

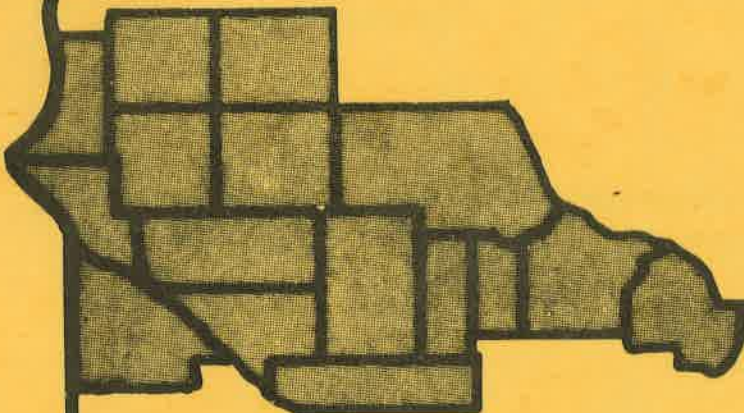
1979 ANNUAL REPORT

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, 1980

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.

1979 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	58
Albany	*P. Tix	15
Albany	**D. Gunnick	21
Alexandria	B. Sonstegard	38
Alexandria	*T. Kusmak	15
Appleton Coop Center	S. Synstelien	10
Atwater	**D. Ogilvie	14
Benson	L. Carlson	22
Benson	*M. Fredrickson	12
Belgrade	*P. Schwartz	6
Bellingham	*P. Fransky	2
Buffalo	*N. Busse	5
Cold Spring	D. Acheson	38
Danube-Bird Island-Olivina	R. Bjorkland	25
Dawson	A. Schwandt	35
Granite Falls	M. Resvick	30
Granite Falls	N. Deters	13
Henning	*C. Erickson	4
Herman	*G. Taso	16
Hennepin Tech	R. Grochen	5
Litchfield	W. Nelson	48
Litchfield	*F. Rose	16
Madison	R. Butterfield	48
Melrose	M. Foley	40
Melrose	*M. Rudolph	16
Montevideo	M. Warner	48
Montevideo	N. Brakken	25
Parkers Prairie	W. Odegard	20
Paynesville	L. Hillbrant	27
St. Cloud	D. Lehto	51
St. Cloud	R. Anderson	22
Willmar	D. Steussy	52
Willmar	*F. Boeder	27
		<hr/> 824

*Indicated Veterans Class Instructors

**Indicated High School-Adult Instructor Combination

Area Vo-Tech Instructor-Production Ag Programs

St Cloud AVTI	H. Pennertz	7
Willmar AVTI	C. Stranberg	36

High School Instrutors

Buffalo Lake	K. Anderson	1
Hector	D. Hoseck	1

Grand Total

 869

Table 1 A - Farm Inventories - 1979

Item	Average 505 Farms
1 Size of Farm-Total Acres	378.0
2 -Tillable Acres	323.5
3 Work Units-Crops	165.89
4 -Livestock	247.31
5 -Other	28.13
6 Total Size of Business in Work Units	441.33
7 Number of Workers	1.57
8 Farm Capital Investment Per Worker	\$261715

Item	Average 505 Farms Jan. 1	Dec. 31
9 <u>PRODUCTIVE LIVESTOCK</u>		
10 Dairy Cows	15326	17214
11 Other Dairy Cattle	8888	11345
12 Beef Breeding Cattle	1347	1608
13 Beef Feeder Cattle	4411	4775
14 Hogs	6925	6124
15 Sheep (including Feeders) & Goats	42	55
16 Poultry-All Types	115	100
17 Other Livestock	19	23
18 Total Productive Livestock	\$37073	41244
19 Crop, Seed & Feed	33560	41948
20 <u>Power, Machinery & Equipment</u>		
21 Auto & Truck (Farm Share)	3105	3968
22 Power & Machinery	26596	32799
23 Irrigation Equipment	2214	2163
24 Custom Work Equipment	104	117
25 Livestock Equipment	7317	9257
26 Total Power, Mach. & Equip.	\$39336	\$48305
27 Land	208909	209456
28 Buildings-Fences-Etc.	33564	41034
29 Total Farm Capital	\$352442	\$381986
30 Increase or Decrease in Total Farm Capital		\$ 29544

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 - 1979

Item	101 Most Profitable	101 Least Profitable		
1 Size of Farm-Total Acres	531.5	348.7		
2 -Tillable Acres	467.3	295.8		
3 Work Units-Crops	253.52	147.95		
4 -Livestock	397.50	152.30		
5 -Others	28.41	25.55		
6 Total Size of Business in Work Units	679.44	325.80		
7 Number of Workers	2.03	1.32		
8 Farm Capital Investment Per Worker	\$256083	\$315159		

Item	Jan. 1	Dec.31	Jan. 1	Dec 31
9 PRODUCTIVE LIVESTOCK				
10 Dairy Cows	27540	32841	6290	5847
11 Other Dairy Cattle	16775	23631	5154	3056
12 Beef Breeding Cattle	989	1167	1714	1906
13 Beef Feeder Cattle	6973	6803	2852	3229
14 Hogs	3108	2157	13460	12648
15 Sheep(Inc. Feeders) & Goats	2	10	28	38
16 Poultry-All types	124	125	2	4
17 Other Livestock			11	14
18 Total Productive Livestock	\$55510	66734	29512	26744
19 Crop, Seed & Feed	49045	70104	29759	30352
20 Power, Machinery & Equipment				
21 Auto & Truck (Farm Share)	3494	5416	2728	3334
22 Power & Machinery	38202	48552	22987	27261
23 Irrigation Equipment	5409	5406	2439	2162
24 Custom Work Equipment	97	137		
25 Livestock Equipment	11160	13326	5027	6978
26 Total Power, Mach. & Equip.	\$58362	72836	33181	39734
27 Land	217025	219174	269672	269748
28 Buildings-Fences-Etc.	49325	61241	30527	34937
29 Total Farm Capital	\$429266	\$490088	\$392650	\$401515
30 Increase of Decrease in Total Farm Cap.		\$60823		\$8865

Other measures of a 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 2 A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1979

Item	Average of 505 Farms	101 Most Profitable Farms	101 Least Profitable Farms
1 <u>Sale of Livestock & Livestock Products</u>			
2 Dairy Cows	\$3779	7441	1450
3 Dairy Products-	33681	66130	9736
4 Other Dairy Cattle	3615	8060	1405
5 Beef Breeding Cattle	440	280	669
6 Beef Feeder Cattle	9132	16357	3647
7 Hogs Complete & Mixed	6859	1067	14467
8 Hogs Finishing	3834	4327	6436
9 Hogs Producing Weaning Pigs	2642	2677	3320
10 Sheep, Goats&Wool, Farm Flock	33		52
11 Sheep & Wool, Feeder Lambs			
12 Chickens (Inc. Hens & Broilers)	29	22	15
13 Turkeys			
14 Eggs	749	644	5
15 O. Productive Live. & Prod.	2		
16 O. Miscellaneous Liv. Income	218	335	
17 Total Sales of Prod. Lives.	\$65012	\$107339	\$41202
18 <u>Sale of Crops</u>			
19 Wheat	2203	3569	2598
19A			
20 Other Small Grains	4655	4215	4417
21 Corn	11752	17722	12342
22 Soybeans	12501	14293	13528
22A Sunflowers	462	714	270
23 Other Row Crops	1878	4415	1845
24 Legumes & Other Forage	129	149	180
25 Grass Seed	1		
26 Fruits & Nuts			
27 Vegetable Roadside Market & Spec.			
28 Nursery, Timber & Other	1		7
29 Set Aside Acres-Gov. Payments	519	1935	167
30 Total Sales From Crops	\$34103	\$47013	\$35353
31 Capital Assets Sold	7405	16683	4679
32 Gas Tax Refund	123	137	120
33 Income From Work off the Farm	1493	1545	1423
34 Custom Work Enterprise Income	155	213	
35 Patronage Refunds	786	1143	802
36 Miscellaneous Farm Income	1545	2920	1391
37 Total Farm Sales	\$110667	\$176992	\$84970
38 Increase in Farm Capital	29544	60822	8865
39 Family Living From the Farm	816	1408	416
40 Total Farm Rec.(37)+(38)+(39)	141027	239222	94251

Tables 2A and 2B show the cash receipts and expenses of the whole farm including the landlords share. Table 6A and 6B show the receipts and expenses of the operator of each farm. (Pagell) 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 - 1979

Item	Average of 505 Farms	101 Most Profitable Farms	101 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	\$1213	2539	536
3 Other Dairy Cattle	1015	1609	464
4 Beef Breeding Cattle	136	149	76
5 Beef Feeder Cattle	4658	7340	1728
6 Hogs Complete & Mixed	585	152	1392
7 Hogs Finishing	952	1347	815
8 Hogs Prod. Weaning Pigs	247	81	551
9 Sheep & Goats	7	3	12
10 Sheep, Feeder Lambs			
11 Chickens (Inc. Hens & Broilers)	111	28	5
12 Turkeys			
13 Other Productive Livestock	5		
14 Miscellaneous Livestock Exp.	2585	4292	1704
15 Feed Bought	11597	15084	12710
16 Fertilizer	6112	10051	5013
17 Chemicals	3090	4625	2822
18 Other Crop Expense	4956	6669	4900
19 Irrigation Operation Costs	90	231	80
20 Custom Wk. Ent. Op. Cost Inc. L.	18	31	
21 Custom Work Hired	2564	3742	1926
22 Repair & Upkeep of Live. Eq.	846	1144	650
23 Repair & Up. of Farm R. E.	1167	1493	1104
24 Gas, Oil & G. Bought (Farm Sh.)	4112	5773	3814
25 Repair & O. of M.T.T & Auto	4488	6636	4062
26 Repair & U. of Irr. Eq.	17	66	2
27 Repairs, -Custom Work Enterprise	18	16	
28 Wages of Hired Labor	3009	5283	2838
29 Per. Prop. & R. E. Tax	1906	2522	1962
30 General Farm Expense	1651	2471	1457
31 Telephone Expense (Farm Share)	242	301	273
32 Electricity Exp. (Farm Share)	1171	1709	950
33 Total Cash Operating Exp.	\$58569	85388	51847
34 P. Crop & Gen. Mach. (F.S.)	15210	23576	11951
35 Irrigation Eq. Bought	321	662	503
36 Custom Work Eq. Bought	31	75	
37 Livestock Eq. Bought	3561	4480	3036
38 New R. E. & Improvement	18419	34431	12541
39 Tot. Farm Purch. (33) Thru (38)	96112	148612	79878
40 Decrease in Farm Capital			
41 Interest on Farm Capital	25705	32177	27796
42 Unpaid Family Labor	506	623	359
43 L. Chare for Part. & O. Oper.	412	870	659
44 Board Furnished Hired Labor	90	151	36
45 Total Farm Exp. (39) Thru (44)	122825	182433	108728
46 Ret. to Op. Labor & Mgmt.-Single Op.(W.F.) (2A/40)-(45)	18202	56790	-14477
47 Number of Operators	1	1	1
48 Full Time Oper. Equivalent	1.10	1.27	1.08
49 Return to Op. L. & Mgmt/Full Time Oper Equivalent	16266	47961	-13764

TABLE 3 - ENTERPRISE STATEMENT - 1979

Item	Average of 505 Farms	101 Most Profitable Farms	101 Least Profitable Farms
<u>1 RETURN AND NET INCREASES</u>			
2 Productive livestock			
3 Dairy Cows	\$33741	\$67770	\$ 9003
4 Other Dairy Cattle	10716	24499	703
5 Beef Breeding Cattle	899	961	1176
6 Feeder Cattle	4243	7480	1787
7 Hogs, Complete & Mixed	6003	977	12691
8 Hog Finishing Enterprise	2026	2258	3337
9 Producing Weaning Pigs	2797	2345	4687
10 Sheep & Goats	38	6	51
11 Sheep, Feeder Lambs			
12 Chickens (Inc. Hens & Broil.)	656	641	20
13 Turkeys			
14 Other Productive Livestock	217	322	3
15 Total All Prod. Livestock	\$61338	107259	33457
16 Value of Feed Fed to Lives.	29024	41686	23282
17 Return Over Feed from Lives.	32314	65573	10175
18 Crop, Seed & Feed	45402	72562	33516
19 Coop. Patronage Refunds	786	1143	802
20 Mis. Farm Income	1545	2920	1391
21 Custom Work Enterprise	101	130	
22 Total Ret. & Net Increases	80147	142327	45884
23 Expenses & Net Decreases			
24 Truck & Auto (Farm Share)	3049	4145	2930
25 Tractor & Crop Machinery	14428	21129	12141
26 Irrigation Equipment	384	702	782
27 Electricity	1171	1709	950
28 Livestock Equipment	2659	3606	1905
29 Buildings, Fences & Tiling	4515	5588	4910
30 Bare Land	-6		
31 Miscellaneous Livestock Exp.	2585	4292	1704
32 Labor	3244	6024	2892
33 Labor Charge for O. Oper.	412	870	659
34 Property Tax	1906	2522	1962
35 Gen. F. Exp. & Telephone	1893	2772	1730
36 Interest on Farm Capital	25705	32177	27796
37 Total Exp. Net Decreases	61945	85537	60362
38 Return to Oper. L. & Mgnt.	18202	56790	-14477
39 Number of Farm Operators	1	1	1

