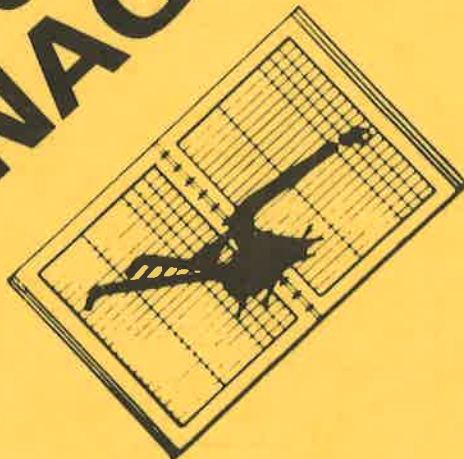


FARM BUSINESS MANAGEMENT



1986

Education Program Annual Report

Willmar Area Central Minnesota

April 1987

**Cooperating Agencies
Minn. State Board of
Vocational-Technical Education
University of Minn. Agriculture Education Div.
Willmar Area Vocational-Technical Institute**

**A VOCATIONAL
EDUCATION
PROGRAM**

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INTRODUCTION

Adult Farm Business Management Education programs have been part of the public school vocational agriculture offerings since 1952. From the early cooperative efforts of the State Department of Education, and the Department of Agriculture Education (University of Minnesota), the program has expanded to serve over 5000 farm families each year in six regional farm management areas. Programs are managed by the State Board of Vocational Technical Education through AVTI'S and local school districts.

From the very beginning the purpose of the farm management education part of the program was to help farm families achieve their farm business and family goals. This was done through improved management organization and efficiency of their farm operations. This purpose has not changed over the years.

To accomplish this purpose, programs have been organized to generally conform to the following guidelines:

1. Farm families enroll in a specific farm management course
2. Each course has a specific objective and units of instruction to meet the objective.
3. Courses are offered in sequence, and farmers are expected to enroll in the first course and follow the sequence.
4. There is continuity to each course. Each one leads to another.
5. Part of the instruction is done on the farm with the individual farm family.

Most programs organize their course around the same central themes. They are;

- Year 1 - Farm business records and accounts.
- Year 2 - Farm business analysis and evaluation.
- Year 3 - Farm business organization.
- Year 4 - Farm reorganization and enterprise efficiency.

Like most education programs, enrollees benefit from the instruction in relation to how much effort they put into study. There has been some research studies that show some exciting, positive, results for some members of Farm Business Management Classes. Some farmers have benefited more, some less, depending upon how seriously they studied the results of their business analysis and the kind of decisions they made as a result of their study.

The summary of farm records for Central Minnesota (Willmar Center) area shows the results of the farm businesses enrolled in management education programs for 1986. Study the results carefully so you can use this information to improve agriculture in your area and in your farm business.

1986 REPORT OF THE VOCATIONAL AGRICULTURE
FARM MANAGEMENT EDUCATION PROGRAM
CENTRAL MINNESOTA

John Thell - Area Agriculture Program Coordinator

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The analysis of the records and preparation of this report is done under the direction of John Thell, Area Agriculture Program Coordinator, at the Willmar Technical Institute. Directing in a supervisory capacity is Mr. Ronald Erpelding, VTI Director, Mr. Orlo Almlie, Sup't. of schools, State Board for Vocational-Technical Education, and Dr. Edgar Persons, Head, Agriculture Education Division, University of Minnesota. Clerical work was done by Joyce Jacobson and Celeste Thell. Data processing was done by Specialized Data System, Inc., Madison, Wisconsin.

Below is a listing of the schools involved and the instructors responsible for these programs.

<u>SCHOOL</u>	<u>INSTRUCTOR(S)</u>
Appleton	David Backlund
Alexandria AVTI	Jerry Kalinowski
Alexandria AVTI	Jan Dobbert
Benson	Richard Bonde
Brooten	Larry Putz
Buffalo (Wright Co. V.C.)	Stan Van DerKooi
Cold Spring ROCORI	Dave Acheson
Dawson-Boyd	Curt Schoephoerster
Elbow Lake (Westland)	Jeff Demmer
Glenwood	Ronald Nelsen
Litchfield	Larry Oraskovich
Madison	Ralph Butterfield
Maple Lake	Pat Kerney
Melrose	Mike Foley
Montevideo	Mike Warner
Montevideo	Tim Rademacher
Morris	Dan Perkins
Olivia-Danube-B. Island	Roland Bjorklund
Ortonville	Tim Holtquist
Paynesville-Belgrade	Wallace Payne
St. Cloud AVTI	Dennis Lehto
St. Cloud AVTI	Howard Pennertz
Willmar AVTI	Dale Steussy
Willmar AVTI	Dennis Goehring
Willmar AVTI Prod. Ag.	Floyd Boeder

TABLE 1 - FARM INVENTORIES - 1986 - AVERAGE OF ALL FARMS

ITEMS		AVERAGE OF 423 FARMS	
1	SIZE OF FARM - TOTAL ACRES		427.5
2	TILLABLE ACRES		370.3
3	WORK UNITS - CROPS		180.21
4	LIVESTOCK		273.81
5	OTHER		36.65
6	TOTAL SIZE OF BUSINESS-WORK UNITS		490.67
7	NUMBER OF WORKERS		1.52
8	FARM CAPITAL INVEST. / WORKER	\$	269753
8A	FARM CAPITAL INVEST. / WORK UNIT	\$	912
9	PRODUCTIVE LIVESTOCK		
		<u>JAN 1</u>	<u>DEC 31</u>
10	DAIRY COWS	20017	19308
11	OTHER DAIRY CATTLE	11629	11564
12	BEEF BREEDING CATTLE	825	824
13	BEEF FEEDER CATTLE	3010	3092
14	HOGS	6229	7511
15	SHEEP (including feeders)	52	69
16	POULTRY - ALL TYPES	121	113
17	OTHER LIVESTOCK	25	45
18	TOTAL PRODUCTIVE LIVESTOCK	\$ 41909	42527
19	CROP SEED & FEED	\$ 36653	32689
20	POWER MACHINERY & EQUIPMENT		
21	AUTO & TRUCK (farm share)	2620	2854
22	POWER AND MACHINERY	31058	29363
23	IRRIGATION EQUIPMENT	818	718
24	CUSTOM WORK EQUIPMENT	192	174
25	LIVESTOCK EQUIPMENT	8110	7389
26	TOTAL POWER, MACHINERY & EQUIP	\$ 42798	40498
27	BARE LAND VALUE	219497	218810
28	BUILDINGS, FENCES - ETC.	45132	43101
29	TOTAL FARM CAPITAL VALUE	\$ 385988	377624
30	INCREASE OR DECREASE-FARM CAPITAL	\$	-8364

TABLE 1 LISTS THE CATEGORIES OF FARM CAPITAL FOR THE AVERAGES OF FARMS. PAGE 4 LISTS THE SAME INFORMATION FOR THE MOST PROFITABLE AND LEAST PROFITABLE FARM BUSINESSES. TABLE 1 INCLUDES THE LANDLORDS SHARE OF THE INVESTMENT FOR RENTED LAND.

OTHER MEASURES OF FARM SIZE ARE LISTED IN LINES 1 THROUGH 8 IN DESCRIBING THE FARMS INCLUDED IN THIS REPORT. FURTHER INFORMATION REGARDING THIS REPORT CAN BE OBTAINED FROM YOUR LOCAL HIGH SCHOOL AGRICULTURE INSTRUCTOR.

TABLE 1 - FARM INVENTORIES - 1986 - HIGH-LOW AND LOW PROFIT FARMS

ITEMS	85 HIGH PROFIT FARMS		85 LOW PROFIT FARMS	
1 SIZE OF FARM - TOTAL ACRES	606.1		422.6	
2 TILLABLE ACRES	564.2		348.7	
3 WORK UNITS - CROPS	280.53		165.45	
4 LIVESTOCK	259.73		254.12	
5 OTHER	67.78		18.88	
6 TOTAL SIZE OF BUSINESS-WORK UNITS	608.05		438.45	
7 NUMBER OF WORKERS	1.63		1.52	
8 FARM CAPITAL INVEST. / WORKER \$	337236		281059	
8A FARM CAPITAL INVEST. / WORK UNIT \$	965		1078	
9 PRODUCTIVE LIVESTOCK	JAN 1	DEC 31	JAN 1	DEC 31
10 DAIRY COWS	14316	14014	20553	18371
11 OTHER DAIRY CATTLE	7995	8711	12558	10871
12 BEEF BREEDING CATTLE	840	759	773	1249
13 BEEF FEEDER CATTLE	4595	4375	4416	4546
14 HOGS	14062	18293	3531	4618
15 SHEEP (including feeders)			245	325
16 POULTRY - ALL TYPES			16	24
17 OTHER LIVESTOCK	58	79	30	140
18 TOTAL PRODUCTIVE LIVESTOCK \$	41866	46231	42122	40145
19 CROP SEED & FEED \$	42028	43270	39184	31990
20 POWER MACHINERY & EQUIPMENT				
21 AUTO & TRUCK (farm share)	3453	3694	2524	2466
22 POWER AND MACHINERY	36589	35611	34828	30318
23 IRRIGATION EQUIPMENT	1039	955	926	837
24 CUSTOM WORK EQUIPMENT			406	421
25 LIVESTOCK EQUIPMENT	8661	8115	8088	6856
26 TOTAL POWER, MACH.& EQUIP \$	49741	48375	46772	40898
27 BARE LAND VALUE	313048	313485	232811	231815
28 BUILDINGS, FENCES - ETC.	46410	46270	45254	43459
29 TOTAL FARM CAPITAL VALUE \$	493093	497630	406144	388307
30 INCREASE OR DECREASE IN FARM CAPITAL \$		4537		-17837

MACHINERY, EQUIPMENT, AND BUILDINGS REFLECT COST LESS DEPRECIATION.
LAND IS VALUED AT A CONSERVATIVE MARKET VALUE.

MARKET LIVESTOCK, CROPS FOR SALE OR FEED ARE VALUED AT MARKET PRICE AT TIME THE INVENTORY WAS TAKEN. PURCHASED AND RAISED BREEDING STOCK IS VALUED AT THE TIME PUT INTO USEFUL PRODUCTION AND CARRY THAT SAME VALUE FOR THEIR USEFUL LIFE.

WORK UNITS PROVIDE A MEASURE OF WORK LOAD AND SIZE OF BUSINESS.

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1986 -

		AVERAGE OF 423 FARMS	HIGH 85 FARMS	LOW 85 FARMS
1	SALE OF LIVESTOCK;	\$		
2	DAIRY COWS	3973	3031	4708
3	DAIRY PRODUCTS	44773	32481	41888
4	OTHER DAIRY CATTLE	2999	2110	4620
5	BEEF BREEDING CATTLE	252	181	200
6	BEEF FEEDER CATTLE	4850	7913	7134
7	HOGS COMPLETE & MIXED	7928	18582	3959
8	HOGS FINISHING	8101	18841	5556
9	HOGS-PRODUCING WEANING PIGS	2999	7243	55
10	SHEEP, GOATS, WOOL-FARM FLOCK	63		300
11	SHEEP WOOL-FEEDER LAMBS			
12	CHICKENS (inc. hens & broilers)	152		80
13	TURKEYS			
14	EGGS	411		
15	OTHER PROD. LIVESTOCK	18	62	1
16	MISC. LIVESTOCK INCOME	637	721	628
17	TOTAL SALES-PRODUCTIVE LIVESTOCK	\$ 77158	91166	69127
18	SALE OF CROPS;	\$		
19	WHEAT	2675	5906	1792
20	OTHER SMALL GRAIN	3861	6544	4402
21	CORN	14515	25148	11581
22	SOYBEANS	12416	24750	7972
22A	SUNFLOWERS	198	414	
23	OTHER ROW CROPS	4834	14444	2108
24	LEGUMES & OTHER FORAGES	589	330	1345
25	GRASS SEED			
26	FRUITS & NUTS	69		
27	VEG.-ROADSIDE MARKET + SPECIALTY	12		
28	NURSERY, TIMBER + OTHER	98	242	
29	SET ASIDE ACRES-GOV'T PYMNTS.	4571	9143	2532
29A	PIK ACRES	1875	1975	1419
29B	SALE OF SUPPLIES BOT FOR RESALE	1481	3454	708
30	TOTAL CROP SALES	\$ 47194	92350	33858
31	CAP ASSETS SOLD (auto-mach)	355	380	323
31A	CAP. ASSETS SOLD (BLDGS +IMPRVMNTS)	37	89	6
31B	CAP. ASSETS SOLD (LAND)	2313	5386	1412
32	GAS TAX REFUND	19	9	46
33	INCOME FROM WORK OFF FARM	2272	3727	1536
34	CUSTOM WORK ENT. INCOME	169		281
35	COOP REFUNDS	556	1078	437
36	MISCELLANEOUS FARM INCOME	2732	4581	2858
37	TOTAL FARM SALES	\$ 132803	198766	109884
38	INCREASE IN FARM CAPITAL	5687	4536	
39	FAMILY LIVING FROM FARM	640	607	625
40	TOTAL FARM RECEIPTS (37+38+39)	\$ 133443	203909	110508

OPERATORS LABOR AND MANAGEMENT EARNINGS, PAGE 6 LINE 46 REPRESENT THE RETURN TO OPERATOR AFTER ALL EXPENSES ARE DEDUCTED. THIS IS DETERMINED BY SUBTRACTING (T.2B LINE 46 FROM T.2A LINE 40.) *

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1986

	AVERAGE OF 423 FARMS	85 MOST PROFITABLE	85 LEAST PROFITABLE
1. PURCHASE OF LIVESTOCK; \$			
2 DAIRY COWS	603	252	859
3 OTHER DAIRY CATTLE	612	503	1328
4 BEEF BREEDING CATTLE	129	47	451
5 BEEF FEEDER CATTLE	1715	3484	2872
6 HOGS COMPLETE AND MIXED	275	522	266
7 HOGS FINISHING	2248	5038	1877
8 HOGS, PROD. WEANING PIGS	217	803	
9 SHEEP AND GOATS	16		81
10 SHEEP AND FEEDER LAMBS			
11 CHICKENS (hens & broilers)	82		15
12 TURKEYS			
13 OTHER PROD. LIVESTOCK	30	47	101
14 MISC. LIVESTOCK EXPENSE	5451	5247	5214
14A CROPS-SUPP. BOT FOR RESALE	2009	2937	1611
15 FEED BOUGHT	15515	22020	12962
16 FERTILIZER	6047	8573	5266
17 CHEMICALS	3874	6891	3439
18 OTHER CROP EXPENSE	6544	9985	6178
19 IRRIG. OPERATING COSTS	72	15	54
20 CUSTOM WORK ENT. EXPENSES	45		88
21 CUSTOM WORK HIRED	3656	3906	3335
22 REPAIR LIVESTOCK EQUIP.	1123	1246	1025
23 REPAIR-UPKEEP FARM REAL EST.	945	811	900
24 GAS, DIESEL, OIL PURCHASED	3976	5339	3787
25 REPAIR, MACH., TRUCK & CAR	6020	8105	5697
26 REPAIR, IRRIG. EQUIPMENT	9	6	8
27 REPAIRS, CUSTOM WORK ENT.	50		38
28 WAGES FOR HIRED LABOR	4160	4899	5501
29 PERSONAL & REAL EST. TAXES	2142	2807	2364
30 GENERAL FARM EXPENSES	2432	2819	2534
31 TELEPHONE (farm share)	361	380	399
32 ELECTRICITY (farm share)	2558	2663	2463
33 TOTAL CASH OPERATING EXPENSE \$	72917	99345	70713
34 POWER-MACHINERY BOUGHT (FS)	7342	8424	5707
35 IRRIG. EQUIPMENT BOUGHT	41		71
36 CUSTOM WORK EQUIP BOUGHT	9		40
37 LIVESTOCK EQUIP. BOUGHT	1131	1052	894
38 LAND-BLDGS. BOUGHT	2480	4432	3219
38A NEW LAND BOUGHT	2609	4368	6825
39 TOTAL FARM PURCH. (33 tr 38A) \$	86531	117620	87468
40 DECREASE IN FARM CAPITAL	8364		17837
41 INT. ON FARM CAP. (7% charge)	26726	34675	27806
42 VALUE UNPAID FAMILY LABOR	411	290	549
43 LABOR CHARGE FOR PARTNERS	601	1106	511
44 BOARD FURNISHED HIRED LABOR	89	69	121
45 TOTAL FARM EXPENSE (39 tr. 44) \$	122792	153760	134292
46 RETURN TO OPER. LABOR & MGN'T	10720	50149	-23784
47 NUMBER OF OPERATORS	1	1	1
48 FULL TIME OPER. EQUIVALENT	1.11	1.19	1.06
49 RET. OPERATOR LABOR & MGN'T.	9945	45436	-22809
(2B/43+46) DIVIDED BY (2B/4B)			

