1989 Annual Report
Southwestern Minnesota
March, 1990

AN ADULT EDUCATIONAL PROGRAM

In cooperation with: State Board of Vocational Technical Education
Division of Agricultural Education — University of Minnesota

SOUTHWESTERN TECHNICAL COLLEGE

Price $5.00
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.

Setting 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.

<table>
<thead>
<tr>
<th>FOR A PROFITABLE FARM BUSINESS:</th>
</tr>
</thead>
<tbody>
<tr>
<td>This year</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FOR SATISFYING LIVING:</th>
</tr>
</thead>
<tbody>
<tr>
<td>This year</td>
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<table>
<thead>
<tr>
<th>FOR DEVELOPMENT OF FAMILY MEMBERS:</th>
</tr>
</thead>
<tbody>
<tr>
<td>This year</td>
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<table>
<thead>
<tr>
<th>FOR LONG TERM FINANCIAL SECURITY:</th>
</tr>
</thead>
<tbody>
<tr>
<td>This year</td>
</tr>
<tr>
<td>Item</td>
</tr>
<tr>
<td>----------------------------------------------------------------------</td>
</tr>
<tr>
<td>1. Average Number of Ewes</td>
</tr>
<tr>
<td>2. Pounds of Lamb, Mutton Produced</td>
</tr>
<tr>
<td>3. Pounds of Wool Produced</td>
</tr>
<tr>
<td>4. Value of Produce</td>
</tr>
<tr>
<td>5. Wool</td>
</tr>
<tr>
<td>6. Net Increase in Value</td>
</tr>
<tr>
<td>7. Other Miscellaneous Income</td>
</tr>
<tr>
<td>8. Total Value Produced</td>
</tr>
<tr>
<td>10. Grain</td>
</tr>
<tr>
<td>11. Protein, Salt, Minerals</td>
</tr>
<tr>
<td>12. Legume Hay</td>
</tr>
<tr>
<td>13. Other Dry Hay and Roughage</td>
</tr>
<tr>
<td>14. Silage</td>
</tr>
<tr>
<td>15. Haylage</td>
</tr>
<tr>
<td>16. Pasture</td>
</tr>
<tr>
<td>17. Total Feed Cost</td>
</tr>
<tr>
<td>18. Return Over Feed Costs</td>
</tr>
<tr>
<td>Other Direct Costs:</td>
</tr>
<tr>
<td>20. Veterinary</td>
</tr>
<tr>
<td>21. Breeding</td>
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<tr>
<td>22. Miscellaneous</td>
</tr>
<tr>
<td>23. Custom Work</td>
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<tr>
<td>24. Lease Expense</td>
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<tr>
<td>25. Special Hired Labor</td>
</tr>
<tr>
<td>26. Assigned Interest</td>
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<tr>
<td>27. Total Other Direct Costs</td>
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<tr>
<td>28. Total Direct Costs Including Feed</td>
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<tr>
<td>29. Return Over All Direct Costs</td>
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<tr>
<td>Allocated Costs</td>
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<tr>
<td>31. General Hired Labor</td>
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<tr>
<td>32. Utilities &amp; Miscellaneous</td>
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<tr>
<td>33. Power &amp; Machinery</td>
</tr>
<tr>
<td>34. Livestock Equipment</td>
</tr>
<tr>
<td>35. Buildings &amp; Fences</td>
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<tr>
<td>36. Total Allocated Costs</td>
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<tr>
<td>37. Total Actual Listed Costs</td>
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<tr>
<td>38. Return Over Actual Listed Costs</td>
</tr>
<tr>
<td>39. Total Listed Costs Adj. to 7% Min. Int.</td>
</tr>
<tr>
<td>40. Return/Listed 7% Opportunity Interest</td>
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</tbody>
</table>

| Item                                                                 | |
|----------------------------------------------------------------------| |
| Price/Cwt. Lamb Sold or Transferred                                  | 71.24      |
| Ave Wt. Lamb Sold or Transferred                                    | 106        |
| Lbs. Wool/Sheep Sheared                                             | 11.6       |
TABLE 15B 6140A BEEF FEEDLOT - 1989  
AVERAGE OF 53 FARMS

<table>
<thead>
<tr>
<th>Item</th>
<th>Total</th>
<th>PER CMT.</th>
<th>PER HEAD</th>
</tr>
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<tbody>
<tr>
<td>1. Average Number of Animals</td>
<td>52.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Pounds of Animal Produced</td>
<td>35,609</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Net Increase In Value: Animals</td>
<td>21,239</td>
<td>59.65</td>
<td>406.10</td>
</tr>
<tr>
<td>4. Other Miscellaneous Income</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. Total Value Produced</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6. Feed Fed: Qty. &amp; Cost</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7. Corn</td>
<td>571.9</td>
<td>22.05</td>
<td>150.15</td>
</tr>
<tr>
<td>8. Small Grains</td>
<td>3.9</td>
<td>0.20</td>
<td>1.38</td>
</tr>
<tr>
<td>9. Complete Rations</td>
<td>21.9</td>
<td>1.22</td>
<td>8.28</td>
</tr>
<tr>
<td>10. Protein, Salt, Minerals</td>
<td>106.2</td>
<td>7.04</td>
<td>47.95</td>
</tr>
<tr>
<td>11. Legume Hay</td>
<td>70.2</td>
<td>2.71</td>
<td>18.47</td>
</tr>
<tr>
<td>12. Other Dry Hay &amp; Roughage</td>
<td>119.4</td>
<td>0.90</td>
<td>6.12</td>
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<tr>
<td>13. Silage</td>
<td>481.0</td>
<td>4.05</td>
<td>27.55</td>
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<tr>
<td>14. Haylage</td>
<td>75.5</td>
<td>0.92</td>
<td>6.29</td>
</tr>
<tr>
<td>15. Pasture</td>
<td></td>
<td>0.10</td>
<td>0.65</td>
</tr>
<tr>
<td>16. Total Feed Costs</td>
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<td>39.19</td>
<td>266.84</td>
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<tr>
<td>17. Return Over Feed Costs</td>
<td></td>
<td>20.46</td>
<td>139.26</td>
</tr>
<tr>
<td>Other Direct Costs</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>19. Veterinary</td>
<td></td>
<td>1.71</td>
<td>11.64</td>
</tr>
<tr>
<td>20. Miscellaneous</td>
<td></td>
<td>1.29</td>
<td>8.78</td>
</tr>
<tr>
<td>21. Custom Work &amp; Lease Expense</td>
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<td>0.83</td>
<td>5.68</td>
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<tr>
<td>22. Special Hired Labor</td>
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<td>0.01</td>
<td>0.06</td>
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<td>0.95</td>
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<td>25. Total Direct Costs Incl. Feed</td>
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<td>43.98</td>
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<td>5,576</td>
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<td>30. General Hired Labor</td>
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<td>31. Utilities &amp; Miscellaneous</td>
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<td>1.81</td>
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<td>1.96</td>
<td>13.38</td>
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<td>34. Buildings &amp; Fences</td>
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<td>1.07</td>
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<td>35. Total Allocated Costs</td>
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<td>52.88</td>
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<td>37. Return Over Actual Listed Costs</td>
<td>2,403</td>
<td>6.77</td>
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**************************SUPPLEMENTARY MANAGEMENT INFORMATION**************************

<table>
<thead>
<tr>
<th>Item</th>
<th>Value</th>
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<tbody>
<tr>
<td>38. Total Costs Adj. to 7% Min. Int.</td>
<td>20,541</td>
</tr>
<tr>
<td>39. Return/Listed 7% Opportunity Int.</td>
<td>690</td>
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<tr>
<td>42. Return/100 Feed Fed</td>
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<tr>
<td>43. Price/Cwt. Sold</td>
<td>73.57</td>
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<tr>
<td>44. Average Weight All Cattle Sold</td>
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<tr>
<td>45. Price/Cwt. Bought</td>
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<tr>
<td>46. Average Height Cattle Bought</td>
<td>548</td>
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<tr>
<td>47. Number of Head Bought</td>
<td>61</td>
</tr>
<tr>
<td>48. Percent Death Loss</td>
<td>11.2</td>
</tr>
<tr>
<td>49. Effective Daily Gain-Pound/Head/Day</td>
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<tr>
<td>50. Price to Cover Purch. Price &amp; Listed</td>
<td>135.22</td>
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<tr>
<td>51. Hay Equivalent/Cwt.</td>
<td>0.19</td>
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<tr>
<td>52. Corn Equivalent/Cwt.</td>
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41.
<table>
<thead>
<tr>
<th>Description</th>
<th>HERD TOTAL</th>
<th>PER COW</th>
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<tbody>
<tr>
<td>1. Average Number of Beef Cows</td>
<td>38.4</td>
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<tr>
<td>2. Average Number of Other Beef/Bulls</td>
<td>22.9</td>
<td></td>
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<tr>
<td>3. Pounds of Beef Produced</td>
<td>17,352</td>
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<tr>
<td>4. Net Increase in Value: Beef</td>
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<td>409.32</td>
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<td>5. Other Miscellaneous Income</td>
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<tr>
<td>6. Total Value Produced</td>
<td>15,718</td>
<td>409.32</td>
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<tr>
<td>7. Feed Fed: Quantity &amp; Cost LBS/COW</td>
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<td></td>
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<tr>
<td>8. Grain</td>
<td>942.3</td>
<td>39.97</td>
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<tr>
<td>9. Protein, Salt, Minerals</td>
<td>103.5</td>
<td>4.82</td>
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<tr>
<td>10. Legume Hay</td>
<td>1,753.8</td>
<td>72.9</td>
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<td>1,721.7</td>
<td>41.17</td>
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<td>12. Silage</td>
<td>1,833.3</td>
<td>75.63</td>
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<td>798.1</td>
<td>32.61</td>
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<tr>
<td>14. Pasture</td>
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<td>207.26</td>
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<td>16. Return Over Feed Costs</td>
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<td>202.06</td>
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<td></td>
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<tr>
<td>18. Veterinary</td>
<td></td>
<td>10.78</td>
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<td>19. Breeding</td>
<td></td>
<td>1.61</td>
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<tr>
<td>20. Miscellaneous</td>
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<td>8.15</td>
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<tr>
<td>21. Custom Work &amp; Lease Expense</td>
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</tr>
<tr>
<td>22. Special Hired Labor</td>
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<td>0.13</td>
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<td></td>
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<td>24. Total Other Direct Costs</td>
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<td>6,902</td>
<td>178.75</td>
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</tr>
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<td>28. Actual Interest Paid Less</td>
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<td>25.26</td>
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<td>30. General Hired Labor</td>
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<td>4.82</td>
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<tr>
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<td>19.40</td>
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<tr>
<td>32. Power &amp; Machinery</td>
<td></td>
<td>10.71</td>
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<td>16.58</td>
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<td>34. Buildings &amp; Fences</td>
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<td>8.38</td>
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<td>3,613</td>
<td>94.10</td>
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***********************************************************************
SUPPLEMENTARY MANAGEMENT INFORMATION**********************************************************************

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<thead>
<tr>
<th>Additional Data</th>
<th>Value 1</th>
<th>Value 2</th>
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<td>38. Total Costs Adj. to 7% Min. Int.</td>
<td>13,673</td>
<td>356.08</td>
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<td>39. Return Over Listed &amp; 7% Opportunity</td>
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<tr>
<td>40. Interest Cost</td>
<td>2,045</td>
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<tr>
<td>42. Return/$100 Feed Fed</td>
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<tr>
<td>43. $/Cwt. Breeding Animals Sold</td>
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</tr>
<tr>
<td>44. Ave. Weight of Animals Sold</td>
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<td>45. Number of Head Bought</td>
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<td>46. Percent Death Loss</td>
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<tr>
<td>47. Price/Cwt. Calf Sold/Transfer</td>
<td>81.23</td>
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<tr>
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<td>49. Percent Calf Crop Born</td>
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</tr>
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<td>50. Percent Calf Crop Weaned</td>
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<td></td>
</tr>
<tr>
<td>51. Percent Calf Death Loss</td>
<td>5.41</td>
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<tr>
<td>52. Cull Income/Breeding Cow</td>
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<td>54. Corn Equivalent/Cow</td>
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<tr>
<td><strong>1. Average Number of Cows</strong></td>
<td>41.9</td>
<td>41.9</td>
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<tr>
<td><strong>2. Pounds of Milk</strong></td>
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<td>3.29</td>
</tr>
<tr>
<td><strong>5. Value of Produce</strong></td>
<td></td>
<td></td>
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<tr>
<td><strong>6. Dairy Products Sold</strong></td>
<td>2,252.50</td>
<td>1,429.07</td>
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<tr>
<td><strong>7. Dairy Products Used in Home</strong></td>
<td>5.37</td>
<td>4.32</td>
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<tr>
<td><strong>8. Milk Fed to Livestock</strong></td>
<td>1.65</td>
<td>10.53</td>
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<tr>
<td><strong>9. Net Increase in Value</strong></td>
<td>614.92</td>
<td>251.91</td>
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<td><strong>11. Total Value Produced</strong></td>
<td>2,874.52</td>
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<tr>
<td><strong>13. Corn</strong></td>
<td>6,081</td>
<td>244.92</td>
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<tr>
<td><strong>14. Small Grain</strong></td>
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<td>22.34</td>
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<td>1,084</td>
<td>70.60</td>
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<tr>
<td><strong>21. Silage</strong></td>
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<td><strong>22. Pasture</strong></td>
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<tr>
<td><strong>26. Veterinary</strong></td>
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<td><strong>27. Breeding</strong></td>
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<td><strong>33. Total Direct Costs Incl. Feed</strong></td>
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<td><strong>39. Power &amp; Machine</strong></td>
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<td><strong>40. Livestock Eqn.</strong></td>
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<td><strong>41. Bldg/Fences</strong></td>
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<td><strong>44. Return Over Actual Listed Costs</strong></td>
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**SUPPLEMENTARY MANAGEMENT INFORMATION**

