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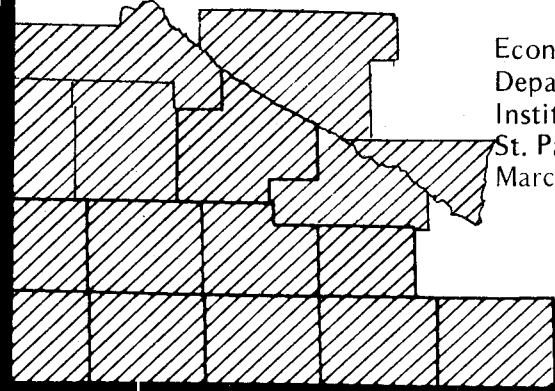
# 1982

## annual report

### Southwestern Minnesota Farm Management Association

**COOPERATING AGENCIES:**

University of Minnesota, Institute of Agriculture  
County Extension Services of the 16 Southwestern Counties  
Southwestern Minnesota Farm Management Association



Economic Report ER83-2  
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Institute of Agriculture  
St. Paul, Minnesota 55108  
March 1983

1982 ANNUAL REPORT OF THE SOUTHWESTERN MINNESOTA  
FARM MANAGEMENT ASSOCIATION

by

Delane E. Welsch, Joanne M. Geigel, Erlin J. Weness, Perry A. Fales, and Dary E. Talley\*

INTRODUCTION

The Department of Agricultural and Applied Economics and the Agricultural Extension Service of the University of Minnesota, and the Agricultural Extension Agents of several southwestern Minnesota counties are cooperating with the Southwestern Minnesota Farm Management Association in maintaining a farm management service. The Association was organized in the fall of 1939 by farmers in that part of the state for the purpose of studying the farm business through farm records. Each farmer pays an annual fee which covers a large part of the cost, with the balance defrayed by the Agricultural Extension and research programs of the University of Minnesota. The analysis of the records and the preparation of the report are handled by the Department of Agricultural and Applied Economics under the direction of Delane Welsch and Joanne Geigel. Erlin Weness, Perry Fales, and Dary Talley are the fieldmen for this project. Frank Brewer is the District Program Leader in Agriculture with the Agricultural Extension Service and works with the counties which are served by the Association.

Of the 214 farms in the Southwestern Association, 194 submitted records at the time of this report. The data for 180 farms are shown in the tables on succeeding pages. The rest were omitted from the information in the tables because the records were not sufficiently complete for a full analysis. No claim is made as to whether the farmers who belong to the Association are or are not representative of southwestern Minnesota. However, this report should be of value to farmers and others interested in agriculture in that it illustrates how farm records may be used as a basis for making an analysis of a farm business. It also shows typical enterprise costs and returns for 1982 and the variation in enterprise earnings as well as in total farm earnings.

The content of this report is somewhat different from those prior to 1977. While the roots of the analysis lie in the work of the Department of Agricultural and Applied Economics and its predecessor units over the past 60 years, the more detailed analysis found in this report was developed by Professor Edgar Persons of the University of Minnesota. This analysis is also used by Vocational Agricultural Adult Farm Business Management Education classes throughout Minnesota and in some other states. The computer work was done by Specialized Data Systems, Inc., Madison, Wisconsin (SDS). While we have altered the order in which the tables appear, the table numbers are the same as received from SDS.

\*Welsch is Professor of Farm Management; Geigel is Farm Records Assistant; Weness, Fales and Talley are jointly Area Farm Management Extension Agents and Fieldmen for the Association. The authors wish to thank the following people for their contributions to this report: Janet Froslan, Alan Langseth, Paul Mattison, Alan Metz, Gene Metz, Tony Strasser, Norma Talley and Jean Weness for their assistance in account book closing and coding; Mark Berle, Scott Schweer, Pat Schneider, Charlie Worm and Warren Winkleman for their careful review of each analysis, correction of errors, constructing the tables and excellent help and good humor in general throughout the process of producing the analyses and the report; Lai Chun Kan for special computer programming; Vernon Eidman, Kenneth Thomas and Burt Sundquist for review, all of the SDS staff for their helpfulness; and most importantly to Carol Hansen and Cindy Smith for all of their secretarial and clerical work throughout the project, and especially for putting this report together.

## SOUTHWESTERN MINNESOTA FARM MANAGEMENT ASSOCIATION

## DISTRIBUTION OF MEMBERSHIP

1982

County	Number of Members	Number of Records Submitted	Association Directors	County Extension Directors
Cottonwood	34	33	Elton Goeman Harvey Stoesz	Cathy Brandt
Jackson	26	23	William Fest Craig Rubis	Roger A. Lind
Martin	14	13	Roger Bentz	Floyd H. Bellin, Jr.
Murray	27	21	Leo McBeth Jerry Blankers	Reuben M. Boxrud
Nobles	38	33	M. J. Fellows, Sec.-Treas. Steven Hansberger, Vice President Robert Koehler Tom Riley	Arthur R. Frame
Pipestone	19	16	Gerald Christoffels Eugene Schuld	Robert E. Fritz
Redwood	30	30	Richard VanHecke, President Eugene Hook	Larry Mulder
Watonwan	13	10	Roger Schmiesing	Greg Webster
Others <sup>a/</sup>	<u>13</u>	<u>15</u> <sup>b/</sup>		
TOTAL	214	194		

<sup>a/</sup> In 1982 the Association had members in Faribault, Lincoln, Lyon, Renville, Rock, and Yellow Medicine Counties; no members in Brown and Nicollett Counties.

<sup>b/</sup> Includes three long term members of the Southwestern Association who were transferred to the Southcentral Association in the 1981-82 reorganization, but were transferred back to the Southwestern Association in late 1982.

## 1982 ANNUAL REPORT OF THE SOUTHWESTERN MINNESOTA

## FARM MANAGEMENT ASSOCIATION

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TABLE 6A. OPERATOR'S SHARE OF TOTAL FARM RECEIPTS - 1982 - S.W.