TABLE 3 - WHOLE FARM ENTERPRISE STATEMENT - 1986

	AVERAGE OF 423 FARMs	85 MOST PROFITABLE	85 LEAST PROFITABLE
1 RETURNS AND NET INCREASES; \$			
2 PRODUCTIVE LIVESTOCK,			
3 DAIRY COWS	42416	31137	39197
4 OTHER DAIRY CATTLE	8932	7780	8131
5 BEEF BREEDING COWS	395	323	408
6 FEEDER CATTLE	2575	3704	3455
7 HOGS, MIXED & COMPLETE	8159	19391	4278
8 HOGS, FINISH ENTERPRISE	5164	12687	3829
9 HOGS. PROD. WEANING PIGS	4323	12005	462
10 SHEEP & GOATS	64		303
11 SHEEP, FEEDER LAMBS			
12 CHICKENS (hens-broilers)	671		162
13 TURKEYS			
14 OTHER PROD. LIVESTOCK	124	36	10
15 TOTAL ALL PROD. LIVESTOCK \$	72823	87063	60236
16 MINUS VALUE FEED FED LVSTK.	36522	40366	35145
17 RET. OVER FEED FED LVSTK. \$	36301	46698	25091
18 CROP, FEED & SEED	45885	82798	31984
18A CROPS & SUPP BOT FOR RESALE	172	517	3
19 COOP PATRONAGE REFUNDS	556	1078	437
20 MISC. FARM INCOME	2732	4581	2858
21 CUSTOM WORK ENTERPRISE	46		129
22 TOTAL RETURNS & NET INCREASES \$ (17+18+19+20+21)	85692	135672	60502
23 EXPENSES AND NET DECREASES;			
24 TRUCK & AUTO (farm share)	3728	4446	3764
25 TRACTORS & CROP MACHINERY	16297	19253	17229
26 IRRIGATION EQUIPMENT	151	90	168
27 ELECTRICITY	2558	2663	2463
28 LIVESTOCK EQUIPMENT	3433	3293	3219
29 BLDGS, FENCES, TILING	5420	5295	5907
30 BARE LAND	1685	-56	6409
31 MISC. LIVESTOCK EXPENSE	5451	5247	5214
32 LABOR (paid, unpaid, custom labor charge)	3987	3505	6300
33 LABOR CHARGED SECOND OPER.	601	1106	511
34 PROPERTY TAXES	2142	2807	2364
35 GEN. FARM EXPENSE	2432	2819	2534
35A TELEPHONE	361	380	399
36 FARM CAPITAL CHARGE (7%)	26726	34675	27806
37 TOTAL FARM EXP & NET DECREASES \$	74972	85523	84286
38 RET.-OPER.LABOR & MGN'T (22-37)	10720	50149	-23784
39 NUMBER OF OPERATORS	1	1	1
40 OPERATOR FULL TIME EQUIVALENTS	1.11	1.19	1.06
41 RET.OPER LABOR & MGN'T FULL TIME OPR.	9945	45436	-22809

TABLE 3 COMBINES TABLES 1-2A & 3. CASH RECEIPTS AND EXPENSES ARE ADJUSTED FOR CHANGES IN INVENTORY FOR EACH ENTERPRISE AND FOR EACH CATEGORY OF EXPENSE IN ORDER TO SHOW NET INCREASES AND DECREASES. THE RESULTING RETURN TO OPERATORS LABOR AND MANAGEMENT IS THE SAME AS THAT ON PAGE 6, LINE 46.

TABLE 4 HOUSEHOLD AND PERSONAL EXPENSES - 1986

		AVERAGE OF 246 <u>FARMS</u>	PER ADULT <u>EQUIVALENT</u>
1	NUMBER OF PERSONS	4	
2	NUMBER OF ADULT EQUIVALENT	3.3	
3	CHURCH AND WELFARE \$	590	179
4	MEDICAL CARE & HEALTH INSURANCE	2465	747
5	FOOD AND MEALS BOUGHT	4581	1388
6	OPERATING EXP. AND SUPPLIES	1361	412
7	FURNISHINGS AND EQUIPMENT	995	302
8	CLOTHING AND CLOTHING MATERIALS	1121	340
9	PERSONAL CARE SPENDING	927	281
10	EDUCATION	365	111
11	RECREATION	802	243
12	GIFTS AND SPECIAL EVENTS	751	228
12A	PERSONAL LOAN INTEREST	186	56
13	PERS. SHARE TRUCK AND CAR	920	279
14	OPERATOR SHARE DWELLING UPKEEP	260	79
14A	CASH RENT (personal)	42	13
15	PERS. SHARE, PHONE AND ELECT.	770	233
15A	PERSONAL SHARE-GENERAL FARM EXP.	63	19
16	TOTAL CASH LIVING EXPENSE \$	16200	4909
17	PERS SHARE, TRUCK & CAR BOUGHT	738	224
18	NEW DWELLING BOUGHT	216	65
19	PERS. TAXES AND OTHER DEDUCTIONS	1226	372
20	LIFE INSURANCE	911	276
21	TOTAL HOUSEHOLD & PERS. (16-20) \$	19291	5846
22	TOTAL FAMILY LIVING FROM FARM (L.33)	615	186
23	TOTAL CASH & NON-CASH EXP (21+22)	19907	6032
23A	PAID ON PERSONAL DEBT	181	55
23B	SAVINGS & INVEST. NON-INSURANCE	723	219
23C	TOTAL CASH & NON-CASH FUNDS FOR PERSONAL AND FAMILY USE \$	20810	
FAMILY LIVING FROM THE FARM			
25		<u>QUANTITY</u>	<u>OPER. VALUE</u>
26	MILK AND CREAM (quarts)	639	\$ 174
27	BEEF (pounds)	380	340
28	PORK (pounds)	157	69
29	LAMB (pounds)		
30	POULTRY (pounds)	3	4
31	EGGS (pounds)	53	29
32	VEGETABLES, FRUIT, OTHER PRODUCE		
33	TOTAL FAMILY LIVING FROM THE FARM		\$ 615

HOUSEHOLD AND PERSONAL ACCOUNTS ARE IMPORTANT IF THE FAMILY IS TO MANAGE ITS FINANCIAL AFFAIRS WISELY. THE HOUSEHOLD AND PERSONAL; EXPENSES REPRESENTED IN THIS TABLE ARE FROM THOSE WHERE A COMPLETE HOUSEHOLD RECORD WAS KEPT IN THEIR FARM RECORD BOOK.

EXPLANATION OF RATIOS IN TABLE 5

FINANCIAL POSITION OF OPERATOR

- LINE 28 - RATIO- TOTAL FARM EXPENSE TO TOTAL FARM RECEIPTS.**
Sometimes called the gross ratio, expresses the percentage of each dollars worth of income consumed by expenses. It's calculated by dividing line 46, Table 6B by line 40, Table 6A.
- LINE 29 - RATIO- TOTAL ASSETS TO TOTAL LIABILITIES.** Sometimes called 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.
- LINE 30 - RATIO- NON-REAL ESTATE ASSETS TO NON-REAL ESTATE DEBT.**
Sometimes called the Intermediate Ratio, is calculated by dividing the sum of lines 1,2,3,& 7 by Non-Real Estate liabilities, lines 11, 12 & 13.
- LINE 31 - RATION- REAL ESTATE ASSETS TO REAL ESTATE DEBT.**
This is calculated by dividing the sum of lines 4,5,& 8 by line 10. Lending agencies are often interested in the relationship of line 30 to line 31.
- LINE 32 - RATIO- NET WORTH TO TOTAL LIABILITIES.**
This ratio shows the owners equity to total debt. It expresses the percentage of liabilities to that covered by net worth.
- LINE 33 - RATIO- CASH OPER. EXPENSE TO ADJ. TOTAL FARM SALES.**
This is calculated by dividing line 35 in Table 6B by line 41, Table 6A. It differs from Line 28 in that it does not include the sale or purchase of Capital Assets.
- LINE 34 - RATIO- TOTAL FARM RECEIPTS TO AVE. FARM CAPITAL-WHOLE FARM.** This is sometimes called the Capital Turnover Ratio. It is calculated by dividing line 40, Table 2A by Average Farm Capital in Table 1. It indicates to the farm operator the amount of gross income received for each dollars worth of capital used in the business.
- LINE 35 - RATIO- TOTAL FARM RECEIPTS TO AVERAGE FARM CAPITAL, OPERATORS SHARE.** This is the same as line 34 except its the operator's share only. It's calculated by dividing line 40, Table 6A by Average Farm Capital, Table 5.

TABLE 5 - STATEMENT FINANCIAL POSITION - OPERATOR AVERAGE, 1986
AVERAGE OF
423 FARMS

<u>ITEMS</u>	<u>JAN. 1</u>	<u>DEC. 31</u>
1. TOTAL PRODUCTIVE LIVESTOCK	41817	42413
2 CROP, SEED, AND FEED	36375	32456
3 TOTAL POWER, MACH., AND EQUIPMENT	42084	39922
4 LAND (ACRES OWNED 211) (till. 166)	116551	117339
5 BUILDINGS, FENCES ETC.	41697	39801
6 TOTAL FARM CAPITAL \$	278524	271931
7 NON-FARM ASSETS	18568	19453
7A CASH ON HAND & IN BANK	4793	4989
7B NON-FARM REAL ESTATE	639	482
8 DWELLING	23182	23519
9 TOTAL ASSETS \$	325705	320373
10 REAL ESTATE MORTGAGES	111849	108546
11 CHATTEL MORTGAGES	62876	58690
12 NOTES	13487	12262
13 ACCOUNTS PAYABLE	4845	4651
14 TOTAL LIABILITIES (debts) \$	193057	184150
15 FARMERS NET WORTH \$	132649	136224
16 GAIN (OR LOSS) IN NET WORTH \$		3575
17 SUPPLEMENTARY MANAGEMENT INFORMATION,		
18 RET-OPERATORS LABOR AND MGN'T. (6B/47) \$	9348	
19 RET-CAPITAL AND FAMILY LABOR (6B/48)	13588	
20 NON-FARM INCOME		
21 OUTSIDE INVESTMENT INCOME	1452	
22 OTHER PERS INCOME AND TAX REFUNDS	6318	
22A SALE OF PERSONAL DWELLING OR AUTO	6	
23 TOTAL NON-FARM INCOME \$	7776	
24 TOTAL FAMILY FARM & NON-FARM INCOME \$	21364	
25 TOTAL MONEY BORROWED(farm & pers.)		50198
26 TOTAL PAID ON DEBT (business only)		59045
27 TOTAL CASH, NON-CASH EXP (T4/23C) PERS.		17256
28 RATIO: TOTAL FARM EXP TO TOTAL FARM RECPT (O.S.)		.932
	<u>JAN. 1</u>	<u>DEC. 31</u>
29 RATIO: TOTAL ASSETS TO TOTAL DEBTS	1.687	1.740
30 RATIO: NON-REAL EST. ASSETS/NON R.E. DEBT	1.769	1.842
31 RATIO: REAL EST. ASSETS/REAL EST. DEBTS	1.628	1.669
32 RATIO: NET WORTH TO TOTAL DEBTS	.687	.740
33 RATIO: CASH OPER. EXPENSE/ADJ. TOT FARM SALES (O.S.)		.752
34 RATIO: TOTAL FARM RECEIPTS/AVE FARM CAPITAL (W.F.)		.364
35 RATIO: TOTAL FARM RECPT'S/AVERAGE FARM CAP. (O.S.)		.497
36 INV. VALUE OF FARM./ACRE (L4+5+8 DIV ACRES OWNED		858
37 INV. VALUE OF FARM/TILL ACRE (L4+5+8 div.TILL ACRES		1044
38 DEBT, ALLSOURCES PER ACRE OWNED (L14/acres owned)		874

THE STATEMENT OF FINANCIAL POSITION shows the operators financial progress during the year. From this statement he or she can study their progress from year-to-year .

TABLE 5 - STATEMENT FINANCIAL POSITION - OPERATOR - 1987
HIGH AND LOW RETURN FARMS

ITEMS	85 HI-FARMS		85 LOW-FARMS	
	JAN. 1	DEC 31	JAN 1	DEC 31
1. TOTAL PRODUCTIVE LIVESTOCK	47945	52066	45876	44231
2 CROP, SEED, AND FEED	41654	44416	46605	35939
3 TOTAL POWER, MACH., AND EQUIPMENT	48794	48382	48229	43420
4 LAND	125214	124350	151010	152598
5 BUILDINGS, FENCES ETC.	46597	45608	52392	49364
6 TOTAL FARM CAPITAL \$	310204	314822	344112	325552
7 NON-FARM ASSETS	22530	23461	17981	19078
7A CASH ON HAND & IN BANK	5471	6129	3873	2960
7B NON-FARM REAL ESTATE	765	839	1340	884
8 DWELLING	23417	23916	26728	27038
9 TOTAL ASSETS \$	362387	369168	394034	375511
10 REAL ESTATE MORTGAGES	145997	136266	122302	126404
11 CHATTEL MORTGAGES	78344	67159	77140	73927
12 NOTES	20114	16650	16198	13205
13 ACCOUNTS PAYABLE	8152	9119	7237	6989
14 TOTAL LIABILITIES (debts) \$	252607	229193	222878	220524
15 FARMERS NET WORTH \$	109780	139975	171156	154986
16 GAIN (OR LOSS) IN NET WORTH \$		30195		-16170
17 SUPPLEMENTARY MANAGEMENT INFORMATION,				
18 RET-OPER.LABOR AND MGN'T. (6B/47) \$	40902		-21612	
19 RET-CAP.AND FAMILY LABOR (6B/48)	41771		-13006	
20 NON-FARM INCOME				
21 OUTSIDE INVESTMENT INCOME	1227		1376	
22 OTHER PERS INCOME AND TAX REFUNDS	5662		9421	
22A SALE OF PERSONAL DWELLING OR AUTO				
23 TOTAL NON-FARM INCOME \$	6890		10797	
24 TOTAL FAMILY FARM & NON-FARM INCOME \$	48661		-2209	
25 TOTAL MONEY BORROWED(farm & pers.)	65210		57462	
26 TOTAL PAID ON DEBT (business only)	88543		59402	
27 TOTAL CASH, NON-CASH EXP (T4/23C) PERS.	21802		15689	
28 RATIO: TOT.FARM EXP-TOT.FARM RECPT (O.S.)	.789		1.168	
	JAN. 1	DEC. 31	JAN 1	DEC 31
29 RATIO: TOTAL ASSETS TO TOTAL DEBTS	1.435	1.611	1.768	1.703
30 RATIO: NON-R.E. ASSETS/NON R.E.DEBTS	1.561	1.877	1.616	1.547
31 RATIO: R.E. ASSETS/R.E. DEBTS	1.342	1.429	1.893	1.819
32 RATIO: NET WORTH TO TOTAL DEBTS	.435	.611	.768	.703
33 RATIO: CASH OPR. EXP/ADJ. TOT FARM SALES (O.S.)	.723			.840
34 RATIO: TOTAL FARM RECPTS/AVE FARM CAP. (W.F.)	.399			.329
35 RATIO: TOTAL FARM RECPT'S/AVE.FARM CAP. (O.S.)	.619			.384
36 INV. VALUE OF FARM/ACRE (L4+5+8 /acres owned)	820			952
37 INV. VALUE OF FARM/TILL A. (L4+5+8 /till acres)	942			1164
38 DEBT, ALLSOURCES/ACRE OWNED (L14/acres owned)	970			917

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1986 -			
	AVERAGE OF 423 FARMS	85 HIGH FARMS	85 LOW FARMS
1 SALE OF LIVESTOCK; \$			
2 DAIRY COWS \$	3962	3780	4597
3 DAIRY PRODUCTS	44655	42302	46943
4 OTHER DAIRY CATTLE	2994	2306	4206
5 BEEF BREEDING CATTLE	252	146	153
6 BEEF FEEDER CATTLE	4809	8398	7483
7 HOGS COMPLETE & MIXED	7380	14760	5200
8 HOGS FINISHING	8091	16395	7287
9 HOGS-PRODUCING WEANING PIGS	2876	6009	17
10 SHEEP, GOATS, WOOL-FARM FLOCK	63		51
11 SHEEP WOOL-FEEDER LAMBS			
12 CHICKENS (inc. hens & broilers)	152	442	82
14 EGGS	411		14
15 OTHER PROD. LIVESTOCK	18	62	29
16 MISC. LIVESTOCK INCOME	637	2175	628
17 TOTAL SALES-PRODUCTIVE LIVESTOCK \$	76301	96775	76690
18 SALE OF CROPS; \$			
19 WHEAT	2559	4365	1617
20 OTHER SMALL GRAIN	3334	2791	4346
21 CORN	13454	19188	12302
22 SOYBEANS	11548	19469	7864
22A SUNFLOWERS	198	383	
23 OTHER ROW CROPS	4829	14433	3577
24 LEGUMES & OTHER FORAGES	558	268	1345
25 GRASS SEED			
26 FRUITS & NUTS	69		
27 VEG.-ROADSIDE MARKET & SPECIALTY	12		
28 NURSERY, TIMBER + OTHER	62	195	
29 SET ASIDE ACRES-GOV'T PYMNTS.	4456	7346	3155
29A PIK ACRES	1781	1643	1497
29B SALE OF SUPPLIES BOT FOR RESALE	1481	1797	1260
30 TOTAL CROP SALES \$	44341	71876	36964
31 CAP ASSETS SOLD (auto-mach)	355	399	586
31A CAP ASSETS SOLD (bldgs)	27	6	6
31b CAP ASSETS SOLD (land)	1349	2382	
32 GAS TAX REFUND	19	21	37
33 INCOME FROM WORK OFF FARM	2250	3616	2122
34 CUSTOM WORK ENT. INCOME	169		281
35 COOP REFUNDS	556	1128	537
36 MISCELLANEOUS FARM INCOME	2722	4645	2394
37 TOTAL FARM SALES \$	128088	180851	119618
38 INCREASE IN FARM CAPITAL		4618	
39 FAMILY LIVING FROM FARM	634	698	696
40 TOTAL FARM RECEIPTS (37+38+39) \$	128722	186167	120314
41 ADJ. TOTAL FARM SALES (37)-(31)	126357	178063	119025
42 TOTAL CASH FARM OPER. EXP. (6B/35)	95101	128802	99979
43 NET CASH OPERATING INCOME	31256	49261	19046

OPERATORS LABOR AND MANAGEMENT EARNINGS PAGE 13, LINE 47 REPRESENT THE RETURN TO THE OPERATOR AFTER ALL EXPENSES ARE DEDUCTED. THE ANSWER IS DETERMINED BY SUBTRACTING LINE 46, T.6B FROM L. 40 T. 6A.

