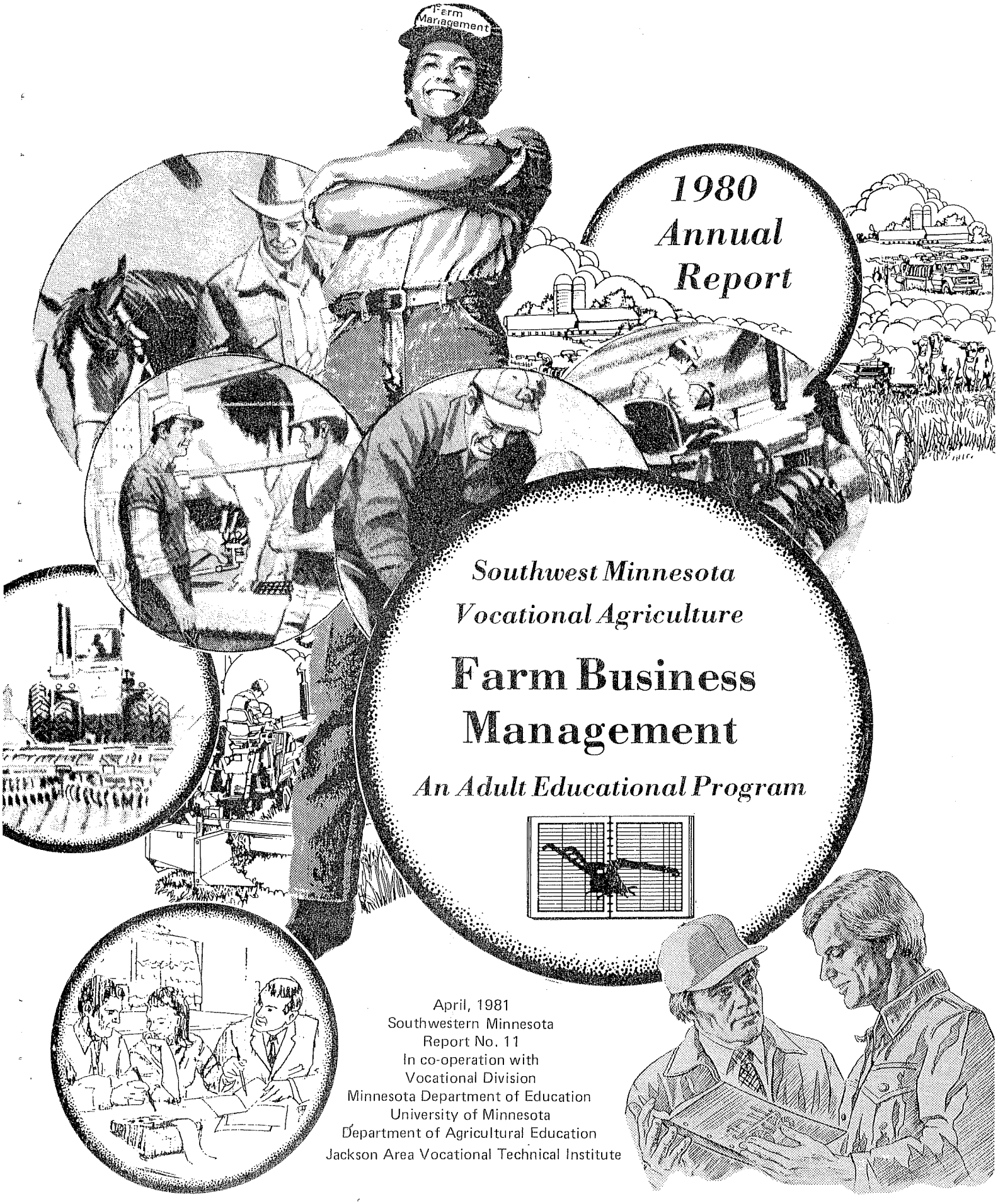


1980 Annual Report

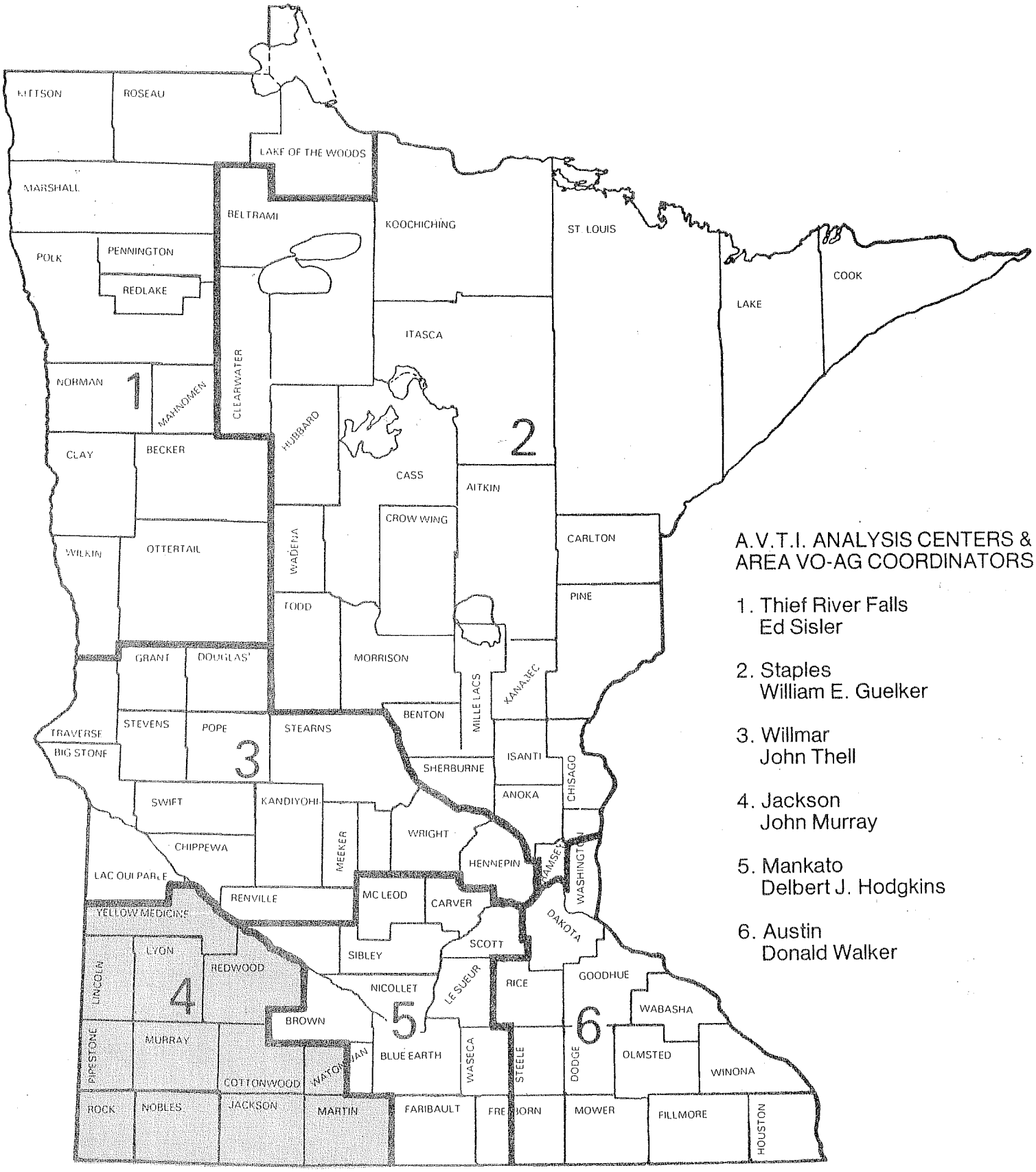
Southwest Minnesota
Vocational Agriculture

Farm Business Management

An Adult Educational Program

April, 1981
Southwestern Minnesota
Report No. 11
In co-operation with
Vocational Division
Minnesota Department of Education
University of Minnesota
Department of Agricultural Education
Jackson Area Vocational Technical Institute

VO-AG FARM MANAGEMENT AREAS



A.V.T.I. ANALYSIS CENTERS & AREA VO-AG COORDINATORS

1. Thief River Falls
   Ed Sisler
2. Staples
   William E. Guelker
3. Willmar
   John Thell
4. Jackson
   John Murray
5. Mankato
   Delbert J. Hodgkins
6. Austin
   Donald Walker

1980 ANNUAL VOCATIONAL AGRICULTURE FARM BUSINESS MANAGEMENT EDUCATION PROGRAM REPORT OF SOUTHWESTERN MINNESOTA

JOHN MURRAY
AREA VO-AG PROGRAM COORDINATOR

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KEY TO COLOR CODE

WHITE	General and Explanatory Information
GOLDENROD	Inventory & Earnings Statements on the Whole Farm Basis, except page 8.
BLUE	Operator & Family Only Share of Household & Personal Items, Net Worth and Farm Earnings
YELLOW	Crop Information - Highs & lows Selected on the Basis of Yield
	Crop Information - Highs & lows Selected on the Basis of Return Over Direct
PINK	Livestock Costs and Returns

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, Department of Agricultural Education (U of Minn) and the Department of Agricultural Economics (U of Minn), the program has expanded to serve over 7000 farm families in six regional farm management areas. Programs are now cooperatively managed by the State Department of Education, the Division of Agricultural Education (U of Minn) AVTIs and local school districts.

From the very beginning the purpose of the farm management education part of the adult agriculture program was to help farm families achieve their farm business and family goals through improved management, organization and efficiency of their farms. The purpose has not changed.

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

1. Farmers enroll in a specific farm management course.
2. Each course has a specific major objective and specific 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. They may continue enrollment in the advanced courses as long as they desire.
4. There is continuity between the courses: each one leads to the other.
5. Part of the instruction is done on the farm with the individual farm family.

Most programs organize their courses around the same central themes. They are:

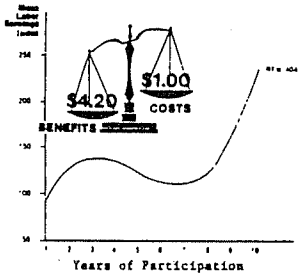
Year 1 - Farm Business records and accounts.

Year 2 - Farm business analysis and evaluations.

Year 3 - Farm business organization.

Advanced (for students who have completed years 1, 2 and 3). In the advanced series of classes and on-farm instructional visits the major emphasis is on evaluating the business, examining alternatives and continuing the reorganization of the resources used in the business.

Like most education programs, enrollees benefit from the instruction in relation to how much effort they put into study. But there have been some research studies that show that on the average, enrollees get some exciting results. They are best illustrated by the figure below.



This simple graph shows that for every dollar farmers spent on their management education they received a return of $4.20.

Of course, some farmers may have benefited more, and some less, depending upon how seriously they studied the results of their business analysis and the kind of decisions they made as a result of the study.

There are community benefits too. They are best illustrated by examining what happens to farm sales as enrollees participate. The evidence suggests that farm sales for farm management enrollees in a community increased nine fold for every dollar spent on management education. It's a good way to stimulate both the rural and urban economy.

The summary of farm records for the Jackson Area (Southwest Minnesota) shows the results of the farm businesses enrolled in management education programs for 1980. Study the results carefully so you can use this information to improve agriculture in your area and in your business.