ITEMS	Average of 180 Farms	36 Most Profitable Farms	36 Least Profitable Farms
1 SALE OF LIVESTOCK & LIVESTOCK PROD.			
2 DAIRY COWS	\$ 1,244	\$ 513	\$ 1,387
3 DAIRY PRODUCTS	11,910	6,685	9,467
4 OTHER DAIRY CATTLE	1,865	79	2,635
5 BEEF BREEDING CATTLE	2,737	695	4,697
6 BEEF FEEDER CATTLE	79,648	104,148	73,932
7 HOGS COMPLETE & MIXED	49,289	140,014	16,137
8 HOGS FINISHING	13,239	19,545	12,040
9 HOGS PRODUCING WEANING PIGS	1,145	3,518	---
10 SHEEP, GOATS, & WOOL	223	---	852
12 CHICKENS (INCL. HENS & BROILERS)	136	3	74
13 TURKEYS	647	---	3,237
14 EGGS	3,400	14,696	1,714
15 OTHER PRODUCTIVE LIVESTOCK & PROD.	85	---	283
17 TOTAL SALES OF PROD. LIVESTOCK	\$165,568	\$289,896	\$126,454
18 SALE OF CROPS			
19 WHEAT	1,217	2,057	983
19A DURUM	---	---	---
20 OTHER SMALL GRAIN	649	511	1,006
21 CORN	30,102	27,528	38,842
22 SOYBEANS	40,905	56,414	50,969
22A SUNFLOWERS	---	---	---
23 OTHER ROW CROPS	514	866	229
24 LEGUMES & OTHER ROUGHAGE	408	453	628
25 GRASS SEED	---	---	---
26 FRUITS & NUTS	---	---	---
27 VEGETABLES, ROADSIDE MARKET & SPECIALTY	---	---	---
28 NURSERY, TIMBER & OTHER	449	366	987
29 SET ASIDE ACRES - GOVERNMENT PAYMENTS	879	1,091	857
30 TOTAL SALES FROM CROPS	\$ 75,122	\$ 89,286	\$ 94,500
31 CAPITAL ASSETS SOLD (AUTO/TRUCK/MACH.)	634	312	878
31A CAPITAL ASSETS SOLD (BLDGS. & IMPROVEMTS.)	4	19	---
31B CAPITAL ASSETS SOLD (LAND)	556	---	---
32 GAS TAX REFUND	28	34	40
33 INCOME FROM WORK OFF THE FARM	2,598	3,151	2,227
34 CUSTOM WORK ENTERPRISE INCOME	101	---	378
35 PATRONAGE REFUNDS	635	1,211	619
36 MISCELLANEOUS FARM INCOME	3,360	4,282	4,567
37 TOTAL FARM SALES	\$248,606	\$388,192	\$229,663
38 INCREASE IN FARM CAPITAL	\$ 15,320	\$ 88,431	\$ 0
39 FAMILY LIVING FROM THE FARM	564	612	615
40 TOTAL FARM RECEIPTS (37)+(38)+(39)	\$264,491	\$477,234	\$230,278
41 ADJUSTED TOTAL FARM SALES (37)-(31)	\$247,413	\$387,860	\$228,785
42 TOTAL CASH FARM OPERATING EXPENSE	205,451	305,191	187,999
43 NET CASH OPERATING INCOME	\$ 41,962	\$ 82,668	\$ 40,787

SEE PAGE 44 FOR EXPLANATORY NOTE FOR THIS TABLE.

TABLE 6B. OPERATOR'S SHARE OF TOTAL FARM EXPENSES - 1982 - S.W.

ITEMS	Average of 180 Farms	36 Most Profitable Farms	36 Least Profitable Farms
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 215	\$ ---	\$ 235
3 OTHER DAIRY CATTLE	548	18	270
4 BEEF BREEDING CATTLE	374	66	1,263
5 BEEF FEEDER CATTLE	46,282	54,656	37,472
6 HOGS COMPLETE	1,365	2,072	473
7 HOGS FINISHING	5,485	6,567	5,336
8 HOGS PRODUCING WEANING PIGS	88	227	---
9 SHEEP & GOATS	59	33	242
11 CHICKENS (INCL. HENS & BROILERS)	621	2,418	552
12 TURKEYS	152	---	761
13 OTHER PRODUCTIVE LIVESTOCK	97	---	153
14 MISCELLANEOUS LIVESTOCK EXPENSE	5,089	9,400	4,895
15 FEED BOUGHT	36,397	75,635	25,198
16 FERTILIZER	7,274	9,653	8,915
17 CHEMICALS	7,015	9,478	8,438
18 OTHER CROP EXPENSE	11,332	14,880	10,735
21 CUSTOM WORK HIRED	4,631	7,331	3,622
22 REPAIR & UPKEEP OF LIVESTOCK EQUIP.	1,703	3,121	1,223
23 REPAIR & UPKEEP OF FARM REAL ESTATE	1,767	2,563	2,111
24 GAS, OIL, GREASE BOUGHT (FARM SHARE)	7,785	9,819	8,909
25 REPAIR & OPER.-MACH., TRACTOR, TRUCK, AUTO (F.S.)	7,106	9,387	8,490
28 WAGES OF HIRED LABOR	6,646	9,846	7,499
29 PERSONAL PROPERTY & REAL EST. TAXES	2,615	2,846	4,241
30 CASH RENT	14,558	25,661	10,485
31 GENERAL FARM EXPENSES	3,388	4,618	3,587
32 TELEPHONE EXPENSE (FARM SHARE)	381	421	517
33 ELECTRICITY EXPENSE (FARM SHARE)	2,162	3,720	1,851
34 INTEREST ACTUALLY PAID	30,317	40,757	30,527
35 TOTAL CASH OPERATING EXPENSE	\$205,451	\$305,191	\$ 187,999
36 POWER, CROP & GENERAL MACH. BOUGHT (F.S.)	\$ 13,367	\$ 20,081	\$ 18,077
39 LIVESTOCK EQUIPMENT BOUGHT	2,683	6,743	1,338
40 NEW REAL ESTATE--BUILDINGS/IMPROVEMTS.	8,896	18,620	6,614
40A NEW REAL ESTATE--LAND	8,051	36,273	3,872
41 TOTAL FARM PURCHASES (35) - (40)	\$238,449	\$386,909	\$ 217,900
42 DECREASE IN FARM CAPITAL	\$ 0	\$ 0	\$ 15,016
43 INTEREST ON FARM CAPITAL/ (EQUITY) (7% OPP. COST)	11,667	9,455	28,770
44 UNPAID FAMILY LABOR	680	651	1,207
45 BOARD FURNISHED HIRED LABOR	204	91	227
46 TOTAL FARM EXPENSE (41) - (45)	\$251,000	\$397,106	\$ 263,119
47 RETURN TO OPERATOR LABOR & MGMT. (O.S.) (6A/40)-(46)	\$ 13,491	\$ 80,128	\$(-32,841)
48 RETURN TO OPERATOR & FAMILY UNPAID LABOR & MGMT. & TO EQUITY CAPITAL (NET WRTH) (47)+(44)+(43)	\$ 25,838	\$ 90,234	\$ (-2,865)

SEE PAGE 44 FOR EXPLANATORY NOTE FOR THIS TABLE. F.S. = Farm Share; O.S. = Operator's Share.

TABLE 5. OPERATOR'S NET WORTH STATEMENT AND SUPPLEMENTARY FINANCIAL INFO. - 1982 - S.W.