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1986

		AVERAGE OF 423 <u>FARMS</u>	85 MOST <u>PROFITABLE</u>	85 LEAST <u>PROFITABLE</u>
1.	PURCHASE OF LIVESTOCK;	\$		
2	DAIRY COWS	546	307	1214
3	OTHER DAIRY CATTLE	589	612	1326
4	BEEF BREEDING CATTLE	129	58	17
5	BEEF FEEDER CATTLE	1705	3419	2510
6	HOGS COMPLETE AND MIXED	272	495	238
7	HOGS FINISHING	2248	3976	2706
8	HOGS, PROD. WEANING PIGS	196	507	
9	SHEEP AND GOATS	16		
10	SHEEP AND FEEDER LAMBS			
11	CHICKENS (hens & broilers)	82	10	16
12	TURKEYS			
13	OTHER PROD. LIVESTOCK	30	47	101
14	MISC. LIVESTOCK EXPENSE	5434	6147	6040
14A	CROPS-SUPP. BOT FOR RESALE	1856	1766	2103
15	FEED BOUGHT	15443	22686	15092
16	FERTILIZER	5889	7368	5843
17	CHEMICALS	3783	5564	3716
18	OTHER CROP EXPENSE	6445	8568	6372
19	IRRIG. OPERATING COSTS	72	139	42
20	CUSTOM WORK ENTERPRISE	45		92
21	CUSTOM WORK HIRED	3645	4193	3820
22	REPAIR LIVESTOCK EQUIP.	1111	1322	1246
23	REPAIR-UPKEEP FARM REAL EST.	943	1013	1015
24	GAS, DIESEL, OIL PURCHASED	3957	5019	3775
25	REPAIR, MACH., TRUCK & CAR	5984	8005	5853
26	REPAIR, IRRIG. EQUIPMENT	9	24	8
27	REPAIRS, CUSTOM WORK ENT.	50		156
28	WAGES FOR HIRED LABOR	4157	4597	6439
29	PERSONAL & REAL EST. TAXES	1545	1740	1809
30	CASH RENT	8337	13777	7521
31	GENERAL FARM EXPENSES	2424	2874	2779
32	TELEPHONE (farm share)	359	389	410
33	ELECTRICITY (farm share)	2544	2837	2669
34	INTERETS ACTUALLY PAID	15259	21342	15052
35	TOTAL CASH OPERATING EXPENSE \$	95101	128802	99979
36	POWER-MACHINERY BOUGHT (FS)	7310	9016	7158
37	IRRIG. EQUIPMENT BOUGHT	41		
38	CUSTOM WORK EQUIP BOUGHT	9		40
39	LIVESTOCK EQUIP. BOUGHT	1131	1496	1146
40	LAND-BLDGS. BOUGHT	2480	3579	2269
40A	NEW LAND BOUGHT	2609	1465	3791
41	TOTAL FARM PURCH. (35 tr 40A) \$	108682	144358	114383
42	DECREASE IN FARM CAPITAL	6600		18729
43	INT. ON FARM CAP. (7% charge)	3830	534	8080
44	VALUE UNPAID FAMILY LABOR	411	385	413
45	BOARD FURNISHED HIRED LABOR	89	38	207
46	TOTAL FARM EXPENSE (41 tr. 45) \$	119612	145265	141813
47	RETURN TO OPER. LABOR & MGN'T \$	9110	40902	-21499
	(6A/40 minus L. 46)			
48	RETURN TO CAP. & FAMILY LABOR \$	13351	41771	-13005
	(43+44+47)			

EXPLANATION OF WORK AND ANIMAL UNITS

THE TOTAL WORK UNITS ON ANY ONE FARM IS THE ONE MEASURE OF THE SIZE OF THAT PARTICULAR FARM BUSINESS. BANKERS AND OTHER CREDIT AGENCIES ARE INTERESTED IN WORK UNITS AS A SIZE OF THE BUSINESS. THIS CAN BE A MEASURE OF THE ABILITY TO PAY OFF DEBT. A WORK UNIT, AS USED IN THIS REPORT, IS THE AVERAGE ACCOMPLISHMENT OF A FARM OPERATOR/WORKER IN A TEN HOUR DAY. THE 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 FARM WORK DONE, BUT IT DOES MEASURE HOW MUCH IS BEING ACCOMPLISHED ON THE FARM. IT DOES MEASURE THE SIZE OF A FARM BUSINESS IN COMPARISON WITH OTHER FARMS.

TABLE 2 - WORK UNITS FOR CROP, LIVESTOCK AND WORK OFF THE FARM

ITEM	NO. WORK UNITS	ITEM	NO. WORK UNITS
DAIRY COWS	7.0 / COW	OATS, WHEAT, BLY, RYE	.30/ ACRE
OTHER DAIRY	1.2 / HEAD	CANNING PEAS	.40/ ACRE
BEEF COWS	1.5 / HEAD	CANNING CORN	.50/ ACRE
BEEF FEEDERS	.12/ CWT...	PINTO BEANS	.50/ ACRE
<u>PRODUCING HOGS;</u>		SOYBEANS	.45/ ACRE
FARROW-FINISH	.12/ CWT	CORN FOR GRAIN	.55/ ACRE
FINISHING PIGS	.06/ CWT	SUGARBEETS	2.00/ ACRE
PROD. WEANING PIGS	1.4/LITTER	CORN-CANE SILAGE	.60/ ACRE
SHEEP, FARM FLOCK	.30/HEAD	LEG. GRASS SILAGE	.40/ ACRE
CHICKENS, EGG. PROD.	5.0/ 100	ALFALFA HAY	.60/ ACRE
BROILERS	.20/ CWT	OTHER LEG. HAY	.40/ ACRE
TURKEY, EGG PROD.	25.0/ 100	TAME GRASS HAY	.20/ ACRE
TURKEY PULLETS	.12/ CWT	ANNUAL HAY	.20/ ACRE
OFF FARM LABOR	1.0/ \$20	WILD HAY	.20/ ACRE
IDLE ACRES	.05/ ACRE	SUMMER FALLOW	.20/ ACRE
<u>SUNFLOWERS</u>	<u>.40/ ACRE</u>	<u>POTATOES</u>	<u>2.00/ ACRE</u>

ANIMAL UNITS- The following values are used for each type of animal in calculating total number of animal units on Table 8, items 6 and 30.

<u>TYPE OF ANIMAL</u>	<u>ANIMAL UNITS</u>	<u>TYPE OF ANIMAL</u>	<u>ANIMAL UNITS</u>
DAIRY COWS	1.0/HEAD	PIGS	.2/ HEAD
OTHER DAIRY	.5/HEAD	SHEEP, ADULTS	.15/HEAD
BEEF COWS	.8/HEAD	LAMBS	.07/HEAD
OTHER BEEF CATTLE	.3/HEAD	CHICKENS, LAYERS	.02/HEAD
BEEF FEEDERS	1.0/HEAD	BROILERS, TURKY POULTS	1.0/1100#
<u>HOGS, ADULTS</u>	<u>.4/HEAD</u>	<u>TURKEYS, LAYING FLOCK</u>	<u>.04/HEAD</u>

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanation and definitions are for use in interpreting Table 8 and the Thermometer Chart on pages 16-17.

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 at a rate of 7%. This is based on the whole farm business and is also found on Tables 2 and 3.
2. **CROP YIELD INDEX** - A measure of the crop yield level for all crops produced expressed as a percentage of average. Average being rated as 100%.
3. **% 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 soil, TDN., yield, labor required, etc. Ratings can be found on Table 9.
4. **GROSS RETURN PER ACRE** - An additional measure of crop selection based on total production times an average price for the crops, plus other income.
5. **RETURN PER \$ 100 FEED FED TO LIVESTOCK** - Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines individual livestock indexes into one figure.
6. **LIVESTOCK UNITS PER 100 ACRES** - A measure of livestock density or population. Unit values assigned to the various classes of livestock. Unit values are found in Table 7, page 14.
7. **SIZE OF BUSINESS-WORK UNITS** - A measure of the total work load. A unit represents average accomplishment of a worker in a ten hour day. It also may indicate the size of the total business. Units are assigned to each class of livestock, each crop, and to tasks using farm labor.
8. **WORK UNITS PER WORKER** - Measures labor efficiency. It is the total work units divided by the number of workers on the farm including the operator, hired labor, and family labor.
9. **POWER, MACHINERY, EQUIP., BLDG. EXPENSE PER WORK UNIT.**
A measure of expense control. It is the total of lines 24 through 29 in Table 3 divided by the number of work units.
10. **FARM CAPITAL INVESTMENT PER WORKER** - Another measure indicating 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 in Table 8 are to be considered in the light of the individual farm and farm operator.

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY 1986

ITEMS		AVERAGE 423 FARMS	HIGH 85 FARMS	LOW 85 FARMS
1	RETURN TO OPERATORS LABOR & MGMNT. \$	10720	50149	-23784
2	CROP YIELD INDEX	100.0	95.4	106.6
3	PERCENT TILL. LAND-HIGH RETURN CROPS	83.5	86.5	81.3
4	GROSS RET./ TILLABLE ACRE \$	154.93	162.38	148.67
5	RETURN OVER \$ 100 FEED FED LIVESTOCK	100.0	109.5	85.6
6	LIVESTOCK UNITS/ 100 ACRES *	19.66	16.16	19.44
7	SIZE OF BUSINESS IN WORK UNITS	490.67	608.05	438.45
8	WORK UNITS PER WORKER	322.81	373.04	288.45
9	POWER,MACH. EQUIP,BLDG EXP./WORK UNIT \$	64.52	57.63	75.09
10	FARM CAPITAL INVSM'T / WORKER \$	251189	303903	261333
11	INDEX-RETURN PER \$ 100 FEED FED;			
12	6100 BEEF BREEDING HERD	100.0	160.3	69.6
13	6140 BEEF FEEDERS, FEED LOT	100.0	118.5	77.4
14	6250 HENS, FARM LAYING FLOCK	100.0		
15	6290 DAIRY COWS	100.0	104.4	88.9
16	6310 OTHER DAIRY CATTLE	100.0	118.5	84.7
17	6470 HOGS, FARROW-FINISH	100.0	105.6	93.5
18	6490 HOGS, FINISHING	100.0	101.8	95.0
19	6510 HOGS, PROD. WEANING PIGS	100.0	106.4	89.5
20	6530 HOGS, MIXED SYSTEMS	100.0	107.4	
21	6670 SHEEP, FARM FLOCK	100.0		114.6
22	6670B LAMBS, FEEDERS	100.0		
30	NUMBER OF ANIMAL UNITS	74.28	91.55	69.13
31	WORK UNITS;			
32	CROPS	180.21	280.53	165.45
33	PRODUCTIVE LIVESTOCK	273.81	259.73	254.12
34	OTHER PROD. LIVESTOCK	36.65	67.78	18.88
35	EXPENSES PER WORK UNIT;			
36	TRACTOR, CROP MACH. EXP. \$	33.59	31.81	39.89
37	AUTO & TRUCK (farm share) \$	7.61	7.31	8.63
38	ELECTRICITY (farm share) \$	5.22	4.38	5.65
39	LVSTK.,EQUIP., EXPENSE \$	7.01	5.42	7.38
40	BLDG, FENCES, TILING EXP. \$	11.07	8.71	13.54
40A	OTHER EXP./WORK UNIT \$			
40B	PHONE/OTHER UTILITY EXP. \$	5.69	5.26	6.69
40C	HIRED LABOR \$	8.48	8.06	12.55
41	**TRACT,CROP MACH EXP/CROP A. \$			
42	POWER,MACH. COST/TILL. ACRE \$	43.81	34.09	48.89
43	BLDG.,FENCE,TILE COST ALLOCATED CROPS (BCAF) \$	2160.05	2357.95	2712.93
44	* ACRES INCLUDE ALL TILLABLE LAND, NON TILLABLE HAY AND PASTURE.			
45	** ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN NON-TILLABLE HAY.			

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 on the bold line through the center of the chart on this page.

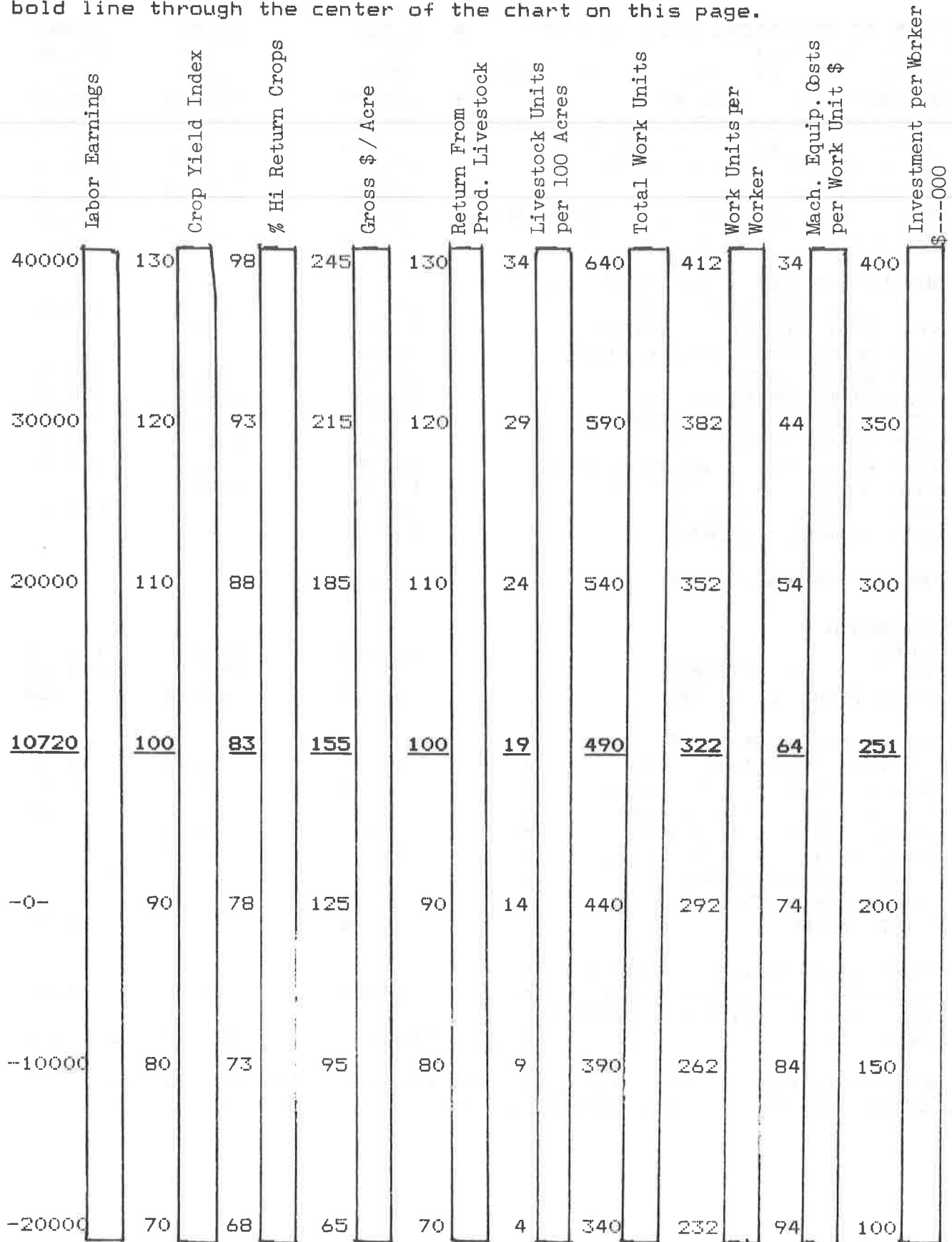


TABLE 10 - CROP ANALYSIS AND RANK EVALUATION EXPLANATION

The individual crop analysis table shows the yield, value per unit, and gross return per acre for each crop raised last year.