TABLE 4 -HOUSEHOLD EXPENSE - 1979

Item	Average of 218 Farms	38 Most Profitable Farms	38 Least Profitable Farms
1 Number of Persons-Family	5	5	5
2 Number of Adult Eq.-Family	3.4	3.7	3.5
3 Church & Welfare	607	636	662
4 Medical Care & Health Ins.	1671	2397	1387
5 Food & Meals Bought	3178	3784	3088
6 Operating Exp. & Supplies	991	1231	756
7 Furnishings & Equipment	1349	2060	1931
8 Clothing & Clothing Materials	985	1259	961
9 Pers. Care, Pers Spending	557	658	435
10 Education	207	174	185
11 Recreation	632	603	620
12 Gifts & Special Events	684	757	608
13 Personal Sh Tr & Auto Exp.	678	724	673
14 Operator Share Upkeep on Dwell.	697	1548	1189
14A Cash Rent (Personal	14		6
15 Pers. Sh Tele & Elect. Exp.	459	502	475
15A Pers. Sh -Gen Farm Expense	62	158	31
16 Total Cash Living Expense \$12772		16491	13008
17 Personal Share New T. & Auto	652	778	575
18 New Dwelling Bought	2050	3508	3512
19 Taxes & Other Deductions	1772	3115	1445
20 Life Ins. & O Savings & Inv.	1598	1843	2353
21 T. House & Per (16)Thru (20)	18843	25735	20893
22 T. Fam. Living Farm (33)	817	1541	565
23 T. Cash & No Cash Exp(21)+(22)	19661	27276	21458
24 FAMILY LIVING FROM THE FARM--AVERAGES			
25 Oper. Share			
26 Milk & Cream (Quarts)	207	358	137
27 Beef & Buffalo (Pounds)	546	1166	336
28 Pork (Pounds)	60	15	86
29 Lamb, Mutton, Goat (Pounds)			
30 Poultry, All Fowl (Pounds)	3	2	4
31 Eggs (Dozen)	2		2
32 Veg. Fruits, Spuds, O. Prod. & Fuel			
33 Total Family Living From Farm	\$817	1541	565

TABLE 5A - NET WORTH STATEMENT - Operator - 1979

Item	Average of 505 Farms	
	Jan. 1	Dec. 31
1 Total Productive Livestock	\$35721	40007
2 Crop, Seed & Feed	32625	41005
3 Total Power, Machinery & Equipment	38560	47535
4 Land (Acres Owned 212.9) (Tillable 164.2)	94898	101805
5 Buildings, Fences, Etc.	31813	39449
6 Total Farm Capital	233617	269802
7 Non-Farm Assets	15163	16697
7A Cash on Hand & In Bank	3056	2940
8 Dwelling	14203	16278
9 Total Assets	\$266040	305717
10 Real Estate Mortgages	56379	64974
11 Chattel Mortgages	29238	38281
12 Notes	14557	16810
13 Accounts Payable	6636	8815
14 Total Liabilities	106810	128881
15 Farmers Net Worth	159230	176836
16 Gain (or loss) in Net Worth		17606
17 Supplementary Management Information		
18 Return to Operators Labor & Mgmt(6B/47)	17942	
19 Return to Capital & Family Labor(6B/48)	27937	
20 Non-Farm Income		
21 Outside Investment Income	582	
22 Other Pers. Inc. & Inc. Tax Refund	2553	
22A Sale of (P.S.) Dwelling, Auto & Truck	235	
23 Total Non-Farm Income	3370	
24 Total Family Farm & Non-Farm Income	31307	
25 Total Money Borrowed	57799	
26 Total Paid on Debt (Principal	35969	
27 Total Household & Pers. Cash/Non-Cash Exp. (4/23)	14005	
28 Ratio: Total Farm Exp. to Receipts (O.S.)	.868	
	Jan. 1	Dec. 31
29 Ratio: Total-Assets to Liabilities	2.491	2.372
30 Ratio: Non-Real Estate-Assets to Liab.	2.481	2.319
31 Ratio: Real Estate-Assets to Liab.	2.499	2.425
32 Ratio: Net Worth to Total Liabilities	1.491	1.372
33*Ratio: Cash Operating Exp. to Adj. T. Farm Sales		.713
34 Ratio: Total Farm Recpts to Ave Farm Cap. (W.F.)		.388
35 Ratio: Total Farm Recpts to Ave Farm Cap. (O.S.)		.536

*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 29 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	101 Most Profitable Farms		101 Least Profitable Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Productive Livestock	\$52973	\$63229	\$33334	\$30533
2 Crop, Seed & Feed	47840	69692	27228	28830
3 Total Power, Mach. & Equip.	57456	70903	34352	40801
4 Land (Acres 0.305.2 T.218.5)	119810	135386	106495	112096
5 Buildings, Fences, Etc.	45817	56419	32638	37725
6 Total Farm Capital	323897	395629	234047	249985
7 Non-Farm Assets	24196	26190	13507	15621
77A Cash on Hand & In Bank	3880	3158	2046	3075
8 Dwelling	19377	22288	15445	18719
9 Total Assets	371350	447265	265044	287401
10 Real Estate Mortgages	83945	96412	52816	66112
11 Chattel Mortgages	43304	55110	24575	32851
12 Notes	20508	21232	15553	18939
13 Accounts Payable	5722	6686	9995	12080
14 Total Liabilities	153479	179439	102939	129983
15 Farmers Net Worth	217871	267826	162104	157418
16 Gain (Or Loss) in Net Worth		49954		-4686
17 Supplementary Management Information				
18 Return to Operators Labor & Mgmt. (6B/47)	52445		-10967	
19 Ret. to Cap. & F. L.(6b/48)	65838		- 1042	
20 Non-Fr. Income				
21 Outside Inv. Income	1155		427	
22 O. Per. Inc. & Tx Refund	2786		3661	
22A Sale of (P.S.) D. Auto, & Tr.			653	
23 Total Non-Farm Income	3941		4741	
24 Total Fam F. & Non-F. Inc.	69779		3699	
25 Total Money Borrowed	74499		57862	
26 Total Paid on Debt (Prin.)	47941		31425	
27 T. H. & Pers. Cash/Non C.(4/23)	18478		14391	
28 Ratio:T.F. Exp to Rec.(O.S.)	.767		1.113	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
29 Ratio: T. Assets to Liab.	2.420	2.493	2.575	2.211
30 Ratio: Non-Real Es. A. to Liab.	2.680	2.808	2.204	1.861
31 Ratio: Real E. A. to Liab.	2.204	2.221	2.927	2.549
32 Ratio: Net Worth to T. Liab.	1.420	1.493	1.575	1.211
33*Ratio: Cash O. Exp to Adj T.F.S. (O.S.)		.666		.824
34 Ratio: T. F. R. to Ave F.C. (W.F.)		.480		.312
35 Ratio: T. F. R. to Ave F.C. (O.S.)		.621		.402

*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 6B 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 - 1979

Item	Average 505 Farms	101 Most Profitable Farms	101 Least Profitable Farms
1 Sale of Livestock & Livestock Products			
2 Dairy Cows	\$ 3721	\$ 7278	\$ 1964
3 Dairy Products	33129	65044	13831
4 Other Dairy Cattle	3544	7943	1593
5 Beef Breeding Cattle	428	315	736
6 Beef Feeder Cattle	8893	16787	5779
7 Hogs Complete & Mixed	6559	1813	13435
8 Hogs Finishing	3533	3367	5471
9 Hogs Producing Weaning Pigs	2342	2058	3503
10 Sheep, Goats & Wool, Farm Flock	25		97
11 Sheep & Wool, Feeder Lambs			
12 Chickens(inc. Hens & Broilers)	29	2	15
13 Turkeys			
14 Eggs	639	11	5
15 Other Productive Lives. & Prod.	2		
16 Other Misc. Livestock Income	218	335	
17 Total Sales Of Prod. Livestock	63062	104954	46429
18 Sale of Crops			
19 Wheat	1878	2893	1724
19A Durm			
20 Other Small Grain	3452	3109	2661
21 Corn	10133	14962	9452
22 Soybeans	10625	10657	9605
22A Sunflowers	390	597	7
23 Other Row Crops	1798	4890	1777
24 Legumes & Other Roughage	106	137	177
25 Grass Seed	1		3
26 Fruits & Nuts			
27 Vegetables, Roadside Market & Specialty			
28 Nursery, Timber & Other	1		7
29 Set Aside Acres - Gov. Payments	513	1903	167
30 Total Sales From Crops	28899	39147	25580
31 Capital Assets Sold	176	51	-189
32 Gas Tax Refund	122	137	123
33 Income From Work off the Farm	1492	1694	1286
34 Custom Work Enterprise Income	147	471	
35 Patronage Refunds	785	1140	723
36 Miscellaneous Farm Income	1532	2862	940
37 Total Farm Sales	96213	150455	74891
39 Increase in Farm Capital	36603	74135	15939
40 Total Farm Rec. (37)+(38)+(39)	133632	225922	91313
41 Adjusted Total Farm S. (37)-(31)	96037	150404	75081
42 Total Cash Farm Operating Expense	68386	99910	61868
43 Net Cash Operating Income	27651	50494	13213

Table 6B - OPERATORS SHARE OF CASH EXPENSES

Item	Average of 505 Farms	101 Most Profitable Farms	101 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	\$ 1213	\$ 2645	\$ 1030
3 Other Dairy Cattle	1013	1389	467
4 Beef Breeding Cattle	136	188	219
5 Beef Feeder Cattle	4655	6996	3398
6 Hog Complete	557	141	1093
7 Hogs Finishing	864	1114	780
8 Hogs Producing Weaning Pigs	193	45	420
9 Sheep, Farm Flock	7	3	6
10 Sheep, Feeder Lambs			
11 Chickens	110	7	5
12 Turkeys			
13 Other Productive Livestock	5		
14 Miscellaneous Livestock Expense	2553	4297	1942
15 Feed Bought	11085	15141	12302
16 Fertilizer	5763	9720	4711
17 Chemicals	2928	4315	2452
18 Other Crop Expense	4799	6274	4492
19 Irrigation Operation Cost	88	236	38
20 Custom Work Operator, Inc. Labor	18	49	
21 Custom Work Hired	2532	3749	2037
22 Repair & Upkeep of Livestock Equ.	840	1079	749
23 Repair & Upkeep of Farm R. Estate	1148	1284	1135
24 Gas, Oil, Grease Bought (F.S.)	4050	5575	3720
25 Repair & Oper.-Mach,T,T,Auto (F.S.)	4416	6470	3952
26 Repair & Upkeep of Irr. Eq.	17	67	2
27 Repairs, Custom Work Enterprise	18	60	
28 Wages of Hired Labor	2984	5202	2806
29 Pers. Property & Real Estate Taxes	1207	1796	1200
30 Cash Rent	4038	5153	2836
31 General Farm Expenses	1637	2481	1324
32 Telephone Expense (Farm Share)	237	291	260
33 Electricity Expense (Farm Share)	1145	1696	1057
34 Interest Expense	8129	12445	7434
35 Total Cash Operating Expense	68386	99910	61868
36 Power, Crop & G. Mach Bought (F.S.)	15064	22959	11609
37 Irrigation Equipment Bought	321	662	519
38 Custom Work Enterprise Eq Bought	31	75	
39 Livestock Equipment Bought	3481	3500	3605
40 New Real Estate & Improvements	18322	32811	14694
41 Total Farm Purchases (35)Thru(40)	105605	159917	92294
42 Decrease in Farm Capital			
43 Interest on Farm Capital (Equity)	9489	12839	9507
44 Unpaid Family Labor	506	554	418
45 Board Furnished Hired Labor	90	167	61
46 Total Farm Expense (41)Thru (45)	115690	173477	102280
47 Return to Oper. L. & Mgmt. (O.S.)			
(6A/40)-(46)	17942	52445	-10967
48 Ret. to Cap. & F.L.(47)+(44)+(43)	27937	65838	-1042

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 FOR 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 CROP, 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
Chicken, 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. & GrassSilage	.40/acre
Labor Off Farm	1.0/\$20	Summer Fallow Tilled	.20/acre
Diverted Acres-Idle	.05/acre	Wild Hay	.20/acre
Sunflowers	.40/Acre	Sugar Beets	2.00/acre
Potatoes	3.00/Acre	Pinto Beans	.50/acre

ANIMAL UNITS

One animal unit represents; one dairy cow or bull, two other dairy cattle, 1 $\frac{1}{4}$ beef cows or bulls, 1 feeder steer or heifer, 3 $\frac{1}{3}$ other beef cattle, 7 sheep, 14 lambs, 2 $\frac{1}{2}$ hogs, 5 pigs, 50 hens, or 1,100 lbs. of turkeys produced.