ITEMS	Average of 143 Farms	
	JAN. 1	DEC. 31
1 TOTAL PRODUCTIVE LIVESTOCK	\$ 64,998	\$ 70,797
2 CROP, SEED & FEED	75,700	76,920
3 TOTAL POWER, MACHINERY & EQUIPMENT	58,701	56,890
4 LAND (ACRES OWNED 244.1) (TILLABLE 206.2)	313,052	320,602
5 BUILDINGS, FENCES, ETC.	57,897	59,306
6 TOTAL FARM CAPITAL	\$570,349	\$584,515
7 NON-FARM ASSETS	\$ 36,331	\$ 41,902
7A CASH ON HAND & IN BANK	9,916	9,990
7B NON-FARM REAL ESTATE	22,037	22,802
8 DWELLING	25,264	26,990
9 TOTAL ASSETS	\$663,897	\$686,198
10 REAL ESTATE MORTGAGES	129,307	136,041
11 CHATTEL MORTGAGES	72,567	77,964
12 NOTES	31,545	33,567
13 ACCOUNTS PAYABLE	7,455	5,001
14 TOTAL LIABILITIES	\$240,875	\$252,574
15 FARMER'S NET WORTH	423,022	433,625
16 GAIN (OR LOSS) IN NET WORTH		\$ 10,603
17 SUPPLEMENTARY FINANCIAL MANAGEMENT INFORMATION		
18 RETURN TO OPERATOR'S LABOR & MANAGEMENT (6B/47)	\$ 9,891	
19 RETURN TO CAPITAL AND FAMILY LABOR (6B/48)	22,234	
20 NON-FARM INCOME		
21 OUTSIDE INVESTMENT INCOME	2,533	
22 OTHER PERSONAL INCOME & INCOME TAX REFUND	6,852	
22A SALE OF PERSONAL SHARE - DWELLING, AUTO & TRUCK	35	
23 TOTAL NON-FARM INCOME	9,419	
24 TOTAL FAMILY FARM NON-FARM INCOME	31,653	
25 TOTAL MONEY BORROWED	158,495	
26 TOTAL PAID ON DEBT (PRINCIPAL)	151,400	
27 TOTAL HOUSEHOLD + PERSONAL CASH/NON-CASH EXP. (4/23)	27,212	
28 RATIO TOTAL FARM EXP. TO TOTAL FARM RECEIPTS, OPERATOR'S SHARE	.960	
29 RATIO TOTAL ASSETS TO TOTAL LIABILITIES	JAN. 1 2.756	DEC. 31 2.717
30 RATIO NON-REAL EST. ASSETS TO NON-REAL EST. LIAB.	2.202	2.201
31 RATIO REAL EST. ASSETS TO REAL EST. LIAB.	3.235	3.159
32 RATIO NET WORTH TO TOTAL LIABILITIES	1.756	1.717
33 RATIO CASH OPER. EXP. TO ADJ. TOTAL FARM SALES (O.S.)		.832
34 RATIO TOTAL FARM RECEIPTS TO AVG. FARM CAPITAL (W.S.)		.279
35 RATIO TOTAL FARM RECEIPTS TO AVG. FARM CAPITAL (O.S.)		.423

TABLE 5 reports the assets, liabilities and resultant net worth position of the farm operator at the beginning and end of the year. (This asset list differs from TABLE 1 in that it includes the operator's non-farm assets and excludes the landlord's share of farm assets.) It also shows the change in net worth, or the growth in operator's equity (owned capital) during the year. Note that this TABLE 5 does not include addition to net worth resulting from appreciation in land values during the year, i.e., the same conservative market price per acre was assigned to both the beginning and the ending inventories of land. All depreciable assets, such as machinery, equipment, buildings, etc., are priced at cost basis minus depreciation, which does not take into consideration price appreciation due to inflation. (continued on next page)



TABLE 5. OPERATOR'S NET WORTH STATEMENT AND SUPPLEMENTARY FINANCIAL INFORMATION - 1982 - S.W.

ITEMS	22 Most		28 Least	
	Profitable Farms		Profitable Farms	
	Jan 1.	Dec. 31	Jan 1	Dec. 31
1 TOTAL PRODUCTIVE LIVESTOCK	\$105,503	\$124,535	\$ 60,280	\$ 61,212
2 CROP, SEED & FEED	91,781	113,448	109,322	95,409
3 TOTAL POWER, MACHINERY & EQUIPMENT	74,750	78,400	79,545	79,076
4* LAND	318,793	366,075	553,209	558,188
5 BUILDINGS, FENCES, TILE, ETC	75,871	85,675	60,316	61,465
6 TOTAL FARM CAPITAL	\$666,699	\$768,132	\$ 862,672	\$ 855,350
7 NON-FARM ASSETS	\$ 33,913	\$ 41,218	\$ 57,035	\$ 60,522
7A CASH ON HAND & IN BANK	9,606	7,102	9,974	9,932
7B NON-FARM REAL ESTATE	18,328	24,755	62,329	62,341
8 DWELLING	28,230	35,546	30,487	30,826
9 TOTAL ASSETS	\$756,776	\$876,754	\$1,022,496	\$1,018,972
10 REAL ESTATE MORTGAGES	179,167	217,904	149,969	150,737
11 CHATTEL MORTGAGES	100,132	101,145	68,878	77,906
12 NOTES	39,776	38,591	39,239	41,829
13 ACCOUNTS PAYABLE	12,546	11,294	4,963	4,398
14 TOTAL LIABILITIES	\$331,622	\$368,934	\$ 263,048	\$ 274,870
15 FARMER'S NET WORTH	\$425,154	\$507,820	\$ 759,448	\$ 744,102
16 GAIN (OR LOSS) IN NET WORTH		\$ 82,666		\$ (-15,346)
17 SUPPLEMENTARY FINAN. INFORMATION				
18 RET. TO OPERATOR'S LABOR & MGMT. (6B/47)		\$ 79,209		\$ (-33,469)
19 RET. TO CAPITAL & FAMILY LABOR (6B/48)		\$ 87,428		\$ (-4,197)
20 NON-FARM INCOME				
21 OUTSIDE INVESTMENT INCOME		1,943		4,380
22 OTHER PERS. INCOME & TAX REFUND		6,936		8,028
22A SALE PERS. SHARE DWELLING, AUTO, TRUCK				
23 TOTAL NON-FARM INCOME		\$ 8,879		\$ 12,408
24 TOTAL FAMILY FARM & NON-FARM INCOME		\$ 96,307		\$ 8,211
25 TOTAL MONEY BORROWED		\$282,596		\$ 141,124
26 TOTAL PAID ON PRINCIPAL		\$250,071		\$ 133,246
27 TOTAL HH & PERS. CASH & NON-CASH (4/23)		\$ 40,082		\$ 31,318
28 RATIO: TOTAL FARM EXPENSES/RECEIPTS (O.S.)		.825		1.148
29 RATIO: TOTAL ASSETS TO LIABILITIES	Jan. 1	Dec. 31	Jan. 1	Dec. 31
30 RATIO: NON-REAL ESTATE ASSETS TO LIAB.	2.282	2.376	3.887	3.707
31 RATIO: REAL ESTATE ASSETS/REAL ESTATE LIAB.	2.070	2.415	2.796	2.466
32 RATIO: NET WORTH/TOTAL LIABILITIES	2.463	2.350	4.710	4.729
33 RATIO: CASH OPER. EXPENSES/ADJUSTED TOTAL FARM SALES (O.S.)	1.282	1.376	2.887	2.707
34 RATIO: TOTAL FARM RECEIPTS/AVERAGE FARM CAPITAL (W.F.)		.805		.833
35 RATIO: TOTAL FARM RECEIPTS/AVERAGE FARM CAPITAL (O.S.)		.407		.218
		.632		.263