* * * * * * * * * * * * * * * * * *

Source of Farm Record Analyses for 1980 Farm Business Summaries for the Jackson Area

Regular Farm Management Education Program

Class Location	Instructor
Brewster	Gerald McConkey *
Fulda	Mel Faltinson *
Hills-Beaver Creek	Wendell Erickson *
	Craig Swanson
Jackson	Charles Asman
	Doug O'Neil
Lakefield	Harry Gerdes
Luverne	James Ouverson *
Marshall	Dennis Schroeder *
Pipestone	Heimer Swanson
	Marlin Berg *
Slayton	George Crompton
St.James	Cliff Vrieze *
Tracy	Don Eikmeier *
Truman	Richard Vossen
Tyler H.V.C.C.	Paul Bartz *
Wabasso	Adrain Crommert
Worthington	Wayne Flynn

Veterans Farm Training Program

Class Location	Instructor
Edgerton	Robert Vanorny
Jackson	Jim Lilleberg
Luverne	James Ouverson
Tracy	Jack Davis
Tyler H.V.C.C.	Paul Bartz
Worthington	Steve Jeppsen

Others

Jackson A.V.T.I.	Farm Operations Management
Pipestone A.V.T.I.	Apprentice Farming

*part-time farm business management instructor

Table 1 - Summary of Farm Inventories* - 1980

Items		Averages of 365 Farms	
1. Size of farm - total acres		414.9	
2. - tillable acres		371.2	
3. Work units - crops		184.40	
4. - livestock		219.18	
5. - other		9.94	
6. Total size of business in work units		413.51	
7. Number of workers		1.40	
8. Farm capital investment per worker	$	454169	
		Jan.1	Dec.31
9. Productive livestock			
10. Dairy cows		4001	4978
11. Other dairy cattle		3022	3308
12. Beef breeding cattle		5074	5339
13. Beef feeder cattle		26981	25825
14. Hogs		16315	19820
15. Sheep (including feeders) & goats		882	836
16. Poultry - all types		38	76
17. Other livestock		69	128
18. Total productive livestock	$	56383	60311 *
19. Crop, seed & feed		58971	79300 *
20. Power, machinery & equipment			
21. Auto & truck (farm share)		5087	4923
22. Power & machinery		36905	40447
23. Irrigation equipment		2	2
24. Custom work equipment		135	409
25. Livestock equipment		6688	7758
26. Total power, machinery & equipment	$	48818	53539 *
27. Land		384805	393328
28. Buildings - fences - etc.		53000	55852
29. Total farm capital	$	601977	642330 *
30. Increase or decrease in total farm capital			$ 40352 *

*Table 1 on this page lists the categories of farm capital for the averages of 365 farms. Page 4 lists the same information for the 73 most profitable and 73 least profitable farm businesses. Table 1 includes the landlord's share of the investment for rented farms.

*Other measures of farm size listed in lines 1 through 8 are helpful in describing the farms included in this farm management report.

Size as measured by acres for individual farms varied from 80 to over 1,200 acres: however, the vast majority of the farms fell in the range of 400 to 640 acres.

Table 1 - Summary of Farm Inventories * - 1980

		73 Farms High Profit		73 Farms Low Profit	
1.	Size of farm - total acres		610.4		382.7
2.	- tillable acres		569.7		328.6
3.	Work Units - crops		284.35		163.43
4.	- livestock		329.67		191.90
5.	- other		11.48		9.84
6.	Total size of business in work units		625.50		365.17
7.	Number of workers		1.71		1.44
8.	Farm capital investment per worker	$	568054		479964
		Jan.1	Dec.31	Jan.1	Dec.31
9.	Productive livestock				
10.	Dairy cows	2881	3040	4128	4336
11.	Other dairy cattle	1883	1722	2246	1682
12.	Beef breeding cattle	1162	2019	11151	10896
13.	Beef feeder cattle	49917	41823	27306	28379
14.	Hogs	25534	32981	13626	16132
15.	Sheep (including feeders) & goats	354	423	1615	1094
16.	Poultry - all types	168	342	7	19
17.	Other livestock			304	598
18.	Total productive livestock	$ 81898	82350 *	60384	63135 *
19.	Crop, seed & feed	102930	158629	51481	53569
20.	Power, machinery & equipment				
21.	Auto & truck (farm share)	6530	6713	4659	4567
22.	Power & machinery	52543	62397	37622	38444
23.	Irrigation equipment				
24.	Custom work equipment	681	1081		
25.	Livestock equipment	8437	9505	7887	9018
26.	Total power,machinery & equipment	$ 68190	79696 *	50168	52029 *
27.	Land	498630	513740	451197	456281
28.	Buildings - fences - etc.	92080	91640	52054	56727
29.	Total farm capital	$ 843727	926054 *	665284	681742 *
30.	Increase or decrease in total farm capital		$ 82327 *		$ 16458 *

Machinery, equipment, and building values 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 of inventory was taken. Purchased and raised breeding livestock is valued at time put into useful production and carry same value for their useful life.

Work units provide a measure of the work load as an indication of size. Some clue to the farm organization is indicated by the distribution of work between crops and livestock.

The number of workers listed on line 7 includes the operator(s) hired labor, and unpaid family labor as well as the labor portion of custom work hired.

Table 2A - Whole Farm Summary of Cash Receipts - 1980

Items		Average 365	High 73	Low 73
1.	Sale of livestock & livestock products			
2.	Dairy cows.	$ 1092	1627	1114
3.	Dairy products	7675	6528	6006
4.	Other dairy cattle	1526	115	822
5.	Beef breeding cattle	1018	100	2279
6.	Beef feeder cattle	43404	84255	37418
7.	Hogs complete & mixed	29805	50482	19417
8.	Hogs finishing	8368	15020	8780
9.	Hogs producing weaning pigs	2940	3410	4938
10.	Sheep, goats & wool, farm flock	403	350	369
11.	Sheep & wool, feeder lambs	461		1302
12.	Chickens (including hens & broilers	740	3695	10
13.	Turkeys	1		
14.	Eggs	373	1639	22
15.	Other productive livestock & products	28		138
16.	Other miscellaneous livestock income	22		62
17.	Total sales of productive livestock	$ 97856 *	167222 *	82677 *
18.	Sale of crops			
19.	Wheat	684	506	672
19A.	Durum			
20.	Other small grains	1014	749	482
21.	Corn	25866	47007	17551
22.	Soybeans	35754	60994	30530
22A.	Sunflowers	424	491	618
23.	Other row crops	185	48	
24.	Legumes & other forage	397	594	155
25.	Grass seed			
26.	Fruit & nuts			
27.	Vegetable roadside market & specialty			
28.	Nursery, timber & other	583	706	1723
29.	Set aside acres - government payments			
30.	Total sales from crops	$ 64908 *	111095 *	51730 *
31.	Cap. assets sold (auto/trk/mach.)	668	1215	919
31A.	Cap. assets sold (bldgs & imprvmnts)	158	78	21
31B.	Cap. assets sold (land)	2676		
32.	Gas tax refund	90	102	104
33.	Income from work off the farm	1283	1686	1353
34.	Custom work enterprise income	185	692	
35.	Patronage refunds	1285	1913	1082
36.	Miscellaneous farm income	1946	3862	1851
37.	Total farm sales	$ 171054 *	287868 *	139737 *
38.	Increase in farm capital	40352	82327	16458
39.	Family living from the farm	426	528	417
40.	Total farm receipts (37)+(38)+(39)	$ 211832	370723 *	156612 *

*Operators labor and management earnings, page 6, line 46, represent the return to the operator after all expenses are deducted. The calculation is determined by subtracting table 2B line 46 from line 40 table 2A.

Table 2B - Whole Farm Summary of Cash Expenses - 1980

Items		Average	High	Low
		365	73	73
1. Purchase of livestock				
2. Dairy cows	$	772	39	351
3. Other dairy cattle		565	6	22
4. Beef breeding cattle		762	888	1074
5. Beef feeder cattle		25552	44325	23365
6. Hogs complete & mixed		1351	1645	1107
7. Hogs finishing		3000	4881	3982
8. Hogs producing weaning pigs		318	507	237
9. Sheep & goats		144	173	103
10. Sheep, feeder lambs		204		517
11. Chickens (including hens & broilers)		197	937	22
12. Turkeys				
13. Other productive livestock		74		370
14. Miscellaneous livestock expense		3089	4396	3288
15. Feed bought		21769	36643	18781
16. Fertilizer		8244	14099	7799
17. Chemicals		4022	6698	3557
18. Other crop expense		6680	10202	5912
19. Irrigation operation costs		24	120	
20. Custom work enterprise operator costs,incl.labor		27	104	
21. Custom work hired		2665	3079	2427
22. Repair & upkeep of livestock equipment		1002	1720	882
23. Repair & upkeep of farm real estate		1187	2228	974
24. Gas, oil & grease bought (farm share)		6142	8605	6063
25. Repair & operator of mach.,tractor,truck & auto		4911	7138	5077
26. Repair & upkeep of irrigation equipment		9	48	
27. Repairs - custom work enterprise		17	65	
28. Wages of hired labor		2546	5465	2169
29. Personal property & real estate taxes		4010	6716	3445
30. General farm expense		1887	3119	1808
31. Telephone expense (farm share)		259	365	241
32. Electricity expense (farm share)		1179	1887	1087
33. Total cash operating expense	$	102607 *	166097 *	94656 *
34. Power,crop & gen.mach.bot (farm share)		13765	27026	10759
35. Irrigation equipment bought				
36. Custom work equipment bought		239		
37. Livestock equipment bought		2494	2970	2768
38. New real estate & improvement		19110	22760	16344
39. Total farm purchases (33) thru (38)	$	138216 *	218853 *	124526 *
40. Decrease in farm capital				
41. Interest on farm capital		43551	61942	47146
42. Unpaid family labor		607	368	1090
43. Labor charge for partners & other operators				
44. Board furnished hired labor		27	9	30
45. Total farm expense (39) thru (44)	$	182401 *	281173 *	172792 *
46. Return to oper.labor & mgmt-single oper (W.F.) (2A/40)-(45)	$	29431 *	89550 *	(-16180)*
47. Number of operators		1	1	1
48. Full time operator equivalents		1.11	1.22	1.12
49. Return to operator labor & mgmt/full time oper equivalent		26998	79289	(-14894)

Table 3 - Summary of Farm Earnings (enterprise statement - whole farm) - 1980

Items		Average 365	High 73	Low 73
1. Returns & net increases				
2. Productive livestock				
3. Dairy cows	$	7426	6892	5715
4. Other dairy cattle		3058	2095	1497
5. Beef breeding cattle		2373	684	4511
6. Feeder cattle		14972	30973	11949
7. Hogs, complete & mixed		30853	54660	19844
8. Hog finishing enterprise		5733	10319	5392
9. Producing weaning pigs		3470	4489	5168
10. Sheep & goats		396	250	345
11. Sheep, feeder lambs		78		184
12. Chickens (including hens & broilers)		957	4571	24
13. Turkeys		2		
14. Other productive livestock		28		124
15. Total all productive livestock	$	69345 *	114935 *	54756 *
16. Value of feed fed to livestock (minus)		47791	76608	42326
17. Return over feed from livestock		21554	38327	12430
18. Crop, seed & feed		92216	175506	60038
19. Cooperative patronage refunds		1285	1915	1082
20. Miscellaneous farm income		1946	3862	1851
21. Custom work enterprise		268	1395	
22. Total returns & net increases	$	117269 *	221004 *	75401 *
23. Expenses & net decreases				
24. Truck & auto (farm share)	$	4110	5898	3972
25. Tractors & crop machinery		17995	27308	17281
26. Irrigation equipment		10	48	
27. Electricity		1179	1887	1087
28. Livestock equipment		2409	3609	2477
29. Buildings, fences & tiling		5702	10240	5653
30. Bare land				
31. Miscellaneous livestock expense		3089	4396	3288
32. Labor		3637	5925	4297
33. Labor charge for other operator (s)				
34. Property tax		4010	6716	3445
35. General farm expense & telephone		2146	3485	2936
36. Interest on farm capital		43551	61942	47146
37. Total expenses & net decreases	$	87838 *	131454 *	91581 *
38. Return to operator labor & mgnt (single opr)		29431	89550	(-16180)
39. Number of farm operators		1	1	1
40. Full time operators equivalents		1.11	1.22	1.12
41. Rtrn opr lbr & mgt./full time operator		26998	79289	(-14894)

Table 3 combines table 1, 2A & 3B. 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 net decreases. The resulting return to operators labor and management is the same as those on page 6, line 46.

