 430.3 | 918.1 | 348.6 |
| 9 | - Livestock | 156.2 | 54.2 | 117.1 |
| 10 | - Other | 1.6 | 2.4 | 1.4 |
| 11 | - Total | 588.1 | 974.7 | 467.1 |
| **** WORKERS (YEAR EQUIVALENTS) **** | | | | |
| 14 | - Operators | 1.12 | 1.15 | 1.14 |
| 15 | - Hired Labor | .50 | 1.04 | .45 |
| 16 | - Custom Labor | .02 | .02 | .02 |
| 17 | - Unpaid Labor | .02 | | .04 |
| 18 | - Total | 1.66 | 2.21 | 1.65 |
| **** OPERATOR INVESTMENTS **** | | | | |
| 21 | - Per Worker | 266089 | 347279 | 241422 |
| 22 | - Per Work Unit | 751 | 787 | 853 |

### EXPLANATION OF "WORK UNITS"

The total "Work Units" for any one farm is a measure of the size of that farm's business. A work unit as used in this report is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive livestock at an average efficiency. The number of work units for each class of livestock and each acre of crop are presented below. Days of work off the farm for pay are not included in work units computations in this report.

**Number of Units for Each Class of Livestock and Acre of Crop**

| Item | No. of Work Units | Item | No. of Work Units |
|---|---|---|---|
| Dairy Cows | 7.00 per Head | Small Grain | .30 per Acre |
| Other Dairy | 1.20 per Head | Corn for Grain | .55 per Acre |
| Beef Breeding Cows | 1.50 per Head | Corn Silage | .60 per Acre |
| Feeder Cattle | .12 per CWT | Alfalfa | .60 per Acre |
| Sheep, Farm Flock | .60 per Head | Other Hay | .40 per Acre |
| Lambs, Feeders | .30 per CWT | Legume Seed | .50 per Acre |
| Hogs, Complete | .12 per CWT | Grass Seed | .40 per Acre |
| Hogs, Finishing | .06 per CWT | Potatoes | 3.00 per Acre |
| Hogs, Weaning Pigs | 1.40 per Litter | Sugar Beets | 2.00 per Acre |
| Chickens,Lay.,Flock | 5.00 per 100 | Summer Fallow | .20 per Acre |
| Chickens, Broilers | .20 per CWT | Sunflowers | .40 per Acre |
| Turkeys, Poults | .12 per CWT | Soybeans | .45 per Acre |
| Turkeys | .20 per Hen | Edible Beans | .50 per Acre |
| Bees | .30 per Hive | Conservation Reserve | .05 per acre |

YEAR END 1993

# RECORD RELIABILITY CHECK - TABLE 100

## INCOME SOURCES AND USES

| | SOURCES | | USES | |
|---|---|---|---|---|
| 4 | Cash on Hand Beginning | 13858 | Cash on Hand Ending | 13523 |
| 4A | Notes & Accts Rec-Pers. Beg | | Notes & Accts Rec-Pers,End | |
| 5 | Livestock Sales | 53342 | Livestock Purchases | 8439 |
| 6 | Crop Sales | 127605 | Other Cash Oper. Exp. | 167213 |
| 7 | Capital Assets Sold | 4049 | Capital Assets Purch. | 36558 |
| 8 | Other Farm Income | 45335 | Payment on Farm Debt | 88242 |
| 9 | Money Borrowed | 102790 | Cash Living Expense | 45379 |
| 10 | Non-Farm Income | 12380 | Other Non-Farm Expense | |
| 11 | Total Sources | 359359 | Total Use | 359354 |
| 12 | | | Net Difference | 5* |
| 13 | | | Pct of Cash Error | 0.0 |

A reasonable farm & home business record should account for at least 98% of the cash available to spend.