So, for credit purposes, the operator may wish to revalue those classes of assets. While TABLE 1 shows farm assets for all 180 farms included in the Association averages, TABLE 5 includes data from only those 143 sole proprietorships which had complete net worth data. Net worth data for partnerships were excluded when one analysis was done for the partnerships and the partners did not supply information on their individually owned farm assets and liabilities. O.S. = Operator's Share; W.F. = Whole Farm.

\*Most Profitable Farms (Acres owned 314.1) (Tillable 262.7)  
Least Profitable Farms (Acres owned 387.9) (Tillable 325.3)

TABLE 4. HOUSEHOLD &amp; PERSONAL EXPENSE AND FAMILY LIVING FROM THE FARM - 1982 - S.W.

ITEMS	Average of 96 Farms	18 Most Profitable Farms	18 Least Profitable Farms
1 NUMBER OF PERSONS - FAMILY	4	5	3
2 NUMBER OF ADULT EQUIVALENTS - FAMILY	2.9	3.6	2.8
3 CHURCH & WELFARE	\$ 1,324	\$ 1,727	\$ 1,794
4 MEDICAL CARE & HEALTH INSURANCE	2,272	2,461	2,696
5 FOOD & MEALS BOUGHT	3,961	5,290	3,754
6 OPERATING EXPENSE & SUPPLIES	1,363	1,226	1,627
7 FURNISHINGS & EQUIPMENT	994	936	1,044
8 CLOTHING & CLOTHING MATERIALS	1,274	1,368	1,292
9 PERSONAL CARE, PERSONAL SPENDING	672	489	726
10 EDUCATION	451	367	432
11 RECREATION	972	944	865
12 GIFTS & SPECIAL EVENTS	1,080	814	1,554
13 PERSONAL SHARE TRUCK & AUTO EXPENSE	1,256	1,086	1,620
14 OPERATOR SHARE UPKEEP ON DWELLING	145	227	180
14A CASH RENT (PERSONAL)	---	---	---
15 PERSONAL SHARE TELEPHONE & ELECTRICITY EXP.	748	820	975
15A PERSONAL SHARE-GENERAL FARM EXPENSE	43	52	27
16 TOTAL CASH LIVING EXPENSE	\$16,554	\$17,806	\$18,585
17 PERSONAL SHARE NEW TRUCK & AUTO	\$ 689	\$ 1,321	\$ 535
18 NEW DWELLING BOUGHT	186	314	474
19 TAXES & OTHER DEDUCTIONS	3,044	3,868	3,531
20 LIFE INSURANCE & OTHER SAVINGS & INVESTMTS.	9,508	23,612	10,795
21 TOTAL HOUSEHOLD & PERSONAL (16) - (20)	\$29,981	\$46,922	\$33,920
22 TOTAL FAMILY LIVING FROM THE FARM (33)	\$ 521	\$ 572	\$ 674
23 TOTAL CASH & NON-CASH EXPENSES (21) + (22)	\$30,502	\$47,494	\$34,594
24 VALUE OF FARM PRODUCTS CONSUMED ON THE FARM			
	QUANTITY	QUANTITY	QUANTITY
26 MILK & CREAM (QUARTS)	168	---	345
27 BEEF & BUFFALO (POUNDS)	641	602	1,038
28 PORK (POUNDS)	213	362	87
29 LAMB, MUTTON, GOAT (POUNDS)	10	---	36
30 POULTRY, ALL FOWL (POUNDS)	---	---	---
31 EGGS (DOZEN)	9	33	---
33 TOTAL FAMILY LIVING FROM THE FARM	\$ 521	\$ 572	\$ 674

TABLE 4 reports the cash and non-cash expenses of the farm operator's household. Averages include only those members who kept household and personal accounts complete enough to include at least line 5 (FOOD & MEALS BOUGHT). As a result, only 96 out of 180 farms were included in the averages. Accurate household and personal accounts are important if a family is to manage its financial affairs wisely and be able to check the accuracy of their financial accounts at the end of the year. If the family is unable or unwilling to keep accurate household records, then a household checking account separate from the farm checking account might be used. Values of items listed in lines 26-32 were assigned by the farm operator.

## DESCRIPTION OF MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

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

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

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

3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on soil, TDN yield, labor required, etc. Ratings can be found on Table 9.

4. Gross Return Per Acre - An additional measure of crop selection based on total production times an average price for the crops.

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

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

7. Size of Business - Work Units - A measure of the size of farm business, or 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. Total work units may also be interpreted differently for different farm situations such as work efficiency, degree of mechanization, careful planning, or hours worked. While it does not measure how hard a farmer works, it does measure how much is being accomplished on the farm.

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

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

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

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

TABLE 8. MEASURES OF FARM ORGANIZATION AND EFFICIENCY - 1982 - S.W.