AVERAGE PRICES FOR FARM GROWN FEEDS

Grain:

Corn	\$ 2.00 Per Bushel
Oats	1.20 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	\$ 16.00 Per Ton
Legume Silage	19.00 Per Ton

Pasture:

Cows	\$ 7.00 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 - 1979

Item	Average of 505 Farms	101 Most Profitable Farms	101 Least Profitable Farms
1 Return to Oper. Labor & Mgnt	\$17942	\$52445	-10967
2 Crop Yield Index	100.0	104.5	96.5
3 Percent Till. Land in High Ret. C.	87.4	89.0	87.3
4 Gross Return Per Till. A.(Ex. Pas.)	182.40	195.74	164.38
5 Ret. Per \$100 Feed Fed Prod. Lives.	100.0	110.2	86.9
6* Livestock Units Per 100 Acres	22.24	21.30	21.52
7 Size of Business-Work Units	441.33	679.44	325.80
8 Work Units Per Worker	281.10	334.7	246.82
9 P.M.Eq. B. Exp. Per Worker Unit \$	59.46	54.38	72.50
10 Farm Capital Inv. Per Worker	261715	256083	315159
11 Index of Return Per \$100 Feed Fed			
12 6020A Beef Breeding F/C/G, Cow Herd	100.0	112.6	75.6
13 6140A Beef Feeders Feedlot	100.0	101.1	80.9
14 6240A Chickens, L.F., Commerical	100.0		
15 6290A Dairy Cows, Comm. General	100.0	112.7	74.3
16 6310A O. Dairy, Comm. Rep.	100.0	113.3	14.5
17 6318A All Dairy Cattle	100.0	136.9	38.7
18 6470A Hogs, Farrow, Finish, Gen.	100.0	96.5	90.0
19 6490A Hogs, Finishing	100.0	121.2	90.1
20 6510A Hogs, Weaning Pig Prod.	100.0	119.3	106.0
21 6530A Hogs, Mixed Systems	100.0		99.5
30 Number of Animal Units	73.06	100.66	64.47
31 Work Units			
32 Crops	165.89	253.52	147.95
33 Productive Livestock	247.31	397.50	152.30
34 Other Productive Work Units	28.13	28.41	25.55
35 Expenses Per Work Units			
36 Tractor & Crop Machinery Exp.	33.61	32.19	39.67
37 F. S. of Auto & Truck Exp.	6.92	6.11	8.99
38 F. S. of Electric Exp.	2.66	2.52	2.92
39 Livestock Equipment Exp.	6.03	5.32	5.85
40 Building, Fence & Tilling Exp.	10.24	8.24	15.07
41** Tractor & Crop Mach Exp. Per C. Ac.	44.48	45.03	40.98
42 F.P. & Mach Cost All to Lives.	2574.67	3781.81	2212.32
43 Bldg. F & T. Cost All to Crops BCAF (3)	1686.40	1510.57	2318.44
44 *Acres include all tillable land, Non-tillable hay & Pasture			
45 **Acres include all tillable land plus acres in non-tillable hay			
46 Marketing Index	100.0	102.75	95.69

THERMOMETER CHART

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

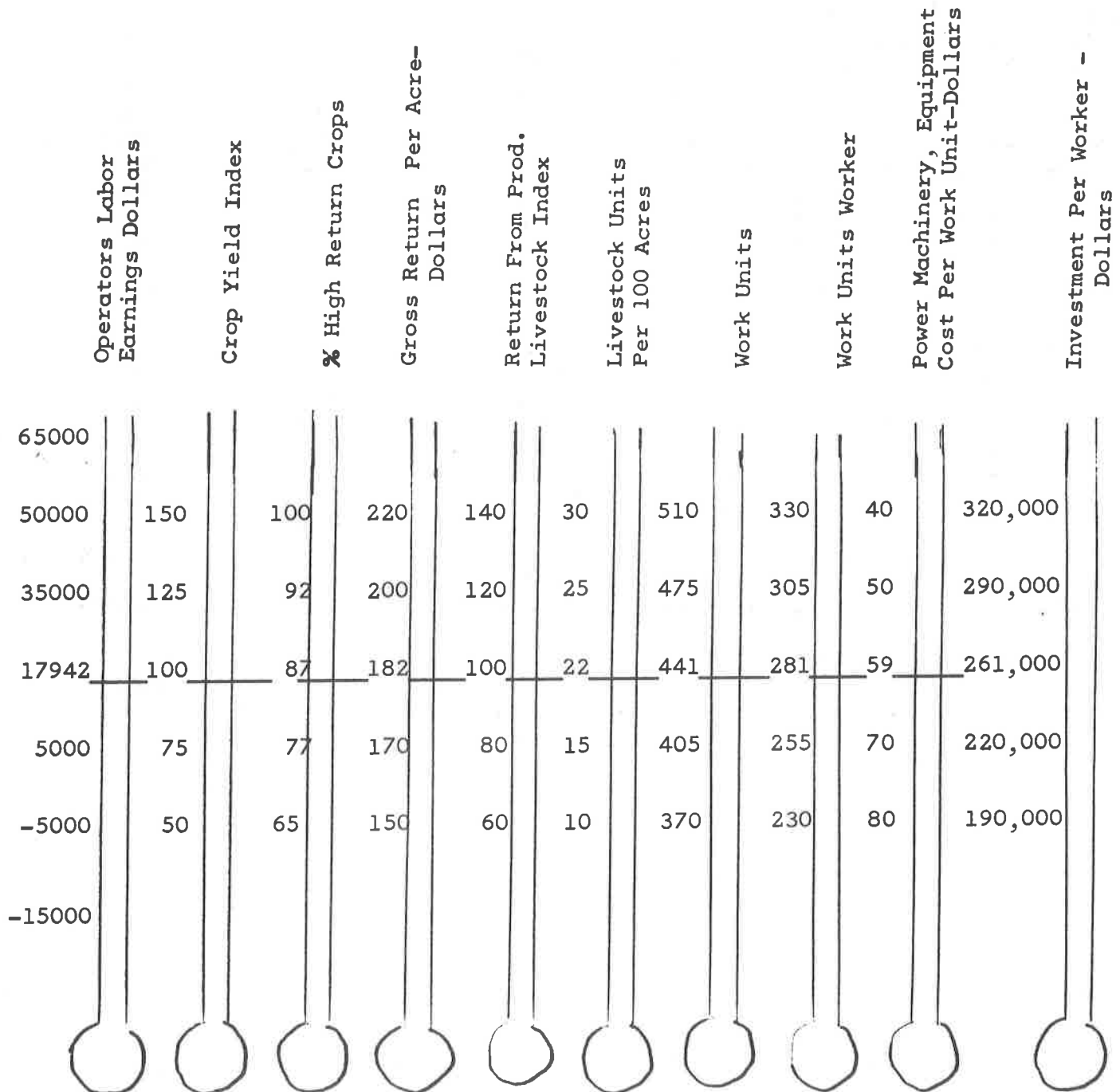


TABLE 9 - CROP PRODUCTION - ACRES & YIELD - 1979

Item	500 Average Acres	100 High Earnings	100 Low Earnings
A. Total Small Grain & Canning Peas	38.2	48.4	41.8
B. Total Row Crop	218.7	311.6	218.9
C. Total Legumes, Including Seed	32.3	54.2	15.8
D. Total Other Hay	1.7	1.4	1.4
E. Total Silage & Fodder	24.7	42.6	9.6
F. Total Tillable Pasture	.7	.3	
G. Total Grass Crops		.1	8.3
J. Total Roadside/ Spec Crops		8.6	295.8
K. Total Fallow & Idle Land	7.1	467.2	3.8
L. Total Tillable Land	323.4	5.3	5.6
M. Total Non Tillable Hay/Pasture	5.0	6.4	15.6
9985 Wild Hay Not Harvested (N. Till)	5.0	21.8	1.5
9986 Pasture Not Harvested	17.5	4.3	17.1
9987 Timber Not Harvest	3.5	17.3	9.4
9988 Roads & Waste	15.0	9.1	49.2
9989 Farmstead	8.6	58.9	53.0
O. Total Land Not Harvested	49.6	64.2	348.8
P. Total Non Tillable Land	54.6	531.4	
Q. Total Land in Farm or Ranch	378.0		
9992 <u>Supplementary Management information</u>			
9993 Percent Land Tillable	85.6	87.9	84.8
9994 Percent Land in High Ret. Crops	87.4	89.0	87.3
9995 *Fertilizer Cost Per Acre	18.14	19.92	18.22
9996 *Crop Chemicals Per Acre	9.50	9.82	9.60
9997 *Seed & Other Costs Per Acre	14.00	14.61	13.47
9998 * Gas, Oil, & G Bought Per Acre	10.73	10.66	10.62
9999 *Tillable land (-) Tillable Pasture, 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, -1979

Item	Average Yield of 9 Farms
1 Acres	28.0
2 Yield	48.3
3 Value Per Production Unit	1.75
4 Crop Product Return	84.57
5 Other Crop Income	
6 Total Crop Return	84.57
7 Direct Costs	
8 Fertilizer	7.64
9 Chemicals	.50
10 Seed & Other	7.25
11 Special Hired Labor	.43
12 Custom Work Hired	.07
13 Irrigation Operation	
14 Total Direct Costs	15.89
15 Return Over Direct Costs	68.68
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	13.84
18 Farm Power & Machinery - Operation	17.72
19 Irrig. Equip Ownership	
20 Land Costs	39.22
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	4.73
23 Total Allocated Costs	75.51
24 Return Over All Listed Costs	-6.83
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	1.89
29 Return Over Listed Costs Per Unit	-.14
30 Breakeven Yield/Units of Production	52.23
30A Estimated Total Machine Costs/Acre	36.34
31 Total Listed Costs Per Acre	91.40
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
1 Acres	31.7
2 Yield	16.6
3 Value Per Production Unit	6.25
4 Crop Product Return	103.91
5 Other Crop Income	8.23
6 Total Crop Return	112.14
7 Direct Costs	
8 Fertilizer	
9 Chemicals	3.63
10 Seed & Other	2.43
11 Special Hired Labor	
12 Custom Work Hired	
13 Irrigation Operation	
14 Total Direct Costs	6.06
15 Return Over Direct Costs	106.08
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	8.42
18 Farm Power & Machinery - Operation	14.59
19 Irrig. Equip Ownership	
20 Land Costs	33.33
21 Miscellaneous Costs	.06
22 *Interest on Mach. & Equip. Investment	3.72
23 Total Allocated Costs	60.12
24 Return Over All Listed Costs	45.96
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	3.98
29 Return Over Listed Costs Per Unit	2.76
30 Breakeven Yield/Units of Production	10.59
30A Estimated Total Machine Costs/Acre	26.73
31 Total FListed Costs Per Acre	66.18
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 FEED - 1979