Table 4 - Household and Personal Expenses - 1980
For those farms with complete accounts - Operator's share

Items		Average 164	Per Adult Equivalent
1.	Number of persons - family	4	
2.	Number of adult equivalent - family	3.0	
3.	Church & welfare	$ 877	292.33
4.	Medical care & health insurance	1655	551.67
5.	Food & meals bought	3202	1067.33
6.	Operating expense & supplies	1229	409.67
7.	Furnishings & equipment	1072	357.33
8.	Clothing & clothing materials	1014	338.00
9.	Personal care, personal spending	509	169.67
10.	Education	303	101.00
11.	Recreation	666	222.00
12.	Gifts & special events	638	212.67
13.	Personal share truck & auto expense	757	252.33
14.	Operator share upkeep on dwelling	319	106.33
14A.	Cash rent (personal)	2	.67
15.	Personal share telephone & electricity exp	469	156.33
15A.	Personal share - general farm expense	40	13.33
16.	Total cash living expense	$ 12751	4250.33 *
17.	Personal share new truck & auto	456	152.00
18.	New dwelling bought	990	330.00
19.	Taxes & other deductions	2173	724.33
20.	Life insurance & other savings & investments	1815	605.00
21.	Total household & personal (16) thru (20)	18184	6061.33 *
22.	Total family living from the farm (33)	401	133.67
23.	Total cash & non-cash expenses (21)+(22)	$ 18585	6195.00 *

Family living from the farm

25.		Quantity	Oper.Share
26.	Milk & cream (quarts)	173	38
27.	Beef & buffalo (pounds)	478	258
28.	Pork (pounds)	260	87
29.	Lamb, mutton, goat (pounds)	8	6
30.	Poultry, all fowl (pounds)	6	6
31.	Eggs (dozen)	3	2
32.	Vegetables,fruits,spuds,other produce & fuel		4
33.	Total family living from the farm		$ 401 *

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in table 4. *These farm families spend an average of $1062.60 per month for cash living expense (line 16) and spend a total of $1515.30 per month on an average for total personal and household expense (line 21).

** Table 4 includes 164 farm families that kept complete household and personal records.

Table 5 - Net Worth Statement - Operator - 1980
For Those Farms With a Complete Record of all Assets and Liabilities

Items		Average 340 Jan.1	Dec.31	
1.	Total productive livestock	$ 52229	55429	
2.	Crop, seed & feed	56500	77040	
3.	Total power, machinery & equipment	46538	51347	
4.	Land (acres owned 162.2) (tillable 141.5)	131462	140257	
5.	Buildings, fences, etc.	47984	50867	
6.	Total farm capital	$ 334712	374940	*
7.	Non-farm assets	19308	22197	
7A.	Cash on hand & in bank	5235	5275	
8.	Dwelling	15175	16665	
9.	Total assets	$ 374429	419078	*
10.	Real estate mortgages	78846	92002	
11.	Chattel mortgages	52526	57189	
12.	Notes	29831	32143	
13.	Accounts payable	5609	5859	
14.	Total liabilities	$ 166813	187192	*
15.	Farmers net worth	$ 207617	231886	*
16.	Gain (or loss) in net worth		$ 24269	*

* * * * * * * *

17.	Supplementary management information		
18.	Return to operators labor & mgmt (6B/47)	$ 29437	
19.	Return to capital & family labor (6B/48)	39844	
20.	Non-farm income		
21.	Outside investment income	660	
22.	Other personal income & income tax refund	2513	
22A.	Sale of (P.S.) dwelling,auto & truck	31	
23.	Total non-farm income	$ 3204	
24.	Total family farm & non-farm income	$ 43048	
25.	Total money borrowed	130937	
26.	Total paid on debt (principal)	110192	
27.	Total household & pers cash/non-cash exp (4/23)	17016	
28.	Ratio: total farm-expenses to receipts (O.S.)	.847	

		Jan.1	Dec.31
29.	Ratio: total-assets to liabilities	2.245	2.239
30.	Ratio: non-real estate - assets to liab.	2.044	2.220
31.	Ratio: real estate - assets to liab.	2.468	2.259
32.	Ratio: net worth to total liabilities	1.245	1.239
33*	Ratio: cash oper.exp to adj total farm sales (O.S.)		.793
34.	Ratio: total farm recpts to ave farm capital (W.F.)		.342
35.	Ratio: total farm recpts to ave farm capital (O.S.)		.542

*adjusted farm sales does not include sale of capital assets

Table 5 - Net Worth Statement - Operator - 1980
For Those Farms with a Complete Record of all Assets and Liabilities

		68 High Profit Farms Jan.1	Dec.31	68 Low Profit Farms Jan.1	Dec.31
1. Total productive livestock	$	69954	73132	55640	59603
2. Crop, seed & feed		99168	154939	47753	50081
3. Total power, machinery & equipment		65548	77534	49089	51558
4. Land (acres owned 230.0) (tillable 208.6)		194419	204178	209308	219451
5. Buildings, fences, etc.		79972	80428	51939	56131
6. Total farm capital	$	509061	590211 *	413729	436825 *
7. Non-farm assets		33028	34667	18518	17200
7A Cash on hand & in bank		5264	3834	6708	4608
8. Dwelling		15868	15955	19214	23721
9. Total assets	$	563222	644666 *	458169	482353 *
10. Real estate mortgages		123345	131453	91108	108201
11. Chattel mortgages		81628	74828	46193	57116
12. Notes		55047	57634	28941	31159
13. Accounts payable		6167	9914	2798	2854
14. Total liabilities	$	266187	273829 *	169041	199330 *
15. Farmers net worth	$	297035	370837 *	289129	283023 *
16. Gain (or loss) in net worth			$ 73803 *		$ (-6106)*

* * * * *

17. Supplementary management information					
18. Return to operators labor & mgmt (6B/47)	$	81889		(-7771)	
19. Return to capital & family labor (6B/48)		98619		8539	
20. Non-farm income					
21. Outside investment income		745		364	
22. Other personal income & income tax refund		2647		3845	
22A Sale of (P.S.) dwelling, auto & truck		138			
23. Total non-farm income	$	3531		4208	
24. Total family farm & non-farm income	$	102150		12748	
25. Total money borrowed		197717		133906	
26. Total paid on debt (principal)		188821		103341	
27. Total household & pers cash/non-cash exp (4/23)		20162		16910	
28. Ratio: total farm-expenses to receipts (O.S.)		.753		1.050	

	Jan.1	Dec.31	Jan.1	Dec.31
29. Ratio: Total-assets to liabilities	2.116	2.354	2.710	2.420
30. Ratio: non-real estate - assets to liab.	1.911	2.417	2.280	2.009
31. Ratio: real estate - assets to liab.	2.353	2.286	3.078	2.766
32. Ratio: net worth to total liabilities	1.116	1.354	1.710	1.420
33* Ratio: cash operating exp to adj total farm sales (O.S.)		.753	(O.S.)	.867
34. Ratio: total farm recpts to ave farm capital (W.F.)		.383		.267
35. Ratio: total farm recpts to ave farm capital (O.S.)		.602		.369

*adjusted farm sales does not include sale of capital assets

The net worth statement presents a picture of the financial structure of the operator's share of the farm business at the beginning and end of the year. The gain or loss in net worth is a dollar measure of progress. This statement,accurately kept,over a period of years is one of the best measures of financial progress.

The supplementary information listed in table 5 is helpful in studying the financial structure of the farm. All figures presented are based on the operator's share of the farm business.

*The ratio of total farm expense to total farm receipts (line 28) is a way of expressing the so-called margin. It answers the question, "how many dollars does it cost me to take in $100"?

**The ratio of assets to liabilities (line 29) indicates the degree of solvency at the beginning and end of the year. This ratio is often referred to as the "net capital ratio." It answers the question: "How many dollars of total assets do I have to cover each dollar of debt?"

Table 6A - Operator's Share of Cash Receipts - 1980

Items		Average 365	High 73	Low 73
1.	Sale of livestock & livestock products			
2.	Dairy cows	$ 1014	1808	988
3.	Dairy products	7008	6602	4888
4.	Other dairy cattle	1452	251	697
5.	Beef breeding cattle	981	342	2072
6.	Beef feeder cattle	39371	69489	35338
7.	Hogs complete & mixed	27845	41550	23598
8.	Hogs finishing	8217	13091	7029
9.	Hogs producing weaning pigs	2715	3066	4349
10.	Sheep, goats & wool, farm flock	403	909	450
11.	Sheep & wool, feeder lambs	461	1018	1302
12.	Chickens (including hens & broilers)	740	56	10
13.	Turkeys	1		
14.	Eggs	363	1639	22
15.	Other productive livestock & products	28		45
16.	Other miscellaneous livestock income	22		21
17.	Total sales of productive livestock	$ 90620 *	139820 *	80809 *
18.	Sale of crops			
19.	Wheat	527	418	341
19A.	Durum			
20.	Other small grain	830	785	515
21.	Corn	19334	40750	15385
22.	Soybeans	30144	51891	25739
22A.	Sunflowers	348	68	503
23.	Other row crops	173	354	
24.	Legumes & other roughage	327	797	110
25.	Grass seed			
26.	Fruits & nuts			
27.	Vegetables, roadside market & specialty			
28.	Nursery, timber & other	581	842	1729
29.	Set aside acres - government payments			
30.	Total sales from crops	$ 52264 *	95905 *	44322 *
31.	Cap. assets sold (auto/trk/mach.)	600	1032	799
31A.	Cap. assets sold (bldgs & imprvmnts)	41	78	21
31B.	Cap. assets sold (land)	129		
32.	Gas tax refund	89	91	103
33.	Income from work off the farm	1249	1451	1421
34.	Custom work enterprise income	185	929	
35.	Patronage refunds	1237	1693	1020
36.	Miscellaneous farm income	1867	4318	1228
37.	Total farm sales	$ 148280 *	245317 *	129724 *
38.	Increase in farm capital	42145	79450	25701
39.	Family living from the farm	385	382	415
40.	Total farm receipts (37)+(38)+(39)	$ 190810 *	325149 *	155840 *
41.	Adjusted total farm sales (37)-(31)	147510	244207	128903
42.	Total cash farm operating expense	117713	184896	111191
43.	Net cash operating income	$ 29797 *	59311 *	17712 *

Table 6A is derived the same way as table 2A with the exception that the landlord's share of the farm business is not included. For the owner-operator, table 2A and 6A are the same.