46. Total Costs Adj. 7% Int.
47. Return/Listed 7% Opportunity Int.
50. Return/100 Feed Fed
51. Usb. of Milk/Lbs. Grain Mix
52. Average Price/Cwt. Sold
53. Dairy Cow Turnover %
54. Approx. Dry Matter/Cow
55. Percent Calf Health Loss
56. Total Investment/Cow
57. Total Debt/Cow

39.
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<tr>
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<th>HERD TOTAL</th>
<th>PER COW</th>
<th>CWT. MILK</th>
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<td>1.</td>
<td>Average Number of Cows</td>
<td>51.3</td>
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<tr>
<td>2.</td>
<td>Pounds of Milk</td>
<td>15,088</td>
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</tr>
<tr>
<td>3.</td>
<td>Pounds of Butterfat</td>
<td>497.67</td>
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<tr>
<td>4.</td>
<td>Percent of Butterfat in Milk</td>
<td>3.32</td>
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<td>5.</td>
<td>Value of Produce</td>
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<td></td>
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<td>6.</td>
<td>Dairy Products Sold</td>
<td>1,896.2</td>
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<td>7.</td>
<td>Dairy Products Used In Home</td>
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<td>8.</td>
<td>Milk Fed to Livestock</td>
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<td>9.</td>
<td>Net Increase In Value:</td>
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<td>Corn</td>
<td>6,644</td>
<td>260.43</td>
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<td>Small Grain</td>
<td>320</td>
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<td>Complete Ration</td>
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<td>Protein, Salt, Minerals</td>
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<td>631.21</td>
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<td>Logume Hay</td>
<td>5,152</td>
<td>198.67</td>
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<td>Other Dry Hay &amp; Roughage</td>
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<td>17.47</td>
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<td>3,595</td>
<td>61.50</td>
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<td>21.</td>
<td>Silage</td>
<td>14,623</td>
<td>129.06</td>
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<td>22.</td>
<td>Pasture</td>
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<td>23.</td>
<td>Total Feed Costs</td>
<td>53,582</td>
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<td>24.</td>
<td>Return Over Feed Cost</td>
<td>65,526</td>
<td>1,277.32</td>
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Other Direct Costs

25. Veterinary
26. Breeding
27. Miscellaneous
28. Custom Work & Lease Expense
29. Special Hire Labor
30. Assigned Interest
31. Total Other Direct Costs
32. Total Direct Costs Incl. Feed
33. Return Over All Direct Costs

Allocated Costs

34. Int. Pd Less Int. Assigned-L31
35. General Hired Labor
36. Utilities & Miscellaneous
37. Power & Machine
38. Livestock Eqp.
39. Bldg/Fences
40. Total Allocated Costs
41. Total Actual Listed Costs
42. Return Over Actual Listed Costs
43. Total Costs Adj. 7% Int.
44. Return/Listed 7% Opportunity Int.
45. Return/$100 Feed Fed
46. Lbs. of Milk/Lbs. Grain Mix
47. Average Price/Cwt. Sold
48. Dairy Cow Turnover %
49. Approx. Dry Matter/Cow
50. Percent Calf Death Loss
51. Total Investment/Cow
52. Total Debt/Cow

**SUPPLEMENTARY MANAGEMENT INFORMATION**
TABLE 13 6310A OTHER DAIRY/COMMERCIAL REPLACEMENT - 1989

<table>
<thead>
<tr>
<th></th>
<th>AVERAGE OF 50 FARMS</th>
<th>10 HIGH RETURN FARMS</th>
<th>10 LOW RETURN FARMS</th>
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<tr>
<td></td>
<td>PER HEAD</td>
<td>PER HEAD</td>
<td>PER HEAD</td>
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<tr>
<td>1. Average Number of Head</td>
<td>64.8</td>
<td>42.8</td>
<td>56.8</td>
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<td>2. Net Increase in Value:</td>
<td>376.65</td>
<td>626.21</td>
<td>280.51</td>
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<tr>
<td>3. Other Miscellaneous Inc</td>
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<td></td>
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<tr>
<td>4. Total Value Produced</td>
<td>376.65</td>
<td>626.21</td>
<td>280.51</td>
</tr>
<tr>
<td>5. Feed Fed: Qty. &amp; Cost</td>
<td>LBS/HEAD</td>
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<tr>
<td>6. Corn</td>
<td>1,374</td>
<td>53.55</td>
<td>45.14</td>
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<td>7. Small Grain</td>
<td>90</td>
<td>5.52</td>
<td>5.86</td>
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<td>8. Complete Ration</td>
<td>184</td>
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<td>9. Protein, Salt, Minerals</td>
<td>597</td>
<td>40.37</td>
<td>42.76</td>
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<td>10. Total Grain Mix</td>
<td>2,745</td>
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<td>11. Legume Hay</td>
<td>1,221</td>
<td>43.87</td>
<td>31.89</td>
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<td>12. Other Dry Hay &amp; Roughage</td>
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<td>9.23</td>
<td>9.91</td>
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<td>13. Haylage</td>
<td>373</td>
<td>5.99</td>
<td>1.29</td>
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<td>14. Silage</td>
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<td>43.25</td>
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<td>15. Milk</td>
<td>56</td>
<td>8.64</td>
<td>0.86</td>
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<td>16. Pasture</td>
<td>3.33</td>
<td>1.75</td>
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<td>14,446</td>
<td>222.93</td>
<td>187.15</td>
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<td>153.72</td>
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<td>7.45</td>
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<td>21. Breeding</td>
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<td>0.30</td>
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<td>32. General Hired Labor</td>
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<td>15.05</td>
<td>13.40</td>
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<td>9.77</td>
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<td>8.49</td>
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<td>6.78</td>
<td>2.39</td>
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<td>45.26</td>
<td>54.95</td>
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<td>312.16</td>
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<td>64.49</td>
<td>303.33</td>
<td>-111.18</td>
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**************************************************************************

40. Total Costs Adj. 7% Int. 344.75 207.13 417.56
42. Return/listed 7% Opportunity Int. 31.90 339.08 -137.05
44. Return/$100 Feed Fed 168.95 334.61 87.71
45. Percent Calf Death Loss 6.12 8.82 7.17

37.
The four graphs above indicate the relative profitability of the livestock industry over the past ten years.
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<thead>
<tr>
<th>Description</th>
<th>16 High Return Farms</th>
<th>16 Low Return Farms</th>
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<tbody>
<tr>
<td>1. Average Number of Cows</td>
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<tr>
<td>2. Pounds of Milk</td>
<td>17,399</td>
<td>11,567</td>
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<tr>
<td>3. Pounds of Butterfat</td>
<td>595</td>
<td>414</td>
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<tr>
<td>4. Percent of Butterfat in Milk</td>
<td>3.54</td>
<td>3.43</td>
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<tr>
<td>5. Value of Produce</td>
<td></td>
<td></td>
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<tr>
<td>6. Dairy Products Sold</td>
<td>2,188.69</td>
<td>1,459.14</td>
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<td>7. Dairy Products Used in Home</td>
<td>3.91</td>
<td>4.02</td>
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<td>8. Milk Fed to Livestock</td>
<td>15.56</td>
<td>8.46</td>
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<td>10. Other Miscellaneous Income</td>
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<td>13. Corn</td>
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<td>205.70</td>
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<td>15. Complete Ration</td>
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<td>26. Veterinary</td>
<td>40.33</td>
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<td>60.47</td>
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<td>30. Special Hire Labor</td>
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<td>9.84</td>
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<td>32. Total Other Direct Costs</td>
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<td>34. Return Over All Direct Costs</td>
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<tr>
<td>37. Int. Pd Less Int. Assigned-L31</td>
<td>49.62</td>
<td>66.08</td>
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<td>38. General Hired Labor</td>
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<td>12.86</td>
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<tr>
<td>39. Utilities &amp; Miscellaneous</td>
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<td>71.44</td>
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<td>40. Power &amp; Machine</td>
<td>54.43</td>
<td>39.06</td>
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<td>41. Livestock Eqp.</td>
<td>65.68</td>
<td>59.17</td>
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<tr>
<td>42. Bldg/Fences</td>
<td>46.25</td>
<td>30.25</td>
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<tr>
<td>43. Total Allocated Costs</td>
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<td>290.86</td>
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<td>44. Total Actual Listed Costs</td>
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<td>45. Return Over Actual Listed Costs</td>
<td>725.13</td>
<td>207.52</td>
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</table>

**SUPPLEMENTARY MANAGEMENT INFORMATION**

46. Total Costs Adj. 7% Int.                      | 1,509.56             | 1,247.23            |
47. Return/Listed 7% Opportunity Int.            | 691.22               | 184.91              |
50. Return$/100 Feed fed                         | 282.66               | 192.42              |
51. Lbs. of Milk/lbs. Grain Mix                  | 2.26                 | 1.74                |
52. Average Price/Cwt. Sold                      | 13.12                | 12.22               |
53. Dairy Cow turnover %                         | 36.09                | 33.94               |
54. Approx. Dry Matter/Cow                       | 37                   | 43                  |
55. Percent Calf Death Loss                      | XXXX                 | XXXX                |
56. Total Investment/Cow                         | XXXX                 | XXXX                |
57. Total Debt/Cow                               | XXXX                 | XXXX                |
<table>
<thead>
<tr>
<th>Item</th>
<th>Herd Total</th>
<th>Per Cow</th>
<th>Per. Cwt. Milk</th>
</tr>
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<tbody>
<tr>
<td>1 Average Number of Cows</td>
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<td></td>
</tr>
<tr>
<td>2 Pounds of Milk</td>
<td>15,088</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3 Pounds of Butterfat</td>
<td>496</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4 Percent of Butterfat in Milk</td>
<td>3.29</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5 Value of Produce</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6 Dairy Products Sold</td>
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<td>7 Dairy Products Used in Home</td>
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</tr>
<tr>
<td>8 Milk Fed to Livestock</td>
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<td>12.02</td>
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</tr>
<tr>
<td>9 Net Increase in Value</td>
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<td>-31.31</td>
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</tr>
<tr>
<td>10 Other Miscellaneous Income</td>
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<td>11 Total Value Produced</td>
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<td>12 Feed Fed: Qty. &amp; Cost</td>
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<td>13 Corn</td>
<td>5,079</td>
<td>200.06</td>
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<td>14 Small Grain</td>
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<td>15 Complete Ration</td>
<td>953</td>
<td>59.92</td>
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<td>16 Protein, Salt, Minerals</td>
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<td>222.15</td>
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<td>17 Total Grain Mix</td>
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<td>3.31</td>
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**************************************************************************SUPPLEMENTARY MANAGEMENT INFORMATION**************************************************************************

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<td>57 Total Debt/Cow</td>
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### TABLE 11B 6490A - HOGS, FINISHING ENTERPRISE - 1989

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<th>PER HEAD PRODUCED</th>
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<td>4. Total Value Produced</td>
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<td>35.97</td>
<td>63.96</td>
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<td>6. Corn</td>
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<td>19.78</td>
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<td>8. Complete Ration</td>
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<td>9. Protein, Salt, Minerals</td>
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<td>11. Forages</td>
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<tr>
<td>12. Pasture</td>
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**SUPPLEMENTARY MANAGEMENT INFORMATION**

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<td>20 Low Return Farms</td>
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<td>LBS/CMT</td>
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<td>16. Veterinary</td>
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**************************************************************************SUPPLEMENTARY MANAGEMENT INFORMATION**************************************************************************

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<td>40. Return/$100 Feed Fed</td>
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<tr>
<td>41. Ave. Wt./Mkt. Hog Sold</td>
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<td>223</td>
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<tr>
<td><strong>8. Complete Ration</strong></td>
<td>15.35</td>
<td>5,961</td>
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<td><strong>9. Protein, Salt, Minerals</strong></td>
<td>95.58</td>
<td>34,862</td>
</tr>
<tr>
<td><strong>10. Total Grain Mix</strong></td>
<td>305.38</td>
<td>68,394</td>
</tr>
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<td><strong>11. Forages</strong></td>
<td>0.56</td>
<td>42</td>
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<tr>
<td><strong>12. Pasture</strong></td>
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<tr>
<td><strong>13. Total Feed Cost</strong></td>
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<td>68,435</td>
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<td><strong>14. Return Over Feed Costs</strong></td>
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<td>45,519</td>
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<td><strong>15. Other Direct Costs</strong></td>
<td></td>
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<tr>
<td><strong>16. Veterinary</strong></td>
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<td><strong>20. Special Hired Labor</strong></td>
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<td><strong>28. General Hired Labor</strong></td>
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<td><strong>29. Utilities &amp; Miscellaneous</strong></td>
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<td><strong>31. Livestock Equipment</strong></td>
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<tr>
<td><strong>32. Building &amp; Fences</strong></td>
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<td>2.08</td>
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<tr>
<td><strong>33. Total Allocated Costs</strong></td>
<td>20,591</td>
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<td><strong>34. Total Actual Listed Costs</strong></td>
<td>99,878</td>
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<td><strong>35. Return Over Actual Listed Costs</strong></td>
<td>14,077</td>
<td>5.62</td>
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**SUPPLEMENTARY MANAGEMENT INFORMATION**

| **36. Total Costs Adj. to 7% Min. Int.**               | 102,256                  | 40.94        | 725.22      |
| **38. Return/ Listed 7% Opportunity Interest**        | 11,699                   | 4.68         | 82.97       |
| **40. Return/$100 Feed Fed**                          | 166.51                   |              |             |
| **41. Ave. Wt./ Mkt. Hog Sold**                        | 229                      |              |             |
| **42. Price Rec’d/Cwt. Mkt. Hogs**                     | 45.74                    |              |             |
| **43. Total No. Litters Farrowed**                     | 141                      |              |             |
| **44. Litters/Sow/Year**                               | 1.96                     |              |             |
| **45. No. Pigs Born/Litter**                           | 9.78                     |              |             |
| **46. No. Pigs Wean/litter**                           | 8.44                     |              |             |
| **47. No. Pigs Produced/Sow/Year**                     | 15.00                    |              |             |
| **48. Litters/Crate/Year**                             | 10.24                    |              |             |
| **49. Pigs Weaned/Crate/Year**                         | 86.43                    |              |             |
| **50. Mkt. Animal Death as % of Total Loss**           | 3.99                     |              |             |
| **51. Breeding Herd Death Loss**                       | 5.13                     |              |             |
| **52. Price Cwt./Grain Mix Fed**                       | 7.11                     |              |             |
| **53. Price/Cwt. Protein, Salt, Min.**                 | 14.60                    |              |             |
| **54. Total Death Loss Percent**                       | 14.37                    |              |             |
COSTS AND RETURNS FROM LIVESTOCK ENTERPRISES

Productive livestock enterprises are an important part of many farm businesses in Minnesota. Farms involved in this report may have one or more livestock enterprises. The following tables pertain to these livestock enterprises.