Item	Average Yield of 307 Farms	61 Farms High In Yield	61 Farms Low In Yield
1 Acres	30.5	23.8	28.0
2 Yield	59.8	91.2	32.9
3 Value Per Production Unit	1.24	1.22	1.25
4 Crop Product Return	74.13	111.22	41.18
5 Other Crop Income	19.31	22.06	17.86
6 Total Crop Return	93.44	133.28	59.04
7 Direct Costs			
8 Fertilizer	6.75	10.97	3.25
9 Chemicals	.62	.92	.25
10 Seed & Other	6.56	7.14	5.43
11 Special Hired Labor	.07	.13	
12 Custom Work Hired	2.52	3.32	2.50
13 Irrigation Operation			
14 Total Direct Costs	16.52	22.48	11.43
15 Return Over Direct Costs	76.92	110.80	47.61
16 Allocated Costs			
17 Farm Power & Machinery-Ownership	12.33	14.97	9.13
18 Farm Power & Machinery-Operation	14.61	14.95	12.54
19 Irrig. Equip. Ownership			
20 Land Costs	38.79	50.08	33.74
21 Miscellaneous Costs	.23	.17	.18
22 *Interest on Mach. & Equip. Inv.	3.98	4.33	3.19
23 Total Allocated Costs	69.94	84.50	58.78
24 Return Over All Listed Costs	6.98	26.30	-11.17
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 P.	1.45	1.17	2.13
29 Return Over Listed Costs Per Unit	.12	.29	-.34
30 Breakeven Yield/Units of Prod.	69.73	87.69	56.17
30A Estimated Total Machine Costs/Acre	32.60	36.46	26.53
31 Total Listed Costs Per Acre	86.46	106.98	70.21
32 Other Possible Costs Not Listed			
33 Utilities & O. G. F. Exp.	-----	-----	-----
33A Buildings, Fences & Tiling C.	-----	-----	-----
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 - 1979

Item	Average Yield of 6 Farms
1 Acres	38.3
2 Yield	39.9
3 Value Per Production Unit	1.98
4 Crop Product Return	78.98
5 Other Crop Income	5.22
6 Total Crop Return	84.20
7 Direct Costs	
8 Fertilizer	3.66
9 Chemicals	
10 Seed & Other	3.39
11 Special Hired Labor	
12 Custom Work Hired	3.45
13 Irrigation Operation	
14 Total Direct Costs	10.50
15 Return Over Direct Costs	73.70
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	11.68
18 Farm Power & Machinery - Operation	11.57
19 Irrig. Equip Ownership	
20 Land Costs	19.17
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	3.40
23 Total Allocated Costs	45.82
24 Return Over All Listed Costs	27.88
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.30
27 Power Costs Allocation Factor	.77
28 Total Listed Cost Per Unit of Production	1.41
29 Return Over Listed Costs Per Unit	.70
30 Breakeven Yield/Units of Production	28.44
30A Estimated Total Machine Costs/Acre	28.95
31 Total Listed Costs Per Acre	56.32
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 10-0195 CROP DATA FOR WHEAT-ANNUAL CROPPING 22 IN OR MORE - 1979

Item	Average Yield of 103 Farms	21 Farms High In Yield	21 Farms FLow In Yield
1 Acres	47.0	79.4	35.4
2 Yield	36.6	47.1	20.7
3 Value Per Production Unit	3.79	3.82	3.61
4 Crop Product Return	138.70	180.08	74.75
5 Other Crop Income	3.00	2.32	3.36
6 Total Crop Return	141.70	182.40	78.11
7 Direct Costs			
8 Fertilizer	14.74	14.61	11.86
9 Chemicals	1.51	1.81	.82
10 Seed & Other	9.15	8.29	8.87
11 Special Hired Labor	.17	.37	
12 Custom Work Hired	3.11	3.65	2.66
13 Irrigation Operation			
14 Total Direct Costs	28.68	28.73	24.21
15 Return Over Direct Costs	113.02	153.67	53.90
16 Allocated Costs			
17 Farm Power & Machinery - Ownership	12.53	12.32	9.63
18 Farm Power & Machinery - Operation	11.96	10.74	11.12
19 Irrig. Equip - Ownership			
20 Land Costs	54.50	61.43	47.05
21 Miscellaneous Costs	.57	.10	.25
22 *Interest on Mach. & Equip. Inv.	3.43	3.02	3.27
23 Total Allocated Costs	82.99	87.61	71.32
24 Return Over All Listed Costs	30.03	66.06	-17.42
25 Supplementary Management Inf.			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.99	1.00	.95
28 Total Listed Cost Per Unit of Prod.	3.05	2.47	4.61
29 Return Over Listed Costs Per Unit	.82	1.40	-.84
30 Breakeven Yield/Units of Prod.	29.46	30.46	26.46
30A Estimated Total Machine Costs/A	29.99	28.51	25.79
31 Total Listed Costs Per Acre	111.67	116.34	95.53
32 Other Possible Costs Not Listed			
33 Utilities & Other Gen F. Exp. -----		-----	-----
33A Buldings, 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 - 1979

Item	Average Yield of 6 Farms
1 Acres	36.8
2 Yield	16.2
3 Value Per Production Unit	14.43
4 Crop Product Return	234.10
5 Other Crop Income	6.79
6 Total Crop Return	240.89
7 Direct Costs	
8 Fertilizer	9.13
9 Chemicals	18.45
10 Seed & Other	35.63
11 Special Hired Labor	6.11
12 Custome Work Hired	1.66
13 Irrigation Operation	
14 Total Direct Costs	70.98
15 Return Over Direct Costs	169.91
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	26.44
18 Farm Power & Machinery - Operation	21.26
19 Irrig. Equip Ownership	
20 Land Costs	62.83
21 Miscellaneous Costs	.33
22 *Interest on Mach. & Equip. Investment	7.66
23 Total Allocated Costs	118.52
24 Return Over All Listed Costs	51.39
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	11.68
29 Return Over Listed Costs Per Unit	3.17
30 Breakeven Yield/Units of Production	13.13
30A Estimated Total Machine Costs/Acre	56.47
31 Total Listed Costs Per Acre	189.50
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 10-0240 CROP DATA FOR BEANS, PINTO - 1979

Item	Average Yield of 6 Farms
1 Acres	36.9
2 Yield	22.3
3 Value Per Production Unit	14.42
4 Crop Product Return	321.63
5 Other Crop Income	
6 Total Crop Return	321.63
7 Direct Costs	
8 Fertilizer	12.06
9 Chemicals	13.01
10 Seed & Other	25.12
11 Special Hired Labor	
12 Custom Work Hired	8.51
13 Irrigation Operation	
14 Total Direct Costs	58.70
15 Return Over Direct Costs	262.93
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	20.35
18 Farm Power & Machinery - Operation	24.30
19 Irrig. Equip Ownership	
20 Land Costs	61.17
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	7.49
23 Total Allocated Costs	113.31
24 Return Over All Listed Costs	149.62
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	7.71
29 Return Over Listed Costs Per Unit	6.71
30 Breakeven Yield/Units of Production	11.93
30A Estimated Total Machiner Costs/Acre	57.82
31 Total Listed Costs Per Acre	172.01
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	-----

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

TABLE 10-0260 CROP DATA FOR CANNING CORN-1979

Item	Average Yield 6 Farms
1 Acres	35.4
2 Yield	179.75
3 Value Per Production Unit	1.00
4 Crop Product Return	179.75
5 Other Crop Income	
6 Total Crop Return	179.75
7 Direct Costs	
8 Fertilizer	40.11
9 Chemicals	12.97
10 Seed & Other	2.66
11 Special Hired Labor	.48
12 Custom Work Hired	.76
13 Irrigation Operation	
14 Total Direct Costs	56.98
15 Return Over Direct Costs	122.77
16 Allocated Costs	
17 Farm Power & Machinery - Ownership	14.89
18 Farm Power & Machinery - Operation	18.98
19 Irrig. Equip Ownership	
20 Land Costs	65.33
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Investment	6.25
23 Total Allocated Costs	105.45
24 Return Over All Listed Costs	17.32
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	.90
29 Return Over Listed Costs Per Unit	.10
30 Breakeven Yield/Units of Production	161.75
30A Estimated Total Machine Costs/Acre	40.63
31 Total Listed Costs Per Acre	162.43
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 - 1979

Item	Average Yield of 480 Farms	96 Farms High In Yield	96 Farms Low In Yield
1 Acres	90.2	110.7	59.0
2 Yield	92.0	115.0	53.2
3 Value Per Production Unit	2.04	2.03	2.02
4 Crop Product Return	187.67	233.37	107.51
5 Other Crop Income	.45	.53	.93
6 Total Crop Return	188.12	233.90	108.44
7 Direct Costs			
8 Fertilizer	30.01	34.37	21.98
9 Chemicals	12.55	13.33	10.88
10 Seed & Other	18.55	21.64	12.31
11 Special Hired Labor	.54	.90	.07
12 Custom Work Hired	4.39	2.94	4.93
13 Irrigation Operation		.02	
14 Total Direct Costs	66.04	73.20	50.17
15 Return Over Direct Costs	122.08	160.70	58.27
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	22.26	25.98	18.68
18 Farm Power & Mach.-Operation	23.60	22.92	22.66
19 Irrig. Equip Ownership			
20 Land Costs	47.89	60.73	35.21
21 Miscellaneous Costs	4.22	4.75	3.02
22 *Interest on Mach.&Equip. Inv.	7.02	7.53	6.29
23 Total Allocated Costs	104.99	121.91	85.86
24 Return Over All Listed Costs	17.09	38.79	-27.59
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.55	.55	.55
27 Power Costs Allocation Factor	.99	.99	.97
28 Total Listed Cost Per Unit of Prod.	1.86	1.70	2.56
29 Return Over Listed Costs Per Unit	.19	.34	-.52
30 Breakeven Yield/Units of Prod.	83.84	96.11	67.34
30A Estimated T. Mach Costs/Acre	55.81	58.39	50.92
31 Total Listed Costs Per Acre	171.03	195.11	136.03
32 Other Possible Costs Not Listed			
33 Utilities & O. G. Farm Exp.	-----	-----	-----
33A Buildings, Fences & T. Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

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

TABLE 10-0335 CROP DATA FOR SOYBEANS - 1979

Item	Average Yield of 318 Farms	64 Farms High In Yield	64 Farms Low In Yield
1 Acres	130.5	163.0	73.6
2 Yield	32.8	39.8	21.0
3 Value Per Production Unit	6.24	6.10	6.61
4 Crop Product Return	204.65	243.02	139.12
5 Other Crop Income	.39	.11	
6 Total Crop Return	205.04	243.13	139.12
7 Direct Costs			
8 Fertilizer	3.11	3.87	3.95
9 Chemicals	12.31	10.57	10.71
10 Seed & Other	10.33	11.12	10.05
11 Special Hired Labor	1.18	1.52	.14
12 Custom Work Hired	2.49	2.52	1.47
13 Irrigation Operation			
14 Total Direct Costs	29.42	29.60	26.32
15 Return Over Direct Costs	175.62	213.53	112.80
16 Allocated Costs			
17 Farm Power & Mach. -Ownership	18.42	21.53	17.19
18 Farm Power & Mach.-Operation	18.75	19.58	18.21
19 Irrig. Equip Ownership			
20 Land Costs	57.75	64.09	49.95
21 Miscellaneous Costs	1.55	1.07	.75
22 *Interest On Mach. & Equip. Inv.	5.36	5.02	5.80
23 Total Allocated Costs	101.88	111.29	91.90
24 Return Over All Listed Costs	73.74	102.24	20.90
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.45	.45	.45
27 Power Costs Allocation Factor	.99	1.00	.98
28 Total Listed Cost Per Unit of Prod.	4.00	3.54	5.62
29 Return Over Listed Costs Per Unit	2.25	2.57	.99
30 Breakeven Yield/Units of Prod.	21.04	23.10	17.89
30A Estimated Total Mach. Costs/Acre	44.19	47.81	42.18
31 Total Listed Costs Per Acre	131.30	140.89	118.22
32 Other Possible Costs Not Listed			
33 Utilities & Other General F.E.	-----	-----	-----
33A Buildings, Fences & T. 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 - 1979

Item	Average Yield 16 Farms	8 Farms High In Yield	8 Farms Low In Yield
1 Acres	163.4	235.1	112.3
2 Yield	16.2	18.1	12.4
3 Value Per Production Unit	23.58	24.75	22.50
4 Crop Product Return	382.99	447.84	278.70
5 Other Crop income	.84		2.64
6 Total Crop Return	383.83	447.84	281.34
7 Direct Costs			
8 Fertilizer	42.97	41.72	45.05
9 Chemicals	16.63	16.42	16.80
10 Seed & Other	61.17	67.77	48.29
11 Special Hired Labor	15.19	16.98	16.36
12 Custom Work Hired	30.43	36.98	16.89
13 Irrigation Operation			
14 Total Direct Costs	166.39	179.87	143.39
15 Return Over Direct Costs	217.44	268.10	137.95
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	50.31	51.34	47.86
18 Farm Power & Mach.-Operation	58.10	53.76	69.34
19 Irrig. Equip Ownership			
20 Land Costs	71.54	67.50	73.33
21 Miscellaneous Costs	.13		.41
22 *Interest on Mach. & Equip. Inv.	15.94	17.07	13.10
23 Total Allocated Costs	196.02	189.67	204.04
24 Return Over All Listed Costs	21.42	78.43	-66.09
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 P.	21.70	20.41	28.05
29 Return Over Listed Costs Per U.	1.93	4.33	-5.34
30 Breakeven Yield/Units of Prod.	14.95	15.24	15.44
30 A Estimated Total Mach. Costs/Acre	144.65	146.84	141.57
31 Total Listed Costs Per Acre	352.41	369.54	347.43
32 Other Possible Costs Not Listed	-----	-----	-----
33 Util. & O. Gen Farm Exp.	-----	-----	-----
33A Buildings, Fences & T. Exp.	-----	-----	-----
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 - 1979