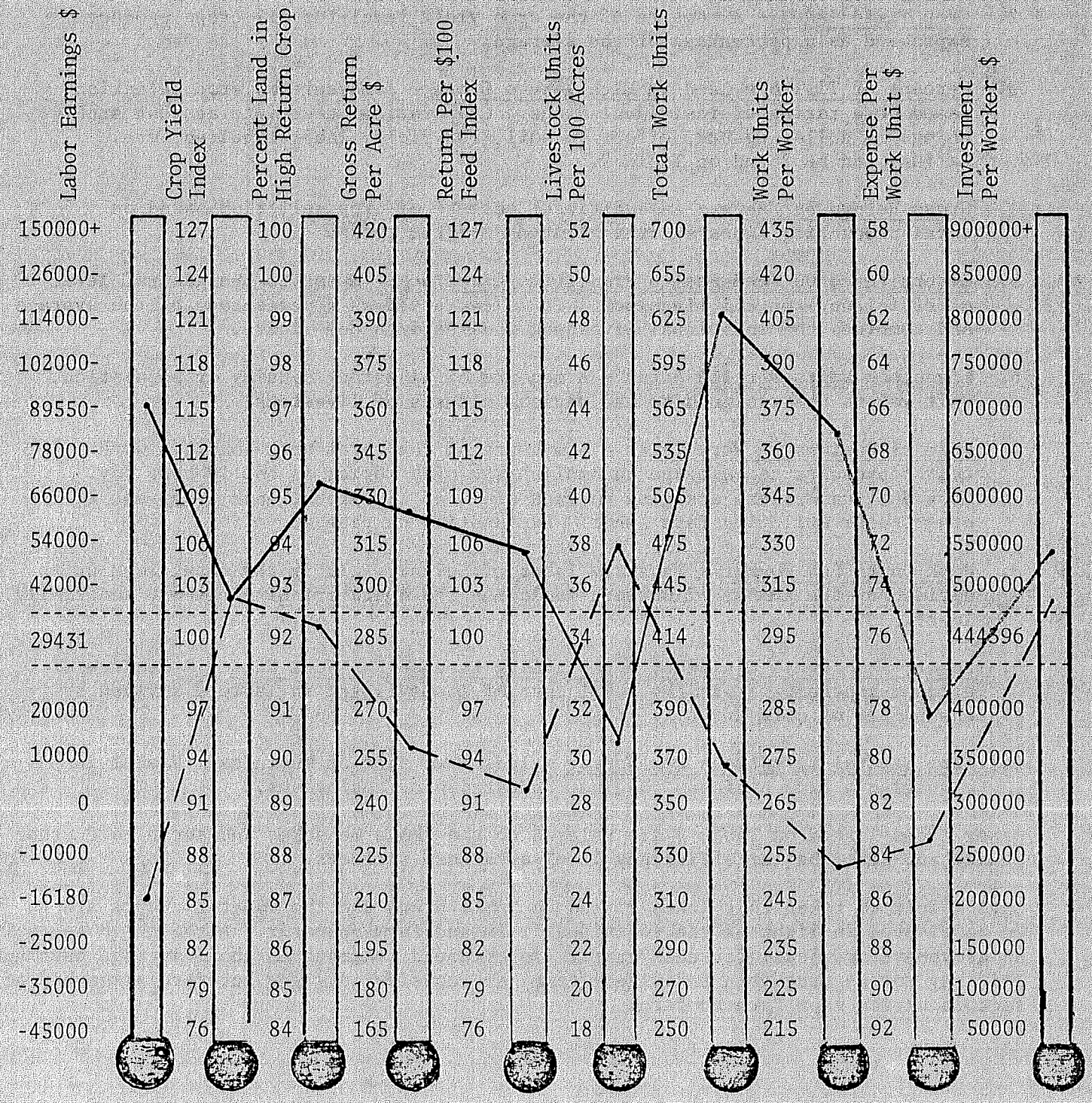
Table 6B - Operator's Share of Cash Expenses - 1980

Items	Average 365	High 73	Low 73
1. Purchase of livestock			
2. Dairy cows	$ 642	346	254
3. Other dairy cattle	535	2	42
4. Beef breeding cattle	693	675	1342
5. Beef feeder cattle	23447	39111	22166
6. Hogs complege	1309	1297	1141
7. Hogs finishing	2973	4714	3506
8. Hogs producing weaning pigs	316	412	203
9. Sheep, farm flock	144	177	177
10. Sheep, feeder lambs	204	508	517
11. Chickens	197	496	22
12. Turkeys			
13. Other productive livestock	74		201
14. Miscellaneous livestock expense	2942	3738	3381
15. Feed bought	20699	31315	19572
16. Fertilizer	7274	11889	7109
17. Chemicals	3602	6155	2926
18. Other crop expense	6256	9785	5195
19. Irrigation operation cost	24		
20. Custom work operator costs, including labor	27	137	
21. Custom work hired	2565	3216	2345
22. Repair & upkeep of livestock equipment	974	1545	824
23. Repair & upkeep of farm real estate	1157	1933	1044
24. Gas, oil, grease bought (farm share)	5905	8042	5660
25. Repair & oper.-Mach.tractor,truck,auto (F.S.)	4735	6680	4891
26. Repair & upkeep of irrigation equipment	9		
27. Repairs, custom work enterprise	17	85	
28. Wages of hired labor	2490	5185	2221
29. Personal property & real estate taxes	1560	2715	1811
30. Cash rent	8527	17488	6135
31. General farm expenses	1819	2918	1850
32. Telephone expense (farm share)	254	331	245
33. Electricity expense (farm share)	1130	1781	1083
34. Interest actually paid	15215	22221	15328
35. Total cash operating expense	$ 117713 *	184896	111191 *
36. Power,crop & gen.mach.bot (farm share)	13240	24164	9768
37. Irrigation equipment bought			
38. Custom work enterprise equipment bought	239	1205	
39. Livestock equipment bought	2399	2574	2718
40. New real estate & improvements	18377	15717	24956
41. Total farm purchases (35) thru (40)	$ 151968 *	228556 *	148633 *
42. Decrease in farm capital			
43. Interest on farm capital (equity)	9596	15559	14481
44. Unpaid family labor	607	436	1268
45. Board furnished hired labor	25	3	30
46. Total farm expense (41) thru (45)	$ 162196 *	244554 *	164413 *
47. Return to operator labor & mgmt. (O.S.) (6A/40)-(46)	$ 28614 *	80595 *	(-8573)*
48. Return to capital & family labor (47)+(44)+(43)	$ 38817	96590	7175

Return to capital and family labor, line 48 on this page represents the amount available for debt service, living expenses, and savings.

Thermometer Chart

Using your figures from page 15, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the farms included in this summary are located between the dotted lines across the center of the chart. Most profitable farms are indicated by a solid line, while the least profitable are shown by a broken line.



MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanations and definitions are for use in interpreting Table 8 on page 15 and the thermometer chart on 13.

1. Return to Operator's Labor and Management - A measure of the relative financial returns for the operator's labor and management, taking into account all income and expense cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found in Table 2 and Table 3.

2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as a percentage of the average.

3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on 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.

5. Return Per $100 Feed Fed to Productive Livestock - Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.

6. Livestock Units Per 100 Acres - A measure of livestock density or population. Unit values are assigned to the various classes of livestock.

7. Size of Business - Work Units - A measure of the total work load. A work unit represents the average accomplishment of a worker in one 10-hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor. Explanation on page 23.

8. Work Units Per Worker - Measures labor efficiency. It is the total work units divided by the number of workers including the operator, hired labor, and family labor.

9. Power, Machinery, Equipment and Building Expense Per Work Unit - A measure of expense control. It is the total cost of items listed in Table 3 divided by the number of work units.

10. Farm Capital Investment Per Worker - Indicates size of business. Useful in comparing a farm business to other industries or businesses.

Other items listed on Table 8 are related to the above measures and serve to further define and describe the efficiency level of a farm business.

Note should be taken that items listed in Table 8 and the thermometer charts are to be considered in light of the individual farm and farm operator. Although in general, an above-average level for each factor listed would indicate as above average earnings, this may not be true when individual farms are considered. The inter-relationship of factors varies from farm to farm.

Table 8 - Measures of Farm Organization and Management Efficiency - 1980

Items		Average 365	High 73	Low 73
1. Return to operators labor & management	$	29431	89550	(-16180)
2. Crop yield index		100	100.5	100.8
3. Percent tillable land in high return crops		92.5	95.3	92.4
4. Gross return per till.acre (exclud.pasture)	$	284.75	321.02	257.77
5. Return per $100 feed fed prod.livstk.index		100.0	105.6	92.5
6* Livestock units per 100 acres		33.90	30.84	38.02
7. Size of business - work units		413.51	625.50	365.17
8. Work units per worker		295.36	365.79	253.59
9. Power,mach.,equip.,building exp.worker unit	$	76.05	78.50	83.44
10. Farm capital investment per worker	$	444396	517480	467717
11. Index of return per $100 feed fed				
12. 6100A beef breeding farm,whole herd,commerc.		100.0	102.6	98.7
13. 6140A beef feeders feedlot		100.0	114.3	85.8
14. 6240A chickens,laying flock,commercial		100.0	107.1	100.0
15. 6290A dairy cows, commercial,general		100.0	116.7	86.2
16. 6310A other dairy,commercial,replacements		100.0	96.3	88.7
17. 6470A hogs,farrow,finish,general		100.0	104.4	88.0
18. 6490A hogs, finishing		100.0	100.0	87.4
19. 6510A hogs, weaning pig production		100.0	98.2	105.3
20. 6530A hogs, mixed systems		100.0	108.0	83.4
21. 6570A lambs, feeders		100.0		103.0
22. 6670A sheep, farm, commercial		100.0	89.0	114.6
30. Number of animal units		126.07	175.76	124.97
31. Work units				
32. Crops		184.40	284.35	163.43
33. Productive livestock		219.18	329.67	191.90
34. Other productive work units		9.94	11.48	9.84
35. Expenses per work units				
36. Tractor & crop machinery expense	$	43.60	43.86	47.32
37. Farm share of auto & truck expense	$	9.95	9.46	10.88
38. Farm share of electric expense	$	2.85	3.03	2.98
39. Livestock equipment expense	$	5.83	5.79	6.78
40. Building, fence & tiling expense	$	13.81	16.38	15.48
40A Other exp.per work units (inc.custom ent)				
40B Genrl frm tele/othr utilities except elect.	$	5.19	5.57	5.61
40C Hired labor	$	6.16	8.74	5.94
41** Tract.& crop mach.exp.per crop acre	$	48.41	47.92	52.57
42. Farm Power & mach.cost alloc.to livstk.	$	2252.43	3125.08	2023.67
43. Bldg.fence & tiling cost alloc.to crops BCAF (1)	$	2751.12	4971.06	2801.80

44. *Acres inc.all tillable land, non-tillable hay and pasture

45. **Acres include all tillable land plus acres in non-tillable hay

Table 9 - Crop Data for 365 Farms - 1980

Crop	Crop Rank	Average Yield/Acre	Cost per unit of Production	Return over Listed Costs per acre
Oats	D	67.8 bu.	1.76	30.61
Wheat	C	37.9 bu.	3.21	42.39
Flax	B	17.1 bu.	6.57	21.43
Corn	A	108.8 bu.	1.96	97.86
Soybeans	A	37.1 bu.	4.32	123.59
Corn silage	A	13.7 ton	14.25	96.76
Alfalfa	B	3.8 ton	40.76	50.20
Oats silage	D	8.0 ton	15.75	6.69

* * * * * *

Supplementary Management Information	Average 365	High 73	Low 73
Percent land tillable	89.5	93.3	85.9
Percent land in high return crops	92.5	95.3	92.4
*Fertilizer cost per acre	18.80	21.12	17.39
*Crop chemicals per acre	11.14	12.01	11.39
*Seed & other costs per acre	18.40	19.61	18.72
*Gas, oil & grease bought per acre	13.11	12.14	14.30

*Tillable land (-) tillable pasture, fallow & idle land

* * * * * *

CROP TABLES - CROPS ANALYSIS

The Crop Analysis Table for each individual crop show the yield, value per unit, crop product return, other crop income and total crop return.