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

Other cash costs relatively easy to identify and classify in the farm records are listed in each of the tables as other direct costs.

Allocated costs include interest charges to the enterprise, allocated charges for hired labor, utilities, power and machinery, livestock equipment and building and fence costs. These costs are allocated to each livestock enterprise by the computer using a carefully devised formula to make the proper allocations.

Each enterprise table includes supplementary management information. This information can provide clues indicating the strengths and weaknesses of each enterprise.
### TABLE 10 - CROP DATA FOR SET ASIDE, OAT SILAGE, & CRP LAND - 1989

<table>
<thead>
<tr>
<th></th>
<th>SET ASIDE</th>
<th>OAT SILAGE</th>
<th>CRP LAND</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>659</td>
<td>20</td>
<td>11</td>
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<table>
<thead>
<tr>
<th></th>
<th>SET ASIDE</th>
<th>OAT SILAGE</th>
<th>CRP LAND</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ALL VALUES PER ACRE</strong></td>
<td>5,684</td>
<td>1,532</td>
<td>7,681</td>
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<td>1. *** Total Value Produced $ ***</td>
<td>4,525</td>
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<td>2. *** Total Production ***</td>
<td>282.8</td>
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<td>3. *** Total Acres ***</td>
<td>16.0</td>
<td>17.0</td>
<td>111.7</td>
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<tr>
<td>4. Yield Per Acre</td>
<td>1.00</td>
<td>14.28</td>
<td>1.00</td>
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<tr>
<td>5. Value Per Unit</td>
<td>288.25</td>
<td>85.71</td>
<td>58.69</td>
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<td>6. Crop Production Return</td>
<td>67.00</td>
<td>4.41</td>
<td>10.07</td>
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<td>7. Other Crop Income</td>
<td>355.25</td>
<td>90.12</td>
<td>68.76</td>
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<tr>
<td>8. <strong>Total Crop Return</strong></td>
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**Variable Costs**

<table>
<thead>
<tr>
<th>Item</th>
<th>SET ASIDE</th>
<th>OAT SILAGE</th>
<th>CRP LAND</th>
</tr>
</thead>
<tbody>
<tr>
<td>10. Fertilizer</td>
<td>0.31</td>
<td>3.00</td>
<td>0.49</td>
</tr>
<tr>
<td>11. Chemicals</td>
<td>2.00</td>
<td>0.94</td>
<td>1.04</td>
</tr>
<tr>
<td>12. Seed Expense</td>
<td>4.69</td>
<td>18.59</td>
<td>2.95</td>
</tr>
<tr>
<td>13. Crop Drying</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14. Crop Insurance</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>15. Other Expense</td>
<td>0.38</td>
<td>0.18</td>
<td>0.20</td>
</tr>
<tr>
<td>16. Special Hired Labor</td>
<td>0.25</td>
<td>0.18</td>
<td></td>
</tr>
<tr>
<td>17. Custom Work Hired Expense</td>
<td>1.38</td>
<td>1.53</td>
<td></td>
</tr>
<tr>
<td>18. Irrigation Operation</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>19. Assigned Interest</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>20. <strong>Total Variable Costs</strong></td>
<td>9.00</td>
<td>24.41</td>
<td>4.67</td>
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<tr>
<td>21. Return Over Variable Costs</td>
<td>346.25</td>
<td>66.71</td>
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**Allocated Costs (Variable and Fixed)**

<table>
<thead>
<tr>
<th>Item</th>
<th>SET ASIDE</th>
<th>OAT SILAGE</th>
<th>CRP LAND</th>
</tr>
</thead>
<tbody>
<tr>
<td>31. Farm Power &amp; Machinery - Ownerships</td>
<td>5.69</td>
<td>7.59</td>
<td>2.56</td>
</tr>
<tr>
<td>32. Farm Power &amp; Machinery - Operation</td>
<td>11.00</td>
<td>20.35</td>
<td>1.96</td>
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<tr>
<td>33. Building &amp; Fence Cost</td>
<td>2.81</td>
<td>4.41</td>
<td>0.98</td>
</tr>
<tr>
<td>34. Irrigation Ownership Cost</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>35. Actual Land Ownership Cost or Rent</td>
<td>67.11</td>
<td>52.15</td>
<td>20.88</td>
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<tr>
<td>36. Utilities &amp; General Farm Expense</td>
<td>3.50</td>
<td>5.12</td>
<td>2.49</td>
</tr>
<tr>
<td>37. Hired Labor</td>
<td>1.31</td>
<td>1.24</td>
<td>0.39</td>
</tr>
<tr>
<td>38. Actual Non-Real Estate Int. Allocated</td>
<td>5.19</td>
<td>12.24</td>
<td>0.76</td>
</tr>
<tr>
<td>39. <strong>Total Allocated Costs</strong></td>
<td>96.61</td>
<td>103.10</td>
<td>30.02</td>
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<td>40. Total Listed Costs</td>
<td>105.63</td>
<td>127.53</td>
<td>34.69</td>
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<tr>
<td>41. Return Over Listed Costs</td>
<td>249.62</td>
<td>-37.41</td>
<td>34.07</td>
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**SUPPLEMENTARY MANAGEMENT INFORMATION**

<table>
<thead>
<tr>
<th>Item</th>
<th>SET ASIDE</th>
<th>OAT SILAGE</th>
<th>CRP LAND</th>
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</thead>
<tbody>
<tr>
<td>50. Land Opportunity Ownership Cost</td>
<td>72.38</td>
<td>84.28</td>
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<tr>
<td>51. Total Cost Adj. to a Min. 7% Interest</td>
<td>109.75</td>
<td>155.24</td>
<td>58.68</td>
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<td>52. Work Units Assigned/Acre</td>
<td>0.20</td>
<td>0.40</td>
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<td>53. Power Cost Allocation Factor</td>
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<td>1.00</td>
<td>1.00</td>
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<tr>
<td>54. Total Listed Cost/Unit of Production</td>
<td>0.37</td>
<td>21.26</td>
<td>0.62</td>
</tr>
<tr>
<td>55. Total Adjusted Cost/Unit of Production</td>
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<td>25.87</td>
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<td>56. Cash Variable Cost/Unit of Production</td>
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<td>57. Return Over Listed Costs Per Unit</td>
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<td>58. Breakeven Yield/Unit of Production</td>
<td>103.6</td>
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<td>59. Total Acre Inches Water Applied</td>
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<tr>
<td>60. Cost of Irrigation Excluding Interest</td>
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<tr>
<td>61. Average Price Received/Unit Sold</td>
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<tr>
<td>62. Quantity Sold (O.S.)</td>
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TABLE 10 - CROP DATA FOR CANNING PEAS, CANNING CORN, & SUGARBEETS - 1989

<table>
<thead>
<tr>
<th></th>
<th>CANNING PEAS</th>
<th>CANNING CORN</th>
<th>SUGAR BEETS</th>
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</thead>
<tbody>
<tr>
<td><strong>ALL VALUES PER ACRE</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. *** Total Value Produced $ ***</td>
<td>4,082</td>
<td>10,433</td>
<td>159,813</td>
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<td>2. *** Total Production ***</td>
<td>3,905</td>
<td>9,088</td>
<td>3,018</td>
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<td>3. *** Total Acres ***</td>
<td>24.1</td>
<td>38.2</td>
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<tr>
<td>4. Yield Per Acre</td>
<td>162.0</td>
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<td>5. Value Per Unit</td>
<td>1.00</td>
<td>1.00</td>
<td>41.86</td>
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<td>6. Crop Production Return</td>
<td>162.03</td>
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<td>845.57</td>
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<tr>
<td>7. Other Crop Income</td>
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<tr>
<td>8. Total Crop Return</td>
<td>169.37</td>
<td>273.12</td>
<td>845.57</td>
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**Variable Costs**

<table>
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<th>CANNING CORN</th>
<th>SUGAR BEETS</th>
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<tbody>
<tr>
<td>10. Fertilizer</td>
<td>11.33</td>
<td>36.81</td>
<td>25.74</td>
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<td>11. Chemicals</td>
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<tr>
<td>13. Crop Drying</td>
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<tr>
<td>14. Crop Insurance</td>
<td>11.16</td>
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<td>8.46</td>
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<td>3.97</td>
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<td></td>
</tr>
<tr>
<td>19. Assigned Interest</td>
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<td></td>
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**Allocated Costs (Variable and Fixed)**

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<th>CANNING CORN</th>
<th>SUGAR BEETS</th>
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</thead>
<tbody>
<tr>
<td>31. Farm Power &amp; Machinery - Ownership</td>
<td>14.56</td>
<td>15.52</td>
<td>25.60</td>
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<tr>
<td>32. Farm Power &amp; Machinery - Operation</td>
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<td>73.10</td>
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<td>33. Building &amp; Fence Cost</td>
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<td>5.97</td>
<td>10.61</td>
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<td>34. Irrigation Ownership Cost</td>
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<td>75.12</td>
<td>69.81</td>
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<td>35. Utilities &amp; General Farm Expense</td>
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<td>7.09</td>
<td>30.07</td>
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<tr>
<td>36. Hired Labor</td>
<td>1.99</td>
<td>4.06</td>
<td>36.90</td>
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<tr>
<td>41. Actual Non-Real Estate Int. Allocated</td>
<td>12.12</td>
<td>14.01</td>
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<tr>
<td>42. Total Allocated Costs</td>
<td>120.38</td>
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<td>301.97</td>
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<td>210.84</td>
<td>494.01</td>
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<td>44. Return Over Listed Costs</td>
<td>11.20</td>
<td>62.28</td>
<td>354.49</td>
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**********************************************************SUPPLEMENTARY MANAGEMENT INFORMATION******************************************************************
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<th>AVERAGE 99</th>
<th>HIGH 19</th>
<th>LOW 19</th>
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<td>2.</td>
<td>*** Total Production ***</td>
<td>420</td>
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<td>3.</td>
<td>*** Total Acres ***</td>
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<td>4.</td>
<td>Yield Per Acre</td>
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<td>5.</td>
<td>Value Per Unit</td>
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<td>6.</td>
<td>Crop Production Return</td>
<td>277.27</td>
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<td>Other Crop Income</td>
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<tr>
<td>8.</td>
<td>Total Crop Return</td>
<td>277.27</td>
<td>376.90</td>
</tr>
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### Variable Costs

<p>| | | | |</p>
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<th></th>
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<tr>
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<td>13.</td>
<td>Crop Drying</td>
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<td>Crop Insurance</td>
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<td>2.63</td>
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<td>Other Expense</td>
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<td>Custom Work Hired Expense</td>
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<td>18.</td>
<td>Irrigation Operation</td>
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<tr>
<td>19.</td>
<td>Assigned Interest</td>
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<td></td>
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<td>20.</td>
<td>Total Variable Costs</td>
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### Allocated Costs (Variable and Fixed)

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**SUPPLEMENTARY MANAGEMENT INFORMATION**

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<td>Total Acre Inches Water Applied</td>
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TABLE 10 - CROP DATA FOR SOYBEANS - 1989

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<td>161</td>
<td>161</td>
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<td>1. *** Total Value Produced $***</td>
<td>23,978</td>
<td>28,886</td>
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<td>2. *** Total Production ***</td>
<td>4,523</td>
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<td>3. *** Total Acres ***</td>
<td>110.3</td>
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<td>4. Yield Per Acre</td>
<td>41.0</td>
<td>48.9</td>
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<td>5. Value Per Unit</td>
<td>5.28</td>
<td>5.29</td>
<td>5.30</td>
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<td>6. Crop Production Return</td>
<td>216.60</td>
<td>258.48</td>
<td>158.96</td>
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<td>7. Other Crop Income</td>
<td>0.79</td>
<td>1.05</td>
<td>0.31</td>
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<tr>
<td>8. Total Crop Return</td>
<td>217.39</td>
<td>269.53</td>
<td>159.27</td>
</tr>
</tbody>
</table>

**Variable Costs**

10. Fertilizer                   | 2.03    | 3.02  | 1.15  |
11. Chemicals                    | 18.14   | 18.34 | 17.26 |
12. Seed Expense                 | 11.53   | 11.21 | 10.86 |
13. Crop Drying                  |         |       |       |
14. Crop Insurance               | 8.89    | 10.43 | 5.31  |
15. Other Expense                | 0.71    | 0.78  | 0.74  |
16. Special Hired Labor          | 0.98    | 1.12  | 0.41  |
17. Custom Work Hired Expense    | 2.68    | 2.21  | 1.17  |
18. Irrigation Operation         |         |       |       |
19. Assigned Interest            | 0.03    |       | 0.03  |
20. Total Variable Costs         | 44.99   | 47.11 | 36.95 |
21. Return Over Variable Costs   | 172.40  | 212.42| 122.32|

