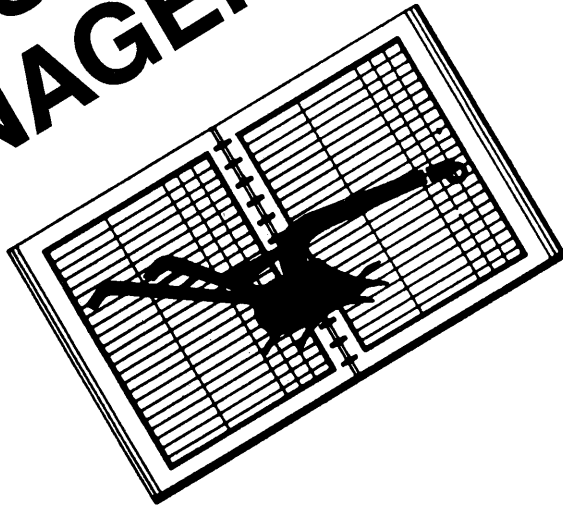


FARM BUSINESS MANAGEMENT



**1996 Annual Report
Southeastern Minnesota
March, 1997**

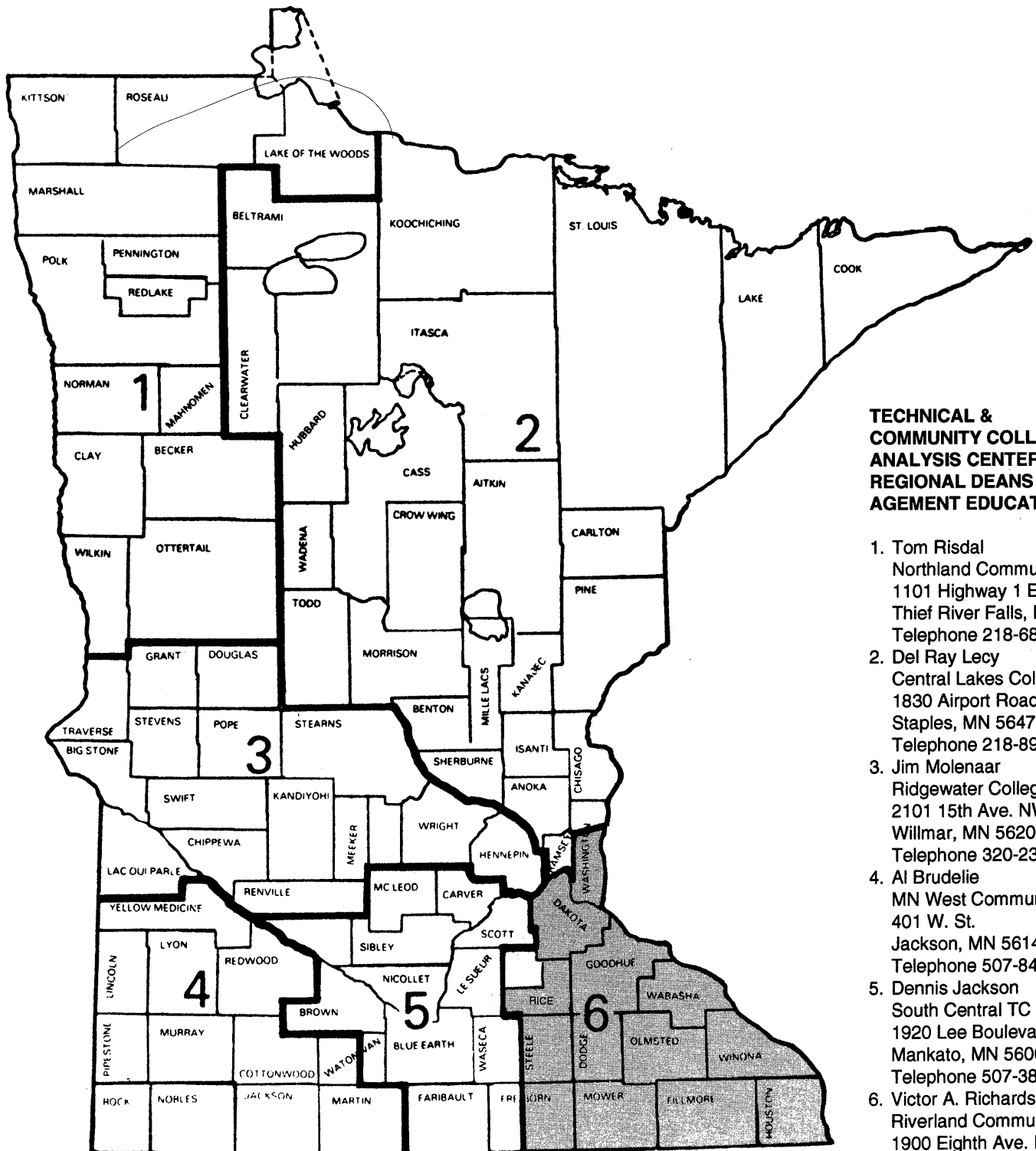
**AN ADULT
EDUCATIONAL
PROGRAM**

**In cooperation with: Minnesota State Colleges and Universities
Division of Agricultural Education - University of Minnesota**

**RIVERLAND COMMUNITY COLLEGE
A TECHNICAL AND COMMUNITY COLLEGE
AUSTIN CAMPUS**

Price \$5.00

MINNESOTA FARM BUSINESS MANAGEMENT REGIONS



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**1996 REPORT OF THE FARM BUSINESS MANAGEMENT
 PROGRAM IN SOUTHEASTERN MINNESOTA**
 Vic Richardson- Regional Dean of Management Education

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The information in this report is organized under the direction of Vic Richardson, Regional Dean of Management Education at Riverland Community College in Austin. Directing in a supervisory capacity is Mr. John Murray, Program Manager, MnSCU, and Mr. John Gedker, Riverland Community College President. The system which was used exclusively for this report is the FINAN Analysis, which was developed by the Center for Farm Financial Management, University of Minnesota. The actual processing of the report was done at the Austin Analysis Center. Special acknowledgement is due the Graphic Technology Department at Riverland Community College, Austin, for printing this report and Joan O'Rourke and Carrie Allen for typing it.

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

The Farm Business Management Program is an educational program that is designed to help farm families achieve their farm business and family goals. This is done through improved management organization and efficiency of their farm operations. This purpose has not changed over the years.

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

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

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

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

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

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

The farm business and enterprise analysis format allocates all specific and general farm expenses to each farm enterprise. 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. Special Recognition should be given to the farm families who have chosen to improve their management skills through participation in this program.

STATEMENT OF OPERATOR
CASH FARM INCOME - 1996

	Average of 418 Farms	% of Cash Oper Inc.	84 High Profit Farms	% of Cash Oper Inc.	84 Low Profit Farms	% of Cash Oper Inc.
Cash Farm Operating Income						
<u>Sale of Crops</u>						
Barley	53	0.0%	47	0.0%	65	0.0%
Corn	61995	21.1%	118922	21.2%	47645	23.7%
Soybeans	39905	13.6%	67501	12.0%	31356	15.6%
Wheat	74	0.0%	19	0.0%	200	0.1%
Alfalfa Hay	1076	0.4%	791	0.1%	1783	0.9%
Snap Beans	247	0.1%	748	0.1%	60	0.0%
Oats	239	0.1%	288	0.1%	109	0.1%
Canning Peas	1652	0.6%	3296	0.6%	1495	0.7%
Canning Corn	1531	0.5%	3245	0.6%	651	0.3%
Other Crop Income	1648	0.6%	4050	0.7%	906	0.5%
Miscellaneous Crop Income	135	0.0%	66	0.0%	353	0.2%
Total Crop Income	108555	37.0%	198973	35.5%	84623	42.0%

Sale of Market Livestock and Products

Beef Calves	739	0.3%	980	0.2%	180	0.1%
Background Beef	392	0.1%	600	0.1%	299	0.1%
Finish Beef Calves	2625	0.9%	1734	0.3%	4720	2.3%
Finish Yearling Steers	1125	0.4%	2227	0.4%	—	
Milk	88239	30.0%	141422	25.2%	61188	30.4%
Dairy Calves	1132	0.4%	1731	0.3%	935	0.5%
Dairy Heifers (for sale)	1520	0.5%	195	0.0%	1983	1.0%
Dairy Replacement Heifers	578	0.2%	1929	0.3%	380	0.2%
Dairy Steers	3764	1.3%	4458	0.8%	5093	2.5%
Raised Hogs	38216	13.0%	106868	19.1%	11829	5.9%
Feeder Pigs	1227	0.4%	4424	0.8%	120	0.1%
Finish Feeder Pigs	19814	6.7%	49980	8.9%	11091	5.5%
Cull Breeding Livestock	4579	1.6%	9578	1.7%	2474	1.2%
Misc. Livestock Income	1209	0.4%	387	0.1%	742	0.4%
Total Livestock Income	165159	56.2%	326513	58.3%	101034	50.2%

Other Farm Income

Deficiency Payments	5628	1.9%	11274	2.0%	4285	2.1%
CRP Payments	106	0.0%	-63	0.0%	232	0.1%
Other Government Payments	1915	0.7%	2261	0.4%	2272	1.1%
Custom Work Income	4373	1.5%	5132	0.9%	4499	2.2%
Patronage Dividends, Cash	1222	0.4%	2212	0.4%	797	0.4%
Insurance Income	1812	0.6%	5097	0.9%	1080	0.5%
Other Farm Income	4902	1.7%	8820	1.6%	2457	1.2%
Total Other Farm Income	19958	6.8%	34733	6.2%	15622	7.8%

(A) Gross Cash Farm Operating Income	293672	100.0%	560219	100.0%	201279	100.0%
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STATEMENT OF OPERATOR
CASH FARM OPERATING EXPENSE - 1996

	Average of 418 Farms	% of Cash Oper Inc.	84 High Profit Farms	% of Cash Oper Inc.	84 Low Profit Farms	% of Cash Oper Inc.
Cash Farm Operating Expense						
CASH FARM EXPENSE						
Seed	11530	3.9%	22153	4.0%	8773	4.4%
Fertilizer	15515	5.3%	30121	5.4%	11132	5.5%
Crop Chemicals	15189	5.2%	29097	5.2%	11262	5.6%
Crop Insurance	2806	1.0%	4400	0.8%	2264	1.1%
Drying Fuel	2850	1.0%	4866	0.9%	2222	1.1%
Irrigation Energy	199	0.1%	237	0.0%	53	0.0%
Crop Marketing	2407	0.8%	6100	1.1%	1547	0.8%
Crop Miscellaneous	7376	2.5%	5769	1.0%	7929	3.9%
Total Crop Expense	\$57,872	19.7%	\$102,743	18.3%	\$45,182	22.4%
Livestock Expenses						
Feeder Livestock Purchase	9591	3.3%	19252	3.4%	5269	2.6%
Purchased Feed	49521	16.9%	99521	17.8%	34182	17.0%
Breeding Fees	1311	0.4%	2485	0.4%	640	0.3%
Veterinary	4484	1.5%	7967	1.4%	3157	1.6%
Livestock Supplies	5659	1.9%	11287	2.0%	3277	1.6%
Livestock Leases & Grazing Fees	397	0.1%	268	0.0%	456	0.2%
Livestock Marketing & Other	1504	0.5%	1596	0.3%	1229	0.6%
Total Livestock Expenses	\$72,467	24.7%	\$142,376	25.4%	\$48,210	24.0%
Other Farm Expenses						
Interest	20562	7.0%	24871	4.4%	21989	10.9%
Fuel & Oil	6892	2.3%	12276	2.2%	5823	2.9%
Repairs	9771	3.3%	18148	3.2%	7295	3.6%
Custom Hire	5515	1.9%	8082	1.4%	5400	2.7%
Hired Labor	10261	3.5%	22322	4.0%	8424	4.2%
Land Rent	23832	8.1%	46964	8.4%	18790	9.3%
Machinery & Bldg Leases	4972	1.7%	9897	1.8%	3138	1.6%
Real Estate Taxes	3141	1.1%	5714	1.0%	2681	1.3%
Farm Insurance	2604	0.9%	4599	0.8%	2259	1.1%
Utilities	4716	1.6%	7777	1.4%	3787	1.9%
Dues & Professional Fees	528	0.2%	988	0.2%	367	0.2%
Hedging Account Deposits	1289	0.4%	2859	0.5%	498	0.2%
Miscellaneous	14430	4.9%	20266	3.6%	13484	6.7%
Total Other Expense	\$108,513	37.0%	\$184,763	33.0%	\$93,935	46.7%
(B) Total Cash Operating Expense	\$238,852	81.3%	\$429,882	76.7%	\$187,327	93.1%
(C) Net Cash Farm Income	\$54,820	18.7%	\$130,337	23.3%	\$13,952	6.9%

DETAIL ACCRUAL STATEMENT OF FARM PROFIT & LOSS - 1996

**AVERAGE OF
418 FARMS**

**84 HIGH
PROFIT FARMS**

**84 LOW
PROFIT FARMS**

(C) Net Cash Farm Income

\$54,820

\$130,337

\$13,852

INVENTORY CHANGES

Crops and Feed	-805	3602	-6488
Market Livestock	2835	8411	-1596
Prepaid Expenses and Supplies	3212	10940	-554
Accounts Receivable & Other Current	3611	13410	-285
Accounts Payable	-956	-3150	-2941

(D) Total Inventory Change

\$7,897

\$33,213

(\$11,864)

(E) Net Operating Profit (C+D)

\$62,717

\$163,550

\$2,088

DEPRECIATION AND CAPITAL ADJUSTMENTS

Breeding Livestock	-2317	-384	-5648
Machinery & Equipment	-14009	-22623	-12867
Buildings & Improvements	-4790	-9124	-4634
Other Farm Capital	1343	3682	136

(F) Total Depreciation & Capital Adjustments

(\$19,773)

(\$28,449)

(\$23,013)

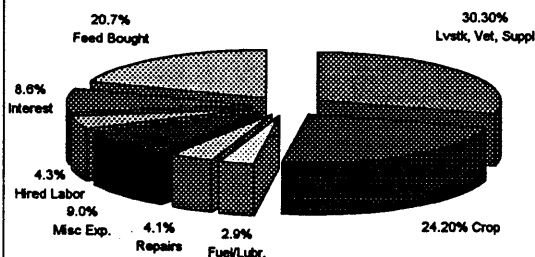
(G) Net Farm Income(E+F)**

\$42,944

\$135,101

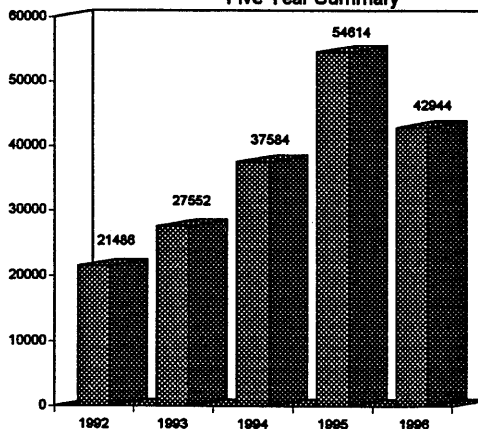
(\$20,925)

1996 Operating Expense



Net Farm Income

Five Year Summary



** (G) Net Farm Profit or Loss represents the dollars available on the returns in a farm business for Unpaid Family Labor, Management, Net worth growth occurs when net Farm Income plus non-farm income exceeds the cost of Family Spending.

1996 Inventory Changes		Average of	84 High	84 Low
		418 Farms	Profit Farms	Profit Farms
Net Cash Farm Income		54819	130337	13952
Crops and Feed	Ending Inventory	83265	176226	46093
	Beginning Inventory	84126	172624	52581
	Inventory Changes	-805	3602	-6488
Market Livestock	Ending Inventory	26061	56797	14480
	Beginning Inventory	23229	48386	16076
	Inventory Changes	2835	8411	-1596
Accts Rec/Oth Curr Assets	Ending Inventory	8478	23127	4291
	Beginning Inventory	4866	9718	4575
	Inventory Changes	3611	13410	-285
Prepaid Exp and Supplies	Ending Inventory	14572	44475	3887
	Beginning Inventory	11360	33536	4441
	Inventory Changes	3212	10940	-554
Accounts Payable	Beginning Inventory	7073	7509	6704
	Ending Inventory	7736	10131	9644
	Inventory Changes	-956	-3150	-2941
Total Inventory Change		7898	33213	-11863
Net Operating Profit		62717	163550	2089

Depreciation/Cap. Adjustments		Average of	84 High	84 Low
		418 Farms	Profit Farms	Profit Farms
Net Operating Profit		62717	163550	2089
Breeding Livestock	Ending Inventory	57414	87717	41801
	Capital Sales	4196	6629	4876
	Beginning Inventory	55380	81323	41555
	Capital Purchases	8549	13407	10771
	Deprec & Cap. Adjust.	-2317	-384	-5648
Machinery & Equipment	Ending Inventory	90558	159585	63343
	Capital Sales	1683	2047	3157
	Beginning Inventory	80407	134398	57469
	Capital Purchases	25837	49857	21898
	Deprec & Cap. Adjust.	-14009	-22623	-12867
Buildings & Improvement	Ending Inventory	64873	126218	55103
	Capital Sales	725	2377	5
	Beginning Inventory	58164	108048	50198
	Capital Purchases	12223	29671	9544
	Deprec & Cap. Adjust.	-4790	-9124	-4634
Other Capital Assets	Ending Inventory	20698	52107	18954
	Capital Sales	170	436	285
	Beginning Inventory	15140	33568	15293
	Capital Purchases	4385	15292	3810
	Deprec & Cap. Adjust.	1343	3682	136
Total Depreciation and Capital Adjustments		-19773	-28449	-23013
Net Farm Income		42944	135101	-20924

Profitability & Liquidity Analysis - 1996

	Avg. of 380 Farms	80 High Profit Farms	79 Low Profit Farms	Ave. of 417 Farms	84 High Profit Farms	84 Low Profit Farms
	Cost			Market		
1996 Profitability						
Net Farm Income	42851	54363	26903	56960	64187	42201
Labor and Management Ear	27991	38505	12168	33263	39187	16619
Rate of Return on Assets	7.5%	9.0%	3.9%	7.8%	8.2%	5.1%
Rate of Return on Equity	6.9%	10.1%	-0.1%	7.7%	8.5%	3.6%
Operating Profit Margin	15.6%	18.4%	8.6%	21.7%	21.9%	16.1%
Asset Turnover Rate	48.1%	48.9%	45.4%	36.2%	37.5%	31.9%
Interest on Farm Net Worth	14860	16130	14736	23697	25000	25582
Farm Interest Expense	21420	18601	19025	21059	18243	18924
Value of Operator Lbr and M	26548	28595	27247	26429	28753	26994
Return on Farm Assets	37899	45199	18682	51590	53676	34130
Average Farm Assets	504628	500779	477857	657875	654613	663823
Return on Farm Equity	16783	26768	-343	30531	35433	15207
Average Farm Equity	241931	266230	238947	394568	416418	425746
Value of Farm Production	242917	245128	217097	237980	245352	211698

Average of 417 Farms	84 High Profit Farms	84 Low Profit Farms
-------------------------	-------------------------	------------------------

1996 Liquidity (Cash)

Net Cash Farm Income	54858	63497	48277
Net Nonfarm Income	16182	14978	20255
Family Living and Taxes Paid	39254	40501	40710
Real Estate Principal Payments	6137	7598	4655
Cash Available for Interim. Debt	25650	30375	23167
Average Intermediate Debt	81681	69996	81612
Years to Turnover Interim. Debt	3.2	2.3	3.5
Expense as a % of Income	81%	80%	82%
Interest as a % of Income	7%	6%	7%

1996 Liquidity (Accrual)

Total Accrual Farm Income	299485	327030	265510
Total Accrual Farm Expense	236760	249157	218082
Net Accrual Operating Income	62725	77873	47428
Net Nonfarm Income	16182	14978	20255
Family Living and Taxes Paid	39254	40501	40710
Real Estate Principal Payments	6137	7598	4655
Available for Intermediate Debt	33517	44751	22318
Average Intermediate Debt	81681	69996	81612
Years to Turnover Interim. Debt	2.4	1.6	3.7
Expense as a % of Income	79%	76%	82%
Interest as a % of Income	7%	6%	7%

Balance Sheet - At Cost Value, 1996

	Avg. of 338 Farms		60 High Profit Farms		74 Low Profit Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31	Jan. 1	Dec. 31
ASSETS						
Current Farm Assets						
Cash and checking accounts	8258	7868	9558	14050	7368	3821
Prepaid expenses & supplies	10127	13543	28760	41192	4946	4351
Growing crops	175	82	-	33	729	38
Accounts receivable	2859	5490	6573	14270	2698	3848
Hedging accounts	360	341	440	252	341	568
Crops held for sale or feed	70002	72131	142978	157523	46871	41623
Crops under government loan	7678	5341	8435	5901	4390	4325
Market livestock held for sale	21130	24660	45311	55539	14455	14203
Other current assets	1290	2203	2672	8925	486	180
Total Current Farm Assets	121879	131659	244727	297685	82284	72957
Intermediate Farm Assets						
Breeding livestock	47215	49164	58289	62901	38015	39627
Machinery and equipment	73652	84072	114766	139906	54855	61966
Other intermediate assets	5913	7527	9168	13507	6675	6713
Total Intermediate Farm Assets	126780	140763	182223	216314	99545	108306
Long Term Assets						
Farm land	140072	153487	239182	266042	108514	114058
Buildings and improvements	56255	62549	102342	123299	48929	53948
Other long-term assets	8340	12890	22656	40901	7964	12114
Total Long Term Farm Assets	204667	228926	364180	430242	165407	180120
Total Farm Assets	453326	501348	791130	944241	347236	361383
Non-farm Assets	73646	82687	118610	131660	61659	70538
Total Farm & Non-farm Assets	526972	584035	909740	1075901	408895	431921
LIABILITIES						
Current Farm Liabilities						
Accrued Interest	1939	2512	2337	3092	2054	3245
Accounts Payable	4462	5048	5325	7512	4315	6656
Current Notes	34867	44632	71817	94291	25172	36732
Government Crop Loans	2413	1950	2047	603	457	993
Principal Due on Term Debt	16781	18665	19287	27921	14742	18092
Total Current Farm Liabilities	60462	72807	100813	133419	46740	65718
Intermediate Farm Liabilities	60306	65995	71735	75858	63993	70759
Long-term Farm Liabilities	116322	128797	156310	183538	118345	130745
Total Farm Liabilities	237090	267599	328858	392815	229078	267222
Total Nonfarm Liabilities	5148	7245	1317	4411	6408	9587
Total Liabilities	242238	274844	330175	397226	235486	276809
Net Worth (farm and nonfarm)	284734	309193	579566	678676	173410	155113
Net Worth Change (Cost Value)		24459		99110		-18297

Balance Sheet - Assets at Market Value, 1996

ASSETS	Avg. of 367 Farms		61 High Profit Farms		77 Low Profit Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Current Farm Assets						
Cash and checking accounts	7702	7340	9466	13858	7094	3676
Prepaid expenses & supplies	9573	12734	28398	40911	4754	4181
Growing crops	161	76	-	33	700	36
Accounts receivable	2650	5105	6564	14126	2597	3698
Hedging accounts	341	329	475	304	328	546
Crops held for sale or feed	67429	69963	142126	155727	45877	40802
Crops under government loan	7696	5308	8707	6148	4219	4157
Market livestock held for sale	20518	23784	44999	55634	14100	13913
Other current assets	1209	2072	2629	8778	483	173
Total Current Farm Assets	117279	126711	243364	295519	80152	71182
Intermediate Farm Assets						
Breeding livestock	47934	50043	57933	62577	38683	41333
Machinery and equipment	123929	139492	203081	233229	112163	123503
Other intermediate assets	5017	6942	8953	13332	6337	7956
Total Intermediate Farm Assets	176880	196477	269967	309138	157183	172792
Long Term Assets						
Farm land	216739	236641	366228	407979	189186	201878
Buildings and improvements	62758	71492	104690	124821	68393	78990
Other long-term assets	7630	11769	18405	36426	7478	10609
Total Long Term Farm Assets	287127	319902	489323	569226	265057	291477
Total Farm Assets	581286	643090	1002654	1173883	502392	535451
Non-farm Assets	75754	85622	128175	143149	72554	82787
Total Farm & Non-farm Assets	657040	728712	1130829	1317032	574946	618238
LIABILITIES						
Current Farm Liabilities						
Accrued Interest	1944	2517	2890	3794	1974	3123
Accounts Payable	4775	4995	5459	7647	4176	6566
Current Notes	33063	42540	71672	93385	24427	35529
Government Crop Loans	2385	1929	2013	593	439	954
Principal Due on Term Debt	16669	18849	19531	27463	14529	18118
Total Current Farm Liabilities	58836	70830	101565	132882	45545	64290
Intermediate Farm Liabilities	60905	66618	73663	78022	65077	70892
Long-term Farm Liabilities	114934	127997	160287	186971	116193	127861
Total Farm Liabilities	234675	265445	335515	397875	226815	263043
Total Nonfarm Liabilities	5121	7132	1296	4338	6882	10017
Total Deferred Liabilities	1182	1464	4162	4525	2108	2176
Total Liabilities	240978	274041	340973	406738	235805	275236
Net Worth (farm and nonfarm)	416060	454668	789856	910293	339141	343003
Net Worth Change		38607		120437		3861