Costs such as fertilizer, chemicals, seed and other, hired labor and custom work are costs that can be assigned to each individual crop in the account book. These costs are shown in the Crop Tables under the heading "Direct Costs", line 8 thru 13.

"Allocated Costs", lines 17 thru 22, are a combination of cash and non-cash expenses and may be either calculated or assigned. A proportion of the total ownership and operation costs of power and machinery is calculated for each crop by using the work unit value for that crop. The farmer may modify this cost by assigning a specific power cost allocation factor (PCAF) for each crop. Land cost used is the fair rental value for land of similar type in the local area.

Some of the more difficult expenses to assign or distribute to various enterprises within the farm business are items such as electricity, telephone, general farm expense and interest. However, if one wishes to distribute these costs to the crop and livestock enterprises within the business, the spaces provided at the bottom of each individual crop printout provides for this.

Table 10 - Crop Date for Oats, Spring Wheat & Flax - 1980

		OATS AVERAGE 178	SPRING WHEAT AVERAGE 52	FLAX AVERAGE 8
1.	Acres	20.9	36.5	61.3
		Per Acre	Per Acre	Per Acre
2.	Yield	67.8	37.9	17.1
3.	Value per bushel	1.50	3.99	7.41
4.	Crop product return	$ 101.63	151.18	126.69
5.	Other crop income	48.28	12.85	7.06
6.	Total crop return	$ 149.91 *	164.03 *	133.75 *
7.	Direct costs			
8.	Fertilizer	$ 6.56	$ 11.21	$ 18.30
9.	Chemicals	.96	1.64	2.45
10.	Seed	7.42	10.36	11.26
10A	Crop drying		.19	
10B	Other expense	1.53	1.10	2.02
11.	Special hired labor	.14		
12.	Custom work hired	5.55	3.07	2.35
13.	Irrigation operation			
14.	Total direct costs	$ 22.16	27.57	36.38
15.	Return over direct costs	$ 127.75 *	136.46 *	97.37 *
16.	Allocated costs			
17.	Farm power & machinery - ownership	$ 11.98	$ 12.47	$ 12.35
18.	Farm power & machinery - operation	16.05	14.08	12.17
19.	Irrig. equip ownership			
20.	Land costs	64.49	63.63	47.75
21.	Miscellaneous costs			
22.	*Interest on mach. & equip. investment	4.62	3.89	3.67
23.	Total allocated costs	$ 97.14	94.07	75.94
24.	Return over all listed costs	$ 30.61 *	42.39 *	21.43 *
25.	Supplementary management information			
26.	Work units assigned per acre	.30	.30	.30
27.	Power costs allocation factor	.99	1.00	1.00
28.	Total listed cost per unit of production	1.76	3.21	6.57
29.	Return over listed costs per unit	.45	1.12	1.25
30.	Breakeven yield/units of production	79.53	30.49	15.16
30A	Estimated total machine costs/acre	36.35	32.49	29.76
31.	Total listed costs per acre	$ 119.30 *	$ 121.64 *	$ 112.32 *
39.	Average price received per unit sold	$ 1.51	3.81	7.57
40.	Quantity sold (operators share)	534.5	751.0	984.8

*Does not include interest on investment in irrigation equipment or land

**Line 5 includes value of straw, insurance loss payments and disaster aid payments

Table 10-0222 Crop Data for Corn for Grain - 1980

			AVERAGE 360		HIGH 72		LOW 72	
1.	Acres		165.8		164.9		110.0	
			Per Acre		Per Acre		Per Acre	
2.	Yield		108.8		145.7		64.6	
3.	Value per bushel		2.85		2.85		2.85	
4.	Crop product return	$	310.04		415.20		184.06	
5.	Other crop income		1.17		.23		3.20	
6.	Total crop return	$	311.21	*	415.43	*	187.26	
7.	Direct costs							
8.	Fertilizer	$	35.44		$ 39.68		$ 26.63	
9.	Chemicals		12.64		13.76		12.75	
10.	Seed		13.73		16.11		11.84	
10A	Crop drying		6.51		6.61		4.85	
10B	Other expense		3.41		2.88		2.12	
11.	Special hired labor		.38		.59		.08	
12.	Custom work hired		4.15		3.32		4.53	
13.	Irrigation operation							
14.	Total direct costs	$	75.99		82.95		62.80	
15.	Return over direct costs	$	235.22	*	332.48	*	124.46	*
16.	Allocated costs							
17.	Farm power & machinery - ownership	$	25.39		$ 33.27		$ 21.18	
18.	Farm power & machinery - operation		27.97		27.67		27.46	
19.	Irrig. equip ownrship							
20.	Land costs		75.78		93.04		55.09	
21.	Miscellaneous costs							
22.	*Interest on mach. & equip.investment		8.22		8.44		7.92	
23.	Total allocated costs	$	137.36		162.42		111.65	
24.	Return over all listed costs	$	97.86	*	170.06	*	12.81	*
25.	Supplementary management information							
26.	Work units assigned per acre		.55		.55		.55	
27.	Power costs allocation factor		1.00		1.00		1.00	
28.	Total listed cost per unit of production		1.96		1.68		2.70	
29.	Return over listed costs per unit		.90		1.17		.20	
30.	Breakeven yield/units of production		74.86		86.09		61.21	
30A	Estimated total machine costs/acre		64.35		71.59		59.58	
31.	Total listed costs per acre	$	213.35	*	$ 245.37	*	$ 174.45	*
39.	Average price received per bu.sold	$	2.54		2.43		2.55	
40.	Quantity sold (operators share)		5409.7		8082.4		2256.1	

*Does not include interest on investment in irrigation equipment or land

**Line 5 includes value of insurance loss payments, disaster aid and payments, and corn stalks harvested for feed

Table 10 - 10-0291 Crop Data for Soybeans - 1980

			AVERAGE 350		HIGH 70		LOW 70	
1.	Acres		155.0		165.5		113.5	
			Per Acre		Per Acre		Per Acre	
2.	Yield		37.1		45.9		25.9	
3.	Value per bushel		7.50		7.50		7.50	
4.	Crop product return	$	277.95		344.02		194.16	
5.	Other crop income		5.88		6.45		8.43	
6.	Total crop return	$	283.83	*	350.47	*	202.59	*
7.	Direct costs							
8.	Fertilizer	$	2.06		$ 2.51		$ 1.42	
9.	Chemicals		12.12		10.82		13.09	
10.	Seed		10.61		10.14		9.92	
10A	Crop drying		.03		.01			
10B	Other expense		5.30		5.52		6.23	
11.	Special hired labor		1.15		1.72		.72	
12.	Custom work hired		3.45		1.41		5.98	
13.	Irrigation operation							
14.	Total direct costs	$	34.72		32.13		37.36	
15.	Return over direct costs	$	249.11	*	318.34	*	165.23	*
16.	Allocated costs							
17.	Farm power & machinery - ownership	$	21.09		$ 28.11		$ 17.36	
18.	Farm power & machinery - operation		22.62		22.69		23.48	
19.	Irrig. equip ownrship							
20.	Land costs		75.12		91.82		60.75	
21.	Miscellaneous costs		.01					
22.	*Interest on mach. & equip.investment		6.68		7.60		5.98	
23.	Total allocated costs	$	125.52		150.22		107.57	
24.	Return over all listed costs	$	123.59	*	168.12	*	57.66	*
25.	Supplementary management information							
26.	Work units assigned per acre		.45		.45		.45	
27.	Power costs allocation factor		1.00		1.00		1.00	
28.	Total listed cost per unit of production		4.32		3.97		5.60	
29.	Return over listed costs per unit		3.33		3.66		2.23	
30.	Breakeven yield/units of production		21.37		24.35		19.32	
30A	Estimated total machine costs/acre		52.69		59.34		50.81	
31.	Total listed costs per acre	$	160.24	*	$ 182.35	*	$ 144.93	*
39.	Average price received per bu. sold	$	6.49		6.34		6.88	
40.	Quantity sold (operators share)		3353.5		4426.6		1577.4	

*Does not include interest on investment in irrigation equipment or land

**Line 5 includes value of insurance loss payments and disaster aid payments

Table 10-0400 Crop Data for Alfalfa Hay - 1980

			AVERAGE 173		HIGH 35		LOW 35	
1.	Acres		24.3		22.6		18.6	
			Per Acre		Per Acre		Per Acre	
2.	Yield		3.8		5.8		2.0	
3.	Value per ton		53.74		54.86		50.44	
4.	Crop product return	$	205.68		320.44		103.06	
5.	Other crop income		.12					
6.	Total crop return	$	205.80	*	320.44	*	103.06	*
7.	Direct costs							
8.	Fertilizer	$	8.92		$ 7.08		$ 8.86	
9.	Chemicals		.17				.27	
10.	Seed		5.98		8.32		6.16	
10A	Crop drying							
10B	Other expense		2.24		3.58		2.05	
11.	Special hired labor		.71		.40		.76	
12.	Custom work hired		7.97		4.20		14.32	
13.	Irrigation operation							
14.	Total direct costs	$	25.99		23.58		32.42	
15.	Return over direct costs	$	179.81	*	296.86	*	70.64	*
16.	Allocated costs							
17.	Farm power & machinery - ownership	$	25.79		$ 26.22		$ 21.58	
18.	Farm power & machinery - operation		31.61		37.04		27.77	
19.	Irrig. equip ownrship							
20.	Land costs		63.05		67.03		60.34	
21.	Miscellaneous costs		.04					
22.	*Interest on mach.& equip.investment		9.12		11.48		8.07	
23.	Total allocated costs	$	129.61		141.77		117.76	
24.	Return over all listed costs	$	50.20	*	155.09	*	(-47.12)	*
25.	Supplementary Management Information							
26.	Work units assigned per acre		.60		.60		.60	
27.	Power costs allocation factor		.98		1.00		.94	
28.	Total listed cost per unit of production		40.76		28.31		73.11	
29.	Return over listed costs per unit		13.60		26.55		(-22.66)	
30.	Breakeven yield/units of production		2.93		3.01		3.07	
30A	Estimated total machine costs/acre		71.84		77.54		66.97	
31.	Total listed costs per acre	$	155.60	*	$ 165.35	*	$150.18	*
39.	Average price received per ton sold	$	70.19		$ 107.81		$ 67.86	
40.	Quantity sold (operators share)		5.4		3.2		5.6	