## LIABILITIES BALANCE

| | | |
|---|---|---|
| 21 | Total Liabilities, January 1 | 216985 |
| 22 | Money Borrowed | 102790 |
| 23 | Total (A) | 319775* |
| 24 | Total Liabilities, December 31 | 229191 |
| 25 | Paid on Debt, Principle | 90999 |
| 26 | Total (B) | 320190* |
| 27 | Difference: Total (A) Minus Total (B) | -415 |

If the difference between "A" and "B" is not zero, an adjustment is made for the "Net Changes" listed below:

| | | |
|---|---|---|
| 33 | Accounts Payable | -315 |
| 34 | Delinquent Interest | 40 |
| 35 | Delinquent Rent/RE Tax | 594 |
| | ----------- | 319 |
| 36 | Combined Net Change: | 319 |

## NET WORTH RELIABILITY

| | | |
|---|---|---|
| | Sources of Funds or Value | |
| 42 | Return to Capital, Family Labor & Management | 33684 |
| 43 | Total Non-Farm Income | 12245 |
| 44 | Total Sources (A) | 45929* |
| | Uses of Funds or Value | |
| 46 | Change in Net Worth | 9085 |
| 47 | Family Cash/Non-Cash Spending | 45340 |
| 48 | Total Uses (B) | 54425* |
| 49 | Gross Difference: Total (A) Minus Total (B) | -8496* |
| 50 | Adjustments for Truck and Auto | 633 |
| 51 | Adjustments for Dwelling & Outside Real Estate | 1289 |
| 52 | Adjustments for Pers Equity (Incl: Farm Coop) | 2757 |
| 53 | Adjustments for Household, Clothing & Jewelry | 206 |
| 53A | Adjustments for Personal Debt Payment | 3332 |
| 54 | Total Adjustments | 8217 |
| 55 | NET DIFFERENCE | -279* |

## MONEY SPENT BY THE AVERAGE NORTHWESTERN MINNESOTA FARMER

### SUMMARY BY YEARS

| | 1989 | 1990 | 1991 | 1992 | 1993 |
|---|---|---|---|---|---|
| TO OTHER FARMERS, for livestock and custom work | $17114 | $17092 | $ 8217 | $10622 | $ 13205 |
| TO THE AGRIBUSINNESS COMMUNITY for fertilizer, chemicals, feed, seed, fuel, repairs and supplies | 93031 | 86620 | 85471 | 99785 | 103359 |
| FOR EXTRA LABOR | 6198 | 6338 | 7240 | 9209 | 9514 |
| FOR SUPPORT OF LOCAL GOVERNMENT property taxes | 2698 | 2669 | 2426 | 2717 | 2877 |
| FOR UTILITIES telephone, electricity, water | 2353 | 2303 | 2422 | 2689 | 3009 |
| FOR USE OF OTHER PEOPLES CAPITAL interest and cash rent | 35855 | 38161 | 41834 | 44478 | 43424 |
| FOR FARM EQUIPMENT farm power and machinery | 15541 | 17096 | 14283 | 15465 | 24794 |
| FOR REAL ESTATE purchases and improvements | 6076 | 9275 | 9237 | 11480 | 11763 |
| **TOTAL FARM PURCHASES** | **178866** | **179554** | **171130** | **196445** | **211945** |
| HOUSEHOLD AND PERSONAL EXPENSE for food, clothing, furnishings, education, contributions, medical, gifts, recreation and investments | 34181 | 36117 | 36217 | 40397 | 41844 |
| **TOTAL MONEY SPENT BY AN AVERAGE FARMER WITHIN THE COMMUNITY OR SERVICE AREA** | **213047** | **215671** | **207347** | **236842** | **253789** |

