

1978

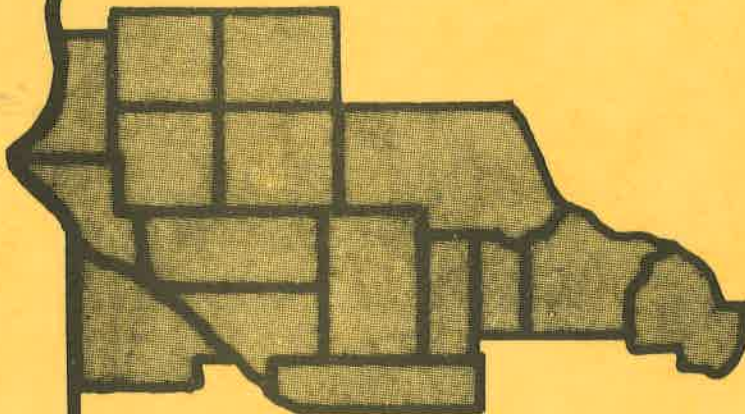
ANNUAL REPORT

Central Minnesota
Farm Management Report



COOPERATING AGENCIES

University of Minnesota, Dept. of Agriculture Education
Minnesota Department of Education, Vocational Division
Willmar Area Vocational Technical Institute



An Adult Education Program

APRIL, 1979

YOUR AREA VO—AG COORDINATORS ARE...

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Contact any of the area vo-ag coordinators or your local agriculture instructor for information on the adult farm management program offered in Minnesota.

1978 Report of the Central Minnesota Farm Management
Analysis Program for Cooperating Farms

John L. Thell

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INTRODUCTION

The Willmar Area Vocational-Technical Institute in cooperation with the Minnesota Department of Education, Vocational Division, and the University of Minnesota Agricultural Education Department operate and maintain the Vocational Agricultural Farm Management Program in West Central Minnesota. The program was initiated in 1952 and is available to farmers enrolled in Adult or Young Farmer classes in public schools. The area served by the Willmar analysis center is indicated on the front cover.

The purpose of the Vo-Ag. Farm Management Program is to provide farmers and teachers of agriculture with farm record analysis information which will be helpful to them in studying farming operations and factors of management involved in successful farm operators. Each participating farmer is provided a copy of this report which lists his individual farm record analysis figures along with the averages of all farms, the high and low earnings farms. Each farmer pays an annual fee which covers clerical costs, data processing fees, and cost of publishing the report.

The analysis of the records and the preparation of the reports for the West Central Area are done under the direction of John Thell, Area Vo-Ag. Coordinator for West Central Minnesota. The program is supervised locally by Mr. Lowell Melbye, Superintendent of Schools, and Mr. Mike Cullen, Director of the Willmar Area Vocational-Technical Institute. Cooperating agencies are represented by Mr. Odel Barduson and Mr. Robert Van Tries of the State Department of Education and Dr. R. Paul Marvin of the University of Minnesota Agriculture Education Department. Clerical assistants for this project were Mrs. Joyce Jacobson, Mrs. Celeste Thell, and Mrs. Ann Krueger.

In keeping with the times and to speed the analysis procedure, automatic data processing methods were used again this year. Data is extracted from the individual farm record books at the Willmar analysis center and submitted to Specialized Data System, Inc. at Madison, Wisconsin for processing. Results of the individual analysis are returned to the farmer as soon as the analysis is completed. Averages and indexes found in this record are computed after all forms have been processed.

Records kept in the Minnesota Farm Account Book by all participating farmers include farm inventories, cash receipts and expenses, feed consumed by livestock, family living secured from the farm, household and personal expenses and receipts and the operator's liabilities and assets other than farm capital.

A special thank you to all the area coordinators, Mr. Mike Cullen, Mr. Robert Jacobson, Dr. Person, Mr. Odel Barduson and others who helped by giving of their time during this past year.

This report deals with farmers enrolled in the following schools in West Central Minnesota. The following tabulation shows by schools the number of 1978 records submitted at the time of this printing.

CLASS LOCATION	INSTRUCTOR	RECORDS PROCESSED
Albany	J. Kastanek	61
Albany	D. Gunnick*	13
Alexandria	B. Sonstegard	45
Atwater	D. Ogilvie*	13
Benson	L. Carlson*	22
Cold Spring	D. Acheson	34
Danube-Olivia-B. Island	T. Bauman	30
Dawson	A. Schwandt	47
Granite Falls	M. Resvick	31
Hector	D. Hoseck*	1
Hoffman	G. Kostreba*	3
Litchfield	W. Nelson	37
Madison	R. Butterfield	44
Melrose	M. Foley	31
Montevideo	M. Warner	48
Montevideo	R. Hauge	16
Parkers Prairie	C. Davis	20
Paynesville	D. Briggman	26
St. Cloud	D. Lehto	36
St. Cloud	R. Anderson	18
St. Cloud-AVTI	O. Jallo*	5
Willmar	D. Steussy	41
Willmar-AVTI	C. Stranberg*	45
Miscellaneous		11
		<u>678</u>

* Not a Full Time Adult Instructor

VETERANS FARM TRAINING PROGRAM

Albany	P. Tix	20
Alexandria	T. Kusmak	16
Bellingham	P. Fransky	1
Benson	M. Fredrickson	18
Belgrade	P. Schwartz	6
Buffalo	N. Busse	14
Danube	R. Rebstock	9
Evansville	H. Knobloch	3
Granite Falls	N. Deters	15
Herman	D. Wastweet	25
Litchfield	F. Rose	17
Melrose	M. Rudolph	17
Montevideo	N. Brakken	14
Willmar	F. Boeder	19
		<u>194</u>
	Grand Total	872

Table 1A - Farm Inventories - 1978

Item	Average 491 Farms
1 Size of farm-Total Acres	366.0
2 -Tillable Acres	309.9
3 Work Units-Crops	157.36
4 -Livestock	221.57
5 -Other	31.31
6 Total Size of Business in Work Units	410.24
7 Number of Workers	1.55
8 Farm Capital Investment Per Worker	\$221571

Item	Average 491 Farms Jan. 1	Dec. 31
9 PRODUCTIVE LIVESTOCK		
10 DairyCows	10123	11972
11 Other Dairy Cattle	5232	7869
12 Beef Breeding Cattle	677	1203
13 Beef Feeder Cattle	2662	4412
14 Hogs	5079	7456
15 Sheep (Including Feeders) & Goats	42	65
16 Poultry - All types	55	55
17 Other Livestock	59	62
18 Total Productive Livestock	\$23930	33094
19 Crop, Seed & Feed	30301	36045
20 Power, Machinery & Equipment		
21 Auto & Truck (Farm Share)	2859	3410
22 Power & Machinery	22815	28220
23 Irrigation Equipment	2734	2808
24 Custom Work Equipment	63	62
25 Livestock Equipment	5401	6495
26 Total Power, Machinery & Equipment	\$33871	40995
27 Land	181577	183466
28 Buildings-Fences-Etc.	26980	32093
29 Total Farm Capital	\$296659	325693
30 Increase or Decrease in Total Farm Capital		29035

Tables 1A and 1B show the beginning of the year and end of the year inventory value for each part of the farm business. These tables represent whole-farm-capital investment. For only the operators share of capital invested in the farm business, see Table 5, Page 9, Net worth Statement, items 1-6.

Livestock crops, Seed and Feed reflect a conservative market price at the time the inventory is taken. Machinery, Equipment and Building values reflect cost less depreciation.

(Continued page 4)

Table 1 B-Farm Inventories -1978

Item	98	98
	Most Profitable	Least Profitable
1 Size of Farm-Total Acres	513.2	376.7
2 -Tillable Acres	449.0	314.9
3 Work Units -Crops	240.37	154.92
4 -Livestock	305.56	142.26
5 -Other	32.86	28.27
6 Total Size of Business in Work Units	578.79	325.45
7 Number of Workers	1.85	1.53
8 Farm Capital Investment Per Worker	262626	245714

Item	Jan. 1	Dec.31	Jan. 1	Dec. 31
9 PRODUCTIVE LIVESTOCK				
10 Dairy Cows	13134	17237	7021	7994
11 Other Dairy Cattle	7781	12841	3941	5079
12 Beef Breeding Cattle	886	1874	635	759
13 Beef Feeder Cattle	4576	8348	1416	1433
14 Hogs	10891	16590	3427	4965
15 Sheep (Inc. Feeders) & Goats	25	26	42	33
16 Poultry-All types			166	174
17 Other Livestock	72	62	222	248
18 Total Productive Livestock	37365	56978	16870	20685
19 Crop, Seed, & Feed	47039	62334	29419	29566
20 Power, Machinery & Equipment				
21 Auto & Truck (Farm Share)	3995	4238	3251	3268
22 Power & Machinery	33426	42826	23171	26859
23 Irrigation Equipment	3630	3378	3572	3875
24 Custom Work Equipment	232	234	83	78
25 Livestock Equipment	8178	9570	3169	3904
26 Total Power, Mach. & Equipment	49460	60246	33246	37985
27 Land	220738	225748	235888	238015
28 Buildings-Fences-Etc.	39508	47757	22386	26248
29 Total Farm Capital	\$394109	453063	337808	352500
30 Increase or Decrease in Total Farm Cap.		58954		14692

Other measures of farm size in Tables 1A and 1B as shown by items 1 through 7 are Acres, Work Units and Number of Workers.

The Number of Workers shown in item 7 includes the operator (s) hired labor, unpaid family labor and the labor portion of custom work hired.

Table 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1978

Item	Average of 491 Farms	98 Most Profitable Farms	98 Least Profitable Farms
1 Sale of Livestock & Livestock Products			
2 Dairy Cows	\$ 2763	4026	1906
3 Dairy Products	25686	36422	14281
4 Other Dairy Cattle	2285	3123	1561
5 Beef Breeding Cattle	278	206	247
6 Beef Feeder Cattle	6197	13997	2206
7 Hogs Complete & Mixed	7745	17509	4350
8 Hogs Finishing	4568	8340	3055
9 Hogs Producing Weaning Pigs	2467	4033	2138
10 Sheep, Goats & Wool, F. Flock	38	57	16
11 Sheep & Wool, Feeder Lambs			
12 Chickens (Inc. Hens & Broil.)	123		44
13 Turkeys			
14 Eggs	264		550
15 Other Productive Lives. & Prod.	38	6	69
16 Other Mis. Livestock Income	54	53	
17 Total Sales of Prod. Lives.	\$52506	87771	30424
18 Sale of Crops			
19 Wheat	3620	5664	4635
20 Other Small Grains	924	1025	1475
21 Corn	10488	22075	9679
22 Soybeans	10579	16713	9408
23 Other Row Crops	3675	7302	4979
24 Legumes & Other Forage	476	1051	757
25 Grass Seed			
26 Fruit & Nuts			
27 Vegetable Roadside Market & Spec.	1		
28 Nursery, Timber & Other	1		3
29 Set Aside Acres-Govern. Pay.	458	673	400
30 Total Sales from Crops	\$30221	54502	31335
31 Capital Assets Sold	6006	11424	3252
32 Gas Tax Refund	137	177	123
33 Income From Work off Farm	1531	1694	1416
34 Custom Work Enter. Income	70	352	
35 Patronage Refunds	725	1281	479
36 Mis. Farm Income	1599	2614	1395
37 Total Farm Sales	\$92797	159814	68424
38 Increase in Farm Cap.	29035	58954	14692
39 Family Living From Farm	661	821	529
40 Total Farm Rec. (37)+(38)+(39)	122493	219589	83645

Tables 2A and 2B show the cash receipts and expenses for the whole farm including the landlords share. Table 6A and 6B show the receipts and expenses of the operator of each farm. (Page 11) Operator labor earnings are shown on Table 6B. Tables 2A, and 2B, and 6A and 6B show the average of all farms, the high return farms and low return farms with reference to labor earnings.

Table 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1978

Item	Average of 491 Farms	98 Most Profitable Farms	98 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	\$ 800	1314	741
3 Other Dairy Cattle	575	566	677
4 Beef Breeding Cattle	259	481	56
5 Beef Feeder Cattle	3102	6667	618
6 Hogs Complete & Mixed	775	977	703
7 Hogs Finishing	1379	1993	1014
8 Hogs Producing Weaning Pigs	226	286	351
9 Sheep & Goats	18	1	9
10 Sheep, Feeder Lambs			
11 Chickens (Inc. Hens & Broilers)	54		35
12 Turkeys			
13 Other Prod. Livestock	12	2	22
14 Miscellaneous Livestock Exp.	2078	3537	1342
15 Feed Bought	9755	19472	5837
16 Fertilizer	5228	8635	5304
17 Chemicals	2219	4089	1955
18 Other Crop Expense	3866	6466	3750
19 Irrigation Operation Costs	104	164	137
20 Custom Wk. Ent. Op. Costs, Inc. Labor	40	165	36
21 Custom Work Hired	1969	2995	1652
22 Repair & Upkeep of Lives. Eq.	575	901	469
23 Repair Upkeep of F. Real Estate	915	1122	1051
24 Gas, Oil & Grease Bou. (F.S.)	2782	3925	2737
25 Repair & Op. of Mach.T,T. & Auto	3764	4962	4106
26 Repair & Upkeep Irr. Eq.	36	120	11
27 Repairs, Custom Work Ent.	31	16	140
28 Wages of Hired Labor	2336	4385	2298
29 P. Prop. & R. Estate Taxes	1848	2656	1925
30 General Farm Exp.	1418	1988	1374
31 Tele. Exp. (Farm Share)	210	258	201
32 Electricity Exp. (Farm Share)	898	1171	747
33 Total Cash Operating Exp.	\$47274	79315	39297
34 P.& Crop Gen. Mach. Bought (F.S.)	13601	20778	11449
35 Irrigation Eq. Bought	378	82	754
36 Custom Work Eq. Bought			
37 Livestock Eq. Bought	2316	3092	1973
38 New Real Estate & Impr.	14646	23008	13989
39 Total Farm Pur. (33) thru (38)	\$78214	126276	67462
40 Decrease in Farm Capital			
41 Interest on Farm Capital	21782	29651	24161
42 Unpaid Family Labor	602	692	725
43 Lab. Ch. Partn. & Other Opera.	637	1056	543
44 Board Frunished Hired Labor	76	104	79
45 Total F. Exp. (39) thru (44)	101313	157779	92969
46 Ret. to Opr. Labor & Mgmt.-Single Opr. (W.F.) (2A/40) - (45)	21180	61810	(-9324)
47 Number of Operators	1	1	1
48 Full Time Oper. Eq.	1.11	1.19	1.13
49 Return to Op. L. & Mgmt/Full Time Oper Equivalent	19986	55729	(-8001)