**Allocated Costs (Variable and Fixed)**

31. Farm Power & Machinery - Ownership | 12.87 | 15.62 | 10.93 |
32. Farm Power & Machinery - Operation | 23.91 | 23.35 | 22.47 |
33. Building & Fence Cost         | 6.40    | 12.44 | 3.93  |
34. Irrigation Ownership Cost     |         |       |       |
35. Actual Land Ownership Cost    | 68.77   | 70.40 | 50.95 |
36. Utilities & General Farm Expense | 8.09  | 9.49  | 9.67  |
37. Hired Labor                   | 2.96    | 3.81  | 2.47  |
41. Actual Non-Real Estate Int. Allocated | 11.19 | 13.22 | 9.16  |
42. Total Allocated Costs         | 134.19  | 148.33| 109.58|

43. Total Listed Costs            | 179.17  | 195.44| 146.55|
44. Return Over Listed Costs      | 38.22   | 64.09 | 12.72 |

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

**SUPPLEMENTARY MANAGEMENT INFORMATION**

50. Land Opportunity Ownership Cost | 74.98 | 88.36 | 59.18 |
51. Total Cost Adj. to a Min. 7% Interest | 183.25 | 210.54 | 154.04|
52. Work Units Assigned/Acre      | 0.45    | 0.45  | 0.45  |
53. Power Cost Allocation Factor  | 1.00    | 1.00  | 1.00  |
54. Total Listed Cost/Unit of Production | 4.37 | 4.00  | 4.89  |
55. Total Adjusted Cost/Unit of Production | 4.47  | 4.31  | 5.13  |
56. Cash Variable Cost/Unit of Production | 2.22  | 1.98  | 2.69  |
57. Return Over Listed Costs Per Unit | 0.93 | 1.31  | 0.42  |
58. Break-even Yield/Unit of Production | 33.9  | 36.9  | 27.7  |
59. Total Acre Inches Water Applied |         |       |       |
60. Cost of Irrigation Excluding Interest |         |       |       |
61. Average Price Received/Unit Sold | 6.28 | 6.45  | 6.08  |
62. Quantity Sold (Q.S.)          | 2,650   | 3,252 | 1,925 |
### Table 10 - Crop Data for Corn for Grain - 1989

<table>
<thead>
<tr>
<th></th>
<th>Average (860)</th>
<th>High (172)</th>
<th>Low (172)</th>
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<tr>
<td><strong>All Values Per Acre</strong></td>
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<tr>
<td>1. *** Total Value Produced $ ***</td>
<td>29,985</td>
<td>37,211</td>
<td>18,474</td>
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<tr>
<td>2. *** Total Production ***</td>
<td>14,598</td>
<td>18,027</td>
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<tr>
<td>3. *** Total Acres ***</td>
<td>111.0</td>
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<td>4. Yield Per Acre</td>
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<td>5. Value Per Unit</td>
<td>2.05</td>
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<td>2.07</td>
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<td>6. Crop Production Return</td>
<td>269.46</td>
<td>319.64</td>
<td>204.45</td>
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<tr>
<td>7. Other Crop Income</td>
<td>0.68</td>
<td>0.32</td>
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<tr>
<td>8. Total Crop Return</td>
<td>270.14</td>
<td>319.96</td>
<td>205.96</td>
</tr>
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</table>

#### Variable Costs

|                                |            |            |           |
| 10. Fertilizer                 | 38.11      | 42.89      | 30.71     |
| 11. Chemicals                  | 19.25      | 19.88      | 17.01     |
| 12. Seed Expense               | 22.38      | 23.39      | 19.74     |
| 13. Crop Drying                | 3.98       | 4.25       | 2.87      |
| 14. Crop Insurance             | 4.79       | 4.98       | 4.48      |
| 15. Other Expense              | 1.01       | 1.72       | 0.39      |
| 16. Special Hired Labor        | 0.41       | 0.63       | 0.18      |
| 17. Custom Work Hired Expense  | 3.59       | 6.19       | 1.91      |
| 18. Irrigation Operation       |            |            |           |
| 19. Assigned Interest          | 0.02       |            |           |
| 20. Total Variable Costs       | 93.55      | 103.92     | 77.29     |
| 21. Return Over Variable Costs | 176.59     | 216.04     | 128.67    |

#### Allocated Costs (Variable and Fixed)

|                                |            |            |           |
| 31. Farm Power & Machinery - Ownerships | 14.93      | 17.31      | 13.75     |
| 32. Farm Power & Machinery - Operation | 29.23      | 29.66      | 28.71     |
| 33. Building & Fence Cost       | 7.19       | 10.95      | 3.49      |
| 34. Irrigation Ownership Cost   |            |            |           |
| 37. Actual Land Ownership Cost  | 67.67      | 66.99      | 51.34     |
| 38. Utilities & General Farm Expense | 9.55      | 10.64      | 7.98      |
| 39. Hired Labor                 | 3.40       | 4.33       | 2.65      |
| 41. Actual Non-Real Estate Int. Allocated | 13.78    | 13.52      | 10.86     |
| 42. Total Allocated Costs       | 145.75     | 153.50     | 118.78    |

|                                |            |            |
| 43. Total Listed Costs          | 239.29     | 257.42     |
| 44. Return Over Listed Costs    | 30.85      | 62.54      |

|                                |            |            |
| 50. Land Opportunity Ownership Cost | 72.59     | 80.68      |
| 51. Total Cost Adj. to a Min. 7% Interest | 241.66    | 269.79     |
| 52. Work Units Assigned/Acre     | 0.55       | 0.55       |
| 53. Power Cost Allocation Factor | 1.00       | 1.00       |
| 54. Total Listed Cost/Unit of Production | 1.82      | 1.65       |
| 55. Total Adjusted Cost/Unit of Production | 1.84      | 1.73       |
| 56. Cash Variable Cost/Unit of Production | 1.14    | 1.04       |
| 57. Return Over Listed Costs Per Unit | 0.23      | 0.40       |
| 58. Breakeven Yield/Unit of Production | 116.7     | 125.6      |
| 59. Total Acre Inches Water Applied |            |            |
| 60. Cost of Irrigation Excluding Interest |            |            |
| 61. Average Price Received/Unit Sold | 7.19      | 2.30       |
| 62. Quantity Sold (O.S.)         | 5,806      | 7,825      |

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**Supplementary Management Information**

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22.
### TABLE 10 - CROP DATA FOR SPRING WHEAT - 1989

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<tr>
<th></th>
<th>AVERAGE</th>
<th>HIGH</th>
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<tr>
<td></td>
<td>110</td>
<td>22</td>
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<tr>
<td><strong>ALL VALUES PER ACRE</strong></td>
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</table>

1. *** Total Value Produced $ *** 5363 5394 2731
2. *** Total Production *** 1416 1430 670
3. *** Total Acres *** 47.2 36.1 35.8
4. Yield Per Acre 30.0 39.6 18.7
5. Value Per Unit 3.65 3.60 3.60
6. Crop Production Return 109.47 142.66 68.41
7. Other Crop Income 4.15 6.76 7.88
8. Total Crop Return 113.62 149.42 76.29

**Variable Costs**

10. Fertilizer 17.56 13.93 13.83
11. Chemicals 5.21 4.93 5.70
12. Seed Expense 10.28 10.94 9.97
13. Crop Drying
14. Crop Insurance 4.87 3.74 1.84
15. Other Expense 1.00 2.05 0.25
16. Special Hired Labor 0.72 0.72
17. Custom Work Hired Expense 1.21 0.55 1.62
18. Irrigation Operation
19. Assigned Interest
20. Total Variable Costs 40.85 36.87 33.21
21. Return Over Variable Costs 72.77 112.55 43.08

**Allocated Costs (Variable and Fixed)**

31. Farm Power & Machinery - Ownership 9.75 10.30 9.44
32. Farm Power & Machinery - Operation 14.22 12.77 12.91
33. Building & Fence Cost 2.27 2.24 1.96
34. Irrigation Ownership Cost
35. Actual Land Ownership Cost 50.36 44.04 45.84
36. Utilities & General Farm Expense 5.04 3.74 8.04
37. Hired Labor 1.61 2.08 1.87
41. Total Non-Real Estate Int. Allocated 5.78 9.61 3.66
42. Total Allocated Costs 89.03 84.78 83.72
43. Total Listed Costs 129.87 121.66 116.93
44. Return Over Listed Costs -16.25 27.76 -40.04

************************************************************************************
**SUPPLEMENTARY MANAGEMENT INFORMATION**
************************************************************************************

50. Land Opportunity Ownership Cost 58.27 80.69 44.86
51. Total Cost Adj. to a Min. 7% Interest 137.42 154.04 119.30
52. Work Units Assigned/Acre 0.30 0.30 0.30
53. Power Cost Allocation Factor 1.00 1.00 1.00
54. Total Listed Cost/Unit of Production 4.33 3.07 6.25
55. Total Adjusted Cost/Unit of Production 4.58 3.89 6.37
56. Cash Variable Cost/Unit of Production 2.25 1.64 3.19
57. Return Over Listed Costs Per Unit -0.54 0.70 -2.17
58. Breakeven Yield/Unit of Production 35.6 33.8 31.9
59. Total Acre Inches Water Applied
60. Cost of Irrigation Excluding Interest
61. Average Price Received/Unit Sold 3.63 3.49 3.79
62. Quantity Sold (O.S.) 1175 1254 508

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<table>
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<tr>
<th>Description</th>
<th>Average</th>
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<td><strong>Total Value Produced $</strong></td>
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<td>1,366</td>
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**Variable Costs**

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<td>0.64</td>
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<td>Crop Insurance</td>
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**Allocated Costs (Variable and Fixed)**

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**Total Allocated Costs**

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<th>Average</th>
<th>High</th>
<th>Low</th>
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</thead>
<tbody>
<tr>
<td>Total Listed Costs</td>
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<td>-60.79</td>
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**Supplementary Management Information**

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<tr>
<th>Description</th>
<th>Average</th>
<th>High</th>
<th>Low</th>
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<td>Land Opportunity Ownership Cost</td>
<td>56.69</td>
<td>61.54</td>
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<td>Total Cost Adj. to a Min. 7% Interest</td>
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<td>118.45</td>
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<td>Work Units Assigned/Acre</td>
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<td>0.30</td>
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<tr>
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<td>1.00</td>
</tr>
<tr>
<td>Total Listed Cost/Unit of Production</td>
<td>2.17</td>
<td>1.52</td>
<td>3.34</td>
</tr>
<tr>
<td>Total Adjusted Cost/Unit of Production</td>
<td>2.24</td>
<td>1.60</td>
<td>3.30</td>
</tr>
<tr>
<td>Cash Variable Cost/Unit of Production</td>
<td>1.06</td>
<td>0.72</td>
<td>1.65</td>
</tr>
<tr>
<td>Return Over Listed Costs Per Unit</td>
<td>-0.40</td>
<td>0.30</td>
<td>-1.69</td>
</tr>
<tr>
<td>Breakeven Yield/Unit of Production</td>
<td>81.9</td>
<td>86.6</td>
<td>79.9</td>
</tr>
<tr>
<td>Total Acre Inches Water Applied</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cost of Irrigation Excluding Interest</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Average Price Received/Unit Sold</td>
<td>1.78</td>
<td>1.58</td>
<td>1.86</td>
</tr>
<tr>
<td>Quantity Sold (U.S.)</td>
<td>716</td>
<td>949</td>
<td>764</td>
</tr>
</tbody>
</table>
Ten Year Return on Selected Crops.
TEN YEAR CROP YIELDS ON SELECTED CROPS.
The individual crop analysis table shows acres, yield, value per unit, (usually the value per unit at harvest time) and gross return per acre for each crop raised by a particular farmer the last crop year.

Cost such as fertilizer, chemicals, seed, crop drying expenses, special hired labor, and custom work are costs that are assigned to each individual crop in the account book or computer record system. These costs are shown in table 10 under variable costs.

Other costs, called allocated costs, are calculated from the actual costs incurred. They are allocated by formula. The power and crop machinery expense is divided into ownership and operation costs for each crop. Allocated cost calculation are assigned to each productive enterprise. Rented land cost is a reported cost from the farmer's records.

The total crop return minus the variable and allocated costs equals the return over listed costs which is line 44.

Each crop produced on a farm is listed as a separate enterprise. This allows the operator to compare the return over listed costs for each crop produced.