Item	Average Yield of 24 Farms	12 Farms High In Yield	12 Farms Low In Yield
1 Acres	99.2	98.2	100.1
2 Yield	15.6	18.1	13.1
3 Value Per Production Unit	9.21	9.69	8.73
4 Crop Product Return	143.44	175.35	114.43
5 Other Crop Income			
6 Total Crop Return	143.44	175.35	114.43
7 Direct Costs			
8 Fertilizer	16.78	17.38	16.21
9 Chemicals	8.55	7.38	9.70
10 Seed & Other	11.16	8.92	13.38
11 Special Hired Labor	.68	1.35	
12 Custom Work Hired	4.98	7.56	2.47
13 Irrigation Operation			
14 Total Direct Costs	42.15	42.59	41.76
15 Return Over Direct Costs	101.29	132.76	72.67
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	15.85	13.90	17.78
18 Farm Power & Mach.Operation	17.58	13.49	21.62
19 Irrig. Equip Ownership			
20 Land Costs	50.58	56.17	45.00
21 Miscellaneous Costs			
22 *Interest on Mach. & Equip. Inv.	5.08	4.69	5.46
23 Total Allocated Costs	89.09	88.25	89.86
24 Return Over All Listed Costs	12.20	44.51	-17.19
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.40	.40	.40
27 Power Costs Allocation Factor	.96	1.00	.92
28 Total Listed Cost Per U. of Prod.	8.43	7.23	10.04
29 Return Over Listed Costs Per Unit	.78	2.46	-1.31
30 Breakeven Yield/Units of Prod.	14.25	13.50	15.08
30A Estimated Total Machine Costs/A	41.83	37.12	46.51
31 Total Listed Costs Per Acre	131.24	130.84	131.62
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Exp---	-----	-----	-----
33A Bud. Fences & T. 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 - 1979

Item	Average Yield of 6 Farms
1 Acres	38.4
2 Yield	105.73
3 Value Per Production Unit	1.00
4 Crop Product Return	105.73
5 Other Crop Income	.99
6 Total Crop Return	106.72
7 Direct Costs	
8 Fertilizer	8.57
9 Chemicals	5.21
10 Seed & Other	.47
11 Special Hired Labor	
12 Custom Work Hired	.08
13 Irrigation Operation	
14 Total Direct Costs	14.33
15 Return Over Direct Costs	92.39
16 Allocated Costs	
17 Farm Power & Machinery-Ownership	18.04
18 Farm Power & Machinery-Operation	22.26
19 Irrig. Equip Ownership	
20 Land Costs	65.17
21 Miscellaneous Costs	
22 *Interest on Mach. & Equip. Inv	5.32
23 Total Allocated Costs	110.79
24 Return Over All Listed Costs	-18.40
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	1.18
29 Return Over Listed Costs Per Unit	-.17
30 Breakeven Yield/Units of Production	125.12
30A Estimated Total Machine Costs/acre	45.67
31 Total Listed Costs Per Acre	125.12
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 10-0400 CROP DATA FOR ALFALFA HAY - 1979

Item	Average Yield of 416 Farms	83 Farms High In Yield	83 Farms Low In Yield
1 Acres	38.1	35.9	36.2
2 Yield	4.2	4.8	1.9
3 Value Per Production Unit	40.11	40.96	40.00
4 Crop Product Return	168.45	196.60	75.14
5 Other Crop Income	.31	.39	.30
6 Total Crop Return	168.76	196.99	75.44
7 Direct Costs			
8 Fertilizer	11.50	14.35	6.60
9 Chemicals	.34	.33	.08
10 Seed & Other	8.71	9.83	6.69
11 Special Hired Labor	.10	.45	.08
12 Custom Work Hired	2.28	3.23	2.04
13 Irrigation Operation	.10		
14 Total Direct Costs	23.02	28.19	15.49
15 Return Over Direct Costs	145.73	168.80	59.95
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	25.50	28.76	18.40
18 Farm Power & Mach.-Operation	28.73	29.05	26.38
19 Irrig. Equip Ownership	.13	.28	
20 Land Costs	39.87	46.76	32.29
21 Miscellaneous Costs	.58	.45	.52
22 *Interest on Mach & Equip Inv.	7.94	8.63	5.96
23 Total Allocated Costs	102.75	113.93	83.55
24 Return Over All Listed Costs	42.98	54.87	-23.60
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.60	.60	.60
27 Power Costs Allocation Factor	.98	1.00	.94
28 Total Listed Cost P. Un of Prod.	29.96	29.60	52.74
29 Ret. Over Listed Costs P. Unit	10.23	11.43	-12.57
30 Breakeven Yield/Units of Prod.	3.14	3.47	2.48
30A Estimated Total Mach costs/acre	63.69	68.59	52.10
31 Total Listed Costs Per Acre	125.78	142.12	99.04
32 Other Possible Costs Not Listed			
33 Util. & O. Gen Farm Exp,	-----	-----	-----
33A Interest Allocation	-----	-----	-----
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 - 1979

Item	Average Yield of 5 Farms
1 Acres	15.7
2 Yield	2.5
3 Value Per Production Unit	36.00
4 Crop Product Return	91.72
5 Other Crop Income	5.92
6 Total Crop Return	97.64
7 Direct Costs	
8 Fertilizer	
9 Chemicals	
10 Seed & Other	3.89
11 Special Hired Labor	
12 Custom Work Hired	
13 Irrigation Operation	
14 Total Direct Costs	3.89
15 Return Over Direct Costs	93.75
16 Allocated Costs	
17 Farm Power & Machinery-Ownership	28.83
18 Farm Power & Machinery-Operation	22.77
19 Irrig. Equip Ownership	
20 Land Costs	24.00
21 Miscellaneous Costs	2.04
22 *Interest on Mach. & Equip, Investment	7.75
23 Total Allocated Costs	85.39
24 Return Over All Listed Costs	8.36
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.40
27 Power Costs Allocation Factor	.92
28 Total Listed Cost Per Unit of Production	35.05
29 Return Over Listed Costs Per Unit	3.28
30 Breakeven Yield/Units of Production	2.48
30A Estimated Total Machine Costs/Acre	59.35
31 Total Listed Costs Per Acre	89.28
32 Other Possible Cost Not Listed	
33 Utilities & Other General Farm Expenses	-----
33A Buildings, Fences & Tiling Costs	-----
34 Interest Allocation	-----
35 Other Cost 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 - 1979

Item	Average Yield of 36 Farms	12 Farms High In Yield	12 Farms Low In Yield
1 Acres	15.3	12.0	21.0
2 Yield	2.6	3.3	1.1
3 Value Per Production Unit	27.58	26.92	28.75
4 Crop Product Return	71.70	88.83	31.62
5 Other Crop Income			
6 Total Crop Return	71.70	88.83	31.62
7 Direct Costs			
8 Fertilizer	1.50	3.83	
9 Chemicals		.08	
10 Seed & Other	.61	1.33	.11
11 Special Hired Labor			
12 Custom Work Hired			
13 Irrigation Operation			
14 Total Direct Costs	2.11	5.24	.11
15 Return Over Direct Costs	69.59	83.59	31.51
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	11.88	18.25	8.19
18 Farm Power & Mach.-Operation	14.78	17.52	11.85
19 Irrig. Equip Ownership			
20 Land Costs	16.53	16.67	14.58
21 Miscellaneous Costs			
22 *Interest on Mach. & E. Inv.	4.20	7.40	2.38
23 Total Allocated Costs	47.39	59.84	37.00
24 Return Over All Listed Costs	22.20	23.75	-5.48
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.30	.30	.30
27 Power Costs Allocation Factor	.97	1.00	.92
28 Total Listed Cost Per U. of Prod.	19.03	19.72	33.73
29 Return Over Listed Costs Per Unit	8.53	7.19	-4.98
30 Breakeven Yield/Units of Prod.	1.84	2.42	1.39
30A Estimated Total Machinery C/Acre	30.86	43.17	22.42
31 Total Listed Costs Per Acre	49.50	65.08	37.11
32 Other Possible Costs Not Listed			
33 Utilities & Other General Farm Exp.-----	-----	-----	-----
33A B, Fences & Tiling Exp.-----	-----	-----	-----
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 - 1979

Item	Average Yield of 42 Farms	14 Farms High In Yield	14 Farms Low In Yield
1 Acres	29.3	25.8	26.5
2 Yield	8.2	11.4	5.7
3 Value Per Production Unit	19.86	19.86	19.71
4 Crop Product Return	163.34	227.09	111.58
5 Other Crop Income			
6 Total Crop Return	163.34	227.09	111.58
7 Direct Costs			
8 Fertilizer	11.16	18.37	2.83
9 Chemicals	1.16	3.95	
10 Seed & Other	7.75	10.47	5.70
11 Special Hired Labor			
12 Custom Work Hired	1.02	1.20	.64
13 Irrigation Operation			
14 Total Direct Costs	21.09	33.99	9.17
15 Return Over Direct Costs	142.25	193.10	102.41
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	18.76	23.78	15.10
18 Farm Power & Mach.-Operation	22.37	24.71	22.07
19 Irrigation Equip Ownership			
20 Land Cost	37.50	38.86	36.86
21 Miscellaneous Costs			
22 *Int. on Mach. & Equip. Inv.	7.87	8.52	7.64
23 Total Allocated Costs	86.50	95.87	81.67
24 Return Over All Listed Costs	55.75	97.23	20.74
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.40	.40	.40
27 Power Costs Allocation Factor	1.00	1.00	1.00
28 Total Listed Cost P. U. of Prod.	13.08	11.36	16.05
29 Return Over Listed Costs Per U.	6.78	8.50	3.67
30 Breakeven Yield/Units of Prod.	5.42	6.54	4.61
30A Estimated Total Mach. Costs/Acre	49.68	57.81	45.24
31 Total Listed Costs Per Acre	107.59	129.86	90.84
32 Other Possible Costs Not Listed			
33 Util. & O. Gen. Farm Exp.	-----	-----	-----
33A Buildings, F & T Exp.	-----	-----	-----
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 - 1979

Item	Average Yield of 327 Farms	65 Farms High In Yield	65 Farms Low In Yield
1 Acres	31.6	29.0	29.7
2 Yield	13.8	17.4	7.8
3 Value Per Production Unit	16.39	16.15	16.57
4 Crop Product Return	226.65	281.01	130.00
5 Other Crop Income	.13		.40
6 Total Crop Return	226.78	281.01	130.40
7 Direct Costs			
8 Fertilizer	24.65	30.24	19.06
9 Chemicals	11.08	13.38	8.32
10 Seed & Other	11.84	13.59	10.81
11 Special Hired Labor	.32	1.48	
12 Custom Work Hired	3.13	3.76	1.82
13 Irrigation Operation			
14 Total Direct Costs	51.02	62.45	40.01
15 Return Over Direct Costs	175.76	218.56	90.39
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	26.79	28.28	23.93
18 Farm Power & Mach.-Operation	29.56	30.53	29.08
19 Irrig. Equip Ownership	.16	.10	.24
20 Land Costs	41.18	44.89	44.97
21 Miscellaneous Costs	.82	.69	.13
22 *Interest on Mach. & Eq. Inv.	8.43	9.55	7.07
23 Total Allocated Costs	106.94	114.04	105.42
24 Return Over All Listed Costs	68.82	104.52	-15.03
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.60	.60	.60
27 Power Costs Allocation Factor	.99	1.00	1.00
28 Total Listed Cost P. U. of Prod.	11.42	10.14	18.54
29 Return Over Listed Costs Per Unit	4.98	6.47	-1.92
30 Breakeven Yield/Units of Prod.	9.64	10.93	8.78
30A Estimated Total Mach. Costs/Acre	66.87	70.87	61.29
31 Total Listed Costs Per Acre	157.96	176.49	145.43
32 Other Possible Costs Not Listed			
33 Utilities & o. Gen F. Exp.	-----	-----	-----
33A Buildings, F & T. Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----