Costs such as fertilizer, chemicals, seed, and others, hired labor, and custom work hired are costs that are assigned to each individual crop in the account book or computer record keeping system. 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 and operation costs for each crop. The power and crop machinery expense for crop work unit is calculated from the expense and net decrease on Table 3, page 7 of this report. 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 and land.

Land cost used in this report 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 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 at 100, "B" crop at a value of 50, "C" crop at 25 and a "D" crop has a rating of "0".

<u>A Ranked Crops</u>	<u>B Ranked Crops</u>	<u>C Ranked Crops</u>	<u>D Ranked Crops</u>
Corn, grain	Flax	Oatlage	Oats
Soybeans	Wheat	Rye	Meadow (till)
Edible beans	Corn Silage	Sorghum	Summer fallow
Potatoes	Legume silage	Sudax	
Sunflowers	Barley	Sorg. silage	
Sugarbeets		Millet	
Alfalfa			
Other legumes			

TABLE 9 - CROP DATA FOR MAJOR CROPS, DISTRIBUTION OF ACRES & YIELDS-1986

	AVERAGE OF 423 FARMS	85 HI RETURN FARMS	85 LOW RETURN FARMS
CROPS;	ACRES	ACRES	ACRES
TOTAL SMALL CROP AND CANNING PEAS	58.5	90.3	56.0
TOTAL ROW CROP	209.4	367.8	177.2
TOTAL LEGUMES, INCLUDING SEED	39.9	26.5	49.3
TOTAL OTHER HAY	3.4	1.0	4.1
TOTAL SILAGE AND FODDER	23.8	26.5	27.7
TOTAL TILLABLE PASTURE	.1	.1	.1
TOTAL FALLOW & IDLE LAND	35.1	62.5	34.3
TOTAL TILLABLE LAND	370.3	564.2	348.7
TOTAL NON-TILLABLE HAY/PASTURE	7.5	2.3	6.9
TOTAL NON-TILLABLE FOREST CROPS			
WILD HAY NOT HARVESTED	3.1	1.8	4.8
PASTURE NOT HARVESTED	15.2	10.7	18.2
TIMBER NOT HARVESTED	3.5	2.4	6.0
ROADS AND WASTE	19.3	15.3	29.0
FARMSTEAD	8.6	9.7	9.0
TOTAL LAND NOT HARVESTED	49.7	39.7	67.0
TOTAL NON-TILLABLE LAND	57.2	42.0	73.9
TOTAL LAND IN FARM OR RANCH	427.5	606.2	422.4

SUPPLEMENTARY MANAGEMENT INFORMATION

	AVERAGE ALL FARMS	HI RETURN FARMS	LOW RETURN FARMS
PERCENT LAND TILLABLE	86.6	93.1	82.5
% LAND IN HIGH RETURN CROPS	83.5	86.5	81.3
*FERTILIZER COST/ACRE	\$ 17.53	17.64	15.94
*CROP CHEMICAL COST/ACRE	\$ 11.01	13.22	10.21
*SEED-OTHER COSTS/ACRE	\$ 20.89	19.95	23.92
*GAS, DIESEL, OIL COST/ACRE	\$ 12.78	11.22	12.81
*REPAIR, MAINT. COST/ACRE	\$ 17.96	16.16	18.13

* TILLABLE LAND MINUS TILLABLE PASTURE, FALLOW AND IDLE LAND.

AVERAGE YIELDS (FROM TABLE 10 OF THIS REPORT)

CROP	CROP RANK	AVERAGE ALL FARMS	HI FARMS	LOW FARMS
CORN, GRAIN	A	105	129	70
SOYBEANS	A	33	44	18
SUGARBEETS	A	17	20	13
ALFALFA	A	3.6	5.0	2.3
CORN SILAGE	A	13	20	8
WHEAT	B	35	47	22
OATS	D	40	51	30

TABLE 10 - CROP DATA FOR BARLEY

		AVERAGE OF 19 FARMS	9 HI RETURN FARMS	9 LOW RETURN FARMS
1	ACRES	57.4	59.9	55.5
2	YIELD PER ACRE	42.5	49.4	35.3
3	VALUE PER PRODUCTION UNIT	1.51	1.61	1.42
4	CROP PRODUCT RETURN	\$ 64.18	79.50	50.18
5	OTHER CROP INCOME	3.33	4.64	2.23
6	TOTAL CROP RETURN	\$ 67.51	84.14	52.41
7	DIRECT COSTS			
8	FERTILIZER	14.95	12.40	17.87
9	CHEMICALS	2.16	1.10	3.44
10	SEED	4.43	3.96	4.70
10A	CROP DRYING			
10B	OTHER CASH EXPENSE	2.79	.60	5.32
11	SPECIAL HIRED LABOR	.10		.22
12	CUSTOM WORK HIRED	2.11	.85	3.69
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 26.54	18.91	35.24
15	RETURN OVER DIRECT COSTS (6-14)	40.97	65.23	17.17
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	11.75	13.48	7.74
18	FARM POWER & MACH. (operation)	12.37	13.12	11.50
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	48.95	48.89	48.89
21	MISCELLANEOUS COSTS	.07	.13	
22	*INTEREST ON MACH-EQUIP. INVEST.	4.21	6.07	2.27
23	TOTAL ALLOCATED COSTS	\$ 77.35	81.69	70.40
24	RET.OVER ALL LISTED COSTS (6-23)	-36.38	-16.46	-53.23
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COST ALLOCATION FACTOR	1.00	1.00	1.00
28	TOTAL LISTED COST/UNIT OF PROD.	2.44	2.04	2.99
29	RETURN OVER LISTED COST/UNIT	-.86	-.33	-1.51
30	BREAKEVEN YIELD/UNIT OF PROD.	68.80	62.48	74.39
30A	EST. TOTAL MACHINE COST/ACRE	29.74	33.24	23.97
31	TOTAL LISTED COSTS / ACRE (14+23)	103.89	100.60	105.64
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES	\$ 191.02	161.87	195.46
33A	BLDG., FENCES, TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 1.60	1.66	1.54
40	QUANTITY SOLD (operators share) 1942.0		2098.6	2001.2

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR OATS

		AVERAGE OF FARMS	HI RETURN FARMS	LOW RETURN FARMS
1	ACRES	30.5	29.3	26.9
2	YIELD PER ACRE	40.3	51.3	30.0
3	VALUE PER PRODUCTION UNIT	1.16	1.41	1.07
4	CROP PRODUCT RETURN	\$ 46.69	72.39	32.04
5	OTHER CROP INCOME	20.20	42.32	3.72
6	TOTAL CROP RETURN	\$ 66.89	114.71	35.76
7	DIRECT COSTS			
8	FERTILIZER	7.05	6.31	8.59
9	CHEMICALS	.95	1.37	.59
10	SEED	6.69	5.60	6.47
10A	CROP DRYING			
10B	OTHER CASH EXPENSE	.75	.89	.82
11	SPECIAL HIRED LABOR	.20	.03	.89
12	CUSTOM WORK HIRED	3.48	3.79	4.24
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 19.22	18.13	21.60
15	RETURN OVER DIRECT COSTS (6-14)	47.67	96.58	14.16
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH.(ownership)	15.00	17.35	13.31
18	FARM POWER & MACH.(operation)	15.75	15.74	16.44
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	40.01	44.52	40.90
21	MISCELLANEOUS COSTS	.13	.07	.19
22	*INTEREST ON MACH-EQUIP.INVEST.	4.23	4.06	3.78
23	TOTAL ALLOCATED COSTS	\$ 75.12	81.74	74.62
24	RET.OVER ALL LISTED COSTS (6-23)	-27.45	14.84	-60.46
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COST ALLOCATION FACTOR	.99	.99	.98
28	TOTAL LISTED COST/UNIT OF PROD.	2.34	1.94	3.21
29	RETURN OVER LISTED COST/UNIT	-.68	.29	-2.02
30	BREAKEVEN YIELD/UNIT OF PROD.	81.33	70.83	89.93
30A	EST. TOTAL MACHINE COST/ACRE	37.30	39.68	36.36
31	TOTAL LISTED COSTS / ACRE (14+23)	94.34	99.87	96.22
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES	\$108.29	92.95	102.41
33A	BLDG.,FENCES, TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 1.10	1.06	1.09
40	QUANTITY SOLD (operators share)	333.1	334.8	324.6

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR RYE

		AVERAGE OF 13 FARMS
1	ACRES	20.8
2	YIELD PER ACRE	31.2
3	VALUE PER PRODUCTION UNIT	1.63
4	CROP PRODUCT RETURN	\$ 50.87
5	OTHER CROP INCOME	27.74
6	TOTAL CROP RETURN	\$ 78.61
7	DIRECT COSTS	
8	FERTILIZER	6.63
9	CHEMICALS	3.56
10	SEED	3.56
10A	CROP DRYING	
10B	OTHER CASH EXPENSE	1.06
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	4.04
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS	\$ 18.85
15	RETURN OVER DIRECT COSTS (6-14)	59.76
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH.(ownership)	13.65
18	FARM POWER & MACH.(operation)	15.21
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	31.23
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH-EQUIP.INVEST.	3.70
23	TOTAL ALLOCATED COSTS	\$ 63.79
24	RET.OVER ALL LISTED COSTS (6-23)	-4.03
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.30
27	POWER COST ALLOCATION FACTOR	1.01
28	TOTAL LISTED COST/UNIT OF PROD.	2.65
29	RETURN OVER LISTED COST/UNIT	-.13
30	BREAK EVEN YIELD/UNIT OF PROD.	50.70
30A	EST. TOTAL MACHINE COST/ACRE	35.25
31	TOTAL LISTED COSTS / ACRE (14+23)	82.64
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	80.18
33A	BLDG.,FENCES, TILING COSTS	
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	\$
39	AVE. PRICE REC. / UNIT SOLD	\$ 1.49
40	QUANTITY SOLD (operators share)	616.8

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES
13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR SPRING WHEAT

		AVERAGE OF 170 FARMS	34 HI RETURN FARMS	34 LOW RETURN FARMS
1	ACRES	56.8	49.1	42.3
2	YIELD PER ACRE	34.5	46.5	21.5
3	VALUE PER PRODUCTION UNIT	2.38	2.43	2.30
4	CROP PRODUCT RETURN	\$ 82.17	113.10	49.53
5	OTHER CROP INCOME	3.19	6.90	3.50
6	TOTAL CROP RETURN	\$ 85.36	120.00	53.03
7	DIRECT COSTS			
8	FERTILIZER	19.10	16.99	18.61
9	CHEMICALS	3.19	2.81	6.69
10	SEED	9.51	10.06	10.24
10A	CROP DRYING			
10B	OTHER CASH EXPENSE	1.48	1.30	2.32
11	SPECIAL HIRED LABOR	.23	.10	.28
12	CUSTOM WORK HIRED	1.78	1.85	5.37
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 35.38	33.15	43.51
15	RETURN OVER DIRECT COSTS (6-14)	49.98	86.85	9.52
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	9.14	10.44	10.07
18	FARM POWER & MACH. (operation)	12.68	12.57	14.23
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	45.75	52.59	34.35
21	MISCELLANEOUS COSTS	.83	.47	.02
22	*INTEREST ON MACH-EQUIP. INVEST.	3.20	3.22	3.33
23	TOTAL ALLOCATED COSTS	\$ 71.60	79.29	62.00
24	RET.OVER ALL LISTED COSTS (6-23)	-21.62	7.56	-52.48
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.30	.30	.30
27	POWER COST ALLOCATION FACTOR	.99	1.00	.98
28	TOTAL LISTED COST/UNIT OF PROD.	3.10	2.42	4.90
29	RETURN OVER LISTED COST/UNIT	-.63	.16	-2.44
30	BREAKEVEN YIELD/UNIT OF PROD.	44.95	46.27	45.87
30A	EST. TOTAL MACHINE COST/ACRE	26.21	27.46	31.21
31	TOTAL LISTED COSTS / ACRE (14+23)	106.98	112.44	105.51
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES \$150.18		102.31	136.10
33A	BLDG., FENCES, TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 2.52	2.41	2.44
40	QUANTITY SOLD (operators share)	1640.5	1460.9	1034.1

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR BEANS, NAVY

		AVERAGE OF FARMS
1	ACRES	48.8
2	YIELD PER ACRE	20.8
3	VALUE PER PRODUCTION UNIT	25.90
4	CROP PRODUCT RETURN	\$ 539.22
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 539.22
7	DIRECT COSTS	
8	FERTILIZER	18.22
9	CHEMICALS	15.64
10	SEED	21.74
10A	CROP DRYING	
10B	OTHER CASH EXPENSE	10.92
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	2.07
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS	\$ 68.59
15	RETURN OVER DIRECT COSTS (6-14)	470.63
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH. (ownership)	19.48
18	FARM POWER & MACH. (operation)	20.25
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	83.00
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH-EQUIP. INVEST.	6.48
23	TOTAL ALLOCATED COSTS	\$ 129.21
24	RET.OVER ALL LISTED COSTS (6-23)	341.42
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.50
27	POWER COST ALLOCATION FACTOR	.96
28	TOTAL LISTED COST/UNIT OF PROD.	9.50
29	RETURN OVER LISTED COST/UNIT	16.40
30	BREAK EVEN YIELD/UNIT OF PROD.	7.64
30A	EST. TOTAL MACHINE COST/ACRE	47.59
31	TOTAL LISTED COSTS / ACRE (14+23)	197.80
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	177.03
33A	BLDG., FENCES, TILING COSTS	
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	\$
39	AVE. PRICE REC. / UNIT SOLD	\$ 21.19
40	QUANTITY SOLD (operators share)	914.8

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES
13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR CANNING CORN

		AVERAGE OF FARMS
1	ACRES	47.4
2	YIELD PER ACRE	244.92
3	VALUE PER PRODUCTION UNIT	1.00
4	CROP PRODUCT RETURN	244.92
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	244.92
7	DIRECT COSTS	
8	FERTILIZER	33.06
9	CHEMICALS	16.41
10	SEED	2.38
10A	CROP DRYING	
10B	OTHER CASH EXPENSE	.61
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	6.18
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS	58.64
15	RETURN OVER DIRECT COSTS (6-14)	185.48
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH.(ownership)	11.87
18	FARM POWER & MACH.(operation)	27.14
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	59.89
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH-EQUIP.INVEST.	2.50
23	TOTAL ALLOCATED COSTS	101.40
24	RET.OVER ALL LISTED COSTS (6-23)	84.08
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.50
27	POWER COST ALLOCATION FACTOR	.84
28	TOTAL LISTED COST/UNIT OF PROD.	.65
29	RETURN OVER LISTED COST/UNIT	1.53
30	BREAK EVEN YIELD/UNIT OF PROD.	160.04
30A	EST. TOTAL MACHINE COST/ACRE	45.63
31	TOTAL LISTED COSTS / ACRE (14+23)	160.04
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	154.06
33A	BLDG.,FENCES, TILING COSTS	
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	
39	AVE. PRICE REC. / UNIT SOLD	
40	QUANTITY SOLD (operators share)	