Land cost on owned land is calculated by taking the sum of interest paid on real estate and the real estate taxes paid, and dividing this by the acres owned.
TABLE 9 - CROP DATA FOR MAJOR CROPS, DISTRIBUTION OF ACRES & YIELDS - 1999

<table>
<thead>
<tr>
<th>Crop</th>
<th>Average of 424 Farms</th>
<th>84 Most Profitable Farms</th>
<th>84 Least Profitable Farms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Small Grain + Canning Peas</td>
<td>26.3</td>
<td>26.5</td>
<td>32.5</td>
</tr>
<tr>
<td>Total Row Crop</td>
<td>405.7 *</td>
<td>537.4 *</td>
<td>412.0 *</td>
</tr>
<tr>
<td>Total Legumes, Including Seed</td>
<td>12.7 *</td>
<td>10.9 *</td>
<td>11.6 *</td>
</tr>
<tr>
<td>Total Other Hay</td>
<td>1.2 *</td>
<td>0.6 *</td>
<td>3.6 *</td>
</tr>
<tr>
<td>Total Silage + Fodder</td>
<td>7.3 *</td>
<td>11.0 *</td>
<td>4.3 *</td>
</tr>
<tr>
<td>Total Tillable Pasture</td>
<td>0.1 *</td>
<td>0.1 *</td>
<td>0.3 *</td>
</tr>
<tr>
<td>Total Fallow &amp; Set Aside Land</td>
<td>30.5 *</td>
<td>32.5 *</td>
<td>39.6 *</td>
</tr>
<tr>
<td>Total Tillable Land</td>
<td>483.8 *</td>
<td>626.9 *</td>
<td>503.8 *</td>
</tr>
<tr>
<td>Total Non-Tillable Hay/Pasture</td>
<td>0.6 *</td>
<td>0.1 *</td>
<td>0.0 *</td>
</tr>
<tr>
<td>Wild Hay Not Harvested (Non-Tillable)</td>
<td>1.6</td>
<td>1.0</td>
<td>1.7</td>
</tr>
<tr>
<td>Pasture Not Harvested</td>
<td>10.3</td>
<td>11.1</td>
<td>7.4</td>
</tr>
<tr>
<td>Roads + Waste</td>
<td>10.4</td>
<td>12.5</td>
<td>9.9</td>
</tr>
<tr>
<td>Farmstead</td>
<td>10.2</td>
<td>12.2</td>
<td>10.2</td>
</tr>
<tr>
<td><strong>TOTAL LAND NOT HARVESTED</strong></td>
<td>33.1 *</td>
<td>37.2 *</td>
<td>30.0 *</td>
</tr>
<tr>
<td><strong>TOTAL NON-TILLABLE LAND</strong></td>
<td>33.8 *</td>
<td>47.4 *</td>
<td>30.1 *</td>
</tr>
<tr>
<td><strong>TOTAL LAND IN FARM OR RANCH</strong></td>
<td>517.9 *</td>
<td>665.9 *</td>
<td>536.2 *</td>
</tr>
</tbody>
</table>

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

SUPPLEMENTARY MANAGEMENT INFORMATION

<table>
<thead>
<tr>
<th>Percent Land Tillable</th>
<th>Average All Farms</th>
<th>High Earning Farms</th>
<th>Low Earning Farms</th>
</tr>
</thead>
<tbody>
<tr>
<td>* Fertilizer Cost per Acre</td>
<td>20.01</td>
<td>20.29</td>
<td>18.26</td>
</tr>
<tr>
<td>* Crop Chemicals per Acre</td>
<td>17.59</td>
<td>18.36</td>
<td>17.82</td>
</tr>
<tr>
<td>* Seed and Other Costs per Acre</td>
<td>25.22</td>
<td>25.78</td>
<td>25.76</td>
</tr>
<tr>
<td>* Gas, Diesel + Lubricants per Acre</td>
<td>10.74</td>
<td>11.23</td>
<td>9.52</td>
</tr>
<tr>
<td>* Repair and Maintenance Cost per Acre</td>
<td>19.34</td>
<td>18.22</td>
<td>21.96</td>
</tr>
</tbody>
</table>

* Tillable Land minus Tillable Pasture, Fallow and Idle Land.

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

18.
Table 8 - Measures of Farm Organization and Management Efficiency - 1989

<table>
<thead>
<tr>
<th>Items</th>
<th>Average</th>
<th>High</th>
<th>Low</th>
</tr>
</thead>
<tbody>
<tr>
<td>Return to Operators Labor &amp; Management</td>
<td>$27,965</td>
<td>79,959</td>
<td>-14,450</td>
</tr>
<tr>
<td>Crop Yield Index</td>
<td>100.0</td>
<td>99.5</td>
<td>95.9</td>
</tr>
<tr>
<td>Total Operator's Depreciation</td>
<td>11,855</td>
<td>16,723</td>
<td>12,627</td>
</tr>
<tr>
<td>Gross Return per Tillable Acre</td>
<td>$272.04</td>
<td>256.77</td>
<td>216.11</td>
</tr>
<tr>
<td>Return per $100 Feed Fed Productive Livestock Index</td>
<td>100.0</td>
<td>109.2</td>
<td>93.6</td>
</tr>
<tr>
<td>*Livestock Units per 100 Acres</td>
<td>21.86</td>
<td>25.59</td>
<td>19.91</td>
</tr>
<tr>
<td>Size of Business - Work Units</td>
<td>457.7</td>
<td>705.4</td>
<td>383.3</td>
</tr>
<tr>
<td>Work Units per Worker</td>
<td>336.54</td>
<td>435.43</td>
<td>301.81</td>
</tr>
<tr>
<td>Power, Machinery, Equipment, Building Expense per Work Unit</td>
<td>$73.96</td>
<td>67.65</td>
<td>92.97</td>
</tr>
<tr>
<td>Farm Capital Investment per Worker</td>
<td>$449,961</td>
<td>475,978</td>
<td>504,615</td>
</tr>
</tbody>
</table>

30. Number of Animal Units                                   | 105.86  | 160.44 | 100.30 |

31. Work Units
32. Crops                                                    | 232.0   | 309.7 | 233.0 |
33. Productive Livestock                                     | 216.7   | 393.7 | 147.9 |
34. Other Productive Livestock                               | 8.9     | 2.0   | 2.4  |

35. Expenses Per Work Unit
36. Tractor & Crop Machinery Expenses                        | $39.38  | 33.09 | 51.86 |
37. Farm Share of Auto & Truck                               | $9.51   | 7.35  | 11.58 |
38. Farm Share of Electric Expense                           | $4.54   | 4.53  | 5.29  |
39. Livestock Equipment Expense                              | $7.26   | 7.90  | 8.10  |
40. Building, Fence & Tiling Expense                         | $12.25  | 13.88 | 14.85 |

40A. Other exp/Work Units (Inc. Custom Ent.)                 |         |       |      |
40B. General Farm Telephone/Other Utilities Except Electricity| $10.96  | 10.65 | 14.52 |
40C. Hired Labor                                             | $10.47  | 12.84 | 15.63 |
41.** Tractor & Crop Machinery Expense per Crop Acre         | $37.17  | 37.23 | 39.36 |
42. Farm Power & Machinery Cost Allocation to Livestock      | $2,021.69 | 3,152.58 | 1,271.34 |
43. Bldg., Fence & Tiling Cost Allocated to Crops            | $3,528.35 | 5,834.03 | 4,332.87 |

44. * Acres Include all Tillable Land, Non-Tillable Hay & Pasture
45. ** Acres Include all tillable land plus Acres in Non-Tillable Hay
MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanations and definitions are for use in interpreting Table 8 and the Thermometer Chart.

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

2. **Crop Yield Index** - A measure of the crop yield level for all crops produced expressed as a percentage of the average; the average being 100%.

3. **Return over all Listed Cost Per Tillable Acre** (Excluding pasture) This is the net return per tillable crop acre after all variable and allocated costs have been paid.

4. **Gross Return per Acre** - An additional measure of crop selection based on total production times an average price for the crops, plus other crop income.

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. Unit values are found in Table 7.

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.

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, Equipment and Building Expense per Work Unit** - A measure of expense control. It is the total of items 31 through 36 in Table 3 divided by the number of Work Units.

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 and the Thermometer Chart are to be considered in the light of the individual farm and farm operator. Although in general, an above average level for each factor listed would indicate an above average level for each factor listed would indicate above average earnings, this may not be true when individual farms are considered. The inter-relationship of factors varies from farm to farm.
EXPLANATION OF TABLE 5.2 RATIO'S

32. **THE CURRENT RATIO.** This is a measure of liquidity. It indicates the shortrun ability of the business to service debt. It demonstrates the adequacy of current assets, if liquidated, to pay off annual debts as they come due. Usually current assets have a life of 1 year or less. It is calculated by dividing current assets by current liabilities.

33. **INTERMEDIATE RATIO.** Intermediate assets and liabilities are those where the finances used are converted into product in a period usually from one to ten years. Examples may be breeding livestock, machinery and equipment. The increase in the ratio over a period of time is a favorable sign. This ratio is calculated by dividing intermediate assets by intermediate liabilities.

34. **WORKING RATIO.** The desired trend is for this ratio to increase over time. It is also desirable for this ratio to be larger than the fixed ratio and net capital ratio. The farm business needs to have sufficient liquid assets and retain management flexibility to absorb price decreases and other factors negatively affecting current and intermediate asset values. This ratio is calculated by dividing current assets and intermediate assets by current liabilities and intermediate liabilities.

35. **FIXED RATIO.** This ratio should be in excess of one but it is also important for this ratio to be increasing over time. This ratio should not be increased at the expense of a safe working ratio. It is calculated by dividing long term assets by long term liabilities.

36. **NET CAPITAL RATIO.** Net capital ratio is one of three measures of solvency: how much value remains if all assets are converted to cash at inventoried value and the total debt is paid. This ratio reflects the risk-bearing capacity of the farm business by showing the percentage that assets could decline and still cover liabilities. The higher the ratio number, the better the risk. A ratio of less than 1.0 = insolvent, a ratio of 1.0 = a net worth of zero. A ratio of 2.0 is considered a safe ratio. This would allow a 50% reduction in asset value or 100% increase in liabilities before becoming insolvent. This ratio is calculated by dividing total assets by total liabilities.

37. **EQUITY/ASSET.** This ratio shows the portion of total assets paid for and owned by the operator clear of financial claims. A ratio of .80 shows that the operator owns 80% of all total assets and a ratio of .44 shows he owns only 44% of all total assets. Therefore, this ratio should be increasing over time. This ratio is calculated by dividing total equity by total assets.

38. **DEBT/EQUITY.** This is another overall measure of solvency. It shows the relationship between debt and equity. A ratio of 1.0 indicates that equity and debt are equal. That would be equivalent to a net capital ratio of 2.00 and 1.00 and an asset equity/asset ratio of .50 to 1.00. All measures of solvency use the same three measures of financial position. They all express relationships between assets, liabilities, and net worth (or equity). Lenders prefer a debt-equity ratio of less than 1.0. It is calculated by dividing total liabilities by total equity.

39. **CURRENT DEBT.** The lower the current debt structure ratio is, the more liquid the business. A ratio of .10 means only one dollar ($1.00) out of every $10 debt must be paid within the next year. A ratio of .50 means one half of the total debt must be paid in the next year. This ratio is calculated by dividing current liabilities by total liabilities.
<table>
<thead>
<tr>
<th>Items</th>
<th>84 High Return Farms</th>
<th>84 Low Return Farms</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Jan 1</td>
<td>Dec 31</td>
</tr>
<tr>
<td>Current Liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Accounts Payable: Personal</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5. Accounts Payable: Farm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6A. Current Portion: Notes &amp; Line of Credit</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7. Delinquent Interest</td>
<td></td>
<td></td>
</tr>
<tr>
<td>8. Rents &amp; Lease Payments Due From Past Year</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9. Total Current Liabilities</td>
<td>24,707</td>
<td>29,918</td>
</tr>
<tr>
<td>*Intermediate Liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11. Notes Payable: Personal</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12. Notes Payable: Farm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13. Chattel Mortgages: Personal</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14. Chattel Mortgages: Farm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16. Total Intermediate Liabilities</td>
<td>88,886</td>
<td>94,207</td>
</tr>
<tr>
<td>*Long Term Liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18. Real Estate Mortgages &amp; Contracts: Personal</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19. Real Estate Mortgages &amp; Contracts: Farm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21. Total Long Term Liabilities</td>
<td>114,205</td>
<td>119,214</td>
</tr>
<tr>
<td>22. Total Liabilities</td>
<td>227,790</td>
<td>243,839</td>
</tr>
<tr>
<td>23. Equity</td>
<td>285,340</td>
<td>332,858</td>
</tr>
<tr>
<td>24. Change In Equity</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**RATIOS**

<table>
<thead>
<tr>
<th>Formula</th>
<th>End Yr.</th>
<th>$ in Debt</th>
<th>$ in Debt</th>
</tr>
</thead>
<tbody>
<tr>
<td>33. Intermediate Debt (T5.1, L17)/(T5.2, L16) (Intermediate Assets)/(Intermediate Liab.)</td>
<td>Debt 1.46</td>
<td>68.33</td>
<td>1.33</td>
</tr>
<tr>
<td>34. Working (T5.1, L17 + L37) / (T5.2, L9 + L16) (C. Assets + L. Assets) / (C. Liab. + L. Liab.)</td>
<td>Debt 2.57</td>
<td>38.90</td>
<td>2.06</td>
</tr>
<tr>
<td>35. Fixed Debt (T5.1, L43)/(T5.2, L21) (Long Term Assets)/(Long Term Liab.)</td>
<td>Debt 2.15</td>
<td>45.47</td>
<td>2.76</td>
</tr>
<tr>
<td>36. Net Capital Debt (T5.1, L44)/(T5.2, L22) (Total Assets)/(Total Liabilities)</td>
<td>Debt 2.37</td>
<td>42.28</td>
<td>2.37</td>
</tr>
<tr>
<td>37. Equity Assets (T5.2, L23)/(T5.1, L44) (Total Equity)/(Total Assets)</td>
<td>Eqty. 0.50</td>
<td>57.72</td>
<td>0.58</td>
</tr>
<tr>
<td>38. Debt/Equity (T5.2, L22)/(T5.2, L23) (Total Liabilities)/(Total Equity)</td>
<td>Debt 0.73</td>
<td>73.26</td>
<td>0.73</td>
</tr>
<tr>
<td>39. Current Debt (T5.2, L9)/(T5.2, L22) (Current Liabilities)/(Total Liab.)</td>
<td>Curr. 0.12</td>
<td>12.27</td>
<td>0.15</td>
</tr>
<tr>
<td>51. Return to Capital, Family Labor &amp; Management</td>
<td>74,050</td>
<td>581</td>
<td>581</td>
</tr>
<tr>
<td>52. Total Income From Non-Farm Source</td>
<td>15,581</td>
<td>15,056</td>
<td></td>
</tr>
<tr>
<td>53. Total Family Income</td>
<td>89,631</td>
<td>15,637</td>
<td></td>
</tr>
<tr>
<td>54. Total Family Cash &amp; Non-Cash Expense</td>
<td>44,429</td>
<td>29,721</td>
<td></td>
</tr>
<tr>
<td>55. Total Money Borrowed</td>
<td>148,073</td>
<td>89,373</td>
<td></td>
</tr>
<tr>
<td>56. Total Paid on Debt</td>
<td>132,928</td>
<td>81,237</td>
<td></td>
</tr>
</tbody>
</table>
### TABLE 5.2 - STATEMENT OF OPERATOR'S FINANCIAL POSITION (CONTINUED) - 1989