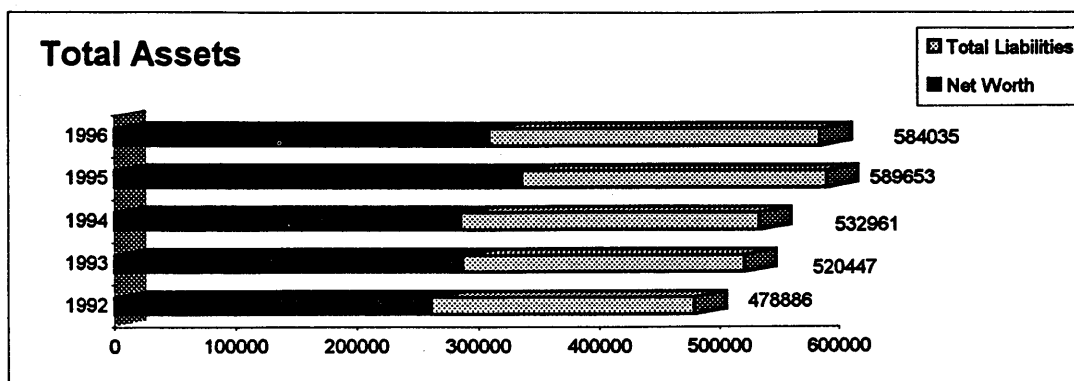
Financial Guideline Measures, 1996

	Average for 417 Farms		84 High Profit Farms		84 Low Profit Farms	
Liquidity	Jan.1	Dec. 31	Jan.1	Dec. 31	Jan. 1	Dec. 31
Current Ratio	2.06	1.92	2.79	2.72	1.64	1.05
Working capital	67680	67291	175177	199572	32918	3528
Solvency (Market)						
Farm debt to asset ratio	40%	40%	32%	32%	46%	49%
Farm equity to asset ratio	60%	60%	68%	68%	54%	51%
Farm debt to equity ratio	66%	68%	47%	47%	84%	97%
Profitability	Cost	Market	Cost	Market	Cost	Market
Rate of return of farm assets	7.5%	7.8%	9.0%	8.2%	3.9%	5.1%
Rate of return on farm equity	6.9%	7.7%	10.1%	8.5%	-0.1%	3.6%
Operating profit margin	15.6%	21.7%	18.4%	21.9%	8.6%	16.1%
Net farm income	43623	57010	134544	153118	-20716	-1749
Repayment Capacity						
Term debt coverage ratio	141%	166%	160%	206%	141%	138%
Capital replacement margin	12839	20684	60118	93331	-7717	-19581
Efficiency						
Asset turnover rate (market)		36.2%		37.5%		31.9%
Operating expense ratio		72.0%		70.6%		75.0%
Depreciation expense ratio		6.6%		7.1%		7.6%
Interest expense ratio		7.0%		5.6%		7.1%
Net farm income ratio		13.3%		39.2%		-7.3%

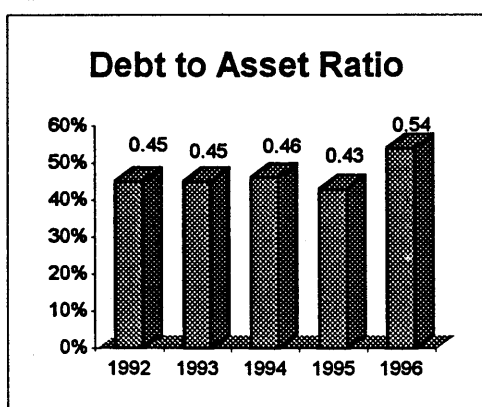
Ratio Analysis

Cost Value	Average for 338 Farms		60 High Profit Farms		74 Low Profit Farms	
Current Farm Liabilities / Assets	50%	55%	57%	90%	41%	45%
Curr. & Interm Farm Liab / Assets	49%	51%	61%	75%	40%	41%
Long Term Farm Liab. / Assets	57%	56%	72%	73%	43%	43%
Total Liabilities / Assets	46%	47%	58%	64%	36%	37%

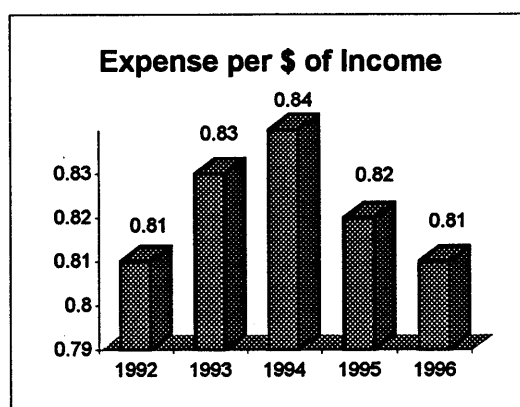
Summary of Selected Financial Information - 1996



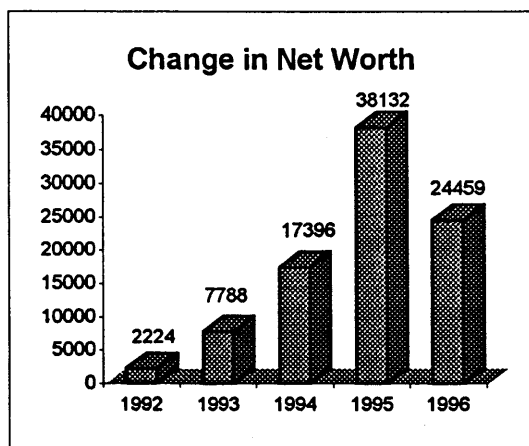
Note: The total of Liabilities plus Net Worth is equal to the Total Assets. This data includes both Farm and Non Farm Assets and Liabilities. (December 31)



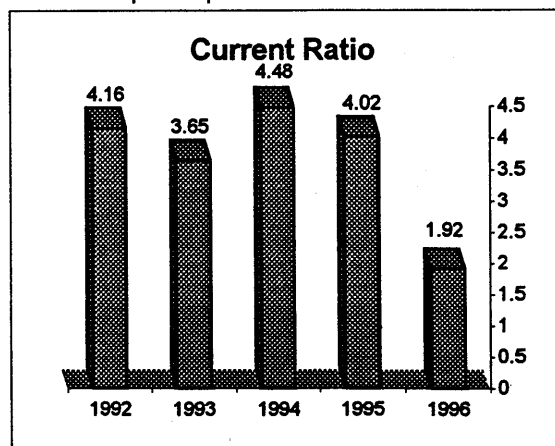
Note: The Debt to Asset Ratio is a comparison of the Total Liabilities to the Total Assets. It is an indication of the amount debt held for each dollar of asset.



Note: Total Oper. Expense to Total Oper. Income is an indication of the amount of every dollar of oper. income which is spent on oper. expense.



Note: The change in Net Worth includes Farm and Non-Farm Assets & Liabilities.



Note: This ratio is a comparison of the Current Assets to the Current Liabilities. (December 31)

CROP PRODUCTION, MARKETING & LABOR SUMMARY, - 1996

	Average of 417 Farms	84 High Profit Farms	84 Low Profit Farms
Acreage Summary			
Acres Owned	228	368	202
Crop Acres	458	826	360
Crop Acres Owned	180	326	147
Crop Acres Cash Rented	264	485	210
Crop Acres Share Rented	14	16	3
Pasture Acres	6	4	7

Average Price Received (Cash Sales Only)

Corn per bu.	3.05	3.15	2.95
Peas per lb.	0.09	0.09	0.11
Soybeans per bu.	6.66	6.85	6.79
Beans, Green per cwt.	0.22	-	-
Oats per bu.	1.94	1.98	1.91
Sweet Corn per ton	48.07	47.66	-
Wheat, Spring per bu.	4.34	-	3.95
Barley per bu.	2.62	-	-
Hay, Alfalfa per ton	82.80	60.63	102.04
Wheat, Winter per bu.	4.67	-	-

Average Yield Per Acre

Corn (bu.)	129.67	135.12	117.20
Soybeans (bu.)	40.79	42.51	36.01
Hay, Alfalfa (ton)	3.68	4.31	3.17
Corn Silage (ton)	19.10	20.12	17.94
Sweet Corn (ton)	6.40	6.51	-
Peas (lb.)	3597.61	3956.42	2629.52
Pasture (aum)	11.32	11.16	16.46
Oats (bu.)	74.45	76.02	59.31
Custom Work (\$)	81.20	-	-
Barley (bu.)	63.88	65.58	-

	Average for 269 Farms	55 High Profit Farms	52 Low Profit Farms
Labor Analysis			
Total unpaid labor hours	3237	4418	2437
Total hired labor hours	1044	3085	438
Total labor hours per farm	4288	7504	2874
Value of farm production/hour	80.07	47.52	114.75
Net farm income/unpaid hour	27.30	52.93	-1.16

HOUSEHOLD EXPENSES & INCOME - 1996

	Average of 205 Farms	39 High Profit Farms	44 Low Profit Farms
Average Family Size	3.1	3.2	2.9
Family Living Expense			
Food and meals expense	3955	4498	3805
Medical care and health insurance	3769	4564	3369
Cash donations	956	1587	512
Household supplies	2332	2463	2458
Clothing	1260	1639	986
Personal care	2275	1591	2947
Child / Dependent care	536	525	886
Gifts	1240	1923	808
Education	941	1853	526
Recreation	1797	2162	2066
Utilities (household share)	1416	1467	1355
Non-farm vehicle operating expense	1985	2373	1955
Household real estate taxes	235	180	260
Dwelling rent	151	195	91
Household repairs	875	555	1069
Non-farm interest	499	531	849
Life insurance payments	1746	2440	1175
Total Cash Family Living Expense	25968	30546	25117
Family living from the farm	375	377	452
Total Family Living Expense **	26343	30923	25569
Other Non-farm Expense			
Income taxes	5518	10381	4603
Furnishing & appliance purchases	457	290	805
Non-farm vehicle purchases	1759	2404	1498
Non-farm real estate purchases	2481	-2393	3343
Other non-farm capital purchases	1007	1423	-429
Non-farm savings & investments	3090	7343	4231
Total Other Non-farm Expense	14312	19448	14051
Total Cash Family Living, Investment & Non-farm Capital Purchases	40655	50371	39620
Non Farm Income			
Non-farm wages and Salary	11213	5990	19546
Non-farm Business Income	1103	468	1507
Non-farm Rental and Interest Income	1299	1098	1489
Non -farm cash dividends	172	50	66
Tax Refunds	923	265	1818
Gifts and Inheritance	1448	524	3530
Other Non-farm Income	1531	1094	1594
Total Non-Farm Income	17689	9489	29550

** Includes only farms that provided detailed family living expenses.

Statement of Cash Flows, 1996

		Average of 417 Farms	84 High Profit Farms	84 Low Profit Farms
(A) Beginning Cash Balance (farm & non-farm)		11006	13990	10101
<u>Cash From Operating Activities</u>				
Gross cash farm income		294013	560219	201279
Net non-farm income	(+)	16240	8966	26020
Total cash farm expense	(-)	239123	429882	187327
Apparent family living expense	(-)	34328	48941	25947
Income and social security tax	(-)	4809	8784	3578
(B) Cash From Operating Activities	(=)	31994	81578	10447
<u>Cash From Investing Activities</u>				
Sale of breeding livestock		4206	6629	4876
Sale of machinery & equipment	(+)	1687	2047	3157
Sale of farm land	(+)	1644	297	2077
Sale of farm buildings	(+)	727	2377	5
Sale of other farm assets	(+)	170	436	285
Sale of non-farm assets	(+)	3910	8653	3803
Purchase of breeding livestock	(-)	8570	13407	10771
Purchase of machinery & equipment	(-)	25899	49857	21898
Purchase of farm land	(-)	14687	24311	8050
Purchase of farm buildings	(-)	12252	29671	9544
Purchase of other farm assets	(-)	4396	15292	3810
Purchase of non-farm assets	(-)	9200	13463	8701
(C) Cash From Investing Activities	(=)	-62660	-125561	-48572
<u>Cash From Financing Activities</u>				
Money borrowed		137242	223199	120478
Cash gifts and inheritances	(+)	1448	524	3530
Principal payments	(-)	106962	172303	87638
Dividends paid	(-)	177	682	
Gifts given	(-)	88	322	70
(D) Cash From Financing Activities	(=)	31463	50416	36299
(E) Change in Cash Balance (B+C+D)		797	6433	-1826
(F) Ending Cash Balance (A+E)		11803	20423	8275

Selected Factors by Size of Farm	Average of All Farms	0 to \$40,000	\$40,001 to \$100,000	\$100,001 to \$200,000	\$200,001 to \$500,000	500,001 +
(Sorted by Gr. Cash Farm Income)	418	9	47	128	176	58

Income Statement

Gross Cash Farm Income	293672	20444	270047	273040	294064	371001
Total Cash Farm Expense	238852	174576	227790	219030	234263	315461
Net Cash Farm Income	54819	29869	42257	54010	59801	55540
Inventory Change	7898	5361	6604	2554	10345	13707
Dep & Capital Adjustment	-19773	-11805	-16062	-18525	-19771	-26778
Net Farm Income	42944	23425	32799	38038	50375	42469

Profitability (Cost)

Labor & Management Earnings	27991	11078	21195	22015	35155	26335
Rate of Return of Assets	8%	6%	7%	7%	9%	7%
Rate of Return on Equity	7%	2%	5%	5%	10%	5%
Operating Profit Margin	14%	13%	12%	14%	17%	12%
Asset Turnover Rate	52%	45%	56%	49%	52%	56%

Profitability (Market)

Labor & Management Earnings	33307	18581	20645	28983	40271	34264
Rate of Return on Assets	8%	7%	6%	7%	9%	7%
Rate of Return on Equity	8%	5%	5%	7%	9%	7%
Operating Profit Margin	22%	21%	16%	22%	24%	18%
Asset Turnover Rate	36%	33%	39%	34%	36%	40%

Liquidity

Term Debt Coverage Ratio	166%	124%	145%	133%	197%	180%
Expense as a Percent of Income	79%	83%	82%	80%	77%	82%
Interest as a Percent of Income	7%	10%	7%	8%	7%	6%

Solvency (Cost)

Number of Sole Proprietors	338	8	42	103	144	41
Ending Farm Assets	501350	177141	181142	291537	591105	1104480
Ending Farm Liabilities	267599	113486	113138	164416	303151	590251
Ending total Assets	584037	262221	243227	344337	688454	1231391
Ending Total Liabilities	274844	126621	128317	172116	307152	598464
Ending Net Worth	309193	135600	114910	172220	381302	632926
Net Worth Change	24459	8014	-3388	14356	29657	63319
End Farm Debt to Asset Ratio	53%	64%	62%	56%	51%	53%
Beg Total Debt to Asset Ratio	46%	44%	48%	49%	44%	48%
End Total Debt to Asset Ratio	47%	48%	53%	50%	45%	49%

Solvency (Market)

Number of Sole Proprietors	368	9	47	117	153	42
Ending Farm Assets	642941	225025	250563	389060	769645	1417254
Ending Farm Liabilities	267205	111692	113082	171505	304853	602450
Ending Total Assets	728456	308063	323340	444724	871091	1542685
Ending Total Liabilities	274694	123368	129456	178939	308974	611479
Ending Net Worth	453762	184695	193883	265784	562108	931206
Net Worth Change	38456	17934	12266	21756	45166	94238
Ending Farm Debt to Asset Ratio	42%	50%	45%	44%	40%	43%
Beg total Debt to Asset Ratio	37%	39%	38%	39%	35%	39%
End Total Debt to Asset Ratio	38%	40%	40%	40%	35%	40%

Non-farm Information

Farm Reporting Liv Expenses	269	3	28	85	122	31
Total Family Living Expense	25209	-	23271	21156	26289	33749
Total Liv, Invest, & Cap Purch	43575	-	41595	36846	44103	61975
Net Non-farm Income	16201	24736	20170	15808	14766	16887

Crop Acres

Total Acres Owned	228	89	126	137	267	416
Total Crop Acres	458	67	179	255	499	1067
Total Crop Acres Owned	180	21	81	94	214	371
Total Crop Acres Cash Rented	264	46	85	153	266	679
Total Crop acres Share Rent	14	-	13	7	19	17

Selected Factors by Type of Farm	Average of							
	All Farms	Crop	Dairy	Hog	Crop & Beef	Crop & Dairy	Crop & Hog	Other
	418	76	95	18	13	63	67	85
Income Statement								
Gross Cash Farm Income	293672	309520	230782	329348	396078	249334	341901	321236
Total Cash Farm Expense	238852	249773	185411	292769	334018	203209	277166	2590951
Net Cash Farm Income	54819	59747	45371	36579	62060	46725	64735	62186
Inventory Change	7898	3228	3748	36543	6504	12938	7491	7597
Dep & Capital Adjustment	-19773	-19172	-19400	-15300	-20654	-21597	-24855	-16375
Net Farm Income	42944	43803	29719	57822	47910	38065	47371	53407
Profitability (Cost)								
Labor & Management Earnings	27991	26578	16050	48933	30055	28686	31695	34009
Rate of Return of Assets	8%	6%	6%	14%	7%	8%	7%	9%
Rate of Return on Equity	7%	5%	3%	23%	6%	6%	7%	10%
Operating Profit Margin	14%	13%	13%	23%	12%	13%	16%	16%
Asset Turnover Rate	52%	48%	47%	62%	54%	60%	48%	57%
Profitability (Market)								
Labor & Management Earnings	33307	28607	21049	69084	29077	33035	38356	40665
Rate of Return on Assets	8%	6%	7%	17%	7%	8%	8%	9%
Rate of Return on Equity	8%	6%	6%	26%	6%	7%	8%	9%
Operating Profit Margin	22%	18%	20%	35%	16%	21%	23%	24%
Asset Turnover Rate	36%	36%	34%	49%	42%	37%	35%	37%
Liquidity								
Term Debt Coverage Ratio	166%	175%	124%	272%	195%	154%	169%	200%
Expense as a Percent of Income	79%	80%	79%	80%	83%	77%	79%	79%
Interest as a Percent of Income	7%	6%	9%	5%	7%	8%	7%	6%
Solvency (Cost)								
Number of Sole Proprietors	338	71	72	15	9	48	57	65
Ending Farm Assets	501350	544791	434861	582613	447537	495902	578693	450940
Ending Farm Liabilities	267599	268518	283379	331874	268896	253793	315340	237636
Ending total Assets	584037	677085	482998	643715	508223	560221	674760	527051
Ending Total Liabilities	274844	252617	286032	334607	282956	257974	319065	248039
Ending Net Worth	309193	424468	196966	309109	225267	302247	355704	279012
Net Worth Change	24559	26646	14117	53347	3441	19064	41103	19562
End Farm Debt to Asset Ratio	53%	44%	65%	57%	60%	51%	54%	53%
Beg Total Debt to Asset Ratio	46%	35%	58%	52%	55%	45%	47%	46%
End Total Debt to Asset Ratio	47%	37%	59%	52%	56%	46%	47%	47%
Solvency (Market)								
Number of Sole Proprietors	368	74	81	15	11	53	61	72
Ending Farm Assets	642941	740648	534476	697584	582134	654767	721870	587480
Ending Farm Liabilities	267205	238972	279580	331874	242988	254183	319423	240065
Ending Total Assets	728456	880441	581024	760507	63636	723271	826442	666447
Ending Total Liabilities	274694	252891	282729	334607	255340	260870	323242	249879
Ending Net Worth	453762	627550	298295	425900	381296	462400	503200	416568
Net Worth Change	38456	46008	21414	80110	17775	43364	50238	31311
Ending Farm Debt to Asset Ratio	42%	32%	52%	48%	42%	39%	44%	41%
Beg total Debt to Asset Ratio	37%	27%	48%	45%	40%	35%	38%	37%
End Total Debt to Asset Ratio	38%	29%	49%	44%	40%	36%	39%	37%
Non-farm Information								
Farms Reporting Liv Expenses	269	55	55	11	8	44	49	47
Total Family Living Expense	25209	30135	18702	29767	25152	24154	26403	25745
Total Liv, Invest, & Cap Purch	47375	53982	30261	44146	37853	37064	48607	48665
Net Non-farm Income	16201	18113	15973	16185	22056	17255	13448	15137
Crop Acres								
Total Acres Owned	228	267	170	163	204	220	266	252
Total Crop Acres	458	698	186	346	568	460	571	464
Total Crop Acres Owned	180	223	109	111	157	177	223	206
Total Crop Acres Cash Rented	264	456	77	160	274	336	382	242
Total Crop acres Share Rented	14	19	1	75	29	9	11	16

Selected Factors by Age of Operator	Average All Farms 418	Under Age 31 51	Age 31 to 40 168	Age 41 to 50 125	Age 51 to 60 59	Over Age 60 15
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Income Statement

Gross Cash Farm Income	293672	293976	297535	269649	316140	361184
Total Cash Farm Expense	238852	242100	241767	214495	266275	290284
Net Cash Farm Income	54819	51876	55768	55154	49865	70900
Inventory Change	7898	11671	4502	991	27147	14940
Dep & Capital Adjustment	-19773	-19279	-20895	-17013	-20104	-30590
Net Farm Income	42944	44268	39374	39132	56908	55249

Profitability (Cost)

Labor & Management Earnings	27991	31888	24383	22839	42174	38413
Rate of Return on Assets	8%	9%	7%	7%	9%	9%
Rate of Return on Equity	7%	9%	6%	5%	11%	10%
Operating Profit Margin	14%	17%	13%	14%	18%	15%
Asset Turnover Rate	52%	51%	54%	49%	53%	56%

Profitability (Market)

Labor & Management Earnings	33307	39950	30716	29145	40636	45603
Rate of Return on Assets	8%	9%	7%	7%	9%	8%
Rate of Return on Equity	8%	10%	7%	7%	9%	8%
Operating Profit Margin	22%	24%	21%	22%	21%	24%
Asset Turnover Rate	36%	39%	36%	34%	41%	33%

Liquidity

Term Debt Coverage	166%	166%	169%	144%	205%	174%
Expense as a Percent of Income	79%	79%	80%	79%	77%	77%
Interest as a Percent of Income	7%	8%	7%	7%	6%	8%

Solvency (Cost)

Number of Sole Proprietors	338	40	132	98	55	13
Ending Farm Assets	501350	272832	495373	543702	607565	496525
Ending Farm Liabilities	267599	177079	297922	294131	247375	123785
Ending Total Assets	584037	308917	556691	622807	760800	668106
Ending Total Liabilities	274844	190507	305556	301341	250638	125159
Ending Net Worth	309193	118410	251135	321466	510162	542947
Net Worth Change	24459	19631	23848	22549	35905	11491
End Farm Debt to Asset Ratio	53%	65%	60%	54%	41%	25%
Beg Total Debt to Asset Ratio	46%	62%	53%	47%	34%	21%
End Total Debt to Asset Ratio	47%	62%	55%	48%	33%	19%

Solvency (Market)

Number of Sole Proprietors	368	43	146	109	57	13
Ending Farm Assets	642941	326073	606196	690916	872401	695361
Ending Farm Liabilities	267205	184454	293316	291606	248801	123785
Ending Total Assets	728456	363638	669614	768083	1038123	905984
Ending Total Liabilities	274694	197004	301245	298430	254008	125159
Ending Net Worth	453762	166634	368368	469653	784114	780825
Net Worth Change	38456	28696	39906	38113	48374	13837
End Farm Debt to Asset Ratio	42%	57%	48%	42%	29%	18%
Beg Total Debt to Asset Ratio	37%	54%	43%	38%	25%	15%
End Total Debt to Asset Ratio	38%	54%	45%	39%	24%	14%

Nonfarm Information

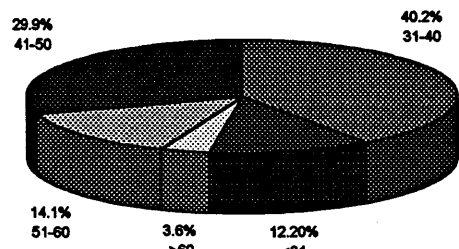
Farms Reporting Living Exp.	269	34	104	79	43	9
Total Family Living Expense	25209	18329	24697	26452	31226	17460
Tot Liv, Invest, & Cap Purch	43575	34765	42650	43333	52153	48675
Net Nofarm Income	16201	17363	16792	17608	11324	13105

Crop Acres

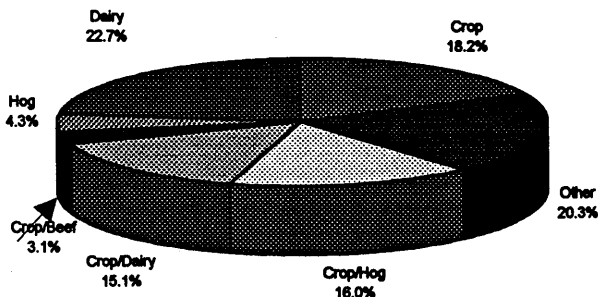
Total Acres Owned	228	102	201	249	354	293
Total Crop Acres	458	292	534	428	493	285
Total Crop Acres Owned	180	73	164	189	297	179
Total Crop Acres Cash Rented	264	184	357	223	195	106
Total Crop Acres Share Rent	14	35	12	16	1	-