ITEMS	Average of 180 Farms	36 Most Profitable Farms	36 Least Profitable Farms
1A* RETURN TO OPER. & FAMILY LABOR MGMT & NET WORTH	\$ 25,838	\$ 90,234	\$ (-2,865)
1B LABOR EARNINGS -WHOLE FARM SHARE	\$ 4,886	\$ 71,591	\$(-43,891)
2 CROP YIELD INDEX	100.0	103.1	98.5
3 PERCENT TILLABLE LAND IN HIGH RETURN CROPS	89.7	91.4	89.3
4 GROSS RETURN PER TILLABLE ACRE (EXCL. PASTURE)	\$ 211.73	\$ 223.66	\$ 201.26
5 RETURN PER \$100 FEED FED PROD. LIVESTOCK INDEX	100.0	105.6	94.2
6** LIVESTOCK UNITS PER 100 ACRES	35.40	57.00	22.68
7 SIZE OF BUSINESS - WORK UNITS	546.05	791.84	518.07
8 WORK UNITS PER WORKER	312.03	418.96	264.32
9 POWER, MACH., EQUIP., BLDG. EXPENSE/WORKER UNIT	\$ 87.35	\$ 75.18	\$ 102.80
10 FARM CAPTL. INVEST. PER WORKER	\$586,022	\$647,382	\$ 652,396
11 INDEX OF RETURN PER \$100 FEED FED			
12 6100 BEEF BREEDING FARM, WHOLE HERD COMMERCIAL	100.0	79.3	128.3
13 6140 BEEF FEEDERS FEEDLOT	100.0	110.5	100.4
14 6290 DAIRY COWS, COMMERCIAL, GEN.	100.0	99.9	103.3
15 6310 OTHER DAIRY, COMMERCIAL, REPLACEMENTS	100.0	----	74.7
16 6318 OTHER DAIRY, REPLACEMENTS & FEEDER STOCK	100.0	198.5	89.9
17 6470 HOGS, FARROW-TO-FINISH, GEN.	100.0	103.7	90.5
18 6490 HOGS, FINISHING	100.0	116.7	81.9
19 6510 HOGS, WEANING PIG. PROD.	100.0	112.7	----
20 6530 HOGS, MIXED SYSTEMS	100.0	100.4	----
30 NUMBER OF ANIMAL UNITS	176.89	331.11	134.70
31 WORK UNITS			
32 CROPS	233.63	276.65	270.00
33 PRODUCTIVE LIVESTOCK	283.61	488.59	223.87
34 OTHER PRODUCTIVE LIVESTOCK	28.81	26.60	24.20
35 EXPENSES PER WORK UNIT			
36 TRACTOR & CROP MACH. EXPENSE	\$ 46.21	\$ 36.62	\$ 59.60
37 FARM SHARE OF AUTO & TRUCK EXPENSE	12.08	9.12	15.01
38 FARM SHARE OF ELECTRIC EXPENSE	3.97	4.16	3.96
39 LIVESTOCK EQUIP. EXPENSE	8.64	9.87	7.78
40 BUILDING, FENCE & TILING EXPENSE	16.45	15.41	16.45
41 GEN. FARM TELEPHONE & OTHER UTIL. EXCEPT ELECTRICITY	6.91	4.95	8.87
42 HIRED LABOR	12.17	11.49	15.97
43*** TRACTOR & CROP. MACH. EXPENSE PER CROP ACRE	52.45	51.50	54.34
44 FARM POWER & MACH. COST ALLOC. TO LIVESTOCK	3,036.90	4,948.88	2,378.24
45 BLDG., FENCE & TILING COST ALLOC. TO CROPS	4,493.66	4,802.92	5,233.51

\* 1A FROM TABLE 6B, LINE 48.

1B FROM TABLE 2B, LINE 46, LAND VALUED AT CONSERVATIVE MARKET VALUE, SEE FOOTNOTES TO TABLES 1 AND 5, AND PAGE 15.

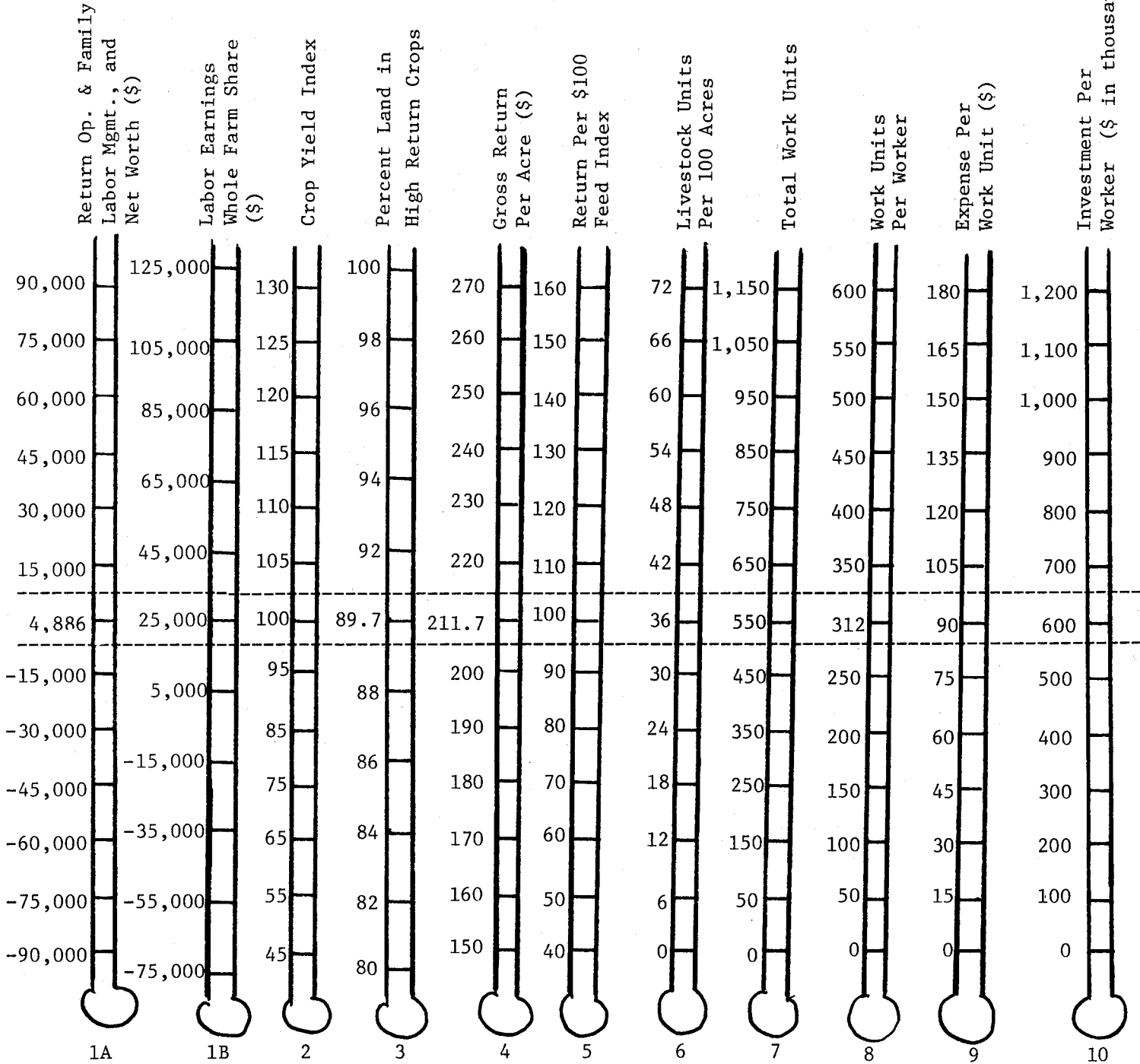
\*\* ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY AND PASTURE.

\*\*\* ACRES INCLUDE ALL TILLABLE LAND, PLUS ACRES IN NON-TILLABLE HAY.

1982 - S.W.