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR CORN

		AVERAGE OF 615 FARMS	123 HI RETURN FARMS	123 LOW RETURN FARMS
1	ACRES	83.8	93.4	64.7
2	YIELD PER ACRE	105.1	128.6	69.6
3	VALUE PER PRODUCTION UNIT	1.71	1.81	1.66
4	CROP PRODUCT RETURN	\$ 179.68	232.81	115.56
5	OTHER CROP INCOME	1.16	1.25	1.79
6	TOTAL CROP RETURN	\$ 180.84	234.06	117.35
7	DIRECT COSTS			
8	FERTILIZER	30.75	31.50	30.08
9	CHEMICALS	14.77	13.17	16.03
10	SEED	18.03	18.88	18.02
10A	CROP DRYING	9.63	9.94	9.00
10B	OTHER CASH EXPENSE	3.01	1.99	2.92
11	SPECIAL HIRED LABOR	.80	1.48	.19
12	CUSTOM WORK HIRED	3.66	2.57	7.59
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 80.65	79.58	83.83
15	RETURN OVER DIRECT COSTS (6-14)	100.19	154.48	33.52
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	21.53	26.41	19.77
18	FARM POWER & MACH. (operation)	25.59	25.10	24.66
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	47.12	52.57	40.12
21	MISCELLANEOUS COSTS	.31	.18	.15
22	*INTEREST ON MACH-EQUIP. INVEST.	6.39	7.22	5.89
23	TOTAL ALLOCATED COSTS	\$ 101.01	111.48	90.59
24	RET.OVER ALL LISTED COSTS (6-23)	.83	43.00	-57.07
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.55	.55	.55
27	POWER COST ALLOCATION FACTOR	.98	1.00	.96
28	TOTAL LISTED COST/UNIT OF PROD.	1.73	1.49	2.51
29	RETURN OVER LISTED COST/UNIT	-.02	.51	.85
30	BREAKEVEN YIELD/UNIT OF PROD.	105.40	105.56	105.07
30A	EST. TOTAL MACHINE COST/ACRE	55.95	60.44	55.38
31	TOTAL LISTED COSTS / ACRE (14+23)	181.66	191.06	174.42
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES	\$509.98	453.60	400.62
33A	BLDG., FENCES, TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 1.93	2.03	1.93
40	QUANTITY SOLD (operators share)	4948.6	7113.3	2101.4

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR SOYBEANS

		AVERAGE OF 346 FARMS	69 HI RETURN FARMS	69 LOW RETURN FARMS
1	ACRES	115.5	149.0	64.5
2	YIELD PER ACRE	33.3	43.6	18.3
3	VALUE PER PRODUCTION UNIT	4.47	4.52	4.39
4	CROP PRODUCT RETURN	\$ 148.93	197.18	80.17
5	OTHER CROP INCOME	.93	1.27	.53
6	TOTAL CROP RETURN	\$ 149.86	198.45	80.70
7	DIRECT COSTS			
8	FERTILIZER	1.85	2.33	2.19
9	CHEMICALS	13.85	11.52	16.60
10	SEED	9.05	8.13	10.53
10A	CROP DRYING	.17	.43	.05
10B	OTHER CASH EXPENSE	4.26	2.83	3.78
11	SPECIAL HIRED LABOR	1.48	1.08	.84
12	CUSTOM WORK HIRED	2.60	1.19	4.02
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 33.26	27.51	38.01
15	RETURN OVER DIRECT COSTS (6-14)	116.60	170.94	42.69
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	15.50	17.48	13.04
18	FARM POWER & MACH. (operation)	19.39	20.09	19.06
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	51.88	58.07	42.04
21	MISCELLANEOUS COSTS	.32	.62	.03
22	*INTEREST ON MACH-EQUIP. INVEST.	4.64	4.83	4.20
23	TOTAL ALLOCATED COSTS	\$ 91.73	101.09	78.37
24	RET. OVER ALL LISTED COSTS (6-23)	24.87	69.85	-35.68
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.45	.45	.45
27	POWER COST ALLOCATION FACTOR	.98	1.00	.95
28	TOTAL LISTED COST/UNIT OF PROD.	3.75	2.95	6.37
29	RETURN OVER LISTED COST/UNIT	.75	1.60	-1.95
30	BREAKEVEN YIELD/UNIT OF PROD.	27.96	28.45	26.51
30A	EST. TOTAL MACHINE COST/ACRE	41.26	43.19	38.98
31	TOTAL LISTED COSTS / ACRE (14+23)	124.99	128.60	116.38
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES	\$ 520.37	91.84	340.92
33A	BLDG., FENCES, TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 4.63	4.70	4.59
40	QUANTITY SOLD (operators share)	3287.6	882.4	945.1

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR SUGARBEETS

		AVERAGE OF 13 FARMS
1	ACRES	222.2
2	YIELD PER ACRE	16.8
3	VALUE PER PRODUCTION UNIT	37.08
4	CROP PRODUCT RETURN	\$ 622.12
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 622.12
7	DIRECT COSTS	
8	FERTILIZER	34.78
9	CHEMICALS	48.07
10	SEED	22.22
10A	CROP DRYING	
10B	OTHER CASH EXPENSE	4.85
11	SPECIAL HIRED LABOR	23.36
12	CUSTOM WORK HIRED	16.54
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS	\$ 149.32
15	RETURN OVER DIRECT COSTS (6-14)	472.30
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH. (ownership)	50.46
18	FARM POWER & MACH. (operation)	62.31
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	77.46
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH-EQUIP. INVEST.	10.57
23	TOTAL ALLOCATED COSTS	\$ 200.80
24	RET. OVER ALL LISTED COSTS (6-23)	271.50
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	2.00
27	POWER COST ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST/UNIT OF PROD.	20.90
29	RETURN OVER LISTED COST/UNIT	16.18
30	BREAK EVEN YIELD/UNIT OF PROD.	9.46
30A	EST. TOTAL MACHINE COST/ACRE	134.37
31	TOTAL LISTED COSTS / ACRE (14+23)	350.62
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	4497.40
33A	BLDG., FENCES, TILING COSTS	
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	\$
39	AVE. PRICE REC. / UNIT SOLD \$	21.05
40	QUANTITY SOLD (operators share)	1179.3

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES
13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR SUNFLOWERS

		AVERAGE OF FARMS
1	ACRES	48.4
2	YIELD PER ACRE	8.0
3	VALUE PER PRODUCTION UNIT	8.20
4	CROP PRODUCT RETURN	\$ 65.56
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 65.56
7	DIRECT COSTS	
8	FERTILIZER	24.69
9	CHEMICALS	24.17
10	SEED	1.88
10A	CROP DRYING	
10B	OTHER CASH EXPENSE	1.96
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS	\$ 52.70
15	RETURN OVER DIRECT COSTS (6-14)	12.86
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH. (ownership)	6.68
18	FARM POWER & MACH. (operation)	14.90
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	50.40
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH-EQUIP. INVEST.	4.16
23	TOTAL ALLOCATED COSTS	\$ 76.14
24	RET.OVER ALL LISTED COSTS (6-23)	-63.28
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.40
27	POWER COST ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST/UNIT OF PROD.	16.11
29	RETURN OVER LISTED COST/UNIT	-7.91
30	BREAK EVEN YIELD/UNIT OF PROD.	15.71
30A	EST. TOTAL MACHINE COST/ACRE	25.74
31	TOTAL LISTED COSTS / ACRE (14+23)	128.84
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	238.39
33A	BLDG., FENCES, TILING COSTS	
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	\$
39	AVE. PRICE REC. / UNIT SOLD	\$ 39.14
40	QUANTITY SOLD (operators share)	261.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR ALFALFA

		AVERAGE OF 359 FARMS	72 HI RETURN FARMS	72 LOW RETURN FARMS
1	ACRES	45.5	48.4	39.9
2	YIELD PER ACRE	3.6	5.0	2.3
3	VALUE PER PRODUCTION UNIT	58.76	58.89	56.89
4	CROP PRODUCT RETURN	\$ 213.08	292.02	128.32
5	OTHER CROP INCOME	4.24	3.37	2.76
6	TOTAL CROP RETURN	\$ 217.32	295.39	131.08
7	DIRECT COSTS			
8	FERTILIZER	12.88	14.01	13.18
9	CHEMICALS	.48	1.07	.25
10	SEED	9.71	8.08	10.38
10A	CROP DRYING	.37	.17	.48
10B	OTHER CASH EXPENSE	2.88	2.42	2.88
11	SPECIAL HIRED LABOR	.92	.56	.53
12	CUSTOM WORK HIRED	2.55	1.36	3.98
13	IRRIGATION COSTS	.07	.23	
14	TOTAL DIRECT COSTS	\$ 29.86	27.90	31.68
15	RETURN OVER DIRECT COSTS (6-14)	187.46	267.49	99.40
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH.(ownership)	29.28	32.62	23.73
18	FARM POWER & MACH.(operation)	31.62	34.01	32.63
19	IRRIGATION EQUIP. (ownership)	.57	2.42	
20	LAND COSTS	43.45	49.86	38.65
21	MISCELLANEOUS COSTS	.22	.31	.20
22	*INTEREST ON MACH-EQUIP.INVEST.	7.82	9.02	7.10
23	TOTAL ALLOCATED COSTS	\$ 112.96	128.24	102.31
24	RET.OVER ALL LISTED COSTS (6-23)	74.50	139.25	-2.91
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COST ALLOCATION FACTOR	.98	.98	.94
28	TOTAL LISTED COST/UNIT OF PROD.	39.39	31.49	59.40
29	RETURN OVER LISTED COST/UNIT	20.54	30.10	-1.29
30	BREAKEVEN YIELD/UNIT OF PROD.	2.43	2.65	2.36
30A	EST. TOTAL MACHINE COST/ACRE	70.42	76.56	66.11
31	TOTAL LISTED COSTS / ACRE (14+23)	142.82	156.14	133.99
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES	\$320.60	314.13	307.24
33A	BLDG.,FENCES, TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 53.97	65.41	43.48
40	QUANTITY SOLD (operators share)	7.8	3.7	2.3

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR LEGUME, ESTABLISHMENT

		AVERAGE OF 19 FARMS
1	ACRES	19.4
2	YIELD PER ACRE	1.4
3	VALUE PER PRODUCTION UNIT	42.27
4	CROP PRODUCT RETURN \$	61.03
5	OTHER CROP INCOME	40.21
6	TOTAL CROP RETURN \$	101.24
7	DIRECT COSTS	
8	FERTILIZER	18.14
9	CHEMICALS	3.09
10	SEED	34.12
10A	CROP DRYING	.21
10B	OTHER CASH EXPENSE	.62
11	SPECIAL HIRED LABOR	.10
12	CUSTOM WORK HIRED	2.68
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS \$	58.96
15	RETURN OVER DIRECT COSTS (6-14)	42.28
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH.(ownership)	10.94
18	FARM POWER & MACH.(operation)	9.08
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	36.37
21	MISCELLANEOUS COSTS	.10
22	*INTEREST ON MACH-EQUIP.INVEST.	3.10
23	TOTAL ALLOCATED COSTS \$	59.59
24	RET.OVER ALL LISTED COSTS (6-23)	-17.31
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.20
27	POWER COST ALLOCATION FACTOR	.96
28	TOTAL LISTED COST/UNIT OF PROD.	82.14
29	RETURN OVER LISTED COST/UNIT	-12.00
30	BREAK EVEN YIELD/UNIT OF PROD.	2.80
30A	EST. TOTAL MACHINE COST/ACRE	24.91
31	TOTAL LISTED COSTS / ACRE (14+23)	118.55
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	54.76
33A	BLDG.,FENCES, TILING COSTS	
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS \$	
39	AVE. PRICE REC. / UNIT SOLD \$	
40	QUANTITY SOLD (operators share)	

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR RED CLOVER HAY

		AVERAGE OF 11 FARMS
1	ACRES	18.8
2	YIELD PER ACRE	2.6
3	VALUE PER PRODUCTION UNIT	46.82
4	CROP PRODUCT RETURN	\$ 119.52
5	OTHER CROP INCOME	10.96
6	TOTAL CROP RETURN	\$ 130.48
7	DIRECT COSTS	
8	FERTILIZER	
9	CHEMICALS	
10	SEED	2.93
10A	CROP DRYING	
10B	OTHER CASH EXPENSE	1.22
11	SPECIAL HIRED LABOR	
12	CUSTOM WORK HIRED	.48
13	IRRIGATION COSTS	
14	TOTAL DIRECT COSTS	\$ 4.63
15	RETURN OVER DIRECT COSTS (6-14)	125.85
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH.(ownership)	12.50
18	FARM POWER & MACH.(operation)	18.82
19	IRRIGATION EQUIP. (ownership)	
20	LAND COSTS	29.64
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH-EQUIP.INVEST.	3.67
23	TOTAL ALLOCATED COSTS	\$ 64.63
24	RET.OVER ALL LISTED COSTS (6-23)	61.22
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.40
27	POWER COST ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST/UNIT OF PROD.	27.13
29	RETURN OVER LISTED COST/UNIT	23.98
30	BREAK EVEN YIELD/UNIT OF PROD.	1.48
30A	EST. TOTAL MACHINE COST/ACRE	35.31
31	TOTAL LISTED COSTS / ACRE (14+23)	69.26
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	94.21
33A	BLDG.,FENCES, TILING COSTS	
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	\$
39	AVE. PRICE REC. / UNIT SOLD \$	27.55
40	QUANTITY SOLD (operators share)	5.3

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR GRAIN SILAGE

		AVERAGE OF 52 FARMS	10 HI RETURN FARMS	10 LOW RETURN FARMS
1	ACRES	23.1	41.7	20.6
2	YIELD PER ACRE	4.0	5.1	2.2
3	VALUE PER PRODUCTION UNIT	16.33	16.85	14.06
4	CROP PRODUCT RETURN	\$ 65.76	85.94	30.73
5	OTHER CROP INCOME	4.10	4.03	1.55
6	TOTAL CROP RETURN	\$ 69.86	89.97	32.28
7	DIRECT COSTS			
8	FERTILIZER	8.83	11.03	12.38
9	CHEMICALS	.65	1.20	.63
10	SEED	5.63	6.38	5.05
10A	CROP DRYING	.56	.84	.78
10B	OTHER CASH EXPENSE	.74	.24	
11	SPECIAL HIRED LABOR			
12	CUSTOM WORK HIRED	3.07	3.12	6.50
13	IRRIGATION COSTS	.09		
14	TOTAL DIRECT COSTS	\$ 19.57	22.81	25.34
15	RETURN OVER DIRECT COSTS (6-14)	50.29	67.16	6.94
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	18.29	15.01	24.20
18	FARM POWER & MACH. (operation)	23.76	27.44	16.07
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	40.19	45.40	34.90
21	MISCELLANEOUS COSTS	.13		.53
22	*INTEREST ON MACH-EQUIP. INVEST.	4.25	4.19	4.08
23	TOTAL ALLOCATED COSTS	\$ 86.67	92.04	79.78
24	RET.OVER ALL LISTED COSTS (6-23)	-36.33	-24.88	-72.84
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.40	.40	.40
27	POWER COST ALLOCATION FACTOR	.96	.93	.93
28	TOTAL LISTED COST/UNIT OF PROD.	26.38	22.70	48.11
29	RETURN OVER LISTED COST/UNIT	-.66	-.78	-33.33
30	BREAKEVEN YIELD/UNIT OF PROD.	6.50	6.82	7.48
30A	EST. TOTAL MACHINE COST/ACRE	48.35	48.72	48.69
31	TOTAL LISTED COSTS / ACRE (14+23)	106.19	114.85	105.12
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES	\$122.03	186.51	107.59
33A	BLDG., FENCES, TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$ 8.57		
40	QUANTITY SOLD (operators share)	.7		

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR CORN SILAGE

		AVERAGE OF 277 FARMS	55 HI RETURN FARMS	55 LOW RETURN FARMS
1	ACRES	29.4	27.1	26.5
2	YIELD PER ACRE	13.2	20.1	7.6
3	VALUE PER PRODUCTION UNIT	14.89	14.91	14.51
4	CROP PRODUCT RETURN	\$ 195.99	299.85	110.60
5	OTHER CROP INCOME	.64	.74	1.43
6	TOTAL CROP RETURN	\$ 196.63	300.59	112.03
7	DIRECT COSTS			
8	FERTILIZER	21.16	22.51	19.40
9	CHEMICALS	13.64	13.76	14.75
10	SEED	15.48	15.90	15.28
10A	CROP DRYING			
10B	OTHER CASH EXPENSE	1.73	1.40	2.49
11	SPECIAL HIRED LABOR	.51	.70	.11
12	CUSTOM WORK HIRED	4.52	1.81	8.38
13	IRRIGATION COSTS			
14	TOTAL DIRECT COSTS	\$ 57.04	56.08	60.41
15	RETURN OVER DIRECT COSTS (6-14)	139.59	244.51	51.62
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH.(ownership)	27.91	34.16	21.52
18	FARM POWER & MACH.(operation)	31.07	31.22	30.34
19	IRRIGATION EQUIP. (ownership)			
20	LAND COSTS	41.17	43.31	37.93
21	MISCELLANEOUS COSTS	.31	.18	.15
22	*INTEREST ON MACH-EQUIP.INVEST.	7.85	9.62	5.85
23	TOTAL ALLOCATED COSTS	\$ 108.31	118.49	95.79
24	RET.OVER ALL LISTED COSTS (6-23)	31.28	126.02	-44.17
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.60	.60	.60
27	POWER COST ALLOCATION FACTOR	.98	1.00	.95
28	TOTAL LISTED COST/UNIT OF PROD.	12.64	8.70	20.55
29	RETURN OVER LISTED COST/UNIT	2.52	6.75	-6.06
30	BREAKEVEN YIELD/UNIT OF PROD.	11.18	11.73	10.91
30A	EST. TOTAL MACHINE COST/ACRE	69.84	76.21	63.30
31	TOTAL LISTED COSTS / ACRE (14+23)	165.35	174.87	156.20
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES	\$ 213.36	182.67	182.85
33A	BLDG.,FENCES, TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
39	AVE. PRICE REC. / UNIT SOLD	\$		
40	QUANTITY SOLD (operators share)			