Summary of Selected Factors by Age and Farm Type - 1996

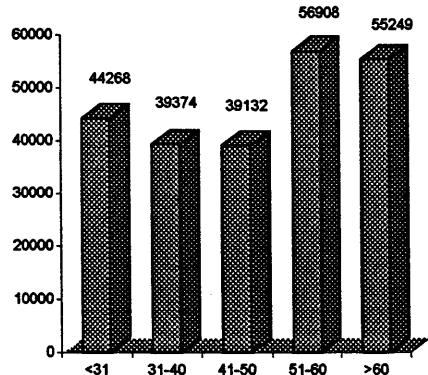
Age of Operator



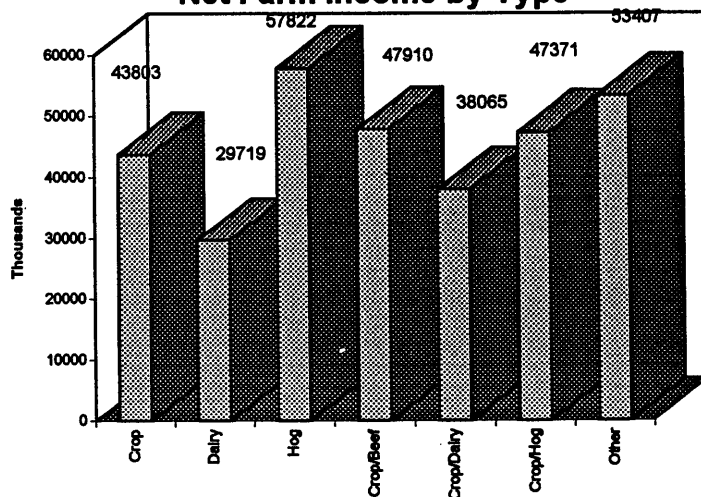
Type of Farm



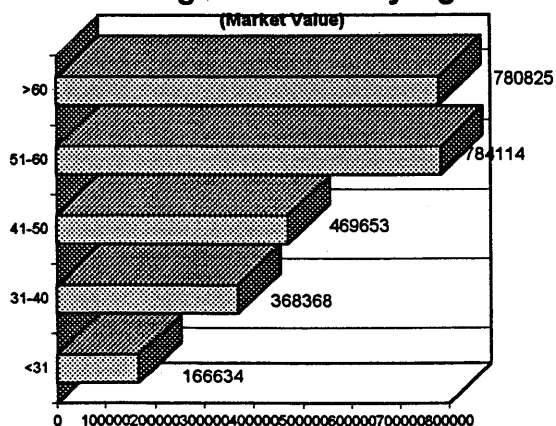
Net Farm Income by Age



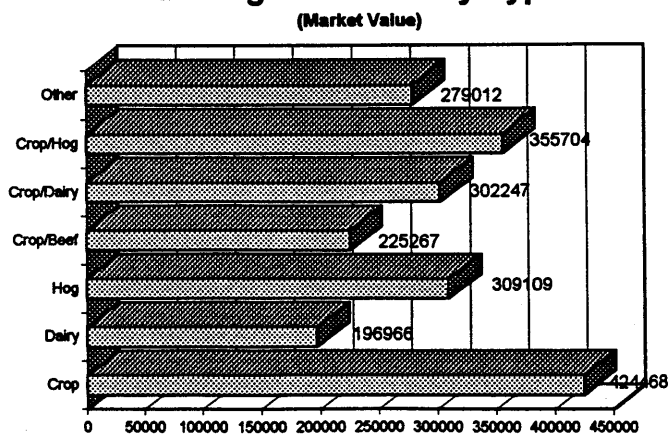
Net Farm Income by Type



Ending Net Worth by Age

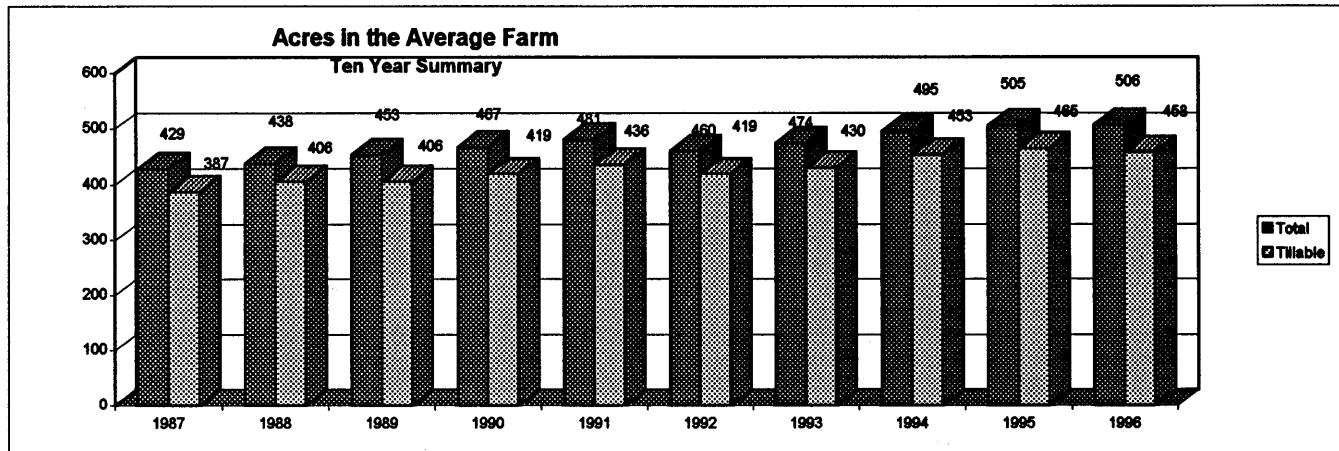


Ending Net Worth by Type



Farm Size in Acres	Average of 417 Farms	84 High Profit Farms	84 Low Profit Farms
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Total Acres Operated	506	873	422
Total Tillable Crop Acres	458	826	360
Total Acres Owned	228	368	202



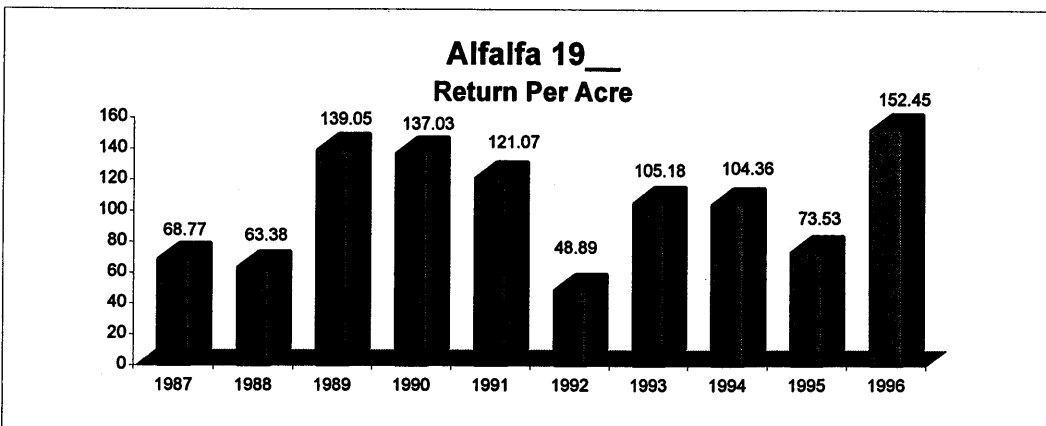
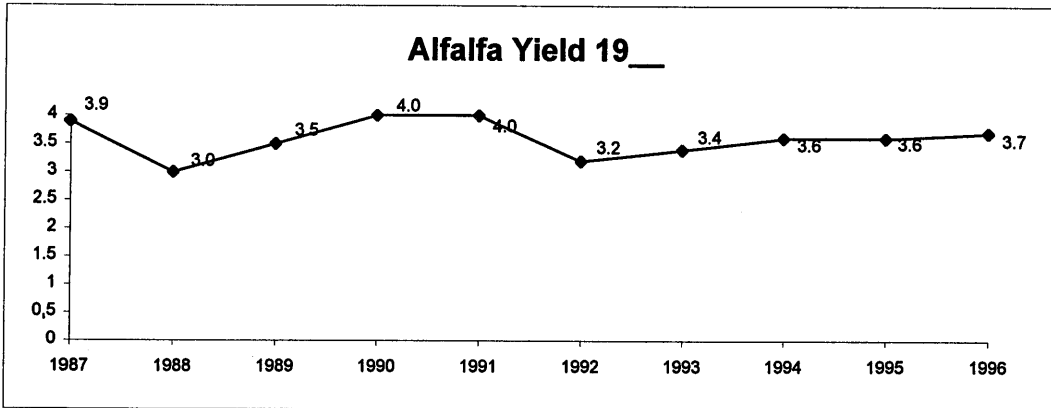
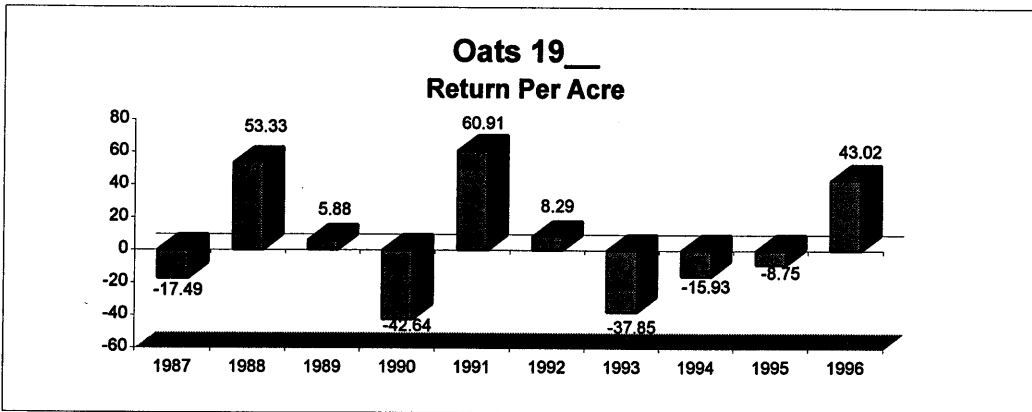
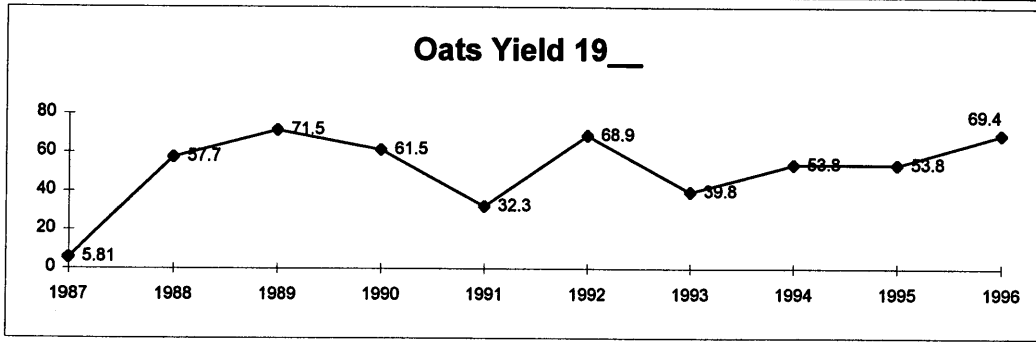
1996 Selected Crop and Livestock Enterprise Data

CROPS (Owned)	CORN	ALFALFA HAY	OATS	SOY BEANS	MIXED HAY	CORN SILAGE
Acres Cropped	120.08	49.85	17.18	92.33	28.75	33.84
Yield per Acre	131 bu	3.74 T	69 bu	42 bu	3.05 T	18.84 T
Price per Unit	\$2.51	\$99.47	\$1.99	\$6.85	\$90.11	\$25.36
Gross Return per Acre	\$331.16	\$374.03	\$190.33	\$291.79	\$276.61	\$477.81
Fuel, Oil, Repairs/Acre	\$39.37	\$50.53	\$33.67	\$30.19	\$27.62	\$50.35
Total Costs per Acre	\$298.90	\$221.59	\$147.31	\$212.59	\$131.90	\$306.85
Net Return per Acre	\$32.26	\$152.45	\$43.02	\$79.19	\$144.72	\$170.96
Break-even Yield/Acre	118.09	2.21	47.73	30.36	1.44	12.09
Total Listed Cost/Unit	\$2.28	\$59.17	\$2.12	\$5.07	\$43.24	\$16.29

LIVESTOCK	DAIRY COWS (CWT)	DAIRY STEERS (CWT)	BEEF COWS (COW)	FAR-FIN HOGS (CWT)	FINISH HOGS (CWT)
Unit:					
Production/Unit	\$13.66	\$66.40	\$308.66	\$4.53	\$49.17
Price Recv'd/Unit	\$14.94	\$57.21	\$68.82	\$55.67	\$55.62
Total Return/Unit	\$13.68	\$66.40	\$311.16	\$57.01	\$49.17
Total Feed Cost/Unit	\$6.52	\$62.42	\$343.75	\$32.00	\$29.60
Return over Feed/Unit	\$7.16	\$3.96	(\$32.59)	\$25.01	\$19.57
Net Return/Unit	\$2.10	(\$16.72)	(\$234.43)	\$10.63	\$10.51
Total Listed Cost/Unit	\$11.58	\$83.11	\$545.59	\$46.38	\$38.66

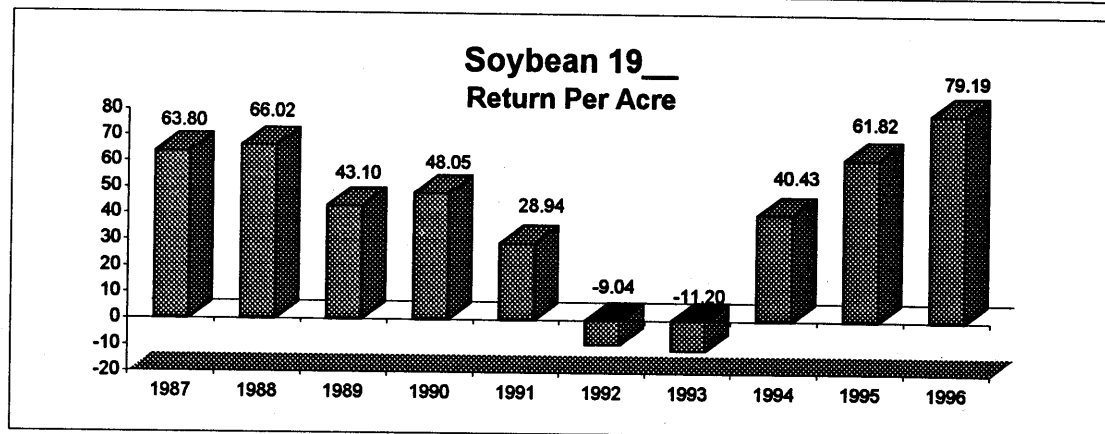
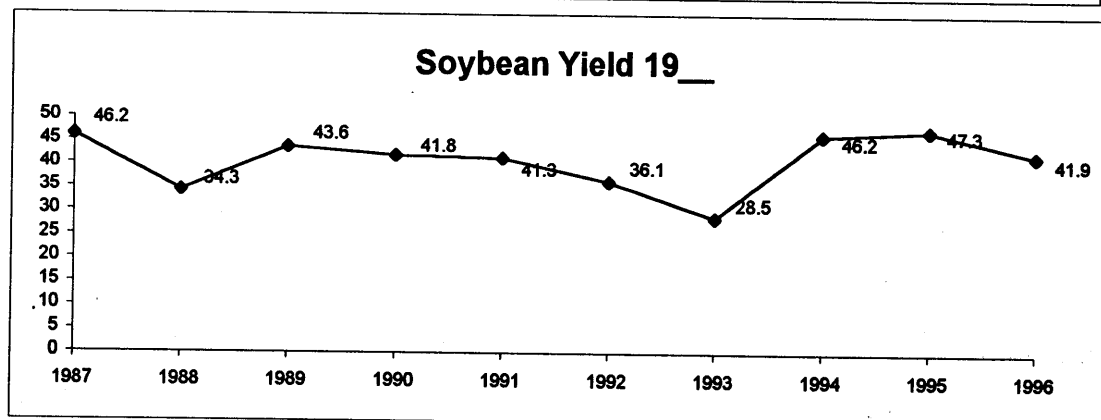
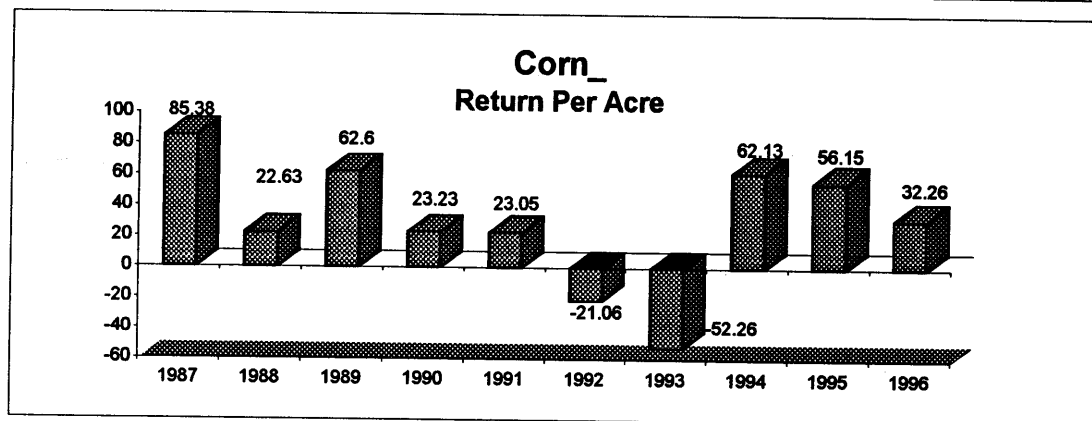
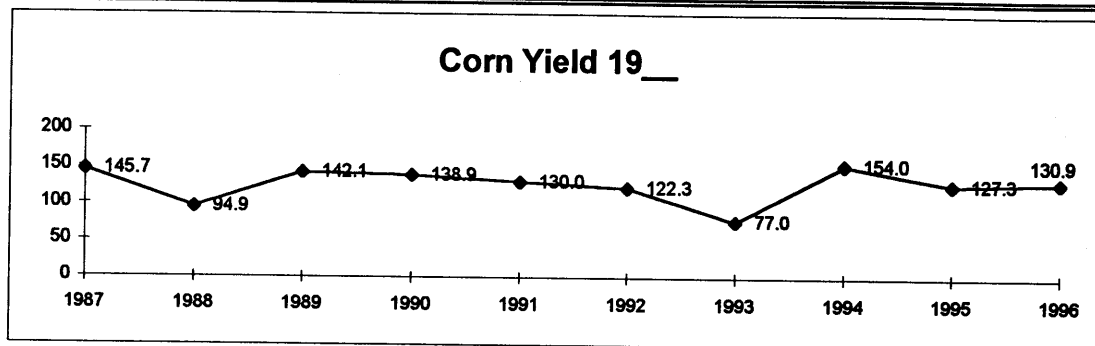
Crop Yields - 1996

Ten year crop yields & returns on selected crops

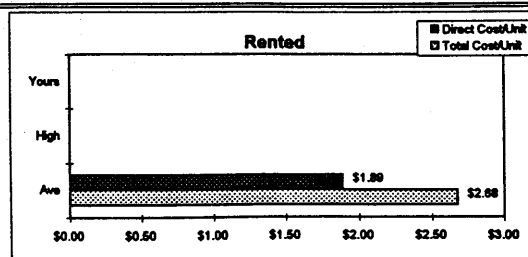
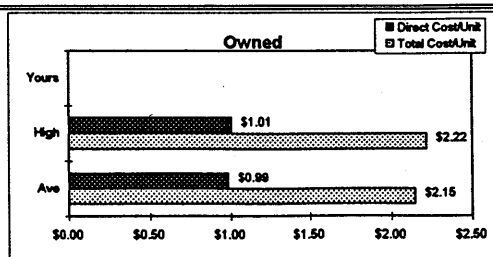


Crop Yields - 1996

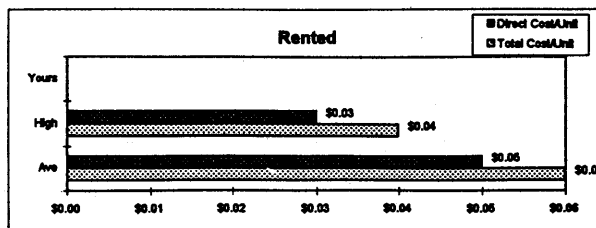
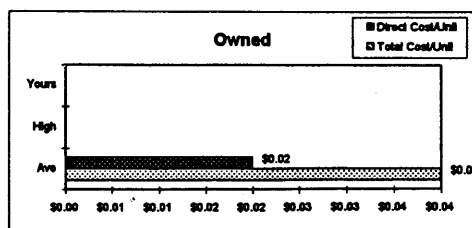
Ten year crop yields & returns on selected crops



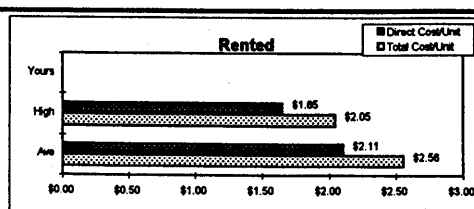
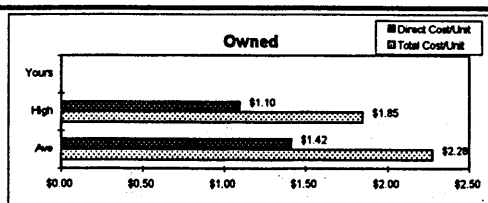
Barley, Spring 1996	Owned		Rented
	Average	5 High	Average
	24 Farms	Profit Farms	18 Farms
Acres	18.38	16.04	24.97
Yield per Acre	59.48	56.31	65.03
Operators Share of Yield %	100.00	100	100.00
Value Per Bushel	2.58	2.85	2.74
Other Product Return per Acre	33.42	33.67	15.72
Total Product Return per Acre	186.90	194.16	193.81
Miscellaneous Income per Acre	45.98	169.62	54.6
Gross Return per Acre	232.88	363.78	248.41
Direct Costs per Acre			
Seed	15.04	13.64	11.92
Fertilizer	1.66	5.03	3.71
Chemicals	1.2	0.76	1.85
Crop Insurance	0.81	3.71	1.16
Fuel and Oil	8.42	6.19	8.10
Repairs	17.03	14.59	12.69
Repair, Machinery	4.05	2.78	4.36
Custom Hire	6.24	6.17	11.07
Repair, Buildings	0.21	0.51	0.82
Hired Labor	0.72	1.73	1.58
Land Rent	0.00	0.00	63.80
Machinery and Bldg Leases	0.08	0.00	0.00
Operating Interest	2.69	0.88	1.83
Miscellaneous	0.56	0.83	0.29
Total Direct Costs per Acre	58.71	56.82	123.18
Return Over Direct Expenses per Acre	174.17	306.96	125.23
Overhead Costs per Acre			
Hired Labor	8.91	5.54	7.46
Machinery & Building Leases	1.32	1.19	8.22
Real Estate & Pers. Prop. Taxes	8.26	9.78	0.12
Farm Insurance	1.81	0.91	2.44
Utilities	2.89	6.7	2.38
Dues & Professional Fees	1.06	3.27	0.10
Interest: Interm/Lg Term Debt	25.04	24.26	9.71
Mach & Bldg Depreciation	16.47	15.25	17.29
Miscellaneous	3.11	1.29	3.2
Total Overhead Costs per Acre	68.87	68.19	50.92
Total Listed Costs per Acre	127.58	125.01	174.10
Net Return per Acre	105.29	238.78	74.31
Total Direct Costs per Bushel	0.99	1.01	1.89
Total Listed Costs per Bushel	2.15	2.22	2.68
Net Return per Bushel	1.77	4.24	1.14
Break Even Yield per Acre	18.68	-27.47	37.89
Estimated Labor Hours per Acre	2.31	1.67	2.01
Net Return per Acre (incl govt pymt)	112.63	241.23	79.13
Labor & Mgmt charge per Acre	15.59	4.97	16.92
Net Return over Labor & Mgmt	97.05	236.26	62.22



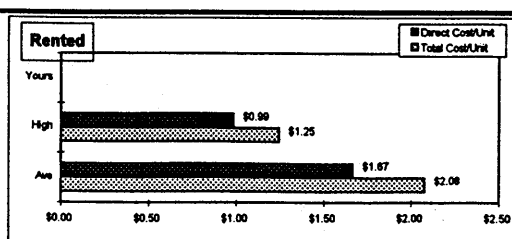
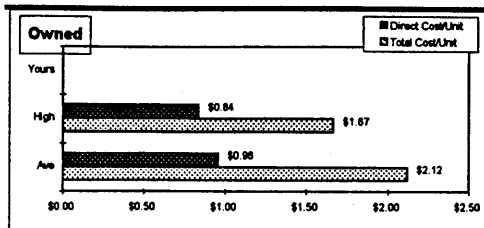
Canning Peas 1996	Owned		Rented	
	Average of 20 Farms		Average of 24 Farms	5 High Farms
Acres	46.59		49.81	31.78
Yield per Acre (lb)	4060.28		3285.68	5082.12
Operators Share of Yield %	100.00		100.00	100.00
Value per Unit	0.08		0.10	0.09
Total Product Return per Acre	309.76		321.36	467.13
Miscellaneous Income per Acre	4.49		5.83	0.00
Gross Return per Acre	314.24		327.19	467.13
Direct Costs per Acre				
Seed	4.77		4.09	22.47
Fertilizer	21.57		17.22	8.33
Chemicals	10.76		15.56	13.99
Crop Insurance	6.74		9.40	10.14
Irrigation Energy	0.21		0.00	0.00
Fuel and Oil	8.04		7.29	5.71
Repairs	14.78		15.05	15.84
Repair, Machinery	5.00		3.13	0.35
Custom Hire	6.89		1.67	3.01
Repair, Buildings	0.42		0.25	0.06
Repair, Irrigation Equip	0.32		0.00	0.00
Special Hired Labor	0.00		0.72	0.00
Machinery and Bldg Leases	0.00		0.00	0.00
Land Rent	0.00		84.34	74.36
Utilities	0.00		0.00	0.00
Marketing	0.21		0.07	0.00
Operating Interest	4.02		7.05	3.81
Miscellaneous	0.06		0.26	0.37
Total Direct Costs per Acre	83.79		166.10	158.44
Return Over Direct Expenses per Acr	230.45		161.08	308.69
Overhead Costs per Acre				
Hired Labor	5.48		4.75	4.16
Machinery & Building Leases	2.83		6.63	2.38
Real Estate Taxes	10.99		0.14	0.00
Farm Insurance	2.11		2.35	1.55
Utilities	3.00		2.27	3.10
Dues & Professional Fees	0.06		0.13	0.00
Interest: Intern/Lg Term Debt	35.42		4.73	1.87
Mach & Bldg Depreciation	20.68		13.04	12.91
Miscellaneous	2.73		2.42	4.19
Total Overhead Costs per Acre	83.30		36.46	30.16
Total Listed Costs per Acre	167.09		202.55	188.60
Net Return per Acre	147.15		124.63	278.54
Total Direct Costs per Pound	0.02		0.05	0.03
Total Listed Costs per Pound	0.04		0.06	0.04
Net Return per Pound	0.04		0.04	0.05
Break Even Yield per Acre	2131.45		2011.36	2051.82
Estimated Labor Hours per Acre	0.90		0.90	0.35
Net Return Including Govt. Payments	154.04		132.03	279.96
Labor & Mgmt charge per Acre	19.93		16.81	28.93
Net Return over Labor & Mgmt	134.12		115.22	251.03