<table>
<thead>
<tr>
<th>Items</th>
<th>JAN 1</th>
<th>DEC 31</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities:</strong></td>
<td>6</td>
<td>6</td>
</tr>
<tr>
<td>4. Accounts Payable: Personal</td>
<td>1,339</td>
<td>1,891</td>
</tr>
<tr>
<td>5. Accounts Payable: Farm</td>
<td>9,195</td>
<td>9,330</td>
</tr>
<tr>
<td>6A. Current Portion: Notes &amp; Line of Credit</td>
<td>101</td>
<td>176</td>
</tr>
<tr>
<td>7. Delinquent Interest</td>
<td>32</td>
<td>26,137</td>
</tr>
<tr>
<td>8. Rents &amp; Lease Payments Due From Past Year</td>
<td>23,001</td>
<td></td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>60,170</td>
<td>64,209</td>
</tr>
<tr>
<td><strong>Intermediate Liabilities:</strong></td>
<td>602</td>
<td>632</td>
</tr>
<tr>
<td>11. Notes Payable: Personal</td>
<td>15,176</td>
<td>18,127</td>
</tr>
<tr>
<td>12. Notes Payable: Farm</td>
<td>203</td>
<td>201</td>
</tr>
<tr>
<td>13. Chattel Mortgages: Personal</td>
<td>44,109</td>
<td>45,327</td>
</tr>
<tr>
<td>14. Chattel Mortgages: Farm</td>
<td>602,649</td>
<td>64,202</td>
</tr>
<tr>
<td><strong>Total Intermediate Liabilities</strong></td>
<td>60,170</td>
<td>64,209</td>
</tr>
<tr>
<td><strong>Long Term Liabilities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>18. Real Estate Mortgages &amp; Contracts: Personal</td>
<td>1,930</td>
<td>2,365</td>
</tr>
<tr>
<td>19. Real Estate Mortgages &amp; Contracts: Farm</td>
<td>82,649</td>
<td>84,292</td>
</tr>
<tr>
<td><strong>Total Long Term Liabilities</strong></td>
<td>94,579</td>
<td>96,657</td>
</tr>
<tr>
<td>22. Total Liabilities</td>
<td>167,750</td>
<td>177,003</td>
</tr>
<tr>
<td>23. Equity</td>
<td>234,435</td>
<td>248,650</td>
</tr>
<tr>
<td>24. Change in Equity</td>
<td>14,014</td>
<td></td>
</tr>
</tbody>
</table>

### RATIOS

<table>
<thead>
<tr>
<th>FORMULA</th>
<th>DESCRIPTION</th>
<th>BEG. YR.</th>
<th>END YR.</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>32. Current (T5.1, L7)/(T5.2, L9) (Current Assets)/(Current Liabilities)</td>
<td>Debt</td>
<td>4.93</td>
<td>4.52</td>
<td>22.11</td>
</tr>
<tr>
<td>33. Intermediate (T5.1, L3)/(T5.2, L16) (Intermediate Assets)/(Intermediate Liab.)</td>
<td>Debt</td>
<td>1.60</td>
<td>1.65</td>
<td>60.04</td>
</tr>
<tr>
<td>34. Working (T5.1, L17 + L37) / (T5.2, L9 + L16) (C. Assets + I. Assets) / (C. Liab. + I. Liab.)</td>
<td>Debt</td>
<td>2.52</td>
<td>2.40</td>
<td>40.32</td>
</tr>
<tr>
<td>35. Fixed Debt (T5.1, L43)/(T5.2, L21) (Long Term Assets)/(Long Term Liab.)</td>
<td>Debt</td>
<td>2.28</td>
<td>2.32</td>
<td>43.05</td>
</tr>
<tr>
<td>36. Net Capital Debt (T5.1, L44)/(T5.22) (Total Assets)/(Total Liabilities)</td>
<td>Debt</td>
<td>2.40</td>
<td>2.40</td>
<td>41.61</td>
</tr>
<tr>
<td>37. Equity Assets (T5.2, L23)/(T5.1, L44) (Total Equity)/(Total Assets)</td>
<td>Eqty.</td>
<td>0.58</td>
<td>0.58</td>
<td>58.39</td>
</tr>
<tr>
<td>38. Debt/Equity (T5.2, L22)/(T5.2, L23) (Total Liabilities)/(Total Equity)</td>
<td>Debt</td>
<td>0.72</td>
<td>0.71</td>
<td>71.28</td>
</tr>
</tbody>
</table>

51. Return to Capital, Family Labor & Management                       | 33,714     |
52. Total Income From Non-Farm Source                                  | 12,012     |
53. Total Family Income                                               | 45,775     |
54. Total Family Cash & Non-Cash Expense                              | 34,792     |
55. Total Money Borrowed                                              | 90,296     |
56. Total Paid on Debt                                                | 80,946     |
### TABLE 5.1 - STATEMENT OF OPERATOR'S FINANCIAL POSITION - 1989

<table>
<thead>
<tr>
<th>Items</th>
<th>04 HIGH PROFIT FARMS</th>
<th>04 LOW PROFIT FARMS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets:</strong></td>
<td>JAN 1</td>
<td>DEC 31</td>
</tr>
<tr>
<td>5. Cash, Checking &amp; Saving Account Balance: Farm</td>
<td>3,003</td>
<td>5,869</td>
</tr>
<tr>
<td>6. Hedging Account Equity</td>
<td>817</td>
<td>446</td>
</tr>
<tr>
<td>7. Notes &amp; Accounts Receivables: Personal</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>8. Notes &amp; Accounts Receivables: Farm</td>
<td>7,187</td>
<td>7,164</td>
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<tr>
<td>9. Crops Held for Sale</td>
<td>70,201</td>
<td>77,569</td>
</tr>
<tr>
<td>10. Livestock Feed</td>
<td>17,853</td>
<td>22,402</td>
</tr>
<tr>
<td>11. Supplies/Prepays</td>
<td>9,592</td>
<td>10,128</td>
</tr>
<tr>
<td>12. Feeder Cattle &amp; Market Other Dairy</td>
<td>19,975</td>
<td>25,478</td>
</tr>
<tr>
<td>13. Market Hogs</td>
<td>19,486</td>
<td>28,078</td>
</tr>
<tr>
<td>14. Feeder Lambs &amp; Goats</td>
<td>88</td>
<td>9</td>
</tr>
<tr>
<td>15. Poultry - All Types</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16. Other Livestock</td>
<td>132</td>
<td>129</td>
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<tr>
<td>17. <strong>Total Current Assets</strong></td>
<td>151,994</td>
<td>181,242</td>
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<tr>
<td><strong>Intermediate Assets:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>19. Dairy Cows</td>
<td>9,696</td>
<td>10,252</td>
</tr>
<tr>
<td>20. Other Dairy</td>
<td>1,929</td>
<td>1,478</td>
</tr>
<tr>
<td>21. Beef Breeding Cattle</td>
<td>1,382</td>
<td>1,500</td>
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<tr>
<td>22. Breeding Hogs</td>
<td>9,170</td>
<td>10,541</td>
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<tr>
<td>23. Breeding Sheep/Goats</td>
<td>95</td>
<td>807</td>
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<tr>
<td>24. Other Productive Livestock</td>
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</tr>
<tr>
<td>25. Auto &amp; Truck: Personal Share</td>
<td>2,988</td>
<td>4,155</td>
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<tr>
<td>26. Auto &amp; Truck: Farm Share</td>
<td>7,411</td>
<td>8,620</td>
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<tr>
<td>27. Power, Machinery, &amp; Equipment</td>
<td>52,822</td>
<td>60,879</td>
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<td>28. Livestock Equipment</td>
<td>8,537</td>
<td>9,314</td>
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<td>29. Custom Work Equipment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>30. Irrigation Equipment</td>
<td></td>
<td></td>
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<tr>
<td>31. Stocks &amp; Bonds &amp; Co-Op Equity - Farm</td>
<td>7,425</td>
<td>8,167</td>
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<td>32. Stocks &amp; Bonds &amp; Co-op Equity - Personal</td>
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<td>2,944</td>
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<td>33. Other Household Personal</td>
<td>11,499</td>
<td>11,143</td>
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<tr>
<td>34. Retirement Accounts &amp; Life Insurance</td>
<td>7,280</td>
<td>8,764</td>
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<td>35. <strong>Total Intermediate Assets</strong></td>
<td>122,496</td>
<td>137,868</td>
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<tr>
<td><strong>Long Term Assets:</strong></td>
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<td></td>
</tr>
<tr>
<td>39. Building &amp; Fences</td>
<td>51,712</td>
<td>54,414</td>
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<tr>
<td>40. Land &amp; Land Improvements</td>
<td>163,476</td>
<td>178,435</td>
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<tr>
<td>41. Dwelling</td>
<td>13,916</td>
<td>14,158</td>
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<tr>
<td>42. Real Estate Personal</td>
<td>9,544</td>
<td>10,581</td>
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<tr>
<td>43. <strong>Total Long Term Assets</strong></td>
<td>238,648</td>
<td>257,588</td>
</tr>
<tr>
<td>44. <strong>Total Assets</strong></td>
<td>513,130</td>
<td>576,698</td>
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<tr>
<td>45. <strong>Total Personal Assets (incl. Cash)</strong></td>
<td>58,668</td>
<td>63,592</td>
</tr>
<tr>
<td>46. <strong>Total Farm Assets (incl. Cash)</strong></td>
<td>454,470</td>
<td>512,806</td>
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13.
<table>
<thead>
<tr>
<th>Current Assets:</th>
<th>Jan 1</th>
<th>Dec 31</th>
</tr>
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<tbody>
<tr>
<td>4. Cash, Checking &amp; Saving Account Balance: Pers.</td>
<td>1,823</td>
<td>1,490</td>
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<tr>
<td>5. Cash, Checking &amp; Saving Account Balance: Farm</td>
<td>3,819</td>
<td>3,460</td>
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<td>6. Hedging Account Equity</td>
<td>256</td>
<td>297</td>
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<td>7. Notes &amp; Accounts Receivables: Personal</td>
<td>46</td>
<td>512</td>
</tr>
<tr>
<td>8. Notes &amp; Accounts Receivables: Farm</td>
<td>2,838</td>
<td>2,989</td>
</tr>
<tr>
<td>9. Crops Held for Sale</td>
<td>54,549</td>
<td>55,771</td>
</tr>
<tr>
<td>10. Livestock Feed</td>
<td>13,963</td>
<td>14,929</td>
</tr>
<tr>
<td>11. Supplies/Prepails</td>
<td>6,876</td>
<td>6,034</td>
</tr>
<tr>
<td>12. Feeder Cattle &amp; Market Other Dairy</td>
<td>14,572</td>
<td>15,063</td>
</tr>
<tr>
<td>13. Market Hogs</td>
<td>14,456</td>
<td>16,753</td>
</tr>
<tr>
<td>14. Feeder Lambs &amp; Goats</td>
<td>85</td>
<td>51</td>
</tr>
<tr>
<td>15. Poultry - All Types</td>
<td>11</td>
<td>30</td>
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<tr>
<td>16. Other Livestock</td>
<td>51</td>
<td>62</td>
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<tr>
<td>17. <strong>Total Current Assets</strong></td>
<td>113,345</td>
<td>118,240</td>
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</table>

<table>
<thead>
<tr>
<th>Intermediate Assets:</th>
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<tbody>
<tr>
<td>19. Dairy Cows</td>
<td>4,487</td>
<td>4,748</td>
</tr>
<tr>
<td>20. Other Dairy</td>
<td>956</td>
<td>950</td>
</tr>
<tr>
<td>21. Beef Breeding Cattle</td>
<td>2,575</td>
<td>2,530</td>
</tr>
<tr>
<td>22. Breeding Hogs</td>
<td>6,102</td>
<td>6,792</td>
</tr>
<tr>
<td>23. Breeding Sheep/Goats</td>
<td>416</td>
<td>458</td>
</tr>
<tr>
<td>24. Other Productive Livestock</td>
<td>15</td>
<td>37</td>
</tr>
<tr>
<td>25. Auto &amp; Truck: Personal Share</td>
<td>3,067</td>
<td>3,804</td>
</tr>
<tr>
<td>26. Auto &amp; Truck: Farm Share</td>
<td>5,612</td>
<td>6,360</td>
</tr>
<tr>
<td>27. Power, Machinery, &amp; Equipment</td>
<td>41,200</td>
<td>45,861</td>
</tr>
<tr>
<td>28. Livestock Equipment</td>
<td>5,935</td>
<td>6,400</td>
</tr>
<tr>
<td>29. Custom Work Equipment</td>
<td>138</td>
<td>140</td>
</tr>
<tr>
<td>30. Irrigation Equipment</td>
<td>98</td>
<td>88</td>
</tr>
<tr>
<td>31. Stocks &amp; Bonds &amp; Co-Op Equity - Farm</td>
<td>7,939</td>
<td>8,520</td>
</tr>
<tr>
<td>32. Stocks &amp; Bonds &amp; Co-op Equity - Personal</td>
<td>1,875</td>
<td>2,094</td>
</tr>
<tr>
<td>33. Other Household Personal</td>
<td>9,343</td>
<td>9,551</td>
</tr>
<tr>
<td>34. Retirement Accounts &amp; Life Insurance</td>
<td>6,707</td>
<td>7,699</td>
</tr>
<tr>
<td>35. <strong>Total Intermediate Assets</strong></td>
<td>96,364</td>
<td>106,021</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Long Term Assets:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>39. Building &amp; Fences</td>
<td>36,469</td>
<td>37,636</td>
</tr>
<tr>
<td>40. Land &amp; Land Improvements</td>
<td>133,127</td>
<td>139,731</td>
</tr>
<tr>
<td>41. Dwelling</td>
<td>16,521</td>
<td>17,254</td>
</tr>
<tr>
<td>42. Real Estate Personal</td>
<td>6,360</td>
<td>6,651</td>
</tr>
<tr>
<td>43. <strong>Total Long Term Assets</strong></td>
<td>192,476</td>
<td>201,271</td>
</tr>
</tbody>
</table>