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR IRRIGATED CORN

		AVERAGE OF 29 FARMS	14 HI RETURN FARMS	14 LOW RETURN FARMS
1	ACRES	76.0	76.2	75.1
2	YIELD PER ACRE	127.1	151.6	101.7
3	VALUE PER PRODUCTION UNIT	1.70	1.70	1.70
4	CROP PRODUCT RETURN	\$ 216.04	257.70	172.88
5	OTHER CROP INCOME	1.70	1.27	1.81
6	TOTAL CROP RETURN	\$ 217.74	258.97	174.69
7	DIRECT COSTS			
8	FERTILIZER	42.06	48.86	36.56
9	CHEMICALS	18.32	17.36	19.29
10	SEED	18.87	21.06	16.30
10A	CROP DRYING	13.79	13.17	14.34
10B	OTHER CASH EXPENSE	3.08	4.35	2.09
11	SPECIAL HIRED LABOR	.13		.28
12	CUSTOM WORK HIRED	12.31	4.29	19.85
13	IRR. OPER. (COST/ACRE IN. 4.23)	8.45	9.01	8.38
14	TOTAL DIRECT COSTS	\$ 117.01	118.10	117.09
15	RETURN OVER DIRECT COSTS (6-14)	100.73	140.87	57.60
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	26.46	33.12	18.16
18	FARM POWER & MACH. (operation)	26.29	29.40	22.56
19	IRR.EQ. (own.) (c/acre in. 15.12)	30.24	29.12	31.17
20	LAND COSTS	36.28	37.07	35.00
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH-EQUIP. INVEST.	7.34	8.53	5.56
23	TOTAL ALLOCATED COSTS	\$ 126.61	137.24	112.45
24	RET. OVER ALL LISTED COSTS (6-23)	-25.88	3.63	-54.85
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.65	.65	.65
27	POWER COST ALLOCATION FACTOR	.93	.94	.92
28	TOTAL LISTED COST/UNIT OF PROD.	1.91	1.66	2.26
29	RETURN OVER LISTED COST/UNIT	-.89	.02	-.54
30	BREAKEVEN YIELD/UNIT OF PROD.	148.55	150.20	132.02
30A	EST. TOTAL MACHINE COST/ACRE	68.30	73.91	59.52
31	TOTAL LISTED COSTS / ACRE (14+23)	243.62	255.34	229.54
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES \$	597.59	522.23	586.12
33A	BLDG., FENCES, TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
37	TOTAL AC IN WATER APPLIED	2	1	2
38	COST OF IRRIGATION	38.69	38.13	39.55
39	AVE. PRICE REC. / UNIT SOLD \$	1.95	2.18	1.72
40	QUANTITY SOLD (operators share)	3588.5	3599.3	3834.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR SOYBEANS-IRRIGATED

		AVERAGE OF 12 FARMS
1	ACRES	56.9
2	YIELD PER ACRE	38.1
3	VALUE PER PRODUCTION UNIT	4.48
4	CROP PRODUCT RETURN	\$ 170.54
5	OTHER CROP INCOME	
6	TOTAL CROP RETURN	\$ 170.54
7	DIRECT COSTS	
8	FERTILIZER	8.93
9	CHEMICALS	15.82
10	SEED	11.46
10A	CROP DRYING	.37
10B	OTHER CASH EXPENSE	4.82
11	SPECIAL HIRED LABOR	.23
12	CUSTOM WORK HIRED	10.11
13	IRRIGATION COSTS	COST/ACRE IN. 2.22 4.43
14	TOTAL DIRECT COSTS	\$ 56.17
15	RETURN OVER DIRECT COSTS (6-14)	114.37
16	ALLOCATED COSTS (direct + fixed)	
17	FARM POWER & MACH.(ownership)	19.35
18	FARM POWER & MACH.(operation)	14.02
19	IRRI.EQUIP.OWNERSHIP (COST/ACRE OWN.18.10	36.20
20	LAND COSTS	47.42
21	MISCELLANEOUS COSTS	
22	*INTEREST ON MACH-EQUIP.INVEST.	4.79
23	TOTAL ALLOCATED COSTS	\$ 121.78
24	RET.OVER ALL LISTED COSTS (6-23)	-7.41
25	SUPPLEMENTARY MANAGEMENT INFORMATION	
26	WORK UNITS ASSIGNED PER ACRE	.55
27	POWER COST ALLOCATION FACTOR	1.00
28	TOTAL LISTED COST/UNIT OF PROD.	4.67
29	RETURN OVER LISTED COST/UNIT	-.19
30	BREAK EVEN YIELD/UNIT OF PROD.	39.72
30A	EST. TOTAL MACHINE COST/ACRE	44.90
31	TOTAL LISTED COSTS / ACRE (14+23)	177.95
32	OTHER POSSIBLE COSTS NOT LISTED	
33	UTILITIES-OTHER GEN. EXPENSES \$	342.67
33A	BLDG.,FENCES, TILING COSTS	
34	INTEREST ALLOCATION	
35	OTHER COSTS NOT LISTED	
36	TOTAL COSTS	\$
37	TOTAL ACRE INCHES OF WATER APPLIED	2
38	COST OF IRRIGATION	40.63
39	AVE. PRICE REC. / UNIT SOLD	\$ 4.90
40	QUANTITY SOLD (operators share)	2080.6

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES
13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR ALFALFA HAY-IRRIGATED

		AVERAGE OF 13 FARMS	6 HI RETURN FARMS	6 LOW RETURN FARMS
1	ACRES	51.4	55.5	51.6
2	YIELD PER ACRE	3.7	4.1	3.2
3	VALUE PER PRODUCTION UNIT	60.00	60.00	60.00
4	CROP PRODUCT RETURN	\$ 219.46	243.24	194.19
5	OTHER CROP INCOME	2.22	2.00	2.66
6	TOTAL CROP RETURN	\$ 221.68	245.24	196.85
7	DIRECT COSTS			
8	FERTILIZER	13.89	10.34	18.86
9	CHEMICALS	.21		.48
10	SEED	9.94	11.84	7.38
10A	CROP DRYING			
10B	OTHER CASH EXPENSE	4.16	4.13	4.57
11	SPECIAL HIRED LABOR	.82		1.76
12	CUSTOM WORK HIRED	3.44	1.42	5.89
13	IRR. OPER. (COST/PER ACRE IN.	4.30 4.30	3.48	5.54
14	TOTAL DIRECT COSTS	\$ 36.76	31.21	44.48
15	RETURN OVER DIRECT COSTS (6-14)	184.92	214.03	152.37
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	31.05	32.33	29.35
18	FARM POWER & MACH. (operation)	36.63	42.75	30.02
19	IRR. EQUIP. OWN. (COST/PER A.	16.73 16.73	16.59	16.32
20	LAND COSTS	38.92	34.67	41.33
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH-EQUIP. INVEST.	8.22	7.51	9.00
23	TOTAL ALLOCATED COSTS	\$ 131.85	133.85	126.02
24	RET. OVER ALL LISTED COSTS (6-23)	53.37	80.18	26.35
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.80	.80	.80
27	POWER COST ALLOCATION FACTOR	.98	1.02	.93
28	TOTAL LISTED COST/UNIT OF PROD.	46.02	40.71	52.68
29	RETURN OVER LISTED COST/UNIT	14.59	19.78	8.14
30	BREAKEVEN YIELD/UNIT OF PROD.	2.81	2.75	2.84
30A	EST. TOTAL MACHINE COST/ACRE	78.19	83.54	72.30
31	TOTAL LISTED COSTS / ACRE (14+23)	188.31	165.06	170.50
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES	\$483.23	462.95	479.43
33A	BLDG., FENCES, TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
37	TOTAL ACRE IN. OF WATER APPLIED	1	1	2
38	COST OF IRR.	21.03	20.07	21.86
39	AVE. PRICE REC./ UNIT SOLD	\$ 52.48	57.42	49.53
40	QUANTITY SOLD (operators share)	12.9	10.9	17.0

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES 13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

TABLE 10 - CROP DATA FOR IRRIGATED CORN SILAGE

		AVERAGE OF 16 FARMS	8 HI RETURN FARMS	8 LOW RETURN FARMS
1	ACRES	26.3	30.5	22.2
2	YIELD PER ACRE	16.8	18.9	13.7
3	VALUE PER PRODUCTION UNIT	14.81	14.63	15.00
4	CROP PRODUCT RETURN	\$ 248.33	276.79	205.41
5	OTHER CROP INCOME			
6	TOTAL CROP RETURN	\$ 248.33	276.79	205.41
7	DIRECT COSTS			
8	FERTILIZER	32.21	36.59	26.08
9	CHEMICALS	13.50	13.21	13.87
10	SEED	18.67	20.92	15.50
10A	CROP DRYING	.15		.36
10B	OTHER CASH EXPENSE	1.41	.62	2.52
11	SPECIAL HIRED LABOR	.19		.45
12	CUSTOM WORK HIRED	5.10	1.67	9.73
13	IRR. COST (COST/ACRE IN. 2.97)	5.93	7.67	3.47
14	TOTAL DIRECT COSTS	\$ 77.16	80.68	71.98
15	RETURN OVER DIRECT COSTS (6-14)	171.17	195.81	133.43
16	ALLOCATED COSTS (direct + fixed)			
17	FARM POWER & MACH. (ownership)	36.17	43.35	26.16
18	FARM POWER & MACH. (operation)	37.60	39.60	34.69
19	IRR.EQ. (COST/ACRE IN. 15.78)	31.56	30.30	33.20
20	LAND COSTS	34.56	34.38	34.75
21	MISCELLANEOUS COSTS			
22	*INTEREST ON MACH-EQUIP. INVEST.	8.80	9.79	7.40
23	TOTAL ALLOCATED COSTS	\$ 148.69	157.42	136.20
24	RET.OVER ALL LISTED COSTS (6-23)	22.48	38.39	-2.77
25	SUPPLEMENTARY MANAGEMENT INFORMATION			
26	WORK UNITS ASSIGNED PER ACRE	.80	.80	.80
27	POWER COST ALLOCATION FACTOR	.99	1.00	.98
28	TOTAL LISTED COST/UNIT OF PROD.	13.47	12.59	15.20
29	RETURN OVER LISTED COST/UNIT	1.52	2.62	-.20
30	BREAKEVEN YIELD/UNIT OF PROD.	15.25	16.27	13.88
30A	EST. TOTAL MACHINE COST/ACRE	85.97	93.85	74.74
31	TOTAL LISTED COSTS / ACRE (14+23)	225.85	238.10	208.18
32	OTHER POSSIBLE COSTS NOT LISTED			
33	UTILITIES-OTHER GEN. EXPENSES	\$ 249.96	240.45	228.48
33A	BLDG., FENCES, TILING COSTS			
34	INTEREST ALLOCATION			
35	OTHER COSTS NOT LISTED			
36	TOTAL COSTS	\$		
37	TOTAL AC INCH WATER APP.	2	1	2
38	COST OF IRRIGATION	37.49	37.97	36.67
39	AVE. PRICE REC. / UNIT SOLD	\$		
40	QUANTITY SOLD (operators share)			

* DOES NOT INCLUDE INTEREST ON INVESTMENT IN IRRIGATION EQUIPMENT LINES
13-17 AND 18 THROUGH 23 WERE ALLOCATED TO THIS CROP BY FORMULA.

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES + EXPLANATION

Productive livestock enterprises are an important part of the farm business in most farms involved in this report. Tables 11 through 17 pertain to the major livestock enterprises.

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

Other cash item costs that are relatively easy to identify and classify in the record book, are listed in each of the tables as other direct costs to the livestock enterprises. The return over feed and supplemental costs therefore, is not a net return, but rather the amount of dollars available after paying for feed and cost items listed in each livestock table. This return can be used to cover outlay costs of buildings, machinery, equipment, labor, insurance, and other fixed costs.

In calculating the total return for the enterprise, the inventory change, purchase and sale of livestock, value of animals butchered, products sold, and products used in the home are considered in order to arrive as the total income or return for the enterprise. The total is divided by the net quantity produced, or the number of head, to arrive as a per-unit figure for comparison.

The items listed as, supplementary management information, provide further clues to the reasons for high, low, or average livestock enterprise returns.

All costs and returns for livestock enterprises are computed as return per head or hundred weight produced.

PRICES USED IN THIS REPORT FOR HOME GROWN FEED FED LIVESTOCK

Grains-per bushel

Corn, grain	\$ 2.15
Oats	\$ 1.25

Other Roughages-per ton

Corn silage	\$ 15.00
Legume silage	\$ 30.00
Oatlage	\$ 15.00
Stover stacks	\$ 15.00

Hay-per ton

Alfalfa	\$ 60.00
Mixed hay	\$ 40.00
Grass hay	\$ 25.00

Pasture chgs. per head per month

Dairy cow	\$ 10.00
Young cattle	\$ 4.00
Sheep	\$ 1.50

TABLE 11A - HOGS, MIXED SYSTEMS-1986

			<u>AVERAGE</u> <u>6 FARMS</u>
1	POUNDS HOGS PRODUCED		28816
			<u>PER CWT</u>
2	NET VALUE PRODUCED-HOGS	\$	56.52
3	OTHER MISC. HOG INCOME	\$	
4	TOTAL VALUE PRODUCED	\$	56.52
5	POUNDS OF FEED FED;		
6	CORN		318.5
7	SMALL GRAIN		35.1
8	COMPLETE FEED		146.3
9	PROT., SALT, MIN. & MILK		88.4
10	TOTAL CONCENTRATES		588.3
11	FORAGES		
12	FEED COSTS;		
13	GRAINS		13.18
14	COMPLETE FEED		1.45
15	PROT., SALT, MIN. & MILK		14.24
16	FORAGES		
17	PASTURE		
18	TOTAL FEED COSTS	\$	28.87
19	RETURN OVER FEED COSTS	\$	27.65
20	OTHER DIRECT COSTS;		
21	MISC. LIVESTOCK EXPENSE		1.41
22	VETERINARY EXPENSE		.62
23	CUSTOM WORK(truck etc.)		.56
24	SPECIAL HIRED LABOR		
25	TOTAL OTHER DIRECT COST\$		2.59
26	RETURN OVER FEED/OTHER COSTS \$		25.06
27	ALLOCATED COSTS;		
28	POWER-MACH COST (PCAF)		3.06
29	LVSTK EQUIP COST (ECAF)		3.91
30	BLDGS-FENCE (BCAF)		5.24
31	TOTAL ALLOCATED COSTS	\$	12.21
32	RETURN OVER ALL LISTED COSTS \$		12.85
33	SUPPLEMENTARY MANAGEMENT INFORMATION;		
34	RETURN OVER \$ 100 FEED FED	\$	195.77
35	PRICE REC. / CWT. ALL ANIMALS	\$	54.91
36	PRICE REC. / CWT. MKT ANIMALS	\$	57.39
37	NUMBER LITTERS FARROWED		19
37A	LITTERS / BEARING FEMALE/YEAR		1.2
38	NUMBER PIGS BORN/LITTER		10.4
39	NUMBER PIGS WEANED/LITTER		7.5
39A	NUMBER PIGS PRODUCED/LITTER		7.5
40	PERCENT DEATH LOSS		15.7
41	AVE WEIGHT ALL HOGS SOLD		159.7
42	AVE WEIGHT-MKT ANIMALS SOLD		211.5
43	PRICE PER CWT CONC. FED	\$	4.91
44	PRICE / CWT. PROT. SALT, MIN.	\$	16.11
45	POUNDS OF PORK PURCHASED		1924
46	TOTAL LISTED COSTS PER CWT. PORK PRODUCED		43.67
47	UTILITIES & OTHER GENERAL FARM EXPENSE		353.64