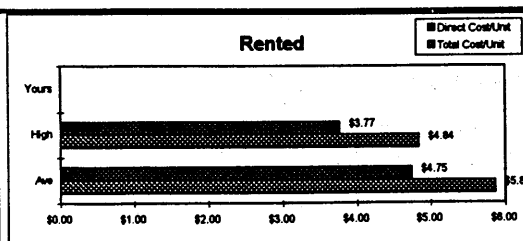
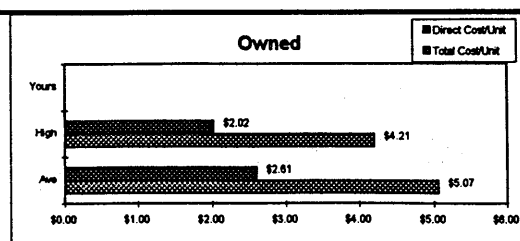
Corn 1996	Owned		Rented	
	Average	59 High	Average	58 High
	293 Farms	Profit Farms	291 Farms	Profit Farms
Acres	120.08	133.32	176.09	125.91
Yield per Acre	130.93	147.34	128.33	141.16
Operators Share of Yield %	100.00	100.00	100.00	100.00
Value per Unit	2.51	2.55	2.52	2.57
Other Product Return per Acre	0.16	0.42	0.15	0.87
Total Crop Product Return per Acre	329.06	376.75	323.49	364.32
Miscellaneous Income per Acre	2.10	1.82	2.51	4.20
Gross Return per Acre	331.16	378.57	326.00	368.52
Direct Costs per Acre				
Seed	29.39	27.89	29.55	30.49
Fertilizer	45.34	40.47	48.47	42.06
Chemicals	38.22	34.95	37.61	35.61
Crop Insurance	4.99	4.11	5.78	5.54
Drying Fuel	12.84	12.09	13.09	12.24
Fuel and Oil	11.79	10.96	10.65	11.61
Repairs	14.59	13.58	12.81	15.41
Repair, Machinery	11.48	6.34	10.08	6.51
Custom Hire	6.55	4.70	5.73	5.08
Repair, Buildings	1.56	0.92	1.18	1.50
Repair, Irrigation Equip	0.05	0.00	0.01	0.00
Land Rent	0.00	0.00	84.62	60.78
Special Hired Labor	0.24	0.00	0.39	0.00
Machinery and Bldg Leases	0.27	0.39	0.77	0.73
Utilities	0.04	0.00	0.04	0.00
Marketing	1.45	0.44	0.97	0.19
Operating Interest	5.71	3.39	7.27	4.07
Miscellaneous	1.47	2.02	1.53	1.08
Total Direct Costs per Acre	185.98	162.25	270.55	232.90
Return Over Direct Expenses per Acre	145.19	216.31	55.45	135.61
Overhead Costs per Acre				
Repair, Machinery	0.17	0.53	0.28	0.47
Repair, Buildings	0.01	0.02	0.04	0.10
Hired Labor	8.21	9.98	6.91	8.27
Machinery & Building Leases	1.90	1.18	4.92	4.37
Real Estate Taxes	13.52	14.28	0.04	0.03
Farm Insurance	3.01	3.37	2.53	2.37
Utilities	3.19	3.11	2.72	3.32
Dues & Professional Fees	0.48	0.23	0.36	0.11
Interest: Intern/Lg Term Debt	46.40	43.70	8.40	8.56
Mach & Bldg Depreciation	31.62	30.19	26.88	23.94
Miscellaneous	4.40	3.90	4.63	4.21
Total Overhead Costs per Acre	112.91	110.49	57.71	55.75
Total Listed Costs per Acre	298.9	272.79	328.27	288.70
Net Return per Acre	32.26	105.78	-2.27	79.82
Costs per Bushel				
Total Direct Costs per Bushel	1.42	1.10	2.11	1.65
Total Listed Costs per Bushel	2.28	1.85	2.56	2.05
Net Return per Bushel	0.25	0.72	-0.02	0.57
Break Even Yield per Acre	118.09	105.93	129.23	110.16
Estimated Labor Hours per Acre	2.36	2.33	2.19	2.27
Net Return per Acre (incl govt pymt)	44.95	118.97	10.48	90.09
Labor & Mgmt charge per Acre	30.18	31.67	27.18	37.09
Net Return over Labor & Mgmt	14.77	87.30	-16.70	53.00



Oats 1996	Owned		Rented	
	Average	9 High	Average	7 High
	46 Farms	Profit Farms	35 Farms	Profit Farms
Acres	17.18	16.88	18.37	14.84
Yield per Acre	69.39	77.24	77.92	117.47
Operators Share of Yield %	100.00	100.00	100.00	100.00
Value per Unit	1.99	2.00	1.99	2.00
Other Product Return per Acre	9.61	12.08	16.44	20.11
Total Crop Product Return per Acre	147.41	166.56	171.58	255.36
Miscellaneous Income per Acre	42.92	127.11	54.00	109.89
Gross Return per Acre	190.33	293.67	225.58	365.25
Direct Costs per Acre				
Seed	17.05	25.85	16.11	16.90
Fertilizer	2.51	6.32	2.68	2.44
Chemicals	0.49	1.05	0.80	0.19
Crop Insurance	1.70	3.46	1.02	0.82
Drying Fuel	0.00	0.00	0.00	0.00
Fuel and Oil	8.76	7.42	7.65	7.79
Repairs	17.75	2.39	10.02	16.11
Repair, Machinery	6.67	10.39	6.17	3.06
Custom Hire	6.08	2.84	6.40	9.16
Special Hired Labor	0.00	0.00	0.00	0.00
Repair, Buildings	0.49	0.63	0.58	0.52
Repair, Irrigation Equip	0.00	0.00	0.03	0.21
Land Rent	0.00	0.00	72.46	56.2
Hired Labor	0.02	0.00	0.00	0.00
Machinery & Bldg Leases	0.00	0.00	1.46	0.00
Marketing	0.57	0.00	0.13	0.00
Operating Interest	3.36	2.05	3.14	2.08
Miscellaneous	0.91	2.35	1.28	0.41
Total Direct Costs per Acre	66.36	64.75	129.93	115.89
Return Over Direct Expenses per Acre	123.97	228.91	95.64	249.34
Overhead Costs per Acre				
Repair Machinery	0.00	0.00	0.36	0.00
Hired Labor	4.65	2.80	2.40	2.84
Machinery & Building Leases	2.70	2.39	1.58	0.25
Real Estate Taxes	10.29	9.95	0.00	0.00
Farm Insurance	1.79	1.39	1.08	1.30
Utilities	2.25	1.63	1.30	1.24
Dues & Professional Fees	0.13	0.14	0.24	0.69
Interest: Interm/Lg Term Debt	30.02	21.97	5.70	7.15
Mach & Bldg Depreciation	24.83	22.73	15.02	16.15
Miscellaneous	4.30	1.19	4.28	1.66
Total Overhead Costs per Acre	80.96	64.19	31.96	31.28
Total Listed Costs per Acre	147.31	128.95	161.89	147.20
Net Return per Acre	43.02	164.72	63.69	218.05
Total Direct Costs per Bushel	0.96	0.84	1.67	0.99
Total Listed Costs per Bushel	2.12	1.67	2.08	1.25
Net Return per Bushel	0.62	2.13	0.82	1.86
Break Even Yield per Acre	47.73	-5.12	45.93	8.59
Estimated Labor Hours per Acre	1.53	1.99	1.06	0.75
Net Return per Acre (incl govt pymt)	49.01	168.91	71.46	220.14
Labor & Mgmt charge per Acre	21.17	13.83	14.83	19.39
Net Return over Labor & Mgmt	27.84	155.08	56.63	200.75



Soybeans 1996	Owned		Rented	
	Average of 214 Farms	43 High Profit Farms	Average of 231 Farms	46 High Profit Farms
Acres	92.33	126.75	153.54	130.94
Yield per Acre	41.92	46.95	40.06	43.68
Operators Share of Yield %	100.00	100.00	100.00	100.00
Value per Unit	6.85	6.89	6.83	6.83
Total Product Return per Acre	286.99	323.58	273.50	298.48
Miscellaneous Income per Acre	4.79	13.46	5.53	23.94
Gross Return per Acre	291.78	337.04	279.03	322.42
Direct Costs per Acre				
Seed	18.01	16.6	17.35	15.35
Fertilizer	4.27	3.56	3.40	2.05
Chemicals	34.83	29.52	34.56	33.37
Crop Insurance	9.82	10.6	8.94	7.87
Drying Fuel	0.02	0.00	0.01	0.00
Irrigation Energy	0.12	0.00	0.13	0.00
Fuel and Oil	8.97	7.60	8.29	8.14
Repairs	11.71	10.70	9.35	11.45
Repair, Machinery	8.21	6.96	8.50	5.77
Custom Hire	4.69	2.24	4.38	1.83
Repair, Buildings	1.23	1.11	0.93	0.67
Repair, Irrigation Equip	0.07	0.00	0.02	0.00
Special Hired Labor	0.14	0.13	0.42	0.01
Machinery and Bldg Leases	0.38	0.64	0.96	0.18
Land Rent	0.00	0.00	85.10	72.27
Utilities	0.03	0.00	0.02	0.00
Marketing	0.67	0.79	0.56	0.17
Operating Interest	5.05	2.78	6.53	4.93
Miscellaneous	1.01	1.44	0.87	0.76
Total Direct Costs per Acre	109.23	94.67	190.32	164.82
Return Over Direct Expense per Acre	182.55	242.36	88.70	157.58
Overhead Costs per Acre				
Repair, Machinery	0.20	0.13	0.23	0.42
Repair, Buildings	0.02	0.03	0.03	0.09
Hired Labor	5.91	7.38	4.53	5.95
Machinery & Building Leases	1.60	1.92	3.92	3.78
Real Estate Taxes	14.01	15.47	0.04	0.00
Farm Insurance	2.53	2.25	2.12	1.93
Utilities	2.40	2.18	2.00	2.07
Dues & Professional Fees	0.37	0.27	0.28	0.15
Interest: Intern/Lg Term Debt	43.96	38.72	6.32	5.68
Mach & Bldg Depreciation	28.53	31.38	21.42	22.46
Miscellaneous	3.83	3.09	3.89	4.06
Total Overhead Costs per Acre	103.36	102.82	44.78	46.59
Total Listed Costs per Acre	212.59	197.54	235.12	211.43
Net Return per Acre	79.19	139.51	43.91	110.99
Total Direct Costs per Bushel	2.61	2.02	4.75	3.77
Total Listed Costs per Bushel	5.07	4.21	5.87	4.84
Net Return per Bushel	1.89	2.97	1.10	2.54
Break Even Yield per Acre	30.36	26.71	33.63	27.44
Estimated Labor Hours per Acre	1.97	1.75	1.70	1.71
Net Return incl. govt. Payment	89.33	150.32	54.13	120.81
Labor & Mgmt charge per Acre	26.54	26.98	22.28	28.50
Net Return over Labor & Mgmt	62.79	123.34	31.85	92.31



Sweet Corn 1996

Owned
Average of
17 Farms

Rented
Average of
20 Farms

Acres	64.97	53.65
Yield per Acre (Ton)	6.78	6.01
Operators Share of Yield %	100.00	100.00
Value per Unit	46.71	50.48
Other Product Return per Acre	2.17	0.00
Total Product Return per Acre	318.77	303.49
Miscellaneous Income per Acre	0.00	0.83
Gross Return per Acre	318.77	304.32

Direct Costs per Acre

Seed	4.79	4.22
Fertilizer	38.49	37.08
Chemicals	31.18	29.73
Crop Insurance	3.47	5.13
Irrigation Energy	0.58	0.55
Fuel and Oil	7.79	7.62
Repairs	15.91	12.11
Repair, Machinery	3.61	5.16
Custom Hire	7.33	6.10
Repair, Buildings	0.40	0.52
Special Hired Labor	0.56	0.58
Operating Interest	4.05	0.00
Land Rent	0.00	87.49
Machinery & Bldg Leases	0.00	0.54
Operating Interest	0.00	5.57
Miscellaneous	0.97	0.16
Total Direct Costs per Acre	119.13	202.56
Return Over Direct Expenses per Acre	199.64	101.75

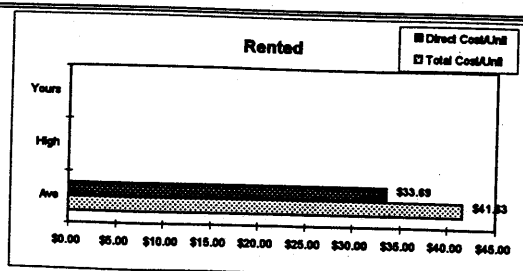
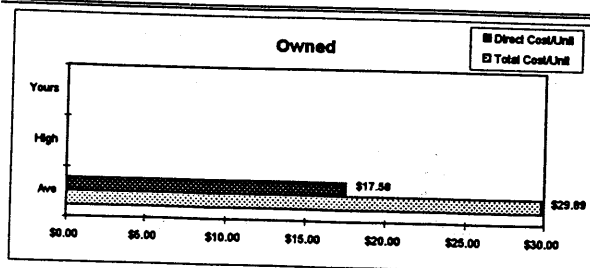
Overhead Costs per Acre

Hired Labor	6.03	3.08
Machinery & Building Leases	2.41	13.82
Real Estate Taxes	12.52	0.00
Farm Insurance	2.34	2.54
Utilities	2.62	2.39
Dues & Professional Fees	0.14	0.08
Interest: Intern/Lg Term Debt	28.76	5.66
Mach & Bldg Depreciation	26.03	16.42
Miscellaneous	2.63	3.71
Total Overhead Costs per Acre	83.48	47.70
Total Listed Costs per Acre	202.61	250.27

Net Return per Acre	116.16	54.05
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Total Direct Costs per Ton	17.58	33.69
Total Listed Costs per Ton	29.89	41.63
Net Return per Ton	17.14	8.99
Break Even Yield per Acre	4.29	4.94
Estimated Labor Hours per Acre	2.21	1.86

Net Return Including Govt. Payments	120.67	60.60
Labor & Mgmt charge per Acre	32.98	26.15
Net Return over Labor & Mgmt	87.69	34.45



Wheat 1996	Owned Average of 7 Farms	Rented Average of 11 Farms
Acres	18.89	20.37
Yield per Acre (bushel)	40.59	41.18
Operators Share of Yield %	100.00	100.00
Value per Unit	4.73	4.66
Other Product Return per Acre	0.00	0.38
Total Product Return per Acre	192.12	192.39
Miscellaneous Income per Acre	49.85	27.56
Gross Return per Acre	241.97	219.95

Direct Costs per Acre

Seed	17.45	22.44
Fertilizer	7.86	24.18
Chemicals	2.36	2.16
Crop Insurance	0.48	0.07
Fuel and Oil	7.86	5.56
Repairs	0.83	2.15
Repair, Machinery	9.49	7.98
Custom Hire	7.17	12.49
Special Hired Labor	0	0.09
Repair, Buildings	1.36	0.44
Repair, Irrigation Equip	0.00	0.10
Machinery and Bldg Leases	0.00	1.03
Land Rent	0.00	91.12
Operating Interest	3.42	4.30
Miscellaneous	1.05	0.54
Total Direct Costs per Acre	59.33	174.65
Return Over Direct Expenses per Acre	182.63	45.31

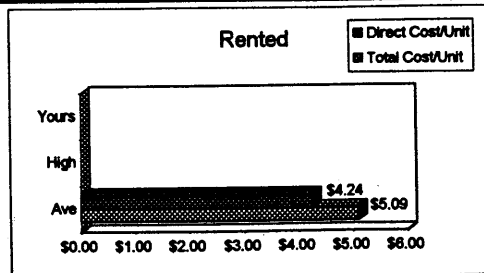
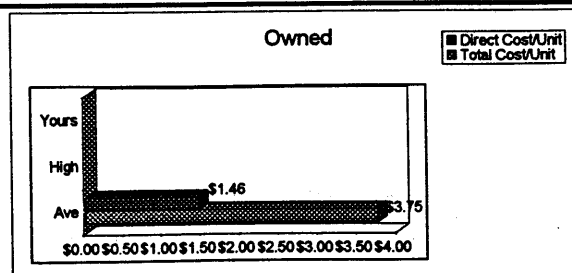
Overhead Costs per Acre

Hired Labor	0.31	2.27
Machinery & Building Leases	0.00	0.05
Real Estate Taxes	11.11	0.00
Farm Insurance	3.16	0.99
Utilities	3.29	1.28
Dues & Professional Fees	0.31	0.61
Interest: Intern/Lg Term Debt	53.93	9.56
Mach & Bldg Depreciation	17.16	17.82
Miscellaneous	3.64	2.44
Total Overhead Costs per Acre	92.91	35.02
Total Listed Costs per Acre	152.25	209.66

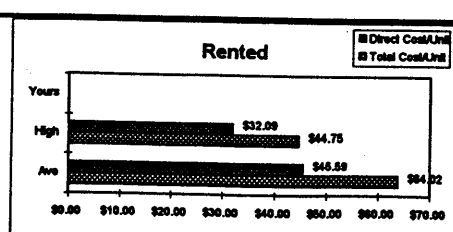
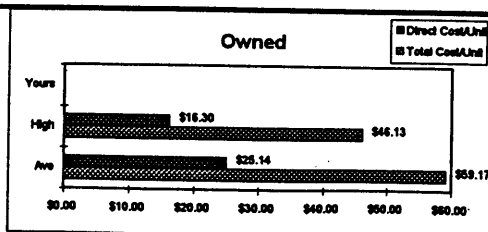
Net Return per Acre	89.72	10.29
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Total Direct Costs per Bushel	1.46	4.24
Total Listed Costs per Bushel	3.75	5.09
Net Return per Bushel	2.21	0.25
Break Even Yield per Acre	21.63	38.98
Estimated Labor Hours per Acre	2.98	0.65

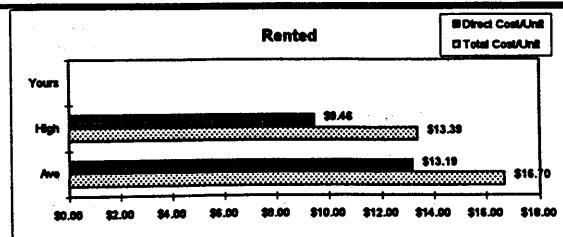
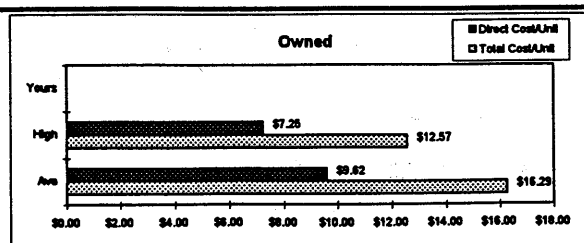
Net Return per Acre (incl govt pymt)	102.66	27.90
Labor & Mgmt charge per Acre	29.83	10.36
Net Return over Labor & Mgmt	72.83	17.55



Alfalfa Hay 1996	Owned		Rented	
	Average of 161 Farms	32 High Profit Farms	Average of 140 Farms	28 High Profit Farms
Acres	49.85	48.35	42.43	41.81
Yield per Acre	3.74	4.77	3.59	4.80
Operators Share of Yield %	100.00	100.00	100.00	100.00
Value per Unit	99.47	102.05	99.24	103.71
Total Product Return per Acre	372.49	486.86	356.52	497.46
Miscellaneous Income per Acre	1.54	0.00	0.32	0.00
Gross Return per Acre	374.03	486.86	356.84	497.46
Direct Costs per Acre				
Seed	12.65	12.17	10.39	8.90
Fertilizer	14.99	11.28	13.50	15.00
Chemicals	1.13	0.17	1.07	1.09
Crop Insurance	0.04	0.03	0.00	0.01
Drying Fuel	0.03	0.16	0.01	0.06
Irrigation Energy	0.17	0.00	0.16	0.34
Fuel and Oil	15.46	12.71	13.93	14.58
Repairs	16.40	15.02	20.52	21.09
Repair, Machinery	17.23	12.02	11.52	8.04
Custom Hire	6.72	7.22	7.24	9.23
Repair, Buildings	1.28	1.74	1.25	0.88
Repair, Irrigation Equip	0.16	0.00	0.05	0.00
Special Hired Labor	0.43	0.00	1.07	0.00
Machinery and Bldg Leases	0.49	0.00	0.79	1.49
Land Rent	0.00	0.00	73.74	66.92
Marketing	0.00	0.00	0.03	0.00
Operating Interest	4.46	5.04	5.80	4.97
Miscellaneous	2.51	0.20	2.72	1.33
Total Direct Costs per Acre	94.15	77.76	163.79	153.93
Return Over Direct Expenses per Acre	279.89	409.10	193.05	343.53
Overhead Costs per Acre				
Repair, Machinery	0.00	0.00	0.07	0.00
Hired Labor	11.45	11.87	8.56	9.46
Machinery & Building Leases	3.62	8.23	3.72	2.35
Real Estate Taxes	10.54	10.86	0.12	0.05
Farm Insurance	3.06	3.84	2.63	2.51
Utilities	4.34	6.2	3.31	3.47
Dues & Professional Fees	0.64	0.33	0.30	0.09
Interest: Interm/Lg Term Debt	47.59	56.34	12.59	12.11
Mach & Bldg Depreciation	41.27	39.54	29.05	27.36
Miscellaneous	4.91	5.11	5.85	3.28
Total Overhead Costs per Acre	127.42	142.32	66.20	60.68
Total Listed Costs per Acre	221.59	220.07	229.98	214.62
Net Return per Acre	152.45	266.78	126.85	282.84
Total Direct Costs per Ton	25.14	16.3	45.59	32.09
Total Listed Costs per Ton	59.17	46.13	64.02	44.75
Net Return per Ton	40.71	55.92	35.31	58.97
Break Even Yield per Acre	2.21	2.16	2.31	2.07
Estimated Labor Hours per Acre	3.34	2.08	3.03	1.98
Net Return per Acre (incl govt pymt)	159.28	272.63	133.59	289.81
Labor & Mgmt charge per Acre	35.80	39.31	32.08	31.71
Net Return over Labor & Mgmt	123.48	233.32	101.52	258.10



Corn Silage 1996	Owned		Rented	
	Average of 130 Farms	26 High Profit Farms	Average of 91 Farms	18 High Profit Farms
Acres	33.84	34.72	25.89	30.49
Yield per Acre (ton)	18.84	23.72	19.61	23.63
Operator's Share of Yield %	100.00	100.00	100.00	100.00
Value per Unit	25.36	28.69	24.27	24.68
Total Product Return per Acre	477.66	680.39	475.86	583.11
Miscellaneous Income per Acre	0.15	0.00	0.62	0.00
Gross Return per Acre	477.81	680.39	476.48	583.11
Direct Costs per Acre				
Seed	28.93	29.99	28.66	30.71
Fertilizer	38.22	36.89	42.36	38.70
Chemicals	35.24	38.95	36.90	29.88
Crop Insurance	4.55	3.80	5.54	7.24
Drying Fuel	0.31	0.33	0.80	0.00
Fuel and Oil	15.74	15.41	14.49	11.85
Repairs	16.22	9.55	17.96	14.81
Repair, Machinery	17.28	20.72	10.71	7.79
Custom Hire	13.20	7.05	15.76	8.31
Repair, Buildings	1.16	2.24	0.78	0.56
Repair, Irrigation Equip	0.08	0.40	0.04	0.00
Special Hired Labor	0.31	0.09	0.32	0.00
Machinery and Bldg Leases	0.26	0.00	0.44	0.00
Land Rent	0.00	0.00	76.97	67.90
Utilities	0.02	0.00	0.04	0.00
Marketing	0.10	0.00	0.07	0.00
Operating Interest	5.97	4.00	5.29	3.68
Miscellaneous	3.69	2.48	1.56	2.12
Total Direct Costs per Acre	181.28	171.90	258.69	223.55
Return Over Direct Expenses Per Acre	296.53	508.46	217.79	359.56
Overhead Costs per Acre				
Repair, Machinery	0.00	0.00	0.19	0.00
Hired Labor	12.84	17.55	7.09	6.98
Machinery & Building Leases	2.87	1.80	3.75	7.18
Real Estate Taxes	10.51	11.82	0.33	0.00
Farm Insurance	3.16	2.98	2.38	2.33
Utilities	3.76	2.73	3.16	3.28
Dues & Professional Fees	0.64	0.74	0.39	0.01
Interest: Interm/Lg Term Debt	50.62	40.52	11.85	15.68
Mach & Bldg Depreciation	35.85	45.52	31.48	39.59
Miscellaneous	5.33	2.54	8.06	17.69
Total Overhead Costs per Acre	125.57	126.21	68.74	92.74
Total Listed Costs per Acre	306.85	298.14	327.43	316.29
Net Return per Acre	170.66	382.25	149.05	266.82
Total Direct Costs per Ton	9.62	7.25	13.19	9.46
Total Listed Costs per Ton	16.29	12.57	16.70	13.39
Net Return per Unit	9.08	16.12	7.60	11.29
Break Even Yield per Ton	12.09	10.39	13.47	12.82
Estimated Labor Hours per Acre	3.57	2.96	2.89	2.11
Net Return per Acre (incl govt pymt)	180.48	391.19	161.1	279.29
Labor & Mgmt charge per Acre	36.06	29.19	30.65	34.64
Net Return over Labor & Mgmt	144.43	362.00	130.46	244.65