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>44. <strong>Total Assets</strong></td>
<td>402,185</td>
<td>425,533</td>
</tr>
<tr>
<td>45. Total Personal Assets (Incl. Cash)</td>
<td>53,681</td>
<td>57,564</td>
</tr>
<tr>
<td>46. <strong>Total Farm Assets (Incl. Cash)</strong></td>
<td>348,504</td>
<td>367,969</td>
</tr>
<tr>
<td>Items</td>
<td>AVERAGE 253</td>
<td>50 HIGH FARMS</td>
</tr>
<tr>
<td>-----------------------------------------------------------------------</td>
<td>-------------</td>
<td>---------------</td>
</tr>
<tr>
<td>4. Number of Persons - Family</td>
<td>4</td>
<td>4</td>
</tr>
<tr>
<td>5. Number of Adult Equivalents - Family</td>
<td>2.9</td>
<td>2.9</td>
</tr>
<tr>
<td>6. Non Farm Income</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7. Outside Investment Income</td>
<td>3,920</td>
<td>8,931</td>
</tr>
<tr>
<td>8. Other Personal Income &amp; Income Tax Refund</td>
<td>7,042</td>
<td>5,914</td>
</tr>
<tr>
<td>9. Sale of Dwelling, Auto, &amp; Truck (Pers. Share)</td>
<td>171</td>
<td></td>
</tr>
<tr>
<td>10. Net Cash from Non Farm Business</td>
<td>970</td>
<td>736</td>
</tr>
<tr>
<td>11. Total Non Farm Income</td>
<td>12,012</td>
<td>15,581</td>
</tr>
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**Household Expense**

<table>
<thead>
<tr>
<th>Items</th>
<th>AVERAGE 253</th>
<th>50 HIGH FARMS</th>
<th>50 LOW FARMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>13. Family Draw (Alternative to Detail)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>14. Church &amp; Charity</td>
<td>1,006</td>
<td>1,421</td>
<td>700</td>
</tr>
<tr>
<td>15. Medical Care &amp; Health Insurance</td>
<td>2,995</td>
<td>3,670</td>
<td>2,894</td>
</tr>
<tr>
<td>16. Food &amp; Moals Bought</td>
<td>4,728</td>
<td>4,861</td>
<td>4,917</td>
</tr>
<tr>
<td>17. Operating Expense &amp; Supplies</td>
<td>1,902</td>
<td>2,309</td>
<td>1,710</td>
</tr>
<tr>
<td>18. Furnishings &amp; Equipment</td>
<td>1,189</td>
<td>1,117</td>
<td>1,662</td>
</tr>
<tr>
<td>19. Clothing &amp; Clothing Materials</td>
<td>1,502</td>
<td>1,641</td>
<td>1,349</td>
</tr>
<tr>
<td>20. Personal Care, Personal Spending</td>
<td>2,678</td>
<td>3,407</td>
<td>2,135</td>
</tr>
<tr>
<td>21. Education</td>
<td>621</td>
<td>600</td>
<td>453</td>
</tr>
<tr>
<td>22. Recreation</td>
<td>1,309</td>
<td>1,691</td>
<td>895</td>
</tr>
<tr>
<td>23. Gifts &amp; Special Events</td>
<td>1,092</td>
<td>1,411</td>
<td>1,036</td>
</tr>
<tr>
<td>24. Personal Interest</td>
<td>202</td>
<td>220</td>
<td>221</td>
</tr>
<tr>
<td>25. Total Cash Household Detail Exp. (L14-L24)</td>
<td>19,224</td>
<td>22,348</td>
<td>17,973</td>
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<tr>
<td>26. Truck &amp; Auto Expense: Personal</td>
<td>1,352</td>
<td>1,277</td>
<td>1,047</td>
</tr>
<tr>
<td>27. Upkeep on Dwelling: Personal</td>
<td>564</td>
<td>524</td>
<td>245</td>
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<tr>
<td>28. Cash Rent: Personal</td>
<td>23</td>
<td>90</td>
<td>12</td>
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<tr>
<td>29. Telephone &amp; Electricity Expense: Personal</td>
<td>538</td>
<td>794</td>
<td>834</td>
</tr>
<tr>
<td>30. General Farm Expense: Personal</td>
<td>42</td>
<td>10</td>
<td>49</td>
</tr>
<tr>
<td>31. Total Cash Living &amp; Operating Expense</td>
<td>22,043</td>
<td>25,043</td>
<td>20,159</td>
</tr>
<tr>
<td>32. New Truck &amp; Auto: Personal</td>
<td>1,421</td>
<td>1,811</td>
<td>565</td>
</tr>
<tr>
<td>33. New Dwelling, Buildings, Land Bought: Personal</td>
<td>1,242</td>
<td>1,561</td>
<td>1,769</td>
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<tr>
<td>34. Taxes &amp; Other Deductions</td>
<td>4,759</td>
<td>7,199</td>
<td>2,563</td>
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<tr>
<td>35. Life Insurance</td>
<td>1,074</td>
<td>1,091</td>
<td>936</td>
</tr>
<tr>
<td>36. Paid on Personal Debt (Principal)</td>
<td>598</td>
<td>843</td>
<td>613</td>
</tr>
<tr>
<td>37. Savings &amp; Investments (Excluding Life Ins.)</td>
<td>3,391</td>
<td>6,348</td>
<td>2,850</td>
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<tr>
<td>38. Total Non Farm Cash Expense</td>
<td>34,527</td>
<td>44,287</td>
<td>29,549</td>
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<tr>
<td>39. Total Non Farm Exp. Minus Non Farm Inc.</td>
<td>22,515</td>
<td>20,706</td>
<td>14,493</td>
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<tr>
<td>40. Total Family Living From Farm</td>
<td>265</td>
<td>142</td>
<td>222</td>
</tr>
<tr>
<td>41. Total Cash &amp; Non Cash Expense</td>
<td>34,792</td>
<td>44,429</td>
<td>29,771</td>
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</table>

**Supplementary Information**

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<tbody>
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<td>AVERAGE</td>
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<td>4.</td>
<td>Returns &amp; Net Increases</td>
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<td>5.</td>
<td>Wet Livestock Lease Income</td>
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</tr>
<tr>
<td>6.</td>
<td>Dairy Cattle</td>
<td>12,108</td>
<td>30,377</td>
<td>2,334</td>
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</tr>
<tr>
<td>7.</td>
<td>Other Dairy Cattle</td>
<td>3,200</td>
<td>8,403</td>
<td>1,212</td>
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<td>8.</td>
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<td>15.</td>
<td>Poultry, All Fowl</td>
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<td>16.</td>
<td>Contract Livestock</td>
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<td>17.</td>
<td>Other Productive Livestock</td>
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<td>18.</td>
<td>Total All Productive Livestock</td>
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<td>34</td>
<td>60,655</td>
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<td>Value of Feed Fed to Livestock</td>
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<td>Crop, Seed, &amp; Feed</td>
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<td>22.</td>
<td>Fertilizer, Chemicals, Seed &amp; Other</td>
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<td>37,972</td>
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<td>Return Over Direct Costs: Crops</td>
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<td>107,414</td>
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<td>Crops &amp; Supplies Purch. for Resale (Net)</td>
<td>3,877</td>
<td>11,058</td>
<td>685</td>
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<td>Cooperative Patronage Refunds</td>
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<td>4,740</td>
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<td>Government Payment &amp; Set Aside</td>
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<td>13,402</td>
<td>9,840</td>
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<td>29.</td>
<td>Total Returns &amp; Net Increases</td>
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<td>210,551</td>
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<td>30.</td>
<td>Expenses &amp; Net Decreases</td>
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<td>Truck &amp; Auto (Farm Share)</td>
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<td>Tractors &amp; Crop Machinery</td>
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<td>23,341</td>
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<td>Irrigation Equipment</td>
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<td>Livestock Equipment</td>
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<td>Buildings &amp; Fences</td>
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<td>9,794</td>
<td>5,693</td>
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<td>37.</td>
<td>Land Improvements &amp; Tile</td>
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<td>483</td>
<td>428</td>
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<td>38.</td>
<td>Land</td>
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<tr>
<td>39.</td>
<td>Vet &amp; Misc. Livestock Expense</td>
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<td>8,851</td>
<td>4,335</td>
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<tr>
<td>40.</td>
<td>All Labor Costs - Paid &amp; Unpaid</td>
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<td>9,796</td>
<td>6,424</td>
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<td>Property Tax</td>
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<td>42.</td>
<td>General Farm Expense</td>
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<td>6,087</td>
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<tr>
<td>43.</td>
<td>Interest on Farm Capital (7% Opportunity Chg.)</td>
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<td>44,860</td>
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<tr>
<td>44.</td>
<td>Total Expenses &amp; Net Decreases</td>
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<td>130,593</td>
<td>99,853</td>
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<tr>
<td>45.</td>
<td>Return to Whole Farm Operator Labor &amp; Mgmt.</td>
<td>27,967</td>
<td>79,958</td>
<td>-14,445</td>
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<td>46.</td>
<td>Number of Farm Operators</td>
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<td>47.</td>
<td>Full Time Operator Equivalent</td>
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<td>48.</td>
<td>Return to Operator Labor &amp; Mgmt./Full Time Operator</td>
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<td>Operator Share</td>
<td>LOW 84</td>
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<td>Purchase of Livestock</td>
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<td>5. Dairy Cows</td>
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<td>6. Other Dairy Cattle</td>
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<td>8. Beef Feeder Cattle</td>
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<td>9. Hogs Complete &amp; Mixed</td>
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<tr>
<td>11. Hogs Producing Feeder Pigs</td>
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<td>14. Poultry, All Fowl</td>
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<td>15. Custom, Contract livestock Feeding</td>
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<td>20. Vet, Breeding &amp; Misc. Livestock Exp.</td>
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<td>23. Fertilizer</td>
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<td>29. Gas, Diesel &amp; Lubricants</td>
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<td>30. Repair &amp; Upkeep of Lvsk. Equipment</td>
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<td>2,896</td>
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<td>31. Repair &amp; Upkeep of Farm Real Estate</td>
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<td>32. Repair &amp; Oper. Mach, Trac, Trk, Auto</td>
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<td>10,543</td>
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<td>9,671</td>
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<td>33. Repair &amp; Upkeep of Irrig. Equip.</td>
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<td>34. Repair &amp; Upkeep of Custom Work Equip.</td>
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<td>37. Personal Property &amp; Real Est. Taxes</td>
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<td>38. General Farm Expenses</td>
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<td>42. Operator Interest Actually Paid</td>
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<td>50. Auto, Truck &amp; Machinery Bought</td>
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<td>19,421</td>
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<td>51. Irrigation Equipment Bought</td>
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<td>52. Custom Work Equipment Bought</td>
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<td>54. New Real Estate: Buildings &amp; Fences</td>
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<td>57. Total Capital Purchases</td>
<td>45,565</td>
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<td>58. Total Farm Purchases</td>
<td>229,049</td>
<td>277,546</td>
<td>154,259</td>
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<td>60. Decrease in Farm Capital (Not Incl. Cash)</td>
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<td>61. Interest on Farm Capital: 7% Charge</td>
<td>53,976</td>
<td>12,237</td>
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<td>10,950</td>
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<td>62. Unpaid Family Labor</td>
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<td>63. Board Furnished Hired Labor</td>
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<tr>
<td>64. Total Farm Expense</td>
<td>283,929</td>
<td>290,137</td>
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<tr>
<td>70. Return to Operator Labor &amp; Mgmt. (GA/G2)-(G4)</td>
<td>79,959</td>
<td>61,333</td>
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<td>71. Number of Operators</td>
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<td>72. Full Time Operator Equivalents</td>
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<td>73. Return/Operator/Full Time Oper. Equiv. (70/72)</td>
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<td>74. * Return: Cap. &amp; Family Labor &amp; Mgmt.</td>
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<td>5. Dairy Cows</td>
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<td>6. Other Dairy Cattle</td>
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<td>9. Hogs Complete &amp; Mixed</td>
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<td>1,877</td>
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<td>10. Hogs Finishing</td>
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<td>11. Hogs Producing Feeder Pigs</td>
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<td>12. Sheep, Goats, Wool: Breeding</td>
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<td>14. Poultry, All Fowl</td>
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<td>15. Custom, Contract Livestock Feeding</td>
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<td>16. Other Productive Livestock</td>
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<td>26. Gas, Diesel &amp; Lubricants</td>
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<td>43. Irrigation Equipment Bought</td>
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<td>48. Total Farm Purchases</td>
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<td>49. Decrease in Farm Capital (Not Inc. Cash)</td>
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<td>50. Unpaid Family Labor</td>
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<td>51. Board Furnished Hired Labor</td>
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<td>53. Return to Operator Labor &amp; Mgmt. (6A/62)-(6A)</td>
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<td>Sale of Livestock &amp; Livestock Products</td>
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<td>7. Hogs Complete &amp; Mixed</td>
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<td>10. Sheep, Goats, Wool: Breeding</td>
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<td>11. Sheep, Wool: Feeders</td>
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<td>12. Poultry, All Fowl</td>
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<td>15. Other Productive Livestock</td>
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<td>Sale of Crops</td>
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<td>26. Sunflowers</td>
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<td>29. Grass Seed</td>
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<td>30. Fruits &amp; Nuts</td>
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<td>31. Vegetables, Roadside Mkt./Specialty</td>
<td>121</td>
<td>121</td>
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<td>32. Nursery, Timber &amp; Other</td>
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<td>33. Sale: Crops/Supply Purch. for Resale</td>
<td>13,023</td>
<td>13,023</td>
<td>7,526</td>
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<td>34. Total Sales from Crops and Supplies</td>
<td>122,145</td>
<td>115,680</td>
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<td>40. Government Payments - Set Aside Acres</td>
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<td>13,402</td>
<td>9,840</td>
<td>9,553</td>
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<td>41. Gas Tax Refund</td>
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<td>42. Income From Work Off Farm</td>
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<td>1,098</td>
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<td>43. Custom Work Enterprise Income</td>
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<tr>
<td>44A Patronage Refunds (Cash)</td>
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<td>519</td>
<td>359</td>
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<td>44B Patronage Refunds (Equity)</td>
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<td>783</td>
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<td>45. Miscellaneous Farm Income</td>
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<td>46. Total Other Farm Income</td>
<td>21,469</td>
<td>21,211</td>
<td>15,535</td>
<td>15,220</td>
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<tr>
<td>47. Total Farm Operating Income</td>
<td>304,860</td>
<td>294,051</td>
<td>185,150</td>
<td>180,667</td>
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<tr>
<td>50. Auto, Truck, &amp; Machinery Sold</td>
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<td>1,050</td>
<td>1,514</td>
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<td>51. Irrigation Equipment Sold</td>
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<td>53. Livestock Equipment Sold</td>
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<td>54. Buildings &amp; Improvements Sold</td>
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<td>409</td>
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<td>55. Land &amp; Land Improvements Sold</td>
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<td>56. Farm Capital Lease Income</td>
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<td>57. Total Farm Capital Sales</td>
<td>4,938</td>
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<td>4,393</td>
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<tr>
<td>58. Total Farm Sales</td>
<td>300,809</td>
<td>299,529</td>
<td>192,201</td>
<td>184,136</td>
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<td>60. Increase in Farm Capital (Not Incl. Cash)</td>
<td>53,709</td>
<td>55,470</td>
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<tr>
<td>61. Family Living From the Farm</td>
<td>220</td>
<td>221</td>
<td>275</td>
<td>247</td>
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<tr>
<td>62. Total Farm Receipts (58)+(60)+(61)</td>
<td>363,808</td>
<td>351,240</td>
<td>192,496</td>
<td>184,378</td>
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<tr>
<td>70. Total Farm Operating Income (Line 47)</td>
<td>294,051</td>
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<td>180,667</td>
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<td>71. Total Cash Farm Operating Expense (68-L43)</td>
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<td>72. Net Cash Operating Income (70)-(71)</td>
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<td>Items</td>
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<tr>
<td><strong>Sale of Livestock &amp; Livestock Products</strong></td>
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<td>2. Dairy Cows</td>
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<td>3. Dairy Products</td>
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<td>4. Other Dairy Cattle</td>
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<td>5. Beef Breeding Cattle</td>
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<td>6. Beef Feeder Cattle</td>
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<tr>
<td>7. Hogs Complete &amp; Mixed</td>
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<td>8. Hogs Finishing</td>
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<td>9. Hogs Producing Feeder Pigs</td>
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<td>10. Sheep, Goats, Wool: Breeding</td>
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<td>562</td>
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<td>12. Poultry, All Fowl</td>
<td>12</td>
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<tr>
<td>13. Eggs</td>
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<td>52. Custom Work Equipment Sold</td>
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### Table 1 - Summary of Farm Inventories - 1989