TABLE 3 - ENTERPRISE STATEMENT - 1978

Item	Average of 491 Farms	98 Most Profitable Farms	98 Least Profitable Farms
<u>1 RETURN AND NET INCREASES</u>			
2 Productive Livestock			
3 Dairy Cows	26606	38595	14840
4 Other Dairy Cattle	8108	13436	4202
5 Beef Breeding Cattle	834	1179	344
6 Feeder Cattle	4480	10554	1610
7 Hogs, Complete & Mixed	8258	20050	4487
8 Hog Finishing Enterprise	2977	5338	2005
9 Producing Weaning Pigs	3630	7058	2581
10 Sheep & Goats	45	57	
11 Sheep, Feeder Lambs			
12 Chickens (Inc. Hens & Broil.)	337		563
13 Turkeys			
14 Other Productive Livestock	75	-6	88
15 Total All Prod. Livestock	55348	96260	30718
16 Value of Feed Fed to Live.	24889	38678	16265
17 Return over Feed From Lives.	30460	57582	14453
18 Crop, Seed & Feed	39466	69307	30590
19 Coop. Patronage Refunds	725	1281	479
20 Mis. Farm Income	1599	2614	1395
21 Custom Work Enterprise	-2	173	-181
22 Total Returns & Net Increases	72248	130957	46737
23 Expenses & Net Decreases			
24 Truck & Auto (Farm Share)	2668	3794	2525
25 Tractors & Crop Mach.	11931	16857	12798
26 Irrigation Eq.	340	454	461
27 Electricity	898	1171	747
28 Livestock Equipment	1921	2663	1986
29 Buildings, Fences & Tiling	3215	3947	4858
30 Bare Land	-216	-3744	
31 Mis. Livestock Expense	2078	3537	1642
32 Labor	2336	4857	2740
33 Labor Charge for Other Opers.	637	1056	543
34 Property Tax	1848	2656	1925
35 Gen. F. Exp. & Tele.	1628	2247	1675
36 Interest on Farm Capital	21782	29651	24161
37 Total Expenses & Net Decreases	\$51067	69146	56061
38 Return to Oper. Labor & Manage.	21180	61810	-9324
39 Number of Farm Operators	1	1	1

TABLE 4 - HOUSEHOLD EXPENSE - 1978

Item	Average of 232 Farms	46 Most Profitable Farms	46 Least Profitable Farms
1 Number of Person-Family	5	5	5
2 Number of Adult Eq.-Family	3.4	3.5	3.7
3 Church & Welfare	518	596	507
4 Medical Care & Health Ins.	1538	1655	1453
5 Food & Meals Bought	2603	2721	2840
6 Operating Ex. & Supp.	929	1150	874
7 Furnishings & Eq.	1049	1489	791
8 Clothing & Clothing Materials	855	987	901
9 Personal Care, Pers. Spending	468	512	404
10 Education	241	225	356
11 Recreation	570	690	615
12 Gifts & Special Events	471	478	476
13 Pers. Share T. & A. Exp.	500	533	589
14 Oper. Share Upkeep on Dwelling	510	223	277
14A Cash Rent (Personal)	9	47	
15 Personal Share Tele. & Elec. Exp	357	397	357
15A Personal Share-Gen. Farm Exp.	34	23	53
16 Total Cash Living Exp.	10652	11727	10493
17 Personal Share New T. & Auto	503	408	362
18 New Dwelling Bought	1085	1360	1702
19 Taxes & Other Deductions	1012	1398	854
20 Life Ins. & O. Sav. & Inv.	1178	2389	1146
21 T. House. & P. (16) thru (20)	14429	17282	14558
22 T. F. Living From Farm (33)	648	774	542
23 T. Cash & Non-Cash Exp.(21)+(22)	15077	18055	15099
24 FAMILY LIVING FROM THE FARM--AVERAGES			
25	Quantity	Opr. Share	
26 Milk & Cream (Quarts)	619	165	
27 Beef & Buffalo (Pounds)	625	391	
28 Pork (Pounds)	177	83	
29 Lamb, Mutton, Goat (Pounds)	2	1	
30 Poultry, All Fowl (Pounds)	13	6	
31 Eggs (Dozen)	6	3	
32 Veg., Fruits, Spuds, O. Produce & Fuel			
33 Total Family Living From Farm		648	

TABLE 5A- NET WORTH STATEMENT - OPERATOR - 1978

Item	Average of 491 Farms	
	Jan. 1	Dec. 31
1 Total Productive Livestock	\$23085	32030
2 Crop, Seed & Feed	28911	34562
3 Total Power, Machinery & Equipment	32653	39686
4 Land	83352	89734
5 Buildings, Fences, Etc.	25329	30545
6 Total Farm Capital	193330	226557
7 Non-Farm Assets	12513	16396
7A Cash on Hand & In Bank	2740	3206
8 Dwelling	10790	12093
9 Total Assets	219374	258253
10 Real Estate Mortgages	48093	58590
11 Chattel Mortgages	24035	28105
12 Notes	11959	15980
13 Accounts Payable	2151	2861
14 Total Liabilities	86238	105536
15 Farmers Net Worth	133136	152717
16 Gain (Or Loss) in Net Worth		19581
17 Supplementary Management Information		
18 Return to Oper Labor & Mgmt (6B/47)	21028	
19 Return to Cap. & Fam. Labor (6B/48)	29911	
20 Non-Farm Income		
21 Outside Investment Income	682	
22 Other Per. Income & Income Tax Refund	1595	
22A Sale of (P.S.) Dwelling, Auto & Truck	117	
23 Total Non-Farm Income	2395	
24 Total Family Farm & Non-Farm income	32422	
25 Total Money Borrowed	53111	
26 Total Paid on Debt (Principal)	33511	
27 Total Household & Pers. Cash/Non-Cash Exp. (4/23)	11118	
28 Ratio: Total Farm-Expenses to Receipts (O.S.)	.816	
	Jan. 1	Dec. 31
29 Ratio: Total -Assets to Liabilities	2.544	2.447
30 Ratio: Non-Real Estate-Assets to Liab.	2.619	2.681
31 Ratio: Real Estate-Assets to Liab.	2.484	2.259
32 Ratio: Net Worth to Total Liabilities	1.544	1.447
33* Ratio: Cash Op. Exp. to Adj. Total Farm Sales (O.S.)		.681
34 Ratio: Total Farm Recpts to Ave Farm Cap. (W.F.)		.399
35 Ratio: Total Farm Recpts to Ave Farm Cap. (O.S.)		.550

*Adjusted Total Farm Sales Does Not Include Sale of Capital Assets

THE NET WORTH STATEMENT shows the operators financial progress during the year and from this statement he can study his progress from year to year. Items 1 thru 5 show the distribution of capital invested by the operator in the farm business.

ITEM 27 - The Ratio of Total Farm Expense to Total Farm Receipts

Sometimes called the Gross Ratio, expresses the percentage of each dollars worth of income consumed by expense. It is calculated by dividing item 38, Table 6B by item 28, Table 6A.

ITEM 28-The Ratio of Total Assets to Total Liabilities

Sometimes called the Net Capital Ratio, measures the degree of financial safety in the farm business. It shows the number of dollars in assets available to cover each dollar of debt.

OPERATOR'S NET WORTH STATEMENT

Table 5 - Net Worth Statement of the Most and Least Profitable Farms

Items	98 Most Profitable Farms		98 Least Profitable Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Productive Livestock	36024	55308	18303	22298
2 Crop, Seed & Feed	44917	60130	27894	27358
3 Total P. Mach. & Eq.	45009	56120	33452	37998
4 Land	97429	108572	116573	119436
5 Buildings, F. Etc.	35475	43774	27018	31101
6 Total Farm Capital	258854	323904	223240	238191
7 Non-Farm Assets	16477	25475	12713	15300
7A Cash On Hand & In Bank	3733	4348	1427	1706
8 Dwelling	13840	15026	12511	14867
9 Total Assets	292905	368753	249891	270064
10 Real Estate Mortgages	66320	80780	51326	64241
11 Chattel Mortgages	35731	39960	26667	30658
12 Notes	18141	27520	13663	16694
13 Accounts Payable	2151	4575	3002	3548
14 Total Liabilities	122343	152834	94658	115141
15 Farmers Net Worth	170562	215919	155233	154923
16 Gain (Or Loss) in Net W.		45357		(-310)
17 Supplementary Management Information				
18 Return to Op.L.&M.6B47)	56762		(-5704)	
19 Return to Cap. & Fam L.6b/48)	67629		4544	
20 Non-Farm Income				
21 Outside Inv. Income	1011		1007	
22 O. Pers. In. & Tax Ref.	1133		2825	
22A Sale of Dw. Auto Truck			3	
23 Total Non-Farm Income	\$2144		\$3835	
24 Total Fa.&Non-F. Inc.	69773		8379	
25 Total Money Borrowed	87314		55550	
26 Total Paid on Debt (Prin)	57693		35011	
27 Total H. & P. Cash/Non-C(4/23)	13110		11503	
28 Ratio:T.F. Exp. to Rec.(O.S.)	.721		1.073	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
29 Ratio; T. Assets to Liab.	2.394	2.413	2.640	2.346
30 Ratio: Non-R.E.-Assets to L.	2.609	2.795	2.164	2.056
31 Ratio: R. E.-Assets to Liab.	2.213	2.072	3.041	2.575
32 Ratio: Net W. to T. Liab.	1.394	1.413	1.640	1.346
33* Ratio: Cash Op. Ex to Adj. T. F. Sa.(O.S.)	.674			.777
34 Ratio: Total F. Rec. to A. F. C. (W.F.)	.488			.281
35 Ratio: Total F. Rec. to A. F. C. (O.S.)	.699			.349

*ADJUSTED TOTAL FARM SALES DOES NOT INC. SALE OF CAP. ASSETS

Item 29 - THE RATIO OF NON-REAL ESTATE ASSETS TO NON-REAL ESTATE LIABILITIES sometimes called the Intermediate Ratio, is calculated by dividing the sum of items 2, 3, & 7 by the Non-Real Estate Liabilities, items as, 12 & 13.

Item 30 - THE RATIO OF REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES IS CALCULATED by dividing the sum of items 4, 5, & 8 by item 10. Lending agencies are often interested in the relationship of item 29 to item 30.

Item 32 - THE RATIO OF CASH OPERATING EXPENSE TO ADJUSTED TOTAL FARM SALES is calculated by dividing item 28 in Table 6 B by item 29, Table 6A. It differs from item 27 (Ratio of Ttl. Exp. to Tt. Farm Receipts) in that it does not include the sale or purchase of capital assets.

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1978

Item	Average 491 Farms	98 Most Profitable Farms	98 Least Profitable Farms
1 Sale of Livestock & Livestock Products			
2 Dairy Cows	2680	3717	1908
3 Dairy Products	25444	35646	16606
4 Other Dairy Cattle	2236	3093	1464
5 Beef Breeding Cattle	254	195	199
6 Beef Feeder Cattle	5992	16254	2775
7 Hogs Complete & Mixed	7041	13827	7177
8 Hogs Finishing	4256	7510	4035
9 Hogs Producing Weaning Pigs	2254	4381	2058
10 Sheep, Goats & Wool, F. Flock	32	57	16
11 Sheep & Wool, Feeder Lambs			
12 Chicken (Inc. Hens & Broil.)	39		23
13 Turkey			
14 Eggs	264		517
15 Other Prod. Lives. & Prod.	38	6	69
16 Other Misc. Lives. Income	54	53	
17 Total Sales of Prod. Lives.	\$50584	84738	36847
18 Sale Of Crops			
19 Wheat	3055	5764	3681
20 Other Small Grain	819	774	1173
21 Corn	8070	15612	7794
22 Soybeans	8656	12587	6687
23 Other Row Crops	3112	7249	2635
24 Legumes & Other Roughage	370	655	715
25 Grass Seed			
26 Fruits & Nuts			
27 Veg., Roadside M. & Spec.	1		
28 Nursery, Timber & Other	1		3
29 Set Aside Acres-Gov. Pay.	417	575	468
30 Total Sales From Crops	\$24502	43216	23156
31 Capital Assets Sold	1175	3801	330
32 Gas Tax Refund	133	175	116
33 Income From Work off the Farm	1512	1725	810
34 Custom Work Enterprise Income	40	91	
35 Patronage Refunds	702	1202	486
36 Mis. Farm Income	1537	2595	1488
37 Total Farm Sales	80184	137544	63234
38 Increase in Farm Capital	32773	65049	14882
39 Family Living From the Farm	661	877	516
40 Total Farm Rec. (37)+(38)+(39)	113618	203470	78632
41 Adjusted T. Farm Sales (37)-(31)	79009	133743	62903
42 Total Cash Farm Operating Exp.	53674	90202	48565
43 Net Cash Operating Income	25335	43541	14339