*Does not include interest on investment in irrigation equipment or land

Table 10 - Crop Data for Corn and Oat Silage - 1980

			CORN SILAGE 135		OAT SILAGE 27
1.	Acres		30.6		17.2
			Per Acre		Per Acre
2.	Yield		13.7		8.0
3.	Value per ton		21.23		16.30
4.	Crop product return	$	290.69		130.76
5.	Other crop income		1.18		2.27
6.	Total crop return	$	291.87 *		133.03 *
7.	Direct costs				
8.	Fertilizer	$	30.95	$	7.44
9.	Chemicals		12.12		.93
10.	Seed		12.81		7.50
10A	Crop drying				
10B	Other expense		1.80		.35
11.	Special hired labor		.20		
12.	Custom work hired		4.02		1.34
13.	Irrigation operation				
14.	Total direct costs	$	61.90		17.56
15.	Return over direct costs	$	229.97 *	$	115.47 *
16.	Allocated costs				
17.	Farm power & machinery - ownership	$	27.67	$	19.77
18.	Farm power & machinery - operation		30.48		19.09
19.	Irrig. equip ownrship				
20.	Land costs		66.72		63.07
21.	Miscellaneous costs				
22.	*Interest on mach. & equip. investment		8.34		6.85
23.	Total allocated costs	$	133.21		108.78
24.	Return over all listed costs	$	96.76 *		6.69 *
25.	Supplementary management information				
26.	Work units assigned per acre		.60		.40
27.	Power costs allocation factor		1.00		1.00
28.	Total listed cost per unit of production		14.25		15.75
29.	Return over listed costs per unit		7.06		.83
30.	Breakeven yield/units of production		9.19		7.75
30A	Estimated total machine costs/acre		69.17		46.60
31.	Total listed costs per acre	$	195.11 *	$	126.34 *
39.	Average price received per ton sold				
40.	Quantity sold (operators share)				

*Does not include interest on investment in irrigation equipment or land

**Line 5 includes insurance loss payments and disaster aid payments

Table 10 - Crop Data for Sunflowers, Canning Peas & Canning Corn - 1980

			SUNFLOWERS AVERAGE	CANNING PEAS AVERAGE	CANNING CORN AVERAGE
1.	Acres		52.0	36.3	73.0
			Per Acre	Per Acre	Per Acre
2.	Yield		19.4 cwt.	$ 159.61	$ 219.30
3.	Value per production unit		9.33	1.00	1.00
4.	Crop product return	$	180.87	159.61	219.30
5.	Other crop income				
6.	Total crop return	$	180.87 *	159.61 *	219.30 *
7.	Direct costs				
8.	Fertilizer	$	23.29		35.33
9.	Chemicals		5.23	.98	2.03
10.	Seed		8.37		
10A	Crop drying				
10B	Other expense			2.62	3.53
11.	Special hired labor				
12.	Custom work hired		5.52		2.82
13.	Irrigation operation				
14.	Total direct costs	$	42.41	3.60	43.71
15.	Return over direct costs	$	138.46 *	156.01 *	175.59 *
16.	Allocated costs				
17.	Farm power & machinery - ownership	$	14.44	$ 11.95	$ 19.87
18.	Farm power & machinery - operation		19.11	21.94	26.42
19.	Irrig. equip ownrship				
20.	Land costs		50.00	57.67	86.50
21.	Miscellaneous costs				
22.	*Interest on mach. & equip.investment		3.77	4.34	6.17
23.	Total allocated costs	$	87.32	95.90	138.96
24.	Return over all listed costs	$	51.14 *	60.11 *	36.63 *
25.	Supplementary management information				
26.	Work units assigned per acre		.40	.40	.50
27.	Power costs allocation factor		1.00	.67	1.00
28.	Total listed cost per unit of production		6.69	.65	.83
29.	Return over listed costs per unit		2.64	.54	.17
30.	Breakeven yield/units of production		13.90	148.51	182.67
30A	Estimated total machine costs/acre		41.00	38.23	54.34
31.	Total listed costs per acre	$	129.73 *	$ 99.50 *	$ 182.67 *
39.	Average price received per cwt. sold	$	10.53		
40.	Quantity sold (operators share)		594.7		

*Does not include interest on investment in irrigation equipment or land

**Line 5 includes value of insurance loss payments, disaster aid and payments, and corn stalks harvested for feed

COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

Productive livestock enterprises are an important part of the farm business in all but a few of the farms involved in this report. Table 11 through 17A 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 farms into high and low average groups.

Other cash cost items 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 new return, but rather the amount available after paying for the feed and those cost items listed to cover outlay for the costs of buildings, machinery, equipment, labor, taxes, insurance, interest, 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 at the total income or total return for the enterprise. The total return is divided by the net quantity produced or number of head to arrive at a per unit figure for comparison.

Feed costs are determined from feed records kept by the farm operator. Purchase price is used for all feed purchased from off the farm. An average price is charged for each kind of farm grown feed. Farm grown feed prices are listed below.

The items listed as Supplementary Management Information provide further clues to the reasons for high, low, or average livestock returns.

All livestock costs and returns are computed on an animal basis. Thus, with feeder enterprises, inventories of feeder animals are involved. In most cases, the amount indicated as "price per cwt. bought" is the cost of those animals on hand at the end of the year; likewise, the amount given as "price per cwt.sold" is the price received for animals sold during the twelve months period, most of which were animals on hand at the beginning of the year.

AVERAGE PRICES FOR 1980 FARM GROWN FEEDS

Grain

Corn	$2.40 per bu.
Oats	$1.45 per bu.
Barley	$2.50 per bu.
Mixed grain	4½¢ per lb.

Hay

Alfalfa	$55.00 per ton
Mixed	$45.00 per ton
Wild	$45.00 per ton

Other Non-Cash Costs

Unpaid family labor	$25.00 per day
Board furnished hired labor	$ 6.00 per day
Second operator's labor	$800.00 per month
Interest on farm capital	7%

Other Roughages

Corn silage	$18.00 per ton
Grass silage	$15.00 per ton
Legume haylage	$27.00 per ton
Green crop	$18.00 per ton
Oats straw	1.25 per bale
Corn stacks	$10.00 per ton

Pasture

Cows	$8.00 per head/month
Young cattle	$4.00 per head/month
Hogs	$1.00 per head/month
Sheep	$1.45 per head/month
Lambs	.70 per head/month

EXPLANATION OF WORK UNITS AND ANIMAL UNITS

The total "work units" for any one farm is a measure of the size of that farm business. A work unit as used in this report is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive livestock at an average efficiency. The number of work units for each class of livestock and each acre of crop are presented below.

UNITS FOR EACH CLASS OF LIVESTOCK & EACH ACRE OF CROP

Item	No. of Work Units	Item	No.of work Units/acre
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2 head*	Flax	.30/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeders	.12/cwt.	Corn for Seed	.60/acre
Hogs - Complete	.12/cwt.	Corn for Grain	.55/acre
Hogs - Finishing	.06/cwt.	Soybeans	.45/acre
Hogs - Wean. pigs	1.4/litter	Corn & Cane Silage	.60/acre
Sheep, Farm Flock	.60/head	Alfalfa Hay	.60/acre
Lambs, Feeder	.30/cwt.	Other Leg.& Mix.Hay	.40/acre
Chickens, Laying Flock	5.0/100	Tame Grass Hay	.20/acre
Broilers	.20/cwt.	Annual Hay	.30/acre
Labor off the Farm	1.0/$20	Tillable land - Idle	.05/acre
		Sorghum for grain	.50/acre
		Sunflowers	.40/acre

Table 11A 6470 - Hogs Farrow, Finish, General - 1980

			AVERAGE 144	HIGH 29	LOW 29
1.	Pounds of hogs produced		152390	127786	105774
			Per Cwt.	Per Cwt	Per Cwt.
2.	Net increase in value of hogs	$	41.40	46.03	36.40
3.	Other miscellaneous hog income				
4.	Total value produced	$	41.40 *	46.03 *	36.40 *
5.	Pounds of feed fed				
6.	Corn		312.8	314.7	374.1
7.	Small grain		14.4	15.5	19.4
8.	Complete ration		15.1	6.1	7.9
9.	Protein, salt & mineral & milk		86.2	70.2	84.2
10.	Total concentrates		428.5	406.5	485.6
11.	Forages		1.8	1.2	1.7
12.	Feed cost				
13.	Grains		14.13	14.17	17.02
14.	Complete ration		1.65	.75	.82
15.	Protein, salt & mineral & milk		13.33	10.40	15.07
16.	Forages		.05	.03	.05
17.	Pasture				
18.	Total feed costs	$	29.16	25.35	32.96
19.	Return over feed costs	$	12.24 *	20.68 *	3.44 *
20.	Other direct costs				
21.	Miscellaneous livestock expense		1.35	1.12	1.43
22.	Veterinary expense		.84	1.01	.74
23.	Custom work		.26	.34	.37
24.	Special hired labor		.35	.26	.02
25.	Total other direct costs	$	2.80	2.73	2.56
26.	Return over feed & other direct costs	$	9.44 *	17.95 *	.88 *
27.	Allocated costs				
28.	Power & machinery costs (PCAF 1.00)		1.19	1.28	1.27
29.	Livestock equipment costs (ECAF 1)		1.36	1.77	1.51
30.	Building & fences (BCAF 1)		1.92	1.77	1.73
31.	Total allocated costs	$	4.47	4.82	4.51
32.	Return over all listed costs	$	4.97 *	13.13 *	(-3.63)*
33.	Supplementary management information				
34.	Return for $100 feed fed		141.98	181.56	110.43
35.	Price received per cwt. all animals		39.64	41.14	37.71
36.	Price received per cwt.sold mkt.only		41.69	42.94	38.75
37.	Number of litters farrowed		92	86	61
37A	Litters/bearing female/year				
38.	Number of pigs born per litter		9.3	9.4	9.0
39.	Number of pigs weaned per litter		7.4	7.8	7.1
40.	Percent death loss		15.3	12.5	14.6
41.	Average weight of all hogs sold		231.3	226.3	240.8
42.	Average weight of mkt.hogs sold		217.1	225.9	228.0
43.	Price per cwt. concentrate fed		6.79	6.23	6.78
44.	Price per cwt.protein,salt & mineral		15.47	14.82	17.91
45.	Pounds of pork purchased		2822	1677	4458
46.	Total listed costs per cwt.pork produced		36.43 *	$ 32.90 *	$ 40.03 *