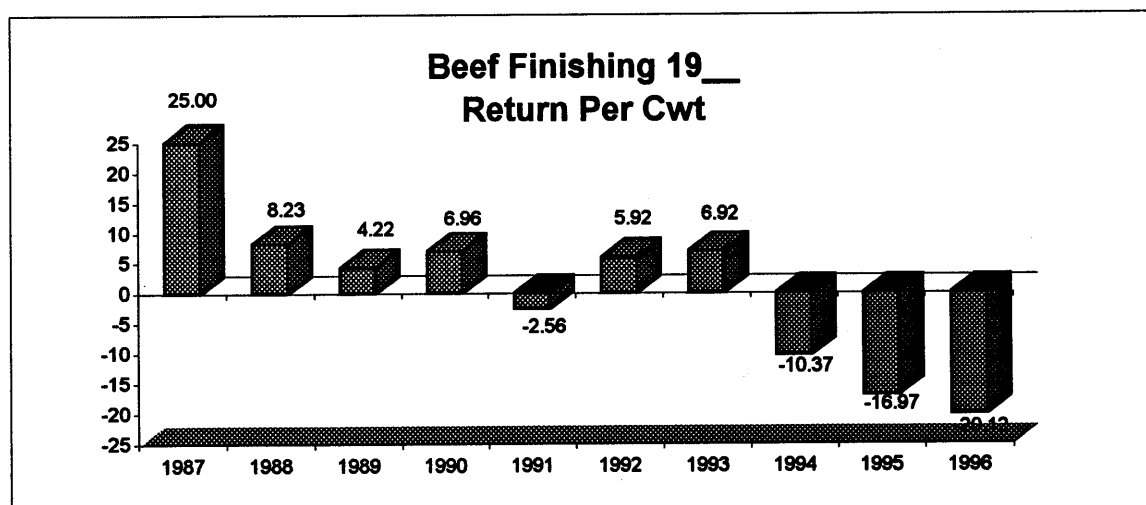
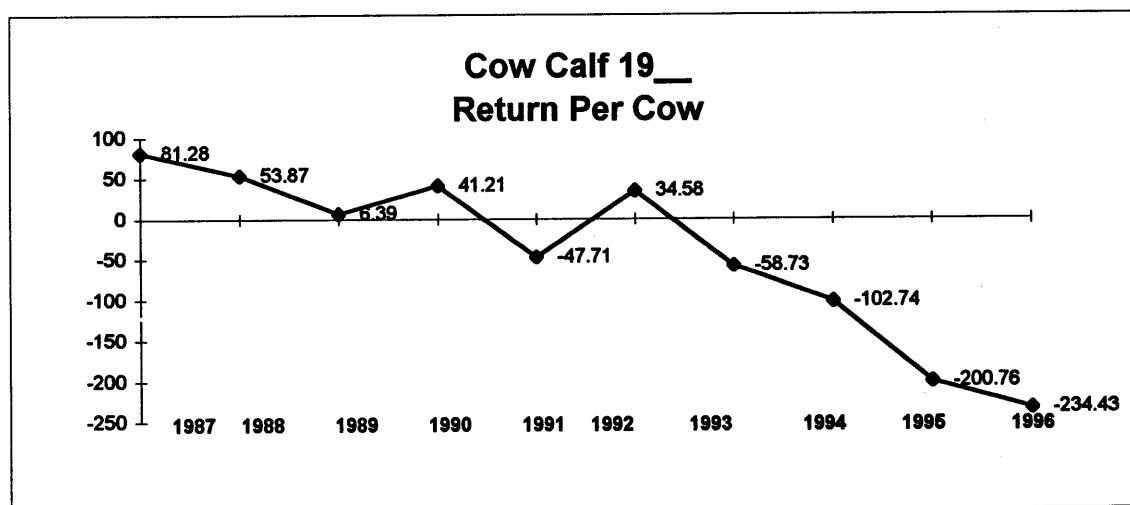
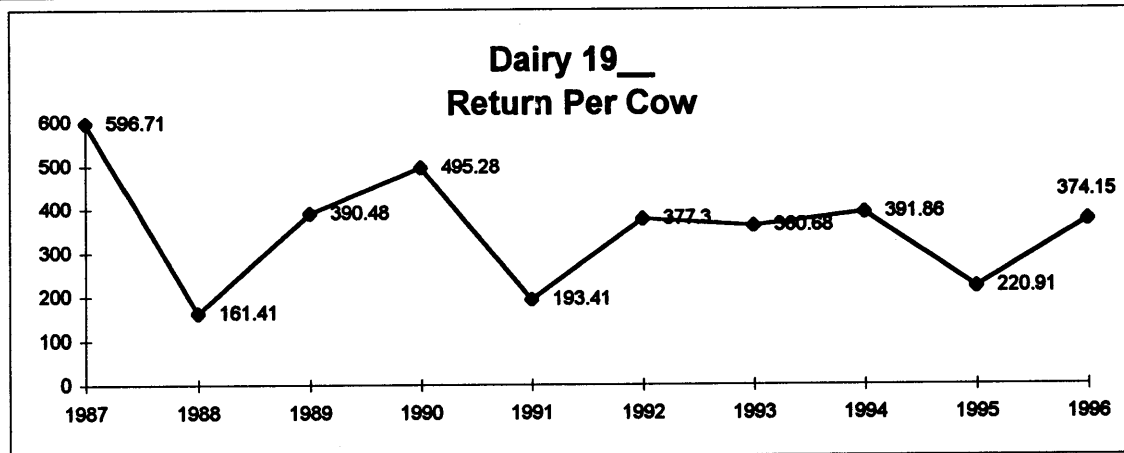
GRASS HAY & MIXED 1996	Grass Owned Average of 10 Farms	Grass Rented Average of 10 Farms	Mixed Hay Owned Average of 10 Farms
Acres			
Yield per Acre	7.87	22.85	28.75
Operators Share of Yield %	2.51	1.74	3.05
Value per Ton	100.00	100.00	100.00
Other Product Return Per Acre	68.54	71.16	90.11
Total Product Return per Acre	0.00	0.00	1.74
Miscellaneous Income per Acre	171.94	123.97	276.61
Gross Return per Acre	0.00	6.54	0.00
	171.94	130.51	276.61
Direct Costs per Acre			
Seed	0.00	0.00	2.10
Fertilizer	15.27	0.00	2.78
Chemicals	26.54	0.00	0.00
Crop Insurance	0.01	0.00	0.00
Irrigation Energy	0.32	0.00	0.19
Fuel and Oil	7.40	6.40	10.11
Repairs	5.48	9.36	12.10
Repair, Machinery	8.78	7.69	5.12
Repair, Buildings	0.37	0.16	0.21
Repair, Irrigation Equip	0.00	0.00	0.29
Custom Hire	18.29	3.30	5.87
Land Rent	0.00	40.32	0.00
Machinery & Bldg Leases	0.62	0.70	0.43
Operating Interest	4.52	0.51	4.50
Miscellaneous	0.00	0.00	0.09
Total Direct Costs per Acre	87.60	68.44	43.79
Return Over Direct Expenses Per Acre	84.34	62.07	232.82
Overhead Costs per Acre			
Repair, Machinery			
Hired Labor	4.86	7.36	5.01
Machinery & Building Leases	0.33	0.38	0.05
Real Estate Taxes	18.26	0.00	10.22
Farm Insurance	2.22	1.43	4.84
Utilities	2.15	1.22	3.92
Dues & Professional Fees	0.25	0.02	0.56
Interest: Interm/Lg Term Debt	27.75	5.19	48.12
Mach & Bldg Depreciation	23.15	13.07	9.98
Miscellaneous	1.87	2.06	5.40
Total Overhead Costs per Acre	80.84	30.73	88.10
Total Listed Costs per Acre	168.45	99.19	131.90
Net Return per Acre	3.49	31.32	144.72
Total Direct Costs per Ton	34.92	39.29	14.36
Total Listed Costs per Ton	67.14	56.94	43.24
Net Return per Ton	1.39	17.98	47.44
Break Even Yield per Acre	2.46	1.30	1.44
Estimated Labor Hours per Acre	2.24	1.21	0.57
Net Return per Acre (incl govt pymt)	5.76	32.14	162.38
Labor & Mgmt charge per Acre	36.36	8.51	15.83
Net Return over Labor & Mgmt	-30.59	23.63	146.55

PASTURE 1996	Owned		Rented
	Average of 26 Farms	5 High Farms	Average of 15 Farms
Acres	50.29	33.98	43.16
Yield per Acre	14.4	20.52	4.47
Operators Share of Yield %	100.00	100.00	100.00
Value per Unit	4.42	4.99	17.28
Total Product Return per Acre	63.61	102.44	77.22
Miscellaneous Income per Acre	0.00	0.00	0.60
Gross Return per Acre	63.61	102.44	77.83
Direct Costs per Acre			
Fertilizer	3.06	0.00	1.33
Chemicals	0.22	1.66	0.10
Irrigation Energy	0.00	0.00	0.03
Fuel and Oil	1.32	1.10	1.45
Repairs	3.35	3.56	3.28
Repair, Machinery	0.46	0.94	0.53
Repair, Buildings	0.04	0.00	0.09
Land Rent	0.00	0.00	29.80
Operating Interest	0.39	0.34	0.29
Total Direct Costs per Acre	8.84	7.60	36.90
Return to Overhead per Acre	54.77	94.85	40.94
Overhead Costs per Acre			
Repair, Machinery	0.00	0.00	0.13
Hired Labor	0.33	0.67	2.53
Machinery & Building Leases	0.03	0.02	0.84
Real Estate Taxes	4.24	6.20	0.00
Farm Insurance	0.33	0.16	0.29
Utilities	0.73	0.19	0.57
Dues & Professional Fees	0.03	0.03	0.04
Interest: Interm/Lg Term Debt	12.83	11.29	1.30
Mach & Bldg Depreciation	2.64	3.36	2.69
Miscellaneous	0.51	0.86	1.00
Total Overhead Costs per Acre	21.67	22.78	9.39
Total Listed Costs per Acre	30.51	30.36	46.30
Return Over Direct Expense Per Acre	33.10	72.08	31.53
Total Direct Costs per Unit	0.61	0.37	8.26
Total Listed Costs per Unit	2.12	1.48	10.36
Net Return per Unit	2.30	3.51	7.06
Break Even Yield per Acre	6.91	6.08	2.64
Estimated Labor Hours per Acre	0.13	0.00	0.04
Net Return per Acre (incl govt pymt)	36.65	74.17	35.18
Labor & Mgmt charge per Acre	6.59	1.93	5.60
Net Return over Labor & Mgmt	30.06	72.24	29.57

Other Crops 1996	Oatlage	Oatlage	Green Beans	Sm Grain Hay	CRP
	20 Own Ave.	15 Rent Ave.	5 Rent Ave.	7 Own Ave.	11 Own Ave.
Acres	27.38	22.06	51.00	13.61	33.32
Yield per Acre	4.69	4.55	2285.38	2.77	69.25
Operators Share of Yield %	100.00	100.00	100.00	100.00	100.00
Value per Unit	20.69	24.36	0.14	62.82	1.00
Other Product Return per Acre	0.00	18.97	0.00	0.00	0.00
Total Crop Product Return per Acre	97.13	129.74	320.60	174.32	69.25
Miscellaneous Income per Acre	13.20	1.51	0.00	4.53	6.41
Gross Return per Acre	110.33	131.25	320.60	178.85	75.66
Direct Costs per Acre					
Seed	16.08	22.9	17.32	22.36	0.00
Fertilizer	4.68	9.71	26.79	8.68	0.00
Irrigation Energy	0.00	0.05	0.00	0.00	0.00
Chemicals	0.00	0.00	21.60	0.00	1.90
Crop Insurance	0.00	0.00	13.98	0.00	0.00
Drying Fuel	0.00	0.00	0.00	0.00	0.00
Fuel and Oil	14.75	12.71	11.08	8.95	1.44
Repairs	25.25	7.93	16.11	16.19	3.56
Repair, Machinery	12.00	10.28	1.10	4.90	0.73
Custom Hire	4.14	11.77	16.49	6.45	0.37
Repair, Buildings	0.21	0.63	0.24	0.60	0.00
Repair, Irrigation Equip	0.00	0.00	0.00	0.00	0.00
Land Rent	0.00	88.59	73.72	0.00	0.00
Special Hired Labor	0.00	0.00	0.00	2.75	0.00
Machinery and Bldg Leases	0.00	0.00	0.00	0.00	0.00
Utilities	0.15	0.00	0.00	0.00	0.00
Marketing	0.91	0.00	0.00	0.00	0.00
Operating Interest	4.70	4.53	2.36	5.72	0.16
Miscellaneous	0.19	0.00	1.15	0.00	0.00
Total Direct Costs per Acre	83.06	169.10	201.94	76.60	8.16
Return Over Direct Expenses Per Acr	27.27	-37.86	118.65	102.25	67.48
Overhead Costs per Acre					
Repair, Machinery			0.00	0.00	0.00
Repair, Buildings			0.00	0.00	0.00
Hired Labor	10.68	6.67	3.19	6.40	2.66
Machinery & Building Leases	0.90	4.46	12.4	0.00	0.17
Real Estate Taxes	8.50	0.08	0.00	7.31	14.99
Farm Insurance	1.89	0.92	0.75	2.17	0.63
Utilities	2.33	1.03	1.00	3.06	0.37
Dues & Professional Fees	0.9	0.11	0.05	0.21	0.09
Interest: Interm/Lg Term Debt	29.08	7.19	1.39	47.42	14.01
Mach & Bldg Depreciation	24.37	25.48	13.27	19.83	5.50
Miscellaneous	3.07	6.61	3.03	1.79	0.53
Total Overhead Costs per Acre	81.72	52.55	35.08	88.19	38.95
Total Listed Costs per Acre	164.8	221.65	237.03	164.79	47.15
Net Return per Acre	-54.47	-90.40	83.57	14.06	28.51
Total Direct Costs per Unit	17.69	37.19	0.09	27.61	0.12
Total Listed Costs per Unit	35.11	48.74	0.10	59.39	0.68
Net Return per Unit	-11.60	-19.88	0.04	5.07	0.41
Break Even Yield per Acre	7.33	8.26	1689.67	2.55	40.74
Estimated Labor Hours per Acre	0.98	2.49	0.72	3.46	0.21
Net Return per Acre (incl govt pymt)	-51.50	-83.95	92.00	20.13	44.28
Labor & Mgmt charge per Acre	24.80	18.69	28.02	35.78	2.71
Net Return over Labor & Mgmt	-76.30	-102.64	63.98	-15.65	41.58

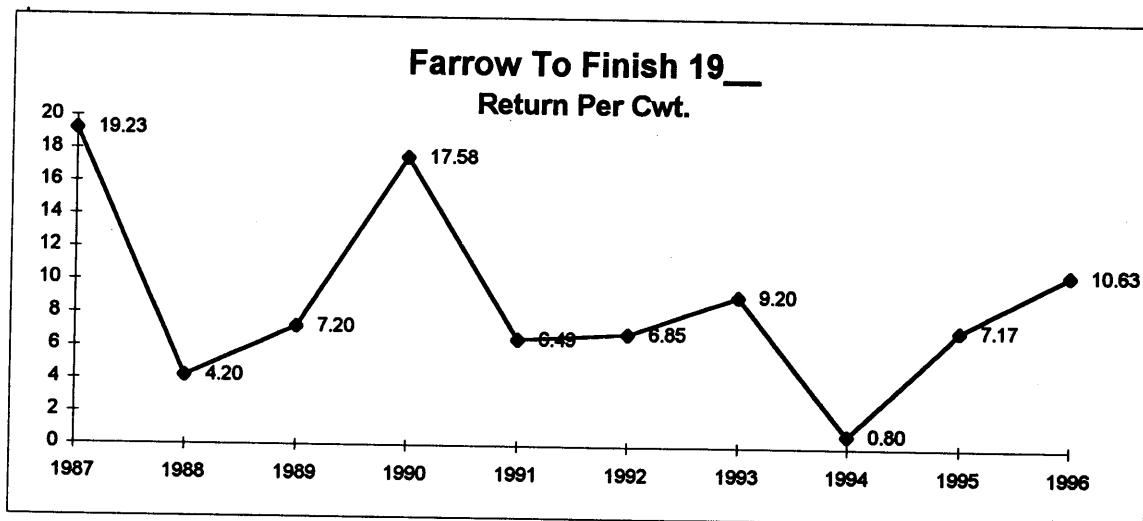
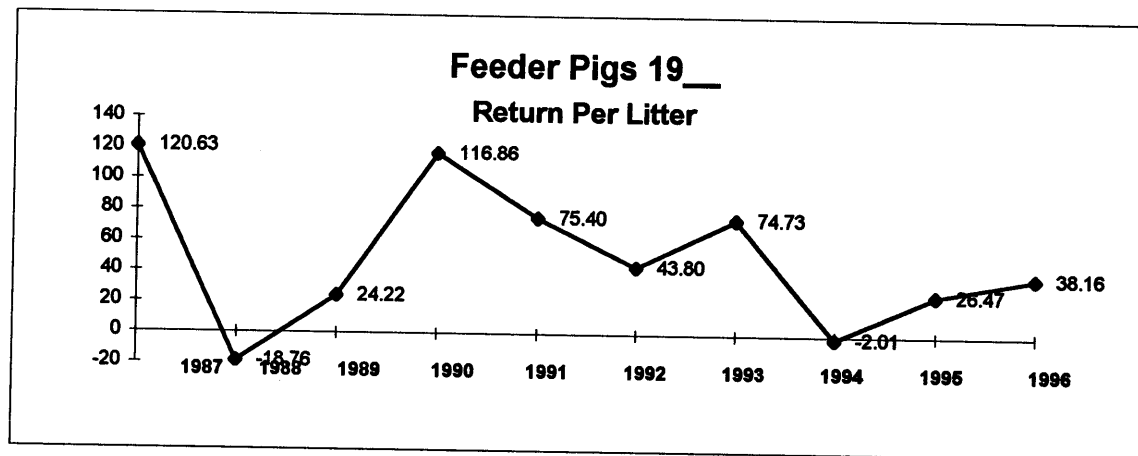
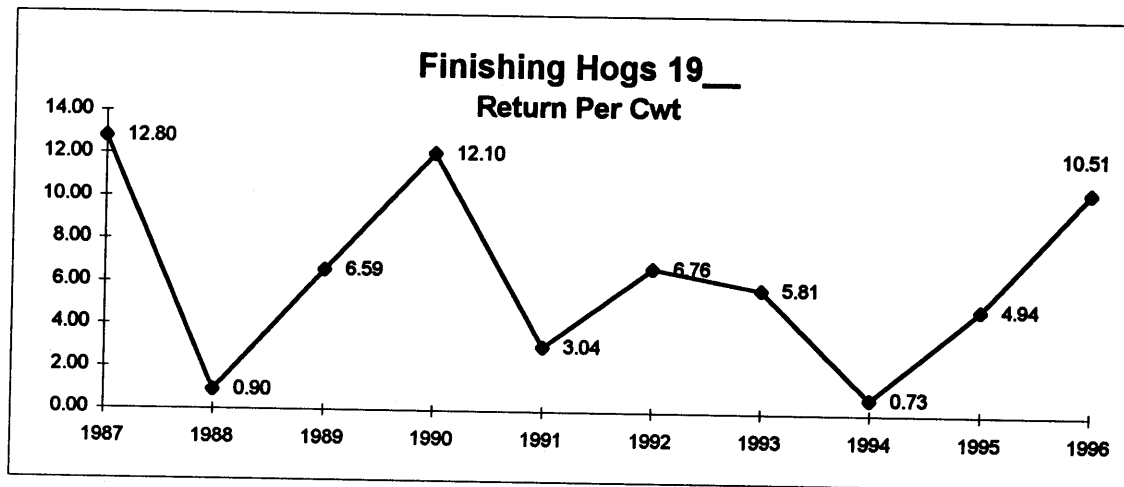
Livestock Graphs

Indicating the relative profitability of the livestock industry



Livesotck Graphs

Indicating the relative profitability of the livestock industry



Hogs, Farrow to Finish 1996 Average per cwt produced

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	66		13		13	
	Quantity	Value	Quantity	Value	Quantity	Value
Raised Hogs sold (lb)	94.15	52.41	96.72	52.81	96.76	55.63
Transferred out (lb)	0.32	0.25	0.14	0.07	0.00	0.00
Cull sales (lb)	7.68	3.20	8.93	3.93	9.36	4.12
Butchered (lb)	0.17	0.08	0.42	0.21	0.20	0.10
Less purchased (lb)	-3.16	-3.46	-1.87	-2.08	-5.65	-6.00
Less transferred in (lb)	-0.07	-0.04	-0.14	-0.07	0.00	0.00
Inventory change (lb)	0.91	4.53	-4.19	0.98	-0.67	5.90
Total production (lb)	100.00	56.97	100.00	55.84	100.00	59.75
Other income		0.04		0.00		0.00
Gross return		57.01		55.84		59.75
Direct expenses						
Barley (bu.)	0.00	0.02	0.00	0.00	0.00	0.00
Corn (bu.)	4.52	14.92	5.68	19.42	4.21	13.84
Oats (bu.)	0.03	0.05	0.08	0.14	0.02	0.04
Complete Ration (lb.)	37.70	3.89	6.26	1.32	1.28	0.46
Creep / Starter (lb.)	1.27	0.28	0.54	0.26	0.00	0.00
Milk (lb.)	0.13	0.13	0.01	0.02	0.37	0.25
Milk Replacer (lb.)	2.81	0.01	0.00	0.00	13.28	0.07
Protein Vit Minerals (lb.)	69.74	12.64	89.26	17.54	71.76	12.61
Other feed stuffs		0.05		0.00		0.00
Breeding fees		0.21		0.23		0.12
Veterinary		1.17		1.17		0.94
Livestock supplies		0.83		1.20		0.74
Fuel & oil		0.62		0.71		0.59
Repairs		1.20		1.69		0.74
Repair, machinery		0.22		0.22		0.31
Repair, livestock equip		0.47		0.27		1.55
Custom hire		0.38		0.26		0.27
Repair, buildings		0.14		0.14		0.19
Hired labor		0.22		0.63		0.05
Machinery & bldg leases		0.63		0.76		0.26
Livestock leases		0.09		0.00		0.00
Utilities		0.08		0.00		0.20
Hauling and trucking		0.03		0.03		0.01
Marketing		0.17		0.20		0.14
Bedding		0.01		0.01		0.00
Operating interest		0.32		1.19		0.02
Total direct expenses		38.79		47.43		33.42
Return over direct expense		18.22		8.41		26.34
Overhead expenses						
Hired labor		1.51		0.18		2.02
Machinery & bldg leases		0.78		0.31		1.45
RE & pers. property taxes		0.22		0.18		0.22
Farm insurance		0.32		0.47		0.28
Utilities		0.92		1.32		0.82
Dues & professional fees		0.04		0.03		0.02
Interest		1.42		1.50		0.89
Mach & bldg depreciation		1.94		1.52		3.35
Miscellaneous		0.44		0.46		0.44
Total overhead expenses		7.59		5.97		9.50
Total listed expenses		46.38		53.40		42.92
Net return		10.63		2.44		16.84
Est. labor hours per unit		0.48		0.43		0.53
Labor & management charge		3.81		4.44		4.25
Net return over lbr & mgt		6.82		-1.99		12.59
Other Information						
Average number of sows		108.4		70.2		127.1
Litters farrowed		192		109		221
Litters per sow		1.77		1.56		1.74
Litters per crate		7.60		6.58		7.74
Pigs born per litter		9.90		9.55		10.23
Pigs weaned per litter		8.36		8.01		8.81
Pigs weaned per sow		14.65		12.42		15.25
Number sold per litter		8.33		8.99		9.46
Lbs of feed / lb of gain		3.66		4.17		3.24
Feed cost / cwt. of gain		32.00		38.71		27.28
Feed cost per litter		631.08		863.15		501.63
Avg wgt/Raised Hog sold		223		240		188
Avg price / cwt		55.67		54.60		57.49