Table 6B - OPERATORS SHARE OF CASH EXPENSES

Item	Average of 491 Farms	98 Most Profitable Farms	98 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	789	1285	739
3 Other Dairy Cattle	575	529	647
4 Beef Breeding Cattle	214	257	56
5 Beef Feeder Cattle	2988	8704	1178
6 Hogs Complete	701	473	525
7 Hogs Finishing	1319	1455	1471
8 Hogs Producing Weaning Pigs	208	309	250
9 Sheep, Farm Flock	10	1	9
10 Sheep, Feeder Lambs			
11 Chickens	34		31
12 Turkey			
13 Other Prod. Livestock	12	2	22
14 Mis. Livestock Expense	2019	3445	1452
15 Feed Bought	9207	17673	6660
16 Fertilizer	4751	7877	4683
17 Chemicals	1999	3481	1890
18 Other Crop Expense	3618	5772	3567
19 Irrigation Operation Cost	104	141	128
20 Custom Work Op. Costs, Inc. Labor	25	45	36
21 Custom Work Hired	1901	2782	1879
22 Rep. & Upk. of Lives. Eq.	571	841	569
23 REp. & Upk. of Farm Real Est.	879	1033	1116
24 Gas, Oil, G. Boug. (F. S.)	2683	3823	2489
25 Rep. & Op. Mach.T.T.Auto (F.S.)	3660	4827	4018
26 Rep. & Upk. of Irrigation Eq.	36	105	23
27 Rep., Custom Work Enterprise	30	6	140
28 Wages of Hired Labor	2272	4370	2120
29 Pers. Prop. & R. E. Taxes	1100	1453	1217
30 Cash Rent	3176	5728	2508
31 General Farm Exp.	1390	2205	1430
32 Tele. Ex. (F.S.)	204	252	202
33 Elec. Exp. (F.S.)	879	1148	826
34 Interest Expense	6318	10179	6685
35 Total Cash Oper. Exp.	\$53674	90202	48565
36 P., Crop, Gen. Mach. Boug. (F.S.)	13181	20218	9964
37 Irrigation Eq. Bought	378	82	1338
38 Custom Work Enterprise Eq. Bought			
39 Livestock Eq. Bought	2273	3124	2117
40 New R. Est. & Imp.	14130	22135	12040
41 Total F. Purch. (35) thru (40)	83635	135761	74023
42 Decrease in Farm Capital			
43 Interest on F. C. (Equity)	8281	10218	9516
44 Unpaid Family Labor	602	649	732
45 Board Furn. Hired Labor	71	80	64
46 Total Farm Exp. (41) thru (45)	92590	146707	84335
47 Ret. to Oper. L. & Mgmt. (O.S.)			
(6A/40)-(46)	21028	56762	(-5704)
48 Ret. to Cap. & F. L (47)+(44)+(43)	29911	67629	4544

Table 6B lists the operators share of exp.items. Cash rent and cash interest paid by the operator are included as part of cash operating exp. The sum of item 27, Interest Expense; and item 34, Interest on Farm Capital equals 6% of the operators average capital. Return to Capital and Family Labor represents the amt. available for debt service. living expense and savings.

EXPLANATION OF WORK UNITS

The TOTAL WORK UNITS on any one farm is one measure of the size of that farm business. A Work Unit, as used in this report, is the average accomplishment of a farm worker in a ten hour day. Total number of Work Units is not a measure of how hard a farmer works or how much machinery and equipment is used in getting the work done but it does measure how much is being accomplished on the farm. The Work Unit values in Table 7 below were changed in 1973 to make this a more realistic measure.

Table 7 - WORK UNITS FOR CROPS, LIVESTOCK AND WORK OFF THE FARM

Item	No. of Work Units	Item	No. of Work Units/acre
Dairy Cows	7.0/cow	Bly., Wheat, Oats,	.30/acre
Other Dairy Cattle	1.2/head	Rye	
Beef Breeding Cows	1.5/head	Canning Peas	.40/acre
Beef Feeder	.12/cwt.	Oat Silage	.40/acre
Hogs-Complete	.12/cwt.	Canning Corn	.50/acre
Hogs-Finishing	.06/cwt.	Corn for Grain	.55/acre
Hogs-Weaning Pigs	1.4/litter	Soybeans	.45/acre
Sheep, Farm Flock	.60/head	Corn & Cane Silage	.60/acre
Lambs, Feeder	.30/head	Alfalfa Hay	.60/acre
Chickens, Laying Flock	5.0/100	O. Leg. & Mixed Hay	.40/acre
Broilers	.20/cwt.	Tame Grass Hay	.20/acre
Turkey, Laying Flock	25.0/100	Annual Hay	.30/acre
Turkey Pullets	.12/cwt.	Leg. & Grass Silage	.40/acre
Labor Off Farm	1.0/\$20	Summer Fallow Tilled	.20/acre
Diverated Acres-Idle	.05/acre	Wild Hay	.20/acre
		Sugar Beets	2.00/acre
		Pinto Beans	.50/acre

ANIMAL UNITS

One animal unit represents; one dairy cow or bull, two other dairy cattle, 1½ beef cows or bulls, 1 feeder steer or heifer, 3 1/3 other beef cattle, 7 sheep, 14 lambs, 2½ hogs, 5 pigs, 50 hens, or 1,100 lbs. of turkeys produced.

AVERAGE PRICES FOR FARM GROWN FEEDS

Grain:

Corn	\$ 1.90 Per Bushel
Oats	1.10 Per Bushel
Barley	1.60 Per Bushel

Hay:

Alfalfa	\$ 40.00 Per Ton
Other Legume Hay	35.00 Per Ton
Wild Hay	25.00 Per Ton

Other Roughages:

Corn Silage	\$ 13.00 Per Ton
Legume Silage	15.00 Per Ton

Pasture:

Cows	\$ 6.00 Per Head Per Month
Young Cattle	3.00 Per Head Per Month
Sheep	1.00 Per Head Per Month
Hogs	.50 Per Head Per Month

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanation and definitions are for use in interpreting Table 8 and the Thermometer Chart on page 17.

1. Labor Earnings - A measure of the relative financial return for the operator's labor, taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found also in Table 2 and Table 3.
2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as percentage of the average; the average being 100%.
3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on the soil, TDN yield, labor required, etc. Rating can be found on Table 3.
4. Gross Return Per Acre - An additional measure of crop selection based on total production times an average price for the crops.
5. Return per \$100 Feed Fed to Productive Livestock - Measure the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.
6. Livestock Units per 100 Acres - A measure of livestock density or population. Unit values are assigned to the various classes of livestock.
7. Size of Business - Work Units - A measure of the total work load. A Work Unit represents the average accomplishment of a worker in a one-hour day. Work units values are assigned to each class of livestock each crop, and to other tasks utilizing farm labor.
8. Work Units per Worker - Measures labor efficiency. It is the total work units divided by the number of workers including the operator, hired labor and family labor.
9. Power, Machinery, Equipment and Building Expense Per Work Unit - A measure of expense control. It is the total cost of items 24 through 28 in Table 3 divided by the number of Work Units.
10. Farm Capital Investment Per Worker - Indicates size of business. Useful in comparing a farm business to other industries or businesses.

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

Table 8 - MEASURES OF FARM ORGANIZATION - 1978

Item	Average of 419 Farms	98 Most Profitable Farms	98 Least Profitable Farms
1 Return to Oper. Labor & Management	21028	56762	(-5704)
2 Crop Yield Index	100.0	130.7	88.1
3 Percent Till. Land in High Ret. Crops	83.3	87.0	79.9
4 Gross Ret. Per Till Ac (Exc. Pasture)	164.89	191.20	146.44
5 Ret. Per \$100 Feed Fed Prod. Lives.	100.0	107.7	84.4
6*Lives. Units Per 100 Acres	21.61	25.27	13.07
7 Size of Bus.-Work Units	410.24	578.79	325.45
8 Work Units Per Worker	264.67	312.86	212.71
9 P.M., E.B. Exp. P. Work Unit	51.19	50.14	69.17
10 Farm Cap. Inv. Per Worker	200759	228965	225592
11 Index of Return Per \$100 Feed Fed			
12 6020A Beef Breeding F/C/G, Cow Herd	100.0	108.7	41.0
13 6060A Beef Breeding/F/C/General	100.0	84.2	
14 6140A Beef Feeders Feedlot	100.0	117.5	71.6
15 6240A Chickens, L.F. Commerical	100.0		98.9
16 6290A Dairy Cows, Comm., General	100.0	112.3	85.9
17 6310A Other Dairy, Comm, Replacements	100.0	124.2	80.2
18 6318A Other Dairy, Repl. & Feeder Stock	100.0	111.8	73.5
19 6470A Hogs, Farrow, Finish, General	100.0	107.7	94.6
20 6490A Hogs, Finishing	100.0	103.9	102.9
21 6510A Hogs, Weaning Pig Prod.	100.0	112.8	88.0
22 6530A Hogs, Mixed Systems	100.0	147.3	75.7
23 6670A Sheep, Farm, Commercial	100.0	72.0	
30 Number of Animal Units	67.96	115.58	41.58
31 Work Units			
32 Crops	157.36	240.37	154.92
33 Productive Livestock	221.57	305.56	142.26
34 Other Productive Work Units	31.31	32.86	28.27
35 Expenses Per Work Units			
36 Tractor & Crop Machinery Expense	\$ 29.95	30.05	39.62
37 Farm Share of Auto & T. Exp.	6.51	6.58	7.45
38 Farm Share of Electric Expense	2.19	2.03	2.30
39 Livestock Eq. Expense	4.69	4.62	5.49
40 Building, Fence & Tiling Expense	7.85	6.85	14.31
41**Tractor & Crop Mac. Exp. Per Crop Acre	38.46	37.49	39.48
42 Farm P & M Cost Allocation to Lives.	1951.87	2717.64	1422.84
43 Bldg, F & T. Cost Allocation to Crop			
BCAF (3)	1065.01	727.20	2372.11
44 *Acres include all tillable land, Non-tillable hay & Pasture			
45 **Acres include all tillable land-Plus acres in non-tillable hay			

THEROMETER CHART

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

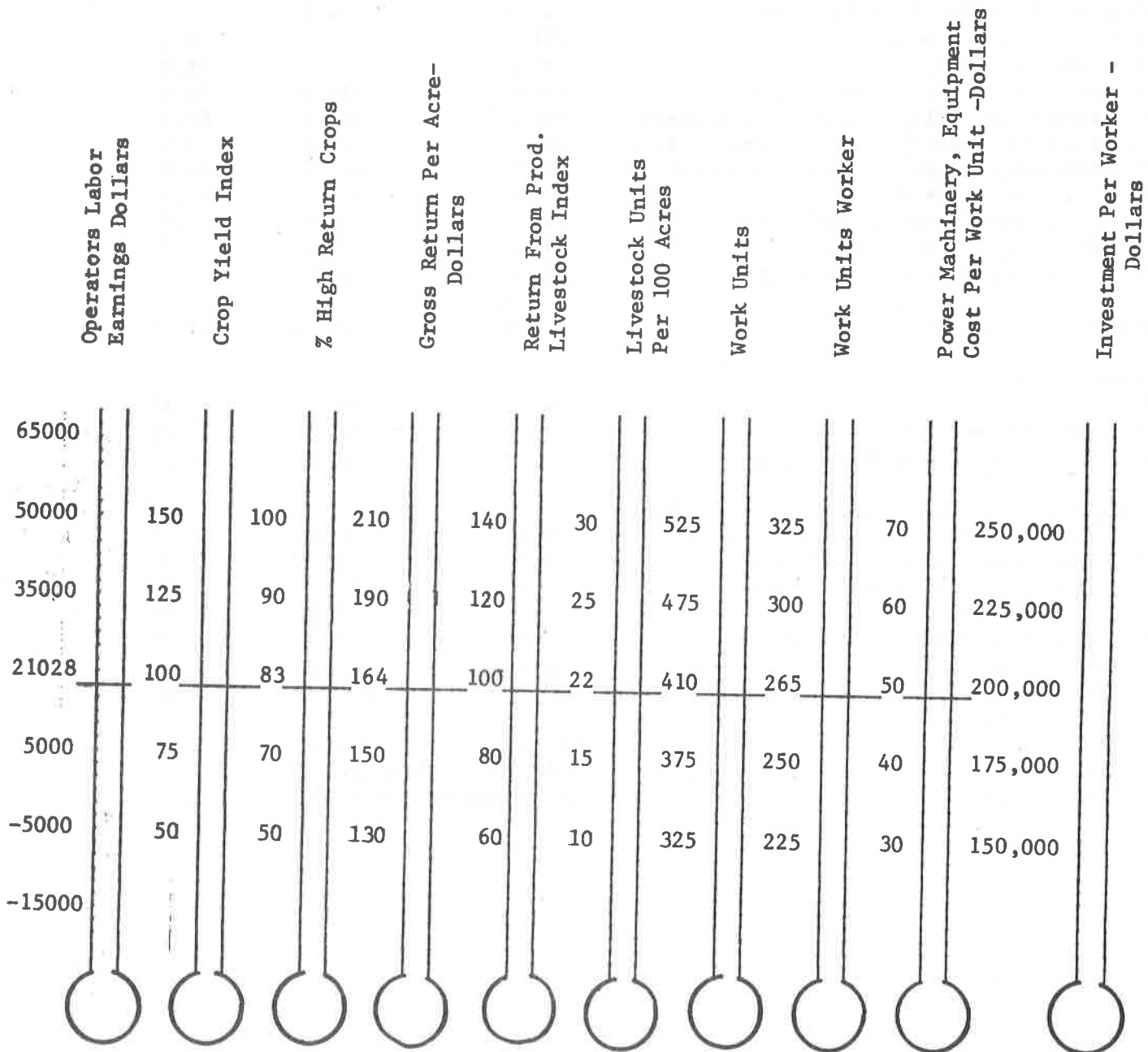


Table 9 - CROP PRODUCTION - ACRES & YIELD - 1978

Item	491 Average Acres	98 High Earnings	98 Low Earnings
A. Total Small Grain & Canning Peas	58.6	59.7	84.0
B. Total Row Crop	182.2	304.5	174.3
C. Total Legume, Including Seed	30.7	34.7	25.5
D. Total Other Hay	1.6	1.5	1.5
E. Total Silage & Fodder	22.1	29.8	14.8
F. Total Tillable Pasture	1.0	.5	.1
I. Total Commercial Vegetables		.2	-
J. Total Roadside Market/Spec Crops	.1		.2
K. Total Fallow & Idle Land	13.4	18.3	14.5
L. Total Tillable Land	309.7	449.2	314.9
M. Total Non Tillable Hay/Pasture	4.6	8.4	3.2
9985 Wild Hay Not Harvested (Non Tillable)	4.0	3.2	8.0
9986 Pasture Not Harvested	18.1	15.5	19.5
9987 Timber Not Harvested	4.2	1.7	6.1
9988 Roads & Waste	16.2	23.8	15.6
9989 Farmstead	9.0	11.7	9.4
O. Total Land Not Harvested	51.5	55.9	58.6
P. Total Non Tillable Land	56.1	64.3	61.8
Q. Total Land In Farm or Ranch	365.8	513.5	376.7
9992 <u>Supplementary Management Information</u>			
9993 Percent Land Tillable	84.7	87.5	83.6
9994 Percent Land In High Return Crops	83.3	87.0	79.9
9995 *Fertilizer Cost Per Acre	16.35	18.98	16.43
9996 *Crop Chemicals Per Acre	7.42	9.35	6.63
9997 *Seed & Other Costs Per Acre	11.60	13.11	11.77
9998 *Gas, Oil & Grease Bought Per Acre	7.52	7.44	7.38
9999 *Til Land-Till Past. Fallow & Idle Land			

* Number of Farms not indicated on crop data form means 10 or less farms were included in this crop data analysis.