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

TABLE 10-1175 CROP DATA FOR SET ASIDE ACRES-IDLE - 1979

Item	Average Yield of 35 Farms
1 Acres	25.7
2 Yield	16.5
3 Value Per Production Unit	1.83
4 Crop Product Return	30.27
5 Other Crop Income	
6 Total Crop Return	30.27
7 Direct Costs	
8 Fertilizer	
9 Chemicals	.08
10 Seed & Other	.12
11 Special Hired Labor	1.32
12 Custom Work Hired	.39
13 Irrigation Operation	
14 Total Direct Costs	1.91
15 Return Over Direct Costs	28.36
16 Allocated Costs	
17 Farm Power & Machinery -Ownership	2.07
18 Farm Power & Machinery-Operation	2.06
19 Irrig. Equip Ownership	
20 Land Costs	52.74
21 Miscellaneous Costs	.66
22 *Interest On Mach. & Equip. Investment	.71
23 Total Allocated Costs	58.24
24 Return Over All Listed Costs	-29.88
25 Supplementary Management Information	
26 Work Units Assigned Per Acre	.05
27 Power Costs Allocation Factor	1.00
28 Total Listed Cost Per Unit of Production	3.64
29 Return Over Listed Costs Per Unit	-1.80
30 Breakeven Yield/Units of Production	32.87
30A Estimated Total Machine Costs/Acre	5.10
31 Total Listed Costs Per Acre	60.15
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) -1979

Item	Average Yield of 40 Farms	13 Farms High In Yield	13 Farms Low In Yield
1 Acres	77.9	58.3	88.9
2 Yield	101.6	123.8	82.5
3 Value Per Production Unit	2.03	2.02	2.03
4 Crop Product Return	206.20	250.15	167.47
5 Other Crop Income	10.55	11.87	4.20
6 Total Crop Return	216.75	262.02	171.67
7 Direct Costs			
8 Fertilizer	49.77	61.23	41.17
9 Chemicals	14.25	16.23	12.10
10 Seed & Other	28.13	19.42	19.12
11 Special Hired Labor			
12 Custom Work Hired	9.64	5.83	9.35
13 Irrig. Oper.	12.05	13.55	9.51
14 Total Direct Costs	113.84	116.26	91.25
15 Return Over Direct Costs	102.91	145.76	80.42
16 Allocated Costs			
17 Farm Power & Mach. Ownership	29.31	29.08	24.11
18 Farm Power & Mach. Operation	27.53	29.58	25.79
19 Irrg. Eq. Ownership	38.19	52.69	31.97
20 Land Costs	60.00	65.00	34.00
21 Miscellaneous Costs	2.31	6.93	1.42
22 *Interest on Mach. & Eq Inv.	7.86	9.08	6.79
23 Total Allocated Costs	165.10	192.36	124.08
24 Return Over All Listed Costs	-62.19	-46.60	-43.66
25 Supplementary Management Information			
26 Work Units Assigned Per Acre	.65	.65	.65
27 Power Costs Allocation Factor	.99	.99	.98
28 Total Listed Cost Per Unit of Prod.	2.74	2.49	2.61
29 Return Over Listed Costs per Unit	-.61	-.37	-.53
30 Breakeven Yield/Units of Prod.	137.40	279.63	106.07
30A Estimated Total Machine Costs/A	71.13	71.63	62.93
31 Total Listed Costs Per Acre	278.94	308.62	215.33
32 Other Possible Costs Not Listed			
33 Utilities & Other Gen. Farm Exp.	-----	-----	-----
33A Buildings, F & T Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
37 Total Acre Inches of Water App.	5	6	3
38 Cost of Irrigation	50.24	66.24	41.48

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

Irrigation operation Cost/acre In. 2.41-Average 2.26-High 3.17-Low

Irrigation Equip. Ownership Cost/Acre In. 7.64-Average 8.78-High 10.66-Low

TABLE 10-3400 Crop Data for Alfalfa Hay (Irrigated) - 1979

Item	Average Yield of 24 Farms	12 Farms High In Yield	12 Farms Low In Yield
1 Acres	34.8	33.8	35.9
2 Yield	4.0	4.8	3.2
3 Value Per Production Unit	41.46	42.08	40.83
4 Crop Product Return	164.40	201.69	129.67
5 Other Crop Income			
6 Total Crop Return	164.40	201.69	129.67
7 Direct Costs			
8 Fertilizer	20.69	17.60	23.54
9 Chemicals	.43	.21	.64
10 Seed & Other	10.98	9.47	12.40
11 Special Hired Labor			
12 Custom Work Hired	2.13	1.39	2.81
13 Irr Op.	10.52	10.89	10.14
14 Total Direct Costs	44.75	39.56	49.53
15 Return Over Direct Costs	119.65	162.13	80.14
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	31.51	25.06	37.49
18 Farm Power & Mach.-Operation	37.42	34.60	39.97
19 Irrig. Eq Own.	33.71	33.02	34.23
20 Land Costs	59.75	29.92	39.58
21 Miscellaneous Costs	.83	1.69	
22 *Interest on Mach. & Eq Inv.	8.74	6.12	11.18
23 Total Allocated Costs	171.96	130.41	162.45
24 Return Over All Listed Costs	-52.31	31.72	-82.31
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 P. U. of Prod.	54.17	35.46	66.24
29 Return Over Listed Costs Per Unit	-13.07	6.62	-25.72
30 Breakeven Yield/ Units of Prod.	5.22	4.04	5.19
30A Estimated Total Mach. Costs/Acre	79.09	66.71	90.51
31 Total Listed Costs Per Acre	216.71	169.97	211.98
32 Other Possible Costs Not Listed			
33 Util. & O. Gen Farm Exp.	-----	-----	-----
33A Buildings, F & T. Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
37 Total Acre Inches of Water App.	4	5	3
38 Cost of Irrigation	44.23	43.91	44.37

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

Irrigation Operation cost/acre in. 2.63=Average 21.8-High 3.38-Low

Irrigation Equip Ownership Cost/Acre in. 8.43=Average 6.60-High 11.41-Low

TABLE 10-3550 CROP DATA FOR CORN & SORGHUM SILAGE - 1979

Item	Average Yield of 19 Farms	9 Farms High In Yield	9 Farms Low In Yield
1 Acres	34.8	28.8	42.4
2 Yield	17.8	22.6	14.4
3 Value Per Production Unit	15.68	15.56	15.89
4 Crop Product Return	278.45	352.26	229.36
5 Other Crop Income			
6 Total Crop Return	278.45	352.26	229.36
7 Direct Costs			
8 Fertilizer	48.19	66.49	35.31
9 Chemicals	11.75	14.90	9.69
10 Seed & Other	16.49	20.66	13.63
11 Special Hired Labor			
12 Custom Work Hired	1.55	.90	.78
13 Irr. Oper.	12.36	15.73	10.28
14 Total Direct Costs	90.34	118.68	69.69
15 Return Over Direct Costs	188.11	233.58	159.67
16 Allocated Costs			
17 Farm Power & Mach.-Ownership	27.02	34.77	22.68
18 Farm Power & Mach.-Operation	39.89	42.18	39.82
19 Irr.Eq Own.	40.40	40.83	40.78
20 Land Costs	30.37	34.67	26.11
21 Miscellaneous Costs			
22 *Interest on Mach. & Eq. Inv.	9.55	11.58	8.57
23 Total Allocated Costs	147.23	164.03	137.96
24 Return Over All Listed Costs	40.88	69.55	21.71
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 Pr.	13.38	12.49	14.39
29 Return Over Listed Costs Per Unit	2.30	3.07	1.50
30 Breakeven Yield/Units of Prod.	15.15	18.17	13.07
30A Estimated Total Machine Costs/Acre	77.49	89.13	71.59
31 Total Listed Costs Per Acre	237.57	282.71	207.65
32 Other Possible Costs Not Listed			
33 Utilities & O Gen. Farm Exp.	-----	-----	-----
33A Buildings, F & T Costs	-----	-----	-----
34 Interest Allocation	-----	-----	-----
35 Other Costs Not Listed	-----	-----	-----
36 Total Costs	-----	-----	-----
37 Total Acre Inches of Water App.	5	6	4
38 Cost of Irrigation	52.76	56.56	51.06

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

Irrigation Operation Cost/acre in. 2.47-Average 2.62-High 2.57-Low

Irrigation Equip Ownership Cost Acre in. 8.08-Average 6.81-High 10.20-low

TABLE 11A 6470 COSTS AND RETURN FROM HOGS, FARROW, FINISH, GENERAL - 1979

Item	Average of 90 Farms	18 Farms High In Return Above Feed	18 Farms Low In Return Above Feed
1 Pounds of Hogs Prod.-Total	77527	69832	26775
PER HUNDRED WEIGHT			
2 Net Increase In Value of Hogs	37.79	53.78	29.55
3 Other Miscellaneous Hog Income			
4 Total Value Produced	37.79	53.78	29.55
5 Pounds of Feed Fed			
6 Corn	273.9	297.2	331.8
7 Small Grain	20.4	23.3	48.7
8 Complete Ration	70.2	107.4	109.6
9 Protein, Salt & Mineral & Milk	67.8	48.2	82.6
10 Total Concentrates	432.3	476.1	572.7
11 Forages	2.6	.8	3.4
12 Feed Costs			
13 Grains	10.65	11.68	13.71
14 Complete Ration	4.58	5.04	7.72
15 Protein, Salt & Mineral & Milk	9.33	6.60	12.55
16 Forages	.05	.01	.07
17 Pasture			
18 Total Feed Costs	24.61	23.33	34.05
19 Return Over Feed Costs	13.18	30.45	-4.50
20 Other Direct Costs			
21 Miscellaneous Livestock Exp.	1.00	1.07	1.29
22 Veterinary Expense	.79	1.43	.85
23 Custom Work	.94	1.86	.75
24 Special Hired Labor	.17		
25 Total Other Direct Costs	2.90	4.36	2.89
26 Return Over Feed & O. Direct Costs	10.28	26.09	-7.39
27 Allocated Costs			
28 Power & Mach. Costs	1.42	1.29	3.13
29 Livestock Equipment Costs	2.10	3.71	3.17
30 Buildings & Fences	2.37	1.81	2.46
31 Total Allocated Costs	5.89	6.81	8.76
32 Return Over All Listed Costs	4.39	19.28	-18.61
33 Supplementary Management Information			
34 Return for \$100 Feed Fed	153.56	230.51	86.79
35 Price Rec. Per CWT. All Animals	44.49	56.98	41.76
36 Price Rec. Per CWT. Sold Mkt. Only	44.77	58.41	41.99
37 Number of Litters Farrowed	49	49	26
37A Litters/Bearing Female/year	1.2	1.6	1.2
38 Number of Pigs Born Per Litter	9.7	9.3	9.0
39 Number of Pigs Weaned Per Litter	7.5	7.8	6.2
40 Percent Death Loss	15.3	12.1	22.4
41 Average Weigth of all Hogs Sold	207.1	199.8	186.1
42 Average Weigth of Mkt. Hogs Sold	214.1	198.4	219.9
43 Price Per CWT. Concentrate Fed	5.68	4.90	5.93
44 Price Per CWT. Protein, S. & Min	13.76	13.70	15.19
45 Pounds of Pork Purchased	4102	1419	4522
46 Tot. Listed Cost Per CWT Pork P.	33.40	34.50	45.70
47 Util. & O. Gen. Farm Expense	-----	-----	-----
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 500 lbs. were not included.