THERMOMETER CHART

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

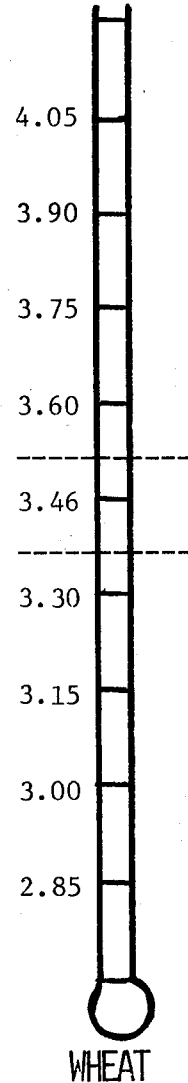
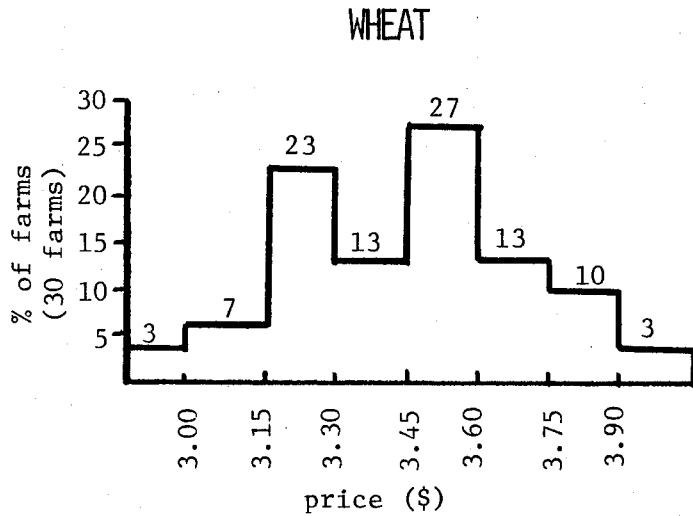


1982 - S.W.  
 AVERAGE PRICE RECEIVED FOR CROPS SOLD

This year, for the third time in the present system of analysis, the computerized crop enterprise analyses included information on the total quantity sold and average price received for all crops that were sold. Each individual member's crop enterprise print-outs include such information in lines 32 and 33. The Association average, high, and low tables contained in this report include the average for the same items.

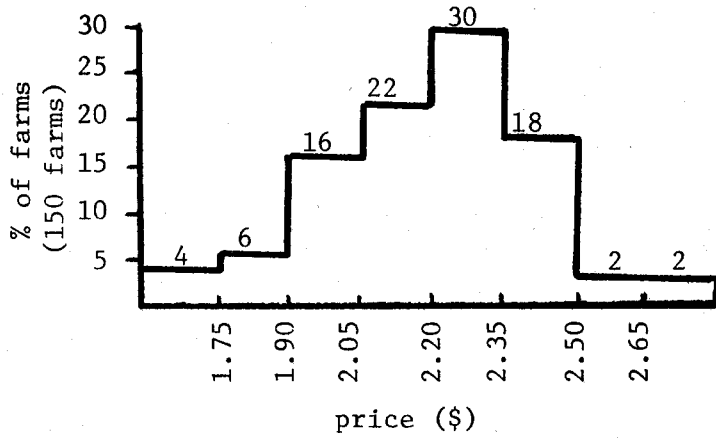
It has been recognized for some time, that the measures of farm organization and efficiency shown in Table 8 no longer adequately explain variations in labor and management earnings on specialized crop farms or farms on which the major source of income is from crop sales. Therefore, this attempt to improve the farm business analyses should enhance our research in farm accounting which is aimed at how farmers manage the marketing of their crops. Information on these two pages deals with average price received for all corn, soybeans, oats, and wheat sold during the calendar year 1982. The average price received by all farmers is shown between the dotted lines in the center of the thermometer charts. The bar graphs show the percent of all farmers selling a particular crop whose price fell within the price intervals shown for each graph.

Average price per bushel received for all sales in 1982

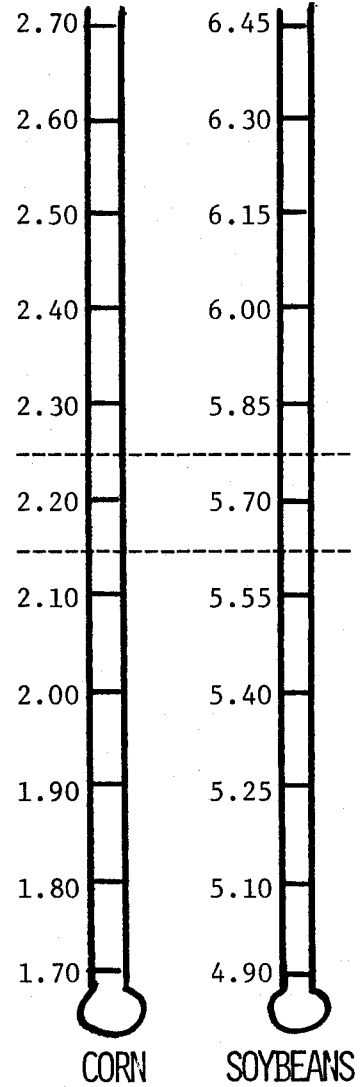


1982 - S.W.

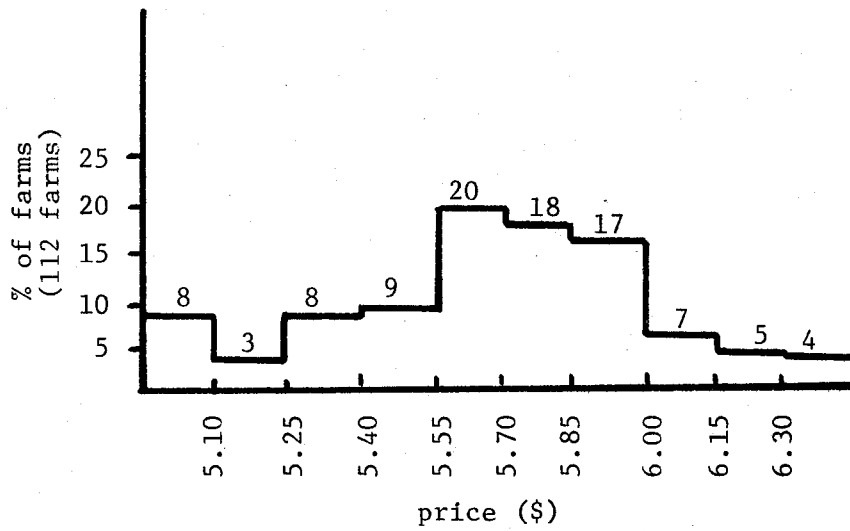
CORN



Average price per bushel received for all sales in 1982



SOYBEANS



## DESCRIPTION OF CROPS TABLES

The following tables for each individual crop represent an attempt to calculate the costs and returns for these enterprises. Returns include the value of the crop produced--line 4--(which was calculated as measured yield multiplied by a common harvest-time price--see footnote for exceptions) plus other crop income. The latter has two components: a cash component, such as diverted acre payments, deficiency payments, crop insurance payments for a loss, sale of a by-product (such as straw) etc.; and a non-cash component, which is the operator's estimate of the value of straw, corn stalks, and other crop by-products and residues used in livestock enterprises.