Table 10 - CROP ANALYSIS

The Crop Analysis Tables for each individual crop shows the yield, value per unit, and gross return per acre.

Costs such as fertilizers, chemicals, seed and others, hired labor and custom work are costs that are assigned to each individual crop in the account book. These costs are shown in Table 10, under Direct Costs.

Other costs, called allocated costs, are not actual costs incurred but a calculated cost. The power and crop machinery expense is divided into ownership costs and operation costs for each crop. The power and crop machinery expense per crop work unit is calculated from the expense and net decrease on Table 3. Work units for each crop are used as a factor to calculate the per acre cost for power and crop machinery. Line 22 on each crop table shows the calculated interest on investment for equipment or land.

Land cost used is considered the going rental value for land of similar type in the local area. Land rental value reflects a charge for taxes and interest on investment in land. The only cost not included is storage cost and the operators labor.

The following crop ranks are used in this area report for crops raised. This rank is used in measuring the crop selection under percent high return crops on Table 8, Measures of Farm Organization. An A ranked crop is rated 100, B crop at 50, C crop at 25, and a D ranked crop has a rating of 0.

A Ranked Crops

Corn, Grain
Soybeans
Edible Beans
Potatoes
Sunflowers
Sugarbeets
Alfalfa
Other Legumes

B Ranked Crops

Flax
Wheat
Corn Silage
Legume Silage

C Ranked Crops

Barley
Rye
Sorghum
Sudax
Sorghum Silage
Millet
Oat Silage

D Ranked Crops

Oats
Meadow Hay
(Tillable)
Summer Fallow

TABLE 10 - CROP DATA FOR BARLEY, SPRING - 1978

Item	Average Yield of 11 Farms
1 Acres	32.1
2 Yield	41.3
3 Value Per Production Unit	1.51
4 Crop Product Return	62.37
5 Other Crop Income	.69
6 Total Crop Return	63.06
7 Direct Costs	
8 Fertilizer	14.08
9 Chemicals	2.62
10 Seed & Other	6.48
11 Special Hired Labor	
12 Custom Work Hired	1.37
13 Irrigation Operation	
14 Total Direct Costs	24.55
15 Return Over Direct Costs	38.51
16 Allocated Costs	
17 Farm Power & machinery-Ownership	10.58
18 Farm Power & Machinery-Operation	9.61
19 Irrigation Equipment-Ownership	
20 Land Costs	31.45
21 Miscellaneous Costs	
22* Interest on Mach. & Equip. Investment	2.44
23 Total Allocated Costs	54.08
24 Return Over All Listed Costs	(-15.57)
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.30
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	1.90
29 Return Over Listed Costs Per Unit	(- .38)
30 Breakeven Yield/Units of Production	52.07
31 Total Listed Costs Per Acre	78.63
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	-----
33A Buildings, Fences & Tiling Costs	-----
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----

* Does Not Include Interest on investment in irrigation equip or land.

Table 10 - 0085 CROP DATA FOR FLAX

Item	Average Yield 5 Farms
1 Acres	34.8
2 Yield	13.1
3 Value Per Production Unit	5.50
4 Crop Product Return	72.24
5 Other Crop Income	.32
6 Total Crop Return	72.56
7 Direct Costs	
8 Fertilizer	6.78
9 Chemicals	2.96
10 Seed & Other	5.26
11 Special Hired Labor	
12 Custom Work Hired	1.26
13 Irrigation Operation	
14 Total Direct Costs	16.26
15 Return Over Direct Costs	56.30
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	13.43
18 Farm Power & Machinery -Operation	10.85
19 Irrigation Equipment - Ownership	
20 Land Costs	31.60
21 Miscellaneous Costs	.03
22 *Interest on Mach. & Equip. Investment	4.32
23 Total Allocated Costs	60.23
24 Return Over All Listed Costs	(-3.93)
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.30
27 Power Costs Allocated Factor	1.02
28 Total Listed Cost Per Unit of Production	5.82
29 Return Over Listed Costs Per Unit	(- .30)
30 Breakeven Yield/Units of Production	13.91
31 Total Listed Costs Per Acre	76.49
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	-----
33A Buildings, Fences & Tiling Costs	-----
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----

* Does not include interest on investment in irrigation equip. or land.

Table 10 - 0105 CROP DATA FOR OATS - 1978

Item	Average Yield of 374 Farms	187 Farms High In Yield	187 Farms Low In Yield
1 Acres	33.0	31.7	34.2
2 Yield	52.5	66.5	39.8
3 Value Per Production Unit	1.20	1.13	1.27
4 Crop Product Return	63.06	75.11	50.58
5 Other Crop Income	9.58	11.45	7.87
6 Total Crop Return	72.64	86.56	58.45
7 Direct Costs			
8 Fertilizer	5.91	6.62	5.26
9 Chemicals	.94	.88	.99
10 Seed & Other	5.61	6.12	5.18
11 Special Hired Labor	.03	.03	.03
12 Custom Work Hired	2.67	2.97	2.40
13 Irrigation Operation			
14 Total Direct Costs	15.16	16.62	13.86
15 Return Over Direct Costs	57.48	69.94	44.59
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	12.85	13.92	11.91
18 Farm Power & Machinery - Operation	11.25	11.78	10.78
19 Irrigation Equipment - Ownership			
20 Land Costs	36.37	37.24	35.50
21 Miscellaneous Costs	.24	.19	.26
22 *Interest on Mach. & Equip. Investment	3.60	3.72	3.49
23 Total Allocated Costs	64.31	66.85	61.94
24 Return Over All Listed Costs	(-6.83)	3.09	(-17.35)
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost Per Unit of Production	1.51	1.26	1.90
29 Return Over Listed Costs Per Unit	(-.13)	.05	(-.44)
30 Breakeven Yield/Units of Production	66.23	73.87	59.69
31 Total Listed Costs Per Acre	79.47	83.47	75.80
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Expenses	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

* Does not include interest on investment in irrigation equip or land.

Table 10 - 0120 CROP DATA FOR RYE - 1978

Item	Average Yield of 13 Farms
1 Acres	34.0
2 Yield	28.0
3 Value Per Production Unit	1.99
4 Crop Product Return	55.76
5 Other Crop Income	13.97
6 Total Crop Return	69.73
7 Direct Costs	
8 Fertilizer	8.35
9 Chemicals	
10 Seed & Other	3.71
11 Special Hired Labor	
12 Custom Work Hired	.29
13 Irrigation Operation	
14 Total Direct Costs	12.35
15 Return Over Direct Costs	57.38
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	12.01
18 Farm Power & Machinery - Operation	11.27
19 Irrigation Equipment - Ownership	
20 Land Costs	21.00
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	3.33
23 Total Allocated Costs	47.61
24 Return Over All Listed Costs	9.77
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.30
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	2.14
29 Return Over Listed Costs Per Unit	.35
30 Breakeven Yield/Units of Production	30.13
31 Total Listed Costs Per Acre	59.96
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	-----
34 Buildings, Fences & Tiling Costs	-----
35 Interest Allocation	-----
36 Other Costs Not Listed	-----
36 Total Costs	-----

*Does Not Include Interest on Investment in Irrigation Equip or Land

Table 10-0195 CROP DATA FOR WHEAT - SPRING - 1978

Item	Average Yield of 150 Farms	75 Farms High In Yield	75 Farms Low In Yield
1 Acres	67.3	73.6	60.9
2 Yield	29.6	36.4	21.3
3 Value Per Production Unit	2.98	2.96	3.00
4 Crop Product Return	88.07	107.83	63.94
5 Other Crop Income	4.18	2.31	6.45
6 Total Crop Return	92.25	110.14	70.39
7 Direct Costs			
8 Fertilizer	15.99	16.75	15.07
9 Chemicals	2.32	3.08	1.38
10 Seed & Other	6.92	6.85	7.03
11 Special Hired Labor	.04	.10	
12 Custom Work Hired	2.50	2.00	3.12
13 Irrigation Operation			
14 Total Direct Costs	27.77	28.78	26.60
15 Return Over Direct Costs	64.48	81.36	43.79
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	10.83	10.49	11.26
18 Farm Power & Machinery - Operation	10.22	11.19	9.07
19 Irrigation Equipment - Ownership			
20 Land Costs	50.42	54.64	46.20
21 Miscellaneous Costs	.52	.77	.21
22 *Interest on Mach. & Equip. Investment	3.19	3.18	3.20
23 Total Allocated Costs	75.18	80.27	69.94
24 Return Over All Listed Costs	(-10.70)	1.09	(-26.15)
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	1.00	.99	1.00
28 Total Listed Cost Per Unit Of Production	3.48	2.99	4.53
29 Return Over Listed Costs Per Unit	(- .36)	.03	(-1.23)
30 Breakeven Yield/Units of Production	34.55	36.84	32.18
31 Total Listed Costs Per Acre	102.95	109.05	96.54
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Exp.	-----		
33A Buildings, Fences & Tiling Costs	-----		
34 Interest Allocation	-----		
35 Other Costs Not Listed	-----		
36 Total Costs	-----		

* Does not include interest on investment in irrigation equip or land.

Table 10 - 0235 CROP DATA FOR BEANS, NAVY

Item	Average Yield of 11 Farms	5 Farms High In Yield	5 Farms Low In Yield
1 Acres	58.6	42.3	62.8
2 Yield	13.7	18.5	10.2
3 Value Per Production Unit	13.00	13.60	12.00
4 Crop Product Return	\$ 178.14	251.42	121.91
5 Other Crop Income			
6 Total Crop Return	\$ 178.14	\$251.42	\$ 121.91
7 Direct Costs			
8 Fertilizer	7.66	7.99	10.35
9 Chemicals	13.02	11.61	12.77
10 Seed & Other	23.09	22.10	19.95
11 Special Hired Labor	1.67		
12 Custom Work Hired	.84	2.10	.32
13 Irrigation Operation			
14 Total Direct Costs	\$ 46.28	\$ 43.80	\$ 43.39
15 Return Over Direct Costs	131.86	207.62	78.52
16 Allocated Costs			
17 Farm Power & Mach. - Ownership	18.71	21.93	15.68
18 Farm Power & Mach. - Operation	20.30	20.35	16.05
19 Irrigation Equipment - Ownership			
20 Land Costs	49.36	53.00	46.00
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Investment	6.53	7.13	6.89
23 Total Allocated Costs	94.90	102.41	84.62
24 Return Over All Listed Costs	36.96	105.21	(-6.10)
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.50	.50	.50
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost Per Unit of Prod.	10.30	7.91	12.60
29 Return Over Listed Costs Per Unit	2.70	5.69	(-.60)
30 Breakeven Yield/Units of Production	10.86	10.75	10.67
31 Total Listed Costs Per Acre	\$ 141.18	\$ 146.21	\$ 128.01
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Exp.	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

*Does Not Include Interest on Investment in Irrigation Equip or Land

Table 10 - 0240 CROP DATA FOR BEANS, PINTO - 1978

Item	Average
1 Acres	38.0
2 Yield	23.8
3 Value Per Production Unit	16.83
4 Crop Product Return	400.37
5 Other Crop Income	
6 Total Crop Return	400.37
7 Direct Costs	
8 Fertilizer	
9 Chemicals	7.74
10 Seed & Other	20.00
11 Special Hired Labor	
12 Custom Work Hired	7.55
13 Irrigation Operation	
14 Total Direct Costs	35.29
15 Return Over Direct Costs	365.08
16 Allocated Costs	
17 Farm Power & Machinery -Ownership	19.80
18 Farm Power & Machinery - Operation	18.19
19 Irrigation Equipment -Ownership	
20 Land Costs	58.75
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	4.17
23 Total Allocated Costs	100.91
24 Return Over All Listed Costs	264.17
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.50
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	5.73
29 Return Over Listed Costs Per Unit	11.10
30 Breakeven Yield/Units of Production	8.09
31 Total Listed Costs Per Acre	136.20
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	-----
33A Buildings, Fences & Tiling Costs	-----
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----

* Does Not include interest on investment in irrigation equip or land.