Hogs, Farrow to Finish
1996 Average per liter

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	66		13		13	
	Quantity	Value	Quantity	Value	Quantity	Value
Raised Hogs sold (lb)	1856.83	1033.64	2156.81	1177.55	1779.48	1023.10
Transferred out (lb)	6.33	4.86	3.17	1.58	0.00	0.00
Cull sales (lb)	151.51	63.13	199.17	87.72	172.12	75.68
Butchered (lb)	3.30	1.66	9.27	4.62	3.72	1.86
Less purchased (lb)	-62.33	-68.19	-41.75	-46.38	-103.99	-110.28
Less transferred in (lb)	-1.48	-0.77	-3.17	-1.58	0.00	0.00
Inventory change (lb)	18.01	89.29	-93.50	21.74	-12.31	108.53
Total production (lb)	1972.17	1123.60	2230.00	1245.26	1839.02	1098.88
Other income		0.76		0.00		0.00
Gross return		1124.36		1245.26		1098.88
Direct expenses						
Barley (bu.)	0.00	0.43	0.00	0.00	0.00	0.00
Corn (bu.)	89.09	294.24	126.74	433.14	77.50	254.53
Hay, Alfalfa (lb.)	2.52	0.14	0.00	0.00	2.78	0.15
Oats (bu.)	0.51	1.00	1.79	3.11	0.36	0.71
Stover (lb.)	3.63	0.03	0.00	0.00	15.98	0.12
Complete Ration (lb.)	743.53	76.81	139.49	29.41	23.63	8.49
Creep / Starter (lb.)	24.98	5.43	12.04	5.89	0.00	0.00
Milk (lb.)	2.48	2.47	0.27	0.44	6.82	4.52
Milk Replacer (lb.)	55.45	0.30	0.00	0.00	244.13	1.22
Protein Vit Minerals (lb.)	1375.30	249.27	1990.42	391.16	1319.65	231.87
Other feed stuffs		0.99		0.00		0.00
Breeding fees		4.11		5.23		2.29
Veterinary		23.14		26.13		17.24
Livestock supplies		16.28		26.86		13.69
Fuel & oil		12.29		15.80		10.82
Repairs		23.75		37.67		13.67
Repair, machinery		4.27		4.95		5.75
Repair, livestock equip		9.24		5.93		28.46
Custom hire		7.48		5.91		4.98
Repair, buildings		2.73		3.19		3.47
Hired labor		4.31		14.16		0.93
Machinery & bldg leases		12.44		16.89		4.73
Livestock leases		1.76		0.00		0.00
Utilities		1.59		0.06		3.71
Hauling and trucking		0.59		0.59		0.18
Marketing		3.44		4.49		2.64
Bedding		0.20		0.27		0.05
Operating interest		6.36		26.48		0.33
Total direct expenses		765.06		1057.77		614.55
Return over direct expense		359.30		187.49		484.33
Overhead expenses						
Hired labor		29.79		4.01		37.06
Machinery & bldg leases		15.29		6.99		26.74
RE & pers. property taxes		4.43		3.96		4.04
Farm insurance		6.32		10.43		5.21
Utilities		18.13		29.40		15.09
Dues & professional fees		0.75		0.58		0.36
Interest		27.95		33.39		16.36
Mach & bldg depreciation		38.21		33.94		61.63
Miscellaneous		8.73		10.34		8.18
Total overhead expenses		149.61		133.03		174.67
Total listed expenses		914.67		1190.80		789.22
Net return		209.69		54.46		309.66
Est. labor hours per unit		9.43		9.58		9.66
Labor & management charge		75.11		98.92		78.22
Net return over lbr & mgt		134.59		-44.46		231.45
Other Information						
Average number of sows		108.4		70.2		127.1
Litters farrowed		192		109		221
Litters per sow		1.77		1.56		1.74
Litters per crate		7.60		6.58		7.74
Pigs born per litter		9.90		9.55		10.23
Pigs weaned per litter		8.36		8.01		8.81
Pigs weaned per sow		14.65		12.42		15.25
Number sold per litter		8.33		8.99		9.46
Lbs of feed / lb of gain		3.66		4.17		3.24
Feed cost / cwt. of gain		32.00		38.71		27.28
Feed cost per litter		631.08		863.15		501.63
Avg wgt/Raised Hog sold		223		240		188
Avg price / cwt		55.67		54.60		57.49

Hogs, Finish Feeder Pigs
1996 Average per cwt produced

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	44		9		9	
	Quantity	Value	Quantity	Value	Quantity	Value
Finish Hogs sold (lb)	122.96	68.39	142.05	75.19	117.39	69.38
Transferred out (lb)	2.42	1.31	0.59	0.33	4.56	2.49
Cull sales (lb)	0.27	0.10	3.15	1.11	0.00	0.00
Butchered (lb)	0.11	0.06	0.23	0.13	0.01	0.01
Less purchased (lb)	-16.69	-17.01	-22.26	-19.16	-12.61	-13.41
Less transferred in (lb)	-8.00	-7.67	-4.29	-3.81	-12.33	-11.90
Inventory change (lb)	-1.08	3.99	-19.47	-7.72	2.98	8.39
Total production (lb)	100.00	49.17	100.00	46.07	100.00	54.96
Other income		0.00		0.00		0.00
Gross return		49.17		46.07		54.96
Direct expenses						
Barley (bu.)	0.01	0.03	0.06	0.15	0.00	0.00
Corn (bu.)	4.46	14.41	6.38	21.47	4.25	14.04
Oats (bu.)	0.01	0.01	0.00	0.00	0.00	0.00
Complete Ration (lb.)	30.83	3.39	23.47	3.42	3.70	0.45
Milk (lb.)	0.09	0.15	0.00	0.00	0.10	0.20
Protein Vit Minerals (lb.)	65.98	10.73	93.66	13.32	87.39	13.17
Other feed stuffs		0.88		0.00		0.00
Veterinary		0.48		0.69		0.41
BST		0.03		0.21		0.02
Livestock supplies		0.54		1.74		0.36
Fuel & oil		0.28		0.57		0.16
Repairs		0.74		0.46		0.59
Repair, machinery		0.09		0.50		0.03
Repair, livestock equip		0.20		0.71		0.06
Custom hire		0.63		0.47		0.74
Repair, buildings		0.09		0.37		0.06
Hired labor		0.10		0.95		0.07
Machinery & bldg leases		0.24		0.07		0.38
Hauling and trucking		0.09		0.19		0.02
Marketing		0.45		0.63		0.06
Operating interest		0.55		0.98		0.13
Total direct expenses		34.11		46.92		30.96
Return over direct expense		15.06		-0.84		24.01
Overhead expenses						
Hired labor		0.64		0.62		0.42
Machinery & bldg leases		0.52		0.20		0.41
RE & pers. property taxes		0.16		0.30		0.20
Farm insurance		0.27		0.49		0.26
Utilities		0.58		1.02		0.45
Dues & professional fees		0.01		0.01		0.02
Interest		0.85		1.82		0.43
Mach & bldg depreciation		1.16		1.71		1.03
Miscellaneous		0.36		0.36		0.26
Total overhead expenses		4.55		6.52		3.49
Total listed expenses		38.66		53.44		34.45
Net return		10.51		-7.37		20.52
Est. labor hours per unit		0.30		0.60		0.28
Labor & management charge		2.10		2.77		1.99
Net return over lbr & mgt		8.41		-10.14		18.53
Other Information						
No. purchased or trans in		1691		642		2295
Number sold or trans out		1587		743		2097
Percentage death loss		3.4		3.5		2.9
Avg. daily gain (lbs)		1.25		0.79		1.38
Lbs of conc / lb of gain		3.54		4.77		3.29
Lbs of feed / lb of gain		3.54		4.77		3.29
Feed cost per cwt of gain		29.60		38.36		27.85
Feed cost per head		60.31		73.63		59.59
Average purchase weight		44		52		40
Average sales weight		238		245		220
Avg purch price / head		45.16		44.60		42.59
Avg sales price / cwt		55.62		52.93		59.11

Hogs, Feeder Pigs 1996 Average per head
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Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	44		9		9	
	Quantity	Value	Quantity	Value	Quantity	Value
Finish Hogs sold (lb)	250.51	139.33	272.66	144.33	251.19	148.46
Transferred out (lb)	4.93	2.67	1.13	0.63	9.76	5.32
Cull sales (lb)	0.56	0.20	6.04	2.13	0.00	0.00
Butchered (lb)	0.22	0.11	0.44	0.26	0.03	0.02
Less purchased (lb)	-34.00	-34.65	-42.72	-36.77	-26.99	-28.69
Less transferred in (lb)	-16.29	-15.62	-8.24	-7.31	-26.39	-25.45
Inventory change (lb)	-2.20	8.13	-37.37	-14.83	6.38	17.95
Total production (lb)	203.73	100.17	191.94	88.43	213.98	117.61
Other income		0.00		0.00		0.00
Gross return		100.18		88.43		117.61
Direct expenses						
Barley (bu.)	0.02	0.06	0.11	0.29	0.00	0.00
Corn (bu.)	9.08	29.36	12.24	41.21	9.10	30.04
Oats (bu.)	0.01	0.02	0.00	0.00	0.00	0.00
Complete Ration (lb.)	62.82	6.92	45.05	6.56	7.93	0.95
Milk (lb.)	0.18	0.31	0.00	0.00	0.21	0.43
Protein Vit Minerals (lb.)	134.43	21.87	179.77	25.57	186.99	28.17
Other feed stuffs		1.78		0.00		0.00
Veterinary		0.98		1.33		0.87
BST		0.06		0.41		0.05
Livestock supplies		1.09		3.35		0.77
Fuel & oil		0.58		1.09		0.35
Repairs		1.50		0.88		1.27
Repair, machinery		0.19		0.96		0.06
Repair, livestock equip		0.42		1.36		0.13
Custom hire		1.28		0.91		1.57
Repair, buildings		0.17		0.72		0.14
Hired labor		0.21		1.82		0.15
Machinery & bldg leases		0.49		0.13		0.81
Hauling and trucking		0.17		0.36		0.04
Marketing		0.91		1.21		0.13
Operating interest		1.12		1.88		0.28
Total direct expenses		69.49		90.05		66.24
Return over direct expense		30.68		-1.62		51.37
Overhead expenses						
Hired labor		1.30		1.18		0.89
Machinery & bldg leases		1.07		0.38		0.87
RE & pers. property taxes		0.33		0.58		0.43
Farm insurance		0.55		0.94		0.56
Utilities		1.18		1.96		0.96
Dues & professional fees		0.03		0.01		0.05
Interest		1.72		3.50		0.93
Mach & bldg depreciation		2.36		3.27		2.21
Miscellaneous		0.74		0.69		0.57
Total overhead expenses		9.28		12.52		7.47
Total listed expenses		78.77		102.57		73.70
Net return		21.40		-14.14		43.91
Est. labor hours per unit		0.61		1.16		0.61
Labor & management charge		4.27		5.32		4.25
Net return over lbr & mgt		17.13		-19.46		39.65
Other Information						
No. purchased or trans in		1691		642		2295
Number sold or trans out		1587		743		2097
Percentage death loss		3.4		3.5		2.9
Avg. daily gain (lbs)		1.25		0.79		1.38
Lbs of conc / lb of gain		3.54		4.77		3.29
Lbs of feed / lb of gain		3.54		4.77		3.29
Feed cost per cwt of gain		29.60		38.36		27.85
Feed cost per head		60.31		73.63		59.59
Average purchase weight		44		52		40
Average sales weight		238		245		220
Avg purch price / head		45.16		44.60		42.59
Avg sales price / cwt		55.62		52.93		59.11

Hogs, Feeder Pig Production 1996 Average per head sold/trans

	Average For All Farms	
Number of farms	14	
	Quantity	Value
Feeder Pigs sold (hd)	0.28	13.98
Transferred out (hd)	0.21	8.66
Cull sales (hd)	0.04	4.21
Less purchased (hd)	-0.02	-2.03
Less transferred in (hd)	-0.02	-3.02
Inventory change (hd)	0.01	2.51
Total production (hd)	0.00	24.32
Other income		0.04
Gross return		24.36
Direct expenses		
Barley (bu.)	0.00	0.01
Corn (bu.)	1.30	4.20
Oats (bu.)	0.02	0.05
Complete Ration (lb.)	6.73	0.88
Creep / Starter (lb.)	0.68	0.26
Milk (lb.)	0.09	0.11
Protein Vit Minerals (lb.)	26.57	5.39
Breeding fees		0.13
Veterinary		0.90
Livestock supplies		0.87
Fuel & oil		0.39
Repairs		1.05
Repair, machinery		0.10
Repair, livestock equip		0.08
Custom hire		0.08
Repair, buildings		0.10
Hired labor		0.14
Marketing		0.03
Operating interest		0.11
Total direct expenses		14.89
Return over direct expense		9.48
Overhead expenses		
Repair, livestock equip		0.05
Hired labor		1.59
Machinery & bldg leases		1.21
RE & pers. property taxes		0.15
Farm insurance		0.29
Utilities		0.87
Interest		1.23
Mach & bldg depreciation		1.42
Miscellaneous		0.33
Total overhead expenses		7.14
Total listed expenses		22.03
Net return		2.33
Est. labor hours per unit		0.45
Labor & management charge		2.21
Net return over lbr & mgt		0.13
Other Information		
Average number of sows		173.4
Litters farrowed		346
Litters per sow		2.00
Litters per crate		11.02
Pigs born per litter		9.13
Pigs weaned per litter		8.36
Pigs weaned per sow		16.73
Number sold per litter		4.61
Feed cost per litter		178.33
Avg wgt/Feeder Pig sold		58
Avg price / head		49.60

Hogs, Feeder Pig Production 1996 Average per liter	
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Number of farms	Average For All Farms	
	14	
	Quantity	Value
Feeder Pigs sold (hd)	4.61	228.69
Transferred out (hd)	3.35	141.62
Cull sales (hd)	0.71	68.92
Butchered (hd)	0.00	0.14
Less purchased (hd)	-0.30	-33.22
Less transferred in (hd)	-0.30	-49.36
Inventory change (hd)	0.09	41.10
Total production (hd)	0.00	397.89
Other income		0.67
Gross return		398.57
Direct expenses		
Barley (bu.)	0.07	0.19
Corn (bu.)	21.27	68.77
Oats (bu.)	0.27	0.83
Complete Ration (lb.)	110.07	14.39
Creep / Starter (lb.)	11.20	4.19
Milk (lb.)	1.44	1.83
Protein Vit Minerals (lb.)	434.63	88.14
Breeding fees		2.10
Veterinary		14.72
Livestock supplies		14.23
Fuel & oil		6.33
Repairs		17.22
Repair, machinery		1.67
Repair, livestock equip		1.24
Custom hire		1.31
Repair, buildings		1.70
Hired labor		2.22
Machinery & bldg leases		0.15
Hauling and trucking		0.03
Marketing		0.54
Operating interest		1.75
Total direct expenses		243.55
Return over direct expense		155.01
Overhead expenses		
Repair, livestock equip		0.75
Hired labor		26.04
Machinery & bldg leases		19.73
RE & pers. property taxes		2.48
Farm insurance		4.77
Utilities		14.30
Interest		20.18
Mach & bldg depreciation		23.18
Miscellaneous		5.41
Total overhead expenses		116.85
Total listed expenses		360.41
Net return		38.16
Est. labor hours per unit		
Labor & management charge		7.38
Net return over lbr & mgt		36.07
		2.09
Other Information		
Average number of sows		173.4
Litters farrowed		346
Litters per sow		2.00
Litters per crate		11.02
Pigs born per litter		9.13
Pigs weaned per litter		8.36
Pigs weaned per sow		16.73
Number sold per litter		4.61
Feed cost per litter		178.33
Avg wgt/Feeder Pig sold		58
Avg price / head		49.60

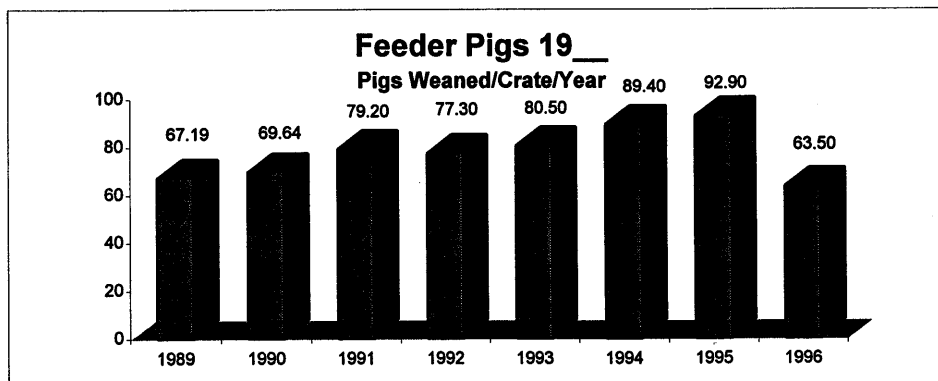
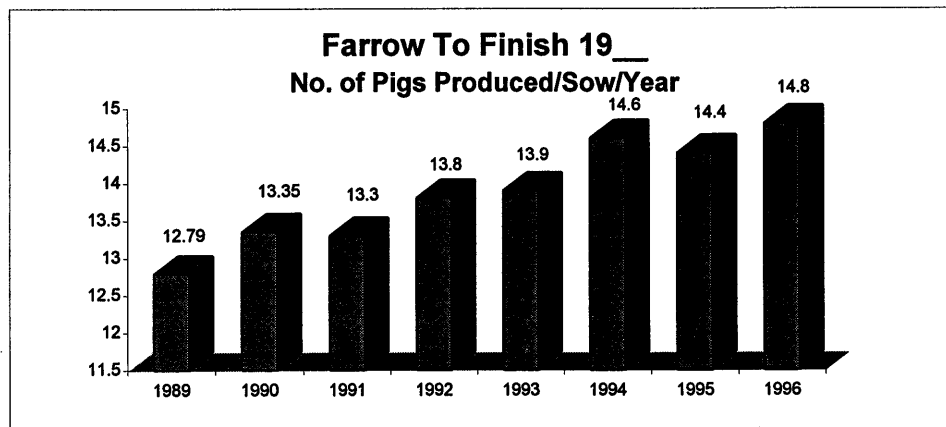
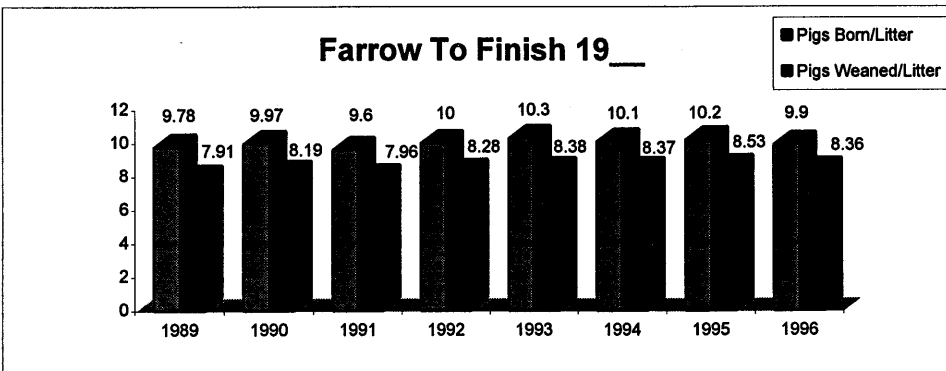
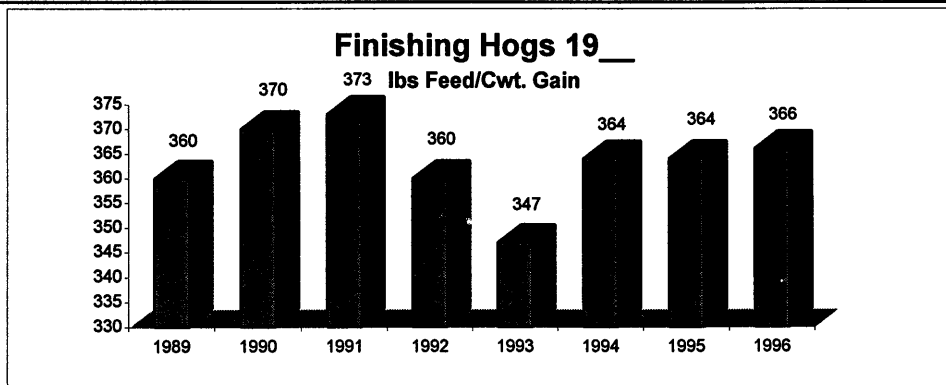
Hogs, Farrow to Weaning 1996 Average per head sold/trans

Number of farms	Average For All Farms	
	Quantity	Value
	5	
Weaning Pigs sold (hd)	0.06	2.57
Transferred out (hd)	0.94	39.39
Cull sales (hd)	0.06	10.23
Butchered (hd)	0.00	0.05
Less purchased (hd)	-0.04	-7.16
Less transferred in (hd)	-0.02	-3.40
Inventory change (hd)	0.02	2.34
Total production (hd)	0.00	44.02
Other income		0.00
Gross return		44.02
Direct expenses		
Corn (bu.)	2.63	8.90
Hay, Alfalfa (lb.)	0.84	0.05
Oats (bu.)	0.08	0.25
Complete Ration (lb.)	13.01	4.35
Protein Vit Minerals (lb.)	91.60	14.92
Veterinary		1.74
BST		0.84
Livestock supplies		0.55
Fuel & oil		0.40
Repairs		0.89
Repair, machinery		0.20
Repair, livestock equip		0.24
Custom hire		0.13
Repair, buildings		0.02
Marketing		0.27
Bedding		0.01
Operating interest		0.63
Total direct expenses		34.38
Return over direct expense		9.63
Overhead expenses		
Hired labor		1.42
Machinery & bldg leases		2.88
RE & pers. property taxes		0.23
Farm insurance		0.99
Utilities		1.52
Dues & professional fees		0.20
Interest		1.88
Mach & bldg depreciation		2.34
Miscellaneous		0.77
Total overhead expenses		12.22
Total listed expenses		46.61
Net return		-2.59
Est. labor hours per unit		1.22
Labor & management charge		11.20
Net return over lbr & mgt		-13.79
Other Information		
Average number of sows		96.8
Litters farrowed		183
Litters per sow		1.89
Litters per crate		8.72
Pigs born per litter		9.80
Pigs weaned per litter		8.22
Pigs weaned per sow		15.57
Number sold per litter		0.47
Feed cost per litter		221.06
Avg wgt/Weaning Pig sold		55
Avg price / head		41.99

Hogs, Farrow to Weaning 1996 Average per litter	
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Number of farms	Average For All Farms	
	5	
	Quantity	Value
Weaning Pigs sold (hd)	0.47	19.94
Transferred out (hd)	7.29	305.99
Cull sales (hd)	0.43	79.46
Butchered (hd)	0.00	0.39
Less purchased (hd)	-0.32	-55.65
Less transferred in (hd)	-0.14	-26.39
Inventory change (hd)	0.16	18.16
Total production (hd)	0.00	341.91
Other income		0.00
Gross return		341.91
Direct expenses		
Corn (bu.)	20.46	69.10
Hay, Alfalfa (lb.)	6.55	0.38
Oats (bu.)	0.66	1.90
Complete Ration (lb.)	101.09	33.79
Protein Vit Minerals (lb.)	711.51	115.90
Veterinary		13.51
BST		6.55
Livestock supplies		4.26
Fuel & oil		3.07
Repairs		6.95
Repair, machinery		1.55
Repair, livestock equip		1.87
Custom hire		1.03
Repair, buildings		0.14
Marketing		2.08
Bedding		0.09
Operating interest		4.91
Total direct expenses		267.08
Return over direct expense		74.83
Overhead expenses		
Hired labor		10.99
Machinery & bldg leases		22.40
RE & pers. property taxes		1.75
Farm insurance		7.65
Utilities		11.79
Dues & professional fees		1.58
Interest		14.60
Mach & bldg depreciation		18.19
Miscellaneous		5.99
Total overhead expenses		94.94
Total listed expenses		362.02
Net return		-20.11
Est. labor hours per unit		9.44
Labor & management charge		86.99
Net return over lbr & mgt		-107.10
Other Information		
Average number of sows		96.8
Litters farrowed		183
Litters per sow		1.89
Litters per crate		8.72
Pigs born per litter		9.80
Pigs weaned per litter		8.22
Pigs weaned per sow		15.57
Number sold per litter		0.47
Feed cost per litter		221.06
Avg wgt/Weaning Pig sold		55
Avg price / head		41.99

Key Average Pork Production Efficiency Factors



Dairy 1996
Average per cwt of Milk

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	178		36		36	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (lb)	99.51	14.86	99.41	14.42	99.51	14.92
Milk fed to animals (lb)	0.43	0.06	0.50	0.07	0.46	0.07
Dairy Calves sold (hd)	0.00	0.02	0.00	0.00	0.00	0.03
Transferred out (hd)	0.00	0.05	0.00	0.02	0.00	0.04
Cull sales (hd)	0.00	0.64	0.00	0.73	0.00	0.63
Butchered (hd)	0.00	0.01	0.00	0.01	0.00	0.01
Less purchased (hd)	-0.00	-0.56	-0.00	-0.57	-0.00	-0.55
Less transferred in (hd)	-0.00	-1.88	-0.00	-1.84	-0.00	-1.60
Inventory change (hd)	0.00	0.45	-0.00	-0.19	0.00	0.42
Total production		13.66		12.67		13.97
Other income		0.02		0.00		0.06
Gross return		13.68		12.67		14.03
Direct expenses						
Barley (bu.)	0.01	0.04	0.04	0.11	0.01	0.02
Corn (bu.)	0.49	1.52	0.59	1.92	0.51	1.39
Corn Silage (lb.)	56.44	0.62	70.63	0.87	47.58	0.40
Hay, Alfalfa (lb.)	23.93	1.17	40.28	2.04	19.79	0.89
Hay, Grass & Other (lb.)	0.65	0.02	2.24	0.09	0.17	0.01
Haylage, Alfalfa (lb.)	24.40	0.58	22.25	0.53	23.20	0.49
Oatlage (lb.)	1.74	0.02	0.67	0.01	1.95	0.01
Pasture (aum)	0.01	0.02	0.02	0.05	0.00	0.02
Complete Ration (lb.)	5.22	0.35	1.90	0.32	0.76	0.08
Protein Vit Minerals (lb.)	13.63	1.90	12.64	1.84	16.50	1.97
Other feed stuffs		0.28		0.14		0.29
Breeding fees		0.13		0.16		0.10
Veterinary		0.45		0.47		0.49
BST		0.02		0.00		0.01
Livestock supplies		0.69		0.72		0.74
DHIA		0.06		0.09		0.03
Fuel & oil		0.13		0.14		0.11
Repairs		0.23		0.25		0.26
Repair, machinery		0.11		0.18		0.07
Repair, livestock equip		0.13		0.18		0.07
Custom hire		0.12		0.11		0.12
Repair, buildings		0.09		0.14		0.06
Hired labor		0.11		0.30		0.00
Machinery & bldg leases		0.05		0.13		0.00
Livestock leases		0.02		0.00		0.04
Hauling and trucking		0.11		0.20		0.04
Marketing		0.14		0.20		0.09
Bedding		0.06		0.04		0.04
Operating interest		0.07		0.10		0.07
Total direct expenses		9.22		11.33		7.92
Return over direct expense		4.46		1.34		6.11
Overhead expenses						
Hired labor		0.56		0.18		0.67
Machinery & bldg leases		0.13		0.10		0.19
RE & pers. property taxes		0.06		0.08		0.04
Farm insurance		0.12		0.13		0.10
Utilities		0.28		0.29		0.26
Dues & professional fees		0.03		0.05		0.01
Interest		0.54		0.74		0.42
Mach & bldg depreciation		0.50		0.42		0.50
Miscellaneous		0.13		0.10		0.12
Total overhead expenses		2.36		2.07		2.31
Total listed expenses		11.58		13.40		10.24
Net return		2.10		-0.73		3.80
Est. labor hours per unit		0.14		0.16		0.12
Labor & management charge		1.16		1.32		0.95
Net return over lbr & mgt		0.94		-2.05		2.84
Other Information						
Avg. number of Cows		74.8		55.1		90.9
Milk produced per Cow		17816		15097		20319
Percent butterfat in milk		3.0		2.0		3.0
Culling percentage		30.4		32.0		32.3
Percent of barn capacity		115.5		125.1		109.3
Lbs. milk/lb grain & conc.		2.0		2.0		2.0
Feed cost per cwt of milk		6.52		7.92		5.57
Feed cost per Cow		1160.98		1195.11		1131.66
Avg. milk price per cwt.		14.94		14.51		15.00