Table 11B 6490 Hogs, Finishing Enterprise - 1980

			AVERAGE 49	HIGH 16	LOW 16
1.	Average number of pigs on hand		240.3	184.8	261.3
2.	Pounds of hogs produced		103054	79261	110333
			Per Cwt.	Per Cwt.	Per Cwt.
3.	Net increase in value of hogs	$	32.47	36.84	29.68
4.	Other miscellaneous hog income		.04	.08	.07
5.	Total value produced	$	32.51 *	36.92 *	29.75 *
6.	Pounds of feed fed				
7.	Corn		299.3	280.8	292.3
8.	Small grain		7.3	10.0	7.9
9.	Complete ration		17.4	16.2	37.5
10.	Protein, salt & mineral & milk		64.9	50.1	64.5
11.	Total concentrates		388.9	357.1	402.2
12.	Forages		.3		.8
13.	Feed cost				
14.	Grains		13.27	12.44	13.21
15.	Complete ration		1.55	1.56	3.21
16.	Protein, salt & mineral & milk		10.87	7.50	12.40
17.	Forages		.01		.03
18.	Pasture				
19.	Total feed costs	$	25.70	21.50	28.85
20.	Return over feed costs	$	6.81 *	15.42 *	.90 *
21.	Other direct costs				
22.	Miscellaneous livestock expense		.61	.53	.59
23.	Veterinary expense		.24	.14	.31
24.	Custom work		.19	.18	.31
25.	Special hired labor		.08	.26	.04
26.	Total other direct costs	$	1.12	1.11	1.25
27.	Return over feed & other direct costs	$	5.69 *	14.31 *	(-.35)*
28.	Allocated costs				
29.	Power & machinery costs (PCAF 1.04)		.97	1.04	.93
30.	Livestock equipment costs (ECAF 1)		1.33	1.53	1.11
31.	Building & fences (BCAF 1)		1.21	1.25	1.56
32.	Total allocated costs	$	3.51	3.82	3.60
33.	Return over all listed costs	$	2.18 *	10.49 *	(-3.95)*
34.	Supplementary management information				
35.	Return for $100 feed fed		126.51	171.72	103.11
36.	Price received per cwt.		40.17	41.56	38.17
37.	Average weight of pigs sold		225.8	229.5	229.2
38.	Average price paid per pig bought		34.16	34.37	33.53
39.	Average weight per pig bought		44.0	46.0	42.7
40.	Number of pigs purchased		514	304	653
41.	No.pigs transferred in		93	72	27
42.	Average weight of pigs transferred in		50.5	51.6	62.0
43.	Pounds of pork purchased		22601	13981	27892
44.	Percent death loss		3.5	2.1	4.9
45.	Price per cwt. concentrate fed		6.61	6.02	7.17
46.	Price per cwt.protein,salt & mineral fed		16.73	14.96	19.22
47.	Effective daily gain -pounds/day/pig		1.17	1.18	1.16
48.	Total listed cost per cwt.pork prod.		30.33 *	$ 26.43 *	$ 33.70 *

Table 11C 6510 Hogs, Weaning Pig Production - 1980

			AVERAGE 21	
1.	Number of litters farrowed		148	
			Per Litter	
2.	Net increase in value of hogs	$	320.27	
3.	Other miscellaneous weaning pigs income		.16	
4.	Total value produced	$	320.43	*
5.	Pounds of feed fed			
6.	Corn		1735.5	
7.	Small grain		68.7	
8.	Complete ration		134.1	
9.	Protein, salt & mineral & milk		519.3	
10.	Total concentrates		2457.6	
11.	Forages		5.1	
12.	Feed cost			
13.	Grains		76.47	
14.	Complete ration		16.43	
15.	Protein, salt & mineral & milk		96.46	
16.	Forages		.12	
17.	Pasture		.06	
18.	Total feed costs	$	189.54	
19.	Return over feed costs	$	130.89	*
20.	Other direct costs			
21.	Miscellaneous livestock expense		16.24	
22.	Veterinary expense		15.41	
23.	Custom work		1.92	
24.	Special hired labor		6.12	
25.	Total other direct costs	$	39.69	
26.	Return over feed & other direct costs	$	91.20	*
27.	Allocated costs			
28.	Power & machinery costs (PCAF 1.07)		16.24	
29.	Livestock equipment costs (ECAF 1)		16.33	
30.	Building & fences (BCAF 1)		16.93	
31.	Total allocated cost	$	49.50	
32.	Return over all listed costs	$	41.70	*
33.	Supplementary management information			
34.	Return for $100 feed fed		169.06	
35.	Average price received per animal sold		41.60	
36.	Average price per pig sold or transferred		36.55	
37.	Average weight per pig sold or transferred		55.9	
38.	Number of pigs produced		1150	
39.	Number of pigs born per litter		9.8	
40.	Number of pigs weaned per litter		7.8	
40A	Litters/bearing female/year			
41.	Percent death loss		16.2	
42.	Price per cwt.concentrate fed		7.71	
43.	Price per cwt. protein, salt & mineral fed		18.58	
44.	Feed & supplemental costs per pig produced		29.50	
45.	Total listed cost per litter	$	278.73	*

Table 12-6290 - Dairy Cows - 1980

		AVERAGE 39	HIGH 13	LOW 13
1.	Average number of cows	38.4 Per Cow	36.9 Per Cow	45.5 Per Cow
2.	Pounds of milk	12467	14049	10960
3.	Pounds of butterfat	448.6	495.9	411.9
4.	Percent of butterfat in milk			
5.	Value of produce			
6.	Dairy products sold	$ 1502.97	$ 1717.59	$ 1327.01
7.	Dairy products used in home	6.38	9.32	3.67
8.	Milk fed to livestock	14.53	9.02	8.59
9.	Net increases in value of cows	(-77.73)	(-42.47)	(-117.58)
10.	Other miscellaneous dairy income			
11.	Total value produced	$ 1446.15 *	1693.46 *	1221.69 *
12.	Pounds of feed fed			
13.	Corn	4946.8	5436.3	5231.5
14.	Small grain	350.4	348.2	270.9
15.	Complete ration	318.5		344.9
16.	Protein, salt & mineral	751.6	682.4	890.7
17.	Total concentrates	6367.3	6466.9	6738.0
18.	Legume hay	5917.3	5402.5	5152.0
19.	Other hay & dry roughage	297.8	433.6	388.8
20.	Silage	11402.1	10940.6	12555.5
21.	Feed costs			
22.	Grains	229.04	245.96	241.54
23.	Complete ration	25.13		27.91
24.	Protein/salt/minrl (cost/cwt fed 16.85)	126.67	105.88	150.31
25.	All hay & dry roughage	168.98	153.79	155.71
26.	Silage	107.42	98.62	116.11
27.	Pasture	5.31	6.88	6.59
28.	Total feed costs	$ 662.55	611.13	698.17
29.	Return over feed costs	$ 783.60 *	1082.33 *	523.52 *
30.	Other direct costs			
31.	Miscellaneous livestock expense	75.21	94.25	67.78
32.	Veterinary expense	26.33	25.69	26.64
33.	Custom work hired	52.86	56.40	43.96
34.	Special hired labor	5.81	16.29	
35.	Total other direct costs	$ 160.21	192.63	138.38
36.	Return over feed & other direct costs	$ 623.39 *	889.70 *	385.14 *
37.	Allocated costs			
38.	Power & machinery costs (PCAF 1.00)	68.66	68.34	67.71
39.	Livestock equipment costs (ECAF 1)	59.81	67.54	50.47
40.	Building & fences (BCAF 1)	78.62	76.88	81.74
41.	Total allocated costs	$ 207.09	212.76	199.92
42.	Return over all listed costs	$ 416.30 *	676.94 *	185.22 *
43.	Supplementary management information			
44.	Return for $100 feed fed	218.27	277.10	174.98
45.	Feed cost per cwt. milk	5.32	4.35	6.37
46.	Feed cost per pound of butterfat	1.48	1.23	1.70
47.	Pounds of milk per pound of concentrate	1.96	2.17	1.63
48.	Average price per cwt. milk sold	12.23	12.36	12.22
49.	Average price per pound of butterfat	3.40	3.50	3.25
50.	Total listed costs per cwt. milk produced	8.26	7.24	9.46
51.	Dairy cow turnover percentage	33.9	37.9	35.2
52.	Total listed costs per cow	$ 1029.85 *	$ 1016.52 *	$ 1036.47 *

Table 13-6310 - Other Dairy/Replacement - 1980

		AVERAGE 39	HIGH 13	LOW 13
1.	Number of head	53.1	49.0	58.5
		Per Head	Per Head	Per Head
2.	Net increase in value	$ 390.73	504.98	280.92
3.	Miscellaneous income			
4.	Total income	$ 390.73 *	504.98 *	280.92 *
5.	Pounds of feed fed			
6.	Corn	1101.6	1194.6	806.8
7.	Small grain	190.7	184.0	186.7
8.	Complete ration	26.4		71.8
9.	Protein, salt & minerals	155.2	167.6	134.2
10.	Hay & dry roughage	2006.0	1634.5	1981.3
11.	Silage	3650.2	3311.1	3308.9
12.	Milk	94.3	101.7	82.9
13.	Feed cost			
14.	Grains	55.63	59.06	42.77
15.	Complete ration	1.81		4.92
16.	Protein, salt & minerals	28.27	26.10	25.93
17.	Hay & dry roughage	53.65	45.59	50.62
18.	Silage	33.94	30.43	32.72
19.	Milk	10.21	11.00	10.27
20.	Pasture	5.95	1.63	11.18
21.	Total feed costs	$ 189.46	173.81	178.41
22.	Return over feed costs	$ 201.27 *	331.17 *	102.51 *
23.	Other direct costs			
24.	Miscellaneous expense	5.93	8.08	4.65
25.	Veterinary expense	5.03	7.14	4.85
26.	Custom work hired	1.39	1.61	.36
27.	Special hired labor	.90	2.96	
28.	Total other direct costs	$ 13.25	19.79	9.86
29.	Return over feed & other direct costs	$ 188.02 *	311.38 *	92.65 *
30.	Allocated costs			
31.	Power & machinery costs (PCAF 1.00)	11.82	11.63	11.58
32.	Livestock equipment costs (ECAF 1)	10.48	12.04	8.47
33.	Building & fences (BCAF 1)	13.35	13.25	13.74
34.	Total allocated costs	$ 35.65	36.92	33.79
35.	Return over all listed costs	$ 152.37 *	274.46 *	58.86 *
36.	Supplementary management information			
37.	Return for $100 feed fed	206.24	290.52	157.46
38.	Percent death loss - total	8.2	6.5	9.2
39.	Percent calf death loss	18.6	11.4	21.7
40.	Total listed costs per head	$ 238.36 *	$ 230.52 *	$ 222.06 *

Table 14 - All Dairy Cattle - 1980

		AVERAGE 39	HIGH 13	LOW 13
1.	Average number of cows	38.4 Per Cow	36.9 Per Cow	45.5 Per Cow
2.	Value of dairy products	$ 1513.88	1785.54	1288.27
3.	Net increase in value	471.52	696.27	301.06
4.	Miscellaneous dairy income			
5.	Total value produced	$ 1985.40 *	2481.81 *	1589.33 *
6.	Pounds of feed fed			
7.	Grains	7128.5	8903.4	6418.5
8.	Complete rations	348.8		492.4
9.	Protein,salt & minerals,inc.milk equiv	967.3	943.5	995.1
10.	Hay & dry roughage	8986.9	9421.2	7217.1
11.	Silage	16291.3	17329.5	15848.4
12.	Feed cost			
13.	Grains	307.87	379.31	283.51
14.	Complete rations	27.14		38.56
15.	Protein,salt & minerals,inc.milk	180.00	158.31	181.66
16.	Hay & dry roughage	243.18	260.24	192.90
17.	Silage	152.81	156.08	147.90
18.	Pasture costs	14.41	10.21	22.55
19.	Total feed costs	$ 925.41	964.15	867.08
20.	Return over feed costs	$ 1059.99 *	1517.66 *	722.25 *
21.	Other direct costs			
22.	Miscellaneous livestock expense	84.15	109.01	73.27
23.	Veterinary expense	33.73	32.23	29.65
24.	Custom work	54.96	59.22	44.80
25.	Special hired labor	7.56	22.47	1.78
26.	Total other direct costs	$ 180.40	222.93	149.50
27.	Return over feed & other direct costs	$ 879.59 *	1294.73 *	572.75 *
28.	Allocated costs			
29.	Power & machinery costs	85.23	88.51	83.01
30.	Livestock equipment costs	75.20	99.00	58.14
31.	Building & fences	96.41	113.71	99.67
32.	Total allocated costs	$ 256.84	301.22	240.82
33.	Return over all listed costs	$ 622.75 *	993.51 *	331.93 *
34.	Supplementary management information			
35.	Return for $100 feed fed	214.54	257.41	183.30
36.	Total listed costs per cow	$ 1362.65 *	$ 1488.30 *	$ 1257.40 *