TABLE 11B 6490 COSTS AND RETURNS FROM HOGS, FINISHING -1979

Item	Average of 96 Farms	19 Farms	19 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Pounds of Hogs Produced	74959	68491	27623
PER HUNDRED WT.			
2 Net Increase in Value of Hogs	37.71	53.65	29.35
3 Other Miscellaneous Hog Income			
4 Total Value Produced	37.71	53.65	29.35
5 Pounds of Feed Fed			
6 Corn	266.4	287.0	304.7
7 Small Grain	20.0	22.5	44.7
8 Complete Ration	79.5	117.7	157.9
9 Protein, Salt & Mineral & Milk	66.0	46.6	75.9
10 Total Concentrates	431.9	473.8	583.2
11 Forages	2.5	.8	3.2
12 Feed Cost			
13 Grain	10.36	11.29	12.58
14 Complete Ration	5.27	5.74	11.47
15 Protein, Salt & Mineral & Milk	9.08	6.38	11.53
16 Forages	.05	.01	.06
17 Pasture			
18 Total Feed Costs	24.76	23.42	35.64
19 Return Over Feed Costs	12.95	30.23	-6.29
20 Other Direct Costs			
21 Miscellaneous Livestock Expense	1.02	1.07	1.30
22 Veterinary Expense	.80	1.48	.84
23 Custom Work	.92	1.80	.69
24 Special Hired Labor	.16	.01	.
25 Total Other Direct Costs	2.90	4.36	2.83
26 Return Over Feed & Other Direct Costs	10.05	25.87	-9.12
27 Allocated Costs			
28 Power & Machinery Costs	1.43	1.32	3.09
29 Livestock Equip. Costs	2.14	3.77	3.22
30 Building & Fences	2.37	1.86	8.29
31 Total Allocated Costs	5.94	6.95	14.60
32 Return Over All Listed Costs	4.11	18.92	-23.72
33 Supplementary Management Information			
34 Return for \$100 Feed Fed	152.30	229.08	82.35
35 Price Rec. Per CWT. All Animals	44.53	56.83	42.05
36 Price Rec. Per CWT. Sold Mkt. Only	44.90	58.88	42.78
37 Number of Litters Farrowed	48	49	27
37A Litters/Bearing Female/Year	1.1	1.5	1.2
38 Number of Pigs Born Per Litter	9.7	9.4	9.0
39 Number of Pigs Weaned Per Litter	7.5	7.8	6.2
40 Percent Death Loss	15.6	12.1	22.0
41 Ave. Weight of All Hogs Sold	206.3	196.0	185.8
42 Ave. Weight of Mkt. Hogs Sold	212.3	192.5	210.3
43 Price Per CWT, Con. Fed	5.72	4.94	6.10
44 Price Per CWT, P, Salt & Min.	13.76	13.70	15.19
45 Pounds of Pork Purchased	4006	1618	4284
46 Total Listed C. P CWT P. Prod.	33.60	34.73	53.07
47 Utilities & O. Gen F. Exp.	-----	-----	-----
48 Interest Allocation	-----	-----	-----
49 Other Costs Not Listed	-----	-----	-----
50 Total Cost	-----	-----	-----

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 - 1979

Item	Average of 70 Farms	14 Farms High In Return Above Feed	14 Farms Low In Return Above Feed
1 Number of Litters Farrowed	82	71	43
		PER LITTER	
2 Net Increase in Value of Hogs	252.44	298.48	180.53
3 Other Miscellaneous Weaning P. Inc.			
4 Total Value Produced	252.44	298.48	180.53
5 Pounds of Feed Fed			
6 Corn	1179.8	1032.3	323.7
7 Small Grain	233.8	222.3	305.6
8 Complete Ration	465.8	17.5	1219.3
9 Protein, Salt & Min. & Milk	418.0	510.3	310.9
10 Total Concentrates	2297.4	1782.4	2159.5
11 Forages	36.7	46.3	86.4
12 Feed Cost			
13 Grains	52.71	46.13	31.98
14 Complete Ration	38.78	2.24	97.23
15 Protein, Salt & Mineral & Milk	61.88	66.59	40.28
16 Forages	.65	.83	1.72
17 Pasture	.02	.14	
18 Total Feed Costs	154.04	115.93	171.96
19 Return Over Feed Costs	98.40	182.55	8.57
20 Other Direct Costs			
21 Mis. Livestock Exp.	11.52	9.21	10.56
22 Veterinary Expense	6.63	4.25	5.19
23 Custom Work	2.40	1.14	1.79
24 Special Hired Labor			
25 Total Other Direct Costs	20.55	14.60	17.54
26 Return Over Feed & O. Direct Costs	77.85	167.95	-8.97
27 Allocated Costs			
28 Power & Machinery Costs	15.15	11.95	26.36
29 Livestock Equip Costs	18.61	9.89	27.89
30 Building & Fences	21.25	17.65	26.35
31 Total Allocated Cost	55.01	39.49	80.60
32 Return Over All Listed Costs	22.84	128.46	-89.57
33 Supplementary Management Information			
34 Return for \$100 Feed Fed	163.88	257.47	89.72
35 Ave. Price Rec. Per Animal Sold	43.13	40.00	40.80
36 Ave. Price Per Pig Sold or Trans.	37.26	35.92	34.51
37 Ave. Weight Per Pig Sold or Trans.	46.3	41.7	47.0
38 Number of Pigs Produced	616	578	300
39 Number of Pigs Born Per Litter	9.7	9.8	9.6
40 Number of Pigs Weaned Per Litter	7.7	8.2	6.1
41 Percent Death Loss	18.2	14.9	36.5
42 Price Per CWT Concentrate Fed	6.68	6.45	6.31
43 Price Per CWT P, Salt & Min. Fed	14.80	13.05	12.95
44 Feed & Supp. Costs Per Pig Prod.	23.24	16.03	31.35
45 Total Listed Costs Per Litter	229.60	170.02	270.10
46 Utilities & O. Gen Farm Exp.	-----	-----	-----
47 Interest Allocation	-----	-----	-----
48 Other Costs Not Listed	-----	-----	-----
49 Total Costs	-----	-----	-----

TABLE 12-6290 DAIRY COWS, COMMERICAL, GENERAL - 1979

Item	Average of 261 Farms	52 Farms	52 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Average Number of Cows	44.7	46.9	38.8
		PER COW	
2 Pounds of Milk	13351	15748	11014
3 Pounds of Butterfat	493.9	566.9	396.5
4 Percent of Butterfat in Milk	3.7	3.6	3.6
5 Value of Produce			
6 Dairy Products Sold	\$1495.44	1788.06	1155.82
7 Dairy Products Used In Home	8.64	10.09	8.66
8 Milk Fed to Livestock	12.17	17.53	9.87
9 Net Increases in Value of Cows	-16.64	55.37	-115.36
10 Other Miscellaneous Dairy Income	.11		
11 Total Value Produced	1499.72	1871.05	1058.99
12 Pounds of Feed Fed			
13 Corn	4419.2	4566.9	4178.1
14 Small Grain	707.7	769.3	854.2
15 Complete Ration	271.7	457.0	280.2
16 Protein, Salt & Mineral	1094.5	1094.7	952.3
17 Total Concentrates	6493.1	6887.9	6264.8
18 Legume Hay	6000.7	5706.1	6240.6
19 Other Hay & Dry Roughage	122.5	95.0	74.8
20 Silage	13659.3	10497.2	16167.6
21 Feed Costs			
22 Grains	190.34	203.22	187.45
23 Complete Ration	17.27	25.14	23.92
24 Protein, Salt, Min.	142.26	162.07	133.12
25 All Hay & Dry Roughage	121.50	113.60	126.52
26 Silage	112.60	82.71	135.26
27 Pasture	1.19	1.66	.77
28 Total Feed Costs	585.16	588.40	607.04
29 Return Over Feed Cost	914.56	1282.65	451.95
30 Other Direct Costs			
31 Miscellaneous Livestock Exp.	57.63	78.57	43.30
32 Veterinary Expense	22.82	30.53	16.26
33 Custom Work Hired	34.97	38.12	33.97
34 Special Hired Labor	.78	3.07	
35 Total Other Direct Costs	116.20	150.29	93.53
36 Return Over Feed & O. Direct Costs	798.36	1132.36	358.42
37 Allocated Costs			
38 Power & Machinery Costs	61.84	71.49	51.22
39 Livestock Equ. Costs	60.51	69.77	48.09
40 Building & Fences	66.10	85.55	62.10
41 Total Allocated Costs	188.45	226.81	161.41
42 Return Over All Listed Costs	609.91	905.55	197.01
43 Supplementary Management Information			
44 Return For \$100 Feed Fed	256.29	317.99	174.45
45 Feed Cost Per CWT Milk	4.38	3.73	5.51
46 Feed Cost Per Pound of Butterfat	1.20	1.03	1.51
47 Pounds of Milk Per Pound of Con.	2.06	2.29	1.76
48 Ave. Price Per CWT Milk Sold	11.34	11.50	10.65
49 Ave. Price Per Pound of Butterfat	3.10	3.16	2.92
50 Total Listed C. Per CWT Milk Prod.	6.66	6.13	7.83
51 Dairy Cow Turnover Percentage	31.3	38.4	30.9
52 Total Listed Costs Per Cow	889.81	965.50	861.98
53 Utilities & O. Gen Farm Exp.	-----	-----	-----
54 Interest Allocation	-----	-----	-----
55 Other Costs Not Listed	-----	-----	-----
56 Total Costs	-----	-----	-----

TABLE 13 -6310 OTHER DAIRY, REPLACEMENTS - 1979

Item	Average of 261 Farms	52 Farms High In Return Above Feed	52 Farms Low In Return Above Feed
1 Number of Head	56.0	45.2	51.2
		PER HEAD	
2 Net Increase In Value	371.48	619.38	154.51
3 Other Miscellaneous Income		.02	
4 Total Income	371.48	619.40	154.51
5 Pounds of Feed Fed			
6 Corn	805.5	635.6	930.3
7 Small Grain	216.5	172.0	283.7
8 Complete Ration	51.2	27.8	5.5
9 Protein, Salt & Minerals	172.8	185.6	177.9
10 Hay & Dry Roughage	2243.8	2357.3	2529.1
11 Silage	6112.2	6246.0	6796.0
12 Milk	80.7	108.0	94.2
13 Feed Cost			
14 Grains	38.25	30.00	44.00
15 Complete Ration	1.36	2.04	.51
16 Protein, Salt & Minerals	28.34	26.75	32.56
17 Hay & Dry Roughage	43.91	46.11	50.86
18 Silage	50.54	52.74	53.32
19 Milk	9.75	8.25	14.79
20 Pasture	1.32	1.73	.61
21 Total Feed Costs	173.47	167.62	196.65
22 Return Over Feed Costs	198.01	451.78	-42.14
23 Other Direct Costs			
24 Miscellaneous Expense	8.21	13.47	7.62
25 Veterinary Expense	3.34	3.08	3.55
26 Custom Work Hired	2.13	2.39	1.99
27 Special Hired Labor	.64		
28 Total Other Direct Costs	14.32	18.94	13.16
29 Return Over Feed & Other Dir. Costs	183.69	432.84	-55.30
30 Allocated Costs			
31 Power & Machinery Costs	10.62	11.02	10.59
32 Livestock Equip Costs	10.39	10.88	9.74
33 Building & Fences	11.54	12.46	12.49
34 Total Allocated Costs	32.55	34.36	32.82
35 Return Over All Listed Costs	151.14	398.48	-88.12
36 Supplementary Management Information			
37 Return For \$100 Feed Fed	214.15	369.55	78.58
38 Percent Death Loss-Total	8.7	6.7	10.8
39 Percent Calf Death Loss	18.2	12.5	24.3
40 Total Listed Costs Per Head	220.34	220.92	242.63
41 Util. & O. Gen Farm Exp.	-----	-----	-----
42 Interest Allocation	-----	-----	-----
43 Other Costs Not Listed	-----	-----	-----
44 Total Costs	-----	-----	-----

TABLE 14 - ALL DAIRY & DUAL PRUPOSE CATTLE - 1979

Item	Average of 261 Farms	52 Farms High In Return Above Feed	52 Farms Low In Return Above Feed
1 Average Number of Cows	44.7	46.9	39.0
		<u>PER COW</u>	
2 Value of Dairy Products	1524.42	1787.83	1204.72
3 Net Increase in Value	445.69	725.48	125.56
4 Miscellaneous Dairy Income	.11	.13	
5 Total Value Produced	1970.22	2513.44	1330.28
6 Pounds of Feed Fed			
7 Grains	6402.0	6940.2	6565.5
8 Complete Rations	326.9	344.9	266.4
9 Prot.S. & Min. Inc. Milk Equiv	1344.1	1594.0	1098.9
10 Hay & Dry Roughage	9016.6	9275.6	8293.6
11 Silage	21736.2	20831.8	23887.5
12 Feed Cost			
13 Grains	238.00	258.46	245.97
14 Complete Rations	18.64	19.91	22.95
15 Protein, S & Min. Inc. Milk	189.38	216.80	169.36
16 Hay & Dry Roughage	176.53	179.70	168.00
17 Silage	177.36	169.13	198.05
18 Pasture Costs	3.29	3.75	2.33
19 Total Feed Costs	803.20	847.75	806.66
20 Return Over Feed Costs	1167.02	1665.69	523.62
21 Other Direct Costs			
22 Mis. Livestock Exp.	68.93	95.39	49.54
23 Veterinary Expense	27.31	39.64	20.54
24 Custom Work	38.51	46.70	34.92
25 Special Hired Labor	1.49	6.03	
26 Total Other Direct Costs	136.24	187.76	105.00
27 Return Over Feed & O. Direct Costs	1030.78	1477.93	418.62
28 Allocated Costs			
29 Power & Machinery Costs	74.52	76.38	61.80
30 Livestock Equip Costs	72.93	88.16	55.58
31 Building & Fences	80.16	100.04	74.89
32 Total Allocated Costs	227.61	264.58	192.27
33 Return Over All Listed Costs	803.17	1213.35	226.35
34 Supplementary Management Information			
35 Return for \$100 Feed Fed	245.30	296.49	164.91
36 Total Listed Costs Per Cow	1167.05	1300.09	1103.93
37 Util. & O. Gen Farm Exp.	-----	-----	-----
38 Interest Allocation	-----	-----	-----
39 Other Costs Not Listed	-----	-----	-----
40 Total Costs	-----	-----	-----