Table 10-0260 - CROP DATA FOR CANNING CORN - 1978

Item	Average Yield 12 Farms	6 Farms High In Yield	6 Farms Low In Yield
1 Acres	43.1	49.0	37.2
2 Yield	156.71	190.31	112.45
3 Value Per Production Unit	1.00	1.00	1.00
4 Crop Product Return	156.71	190.31	112.45
5 Other Crop Income			
6 Total Crop Return	156.71	190.31	112.45
7 Direct Costs			
8 Fertilizer	24.01	24.35	23.60
9 Chemicals	8.38	7.63	9.35
10 Seed & Other	2.18	1.24	3.41
11 Special Hired Labor			
12 Custom Work Hired	.07		.16
13 Irrigation Operation			
14 Total Direct Costs	34.64	33.22	36.52
15 Return Over Direct Costs	122.07	157.09	75.93
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	13.28	12.33	14.53
18 Farm Power & Machinery - Operation	15.59	13.52	18.33
19 Irrigation Equipment - Ownership			
20 Land Costs	64.92	66.00	63.83
21 Miscellaneous Costs	1.46	1.71	1.13
22 *Interest on Mach. & Equip. Investment	4.54	4.03	5.22
23 Total Allocated Costs	99.79	97.59	103.04
24 Return Over All Listed Costs	22.28	59.50	(-27.11)
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.50	.50	.50
27 Power Costs Allocation Factor	.97	.97	.97
28 Total Listed Cost Per Unit of Production	.86	.69	1.24
29 Return Over Listed Costs Per Unit	.16	.14	(- .24)
30 Breakeven Yield/Units of Production	134.43	130.81	139.56
31 Total Listed Costs Per Acre	134.43	130.81	139.56
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Expenses	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

* Does not include interest on investment in irrigation equip or land.

Table 10-0275 CROP DATA FOR CORN FOR GRAIN - 1978

Item	Average Yield of 632 Farms	316 Farms High In Yield	316 Farms Low In Yield
1 Acres	87.3	110.7	63.9
2 Yield	94.8	108.2	71.6
3 Value Per Production Unit	1.93	1.91	1.95
4 Crop Product Return	182.97	206.65	139.58
5 Other Crop Income	.54	.54	.53
6 Total Crop Return	183.51	207.19	140.11
7 Direct Costs			
8 Fertilizer	26.27	30.31	19.25
9 Chemicals	10.48	11.33	9.03
10 Seed & Other	15.40	17.42	11.89
11 Special Hired Labor	.19	.22	.16
12 Custom Work Hired	3.55	3.41	3.80
13 Irrigation Operation			
14 Total Direct Costs	55.89	62.69	44.13
15 Return Over Direct Costs	127.62	144.50	95.98
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	23.67	24.33	22.52
18 Farm Power & Machinery - Operation	19.44	19.16	19.91
19 Irrigation Equipment - Ownership			
20 Land Costs	42.47	49.66	35.28
21 Miscellaneous Costs	2.13	1.76	2.77
22 *Interest on Mach. & Equip. Investment	6.33	6.37	6.27
23 Total Allocated Costs	94.04	101.28	86.75
24 Return Over All Listed Costs	33.58	43.22	9.23
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.55	.55	.55
27 Power Costs Allocation Factor	.99	.99	.99
28 Total Listed Cost Per Unit of Production	1.58	1.52	1.83
29 Return Over Listed Costs Per Unit	.35	.40	.13
30 Breakeven Yield/Units of Production	77.68	85.85	67.12
31 Total Listed Costs Per Acre	149.93	163.97	130.88
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Exp.	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Total Costs	-----	-----	-----

* Does not include interest on investment in irrigation equip or land.

Table 10-0335 CROP DATA FOR SOYBEANS - 1978

Item	Average Yield of 299 Farms	149 Farms High In Yield	149 Farms Low In Yield
1 Acres	111.0	120.9	98.7
2 Yield	35.0	39.6	29.4
3 Value Per Production Unit	5.98	6.03	5.92
4 Crop Product Return	209.35	238.71	174.06
5 Other Crop Income	.30	.03	.63
6 Total Crop Return	209.65	238.74	174.69
7 Direct Costs			
8 Fertilizer	1.41	1.55	1.31
9 Chemicals	9.20	10.41	7.88
10 Seed & Other	9.41	10.07	8.71
11 Special Hired Labor	.78	.87	.67
12 Custom Work Hired	1.98	1.85	2.20
13 Irrigation Operation			
14 Total Direct Costs	22.78	24.75	20.77
15 Return Over Direct Costs	186.87	213.99	153.92
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	20.28	19.50	20.77
18 Farm Power & Machinery - Operation	15.76	15.87	15.40
19 Irrigation Equipment - Ownership			
20 Land Costs	54.00	58.07	49.85
21 Miscellaneous Costs	1.13	.80	1.45
22 *Interest on Mach. & Equip. Investment	5.22	5.02	5.50
23 Total Allocated Costs	96.39	99.26	92.97
24 Return Over All Listed Costs	90.48	114.73	60.95
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.45	.45	.45
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost Per Unit of Production	3.40	3.13	3.87
29 Return Over Listed Costs Per Unit	2.58	2.90	2.07
30 Breakeven Yield/Units of Production	19.93	20.57	19.21
31 Total Listed Costs Per Acre	119.17	124.01	113.74
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Expenses	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

* Does Not include interest on investment in irrigation equip or land.

Table 10-0340 CROP DATA FOR SUGARBEETS - 1978

Item	Average Yield 17 Farms	8 Farms High In Yield	8 Farms Low In Yield
1 Acres	189.9	228.3	156.6
2 Yield	18.7	20.6	16.1
3 Value Per Production Unit	21.11	22.47	20.26
4 Crop Product Return	394.30	461.90	325.50
5 Other Crop Income			
6 Total Crop Return	394.30	461.90	325.50
7 Direct Costs			
8 Fertilizer	35.32	40.86	29.83
9 Chemicals	22.55	23.29	20.75
10 Seed & Other	25.77	29.95	18.11
11 Special Hired Labor	18.43	17.71	19.62
12 Custom Work Hired	24.21	27.93	19.78
13 Irrigation Operation			
14 Total Direct Costs	126.28	139.74	108.09
15 Return Over Direct Costs	268.02	322.16	217.41
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	41.79	40.72	39.23
18 Farm Power & Machinery - Operation	40.31	40.11	38.89
19 Irrigation Equipment - Ownership			
20 Land Costs	62.94	64.38	61.88
21 Miscellaneous Costs	.46	.82	
22 *Interest on Mach. & Equip. Investment	14.65	16.04	11.01
23 Total Allocated Costs	160.15	162.07	151.01
24 Return Over All Listed Costs	107.87	160.09	66.40
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	2.00	2.00	2.00
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost Per Unit of Production	15.33	14.68	16.13
29 Return Over Listed Costs Per Unit	5.78	7.79	4.13
30 Breakeven Yield/Units of Production	13.57	13.43	12.79
31 Total Listed Costs Per Acre	286.43	301.81	259.10
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Expenses	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

* Does not include interest on investment in irrigation equip or land.

Table 10-0350 CROP DATA FOR SUNFLOWERS

Item	Average Yield of 34 Farms	17 Farms High in Yield	17 Farms Low in Yield
1 Acres	122.8	142.6	102.9
2 Yield	22.5	25.5	12.1
3 Value Per Production Unit	10.06	9.55	10.57
4 Crop Product Return	226.35	243.52	128.19
5 Other Crop Income			
6 Total Crop Return	\$ 226.35	\$ 243.52	\$ 128.19
7 Direct Costs			
8 Fertilizer	13.05	14.99	10.39
9 Chemicals	6.25	7.64	4.31
10 Seed & Other	8.18	9.04	6.99
11 Special Hired Habor	.06		.14
12 Custom Work Hired	2.37	2.91	1.62
13 Irrigation Operation			
14 Total Direct Costs	29.91	34.58	23.45
15 Return Over Direct Costs	196.44	208.94	104.74
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	15.68	11.11	22.03
18 Farm Power & Machinery - Operation	15.87	15.46	16.45
19 Irrigation Equipment - Ownership			
20 Land Costs	47.85	52.18	43.53
21 Miscellaneous Costs	.07		.17
22 *Interest On Mach. & Equip. Investment	4.74	4.07	5.67
23 Total Allocated Costs	84.21	82.82	87.85
24 Return Over All Listed Costs	112.23	126.12	16.89
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.55	.55	.55
27 Power Costs Allocation Factor	.94	.99	.90
28 Total Listed Cost Per Unit of Prod.	5.06	4.58	9.18
29 Return Over Listed Costs Per Unit	1.98	2.07	1.39
30 Breakeven Yield/Units of Prod.	11.34	12.29	10.53
31 Total Listed Costs Per Acre	114.12	117.40	111.30
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Exp.	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

*Does Not Include Interest on Investment in Irrigation Equip or Land

Table 10-0365 CROP DATA FOR CANNING PEAS

Item	Average Yield of 32 Farms
1 Acres	47.7
2 Yield	123.77
3 Value Per Production Unit	1.00
4 Crop Product Return	123.77
5 Other Crop Income	
6 Total Crop Return	123.77
7 Direct Costs	
8 Fertilizer	13.38
9 Chemicals	2.64
10 Seed & Other	.59
11 Special Hired Labor	
12 Custom Work Hired	.10
13 Irrigation Operation	
14 Total Direct Costs	16.71
15 Return Over Direct Costs	107.06
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	11.10
18 Farm Power & Machinery - Operation	11.45
19 Irrigation Equipment - Ownership	
20 Land Costs	57.11
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	3.53
23 Total Allocated Costs	83.19
24 Return Over All Listed Costs	23.87
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.40
27 Power Costs Allocation Factor	.95
28 Total Listed Cost Per Unit of Production	.81
29 Return Over Listed Costs Per Unit	.19
30 Breakeven Yield/Units of Production	99.90
31 Total Listed Costs Per Acre	99.90
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	-----
33A Buildings, Fences & Tiling Costs	-----
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----

*Does Not Include Interest on Investment in Irrigation Equip or Land

Table 10-0400 CROP DATA FOR ALFALFA HAY - 1978

Item	Average Yield of 437 Farms	218 Farms High In Yield	218 Farms Low In Yield
1 Acres	35.6	36.2	35.1
2 Yield	3.9	5.1	2.7
3 Value Per Production Unit	41.00	41.13	40.86
4 Crop Product Return	160.08	209.06	110.60
5 Other Crop Income	.22		.48
6 Total Crop Return	160.30	209.06	111.08
7 Direct Costs			
8 Fertilizer	9.16	10.28	7.86
9 Chemicals	.25	.41	.11
10 Seed & Other	9.04	10.55	7.44
11 Special Hired Labor	.20	.19	.20
12 Custom Work Hired	2.33	2.60	1.91
13 Irrigation Operation			
14 Total Direct Costs	20.98	24.03	17.52
15 Return Over Direct Costs	139.32	185.03	93.56
16 Allocated Costs			
17 Farm Power & Machinery -Ownership	24.91	28.00	21.69
18 Farm Power & Machinery - Operation	22.88	23.53	22.17
19 Irrigation Equipment -Ownership			
20 Land Costs	37.73	41.50	33.99
21 Miscellaneous Costs	.53	.55	.54
✓ 22 *Interest on Mach. & Equip. Investment	7.19	7.65	6.69
23 Total Allocated Costs	93.24	101.23	85.08
24 Return Over All Listed Costs	46.08	83.80	8.48
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.60	.60	.60
27 Power Costs Allocation Factor	.99	.99	.98
28 Total Listed Cost Per Unit of Production	29.25	24.65	37.91
29 Return Over Listed Costs Per Unit	11.81	16.48	3.14
30 Breakeven Yield/Units of Production	2.79	3.05	2.51
31 Total Listed Costs Per Acre	114.22	125.26	102.60
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Expenses	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

* Does Not include interest on investment in irrigation equip or land.

Table 10-0465 CROP DATA FOR MEDIUM RED CLOVER HAY - 1978

Item	Average Yield of 8 Farms
1 Acres	14.6
2 Yield	1.9
3 Value Per Production Unit	36.88
4 Crop Product Return	70.75
5 Other Crop Income	
6 Total Crop Return	70.75
7 Direct Costs	
8 Fertilizer	2.40
9 Chemicals	
10 Seed & Other	4.52
11 Special Hired Labor	
12 Custom Work Hired	
13 Irrigation Operation	
14 Total Direct Costs	6.92
15 Return Over Direct Costs	63.83
16 Allocated Costs	
17 Farm Power & Machinery -Ownership	12.03
18 Farm Power & Machinery - Operation	14.17
19 Irrigation Equipment - Ownership	
20 Land Costs	24.88
21 Miscellaneous Costs	.48
22 *Interest on Mach. & Equip. Investment	3.64
23 Total Allocated Costs	55.20
24 Return Over All Listed Costs	8.63
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.40
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	32.39
29 Return Over Listed Costs Per Unit	4.50
30 Breakeven Yield/Units of Production	1.68
31 Total Listed Costs Per acre	62.12
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	-----
33A Buildings, Fences & Tiling Costs	-----
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----

* Does not include interest on investment in irrigation equip or land.