Two categories of costs are calculated. The first consists of costs that are "directly" attributable to that crop, such as fertilizer, chemicals, seed, etc., and are normally recorded on pages 38-39 of the Account Book. These are normally all cash costs, although some may have been actually paid in a previous year, i.e., fertilizer paid for last year but used on this year's crop. Thus the sum of fertilizer costs for all crops may not necessarily equal total fertilizer purchased in the current year as reported in TABLES 2B and 6B. The costs in this "direct" category may also be called variable costs, in two ways. The first is in that the level of these costs per acre can be varied by the farmer, such as varying the amount of fertilizer per acre, etc. The second is in that the total of these costs usually vary in direct proportion to the number of acres grown. For example, if 10% fewer acres of corn were planted, expenses for corn seed and fertilizer might decrease by 10%. The second category of costs represents an attempt to "allocate" some costs that are not easily attributable to a specific enterprise. Some are cash costs and others are non-cash, some are variable and others are fixed or overhead costs. For example, the ownership cost of farm power and machinery consists of depreciation, which is a non-cash, fixed cost that continues even if corn acreage is cut back by 10%. In contrast, the operation cost of farm power and machinery, which, includes fuel, lubricants, and repair, is a cash variable cost.

The power and machinery costs (both ownership and operation) were allocated among crop (and livestock when present) enterprises on the basis of work units. The ownership costs and the total operation costs are each divided by the sum of total crop work units plus one-tenth of the total livestock work units (or one-twelfth if livestock work units are greater than 400) because livestock uses relatively less power per work unit than crops. The resulting ownership cost per work unit is then multiplied by the standard work unit per acre figure to obtain the allocated cost per acre. The same procedure is followed for operation costs. If the operator feels that this procedure does not adequately reflect his relative use of power among enterprises, or if he wants some enterprises to carry a relatively heavier cost burden than others, then he may modify this allocation by the use of different values for the Power Cost Allocation Factor (PCAF).

Land cost shown is an attempt to measure the opportunity cost of the land. For the tenant, the cash rent or equivalent was reported. For the owner-operator, the amount that could be received for renting out the land was obtained. Interest on machinery and equipment investment was calculated at 6% on the average amount held during the year (beginning plus ending inventories divided by two).



TABLE 10-0105 - CROP DATA FOR OATS - FEED - 1982 - S.W.

ITEMS	Average of 82 Farms	Ret. Over Direct Costs	
		Highest 16 Farms	Lowest 16 Farms
1 ACRES	25.1	19.8	24.6
2 YIELD PER ACRE, BUSHEL	81.4	94.7	58.0
3 VALUE PER BUSHEL	\$ 1.25	\$ 1.25	\$ 1.25
4 CROP PRODUCT RETURN PER ACRE	101.71	118.43	72.48
5 OTHER CROP INCOME PER ACRE	51.20	84.24	12.72
6 TOTAL CROP RETURN PER ACRE	\$152.91	\$202.67	\$ 85.20
7 DIRECT COSTS PER ACRE			
8 FERTILIZER	\$ 7.81	\$ 1.26	\$ 5.24
9 CHEMICALS	1.08	.30	1.06
10 SEED	9.64	8.03	6.75
10A CROP DRYING	---	---	---
10B OTHER EXPENSE	1.75	2.32	.81
11 SPECIAL HIRED LABOR	.24	1.11	---
12 CUSTOM WORK HIRED	6.81	5.66	7.52
13 IRRIGATION OPERATION	---	---	---
14 TOTAL DIRECT COSTS PER ACRE	\$ 27.33	\$ 18.68	\$ 21.38
15 RETURN OVER DIRECT COSTS PER ACRE	\$125.58	\$183.99	\$ 63.82
16 ALLOCATED COSTS PER ACRE			
17 FARM POWER & MACHINERY - OWNERSHIP	\$ 15.93	\$ 14.41	\$ 13.02
18 FARM POWER & MACHINERY - OPERATION	16.80	19.72	16.11
19 IRRIGATION EQUIPMENT - OWNERSHIP	---	---	---
20 LAND COSTS	89.45	92.50	87.25
21 MISCELLANEOUS COSTS	---	---	---
22 INTEREST ON MACH. & EQUIP. INVESTMENT	3.95	3.26	3.15
23 TOTAL ALLOCATED COSTS PER ACRE	\$126.13	\$129.89	\$ 119.53
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$ (-.55)	\$ 54.10	\$(-55.71)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS PER ACRE	.30	.30	.30
27 POWER COST ALLOCATION FACTOR	1.00	1.00	.99
28 TOTAL LISTED COSTS PER BUSHEL	\$ 1.89	\$ 1.57	\$ 2.43
29 RETURN OVER LISTED COSTS PER BUSHEL	\$ (-.01)	\$ .57	\$ (-.96)
30* BREAK-EVEN YIELD, BUSHEL PER ACRE	122.77	118.86	112.73
30A EST. TOTAL MACHINE COSTS PER ACRE	\$ 41.22	\$ 41.17	\$ 37.30
31 TOTAL LISTED COSTS PER ACRE	\$153.46	\$148.57	\$ 140.91
32 AVERAGE PRICE RECEIVED PER BUSHEL SOLD	\$ 1.44	\$ 1.34	\$ 1.39
33 BUSHEL	1,421.3	1,052.0	487.7
NO. FARMS REPORTING SALES	44	6	11

\* TO COVER TOTAL LISTED COSTS PER ACRE (LINE 31) AT PRICE GIVEN IN LINE 3.

TABLE 10-0195 - CROP DATA FOR SPRING WHEAT - 1982 - S.W.