TABLE 11A - HOGS, FARROW TO FINISH - 1986

		AVERAGE 50 FARMS	10 HIGH FARMS	10 LOW FARMS
1	POUNDS HOGS PRODUCED	127999	131488	71102
2	NET VALUE PRODUCED-HOGS	PER CWT \$ 53.62	PER CWT 62.43	PER CWT 46.75
3	OTHER MISC. HOG INCOME	\$		
4	TOTAL VALUE PRODUCED	\$ 53.62	62.43	46.75
5	POUNDS OF FEED FED;			
6	CORN	286.7	277.1	340.7
7	SMALL GRAIN	14.5	18.4	27.1
8	COMPLETE FEED	41.1	32.4	11.7
9	PROT., SALT, MIN. & MILK	84.0	64.4	88.1
10	TOTAL CONCENTRATES	426.3	392.3	467.6
11	FORAGES	.9	3.8	
12	FEED COSTS;			
13	GRAINS	10.86	10.37	12.86
14	COMPLETE FEED	3.33	2.39	1.96
15	PROT., SALT, MIN. & MILK	11.49	9.18	13.18
16	FORAGES	.03	.10	
17	PASTURE	.01		
18	TOTAL FEED COSTS	\$ 25.72	22.04	28.00
19	RETURN OVER FEED COSTS	\$ 27.90	40.39	18.75
20	OTHER DIRECT COSTS;			
21	MISC. LIVESTOCK EXPENSE	1.23	.89	1.61
22	VETERINARY EXPENSE	.65	.67	.73
23	CUSTOM WORK(truck etc.)	.45	.10	.06
24	SPECIAL HIRED LABOR	.14	.48	
25	TOTAL OTHER DIRECT COST\$	2.47	2.14	2.40
26	RETURN OVER FEED/OTHER COSTS \$	25.43	38.25	16.35
27	ALLOCATED COSTS;			
28	POWER-MACH COST (PCAF)	1.05	1.28	1.39
29	LVSTK EQUIP COST (ECAF)	1.88	1.83	2.57
30	BLDGS-FENCE (BCAF)	2.09	1.80	3.72
31	TOTAL ALLOCATED COSTS	\$ 5.02	4.91	7.68
32	RETURN OVER ALL LISTED COSTS \$	20.41	33.34	8.67
33	SUPPLEMENTARY MANAGEMENT INFORMATION;			
34	RETURN OVER \$ 100 FEED FED	\$ 208.25	283.25	166.95
35	PRICE REC. / CWT. ALL ANIMALS	\$ 52.11	59.90	49.52
36	PRICE REC. / CWT. MKT ANIMALS	\$ 50.60	52.01	49.30
37	NUMBER LITTERS FARROWED	83	114	45
37A	LITTERS / BEARING FEMALE/YEAR	1.5	1.5	1.4
38	NUMBER PIGS BORN/LITTER	9.5	9.7	8.9
39	NUMBER PIGS WEANED/LITTER	7.8	7.9	7.0
39A	NUMBER PIGS PRODUCED/LITTER	7.7	7.8	7.0
40	PERCENT DEATH LOSS	12.3	14.5	13.3
41	AVE WEIGHT ALL HOGS SOLD	193.5	141.5	214.1
42	AVE WEIGHT-MKT ANIMALS SOLD	214.9	201.4	219.8
43	PRICE PER CWT CONC. FED	\$ 6.02	5.59	5.99
44	PRICE / CWT. PROT. SALT, MIN.	\$ 13.65	14.25	14.70
45	POUNDS OF PORK PURCHASED	2551	1138	2932
46	TOT.LIST.COSTS/CWT. PROD.	33.21	29.09	38.08
47	UTILITIES & OTHER GEN.EXP.	1566.77	1488.67	924.91
48	INTEREST ALLOCATION			

TABLE 11B - HOGS, FINISHING ENTERPRISE - 1986

		AVERAGE 62 FARMS	HIGH 12 FARMS	LOW 12 FARMS
1.	AVERAGE NUMBER PIGS ON HAND	216.8	101.7	153.6
2	POUNDS HOGS PRODUCED			
		PER CWT	PER CWT	PER CWT
3	NET VALUE PRODUCED-HOGS	\$ 38.95	44.54	37.59
4	OTHER MISC. HOG INCOME	\$		
5	TOTAL VALUE PRODUCED	\$ 38.95	44.54	37.59
6	POUNDS OF FEED FED;			
7	CORN	270.1	273.5	307.5
8	SMALL GRAIN	15.1	17.9	31.9
9	COMPLETE FEED	34.3	7.4	39.7
10	PROT.,SALT, MIN. & MILK	62.2	58.4	68.4
11	TOTAL CONCENTRATES	381.7	357.2	447.5
12	FORAGES			
13	FEED COSTS;			
14	GRAINS	10.43	11.02	12.43
15	COMPLETE FEED	2.41	2.51	2.98
16	PROT.,SALT, MIN. & MILK	8.43	5.46	11.65
17	FORAGES			
18	PASTURE			
19	TOTAL FEED COSTS	\$ 21.27	18.99	27.07
20	RETURN OVER FEED COSTS	\$ 17.68	25.55	10.52
21	OTHER DIRECT COSTS;			
22	MISC. LIVESTOCK EXPENSE	.85	.86	.44
23	VETERINARY EXPENSE	.51	.15	.55
24	CUSTOM WORK(truck etc.)	.67	.40	.92
25	SPECIAL HIRED LABOR	.07	.03	.26
26	TOTAL OTHER DIRECT COST	\$ 2.10	1.44	2.17
27	RETURN OVER FEED/OTHER COSTS	\$ 15.58	24.11	8.35
28	ALLOCATED COSTS;			
29	POWER-MACH COST (PCAF)	1.03	.94	1.67
30	LVSTK EQUIP COST (ECAF)	1.54	1.26	2.01
31	BLDGS-FENCE (BCAF)	1.46	1.36	2.15
32	TOTAL ALLOCATED COSTS	\$ 4.03	3.56	5.83
33	RETURN OVER ALL LISTED COSTS	\$ 11.55	20.55	2.52
34	SUPPLEMENTARY MANAGEMENT INFORMATION;			
35	RETURN OVER \$ 100 FEED FED	\$ 183.13	234.54	138.67
36	PRICE REC. PER CWT SOLD	\$ 50.22	51.27	48.76
37	AVERAGE WEIGHT-HOGS SOLD	\$ 231.0	232.1	230.9
38	AVE. PRICE PAID/PIG BOUGHT	\$ 50.69	44.09	49.60
39	AVE. WEIGHT PER PIG BOUGHT	50.0	49.8	45.2
40	NUMBER PIGS PURCHASED	319	155	214
41	NO. PIGS TRANS. IN	238	162	185
42	AVE. WEIGHT-PIGS TRANS. IN	45.3	49.0	38.7
42	POUNDS PORK PURCHASED	15935	7720	9682
43	PERCENT DEATH LOSS	2.7	1.2	3.0
44	PRICE PAID/ CWT. CONCENTRATE	\$ 5.57	4.76	6.05
45	PRICE PAID/ CWT. PROT.MIN,SALT	\$ 13.54	9.35	17.05
46	EFFECTIVE DAILY GAIN-LB./DAY/PIG	1.28	1.48	1.29
47	TOTAL LISTED COST/CWT PRODUCED	\$ 27.40	21.99	35.07
48	UTILITIES-OTHER GEN. FARM EXP	\$ 647.23	251.38	485.09

TABLE 11C - HOGS, WEANING PIG PRODUCTION - 1986

		AVERAGE 40 FARMS	13 HIGH FARMS	13 LOW FARMS
1	NUMBER OF LITTERS FARROWED	123	119	106
		PER LITTER	PER LITTER	PER LITTER
2	NET VALUE PRODUCED-HOGS	\$ 399.63	449.71	335.13
3	OTHER MISC. HOG INCOME	\$		
4	TOTAL VALUE PRODUCED	\$ 399.63	449.71	335.13
5	POUNDS OF FEED FED;			
6	CORN	1332.4	1266.7	1401.1
7	SMALL GRAIN	170.1	85.9	113.0
8	COMPLETE FEED	403.3	297.5	554.3
9	PROT., SALT, MIN. & MILK	470.8	401.8	495.0
10	TOTAL CONCENTRATES	2376.6	2051.9	2563.4
11	FORAGES	7.2	7.9	2.2
12	FEED COSTS;			
13	GRAINS	56.53	50.50	57.11
14	COMPLETE FEED	32.50	25.39	49.85
15	PROT., SALT, MIN. & MILK	82.64	75.71	83.96
16	FORAGES	.23	.24	.08
17	PASTURE			
18	TOTAL FEED COSTS	\$ 171.90	151.84	191.00
19	RETURN OVER FEED COSTS	\$ 227.73	297.87	144.13
20	OTHER DIRECT COSTS;			
21	MISC. LIVESTOCK EXPENSE	12.84	14.82	10.32
22	VETERINARY EXPENSE	12.34	10.08	11.63
23	CUSTOM WORK(truck etc.)	2.71	3.69	2.75
24	SPECIAL HIRED LABOR	.72	1.45	
25	TOTAL OTHER DIRECT COST	\$ 28.61	30.04	24.70
26	RETURN OVER FEED/OTHER COSTS	\$ 199.12	267.83	119.43
27	ALLOCATED COSTS;			
28	POWER-MACH COST (PCAF)	13.06	14.19	11.80
29	LVSTK EQUIP COST (ECAF)	15.93	17.66	19.41
30	BLDGS-FENCE (BCAF)	16.23	23.64	16.53
31	TOTAL ALLOCATED COSTS	\$ 45.22	55.49	47.74
32	RETURN OVER ALL LISTED COSTS	\$ 153.90	212.34	71.69
33	SUPPLEMENTARY MANAGEMENT INFORMATION;			
34	RETURN OVER \$ 100 FEED FED	\$ 232.47	296.18	175.46
35	PRICE REC. / ANIMAL SOLD	\$ 54.35	54.43	58.28
36	AVE.PRICE REC./PIG SOLD-TRANS	\$ 47.54	47.14	45.59
37	AVE. WEIGHT/PIG SOLD-TRANS.	51.7	49.2	50.8
38	NUMBER PIGS PRODUCED	972	1005	764
39	NUMBER PIGS BORN/LITTER	10.0	10.3	9.8
40	NO. PIGS WEANED/LITTER	8.0	8.5	7.3
40A	LITTERS/BEARING FEMALE/YEAR	1.4	1.4	1.6
40B	PIGS PRODUCED/SOW/YEAR	11.1	11.8	11.5
41	PERCENT DEATH LOSS	16.5	14.6	20.2
42	PRICE PER CWT CONC. FED	\$ 7.22	7.39	7.45
43	PRICE / CWT. PROT. SALT, MIN.	\$ 17.55	18.84	16.96
44	FEED & SUPP. COST/PIG PRODUCED	\$ 25.37	21.54	29.93
45	TOTAL LISTED COST PER LITTER	\$ 245.73	237.37	263.44
46	UTILITIES-OTHER GEN FARM EXP.	\$ 1971.80	1327.07	2072.66
47	INTEREST ALLOCATION			

TABLE 12 - DAIRY COWS , 1986

	AVERAGE 239 <u>FARMS</u>	HIGH 46 <u>FARMS</u>	LOW 46 <u>FARMS</u>
1 AVERAGE NUMBER OF COWS	48.4	52.8	39.3
	<u>PER COW</u>	<u>PER COW</u>	<u>PER COW</u>
2 POUNDS OF MILK	14961	17940	11165
3 POUNDS OF BUTTERFAT	540.9	651.1	421.4
4 % BUTTERFAT IN MILK	3.6	3.6	3.8
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	1733.16	2096.95	1271.35
7 DAIRY PROD. USED IN HOUSE	7.29	9.60	7.38
8 MILK FED LIVESTOCK	12.38	15.64	9.82
9 NET CHANGE/VALUE OF COWS	-120.54	-99.41	-137.28
10 OTHER MISCELLANEOUS INCOME			
11 TOTAL VALUE PRODUCED \$	1632.62	2022.78	1151.27
12 POUNDS FEED FED / COW;			
13 CORN	4969.0	5239.0	4141.0
14 SMALL GRAIN	576.1	555.4	612.3
15 COMPLETE FEED	242.3	190.4	1098.0
16 PROT. SALT-MINERAL	2044.2	1695.2	1098.0
17 TOTAL CONCENTRATES	8831.6	7680.0	6055.5
18 LEGUME HAY	6390.6	6531.0	6451.8
19 OTHER HAY & DRY ROUGHAGE	82.9	167.3	92.9
20 SILAGE	10402.6	9074.8	12894.1
20A HAYLAGE	1509.3	1368.2	1596.4
21 FEED COSTS / COW;			
22 GRAINS	206.67	216.91	174.55
23 COMPLETE FEED	12.75	17.01	7.89
24 PRO. SALT-MIN. (per cwt.)	187.40	242.67	152.62
25 ALL HAY & DRY ROUGHAGE	217.33	217.77	216.67
26 SILAGE	82.60	70.80	102.06
27 PASTURE	2.50	1.57	5.70
28 TOTAL FEED COSTS \$	709.25	766.73	659.49
29 RETURN OVER FEED COSTS \$	923.37	1256.05	491.78
30 OTHER DIRECT COSTS;			
31 MISC. LIVESTOCK EXPENSE	130.64	147.10	90.03
32 VETERINARY EXPENSE	35.38	44.96	24.86
33 CUSTOM WORK HIRED	57.48	60.09	39.85
34 SPECIAL HIRED LABOR	6.05	5.95	.10
35 TOTAL OTHER DIRECT COSTS \$	229.75	258.10	154.84
36 RET.OVER FEED-OTHER COSTS \$	693.62	997.95	336.94
37 ALLOCATED COSTS;			
38 POWER, MACH. COSTS (PCAF)	64.63	73.27	54.05
39 LIVESTOCK EQUIPMENT (ECAF)	67.54	81.26	56.57
40 BLDG., FENCE COSTS (BCAF)	79.11	120.03	62.58
41 TOTAL ALLOCATED COSTS \$	211.28	274.56	173.20
42 RET.OVER ALL LISTED COST \$	482.34	723.39	163.74
43 <u>SUPPLEMENTARY MGMNT INFORMATION</u>			
44 RET.OVER \$ 100 FEED FED \$	230.19	263.62	174.57
45 FEED COST/CWT. OF MILK \$	4.74	4.28	5.90
46 FEED COST/LB. B. FAT \$	1.31	1.18	1.56
47 LBS. MILK/POUND CONC. FED\$	1.69	2.34	1.84
48 AVE. PRICE/CWT MILK SOLD \$	11.71	11.82	11.54
49 AVE. PRICE/LB. B. FAT \$	3.24	3.26	3.06
50 TOTAL LISTED COST/CWT MILK \$	7.69	7.24	8.84
51 DAIRY COW TURNOVER %	37.2	41.7	38.2
52 TOT.LISTED COSTS PER COW \$	1150.28	1299.39	987.53
53 UTILITIES & GEN.FARM EXP.\$	4125.84	4261.52	3076.79
54 INTEREST ALLOCATION			

TABLE 13 - OTHER DAIRY CATTLE, COMMERCIAL REPLACEMENT - 1986

	AVERAGE 239 <u>FARMS</u>	46 HIGH <u>FARMS</u>	46 LOW <u>FARMS</u>
1 NUMBER OF HEAD	61.5	56.4	48.5
	<u>PER HEAD</u>	<u>PER HEAD</u>	<u>PER HEAD</u>
2 NET VALUE PRODUCED	271.84	379.52	217.69
3 OTHER MISC. INCOME	\$		
4 TOTAL INCOME	\$ 271.84	379.52	217.69
5 POUNDS OF FEED FED;			
6 CORN	1048.1	665.5	977.7
7 SMALL GRAIN	222.1	289.2	226.5
8 COMPLETE FEED	73.8	21.5	127.1
9 PRO. SALT-MINERAL	383.1	1184.9	200.6
10 HAY & DRY ROUGHAGE	2148.6	1880.4	2753.5
11 SILAGE	6930.2	5150.3	9862.4
11A HAYLAGE	220.2	79.8	505.2
12 MILK	82.0	94.2	94.8
13 FEED COSTS;			
14 GRAINS	47.22	34.63	46.54
15 COMPLETE FEED	3.76	3.24	5.53
16 PRO. SALT-MINERAL	32.63	29.41	33.03
17 HAY/HAYLAGE/DRY ROUGHAGE	63.89	55.27	85.36
18 SILAGE	53.98	40.32	74.47
19 MILK	9.58	10.53	11.79
20 PASTURE	2.89	3.51	1.44
21 TOTAL FEED COSTS	\$ 213.95	176.91	258.16
22 RETURN OVER FEED COSTS	\$ 57.89	202.61	-40.47
23 OTHER DIRECT COSTS;			
24 MISC. LIVESTOCK EXPENSE	9.64	11.56	9.07
25 VETERINARY EXPENSE	4.02	4.45	3.48
26 CUSTOM WORK HIRED	3.46	1.68	2.64
27 SPECIAL HIRED LABOR	.91	1.42	
28 TOTAL OTHER DIR. COSTS	\$ 18.03	19.11	15.17
29 RET.OVER FEED/OTHER COSTS	\$ 39.86	183.50	-55.64
30 ALLOCATED COSTS;			
31 POWER-MACH, COSTS (PCAF)	10.76	10.50	10.84
32 LVSTK., EQUIP COSTS (ECAF)	11.57	12.64	10.28
33 BLDG., FENCE COST (BCAF)	13.56	12.97	11.54
34 TOTAL ALLOCATED COSTS	\$ 35.98	36.11	32.66
35 RET.OVER ALL LISTED COSTS	\$ 3.97	147.39	-88.30
36 <u>SUPPLEMENTARY MGMN'T. INFORMATION</u>			
37 RETURN FOR \$ 100 FEED FED \$	127.06	214.52	84.49
38 PERCENT DEATH LOSS TOTAL	7.6	6.3	10.3
39 PERCENT CALF LOSS	16.0	13.5	21.4
40 TOTAL LISTED COSTS/HEAD \$	267.87	232.13	305.99
41 UTIL-OTHER GEN FARM EXP. \$	903.58	663.96	784.89
42 INTEREST ALLOCATION			