Dairy 1996 Average per cow

	Average For All Farms		Average For Low 20%		Average For High 20%	
Number of farms	178		36		36	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (lb)	17727.99	2647.76	15007.67	2176.98	20220.10	3032.32
Milk used in home (lb)	10.88	1.59	14.31	2.08	5.11	0.71
Milk fed to animals (lb)	76.86	11.14	74.93	11.03	93.51	14.76
Dairy Calves sold (hd)	0.01	3.21	0.01	0.37	0.02	5.15
Transferred out (hd)	0.09	9.19	0.03	2.47	0.08	9.10
Cull sales (hd)	0.30	113.60	0.32	109.59	0.32	127.32
Butchered (hd)	0.01	2.22	0.01	2.17	0.01	1.98
Less purchased (hd)	-0.10	-99.78	-0.10	-85.79	-0.11	-112.47
Less transferred in (hd)	-0.34	-335.07	-0.29	-278.06	-0.34	-325.15
Inventory change (hd)	0.07	80.00	-0.01	-28.52	0.06	85.55
Total production		2433.85		1912.33		2839.28
Other income		3.90		0.00		12.37
Gross return		2437.75		1912.33		2851.65
Direct expenses						
Barley (bu.)	2.35	6.69	6.15	16.53	1.51	3.75
Corn (bu.)	87.67	270.20	88.54	290.43	104.45	281.87
Corn Silage (lb.)	10055.46	110.27	10663.60	131.53	9667.37	81.61
Hay, Alfalfa (lb.)	4264.11	209.08	6081.60	307.96	4021.33	180.49
Hay, Grass & Other (lb.)	115.89	4.24	337.57	13.53	34.00	1.12
Haylage, Alfalfa (lb.)	4347.21	102.60	3358.70	79.78	4713.11	100.43
Oatlage (lb.)	309.14	2.97	100.84	1.26	395.24	2.24
Pasture (aum)	0.91	4.44	2.91	7.10	1.00	3.22
Complete Ration (lb.)	930.08	63.23	286.54	47.60	154.25	16.97
Protein Vit Minerals (lb.)	2428.31	337.62	1907.50	278.41	3352.07	400.70
Other feed stuffs		49.63		20.97		59.27
Breeding fees		22.76		24.35		21.23
Veterinary		80.88		70.44		98.77
Livestock supplies		124.94		108.58		152.38
DHIA		10.69		14.23		6.76
Fuel & oil		22.50		21.26		22.49
Repairs		41.23		38.29		53.01
Repair, machinery		19.37		26.73		14.93
Repair, livestock equip		22.45		27.01		14.65
Custom hire		21.52		17.24		23.68
Repair, buildings		16.11		21.37		12.21
Hired labor		20.38		45.15		0.11
Machinery & bldg leases		8.58		20.10		0.01
Livestock leases		3.18		0.00		8.71
Hauling and trucking		19.63		29.50		7.94
Marketing		25.81		30.24		19.22
Bedding		10.18		5.71		7.76
Operating interest		11.96		14.98		14.59
Total direct expenses		1643.14		1710.28		1610.09
Return over direct expense		794.61		202.04		1241.55
Overhead expenses						
Hired labor		100.30		26.50		136.60
Machinery & bldg leases		23.87		14.63		37.92
RE & pers. property taxes		10.24		11.38		9.07
Farm insurance		20.51		20.04		20.99
Utilities		50.53		43.73		52.70
Dues & professional fees		6.13		6.92		1.61
Interest		96.41		111.12		84.97
Mach & bldg depreciation		89.42		62.82		102.38
Miscellaneous		23.03		15.01		23.71
Total overhead expenses		420.46		312.15		469.94
Total listed expenses		2063.60		2022.43		2080.03
Net return		374.15		-110.11		771.61
Est. labor hours per unit		25.42		24.79		23.61
Labor & management charge		206.07		199.97		193.75
Net return over lbr & mgt		168.08		-310.08		577.86
Other Information						
Avg. number of Cows		74.8		55.1		90.9
Milk produced per Cow		17816		15097		20319
Percent butterfat in milk		3.0		2.0		3.0
Culling percentage		30.4		32.0		32.3
Percent of barn capacity		115.5		125.1		109.3
Lbs. milk/lb grain & conc.		2.0		2.0		2.0
Feed cost per cwt of milk		6.52		7.92		5.57
Feed cost per Cow		1160.98		1195.11		1131.66
Avg. milk price per cwt.		14.94		14.51		15.00

Dairy and Repl Heifers
1996 Average per cwt of milk

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	172		34		34	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (lb)	99.49	14.84	99.26	14.68	99.56	14.90
Milk fed to animals (lb)	0.45	0.07	0.68	0.09	0.41	0.06
Dairy Calves sold (hd)	0.00	0.50	0.00	0.45	0.00	0.51
Transferred out (hd)	0.00	2.07	0.00	3.07	0.00	1.97
Cull sales (hd)	0.00	0.66	0.00	0.63	0.00	0.57
Butchered (hd)	0.00	0.02	0.00	0.03	0.00	0.02
Less purchased (hd)	-0.00	-0.92	-0.00	-1.93	-0.00	-0.76
Less transferred in (hd)	-0.00	-2.04	-0.00	-3.11	-0.00	-1.96
Inventory change (hd)	0.00	0.49	0.00	0.59	0.00	1.13
Total production		15.70		14.53		16.46
Other income		0.03		0.00		0.07
Gross return		15.72		14.53		16.53
Direct expenses						
Barley (bu.)	0.02	0.05	0.04	0.12	0.01	0.03
Corn (bu.)	0.61	1.88	0.70	2.30	0.59	1.57
Corn Silage (lb.)	89.64	0.97	125.15	1.24	65.99	0.58
Hay, Alfalfa (lb.)	44.64	1.66	47.68	2.49	65.96	1.30
Hay, Grass & Other (lb.)	2.06	0.07	5.23	0.16	0.15	0.01
Haylage, Alfalfa (lb.)	29.35	0.67	26.33	0.69	25.02	0.52
Oatlage (lb.)	4.44	0.04	1.45	0.02	4.22	0.03
Oats (bu.)	0.03	0.05	0.03	0.05	0.03	0.04
Pasture (aum)	0.01	0.04	0.02	0.02	0.00	0.03
Complete Ration (lb.)	2.42	0.31	2.14	0.32	1.41	0.20
Protein Vit Minerals (lb.)	15.18	2.20	13.36	2.20	18.11	2.38
Other feed stuffs		0.32		0.22		0.41
Breeding fees		0.16		0.15		0.17
Veterinary		0.51		0.48		0.54
BST		0.02		0.04		0.01
Livestock supplies		0.76		0.73		0.76
DHIA		0.06		0.08		0.03
Fuel & oil		0.16		0.19		0.14
Repairs		0.27		0.23		0.37
Repair, machinery		0.11		0.14		0.03
Repair, livestock equip		0.17		0.24		0.07
Custom hire		0.17		0.14		0.14
Repair, buildings		0.11		0.13		0.07
Hired labor		0.12		0.62		0.00
Machinery & bldg leases		0.05		0.09		0.00
Hauling and trucking		0.11		0.16		0.04
Marketing		0.14		0.18		0.10
Bedding		0.07		0.04		0.04
Operating interest		0.08		0.12		0.08
Total direct expenses		11.32		13.59		9.69
Return over direct expense		4.40		0.94		6.84
Overhead expenses						
Hired labor		0.63		0.21		0.68
Machinery & bldg leases		0.15		0.11		0.17
RE & pers. property taxes		0.07		0.09		0.05
Farm insurance		0.14		0.14		0.13
Utilities		0.35		0.34		0.30
Dues & professional fees		0.04		0.04		0.01
Interest		0.67		1.29		0.50
Mach & bldg depreciation		0.61		0.56		0.54
Miscellaneous		0.16		0.14		0.15
Total overhead expenses		2.82		2.92		2.55
Total listed expenses		14.15		16.51		12.24
Net return		1.58		-1.98		4.29
Est. labor hours per unit		0.17		0.15		0.11
Labor & management charge		1.42		1.46		1.17
Net return over lbr & mgt		0.16		-3.44		3.12
Other Information						
Avg. number of Cows		73.4		67.3		90.1
Milk produced per Cow		17707		15747		19990
Percent butterfat in milk		3.1		2.1		3.2
Culling percentage		34.0		29.7		36.3
Percent of barn capacity		116.4		124.4		112.0
Lbs. milk/lb grain & conc.		1.7		1.7		1.7
Feed cost per cwt of milk		8.24		9.84		7.10
Feed cost per Cow		1459.30		1548.82		1418.96
Avg. milk price per cwt.		14.91		14.79		14.97

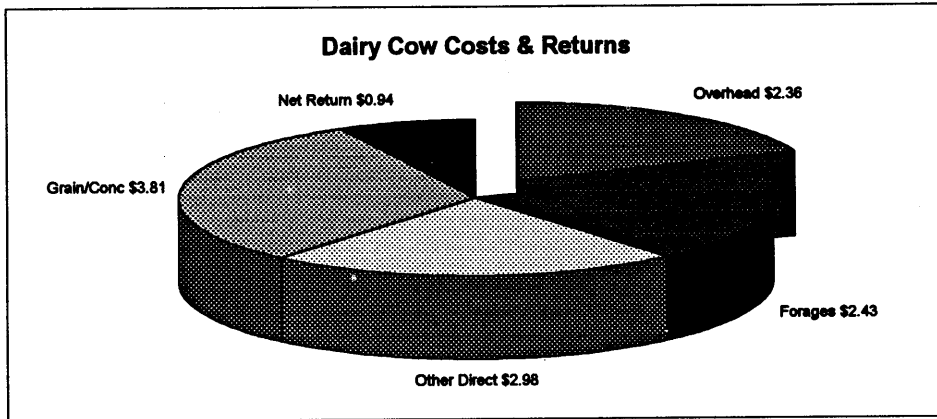
Dairy and Repl Heifers 1996 Average per cow
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	Average For All Farms		Average For Low 20%		Average For High 20%	
Number of farms	172		34		34	
	Quantity	Value	Quantity	Value	Quantity	Value
Milk sold (lb)	17616.34	2626.81	15630.69	2312.27	19903.33	2979.24
Milk used in home (lb)	10.99	1.60	8.74	1.27	4.79	0.66
Milk fed to animals (lb)	79.49	11.51	107.46	14.94	82.21	12.29
Dairy Calves sold (hd)	0.43	89.23	0.42	71.22	0.44	102.68
Transferred out (hd)	0.50	366.13	0.78	484.15	0.50	394.74
Cull sales (hd)	0.34	116.68	0.30	99.84	0.36	113.67
Butchered (hd)	0.01	3.46	0.01	4.72	0.01	3.24
Less purchased (hd)	-0.17	-162.05	-0.30	-304.61	-0.17	-151.04
Less transferred in (hd)	-0.46	-361.22	-0.72	-489.44	-0.47	-390.96
Inventory change (hd)	0.08	87.26	0.13	93.60	0.19	225.33
Total production		2779.42		2287.95		3289.86
Other income		4.92		0.00		14.58
Gross return		2784.34		2287.95		3304.45
Direct expenses						
Barley (bu.)	2.90	8.16	6.94	18.27	2.31	5.82
Corn (bu.)	107.52	332.68	109.53	362.65	117.43	313.94
Corn Silage (lb.)	15872.10	171.28	19708.00	195.14	13192.04	115.00
Hay, Alfalfa (lb.)	7903.87	293.93	7507.47	391.94	13185.78	259.63
Hay, Grass & Other (lb.)	364.71	11.81	823.76	25.47	30.00	1.13
Haylage, Alfalfa (lb.)	5197.02	118.17	4145.57	109.42	5001.60	103.64
Oatlage (lb.)	786.71	7.94	228.64	2.83	842.83	6.33
Oats (bu.)	4.44	7.98	4.50	7.52	5.58	8.85
Pasture (aum)	1.30	6.43	3.20	3.92	0.58	5.85
Complete Ration (lb.)	429.13	54.23	336.35	50.47	281.56	40.17
Protein Vit Minerals (lb.)	2687.43	389.18	2103.80	347.22	3620.07	475.83
Other feed stuffs		57.50		33.97		82.78
Breeding fees		28.55		23.27		33.19
Veterinary		90.51		75.74		108.66
Livestock supplies		137.72		121.70		154.43
DHIA		10.43		12.59		6.67
Fuel & oil		27.96		29.24		27.71
Repairs		48.64		35.61		74.28
Repair, machinery		19.78		21.54		6.68
Repair, livestock equip		29.27		38.36		13.82
Custom hire		30.00		22.62		27.07
Repair, buildings		19.81		20.72		13.97
Hired labor		22.05		97.28		0.12
Machinery & bldg leases		9.65		14.80		0.74
Hauling and trucking		20.03		25.41		7.68
Marketing		25.35		28.05		19.95
Bedding		11.54		6.01		7.91
Operating interest		14.32		18.89		15.45
Total direct expenses		2004.93		2140.67		1937.31
Return over direct expense		779.41		147.28		1367.14
Overhead expenses						
Hired labor		111.87		32.71		136.36
Machinery & bldg leases		27.18		16.86		34.89
RE & pers. property taxes		12.63		14.14		9.90
Farm insurance		25.50		22.75		25.47
Utilities		61.70		53.28		59.94
Dues & professional fees		7.37		6.85		2.39
Interest		117.94		202.36		100.29
Mach & bldg depreciation		107.90		87.93		108.93
Miscellaneous		27.84		22.26		30.73
Total overhead expenses		499.93		459.14		508.90
Total listed expenses		2504.86		2599.81		2446.21
Net return		279.48		-311.86		858.24
Est. labor hours per unit		29.79		24.33		22.70
Labor & management charge		251.44		230.09		234.74
Net return over lbr & mgt		28.04		-541.94		623.50
Other Information						
Avg. number of Cows		73.4		67.3		90.1
Milk produced per Cow		17707		15747		19990
Percent butterfat in milk		3.1		2.1		3.2
Culling percentage		34.0		29.7		36.3
Percent of barn capacity		116.4		124.4		112.0
Lbs. milk/lb grain & conc.		1.7		1.7		1.7
Feed cost per cwt of milk		8.24		9.84		7.10
Feed cost per Cow		1459.30		1548.82		1418.96
Avg. milk price per cwt.		14.91		14.79		14.97

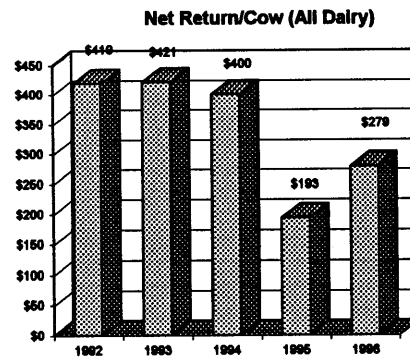
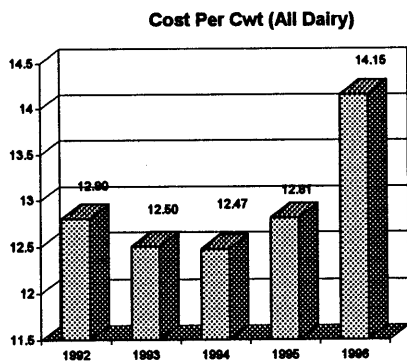
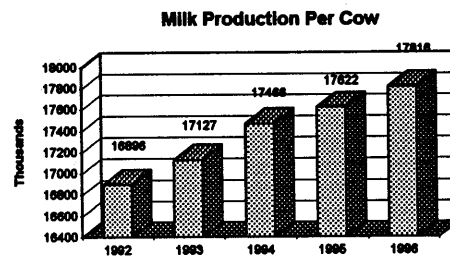
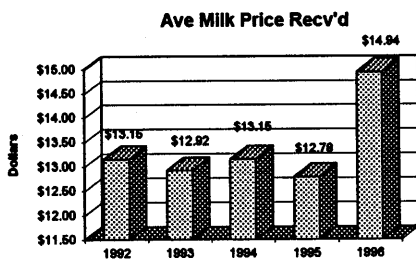
Dairy and Repl Heifers
1996 Average per head

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	173		35		35	
	Quantity	Value	Quantity	Value	Quantity	Value
Replacements sold (hd)	0.51	104.86	0.41	69.37	0.37	101.77
Transferred out (hd)	0.49	431.63	0.59	435.92	0.63	579.27
Cull sales (hd)	0.04	2.70	0.06	5.39	0.08	3.57
Butchered (hd)	0.00	1.35	0.01	3.76	0.00	0.54
Less purchased (hd)	-0.10	-96.31	-0.02	-16.78	-0.07	-43.48
Less transferred in (hd)	-0.12	-11.85	-0.07	-6.83	-0.14	-12.65
Inventory change (hd)	0.01	8.53	-0.11	-108.10	0.21	151.21
Total production (hd)	0.00	440.91	0.00	382.73	0.00	780.23
Other income		0.98		0.00		0.56
Gross return		441.89		382.73		780.79
Direct expenses						
Barley (bu.)	0.51	1.34	1.07	2.85	0.01	0.03
Corn (bu.)	20.34	65.10	35.22	113.66	25.17	74.63
Corn Silage (lb.)	6935.37	72.96	17925.66	139.03	4319.51	53.17
Hay, Alfalfa (lb.)	4366.67	101.57	4356.33	220.75	2185.43	88.85
Hay, Grass & Other (lb.)	293.64	8.88	967.12	26.19	69.22	2.75
Haylage, Alfalfa (lb.)	964.43	17.82	1047.90	25.16	780.21	17.81
Oatlage (lb.)	579.00	6.03	19.06	0.19	503.43	5.22
Oats (bu.)	3.78	6.38	6.11	9.68	2.63	5.60
Pasture (aum)	0.41	2.11	0.00	0.00	0.64	5.51
Sorghum Silage (lb.)	152.92	0.79	194.76	1.66	406.18	1.81
Complete Ration (lb.)	206.68	23.90	183.35	24.66	145.32	29.22
Creep / Starter (lb.)	2.12	0.71	0.00	0.00	0.00	0.96
Milk (lb.)	13.17	2.40	5.19	3.67	10.44	1.51
Milk Replacer (lb.)	3.85	2.96	2.62	1.96	9.51	5.95
Protein Vit Minerals (lb.)	320.09	59.31	640.79	111.83	369.38	67.59
Other feed stuffs		2.69		2.87		4.81
Breeding fees		7.04		13.01		7.22
Veterinary		12.50		18.17		17.89
Livestock supplies		14.92		21.54		18.92
Fuel & oil		6.98		6.63		7.88
Repairs		10.28		12.57		12.66
Repair, machinery		3.90		6.87		4.90
Repair, livestock equip		7.74		13.56		4.52
Custom hire		8.89		5.85		4.37
Repair, buildings		4.17		8.99		4.73
Hired labor		0.69		0.02		2.69
Machinery & bldg leases		1.08		0.85		0.00
Livestock leases		1.33		0.00		0.00
Hauling and trucking		0.58		0.07		0.61
Bedding		2.63		4.46		2.69
Operating interest		3.08		4.91		4.80
Total direct expenses		460.79		801.66		459.32
Return over direct expense		-18.90		-418.93		321.47
Overhead expenses						
Hired labor		22.47		20.76		32.25
Machinery & bldg leases		5.67		3.59		3.95
RE & pers. property taxes		2.65		4.58		3.07
Farm insurance		5.64		6.81		6.07
Utilities		13.46		14.89		15.39
Dues & professional fees		1.76		0.35		0.97
Interest		35.93		27.45		23.11
Mach & bldg depreciation		25.40		34.89		18.17
Miscellaneous		7.42		4.75		8.90
Total overhead expenses		120.41		118.07		111.89
Total listed expenses		581.20		919.73		571.21
Net return		-139.31		-537.00		209.58
Est. labor hours per unit		6.02		9.41		6.76
Labor & management charge		52.88		78.93		60.07
Net return over lbr & mgt		-192.19		-615.92		149.51
Other Information						
No. purchased or trans in		13		3		11
Number sold or trans out		60		36		50
Percentage death loss		5.2		6.5		3.7
Feed cost/head sold+trans		374.97		684.17		365.43
Avg. purchase weight		12		0		14
Avg. sales weight		53		29		168
Avg. purch price / head		975.41		844.88		580.22
Avg. sales price / head		205.39		170.58		276.67

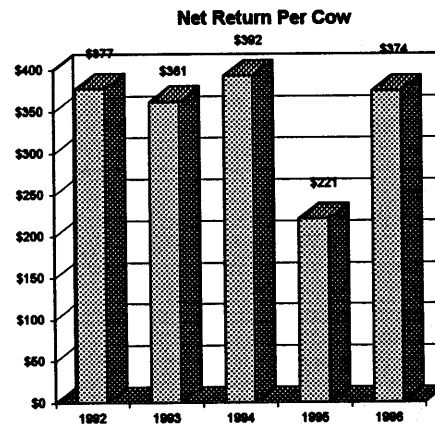
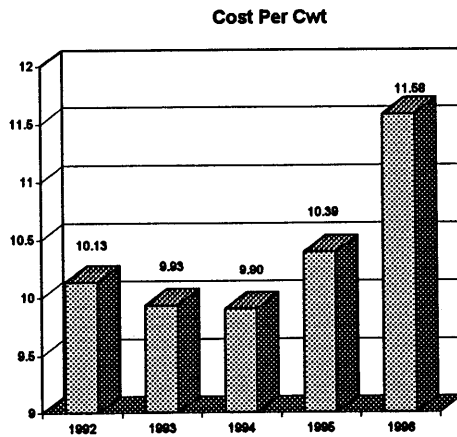
Summary of Selected Dairy Enterprise Factors - 1996



The data above is from the Dairy Cow Enterprise and does not include costs related to Dairy Replacements



The data for the two graphs above is from the All Dairy Enterprise, which includes costs for Dairy Replacements.