Table 10-0515 CROP DATA FOR OTHER TILLABLE GRASS HAY

Item	Average Yield of 50 Farms	25 Farms High in Yield	25 Farms Low in Yield
1 Acres	13.5	12.8	14.2
2 Yield	2.1	3.3	1.1
3 Value Per Production Unit	29.34	29.08	29.60
4 Crop Product Return	60.89	95.39	31.27
5 Other Crop Income			
6 Total Crop Return	60.89	95.39	31.27
7 Direct Costs			
8 Fertilizer	1.04	1.88	.28
9 Chemicals			
10 Seed & Other	1.33	1.02	1.55
11 Special Hired Labor			
12 Custom Work Hired	.07	.16	
13 Irrigation Operation			
14 Total Direct Costs	2.44	3.06	1.83
15 Return Over Direct Costs	58.45	92.33	29.44
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	10.43	13.82	7.36
18 Farm Power & Machinery - Operation	10.99	11.93	10.15
19 Irrigation Equipment - Ownership			
20 Land Costs	25.28	25.60	24.96
21 Miscellaneous Costs	.30	.39	.21
22 *Interest on Mach. & Equip. Invest.	3.62	3.78	3.49
23 Total Allocated Costs	50.62	55.52	46.17
24 Return Over All Listed Costs	7.83	36.81	(-16.73)
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost Per Unit of Prod.	25.57	17.86	45.47
29 Return Over Listed Costs Per Unit	3.79	11.21	(-15.87)
30 Breakeven Yield/Units of Production	1.81	2.01	1.62
31 Total Listed Costs Per Acre	53.06	58.58	48.00
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Expenses -----	-----	-----	-----
33A Buildings, Fences & Tiling Costs -----	-----	-----	-----
34 Interest Allocation -----	-----	-----	-----
35 Other Costs Not Listed -----	-----	-----	-----
36 Total Costs -----	-----	-----	-----

*Does Not Include Interest on Investment in Irrigation Equip or Land

Table 10-0535 CROP DATA FOR LEGUME, LEGUME-GRASS SILAGE

Item	Average Yield of 41 Farms
1 Acres	24.3
2 Yield	7.4
3 Value Per Production Unit	19.27
4 Crop Product Return	142.76
5 Other Crop Income	
6 Total Crop Return	142.76
7 Direct Costs	
8 Fertilizer	4.98
9 Chemicals	.25
10 Seed & Other	7.37
11 Special Hired Labor	
12 Custom Work Hired	2.22
13 Irrigation Operation	
14 Total Direct Costs	14.82
15 Return Over Direct Costs	127.94
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	13.00
18 Farm Power & Machinery - Operation	17.43
19 Irrigation Equipment - Ownership	
20 Land Costs	34.56
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	4.66
23 Total Allocated Costs	69.65
24 Return Over All Listed Costs	58.29
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.40
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	11.41
29 Return Over Listed Costs Per Unit	7.87
30 Breakeven Yield/Units of Production	4.38
31 Total Listed Costs Per Acre	84.47
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	-----
33A Buildings, Fences & Tiling Costs	-----
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----

*Does Not Include Interest on Investment in Irrigation Equip or Land

Table 10-0550 CROP DATA FOR CORN & SORGHUM SILAGE - 1978

Item	Average Yield of 352 Farms	176 Farms High In Yield	176 Farms Low In Yield
1 Acres	30.4	27.8	33.0
2 Yield	12.1	15.6	9.0
3 Value Per Production Unit	14.58	14.41	14.75
4 Crop Product Return	176.02	225.47	133.21
5 Other Crop Income	.33	.14	.48
6 Total Crop Return	176.35	225.61	133.69
7 Direct Costs			
8 Fertilizer	18.26	21.19	15.79
9 Chemicals	9.11	10.04	8.30
10 Seed & Other	10.07	10.97	9.27
11 Special Hired Labor		.04	
12 Custom Work Hired	3.75	4.17	3.39
13 Irrigation Operation			
14 Total Direct Costs	41.19	46.41	36.75
15 Return Over Direct Costs	135.16	179.20	96.64
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	24.26	28.71	20.51
18 Farm Power & Machinery - Operation	23.19	23.96	22.55
19 Irrigation Equipment - Ownership			
20 Land Costs	35.10	38.77	31.43
21 Miscellaneous Costs	.26	.32	.21
22 *Interest on Mach. & Equip. Investment	6.93	7.67	6.30
23 Total Allocated Costs	89.74	99.43	81.00
24 Return Over All Listed Costs	45.42	79.77	15.94
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.60	.60	.60
27 Power Costs Allocation Factor	1.00	.99	1.00
28 Total Listed Cost Per Unit of Production	10.84	9.32	13.04
29 Return Over Listed Costs Per Unit	3.76	5.10	1.77
30 Breakeven Yield/Units of Production	8.98	10.12	7.98
31 Total Listed Costs Per Acre	130.93	145.84	117.75
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Expenses	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

* Does not include interest on investment in irrigation equip or land.

TABLE 10-1180 CROP DATA FOR SET ASIDE ACRES - TILLED 1978

Item	Average Yield of 158 Farms
1 Acres	29.0
2 Yield	59.1
3 Value Per Production Unit	1.00
4 Crop Product Return	59.10
5 Other Crop Income	.48
6 Total Crop Return	59.58
7 Direct Costs	
8 Fertilizer	.18
9 Chemicals	.29
10 Seed & Other	1.60
11 Special Hired Labor	
12 Custom Work Hired	.07
13 Irrigation Operation	
14 Total Direct Costs	2.14
15 Return Over Direct Costs	57.44
16 Allocated Costs	
17 Farm Power & Machinery -Ownership	7.03
18 Farm Power & Machinery -Operation	7.11
19 Irrigation Equipment - Ownership	
20 Land Costs	41.53
21 Miscellaneous Costs	.15
22 *Interest on Mach. & Equip. Investment	2.08
23 Total Allocated Costs	57.90
24 Return Over All Listed Costs	(-.46)
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.19
27 Power Costs Allocation Factor	.92
28 Total Listed Cost Per Unit of Production	1.01
29 Return Over Listed Costs Per Unit	.04
30 Breakeven Yield/Units of Production	60.04
31 Total Listed Costs Per Acre	60.04
32 Other Possible Costs Not Listed	
33 Utilities & Other General Farm Expenses	-----
33A Buildings, Fences & Tiling Costs	-----
34 Interest Allocation	-----
35 Other Costs Not Listed	-----
36 Total Costs	-----

* Does not include interest on investment in irrigation equip or land.

TABLE 10-3275 CROP DATA FOR CORN FOR GRAIN (IRRIGATED) - 1978

Item	Average Yield of 40 Farms	20 Farms High In Yield	20 Farms Low In Yield
1 Acres	78.6	82.5	74.6
2 Yield	110.6	125.0	94.9
3 Value Per Production Unit	1.94	1.92	1.96
4 Crop Product Return	214.61	240.04	185.94
5 Other Crop Income	3.94	4.30	3.54
6 Total Crop Return	218.55	244.34	189.48
7 Direct Costs			
8 Fertilizer	45.13	51.38	38.27
9 Chemicals	12.60	12.97	12.20
10 Seed & Other	17.01	17.85	16.11
11 Special Hired Labor			
12 Custom Work Hired	8.96	9.14	8.78
13 Irrigation Operation	11.21	12.10	10.24
14 Total Direct Costs	94.91	103.44	85.60
15 Return Over Direct Costs	123.64	140.90	103.88
16 Allocated Costs			
17 Farm Power & Machinery -Ownership	23.13	23.30	22.98
18 Farm Power & Machinery - Operation	22.97	22.70	23.30
19 Irrigation Equipment - Ownership	46.06	50.25	41.46
20 Land Costs	26.85	28.40	25.30
21 Miscellaneous Costs	1.23	.85	1.66
22 *Interest On Mach. & Equip. Investment	7.29	7.61	6.94
23 Total Allocated Costs	127.53	133.11	121.64
24 Return Over All Listed Costs	(-3.89)	7.79	(-17.76)
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.65	.65	.65
27 Power Costs Allocation Factor	.97	.99	.96
28 Total Listed Cost Per Unit of Production	2.01	1.89	2.18
29 Return Over Listed Costs Per Unit	(-.03)	.06	(-.19)
30 Breakeven Yield/Units of Production	114.66	123.20	105.73
31 Total Listed Costs Per Acre	222.44	236.55	207.24
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Expenses	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

* Does not include interest on investment in irrigation equip or land,

TABLE 10-3400 CROP DATA FOR ALFALFA HAY (IRRIGATED) - 1978

Item	Average Yield of 25 Farms	12 Farms High In Yield	12 Farms Low In Yield
1 Acres	45.4	46.8	42.5
2 Yield	4.0	4.8	3.1
3 Value Per Production Unit	42.51	43.56	41.67
4 Crop Product Return	170.42	209.42	130.40
5 Other Crop Income			
6 Total Crop Return	170.42	209.42	130.40
7 Direct Costs			
8 Fertilizer	16.96	17.37	15.60
9 Chemicals	.20		.42
10 Seed & Other	8.28	4.19	12.85
11 Special Hired Labor			
12 Custom Work Hired	.73	.17	1.08
13 Irrigation Operation	8.59	5.26	11.60
14 Total Direct Costs	34.76	26.99	41.55
15 Return Over Direct Costs	135.66	182.43	88.85
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	24.24	26.20	23.51
18 Farm Power & Machinery - Operation	26.96	29.14	24.57
19 Irrigation Equipment - Ownership	37.75	34.66	38.87
20 Land Costs	23.48	30.17	17.92
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Investment	7.49	7.47	7.26
23 Total Allocated Costs	119.92	127.64	112.13
24 Return Over All Listed Costs	15.74	54.79	(-23.28)
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.80	.80	.80
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost Per Unit of Production	38.58	32.16	49.11
29 Return Over Listed Costs Per Unit	3.93	11.40	(-7.44)
30 Breakeven Yield/Units of Production	3.64	3.55	3.69
31 Total Listed Costs Per Acre	154.68	154.63	153.68
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Expense	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

* Does Not include interest on investment in irrigation equip or land.

TABLE 10-3550 CROP DATA FOR CORN & SORGHUM SILAGE (IRRIGATED) - 1978

Item	Average Yield of 19 Farms	9 Farms High In Yield	9 Farms Low In Yield
1 Acres	30.9	23.2	40.4
2 Yield	16.7	19.9	14.9
3 Value Per Production Unit	14.47	14.56	14.56
4 Crop Product Return	241.17	289.96	216.61
5 Other Crop Income	2.78	.73	4.08
6 Total Crop Return	243.95	290.69	220.69
7 Direct Costs			
8 Fertilizer	32.56	41.98	28.24
9 Chemicals	11.55	10.47	12.30
10 Seed & Other	11.17	10.91	10.69
11 Special Hired Labor			
12 Custom Work Hired	4.53	1.34	5.94
13 Irrigation Operation	9.71	10.95	8.61
14 Total Direct Costs	69.52	75.65	65.78
15 Return Over Direct Costs	174.43	215.04	154.91
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	24.56	30.82	21.19
18 Farm Power & Machinery - Operation	29.87	31.24	29.10
19 Irrigation Equipment - Ownership	37.51	53.19	28.99
20 Land Costs	23.42	23.33	25.00
21 Miscellaneous Costs	.45		.74
22 *Interest on Mach. & Equip. Investment	7.96	8.08	7.95
23 Total Allocated Costs	123.77	146.66	112.97
24 Return Over All Listed Costs	50.66	68.38	41.94
24 Supplementary Management Information			
26 Work Units Assigned Per Acre	.80	.80	.80
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost Per Unit of Production	11.60	11.16	12.02
29 Return Over Listed Costs Per Unit	3.04	3.44	2.82
30 Breakeven Yield/Units of Production	13.36	15.27	12.28
31 Total Listed Costs Per Acre	193.29	222.31	178.75
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Expenses	-----	-----	-----
33A Buildings, Fences & Tiling Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

* Does Not include interest on investment in irrigation equip or land.

TABLE 11A 6470 COSTS AND RETURNS FROM HOGS, FARROW, FINISH, GENERAL - 1978

Item	Average of 100 Farms	20 Farms	20 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Pounds of Hogs Prod.-Total	71196	47970	62811
		Per Hundred Weight	
2 Net Increase in Value of Hogs	51.77	77.17	30.28
3 Other Miscellaneous Hog Income			
4 Total Value Produced	51.77	77.17	30.28
5 Pounds of Feed Fed			
6 Corn	225.9	216.9	159.7
7 Small Grain	22.5	65.3	7.1
8 Complete Ration	107.0	130.6	108.7
9 Protein, Salt & Mineral & Milk	56.2	78.4	40.2
10 Total Concentrates	411.6	491.2	315.7
11 Forages	2.0	3.2	.3
12 Feed Cost			
13 Grains	8.42	9.45	5.70
14 Complete Ration	7.07	6.98	6.73
15 Protein, Salt & Mineral & Milk	7.05	9.59	6.28
16 Forages	.05	.06	.01
17 Pasture		.02	
18 Total Feed Costs	22.59	26.10	18.72
19 Return Over Feed Costs	29.18	51.07	11.56
20 Other Direct Costs			
21 Miscellaneous Livestock Expense	1.03	1.16	.49
22 Veterinary Expense	.64	.76	.38
23 Custom Work	.54	.97	.08
24 Special Hired Labor	.27		
25 Total Other Direct Costs	2.48	2.89	.95
26 Return Over Feed & Other Direct Costs	26.70	48.18	10.61
27 Allocated Costs			
28 Power & Machinery Costs	1.29	1.64	1.00
29 Livestock Equipment Costs	1.56	2.55	1.18
30 Building & Fences	.87	2.29	1.36
31 Total Allocated Costs	3.72	6.48	3.54
32 Return Over All Listed Costs	22.98	41.70	7.07
33 Supplementary Management Information			
34 Return for \$100 Feed Fed	229.18	295.68	161.75
35 Price Received Per CWT. All Animals	51.66	66.78	47.15
36 Price Received Per CWT. Sold Mkt. Only	52.14	60.70	46.96
37 Number of Litters Farrowed	48	65	15
38 Number of Pigs Born Per Litter	10.1	10.0	8.8
39 Number of Pigs Weaned Per Litter	7.6	7.1	6.9
40 Percent Death Loss	17.8	22.8	8.2
41 Average Weight of all Hogs Sold	181.9	112.4	220.9
42 Average Weight of Mkt. Hogs Sold	203.7	128.0	229.0
43 Price Per CWT. Concentrate Fed	5.48	5.30	5.93
44 Price Per Cwt. Protein, Salt & Min.	12.53	12.24	15.62
45 Pounds of Pork Purchased	4201	2823	9310
46 Total Listed Costs Per Cwt. Pork Pr.\$	28.79	35.47	23.21
47 Utilities & Other General Farm Exp.	-----	-----	-----
48 Interest Allocation	-----	-----	-----
49 Other Costs Not Listed	-----	-----	-----
50 Total Cost	-----	-----	-----

A COMPLETE HOG ENTERPRISE is one where the pigs are farrowed and fed out on the farm. Feed fed includes the feed for the breeding herd as well as those marketed. Farms producing less than 5000 lbs. were not included.