TABLE 15A -BEEF BREEDING 6020A FARM/COMM/GENERAL, COW HERD - 1979

Item	Average of 30 Farms	10 Farms High In Return Above Feed	10 Farms Low In Return Above Feed
1 Average Number of Beef Cows	30.4	30.9	25.9
2 Aver. No. of O. Beef An. & Bulls	20.0	23.2	16.1
3 Pounds of Beef Produced	11349	15027	6027
		PER COW	
4 Net Increase in Value	389.31	520.39	239.77
5 Other Mis. Beef Income			
6 Total Value Produced	389.31	520.39	239.77
7 Pounds of Feed Fed			
8 Grain	502.3	454.5	823.2
9 Protein, Salt & Mineral	111.5	90.0	120.6
10 Legume Hay	3952.0	2595.5	5644.8
11 Other Hay & Dry Roughage	1308.1	1823.3	840.2
12 Silage	4985.3	2861.5	3918.1
13 Feed Cost			
14 Grain	17.96	16.41	28.84
15 Protein, Salt & Mineral	11.94	8.12	13.75
16 Legume Hay	75.63	51.04	106.76
17 Other Hay & Dry Roughage	13.52	18.06	12.47
18 Silage	35.72	22.62	28.84
19 Pasture	16.61	20.32	17.26
20 Total Feed Costs	171.38	136.57	207.92
21 Return Over Feed Cost	217.93	383.82	31.85
22 Other Direct Costs			
23 Miscellaneous Livestock Exp.	6.05	6.41	9.38
24 Veterinary Expense	5.03	3.33	5.14
25 Custom Work	5.79	4.98	9.81
26 Special Hired Labor	.16	.29	.27
27 Total Other Direct Costs	17.03	15.01	24.60
28 Return Over Feed & O. Direct Costs	200.90	368.81	7.25
29 Allocated Costs			
30 Power & Machinery Costs	15.81	17.17	12.01
31 Livestock Quip Costs	16.27	15.74	16.21
32 Building & Fences	16.90	15.53	15.50
33 Total Allocated Costs	48.98	48.44	43.72
34 Return Over Listed Costs	151.92	320.37	-36.47
35 Supplementary Management Information			
36 Return for \$100 Feed Fed	227.16	381.04	115.32
37 Price Per Cwt. Sold	64.34	68.45	59.58
38 Price Per Cwt. Calves S. or Trans.	73.00	68.76	64.48
39 Ave. Weight Per Head Sold	767.1	678.6	802.8
40 Ave. Weight Per Calf S. or Trans.	588.6	759.4	705.3
41 Percent Death Loss	5.3	4.9	6.8
42 Percent Calf Crop	96.7	124.0	92.0
43 Total Listed Costs Per Cow	237.39	200.02	276.24
44 Util. & O Gen Farm Exp.	-----	-----	-----
45 Interest Allocation	-----	-----	-----
46 Other Costs Not Listed	-----	-----	-----
47 Total Costs	-----	-----	-----

TABLE 15B BEEF FEEDERS 6140 FEEDLOT - 1979

Item	Average of 81 Farms	15 Farms High In Return Above Feed	15 Farms Low In Return Above Feed
1 Average Number of Beef Feeders	65.2	19.7	46.0
2 Pounds of Beef Produced	41546	17495	28419
		<u>PER HUNDRED WEIGHT</u>	
3 Net Inc. In Value of An.	61.06	80.06	46.25
4 Other Miscellaneous Beef Income			
5 Total Value Produced	61.06	80.06	46.25
6 Pounds of Feed Fed			
7 Grain	540.2	425.0	447.4
8 Protein, Salt & Mineral	51.7	25.5	84.7
9 Legume Hay	169.6	250.6	175.2
10 Other Hay & Dry Roughage	19.1		46.3
11 Silage	1122.1	393.3	1195.2
12 Feed Cost			
13 Grain	19.21	16.12	17.22
14 Protein, Salt, Mineral	5.16	2.88	7.60
15 Legume Hay	3.33	4.88	3.27
16 Other Hay & Dry Roughage	.28		.64
17 Silage	9.08	3.38	9.87
18 Pasture	.02		
19 Total Feed Cost	37.08	27.26	38.60
20 Return Over Feed Cost	23.98	52.80	7.65
21 Other Direct Costs			
22 Miscellaneous Livestock Exp.	1.05	.57	.42
23 Veterinary Expense	.63	.10	.71
24 Custom Work Hired	1.63	.99	1.26
25 Special Hired Labor	.03		
26 Total O. Direct Costs	3.34	1.66	2.39
27 Return Over Feed & O Direct Costs	20.64	51.14	5.26
28 Allocated Costs			
29 Power & Machinery Costs	2.67	3.86	2.93
30 Livestock Equip. Costs	2.19	4.38	2.60
31 Building & Fences	1.93	3.14	1.90
32 Total Allocated Costs	6.79	11.38	7.43
33 Return Over All Listed Costs	13.85	39.76	-2.17
34 Supplementary Management Information			
35 Return For \$100 Feed Fed	164.67	293.69	99.26
36 Price Per Cwt. Sold	64.72	67.14	60.88
37 Ave. Weight Per Head Sold	1103.7	1032.2	1092.7
38 Price Per Cwt. Bought	77.32	92.14	84.00
39 Ave Weight Per Head Bought	623.0	105.0	598.6
40 Number of Head Bought	62	4	41
41 Percent Death Loss	1.4	2.0	1.0
42 Eff. Daily Gain-Pounds/Head/Day	1.75	2.43	1.69
43 Total Listed Cost P. CWT Prod.	47.21	40.30	48.42
44 Util. & O. Gen. Farm Exp.	-----	-----	-----
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, - 1979

Item	Average
1 Average Number of Ewes	52.3
2 Pounds of Lamb & Mutton Produced	3804
3 Pounds of Wool Produced	468
	<u>PER EWE</u>
4 Value of Produce	
5 Wool	8.05
6 Net Increase in Value of Animals	53.77
7 Other Miscellaneous Sheep Income	.34
8 Total Value Produced	62.16
9 Pounds of Feed Fed	
10 Grain	287.5
11 Protein, Salt & Mineral	66.3
12 Legume Hay	1336.0
13 Other Hay & Dry Roughage	
14 Silage	105.2
15 Feed Cost	
16 Grain	12.56
17 Protein, Salt & Mineral	4.34
18 Legume Hay	23.86
19 Other Hay & Dry Roughage	
20 Silage	.96
21 Pasture	2.58
22 Total Feed Costs	44.30
23 Return Over Feed Costs	17.86
24 Other Direct Costs	
25 Miscellaneous Livestock Expense	2.08
26 Veterinary Expense	2.70
27 Custom Work	3.59
28 Special Hired Labor	.25
29 Total Other Direct Costs	8.62
30 Return Over Feed & Other Direct Costs	9.24
31 Allocated Costs	
32 Power & Machinery Costs	12.53
33 Livestock Equipment Costs	8.13
34 Building & Fences	11.98
35 Total Allocated Costs	32.64
36 Return Over All Listed Costs	-23.40
37 Supplementary Management Information	
38 Return for \$100 Feed Fed	140.31
39 Price Per CWT Lamb & Mutton Sold	61.75
40 Price Per CWT Lamb Sold or Transferred	62.62
41 Average Weight of Lambs Sold or Transferred	100.3
42 Pounds of Wool Per Sheep Sheared	13.4
43 Number of Ewes Kept for Lambing	36
44 Percent Lamb Crop	138.9
45 Percent Death Loss	10.6
46 Total Listed Costs Per Ewe	85.56
47 Util. & Other General Farm Exp.	-----
48 Interest Allocation	-----
49 Other Costs Not Listed	-----
50 Total Costs	-----

TABLE 17A - 6240A CHICKEN, LAYING FLOCK, COMMERCIAL - 1979

Item	Average
1 Average Number of Hens	3926.3
	<u>PER HEN</u>
2 Value of Produce	
3 Eggs Sold & Used	9.25
4 Increase in Value of Flock	-1.07
5 Other Miscellaneous Flock Income	
6 Total Value Produced	8.18
7 Pounds of Feed Fed	
8 Grain	46.5
9 Complete Commerical Feed	25.3
10 Protein, Salt & Mineral	31.3
11 Total Pounds of Feed	103.1
12 Total Feed Cost	6.33
13 Return Over Feed Cost	1.85
14 Other Direct Costs	
14A Miscellaneous Livestock Exp.	.02
14B Veterinary Exp.	
14C Custom Work	
14D Special Hired Labor	
14E Total Other Direct Costs	.02
15 Return Over Feed & Other Direct Costs	1.83
16 Allocated Costs	
17 Power & Machinery Costs	.33
18 Livestock Equipment Costs	.26
19 Building & Fences	.28
20 Total Allocated Cost	.87
21 Return Over All Listed Costs	.96
22 Supplementary Management Information	
23 Return for \$100 Feed Fed	129.12
24 Eggs Laid Per Hen	260.8
25 Price Per Dozen Eggs Sold	.43
26 Feed Cost Per Dozen Eggs	.29
27 Return Over Feed Costs Per Dozen Eggs	.09
28 Percent Death Loss	8.2
29 Total Listed Costs Per Hen	7.22
30 Util. & O Gen. Farm Exp.	-----
31 Interest Allocation	-----
32 Other Costs Not Listed	-----
33 Total Costs	-----

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Item	1975	1976	1977	1978	1979
Number of records	750	785	940	500	505
Avg. Labor Earnings	6,708	-273	15,232	21,221	17,942
Total Farm Sales	78,402	67,897	63,095	92,797	110,667
Total Cash Opr. Expense	44,966	36,352	45,959	47,274	58,569
<u>Return Over \$100 Feed Fed</u>					
Dairy Cows	155	182	195	250	256
Feeder Cattle	133	96	119	210	164
Hogs, Finishing	186	120	153	176	152
Laying Hens	129	142	145	121	129
<u>Miscellaneous Livestock Information</u>					
Number of dairy cows herd	37.2	33.5	42.3	43.0	44.7
Pounds of Feeder Cattle Prod.	51,003	39,640	34,975	37,352	41,546
Pounds of Pork Prod. Finishing	59,191	67,916	62,571	65,827	68,491
Pounds Butterfat/Cow	412.4	435.8	476.8	468.5	493.9
Eggs Per Hen	228	228	232	242	260
<u>Prices Received Per:</u>					
CWT. Milk Sold	7.53	8.70	8.83	9.91	11.34
CWT. Beef Feeders	40.93	37.48	57.83	50.24	64.72
CWT Hogs Finishing	48.88	42.62	41.46	48.97	56.83
Dozen Eggs Sold	.38	.43	.48	.36	.43
<u>Price of Feed:</u>					
Corn, Bushel	2.39	2.45	1.92	1.90	2.00
Oats, Bushel	1.48	1.41	1.00	1.10	1.20
Alfalfa Hay/Ton	50.00	60.00	45.00	40.00	40.00
Corn Silage/Ton	16.00	18.00	16.00	15.00	16.00
<u>Yields Per Acre:</u>					
Oats, Bushels	61.1	39.9	74.4	52.5	59.8
Corn Grain, Bushels	52.6	44.4	92.4	94.8	92.0
Canning Corn	128.9	68.5	139.5	156.7	179.75
Soybeans, Bushels	27.1	16.0	33.9	35.0	32.8
Corn Silage, Tons	9.7	7.2	13.8	12.1	13.8
Alfalfa Hay, Tons	3.1	1.9	3.4	3.9	4.2
Wheat, Bushels	34.0	26.0	50.1	29.6	36.6
Barley, Bushels	46.1	29.7	61.5	41.3	48.3

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
<p><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.</p>		
<p><u>FOR SATISFYING LIVING:</u> Install kitchen cabinets. Paint exterior of home.</p>		
<p><u>FOR DEVELOPEMENT OF FAMILY MEMBER:</u> Provide opportunity for son, Dave, to attend college in two years.</p>		
<p><u>FOR LONG-TERM FINANCIAL SECURITY:</u> Improve net worth by 20% year.</p>		