## FINANCIAL - TREND ANALYSIS

| | | 1989 | 1990 | 1991 | 1992 | 1993 |
|---|---|---|---|---|---|---|
| | **RESOURCES OF BUSINESS** | | | | | |
| 1 | Total Acres | 970 | 979 | 950 | 1085 | 1031 |
| 2 | Total Tillable Acres | 881 | 880 | 867 | 1002 | 922 |
| 3 | Work Units on Crops | 358 | 372 | 391 | 454 | 430 |
| 4 | Work Units on Livestock | 147 | 151 | 141 | 127 | 156 |
| 5 | Total Work Units | 507 | 526 | 539 | 587 | 588 |
| 6 | Total Farm Capital Ending | 402423 | 422371 | 427796 | 448569 | 449374 |
| | **PROFIT & LOSS ANALYSIS** | | | | | |
| 1 | Cash Operating Income | 193777 | 191435 | 185174 | 220010 | 224777 |
| 2 | Cash Operating Expense | 157250 | 151899 | 146351 | 169493 | 172953 |
| 3 | Net Cash Operating Income | 36527 | 39536 | 38823 | 50517 | 51824 |
| 4 | Return-Operator's Labor & Mgmt. | 24655 | 28590 | 27641 | 43929 | 17728 |
| 5 | Return-Capital & Family Labor | 34788 | 40838 | 40481 | 60103 | 34045 |
| 6 | Total Family Income | 46703 | 53590 | 51154 | 63717 | 64204 |
| 7 | Cash Living Expense | 22156 | 24090 | 24183 | 26018 | 25267 |
| 8 | Total Non-Farm Living Expense | 33848 | 35652 | 35879 | 40086 | 41540 |
| 9 | Ratio: Total Exp-Total Rcpts | .88 | .87 | .87 | .83 | .93 |
| 10 | Ratio: Cash Oper Exp-Total Farm Oper Inc | .81 | .78 | .79 | .77 | .78 |
| 11 | Ratio: Cap Turnover:Avg Capital Rcpts | 1.85 | 1.86 | 2.06 | 1.88 | 1.83 |
| 12 | Interest Paid/Work Unit | 33.42 | 30.19 | 29.39 | 27.43 | 25.53 |
| 13 | Interest Paid/Dollar Farm Oper.Income | .08 | .08 | .09 | .07 | .07 |
| | **BALANCE SHEET ANALYSIS (Year End)** | | | | | |
| 1 | Total Assets | 487419 | 486972 | 493697 | 543738 | 530308 |
| 2 | Total Liabilities | 214568 | 200182 | 197555 | 218293 | 229835 |
| 3 | Equity | 272851 | 286790 | 296142 | 325445 | 312013 |
| 4 | Current Ratio (%) | 45% | 41% | 40% | 41% | 49% |
| 5 | Working Ratio (%) | 41% | 39% | 37% | 37% | 38% |
| 6 | Net Capital Ratio (%) | 44% | 41% | 40% | 40% | 41% |
| 7 | Current Debt (%) | 23% | 25% | 24% | 28% | 28% |
| 8 | Total Farm Assets/Work Unit | 833 | 803 | 794 | 806 | 780 |
| 9 | Total Farm Liability/Work Unit | 413 | 371 | 367 | 357 | 357 |
| | **MEASURES-FARM MECHANIZATION EFFICIENCY** | | | | | |
| 1 | Power, Mach, Equip, Bldg Exp/Work Units | 81 | 80 | 75 | 78 | 80 |
| 2 | Tractor, Crop Mach Exp/Work Unit | 55 | 55 | 51 | 54 | 55 |
| 3 | Tractor, Crop Mach Exp/Acre | 32 | 33 | 32 | 32 | 34 |
| 4 | Fuel & Lubricants Used/Acre | 10.25 | 10.43 | 10.56 | 10.41 | 9.86 |
| 5 | Repair & Maintenance Cost/Acre | 16.76 | 16.47 | 17.22 | 16.55 | 16.77 |
| 6 | Total Operator's Depreciation | 13740 | 12681 | 12697 | 14293 | 13833 |
| | **MEASURES-FARM ORGANIZAITON & MGMT EFFIC** | | | | | |
| 1 | Crop Yield Index | 100 | 100 | 100 | 100 | 100 |
| 2 | Ret Over All Listed Costs/Tillable Acre | 36 | 40 | 36 | 46 | 14 |
| 3 | Gross Return/Tillable Acres | 187 | 184 | 193 | 204 | 181 |
| 4 | Index of Return/$100 Feed Fed | 100 | 100 | 100 | 100 | 100 |
| 5 | Livestock Units/100 Acres | 5.7 | 5.3 | 4.6 | 4.9 | 6.0 |
| 6 | Work Units/Worker | 313 | 327 | 328 | 353 | 354 |