The data for the two graphs above is from the Dairy Cow Enterprise & does not include costs for Dairy Replacements

Beef Cow-Calf 1996 Average per cwt produced
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Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	44		9		9	
	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	65.86	45.33	373.72	361.52	34.69	18.49
Transferred out (lb)	46.71	28.47	70.94	44.78	78.23	47.46
Cull sales (lb)	42.97	18.31	231.22	86.59	19.67	15.62
Butchered (lb)	0.83	0.42	0.00	0.00	1.64	0.47
Less purchased (lb)	-16.44	-10.38	-112.10	-63.09	-23.41	-11.30
Less transferred in (lb)	-14.34	-8.33	-11.93	-5.97	-12.34	-6.51
Inventory change (lb)	-8.09	-4.65	-121.84	-44.25	1.52	5.57
Total production (lb)	98.58	69.16	73.20	379.59	100.00	69.81
Other income		0.56		3.75		0.00
Gross return		69.72		383.34		69.81
Direct expenses						
Barley (bu.)	0.08	0.24	0.00	0.00	0.00	0.00
Corn (bu.)	1.96	6.36	10.07	33.25	0.60	1.89
Corn Silage (lb.)	1075.27	11.31	9359.69	114.08	910.12	3.71
Hay, Alfalfa (lb.)	826.59	38.54	3737.24	195.23	257.17	10.09
Hay, Grass & Other (lb.)	282.50	9.27	228.07	9.20	278.08	7.41
Haylage, Alfalfa (lb.)	10.69	0.23	0.00	0.00	0.00	0.00
Haylage, Grass & Other (lb.)	73.16	0.22	0.00	0.00	0.00	0.00
Oatlage (lb.)	19.86	0.17	143.58	1.44	25.53	0.15
Oats (bu.)	0.10	0.19	0.05	0.10	0.00	0.00
Pasture (aum)	0.25	3.18	2.19	23.69	0.00	0.00
Sorghum Silage (lb.)	30.11	0.11	0.00	0.00	0.00	0.00
Stover (lb.)	99.98	0.69	106.08	0.77	255.95	1.61
Complete Ration (lb.)	20.09	1.54	121.99	1.04	9.12	1.36
Protein Vit Minerals (lb.)	25.21	4.98	99.00	24.91	11.59	3.04
Breeding fees		3.52		50.01		0.54
Veterinary		4.37		31.98		1.96
BST		0.02		0.00		0.00
Livestock supplies		1.49		5.69		0.63
Fuel & oil		2.11		4.99		1.19
Repairs		2.78		14.60		1.47
Repair, machinery		1.08		0.00		0.91
Repair, livestock equip		0.26		0.00		0.00
Custom hire		1.20		3.73		0.76
Repair, buildings		0.58		0.00		0.00
Livestock leases		0.31		0.00		0.00
Utilities		0.07		0.00		0.00
Hauling and trucking		0.49		6.02		0.00
Marketing		2.38		37.92		0.00
Bedding		0.05		0.00		0.16
Operating interest		2.84		10.32		2.65
Total direct expenses		100.59		568.95		39.54
Return over direct expense		-30.87		-185.60		30.27
Overhead expenses						
Hired labor		2.33		12.11		1.71
Machinery & bldg leases		1.23		0.05		2.12
RE & pers. property taxes		1.17		3.11		1.16
Farm insurance		1.66		4.13		1.07
Utilities		2.54		11.74		1.86
Dues & professional fees		0.30		0.00		0.27
Interest		5.27		13.58		4.49
Mach & bldg depreciation		4.30		23.30		2.25
Miscellaneous		2.85		6.12		2.51
Total overhead expenses		21.66		74.14		17.45
Total listed expenses		122.25		643.09		56.99
Net return		-52.53		-259.75		12.82
Est. labor hours per unit		1.38		1.42		1.19
Labor & management charge		21.61		54.05		16.09
Net return over lbr & mgt		-74.14		-313.79		-3.26
Other Information						
Number of cows		36.2		34.4		41.2
Pregnancy percentage		90.9		96.0		96.8
Pregnancy loss percentage		1.0		11.2		2.7
Culling percentage		16.0		24.5		8.9
Calving percentage		90.0		85.3		94.2
Weaning percentage		84.6		77.1		91.3
Calves sold per cow		0.83		0.74		0.91
Calf death loss percent		7.5		12.9		4.7
Average weaning weight		433		500		439
Lbs weaned/exposed female		366		385		400
Feed cost per cow		343.75		491.24		129.78
Avg wgt/Beef Calf sold		746		884		696
Avg price / cwt		68.82		96.74		53.31

Beef Cow-Calf 1996 Average per cow

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	44		9		9	
	Quantity	Value	Quantity	Value	Quantity	Value
Beef Calves sold (lb)	293.94	202.29	454.75	439.90	153.84	82.01
Transferred out (lb)	208.46	127.08	86.32	54.50	346.91	210.47
Cull sales (lb)	191.78	81.70	281.36	105.37	87.23	69.27
Butchered (lb)	3.70	1.86	0.00	0.00	7.28	2.10
Less purchased (lb)	-73.38	-46.34	-136.41	-76.77	-103.80	-50.10
Less transferred in (lb)	-63.99	-37.19	-14.52	-7.26	-54.73	-28.85
Inventory change (lb)	-36.09	-20.74	-148.26	-53.84	6.74	24.70
Total production (lb)	439.95	308.66	89.07	461.89	443.47	309.60
Other income		2.50		4.57		0.00
Gross return		311.16		466.46		309.60
Direct expenses						
Barley (bu.)	0.38	1.05	0.00	0.00	0.00	0.00
Corn (bu.)	8.75	28.41	12.26	40.46	2.67	8.37
Corn Silage (lb.)	4798.88	50.48	11389.12	138.81	4036.13	16.45
Hay, Alfalfa (lb.)	3689.02	172.00	4547.57	237.56	1140.47	44.74
Hay, Grass & Other (lb.)	1260.78	41.37	277.53	11.20	1233.22	32.88
Haylage, Alfalfa (lb.)	47.72	1.01	0.00	0.00	0.00	0.00
Haylage, Grass & Other (lb.)	326.53	0.98	0.00	0.00	0.00	0.00
Oatlage (lb.)	88.63	0.75	174.71	1.75	113.24	0.68
Oats (bu.)	0.45	0.85	0.06	0.12	0.00	0.00
Pasture (aum)	1.13	14.20	2.67	28.82	0.00	0.00
Sorghum Silage (lb.)	134.38	0.47	0.00	0.00	0.00	0.00
Stover (lb.)	446.21	3.09	129.08	0.94	1135.08	7.14
Complete Ration (lb.)	89.64	6.86	148.44	1.26	40.44	6.04
Protein Vit Minerals (lb.)	112.52	22.22	120.47	30.31	51.39	13.46
Breeding fees		15.71		60.85		2.40
Veterinary		19.51		38.92		8.68
BST		0.09		0.00		0.00
Livestock supplies		6.66		6.92		2.81
Fuel & oil		9.43		6.07		5.27
Repairs		12.43		17.76		6.52
Repair, machinery		4.84		0.00		4.03
Repair, livestock equip		1.18		0.00		0.00
Custom hire		5.36		4.53		3.39
Repair, buildings		2.60		0.00		0.00
Livestock leases		1.38		0.00		0.00
Utilities		0.29		0.00		0.00
Hauling and trucking		2.17		7.32		0.00
Marketing		10.60		46.14		0.00
Bedding		0.23		0.00		0.71
Operating interest		12.69		12.55		11.77
Total direct expenses		448.92		692.31		175.37
Return over direct expense		-137.76		-225.85		134.23
Overhead expenses						
Hired labor		10.42		14.74		7.58
Machinery & bldg leases		5.48		0.06		9.42
RE & pers. property taxes		5.23		3.79		5.16
Farm insurance		7.41		5.02		4.75
Utilities		11.35		14.29		8.25
Dues & professional fees		1.34		0.00		1.20
Interest		23.53		16.53		19.92
Mach & bldg depreciation		19.19		28.35		9.97
Miscellaneous		12.71		7.44		11.13
Total overhead expenses		96.67		90.22		77.37
Total listed expenses		545.59		782.53		252.73
Net return		-234.43		-316.07		56.86
Est. labor hours per unit		6.16		1.72		5.30
Labor & management charge		96.44		65.77		71.34
Net return over lbr & mgt		-330.87		-381.83		-14.47
Other Information						
Number of cows		36.2		34.4		41.2
Pregnancy percentage		90.9		96.0		96.8
Pregnancy loss percentage		1.0		11.2		2.7
Culling percentage		16.0		24.5		8.9
Calving percentage		90.0		85.3		94.2
Weaning percentage		84.6		77.1		91.3
Calves sold per cow		0.83		0.74		0.91
Calf death loss percent		7.5		12.9		4.7
Average weaning weight		433		500		439
Lbs weaned/exposed female		366		385		400
Feed cost per cow		343.75		491.24		129.78
Avg wgt/Beef Calf sold		746		884		696
Avg price / cwt		68.82		96.74		53.31

All Beef Finish Calves 1996 Average per cwt produced

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	25		5		5	
	Quantity	Value	Quantity	Value	Quantity	Value
Fin Str Calf sold (lb)	202.91	120.97	277.43	156.56	58.78	39.72
Transferred out (lb)	3.72	2.05	7.07	4.44	0.00	0.00
Butchered (lb)	1.41	0.77	0.79	0.14	0.59	0.12
Less purchased (lb)	-39.01	-21.00	-6.16	-2.78	-4.44	-1.69
Less transferred in (lb)	-27.83	-19.04	-43.72	-27.97	-14.51	-9.17
Inventory change (lb)	-41.19	-23.48	-135.41	-85.22	59.58	39.14
Total production (lb)	100.00	60.26	100.00	45.17	100.00	68.13
Other income		0.00		0.00		0.00
Gross return		60.26		45.17		68.13
Direct expenses						
Corn (bu.)	10.85	33.56	14.46	47.71	7.36	18.88
Corn Silage (lb.)	789.05	6.18	938.94	10.96	502.18	5.39
Hay, Alfalfa (lb.)	140.52	5.33	144.23	8.17	142.15	6.30
Hay, Grass & Other (lb.)	64.10	2.05	164.06	4.58	0.00	0.00
Haylage, Alfalfa (lb.)	8.71	0.17	0.00	0.00	68.39	1.37
Oats (bu.)	0.03	0.08	0.01	0.09	0.00	0.00
Pasture, Intensive (aum)	0.06	0.54	0.00	0.00	0.00	0.00
Stover (lb.)	26.74	0.09	10.82	0.16	0.00	0.00
Complete Ration (lb.)	2.56	0.37	0.00	0.00	0.00	0.00
Protein Vit Minerals (lb.)	49.16	7.44	88.14	16.36	46.08	3.74
Veterinary		1.78		1.25		1.11
Livestock supplies		0.67		1.32		1.06
Fuel & oil		0.67		1.55		0.45
Repairs		3.07		12.40		0.26
Repair, machinery		0.22		0.44		0.16
Repair, livestock equip		0.02		0.00		0.05
Custom hire		0.62		0.00		0.00
Repair, buildings		0.21		0.00		0.07
Hauling and trucking		0.13		0.00		0.05
Marketing		0.68		0.00		1.32
Bedding		0.04		0.00		0.00
Operating interest		1.76		4.46		1.51
Total direct expenses		65.69		109.47		41.71
Return over direct expense		-5.43		-64.30		26.42
Overhead expenses						
Repair, livestock equip		0.95		0.00		7.49
Repair, buildings		0.08		0.00		0.61
Hired labor		1.40		2.51		0.43
Machinery & bldg leases		0.35		0.35		0.10
RE & pers. property taxes		0.53		0.51		1.36
Farm insurance		0.72		1.74		0.96
Utilities		1.15		1.31		1.35
Dues & professional fees		0.07		0.01		0.00
Interest		5.33		7.12		3.22
Mach & bldg depreciation		2.99		3.01		2.95
Miscellaneous		1.11		2.72		0.52
Total overhead expenses		14.69		19.28		18.99
Total listed expenses		80.38		128.75		60.71
Net return		-20.12		-83.58		7.43
Est. labor hours per unit		0.26		0.80		0.19
Labor & management charge		16.43		15.99		53.74
Net return over lbr & mgt		-36.55		-99.57		-46.32
Other Information						
No. purchased or trans in	44		32		14	
Number sold or trans out	60		67		12	
Percentage death loss	1.3		0.7		1.4	
Avg. daily gain (lbs)	1.65		1.18		1.86	
Lbs of conc / lb of gain	6.60		8.98		4.58	
Lbs of feed / lb of gain	11.52		15.28		8.02	
Feed cost per cwt of gain	55.82		88.04		35.68	
Feed cost per head	363.67		636.62		230.00	
Average purchase weight	566		449		162	
Average sales weight	1107		1195		1020	
Avg purch price / cwt	53.82		45.13		38.04	
Avg sales price / cwt	59.62		56.43		67.58	

All Beef Finish Calves 1996 Average per head

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	25		5		5	
	Quantity	Value	Quantity	Value	Quantity	Value
Fin Str Calf sold (lb)	1322.05	788.16	2006.07	1132.04	378.88	256.05
Transferred out (lb)	24.23	13.33	51.10	32.07	0.00	0.00
Butchered (lb)	9.18	5.05	5.74	1.04	3.78	0.79
Less purchased (lb)	-254.20	-136.81	-44.53	-20.10	-28.59	-10.88
Less transferred in (lb)	-181.32	-124.08	-316.13	-202.25	-93.52	-59.09
Inventory change (lb)	-268.39	-153.01	-979.16	-616.19	384.02	252.30
Total production (lb)	651.55	392.63	723.08	326.62	644.58	439.17
Other income		0.00		0.00		0.00
Gross return		392.63		326.62		439.17
Direct expenses						
Corn (bu.)	70.67	218.65	104.55	345.02	47.42	121.69
Corn Silage (lb.)	5141.03	40.29	6789.32	79.26	3236.92	34.76
Hay, Alfalfa (lb.)	915.55	34.72	1042.91	59.10	916.29	40.59
Hay, Grass & Other (lb.)	417.67	13.35	1186.31	33.14	0.00	0.00
Haylage, Alfalfa (lb.)	56.73	1.13	0.00	0.00	440.83	8.82
Oats (bu.)	0.21	0.51	0.10	0.64	0.00	0.00
Pasture, Intensive (aum)	0.40	3.54	0.00	0.00	0.00	0.00
Stover (lb.)	174.23	0.59	78.22	1.17	0.00	0.00
Complete Ration (lb.)	16.69	2.40	0.00	0.00	0.00	0.00
Protein Vit Minerals (lb.)	320.32	48.49	637.32	118.29	296.99	24.14
Breeding fees		0.04		0.00		0.00
Veterinary		11.59		9.05		7.14
Livestock supplies		4.37		9.56		6.80
Fuel & oil		4.38		11.22		2.91
Repairs		20.01		89.66		1.67
Repair, machinery		1.41		3.19		1.03
Repair, livestock equip		0.11		0.00		0.32
Custom hire		4.02		0.00		0.00
Repair, buildings		1.37		0.00		0.42
Hauling and trucking		0.86		0.00		0.33
Marketing		4.46		0.00		8.52
Bedding		0.26		0.00		0.00
Operating interest		11.44		32.26		9.73
Total direct expenses		428.01		791.55		268.88
Return over direct expense		-35.37		-464.94		170.29
Overhead expenses						
Repair, livestock equip		6.21		0.00		48.26
Repair, buildings		0.51		0.00		3.95
Hired labor		9.10		18.16		2.78
Machinery & bldg leases		2.30		2.52		0.63
RE & pers. property taxes		3.48		3.67		8.78
Farm insurance		4.72		12.60		6.20
Utilities		7.48		9.49		8.72
Dues & professional fees		0.47		0.10		0.00
Interest		34.73		51.47		20.74
Mach & bldg depreciation		19.47		21.73		19.03
Miscellaneous		7.25		19.68		3.34
Total overhead expenses		95.72		139.41		122.42
Total listed expenses		523.73		930.96		391.31
Net return		-131.10		-604.34		47.86
Est. labor hours per unit		1.72		5.79		1.20
Labor & management charge		107.04		115.63		346.42
Net return over lbr & mgt		-238.13		-719.97		-298.55
Other Information						
No. purchased or trans in		44		32		14
Number sold or trans out		60		67		12
Percentage death loss		1.3		0.7		1.4
Avg. daily gain (lbs)		1.65		1.18		1.86
Lbs of conc / lb of gain		6.60		8.98		4.58
Lbs of feed / lb of gain		11.52		15.28		8.02
Feed cost per cwt of gain		55.82		88.04		35.68
Feed cost per head		363.67		636.62		230.00
Average purchase weight		566		449		162
Average sales weight		1107		1195		1020
Avg purch price / cwt		53.82		45.13		38.04
Avg sales price / cwt		59.62		56.43		67.58

Dairy Steers 1996 Average per cwt produced

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	50		10		10	
	Quantity	Value	Quantity	Value	Quantity	Value
Dairy Steers sold (lb)	151.16	86.48	186.78	95.54	149.18	88.66
Transferred out (lb)	0.23	0.23	0.00	0.00	0.00	0.00
Cull sales (lb)	3.58	1.94	9.56	5.28	19.55	10.56
Butchered (lb)	3.51	1.93	25.07	14.85	5.90	3.35
Less purchased (lb)	-47.97	-24.04	-36.59	-17.72	-141.18	-66.86
Less transferred in (lb)	-11.71	-6.33	-53.46	-23.18	-14.73	-9.43
Inventory change (lb)	1.20	6.18	-31.36	-15.30	81.27	63.34
Total production (lb)	100.00	66.40	100.00	59.47	100.00	89.61
Other income		0.00		0.00		0.00
Gross return		66.40		59.47		89.61
Direct expenses						
Barley (bu.)	0.06	0.16	0.93	2.47	0.02	0.05
Corn (bu.)	12.95	39.78	14.10	46.93	22.12	58.74
Corn Silage (lb.)	144.64	1.69	726.16	8.24	5.06	0.06
Corn, Ear (lb.)	10.31	0.36	0.00	0.00	0.00	0.00
Hay, Alfalfa (lb.)	103.23	4.19	489.77	25.02	74.67	2.75
Hay, Grass & Other (lb.)	21.55	0.70	0.00	0.00	28.49	1.14
Oatlage (lb.)	5.86	0.06	0.00	0.00	0.00	0.00
Oats (bu.)	0.13	0.26	0.36	0.58	0.29	0.58
Pasture (aum)	0.06	0.27	0.00	0.00	0.31	0.93
Sorghum Silage (lb.)	16.57	0.12	0.00	0.00	0.00	0.00
Stover (lb.)	3.18	0.09	0.00	0.00	16.86	0.42
Complete Ration (lb.)	22.30	2.11	29.15	7.00	0.00	0.00
Creep / Starter (lb.)	0.20	0.03	0.00	0.00	1.26	0.20
Milk Replacer (lb.)	0.07	0.06	0.06	0.03	0.00	0.00
Protein Vit Minerals (lb.)	75.84	12.54	140.15	19.80	106.78	12.48
Other feed stuffs		0.02		0.00		0.00
Veterinary		1.60		1.90		1.49
Livestock supplies		0.53		1.16		0.85
Fuel & oil		0.85		2.32		0.75
Repairs		1.19		4.65		1.64
Repair, machinery		0.57		2.89		0.23
Repair, livestock equip		0.21		1.11		0.42
Custom hire		0.43		0.42		0.09
Repair, buildings		0.37		2.77		0.27
Machinery & bldg leases		0.19		0.00		0.00
Utilities		0.17		0.00		0.00
Hauling and trucking		0.11		0.13		0.05
Marketing		0.72		1.12		0.60
Bedding		0.17		0.47		0.40
Operating interest		2.19		3.70		5.97
Total direct expenses		71.74		132.73		90.11
Return over direct expense		-5.34		-73.26		-0.50
Overhead expenses						
Repair, machinery		0.06		0.00		0.00
Hired labor		2.12		5.09		2.26
Machinery & bldg leases		1.02		12.98		1.27
RE & pers. property taxes		0.25		0.86		0.32
Farm insurance		1.04		4.33		1.61
Utilities		1.16		6.28		1.26
Dues & professional fees		0.14		0.13		0.41
Interest		1.81		11.95		0.97
Mach & bldg depreciation		2.90		10.28		5.70
Miscellaneous		0.89		1.87		1.66
Total overhead expenses		11.38		53.76		15.47
Total listed expenses		83.11		186.48		105.58
Net return		-16.72		-127.01		-15.97
Est. labor hours per unit		0.62		3.89		1.16
Labor & management charge		7.93		25.12		8.76
Net return over lbr & mgt		-24.65		-152.13		-24.73
Other Information						
No. purchased or trans in		43		27		58
Number sold or trans out		41		19		29
Percentage death loss		3.8		10.3		2.8
Avg. daily gain (lbs)		1.80		0.98		1.33
Lbs of conc / lb of gain		8.41		10.15		13.57
Lbs of feed / lb of gain		10.24		17.47		14.74
Feed cost per cwt of gain		62.42		110.08		77.36
Feed cost per head		423.47		626.14		681.30
Average purchase weight		431		227		653
Average sales weight		1139		885		1219
Avg purch price / head		215.99		110.07		309.27
Avg sales price / cwt		57.21		51.15		59.43

Dairy Steers 1996 Average per head

Number of farms	Average For All Farms		Average For Low 20%		Average For High 20%	
	50		10		10	
	Quantity	Value	Quantity	Value	Quantity	Value
Dairy Steers sold (lb)	1025.45	586.69	1062.41	543.42	1313.93	780.84
Transferred out (lb)	1.59	1.59	0.00	0.00	0.00	0.00
Cull sales (lb)	24.29	13.17	54.36	30.05	172.21	92.99
Butchered (lb)	23.82	13.10	142.60	84.44	51.96	29.51
Less purchased (lb)	-325.40	-163.10	-208.11	-100.80	-1243.39	-588.85
Less transferred in (lb)	-79.47	-42.94	-304.09	-131.84	-129.72	-83.07
Inventory change (lb)	8.11	41.92	-178.38	-87.02	715.75	557.85
Total production (lb)	678.39	450.43	568.79	338.27	880.74	789.26
Other income		0.00		0.00		0.00
Gross return		450.43		338.27		789.26
Direct expenses						
Barley (bu.)	0.41	1.10	5.31	14.08	0.17	0.45
Corn (bu.)	87.82	269.85	80.22	266.91	194.81	517.33
Corn Silage (lb.)	981.22	11.43	4130.34	46.89	44.54	0.56
Corn, Ear (lb.)	69.95	2.47	0.00	0.00	0.00	0.00
Hay, Alfalfa (lb.)	700.33	28.43	2785.77	142.30	657.68	24.21
Hay, Grass & Other (lb.)	146.21	4.73	0.00	0.00	250.90	10.04
Oatlage (lb.)	39.74	0.40	0.00	0.00	0.00	0.00
Oats (bu.)	0.89	1.76	2.04	3.32	2.56	5.12
Pasture (aum)	0.43	1.80	0.00	0.00	2.69	8.17
Sorghum Silage (lb.)	112.43	0.81	0.00	0.00	0.00	0.00
Stover (lb.)	21.55	0.59	0.00	0.00	148.46	3.71
Complete Ration (lb.)	151.30	14.29	165.78	39.83	0.00	0.00
Creep / Starter (lb.)	1.32	0.21	0.00	0.00	11.13	1.80
Milk Replacer (lb.)	0.49	0.38	0.32	0.18	0.00	0.00
Protein Vit Minerals (lb.)	514.46	85.09	797.14	112.63	940.50	109.91
Other feed stuffs		0.13		0.00		0.00
Veterinary		10.87		10.82		13.14
Livestock supplies		3.57		6.59		7.47
Fuel & oil		5.74		13.18		6.65
Repairs		8.08		26.45		14.49
Repair, machinery		3.89		16.45		2.02
Repair, livestock equip		1.46		6.34		3.66
Custom hire		2.92		2.38		0.81
Repair, buildings		2.53		15.76		2.37
Machinery & bldg leases		1.29		0.00		0.00
Utilities		1.18		0.00		0.00
Hauling and trucking		0.77		0.76		0.41
Marketing		4.87		6.36		5.27
Bedding		1.13		2.65		3.49
Operating interest		14.88		21.07		52.55
Total direct expenses		486.66		754.95		793.63
Return over direct expense		-36.23		-416.68		-4.37
Overhead expenses						
Repair, machinery		0.42		0.00		0.00
Hired labor		14.41		28.96		19.91
Machinery & bldg leases		6.89		73.81		11.20
RE & pers. property taxes		1.68		4.89		2.86
Farm insurance		7.02		24.60		14.14
Utilities		7.88		35.70		11.12
Dues & professional fees		0.92		0.75		3.64
Interest		12.29		67.95		8.55
Mach & bldg depreciation		19.65		58.46		50.20
Miscellaneous		6.01		10.66		14.66
Total overhead expenses		77.17		305.77		136.28
Total listed expenses		563.83		1060.71		929.91
Net return		-113.39		-722.44		-140.64
Est. labor hours per unit		4.19		22.15		10.18
Labor & management charge		53.81		142.85		77.16
Net return over lbr & mgt		-167.21		-865.30		-217.80
Other Information						
No. purchased or trans in		43		27		58
Number sold or trans out		41		19		29
Percentage death loss		3.8		10.3		2.8
Avg. daily gain (lbs)		1.80		0.98		1.33
Lbs of conc / lb of gain		8.41		10.15		13.57
Lbs of feed / lb of gain		10.24		17.47		14.74
Feed cost per cwt of gain		62.42		110.08		77.36
Feed cost per head		423.47		626.14		681.30
Average purchase weight		431		227		653
Average sales weight		1139		885		1219
Avg purch price / head		215.99		110.07		309.27
Avg sales price / cwt		57.21		51.15		59.43

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

FARM:	<u>1992</u>	<u>1993</u>	<u>1994</u>	<u>1995</u>	<u>1996</u>
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To Other Farmers For:

- Livestock	\$12,237	\$13,304	\$15,457	\$14,184	\$18,140
- Custom Work	4,569	5,359	10,734	12,655	5,515

To Agri-Business For:

- Feed, Livestock, Supplies & Vet	\$36,964	\$43,272	\$46,996	\$63,490	\$59,664
- Crop Expense	37,363	42,665	41,618	44,036	55,022
- Fuel & Repairs	18,659	20,140	20,885	22,354	19,513
- General Farm Expense	4,390	4,442	4,816	5,604	4,648

Hired Labor	6,371	6,957	6,774	9,073	10,261
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Utilities	3,711	4,119	4,429	4,563	4,716
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Interest	17,678	16,824	17,751	20,470	20,562
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Lease Payments	18,586	20,032	24,220	26,139	29,129
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Real Estate Taxes	2,714	3,266	2,689	3,182	3,141
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Capital Purchases:

- Machinery & Equipment	16,084	16,266	19,020	20,876	25,837
- Buildings & Land	11,189	15,901	14,479	19,264	12,223
- Other	3,368	49	1,699	1,124	4,385

Personal:

- Food & Meals Bought	5,686	5,148	5,320	5,462	3,955
- Medical Care/Insurance	3,979	3,946	3,954	4,172	3,769
- Education, Recreation, Gifts	4,476	3,537	3,571	3,739	3,978
- Capital Purchases	3,248	3,196	5,063	4,988	5,704
- Taxes & Other Deductions	5,685	6,125	5,047	4,887	7,989
- Other (Excluding Debt Payment)	17,291	18,394	19,867	21,199	14,888

Total Money Spent by One Average Farmer Within The Community and Service Area	\$234,248	\$252,942	\$274,389	\$311,461	\$313,031
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SOUTHEAST MINNESOTA FARM BUSINESS MANAGEMENT PROGRAMS

RIVERLAND COLLEGE OWATONNA

Instructor -
Ron Van Nurdén

RIVERLAND COLLEGE BLOOMING PRAIRIE

Instructor -
Howard Kittleson

RIVERLAND COLLEGE HAYFIELD

Instructor -
Kevin Voltin

RIVERLAND COLLEGE AUSTIN

Instructors -
Ron Hayes
Gary Thome
Vic Richardson

RIVERLAND COLLEGE ALBERT LEA

Instructor -
Barry Kurtz

RIVERLAND COLLEGE ADAMS

Instructors -
Barry Kurtz
Dan Hoffman

RIVERLAND COLLEGE LEROY

Instructor -
Wayne Pike

RIVERLAND COLLEGE SPRING VALLEY

Instructor -
Dan Miller

RIVERLAND COLLEGE KENYON

Instructors -
Jerry Bartel
John Hobert
Doug O'Neil

RED WING/WINONA TC

Instructor -
James Kelm

RIVERLAND COLLEGE SPRING GROVE

Instructor -
Brad Harguth

RIVERLAND COLLEGE LEWISTON

Instructor -
Loel Gorden

RIVERLAND COLLEGE ROCHESTER

Instructor -
Frank Quam