TABLE 11B 6490 COSTS AND RETURNS FROM HOGS, FINISHING - 1978

Item	Average of 64 Farms	13 Farms High In Return Above Feed	13 Farms Low In Return Above Feed
1 Average Number of Pigs on Hand	149.5	161.1	116.8
2 Pounds of Hogs Produced	67744	65827	52350
3 Net Increase in Value of Hogs <u>Per Hund. Wt.</u>	36.32	41.62	30.48
4 Other Miscellaneous Hog Income			
5 Total Value Produced	36.32	41.62	30.48
6 Pounds of Feed Fed			
7 Corn	243.8	224.6	226.3
8 Small Grain	21.5	23.8	14.2
9 Complete Ration	67.7	79.1	93.3
10 Protein, Salt & Mineral & Milk	95.5	37.0	267.2
11 Total Concentrates	428.5	364.5	601.0
12 Forages	8.1		44.1
13 Feed Cost			
14 Grains	9.12	8.72	8.42
15 Complete Ration	4.15	4.79	5.20
16 Protein, Salt & Mineral & Milk	7.14	4.56	7.62
17 Forages	.16		.92
18 Pasture			
19 Total Feed Costs	20.57	18.07	22.16
20 Return Over Feed Costs	15.75	23.55	8.32
21 Other Direct Costs			
22 Miscellaneous Livestock Expense	.40	.40	.45
23 Veterinary Expense	.24	.42	.07
24 Custom Work	.86	.72	.52
25 Special Hired Labor			
26 Total Other Direct Costs	1.50	1.54	1.04
27 Return Over Feed & Other Direct Costs	14.25	22.01	7.28
28 Allocated Costs			
29 Power & Machinery Costs	.99	.75	1.24
30 Livestock Equipment Costs	1.10	1.06	1.47
31 Building & Fences	1.51	.96	1.31
32 Total Allocated Costs	3.60	2.77	4.02
33 Return Over All Listed Costs	10.65	19.24	3.26
34 Supplementary Management Information			
35 Return for \$100 Feed Fed	176.58	230.32	137.52
36 Price Received Per CWT.	48.97	51.44	47.26
37 Average Weight of Pigs Sold	213.5	180.0	220.6
38 Average Price Paid Per Pig Bought	46.85	36.80	48.25
39 Average Weight Per Pig Bought	42.2	36.8	42.1
40 Number of Pigs Purchased	209	162	181
41 No. Pigs Transferred In	189	252	178
42 Average Weight of Pigs Transferred In	45.7	41.3	50.0
43 Pounds of Pork Purchased	8813	5959	7615
44 Percent Death Loss	2.4	3.9	2.3
45 Price Per CWT, Concentrate Fed	4.76	4.96	3.53
46 Price Per CWT, P, S, & Min. Fed	7.48	12.33	2.85
47 Effective Daily Gain-Lbs Per Day Per Pigs	1.24	1.12	1.23
48 Total Listed Cost Per CWT. Pork Prod.	25.67	22.38	27.22
49 Utilities & Other General Farm Exp.	-----	-----	-----
50 Interest Allocation	-----	-----	-----
51 Other Costs Not Listed	-----	-----	-----
52 Total Costs	-----	-----	-----

A HOG FINISHING ENTERPRISE is one where all hogs were purchased as feeders and fed out, Farms producing less than 5000 lbs. were not included in the averages.

TABLE 11C - 6510 COSTS AND RETURNS FROM PRODUCING WEANING PIGS - 1978

Item	Average of 66 Farms	13 Farms	13 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Number of Litters Farrowed	79	54	68
		Per Litter	
2 Net Increase in Value	402.05	624.98	238.63
3 Other Miscellaneous Weaning Pigs Income			
4 Total Value Produced	402.05	624.98	238.63
5 Pounds of Feed Fed			
6 Corn	1222.9	1159.2	1297.9
7 Small Grain	324.3	252.0	473.9
8 Complete Ration	406.4	660.7	61.5
9 Protein, Salt & Mineral, & Milk	377.3	402.4	341.1
10 Total Concentrates	2330.9	2474.3	2174.4
11 Forages	62.5	33.3	193.4
12 Feed Cost			
13 Grains	53.32	47.81	60.47
14 Complete Ration	31.58	50.31	6.16
15 Protein, Salt & Mineral & Milk	53.87	50.24	50.66
16 Forages	1.32	.72	3.97
17 Pasture	.19	.07	
18 Total Feed Costs	140.28	149.15	121.26
19 Return Over Feed Costs	261.77	475.83	117.37
20 Other Direct Costs			
21 Miscellaneous Livestock Expense	12.59	9.72	8.69
22 Veterinary Expense	6.59	3.22	6.40
23 Custom Work	2.18	1.91	.93
24 Special Hired Labor			
25 Total Other Direct Costs	21.36	14.85	16.02
26 Return Over Feed & Other Direct Costs	240.41	460.98	101.35
27 Allocated Costs			
28 Power & Machinery Costs	14.03	16.97	15.41
29 Livestock Equipment Costs	12.11	15.20	9.61
30 Building & Fences	19.00	29.03	13.32
31 Total Allocated Cost	45.14	61.20	38.34
32 Return Over All Listed Costs	195.27	399.78	63.01
33 Supplementary Management Information			
34 Return for \$100 Feed Fed	286.61	419.03	196.79
35 Average Price Rec. Per Animal Sold	55.27	55.77	50.66
36 Average Price Per Pig Sold or Trans.	48.26	50.29	48.89
37 Average Weight Per Pig Sold or Trans.	46.5	49.9	53.6
38 Number of Pigs Produced	582	479	383
39 Number of Pigs Born Per Litter	9.3	10.7	7.8
40 Number of Pigs Weaned Per Litter	7.3	8.4	5.7
41 Percent Death Loss	17.6	18.5	22.4
42 Price Per CWT. Concentrate Fed	5.95	6.00	5.39
43 Price Per CWT. P, S. & Min Fed	14.28	12.49	14.86
44 Feed & Suppl. Costs Per Pig Prod.	21.94	18.49	24.37
45 Total Listed Costs Per Litter	206.78	225.20	175.62
46 Utilities & Other Genereal Farm Exp.	-----	-----	-----
47 Interest Allocation	-----	-----	-----
48 Other Costs Not Listed	-----	-----	-----
49 Total Costs	-----	-----	-----

TABLE 12-6290 DAIRY COWS, COMMERCIAL, GENERAL - 1978

Item	Average of 211 Farms	42 Farms High In Return Above Feed Per Cow	42 Farms Low In Return Above Feed
1 Average Number of Cows	43.0	45.1	43.6
2 Pounds of Milk	12624	15127	8220
3 Pounds of Butterfat	468.5	559.5	294.7
4 Percent of Butterfat In Milk	3.7	3.7	3.6
5 Value Of Produce			
6 Dairy Products Sold	\$1233.37	\$1511.91	\$782.52
7 Dairy Products Used In Home	8.51	8.69	5.53
8 Milk Fed to Livestock	11.37	13.57	10.69
9 Net Increases in Value of Cows	38.98	143.66	(-14.63)
10 Other Miscellaneous Dairy Income	.07		
11 Total Value Produced	1292.30	1677.83	784.11
12 Pounds of Feed Fed			
13 Corn	4158.7	4314.3	3428.8
14 Small Grain	833.4	687.2	867.0
15 Complete Ration	335.7	402.3	343.4
16 Protein, Salt & Mineral	871.4	1219.9	610.4
17 Total Concentrates	6199.2	6623.7	5249.6
18 Legume Hay	5920.3	5502.7	5775.5
19 Other Hay & Dry Roughage	109.7	357.9	28.6
20 Silage	12070.8	12089.8	11164.6
21 Feed Costs			
22 Grains	174.23	170.49	148.72
23 Complete Ration	19.40	31.57	9.61
24 Protein, Salt & Mineral	99.47	118.29	73.72
25 All Hay & Dry Roughage	129.67	122.90	128.37
26 Silage	91.91	88.00	83.72
27 Pasture	2.07	1.62	3.30
28 Total Feed Costs	516.75	532.87	447.44
29 Return Over Feed Cost	775.55	1144.96	336.67
30 Other Direct Costs			
31 Miscellaneous Livestock Expense	50.72	60.93	29.66
32 Veterinary Expense	19.40	24.88	11.31
33 Custom Work Hired	30.40	35.61	20.62
34 Special Hired Labor	1.05	2.90	1.26
35 Total Other Direct Costs	101.57	124.32	62.85
36 Return Over Feed & Other Direct Costs	673.98	1020.64	273.82
37 Allocated Costs			
38 Power & Machinery Costs	50.66	55.19	40.64
39 Livestock Equipment Costs	47.55	56.34	33.19
40 Building & Fences	51.30	61.47	33.47
41 Total Allocated Costs	149.51	173.00	107.30
42 Return Over All Listed Costs	524.47	847.64	166.52
43 Supplementary Management Information			
44 Return for \$100 Feed Fed	250.09	314.87	175.25
45 Feed Cost Per CWT. Milk	4.10	3.52	5.44
46 Feed Cost Per Pound of Butterfat	1.10	.96	1.52
47 Pounds of Milk Per Pound of Concentrate	2.04	2.28	1.57
48 Average Price Per CWT. Milk Sold	9.91	10.13	9.70
49 Average Price Per Pound of Butterfat	2.67	2.77	2.71
50 Total Listed Costs Per CWT. Milk Prod.	6.08	5.49	7.51
51 Dairy Cow Turnover Percentage	32.6	42.1	22.9
52 Total Listed Costs Per Cow	767.83	830.19	617.59
53 Utilities & Other General Farm Exp.	-----	-----	-----
54 Interest Allocation	-----	-----	-----
55 Other Costs Not Listed	-----	-----	-----
56 Total Costs	-----	-----	-----

TABLE 13 - 6310 OTHER DAIRY, REPLACEMENTS - 1978

Item	Average of 211 Farms	42 Farms High In Return Above Feed Per Head	42 Farms Low In Return Above Feed
1 Number of Head	51.4	51.0	52.2
2 Net Increase In Value	314.36	490.41	189.20
3 Other Miscellaneous Income			
4 Total Income	314.36	490.41	189.20
5 Pounds of Feed Fed			
6 Corn	777.7	617.5	766.7
7 Small Grain	242.9	189.9	299.6
8 Complete Ration	22.6	65.5	20.6
9 Protein, Salt & Minerals	153.3	163.5	154.8
10 Hay & Dry Roughage	2404.0	2654.4	2556.5
11 Silage	6504.7	5870.2	8888.9
12 Milk	79.3	105.9	94.2
13 Feed Cost			
14 Grains	36.11	28.25	39.85
15 Complete Ration	1.60	2.75	2.20
16 Protein, Salt & Mineral	20.23	19.82	18.93
17 Hay & Dry Roughage	49.84	54.51	53.85
18 Silage	51.58	45.08	74.25
19 Milk	8.44	10.82	9.66
20 Pasture	1.89	2.49	2.05
21 Total Feed Costs	169.69	163.72	200.77
22 Return Over Feed Costs	144.67	326.69	(-11.57)
23 Other Direct Costs			
24 Miscellaneous Expense	6.26	6.78	6.25
25 Veterinary Expense	2.18	2.43	2.70
26 Custom Work Hired	2.16	2.29	3.51
27 Special Hired Labor	.06		
28 Total Other Direct Costs	10.66	11.50	12.46
29 Return Over Feed & Other Direct Costs	134.01	315.19	(-24.03)
30 Allocated Costs			
31 Power & Machinery Costs	9.44	9.84	9.09
32 Livestock Equipment Costs	8.98	8.13	8.98
33 Building & Fences	9.24	7.57	9.24
34 Total Allocated Costs	27.66	25.54	27.31
35 Return Over All Listed Costs	106.35	289.65	(-51.34)
36 Supplementary Management Information			
37 Return for \$100 Feed Fed	185.26	299.53	94.24
38 Percent Death Loss - Total	9.4	7.3	13.4
39 Percent Calf Death Loss	19.0	16.7	25.0
40 Total Listed Costs Per Head	208.01	200.76	240.54
41 Utilities & Other General Farm Expense	-----	-----	-----
42 Interest Allocation	-----	-----	-----
43 Other Costs Not Listed	-----	-----	-----
44 Total Costs	-----	-----	-----

TABLE 14 - ALL DAIRY & DUAL PURPOSE CATTLE - 1978

Item	Average of 211 Farms	42 Farms High In Return Above Feed	42 Farms Low In Return Above Feed
1 Average Number of cows	42.7	44.2	45.2
2 Value of Dairy Products	1260.30	Per Cow 1488.57	856.06
3 Net Increase In Value	406.98	718.30	207.88
4 Miscellaneous Dairy	.07	.11	
5 Total Value Produced	1667.35	2206.98	1063.94
6 Pounds of Feed Fed			
7 Grain	6278.8	6559.8	5602.3
8 Complete Rations	308.5	751.9	12.1
9 Protein, Salt & Min., Inc. Milk Equiv	1147.2	1372.9	811.1
10 Hay & Dry Roughage	8618.0	9520.4	7547.7
11 Silage	21243.6	22222.7	20456.1
12 Feed Cost			
13 Grain	220.14	224.28	197.63
14 Complete Rations	18.20	43.26	.53
15 Protein, Salt, & Minerals, Inc. Milk	144.22	155.45	108.96
16 Hay & Dry Roughage	184.33	195.09	165.49
17 Silage	169.09	163.08	169.60
18 Pasture Costs	4.00	4.84	5.09
19 Total Feed Costs	739.98	786.00	647.30
20 Return Over Feed Costs	927.37	1420.98	416.64
21 Other Direct Costs			
22 Miscellaneous Livestock Expense	58.06	71.04	34.62
23 Veterinary Expense	21.85	27.67	10.42
24 Custom Work	33.96	38.21	26.77
25 Special Hired Labor	.89	.68	1.13
26 Total Other Direct Costs	114.76	137.60	72.94
27 Return Over Feed & Other Direct Costs	812.61	1283.38	343.70
28 Allocated Costs			
29 Power & Machinery Costs	62.37	64.13	48.91
30 Livestock Equipment Costs	60.24	59.02	40.18
31 Building & Fences	62.67	64.52	46.19
32 Total Allocated Costs	185.28	187.67	135.28
33 Return Over All Listed Costs	627.33	1095.71	208.42
34 Supplementary Management Information			
35 Return for \$100 Feed Fed	225.33	280.79	164.37
36 Total Listed Costs Per Cow	1040.02	1111.27	855.52
37 Utilities & Other General Farm Expense	-----	-----	-----
38 Interest Allocation	-----	-----	-----
39 Other Costs Not Listed	-----	-----	-----
40 Total Costs	-----	-----	-----