**CROP - TREND ANALYSIS**

| | | 1989 | 1990 | 1991 | 1992 | 1993 |
|---|---|---|---|---|---|---|
| | **BARLEY** | | | | | |
| | Number of Records | 398 | 484 | 513 | 395 | 348 |
| 1 | Acres | 98 | 101 | 102 | 101 | 111 |
| 2. | Crop Yield/Acre | 59 | 70 | 57 | 79 | 54 |
| 3 | Value/Unit | 2.71 | 2.06 | 1.86 | 1.82 | 1.77 |
| 4 | Total Variable Costs/Acre | 43 | 44 | 41 | 44 | 47 |
| 5 | Total Listed Costs/Acre | 119 | 121 | 116 | 120 | 125 |
| 6 | Return Over Listed Costs/Acre | 44 | 32 | 18 | 51 | 11 |
| 7 | Total Listed Cost/Unit of Production | 2.03 | 1.74 | 2.02 | 1.52 | 2.30 |
| | **SPRING WHEAT** | | | | | |
| | Number of Records | 410 | 862 | 837 | 809 | 606 |
| 1 | Acres | 141 | 154 | 143 | 173 | 200 |
| 2 | Crop Yield/Acre | 42 | 53 | 32 | 53 | 26 |
| 3 | Value/Unit | 3.67 | 2.46 | 3.16 | 3.14 | 3.19 |
| 4 | Total Variable Costs/Acre | 48 | 49 | 45 | 52 | 56 |
| 5 | Total Listed Costs/Acre | 123 | 126 | 122 | 134 | 138 |
| 6 | Return Over Listed Costs/Acre | 42 | 44 | 30 | 59 | 10 |
| 7 | Total Listed Cost/Unit of Production | 2.97 | 2.39 | 3.84 | 2.54 | 5.35 |
| | **SUNFLOWERS, OIL** | | | | | |
| | Number of Records | 52 | 77 | 121 | 133 | 138 |
| 1 | Acres | 62 | 91 | 107 | 102 | 111 |
| 2 | Crop Yield/Acre | 13.0 | 16.6 | 19.1 | 13.8 | 9.4 |
| 3 | Value/Unit | 10.50 | 10.59 | 9.33 | 9.54 | 11.2 |
| 4 | Total Variable Costs/Acre | 41 | 44 | 48 | 46 | 55 |
| 5 | Total Listed Costs/Acre | 118 | 127 | 133 | 134 | 136 |
| 6 | Return Over Listed Costs/Acre | 21 | 58 | 61 | 6 | (-8) |
| 7 | Total Listed Cost/Unit of Production | 9.08 | 7.64 | 6.96 | 9.72 | 14.51 |
| | **SUGAR BEETS** | | | | | |
| | Number of Records | 109 | 140 | 174 | 143 | 127 |
| 1 | Acres | 139 | 129 | 134 | 146 | 158 |
| 2 | Crop Yield/Acre | 15.8 | 14.4 | 17.5 | 17.2 | 14.9 |
| 3 | Value/Unit | 34.89 | 47.13 | 40.64 | 40.97 | 39.36 |
| 4 | Total Variable Costs/Acre | 203 | 230 | 251 | 247 | 252 |
| 5 | Total Listed Costs/Acre | 469 | 497 | 535 | 531 | 552 |
| 6 | Return Over Listed Costs/Acre | 94 | 214 | 201 | 186 | 70 |
| 7 | Total Listed Cost/Unit of Production | 29.68 | 34.55 | 30.55 | 30.86 | 37.01 |
| | **ALFALFA HAY** | | | | | |
| | Number of Records | 267 | 288 | 312 | 289 | 211 |
| 1 | Acres | 66 | 58 | 57 | 59 | 70 |
| 2 | Crop Yield/Acre | 2.0 | 2.0 | 3.2 | 2.7 | 2.8 |
| 3 | Value/Unit | 57.36 | 59.02 | 45.89 | 48.41 | 52.76 |
| 4 | Total Variable Costs/Acre | 17 | 16 | 14 | 17 | 21 |
| 5 | Total Listed Costs/Acre | 110 | 113 | 116 | 114 | 118 |
| 6 | Return Over Listed Costs/Acre | 9 | 7 | 32 | 19 | 34 |
| 7 | Total Listed Cost/Unit of Productio | 54.98 | 56.67 | 36.37 | 42.30 | 42.01 |