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<td>5. - Livestock</td>
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<td>7. - Total</td>
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<td>12. - Total</td>
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**Whole Farm Inventories**

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<td>53,007</td>
<td>61,087</td>
<td>43,097</td>
<td>47,467</td>
</tr>
<tr>
<td>38. Livestock Equipment</td>
<td>8,573</td>
<td>9,347</td>
<td>5,535</td>
<td>5,869</td>
</tr>
<tr>
<td>39. Custom Equipment</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>40. Irrigation Equipment</td>
<td></td>
<td></td>
<td>494</td>
<td>445</td>
</tr>
<tr>
<td>50. Bare Land</td>
<td>445,202</td>
<td>456,933</td>
<td>417,845</td>
<td>416,141</td>
</tr>
<tr>
<td>51. Land Improvements &amp; Tile</td>
<td>4,625</td>
<td>4,949</td>
<td>4,218</td>
<td>3,902</td>
</tr>
<tr>
<td>52. Buildings - Fences - Etc.</td>
<td>54,558</td>
<td>56,729</td>
<td>40,519</td>
<td>41,061</td>
</tr>
</tbody>
</table>

60. Total Farm Capital                      | 744,190| 797,979| 644,752| 636,970|

70. Increase or Decrease in Total Farm Capital | 53,789 | -7,702 |
TABLE 1 - SUMMARY OF FARM INVENTORIES * - 1989

<table>
<thead>
<tr>
<th>Items</th>
<th>AVERAGES OF 424 FARMS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Measures of Farm Size</td>
</tr>
<tr>
<td>2.</td>
<td>Acres - Total</td>
</tr>
<tr>
<td>3.</td>
<td>- Tillable</td>
</tr>
<tr>
<td>4.</td>
<td>Work Units - Crops</td>
</tr>
<tr>
<td>5.</td>
<td>- Livestock</td>
</tr>
<tr>
<td>6.</td>
<td>- Other</td>
</tr>
<tr>
<td>7.</td>
<td>- Total</td>
</tr>
<tr>
<td>8.</td>
<td>Workers - Operator(s) Year Equivalents</td>
</tr>
<tr>
<td>10.</td>
<td>- Custom</td>
</tr>
<tr>
<td>11.</td>
<td>- Unpaid Family</td>
</tr>
<tr>
<td>12.</td>
<td>- Total</td>
</tr>
<tr>
<td>13.</td>
<td>Capital Invested - Per Worker</td>
</tr>
<tr>
<td>14.</td>
<td>- Per Work Unit</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td>36.</td>
<td>Auto &amp; Truck (Farm Share)</td>
</tr>
<tr>
<td>37.</td>
<td>Livestock Equipment</td>
</tr>
<tr>
<td>38.</td>
<td>Custom Equipment</td>
</tr>
<tr>
<td>40.</td>
<td>Irrigation Equipment</td>
</tr>
<tr>
<td>50.</td>
<td>Bare Land</td>
</tr>
<tr>
<td>52.</td>
<td>Buildings - Fences - Etc.</td>
</tr>
<tr>
<td>60.</td>
<td>Total Farm Capital</td>
</tr>
</tbody>
</table>
### Table 500 - Summary Management Information - 1989

<table>
<thead>
<tr>
<th>Items</th>
<th>Average</th>
<th>High</th>
<th>Low</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>424</td>
<td>84</td>
<td>84</td>
</tr>
</tbody>
</table>

#### Farm Size

- **2. Total Acres Operated**: 517.9
- **2A. Total Acres Owned**: 169.2
- **3. Tillable Acres Operated**: 405.3
- **3A. Tillable Acres Owned**: 150.8
- **4. Total Work Units**: 457.7
- **5. Total Full Time Equivalent Workers**: 1.36

#### Profit and Loss Analysis

- **12. Return to Labor & Management-Whole Farm**: 27,965
- **13. Full Time Operator Equivalent**: 1.08
- **14. Return to Capital, Farm Labor, & Management (O.S.)**: 33,714
- **15. Ratio: Total Expense to Total Receipts (O.S.)**: 0.89
- **16. Ratio: Cash Operating Exp. to Total Farm Op. Inc.**: 0.80
- **17. Ratio: Cash Operating Expense to Total Expenses**: 0.80
- **18. Ratio: Capital Turnover: Ave. Capital to Receipts: W.F.**: 2.75
- **20. Net Cash Operating Income**: 38,653
- **21. Interest Payable Per Work Unit**: 32.22
- **22. Interest Payable Per Dollar of Farm Operating Income**: 0.08

#### Balance Sheet Analysis

- **31. Change in Total Assets**: 23,348
- **32. Change in Total Liabilities**: 9,333
- **33. Change in Equity**: 14,014
- **34. Current Ratio: End of Year**: 4.52
- **35. Working Ratio: End of Year**: 2.48
- **36. Fixed Ratio: End of Year**: 2.32
- **37. Net Capital Ratio: End of Year**: 2.40
- **38. Total Farm Assets/Work Unit**: 804
- **39. Total Farm Liabilities/Work Unit**: 380

#### Family Information

- **41. Total Non-Farm Income**: 12,012
- **42. Total Cash & Non-Cash Family Living Expense**: 34,792
- **43. Total Dollars Available to Save or Reduce Debt**: 14,923

---

3.
The four graphs above show us what happened to agriculture in southwestern Minnesota in the past decade.
Below is a Listing of the Schools Involved and the Instructors Responsible for these Programs.

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

<table>
<thead>
<tr>
<th>CLASS LOCATION</th>
<th>INSTRUCTOR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brewster</td>
<td>Gerald McConkey</td>
</tr>
<tr>
<td></td>
<td>Dennis Schentzel</td>
</tr>
<tr>
<td></td>
<td>Dale Schoberg</td>
</tr>
<tr>
<td>Fulda</td>
<td>Mel Faltinson</td>
</tr>
<tr>
<td>Heron Lake/Olaketska</td>
<td>Richard Amendt</td>
</tr>
<tr>
<td>Jackson</td>
<td>Charles Asman</td>
</tr>
<tr>
<td></td>
<td>Douglas O'Neil</td>
</tr>
<tr>
<td>Granite Falls</td>
<td>Neale Deters</td>
</tr>
<tr>
<td></td>
<td>Mike Resvick</td>
</tr>
<tr>
<td>Lakefield</td>
<td>Harry Gordes</td>
</tr>
<tr>
<td>Lamberton</td>
<td>John Clark</td>
</tr>
<tr>
<td>Luverne</td>
<td>Jim Ouverson</td>
</tr>
<tr>
<td>Marshall</td>
<td>Dennis Schroeder</td>
</tr>
<tr>
<td></td>
<td>Jim Molenaar</td>
</tr>
<tr>
<td>Mt. Lake</td>
<td>Leland Thiesen</td>
</tr>
<tr>
<td>Pipestone</td>
<td>Dwayne Eifeld</td>
</tr>
<tr>
<td></td>
<td>Dave Larson</td>
</tr>
<tr>
<td>Slayton</td>
<td>Chuck Lucht</td>
</tr>
<tr>
<td>St. James</td>
<td>Richard Spitzner</td>
</tr>
<tr>
<td>Truman</td>
<td>Cliff Vrieze</td>
</tr>
<tr>
<td>Tyler H.V.C.</td>
<td>Paul Bartz</td>
</tr>
<tr>
<td>Welcome</td>
<td>Robert Roesler</td>
</tr>
<tr>
<td></td>
<td>Charles Worm</td>
</tr>
<tr>
<td>Worthington</td>
<td>Wayne Flynn</td>
</tr>
<tr>
<td></td>
<td>Rolf Mahlberg</td>
</tr>
</tbody>
</table>

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

The Analysis of the records and preparation of the report for the Southwest area is done under the direction of Al Brudelige, Area Ag Coordinator, at Southwestern Technical College - Jackson Campus. Directing in a supervisory capacity are Marlin Nacholz, Director, Southwestern Technical College; Dennis Finstead, Campus Director; John Murray, Education Specialist, State Board of Vocational Technical Education; and Dr. Edgar Persons, Chairman of the University of Minnesota Agricultural Education Division. Data processing was done by Specialized Data Systems, Inc., Madison, Wisconsin. Special acknowledgments to Suzanne Lovell for her part in the preparation of this report.
INTRODUCTION

Farm Business Management Education has been a part of agriculture education programs in Minnesota schools 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 6,000 farm families each year in six Farm Management areas. Programs are now administered and managed by the State Board of Vocational Technical Education through the Technical Colleges and local school districts.

The purpose of Farm Management Education is to help farm families achieve their farm business and family goals. This is done through improved management organization and efficiency of their farm operations. This purpose has not changed over the years.

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

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

Programs organize their course around the same central theme.

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.
Year 5 - Current issues in Farm Management.
Year 6 - Managing the business for family goal attainment.

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

This year the farm business and enterprise analysis has been redesigned. Beginning this year all specific and general farm expenses have been allocated to each farm enterprise. The items are; building expenses, interest, utilities, insurance and general farm expense.

The new analysis will more completely identify the expenses that each enterprise incurs. The return over listed costs for each of the enterprises may be used for family living, debt repayment, capital purchases or savings. We believe this makes the farm business analysis a more accurate report to be used for long range planning, short term cash purchase planning and cash flow projections.
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