TABLE 14 - ALL DAIRY AND REPLACEMENTS - 1986

		AVERAGE 239 <u>FARMS</u>	46 HIGH <u>FARMS</u>	46 LOW <u>FARMS</u>
1	AVERAGE NUMBER OF COWS	48.1	52.1	41.0
		<u>PER COW</u>	<u>AND REPLACEMENT</u>	
2	VALUE OF DAIRY PRODUCTS	\$ 1750.25	2077.93	1334.17
3	NET VALUE PRODUCED	\$ 216.88	329.21	65.49
4	MISC. DAIRY INCOME	\$ 20.58	93.15	.02
5	TOTAL VALUE PRODUCED	\$ 1987.71	2500.29	1399.68
6	POUNDS OF FEED FED;			
7	GRAINS	7159.0	7694.1	6270.6
8	COMPLETE FEED	305.5	135.8	340.2
9	PRO. SALT-MINERAL	2516.2	5819.4	1290.0
10	HAY & DRY ROUGHAGE	9182.0	9664.6	9843.6
11	SILAGE	19353.9	20497.0	20934.2
11A	HAYLAGE	1780.6	1005.7	237.8
12	FEED COSTS;			
13	GRAINS	266.26	283.84	231.88
14	COMPLETE FEED	17.17	6.70	14.93
15	PRO. SALT-MINERAL	240.71	299.31	190.54
16	HAY/HAYLAGE/DRY ROUGHAGE	297.75	296.60	293.83
17	SILAGE	153.14	163.90	165.24
18	PASTURE	6.36	5.26	10.07
19	TOTAL FEED COSTS	\$ 981.39	1055.61	906.49
20	RETURN OVER FEED COSTS	\$ 1006.32	1444.68	493.19
21	OTHER DIRECT COSTS;			
22	MISC. LIVESTOCK EXPENSE	142.97	174.03	101.24
23	VETERINARY EXPENSE	40.71	53.42	24.51
24	CUSTOM WORK HIRED	62.10	62.23	42.63
25	SPECIAL HIRED LABOR	7.03	18.31	1.71
26	TOTAL OTHER DIR. COSTS	\$ 252.81	307.99	170.09
27	RET.OVER FEED/OTHER DIR COSTS	\$ 753.51	1136.69	323.10
28	ALLOCATED COSTS;			
29	POWER-MACH, COSTS (PCAF)	78.23	85.29	69.38
30	LVSTK., EQUIP COSTS (ECAF)	83.34	96.18	62.47
31	BLDG., FENCE COST (BCAF)	96.11	134.03	74.44
32	TOTAL ALLOCATED COSTS	\$ 257.74	315.50	206.29
33	RETURN OVER ALL LISTED COSTS	\$ 495.77	821.19	116.81
34	<u>SUPPLEMENTARY MGMN'T. INFORMATION</u>			
35	RETURN FOR \$ 100 FEED FED	\$ 202.54	236.86	154.41
36	TOTAL LISTED COSTS PER COW	\$ 1491.94	1679.10	1282.87
37	UTILITIES-OTHER GEN FARM EXP.	\$ 4998.98	4978.41	3963.81
38	INTEREST ALLOCATION			

TABLE 15A - BEEF BREEDING CATTLE - 1986

	<u>AVERAGE</u> <u>14 FARMS</u>
1 AVERAGE NUMBER OF BEEF COWS	33.9
2 AVE. NO. OTHER BEEF ANIMALS	20.4
3 POUNDS OF BEEF PRODUCED	15323
	<u>PER COW</u>
4 NET VALUE PRODUCED	297.29
5 OTHER MISCELLANEOUS BEEF INCOME	
6 TOTAL VALUE PRODUCED \$	297.29
7 POUNDS OF FEED FED;	
8 GRAINS	222.6
9 PRO. SALT-MINERAL	74.1
10 LEGUME HAY	4123.0
11 OTHER HAY & DRY ROUGHAGE	1551.2
12 SILAGE	2119.7
12A HAYLAGE	98.2
13 FEED COSTS;	
14 GRAINS	9.59
15 PRO. SALT-MINERAL	13.72
16 LEGUME HAY/HAYLAGE	107.70
17 OTHER HAY/DRY ROUGHAGE	18.73
18 SILAGE	17.76
19 PASTURE	13.01
20 TOTAL FEED COSTS \$	180.51
21 RETURN OVER FEED COSTS \$	116.78
22 OTHER DIRECT COSTS;	
23 MISC. LIVESTOCK EXPENSE	18.79
24 VETERINARY EXPENSE	7.99
25 CUSTOM WORK HIRED	2.77
26 SPECIAL HIRED LABOR	
27 TOTAL OTHER DIR. COSTS \$	29.55
28 RET.OVER FEED/OTHER DIR COSTS \$	87.23
29 ALLOCATED COSTS;	
30 POWER-MACH, COSTS (PCAF)	18.33
31 LVSTK., EQUIP COSTS (ECAF)	19.03
32 BLDG., FENCE COST (BCAF)	16.66
33 TOTAL ALLOCATED COSTS \$	54.02
34 RETURN OVER ALL LISTED COSTS \$	33.21
35 <u>SUPPLEMENTARY MGMT'N INFORMATION</u>	
36 RETURN FOR \$ 100 FEED FED \$	164.70
37 PRICE PER CWT. SOLD \$	43.89
38 PRICE/CWT. CALF SOLD-TRANS\$	61.59
39 AVE. WEIGHT/HEAD SOLD	843.9
40 AVE. WGT. CALF SOLD OR TRANS	473.5
41 PERCENT DEATH LOSS	4.7
42 PERCENT CALF CROP	100.0
42A PERCENT CALF DEATH LOSS	8.6
43 TOTAL LISTED COSTS/COW \$	264.08
44 UTILITIES-OTH GEN FARM EXP.	410.86

TABLE 15B - BEEF FEEDER CATTLE FEED LOT - 1986

	AVERAGE 69 FARMS	14 HIGH FARMS	14 LOW FARMS
1 AVERAGE NUMBER BEEF FEEDERS	43.5	51.5	46.4
2 POUNDS OF BEEF PRODUCED	30438	34604	29724
	<u>PER CWT</u>	<u>PER CWT</u>	<u>PER CWT</u>
3 NET VALUE PRODUCED	51.16	61.69	45.52
4 OTHER MISC. BEEF INCOME			
5 TOTAL VALUE PRODUCED \$	51.16	61.69	45.52
6 POUNDS OF FEED FED;			
7 GRAINS	531.1	416.6	656.6
8 PRO. SALT-MINERAL	25.8	18.7	28.7
9 LEGUME HAY	174.8	125.5	303.9
10 OTHER HAY & DRY ROUGHAGE	28.7	9.9	5.3
11 SILAGE	740.5	588.0	986.2
11A HAYLAGE	21.8		12.5
12 FEED COSTS;			
13 GRAINS	19.01	13.26	23.86
14 PRO. SALT-MINERAL	6.43	5.69	7.61
15 LEGUME HAY/HAYLAGE	5.13	3.18	8.64
16 OTHER HAY/DRY ROUGHAGE	.43	.16	.10
17 SILAGE	6.20	4.76	8.41
18 PASTURE	.16	.03	.79
19 TOTAL FEED COSTS \$	37.36	27.08	49.41
20 RETURN OVER FEED COSTS \$	13.80	34.61	-3.89
21 OTHER DIRECT COSTS;			
22 MISC. LIVESTOCK EXPENSE	1.41	.86	2.38
23 VETERINARY EXPENSE	.65	.86	1.06
24 CUSTOM WORK HIRED	1.38	.67	1.15
25 SPECIAL HIRED LABOR			
26 TOTAL OTHER DIR. COSTS \$	3.44	2.39	4.59
27 RET.OVER FEED/OTHER DIR COSTS \$	10.36	32.22	-8.48
28 ALLOCATED COSTS;			
29 POWER-MACH, COSTS (PCAF)	2.70	1.78	2.40
30 LVSTK., EQUIP COSTS (ECAF)	3.69	2.40	3.26
31 BLDG., FENCE COST (BCAF)	3.58	2.32	3.72
32 TOTAL ALLOCATED COSTS \$	9.97	6.50	9.38
33 RETURN OVER ALL LISTED COSTS \$.39	25.72	-17.86
34 SUPPLEMENTARY MGMN'T. INFORMATION			
35 RETURN FOR \$ 100 FEED FED \$	136.93	227.80	92.12
36 PRICE PER CWT. SOLD \$	54.10	58.76	49.89
37 AVE. WGHT./ HEAD SOLD	1068.5	1018.0	960.9
38 PRICE/ CWT. BOUGHT \$	57.93	58.35	66.46
39 AVE. WEIGHT/HEAD BOUGHT	645.7	1177.9	427.0
40 NUMBER HEAD PURCHASED	25	20	42
41 PERCENT DEATH LOSS	2.3	5.6	2.8
42 EFFECTIVE DAILY GAIN/HEAD/DAY	1.92	1.84	1.76
43 TOTAL LISTED COSTS/COW \$	50.77	35.97	67.38
44 UTILITIES-OTH GEN FARM EXP.	454.36	469.16	452.41

TABLE -16A SHEEP, FARM. COMMERCIAL - 1986

AVERAGE OF
FARMS WITH SHEEP

		<u>TOTAL</u>
1	AVERAGE NUMBER OF EWES	94.7
2	POUNDS LAMB & MUTTON PRODUCED	9281
3	POUNDS WOOL PRODUCED	582
		<u>PER EWE</u>
4	VALUE OF PRODUCE	
5	WOOL	4.59
6	NET VALUE PRODUCED	80.06
7	OTHER MISC. INCOME	.64
8	TOTAL VALUE PRODUCED \$	85.29
9	POUNDS OF FEED FED;	
10	GRAIN	349.2
11	PROT., SALT-MINERAL	74.2
12	LEGUME HAY	662.1
13	OTHER HAY/DRY ROUGHAGES	42.2
14	SILAGE	
14A	HAYLAGE	
15	FEED COSTS;	
16	GRAIN	12.99
17	PROT., SALT-MINERAL	8.81
18	LEGUME HAY/HAYLAGE	19.42
19	OTHER HAY/DRY HAY	.63
20	SILAGE	
21	PASTURE	1.05
22	TOTAL FEED COSTS \$	42.90
23	RETURN OVER FEED COSTS \$	42.39
24	OTHER DIRECT COSTS;	
25	MISC. LIVESTOCK EXP.	4.46
26	VETERINARY EXPENSE	2.95
27	CUSTOM WORK	2.52
28	SPECIAL HIRED LABOR	
29	TOTAL OTHER DIRECT COSTS \$	9.93
30	RET. OVER FEED & OTHER DIR. COSTS \$	32.46
31	ALLOCATED COSTS;	
32	POWER & MACH COSTS	5.57
33	LIVESTOCK EQUIP. COSTS	3.61
34	BUILDING - FENCE COSTS	17.78
35	TOTAL ALLOCATED COSTS \$	27.16
36	RETURN OVER ALL LISTED COSTS \$	5.30
37	<u>SUPPLEMENTARY MANAGEMENT INFORMATION</u>	
38	RETURN FOR \$ 100 FEED FED \$	198.82
39	PRICE/CWT. LAMB-MUTTON SOLD \$	74.84
40	PRICE/CWT. LAMB SOLD-TRANS \$	68.64
41	AVE. WEIGHT LAMBS SOLD-TRANS	112.4
42	POUNDS WOOL SHEARED/SHEEP	20.8
43	NO. EWES KEPT FOR LAMBING	75
44	PERCENT LAMB CROP	166.7
45	PERCENT DEATH LOSS	12.1
45A	PERCENT LAMB DEATH LOSS	16.4
46	TOTAL LISTED COSTS/EWE \$	79.99
47	UTILITIES-OTHER GEN. FARM EXPENSE	425.34
48	INTEREST ALLOCATION	

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

<u>ITEM</u>	<u>CALENDAR YEAR</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>
NUMBER OF RECORDS IN AVERAGES		468	403	389	380	423
AVE. LABOR EARNINGS	\$	12508	13626	-1818	6249	10720
TOTAL CASH SALES (OPER)		128431	145961	131469	133758	128088
TOTAL CASH OPER. EXPENSE		80916	73632	107873	104998	108682
RETURN FOR \$ 100 FEED FED;						
DAIRY CATTLE	\$	247	212	217	217	230
FEEDER CATTLE		144	131	124	110	136
HOGS, FINISHING		170	141	130	127	183
MISC LIVESTOCK INFORMATION;						
AVERAGE;						
NO. DAIRY COWS/HERD		47.8	47.8	44.7	45.7	48.4
LBS. FEEDER CATTLE PROD.		15152	31323	42018	45110	30438
LBS. PORK PROD. FINISHING		104800	144233	91138	86652	101410
LBS. B. FAT/COW		516.9	534.6	534.3	527.8	540.9
PRICES RECEIVED PER;						
CWT. MILK SOLD	\$	13.01	12.58	12.48	12.20	11.71
CWT. BEEF FEEDERS		60.35	59.06	62.90	52.29	54.10
CWT. PORK, FINISHING		52.93	47.58	37.70	43.89	50.22
AVE. PRICE OF FEED FED;						
CORN-BUSHEL	\$	2.10	2.85	3.00	2.50	2.10
OATS-BUSHEL		1.60	1.60	1.60	1.50	1.10
ALFALFA HAY/TON		60.00	60.00	60.00	70.00	60.00
CORN SILAGE/TON		16.00	22.00	21.00	19.00	15.00
AVE. YIELDS PER ACRE;						
OATS-BUSHEL		71	62	37	63	40
CORN-BUSHEL		108	73	95	109	105
SOYBEANS-BUSHEL		35	34	33	32	33
CORN SILAGE-TONS		15	10	12	12	13
ALFALFA HAY-TONS		3.8	3.8	3.8	3.2	3.6
WHEAT-BUSHEL		40	37	30	55	35
SUGARBEETS-TONS				17	22	17

HOW AND WHERE THE FARM FAMILY SPENT THEIR MONEY

<u>ITEM</u>	<u>YEAR</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>
OTHER FARMERS FOR LVSTK & CUSTOM WORK		14198	9534	13527	11100	9503
AGRI-BUSINESS FOR, feed, fertilizer, chem., seed, fuel, rep.		53673	49587	54389	53867	50976
FOR EXTRA LABOR		4010	4040	4024	4122	4157
TAXES (real estate)		1686	1673	2071	1969	1545
ELECTRICITY (farm sh.)		2171	2161	2260	2359	2544
TELEPHONE (farm share)		320	332	341	359	359
CASH INTEREST (oper.)		19351	18075	19436	19775	15259
CASH RENT	****		7683	9291	9025	8337
NEW EQUIP PURCHASE		12164	12500	10542	6988	8491
NEW REAL EST. BLDG BOT		14221	11583	7960	3393	5089
HOUSEHOLD (cash exp.)		14717	15548	15690	15363	16200
<u>MISC. FARM EXPENSES</u>		<u>1321</u>	<u>2340</u>	<u>2537</u>	<u>2420</u>	<u>2424</u>
TOTAL EXPENSES	\$	137832	134964	142065	130740	125882

SETTING FARM AND FAMILY GOALS

One of the primary aims of a farm business management education program is to assist farm families 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 family operators and putting down these wants in writing is done in one of the early classes in a farm business management course.

Planning obtainable goals isn't easy. All members of a family may not always agree on which goals are most important. Not all goals are related to the farm business. Some very important goals for a family may be in the area of social, community, church, and educational activities.

Setting up goals in a systematic way lets the family fit the wants and desires of all family members into a plan. There are no right or wrong goals. Remember goals must be set with some degree of flexibility to be an asset to the family.

Below is a suggested form for writing down the family goals for this year and future years. After the family has written down their goals you can rank them in order of importance.

GOALS FOR FARM AND FAMILY

THIS YEAR

FUTURE YEARS

For A Profitable Farm Business

- 1.
- 2.
- 3.
- 4.
- 5.

For A Satisfying Living

- 1.
- 2.
- 3.
- 4.

Developing Family Members

- 1.
- 2.
- 3.

Long-Term Financial Security

- 1.
- 2.
- 3.