TABLE 15A - BEEF BREEDING - 6020 FARM/COMM/GENERAL, COW HERD - 1978

Item	Average of 28 Farms	14 Farms High In Return Above Feed	14 Farms Low In Return Above Feed
1 Average Number of Beef Cows	30.6	32.2	29.0
2 Average Number of Other Beef Animals & Bulls	20.4	23.3	17.5
3 Pounds of Beef Produced	17794	26305 Per Cow	9284
4 Net Increase In Value	432.19	562.92	287.00
5 Other Miscellaneous Beef Income			
6 Total Value Produced	432.19	562.92	287.00
7 Pounds of Feed Fed			
8 Grain	351.6	327.5	378.4
9 Protein, Salt & Mineral	160.2	64.6	266.3
10 Legume Hay	3406.4	3113.6	3731.5
11 Other Hay & Dry Roughage	1445.4	936.6	2010.3
12 Silage	3999.5	4753.3	3162.6
13 Feed Cost			
14 Grain	13.07	11.12	15.24
15 Protein, Salt & Mineral	7.39	7.39	7.34
16 Legume Hay	63.20	61.15	65.48
17 Other Hay & Dry Roughage	8.82	5.84	12.10
18 Silage	29.48	32.86	25.72
19 Pasture	19.71	12.86	27.28
20 Total Feed Costs	141.67	131.22	153.16
21 Return Over Feed Cost	290.52	431.70	133.84
22 Other Direct Costs			
23 Miscellaneous Livestock Expense	6.34	5.96	6.79
24 Veterinary Expense	2.22	2.83	1.59
25 Custom Work	3.20	2.70	3.72
26 Special Hired Labor	.03		.03
27 Total Other Direct Costs	11.79	11.49	12.13
28 Return Over Feed & Other Direct Costs	278.73	420.21	121.71
29 Allocated Costs			
30 Power & Machinery Costs	13.07	10.84	15.66
31 Livestock Equipment Costs	18.36	13.51	24.16
32 Building & Fences	20.88	17.32	25.02
33 Total Allocated Costs	52.31	41.67	64.84
34 Return Over All Listed Costs	226.42	378.54	56.87
35 Supplementary Management Information			
36 Return For \$100 Feed Fed	305.07	429.02	187.37
37 Price Per CWT. Sold	45.71	40.86	50.34
38 Price Per CWT. Calves Sold Or Trans.	58.39	71.00	49.97
39 Average Weight Per Head Sold	640.3	894.3	545.6
40 Average Weight Per Calf Sold Or Trans.	372.0	516.6	313.4
41 Percent Death Loss	5.1	3.3	6.2
42 Percent Calf Crop	93.5	100.0	85.7
43 Total Listed Costs Per Cow	205.77	184.38	230.13
44 Utilities & Other General Farm Expense	-----	-----	-----
45 Interest Allocation	-----	-----	-----
46 Other Costs Not Listed	-----	-----	-----
47 Total Costs	-----	-----	-----

TABLE 15B BEEF FEEDERS 6140 FEEDLOT - 1978

Item	Average of 82 Farms	16 Farms High In Return Above Feed	16 Farms Low In Return Above Feed
1 Average Number of Beef Feeders	66.2	100.6	30.0
2 Pounds of Beef Produced	37562	43956	18579
		Per Hundred Weight	
3 Net Increase in Value of Animals	72.87	105.26	52.81
4 Other Miscellaneous Beef Income	.15	.64	
5 Total Value Produced	73.02	105.90	52.81
6 Pounds of Feed Fed			
7 Grain	562.7	632.5	464.9
8 Protein, Salt & Mineral	37.3	50.9	35.0
9 Legume Hay	180.8	228.7	448.6
10 Other Hay & Dry Roughage	59.1	121.7	8.1
11 Silage	1003.8	794.8	1649.3
12 Feed Cost			
13 Grain	18.41	18.55	16.80
14 Protein, Salt & Mineral	4.18	4.15	4.99
15 Legume Hay	3.70	4.81	8.98
16 Other Hay & Dry Roughage	.67	.51	.12
17 Silage	7.45	5.46	13.39
18 Pasture	.35	.03	
19 Total Feed Cost	34.76	33.51	44.28
20 Return Over Feed Cost	38.26	72.39	8.53
21 Other Direct Costs			
22 Miscellaneous Livestock Expense	.77	.71	.80
23 Veterinary Expense	.61	.83	.17
24 Custom Work Hired	1.32	2.70	.58
25 Special Hired Labor	.26		2.63
26 Total Other Direct Costs	2.96	4.24	4.18
27 Return Over Feed & Other Direct Costs	35.30	68.15	4.35
28 Allocated Costs			
29 Power & Machinery Costs	1.65	1.26	2.77
30 Livestock Equipment Costs	2.24	1.71	2.51
31 Buildings & Fences	2.03	1.50	2.72
32 Total Allocated Costs	5.92	4.47	8.00
33 Return Over All Listed Costs	29.38	63.68	(-3.65)
34 Supplementary Management Information			
35 Return for \$100 Feed Fed	210.04	316.01	119.25
36 Price Per CWT. Sold	50.24	51.13	46.86
37 Average Weight Per Head Sold	1077.4	1055.4	1089.2
38 Price Per CWT. Bought	49.23	30.47	54.33
39 Average Weight Per Head Bought	590.2	563.0	688.7
40 Number of Head Bought	66	114	20
41 Percent Death Loss	1.5	2.3	1.7
42 Effective Daily Gain - Pounds/Head/Day	1.55	1.20	1.70
43 Total Listed Cost Per CWT. Prod.	43.64	42.22	56.46
44 Utilities & Other General Farm Expense	-----	-----	-----
45 Interest Allocation	-----	-----	-----
46 Other Costs Not Listed	-----	-----	-----
47 Total Costs	-----	-----	-----

Farms Producing less than 5000 lbs. of beef were not included in the averages.

TABLE 16A - 6670 SHEEP, FARM, COMMERCIAL - 1978

Item	Average
1 Average Number of Ewes	47.7
2 Pounds of Lamb & Mutton Produced	2407
3 Pounds of Wool Produced	392
	<u>Per Ewe</u>
4 Value of Produce	
5 Wool	7.46
6 Net Increase in Value of Animals	55.62
7 Other Miscellaneous Sheep Income	.23
8 Total Value Produced	63.31
9 Pounds of Feed Fed	
10 Grain	202.7
11 Protein, Salt & Mineral	79.1
12 Legume Hay	937.1
13 Other Hay & Dry Roughage	12.6
14 Silage	
15 Feed Cost	
16 Grain	7.21
17 Protein, Salt, & Mineral	3.38
18 Legume Hay	19.29
19 Other Hay & Dry Roughage	.19
20 Silage	
21 Pasture	3.61
22 Total Feed Costs	33.68
23 Return Over Feed Costs	29.63
24 Other Direct Costs	
25 Miscellaneous Livestock Expense	3.25
26 Veterinary Expense	1.36
27 Custom Work	1.13
28 Special Hired Labor	
29 Total Other Direct Costs	5.74
30 Return Over Feed & Other Direct Costs	23.89
31 Allocated Costs	
32 Power & Machinery Costs	7.08
33 Livestock Equipment Costs	5.53
34 Building & Fences	7.63
35 Total Allocated Costs	20.24
36 Return Over All Listed Costs	3.65
37 Supplementary Management Information	
38 Return for \$100 Feed Fed	187.93
39 Price Per CWT. Lamb & Mutton Sold	57.02
40 Price Per CWT. Lamb Sold or Transferred	61.09
41 Average Weight of Lambs Sold or Transferred	96.6
42 Pounds of Wool Per Sheep Sheared	9.6
43 Number of Ewes Kept for Lambing	36
44 Percent Lamb Crop	155.6
45 Percent Death Loss	17.5
46 Total Listed Costs Per Ewe	66.66
47 Utilities & Other General Farm Expense	-----
48 Interest Allocation	-----
49 Other Costs Not Listed	-----
50 Total Costs	-----

TABLE 17A - 6240A CHICKEN, LAYING FLOCK, COMMERCIAL - 1978

Item	Average
1 Average Number of Hens	2088.7
2 Value of Produce	<u>Per Hen</u>
3 Eggs Sold & Used	8.55
4 Increase in Value of Flock	(-1.97)
5 Other Miscellaneous Flock Income	
6 Total Value Produced	6.58
7 Pounds of Feed Fed	
8 Grain	77.0
9 Complete Commercial Feed	
10 Protein, Salt & Mineral	31.5
11 Total Pounds of Feed	108.5
12 Total Feed Cost	5.41
13 Return Over Feed Cost	1.17
14 Other Direct Costs	.38
15 Return Over Feed & Other Direct Costs	.79
16 Allocated Costs	
17 Power & Machinery Costs	.25
18 Livestock Equipment Costs	.04
19 Building & Fences	.31
20 Total Allocated Cost	.60
21 Return Over All Listed Costs	.19
22 Supplementary Management Information	
23 Return for \$100 Feed Fed	121.55
24 Eggs Laid Per Hen	242.7
25 Price Per Dozen Eggs Sold	.36
26 Feed Cost Per Dozen Eggs	.23
27 Return Over Feed Costs Per Dozen Eggs	.05
28 Percent Death Loss	6.1
29 Total Listed Costs Per Hen	6.39
30 Utilities & Other General Farm Expense	-----
31 Interest Allocation	-----
32 Other Costs Not Listed	-----
33 Total Costs	-----

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Item	1974	1975	1976	1977	1978	Your Farm
Number of records	774	750	785	940	500	
Avg. Labor Earnings	21,161	6,708	-273	15,232	21,221	
Total Farm Sales	79,562	78,402	67,897	63,095	92,797	
Total Cash Opr. Expense	38,564	44,966	36,352	45,959	47,274	
<u>Return Over \$100 Feed Fed</u>						
Dairy Cows	160	155	182	195	250	
Feeder Cattle	80	133	96	119	210	
Hogs, Finishing	128	186	120	153	176	
Laying Hens		129	142	145	121	
<u>Miscellaneous Livestock Inform.</u>						
Number of dairy cows herd	34.8	37.2	33.5	42.3	43.0	
Pounds of Feeder Cattle Prod.	51,165	51,003	39,640	34,975	37,352	
Pounds Pork Prod. Finishing	59,229	59,191	67,916	62,571	65,827	
Pounds Butterfat/Cow	492.2	412.4	435.8	476.8	468.5	
Eggs Per Hen		228	228	232	242	
<u>Prices Received Per:</u>						
CWT. Milk Sold	7.55	7.53	8.70	8.83	9.91	
CWT. Beef Feeders	40.24	40.93	37.48	57.83	50.24	
CWT. Hogs Finishing	34.54	48.88	42.62	41.46	48.97	
Dozen Eggs Sold	.36	.38	.43	.48	.36	
<u>Price of Feed:</u>						
Corn, Bushel	3.20	2.39	2.45	1.92	1.90	
Oats, Bushel	1.30	1.48	1.41	1.00	1.10	
Alfalfa Hay/Ton	55.00	50.00	60.00	45.00	40.00	
Corn Silage/Ton	18.00	16.00	18.00	16.00	15.00	
<u>Yields Per Acre:</u>						
Oats, Bushels	56.1	61.1	39.9	74.4	52.5	
Corn Grain, Bushels	63.2	52.6	44.4	92.4	94.8	
Canning Corn	163.3	128.9	68.5	139.5	156.7	
Soybeans, Bushels	22.7	27.1	16.0	33.9	35.0	
Corn Silage, Tons	9.6	9.7	7.2	13.8	12.1	
Alfalfa Hay, Tons	3.6	3.1	1.9	3.4	3.9	
Wheat, Bushels	37.5	34.0	26.0	50.1	29.6	
Barley, Bushels	42.0	46.1	29.7	61.5	41.3	

SETTING GOALS

One of the primary aims of the farm management education program is to assist farmers in reaching their farm and family goals. Clarifying their ideas as to what they really want is a very important step in improving the farm business and as a result improve family living.

Sitting down as an operator or husband and wife and putting these wants in writing is done in one of the early classes in the adult farm management education program.

Planning goals is not easy. All members of a family may not agree on what goals are most important. The family may have to give serious thought and discussion to the goals they choose so that all members of the family can benefit from the farming business. Not all goals are related to farm income. Some very important goals for a family may be in the area of social, community, family, church and education activities.

Setting up goals in a systematic way lets the family fit the wants and desires of all the family members into a plan. There are no right and wrong goals, since each family may approach the problems and opportunities they have in a different way. It is important that goals are too inflexible, they may be a liability to progress rather than an asset.

On the next page is a form you may use to write down your family goals for this year and future years. After the family has written down their goals you can rank them in order of importance. A few suggestions are listed under each topic area.

WHAT DOES YOUR FAMILY WANT?

Name _____ Date _____

Address _____

One of the steps for improving the farm and home business is to clarify what is wanted, You may know of things you have wanted as a family, but it takes considerable thought and discussion among family members to agree upon what is most important and which things come first. As a family, write down your goals for this year and for the future, then number them in order of priority. (Examples are listed under each heading.)

	This Year	Later
<u>FOR A PROFITABLE FARM BUSINESS:</u> Buy a new tractor to replace old John Deere A. Raise the production of the dairy herd by 500 lbs. milk per cow.		
<u>FOR SATISFYING LIVING:</u> Install kitchen cabinets. Paint exterior of home.		
<u>FOR DEVELOPEMENT OF FAMILY MEMBER:</u> Provide opportunity for son, Dave, to attend college in two years.		
<u>FOR LONG-TERM FINANCIAL SECURITY:</u> Improve net worth by 20% year.		