## LIVESTOCK - TREND ANALYSIS

| | | 1989 | 1990 | 1991 | 1992 | 1993 |
|---|---|---|---|---|---|---|
| | **WEANING PIGS** | | | | | |
| | Number of Records | 8 | 11 | 15 | 9 | 8 |
| 1 | Numbers of Litter Produced | 65 | 106 | 88 | 88 | 115 |
| 2 | Price Rec'd/Pig Sold | 56 | 49 | 46 | 34 | 44 |
| 3 | Total Listed Cost/Litter | 326 | 298 | 320 | 250 | 314 |
| 4 | Return Over Listed Cost/Litter | -5 | 82 | 13 | 30 | 55 |
| 5 | Return/$100 Feed Fed | 165 | 199 | 168 | 192 | 186 |
| 6 | Pounds of Feed/Litter | 2766 | 2565 | 2668 | 1937 | 3451 |
| 7 | Number of Pigs Weaned/Litter | 7.7 | 8.6 | 8.4 | 8.7 | 9.2 |
| | **DAIRY COWS** | | | | | |
| | Number of Records | 100 | 113 | 116 | 95 | 92 |
| 1 | Pounds of Milk Produced/Cow | 15480 | 15898 | 15882 | 16699 | 16683 |
| 2 | Price Received/Cwt Milk Sold | 12.85 | 13.44 | 11.87 | 12.95 | 12.81 |
| 3 | Total Listed Cost/Cow | 1398 | 1457 | 1379 | 1505 | 1497 |
| 4 | Return Over Listed Cost/Cow | 507 | 599 | 417 | 549 | 671 |
| 5 | Return/$100 Feed Fed | 266 | 267 | 254 | 260 | 277 |
| 6 | Total Feed Cost/Cow | 717 | 769 | 709 | 790 | 782 |
| 7 | Total List Cost/Cwt Milk | 9.03 | 9.18 | 8.68 | 9.01 | 8.98 |
| | **ALL DAIRY** | | | | | |
| | Number of Records | 100 | 108 | 107 | 91 | 89 |
| 1 | Average Number of Cows | 47 | 48 | 48 | 49 | 54 |
| 2 | Feed Cost/Cow | 962 | 1008 | 922 | 1056 | 1045 |
| 3 | Return Over All Listed Costs/Cow | 618 | 751 | 532 | 662 | 657 |
| 4 | Dairy Cow Turnover (%) | 40 | 40 | 42 | 35 | |
| 5 | Total Dry Matter/Cow | 65 | 64 | 46 | 64 | 62 |
| 6 | Total Investment/Cow | 7902 | 8272 | 6752 | 6912 | 5971 |
| 7 | Total Debt/Cow | 3925 | 3572 | 3160 | 3074 | 2708 |
| | **BEEF COW/CALF** | | | | | |
| | Number of Records | | | | | 65 |
| 1 | Average Number of Beef Cows | 72 | 63 | 55 | 64 | 72 |
| 2 | Price Rec'd/Cwt Calf Sold or Trans | 83.17 | 87.41 | 84.78 | 82.94 | 97.86 |
| 3 | Total Listed Costs/Head | 343 | 367 | 353 | 382 | 384 |
| 4 | Return Over Listed Costs | 143 | 149 | 110 | 103 | 150 |
| 5 | Return/$100 Feed Fed | 219 | 219 | 192 | 195 | 218 |
| 6 | Average Weight of Calves Sold or Trans | 597 | 582 | 571 | 591 | 624 |
| 7 | % Calf Crop Weaned | 92 | 92 | 91 | 92 | 99 |
| | **BEEF FEEDERS** | | | | | |
| | Number of Records | 22 | 29 | 64 | 16 | 20 |
| 1 | Pounds of Beef Produced | 58229 | 82285 | 52082 | 88801 | 97328 |
| 2 | Price/Cwt Sold | 72.22 | 78.90 | 71.86 | 76.77 | 73.19 |
| 3 | Total Listed Cost/Cwt | 59.25 | 46.80 | 49.86 | 59.00 | 47.20 |
| 4 | Return Over Listed Costs/Cwt | -.49 | 17.85 | 3.56 | 8.16 | 8.72 |
| 5 | Return/$100 Feed Fed | 140 | 221 | 148 | 202 | 176 |
| 6 | Feed Cost/Cwt Produced | 42.05 | 29.19 | 36.09 | 33.30 | 31.81 |
| 7 | Average Weight All Cattle Sold | 961 | 879 | 1063 | 958 | 1110 |