Table 15A - 6100 - Beef Breeding Cattle - 1980

			AVERAGE 48	HIGH 16	LOW 16
1.	Average number of beef cows		47.9	47.2	46.1
2.	Average number of other beef animals & bulls		29.5	29.1	26.2
3.	Pounds of beef produced		19977	15222	17341
			Per Cow	Per Cow	Per Cow
4.	Net increase in value	$	289.65	350.55	243.49
5.	Other miscellaneous beef income				
6.	Total value produced	$	289.65 *	350.55 *	243.49 *
7.	Pounds of feed fed				
8.	Grain		146.1	132.2	91.3
9.	Protein, salt & mineral		77.3	98.3	80.4
10.	Legume hay		2573.2	2456.8	2855.2
11.	Other hay & dry roughage		872.0	685.9	1568.9
12.	Silage		3370.0	2430.6	4400.8
13.	Feed cost				
14.	Grain		6.18	5.51	4.43
15.	Protein, salt & mineral		12.90	15.97	13.77
16.	Legume hay		68.06	60.97	78.00
17.	Other hay & dry roughage		10.17	4.36	20.63
18.	Silage		29.94	23.92	37.05
19.	Pasture		33.78	31.31	41.93
20.	Total feed costs	$	161.03	142.04	195.81
21.	Return over feed cost	$	128.62 *	208.51 *	47.68 *
22.	Other direct costs				
23.	Miscellaneous livestock expense		6.49	5.91	7.61
24.	Veterinary expense		8.33	7.94	9.65
25.	Custom work		1.34	1.89	.56
26.	Special hired labor		.04	.11	
27.	Total other direct costs	$	16.20	15.85	17.82
28.	Return over feed & other direct costs	$	112.42 *	192.66 *	29.86 *
29.	Allocated costs				
30.	Power & machinery costs (PCAF 1.00)		17.55	14.45	20.44
31.	Livestock equipment costs (ECAF 1)		18.76	21.54	19.43
32.	Building & fences (BCAF 1)		20.94	12.05	34.60
33.	Total allocated costs	$	57.25	48.04	74.47
34.	Return over all listed costs	$	55.17 *	144.62 *	(-44.61)*
35.	Supplementary management information				
36.	Return for $100 feed fed		179.88	246.81	124.35
37.	Price per cwt. sold		68.36	149.76	59.02
38.	Price per cwt.calves sold or transferred		76.75	76.51	78.53
39.	Average weight per head sold		681.1	375.8	710.2
40.	Aver.weight per calf sold or transferred		453.5	467.2	408.4
41.	Percent death loss		4.4	6.2	3.7
42.	Percent calf crop		93.4	97.3	89.1
43.	Total listed costs per cow	$	234.48 *	$ 205.93 *	$ 288.10 *

Table 15B Beef Feeders Feedlot - 1980

		CALVES AVERAGE 56	YEARLINGS AVERAGE 31	TWO YEAR OLDS AVERAGE 20
1.	Average number of beef feeders	90.7	150.7	152.6
2.	Pounds of beef produced	67753	109618	117445
		Per Cwt.	Per Cwt.	Per Cwt.
3.	Net increase in value of animals	$ 44.33	$ 49.19	$ 49.86
4.	Other miscellaneous beef income			
5.	Total value produced	$ 44.33 *	$ 49.19 *	$ 49.86 *
6.	Pounds of feed fed			
7.	Grain	487.8	539.2	752.0
8.	Protein, salt & mineral	33.7	34.3	42.6
9.	Legume hay	161.1	115.9	53.9
10.	Other hay & dry roughage	46.7	24.1	4.2
11.	Silage	774.0	1000.9	928.3
12.	Feed cost			
13.	Grain	20.84	22.59	32.19
14.	Protein, salt & mineral	4.51	4.79	5.58
15.	Legume hay	4.21	3.12	1.47
16.	Other hay & dry roughage	.49	.25	.09
17.	Silage	6.82	9.63	8.23
18.	Pasture	.05	.28	.05
19.	Total feed cost	$ 36.92	$ 40.66	$ 47.61
20.	Return over feed cost	$ 7.41 *	$ 8.53 *	$ 2.25 *
21.	Other direct costs			
22.	Miscellaneous livestock expense	.47	.29	.60
23.	Veterinary expense	.73	.79	.45
24.	Custom work hired	.76	.80	.73
25.	Special hired labor		.03	
26.	Total other direct costs	$ 1.96	$ 1.91	$ 1.78
27.	Return over feed & other direct costs	5.45 *	$ 6.62 *	$ .47 *
28.	Allocated costs			
29.	Power & machinery costs (PCAF 1.00)	1.08	1.06	1.15
30.	Livestock equipment costs (ECAF 1)	1.10	1.28	.72
31.	Buildings & fences (BCAF 1)	1.40	1.33	1.46
32.	Total allocated costs	$ 3.58	3.67	3.33
33.	Return over all listed costs	$ 1.87 *	2.95 *	$ (-2.86)*
34.	Supplementary management information			
35.	Return for $100 feed fed	120.07	120.97	104.72
36.	Price per cwt. sold	65.79	65.75	66.03
37.	Average weight per head sold	1050.2	1090.1	1213.7
38.	Price per cwt. bought	78.49	73.88	68.74
39.	Average weight per head bought	499.7	607.2	823.6
40.	Number of head bought	100	239	227
41.	Percent death loss	1.8	.5	.7
42.	Effect.daily gain-pounds/head/day	2.05	1.99	2.11
43.	Total listed cost per cwt.prod.	42.46 *	$ 46.24 *	$ 52.72 *

16A - 6670 - Sheep Farm - Commercial Flock - 1980

			AVERAGE 19
1.	Average number of ewes		73.8
2.	Pounds of lamb & mutton produced		9653
3.	Pounds of wool produced		510
			Per Ewe
4.	Value of produce		
5.	Wool	$	7.41
6.	Net increase in value of animals		72.91
7.	Other miscellaneous sheep income		
8.	Total value produced	$	80.32 *
9.	Pounds of feed fed		
10.	Grain		385.5
11.	Protein, salt & mineral		59.2
12.	Legume hay		1183.6
13.	Other hay & dry roughage		12.4
14.	Silage		243.6
15.	Feed cost		
16.	Grain		17.30
17.	Protein, salt & mineral		8.16
18.	Legume hay		30.68
19.	Other hay & dry roughage		.28
20.	Silage		2.10
21.	Pasture		2.59
22.	Total feed costs	$	61.11
23.	Return over feed costs	$	19.21 *
24.	Other direct costs		
25.	Miscellaneous livestock expense		5.64
26.	Veterinary expense		2.56
27.	Custom work		2.28
28.	Special hired labor		.45
29.	Total other direct costs	$	10.93
30.	Return over feed & other direct costs	$	8.28 *
31.	Allocated costs		
32.	Power & machinery costs (PCAF 1.00)		7.67
33.	Livestock equipment costs (ECAF 1)		4.59
34.	Building & fences (BCAF 1)		10.91
35.	Total allocated costs	$	23.17
36.	Return over all listed costs	$	(-14.89)*
37.	Supplementary management information		
38.	Return for $100 feed fed		131.44
38.	Price per cwt. lamb & mutton sold		62.56
40.	Price per cwt. lamb sold or transferred		65.60
41.	Average weight of lambs sold or transferred		107.2
42.	Pounds of wool per sheep sheared		6.3
43.	Number of ewes kept for lambing		62
44.	Percent lamb crop		162.9
45.	Percent death loss		9.3
46.	Total listed costs per ewe	$	95.21 *

SELECTED FARM MANAGEMENT DATA - 1976-80

	1976	1977	1978	1979	1980
Farm size	406	413	417	414	415
Labor earnings (whole farm)	3012	18241	39054	7706	29431
Return to capital & family labor	11698	23442	48038	21102	38817
Aver.investment/farm business	372861	388344	486911	542965	622154
Cash sales/farm bus. (T2A-37)	103017	96581	134493	149526	171054
Cash expense/farm business (T2B-39)	91412	83702	113674	144959	138216
Expenses/dollar of income (T5-28)	.97	.85	.78	.94	.85
Ratio of assets to liabilities (T5-L29)	2.68:1	2.42:1	2.55:1	2.27:1	2.24:1
Gain in net worth (T5-L16)	2678	14827	37007	11457	24269
Size of business (work units) (T1-L6)	381	365	385	396	414
Tractor & crop mach.expense per crop acre (T8-L-41)	28.03	29.07	34.27	41.27	48.41
SOURCE OF INCOME CASH RECEIPTS					
Income from livestock	61%	55%	59%	62%	57%
Income from crops	32%	38%	35%	32%	38%
Miscellaneous farm income	7%	7%	6%	6%	5%
FAMILY LIVING EXPENSES					
Per year (T4-L23)	14780	14796	16767	20610	18585
Per month	1231	1233	1397	1718	1549

	1976	1977	1978	1979	1980
Return Above Feed Cost Per:					
Dairy cow	421	501	710	780	784
Beef cow	(-6)	17	297	202	129
Cwt.feeder cattle produced	(-1.25)	2.07	30.00	28.63	7.41
Cwt. hogs produced	12.65	17.19	28.88	9.71	12.24
Cwt. feeder lambs produced	24.91	---	39.34	5.15	---
Ewe	(-2.57)	29.44	36.10	58.06	19.21
Yield Per Acre					
Corn, bu.	57.0	98.1	113.2	104.8	108.8
Soybeans, bu.	23.4	36.4	41.3	32.6	37.1
Flax, bu.	12.0	19.5	19.8	19.5	17.1
Oats, bu.	50.6	74.7	57.3	55.0	67.8
Corn silage, ton	6.5	13.4	15.1	15.7	13.7
Alfalfa, ton	2.4	3.3	4.3	4.6	3.8
Wheat, bu.	38.7	48.8	26.2	28.7	37.9
Sunflowers, cwt.	---	13.1	24.1	12.1	---
Return Over Total Costs Per Acre					
Corn	(-4.68)	30.96	32.08	19.82	97.86
Soybeans	34.61	36.3	130.32	57.29	123.59
Flax	17.82	16.66	31.05	35.65	21.43
Oats	8.00	1.61	(-13.37)	(-10.88)	30.61
Corn silage	(-9.13)	50.28	68.67	85.01	96.76
Alfalfa	52.86	47.65	42.20	36.11	50.20
Wheat	44.72	18.80	(-26.52)	9.01	42.39
Sunflowers	---	(-18.03)	74.27	(-10.70)	---

SETTING GOALS

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

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

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

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

On the bottom of this page is a place for you and your family to write your goals for the coming year. The following year, these goals will be reviewed, evaluated and probably changed or expanded to fit the ever changing needs and desires of the family.

WHAT DOES YOUR FAMILY WANT?

NAME _____ DATE _____

ADDRESS _____

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

	This year	Later
FOR A PROFITABLE FARM BUSINESS:		
FOR SATISFYING LIVING:		
FOR DEVELOPMENT OF FAMILY MEMBERS:		
FOR LONG TERM FINANCIAL SECURITY:		