# PROGRAM INFORMATION

*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 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 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 has 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:*

1. *Level 1 - Introduction to Farm System Management*
2. *Level 2 - Farm System Analysis and Evaluation*
3. *Level 3 - Interpreting and Modifying Farm System Management Plans*
4. *Level 4 - Farm System Trends and Projections*
5. *Level 5 - Integrating Current Information into Farm System Plans*
6. *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.*

# SCHOOLS/COLLEGES PARTICIPATING

This report deals with farmers enrolled at 17 school/college sites in Northwestern Minnesota. A list of cooperating institutions and instructors follows:

| School/College | Instructor |
|---|---|
| NTC - Ada | Carol Kleppe |
| Barnesville | Ron Salber |
| Baudette | Gerald Ausmus |
| NTC - Bemidji | Jim Sackett |
| | Steve Ziegler |
| NTC - Detroit Lakes | Mark Berg |
| NTC - Detroit Lakes (Frazee) | Paul Ramsey |
| Fergus Falls | Lance Brower |
| NTC - Fertile | Bob Bollesen |
| Fosston | Doug Fjerstad |
| NTC - Goodridge | Wayne Ditmer |
| Hawley | Dennis Olsen |
| NTC - Karlstad, Greenbush | Lynn Carlson |
| Mahnomen, Ulen | Mike Lockhart |
| NTC - Moorhead | Rick Morgan |
| | Greg Tullis |
| Red Lake Falls | Greg Kalinoski |
| Roseau | Duane Jaenicke |
| NTC - Thief River Falls | Ron Dvergsten |
| | Don Johnsen |
| | Danie Packard |

The analysis of records and preparation of this report is done under the direction of Tom Risdal, Regional Ag. Program Manager at NTC - Thief River Falls. Directing in a supervisory capacity are: Dr. Ray Cross, CEO; Dr. Orley Gunderson, Campus President, Thief River Falls; John Murray, Program Manager, Minnesota Technical College Systems and Dr. Edgar Persons, Chairman, Ag. Education Division, University of Minnesota. Data processing was done by Specialized Data Systems, Madison, Wisconsin. 532 farm records were processed; 314 farms are included in the averages.

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# LOOK TO

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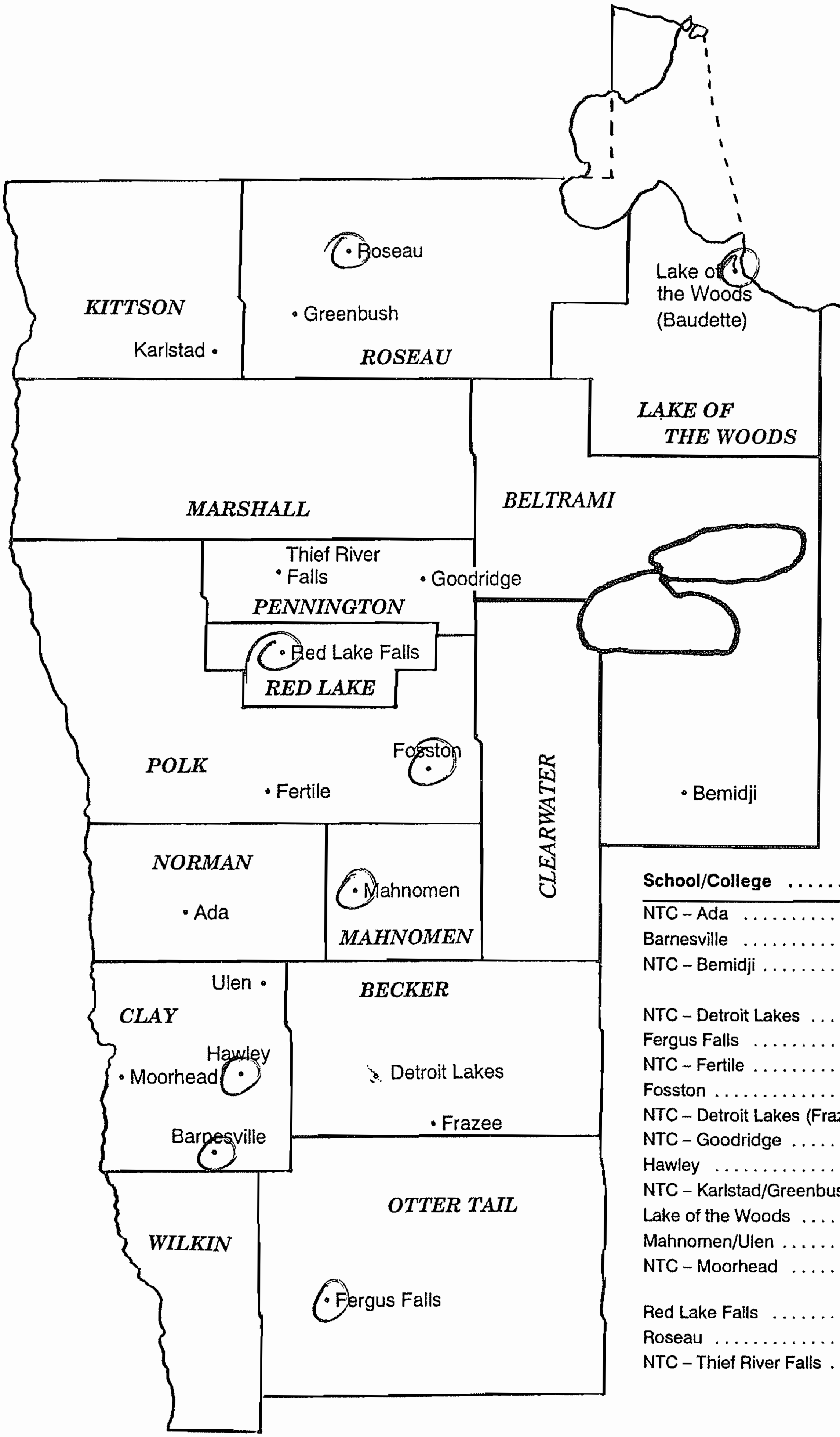


# FARM BUSINESS MANAGEMENT PROGRAMS

## *Northwestern Minnesota*

| School/College | Instructor |
|---|---|
| NTC – Ada | Carol Kleppe |
| Barnesville | Ron Salber |
| NTC – Bemidji | Jim Sackett<br>Steve Ziegler |
| NTC – Detroit Lakes | Mark Berg |
| Fergus Falls | Lance Brower |
| NTC – Fertile | Bob Bollesen |
| Fosston | Doug Fjerstad |
| NTC – Detroit Lakes (Frazee) | Paul Ramsey |
| NTC – Goodridge | Wayne Ditmer |
| Hawley | Dennis Olsen |
| NTC – Karlstad/Greenbush/Lancaster | Lynn Carlson |
| Lake of the Woods | Gerald Ausmus |
| Mahnomen/Ulen | Mike Lockhart |
| NTC – Moorhead | Rick Morgan<br>Greg Tullis |
| Red Lake Falls | Greg Kalinoski |
| Roseau | Duane Jaenicke |
| NTC – Thief River Falls | Don Johnsen<br>Danie Packard<br>Ron Dvergsten |