ITEMS	Average of 38 Farms	Returns Over Direct Costs	
		Highest 13 Farms	Lowest 13 Farms
1 ACRES	37.9	42.4	37.0
2 YIELD PER ACRE, BUSHELS	40.1	42.3	36.2
3 VALUE PER BUSHEL	\$ 3.50	\$ 3.50	\$ 3.50
4 CROP PRODUCT RETURN PER ACRE	140.47	148.18	126.57
5 OTHER CROP INCOME PER ACRE	18.68	32.78	6.65
6 TOTAL CROP RETURN PER ACRE	\$ 159.15	\$ 180.96	\$ 133.22
7 DIRECT COSTS PER ACRE			
8 FERTILIZER	\$ 15.51	\$ 12.69	\$ 17.65
9 CHEMICALS	1.87	1.86	2.11
10 SEED	10.92	8.11	13.62
10A CROP DRYING	.24	.59	---
10B OTHER EXPENSE	2.06	1.04	2.86
11 SPECIAL HIRED LABOR	.03	---	---
12 CUSTOM WORK HIRED	4.35	2.29	5.68
13 IRRIGATION OPERATION	---	---	---
14 TOTAL DIRECT COSTS PER ACRE	\$ 34.98	\$ 26.58	\$ 41.92
15 RETURN OVER DIRECT COSTS PER ACRE	\$ 124.17	\$ 154.38	\$ 91.30
16 ALLOCATED COSTS PER ACRE			
17 FARM POWER & MACHINERY - OWNERSHIP	\$ 17.48	\$ 16.64	\$ 18.88
18 FARM POWER & MACHINERY - OPERATION	15.75	14.21	18.16
19 IRRIGATION EQUIPMENT - OWNERSHIP	---	---	---
20 LAND COSTS	89.61	94.62	83.54
21 MISCELLANEOUS COSTS	---	---	---
22 INTEREST ON MACH. & EQUIP. INVESTMENT	4.17	3.80	4.61
23 TOTAL ALLOCATED COSTS PER ACRE	\$ 127.01	\$ 129.27	\$ 125.19
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$ (-2.84)	\$ 25.11	\$ (-33.89)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS PER ACRE	.30	.30	.30
27 POWER COST ALLOCATION FACTOR	.99	1.00	.98
28 TOTAL LISTED COSTS PER BUSHEL	\$ 4.04	\$ 3.68	\$ 4.62
29 RETURN OVER LISTED COSTS PER BUSHEL	\$ (-.07)	\$ .59	\$ (-.94)
30* BREAK-EVEN YIELD, BUSHELS PER ACRE	46.28	44.53	47.75
30A EST. TOTAL MACHINE COSTS PER ACRE	\$ 40.30	\$ 36.18	\$ 45.44
31 TOTAL LISTED COSTS PER ACRE	\$ 161.99	\$ 155.85	\$ 167.11
32 AVERAGE PRICE RECEIVED PER BUSHEL SOLD	\$ 3.53	\$ 3.57	\$ 3.56
33 BUSHELS SOLD (OPERATOR'S SHARE)	1,406.1	1,804.6	1,170.1
NO. FARMS REPORTING SALES	31	10	11

\* TO COVER TOTAL LISTED COSTS PER ACRE (LINE 31) AT PRICE GIVEN IN LINE 3.

TABLE 10-0275 - CROP DATA FOR CORN FOR GRAIN - 1982 - S.W.

ITEMS	Average of 185 Farms	Ret. Over Direct Costs	
		Highest 37 Farms	Lowest 37 Farms
1 ACRES	197.9	188.5	161.5
2 YIELD PER ACRE, BUSHEL	126.3	142.4	102.8
3 VALUE PER BUSHEL	\$ 1.90	\$ 1.90	\$ 1.90
4 CROP PRODUCT RETURN PER ACRE	240.06	270.59	195.37
5 OTHER CROP INCOME PER ACRE	3.63	5.45	4.85
6 TOTAL CROP RETURN PER ACRE	\$ 243.69	\$ 276.04	\$ 200.22
7 DIRECT COSTS PER ACRE			
8 FERTILIZER	\$ 40.33	\$ 34.99	\$ 44.04
9 CHEMICALS	18.58	17.28	18.93
10 SEED	16.76	16.82	16.49
10A CROP DRYING	11.40	8.73	13.16
10B OTHER EXPENSE	3.34	1.89	5.84
11 SPECIAL HIRED LABOR	.16	.27	.31
12 CUSTOM WORK HIRED	4.75	2.21	6.27
13 IRRIGATION OPERATION	---	---	---
14 TOTAL DIRECT COSTS PER ACRE	\$ 95.32	\$ 82.19	\$ 105.04
15 RETURN OVER DIRECT COSTS PER ACRE	\$ 148.37	\$ 193.85	\$ 95.18
16 ALLOCATED COSTS PER ACRE			
17 FARM POWER & MACHINERY - OWNERSHIP	\$ 30.78	\$ 30.10	\$ 29.44
18 FARM POWER & MACHINERY - OPERATION	30.36	30.85	30.47
19 IRRIGATION EQUIPMENT - OWNERSHIP	---	---	---
20 LAND COSTS	97.54	106.08	93.46
21 MISCELLANEOUS COSTS	---	---	---
22 INTEREST ON MACH. & EQUIP. INVESTMENT	8.10	8.27	7.31
23 TOTAL ALLOCATED COSTS PER ACRE	\$ 166.78	\$ 175.30	\$ 160.68
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$ (-18.41)	\$ 18.55	\$ (-65.50)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS PER ACRE	.55	.55	.55
27 POWER COST ALLOCATION FACTOR	.96	.95	.96
28 TOTAL LISTED COSTS PER BUSHEL	\$ 2.07	\$ 1.81	\$ 2.58
29 RETURN OVER LISTED COSTS PER BUSHEL	\$ (-.15)	\$ .13	\$ (-.64)
30* BREAK-EVEN YIELD, BUSHEL PER ACRE	137.95	135.52	139.85
30A EST. TOTAL MACHINE COSTS PER ACRE	\$ 72.41	\$ 70.69	\$ 71.40
31 TOTAL LISTED COSTS PER ACRE	\$ 262.10	\$ 257.49	\$ 265.72
32 AVERAGE PRICE RECEIVED PER BUSHEL SOLD	\$ 2.23	\$ 2.25	\$ 2.21
33 BUSHEL	10,429.0	7,770.0	7,126.6
NO. FARMS REPORTING SALES	111	19	20

\* TO COVER TOTAL LISTED COSTS PER ACRE (LINE 31) AT PRICE GIVEN IN LINE 3.

TABLE 10-0335 - CROP DATA FOR SOYBEANS - 1982 - S.W.

ITEMS	Average of 178 Farms	Ret. Over Direct Costs	
		Highest 36 Farms	Lowest 36 Farms
1 ACRES	191.6	196.3	154.0
2 YIELD PER ACRE, BUSHEL	39.9	45.8	31.1
3 VALUE PER BUSHEL	\$ 4.90	\$ 4.90	\$ 4.90
4 CROP PRODUCT RETURN PER ACRE	195.36	224.43	152.16
5 OTHER CROP INCOME PER ACRE	2.23	1.54	3.87
6 TOTAL CROP RETURN PER ACRE	\$ 197.59	\$ 225.97	\$ 156.03
7 DIRECT COSTS PER ACRE			
8 FERTILIZER	\$ 1.86	\$ 1.59	2.27
9 CHEMICALS	17.01	12.90	18.04
10 SEED	9.13	8.55	10.79
10A CROP DRYING	---	---	---
10B OTHER EXPENSE	6.24	3.27	6.90
11 SPECIAL HIRED LABOR	1.00	1.09	.84
12 CUSTOM WORK HIRED	3.51	.40	8.19
13 IRRIGATION OPERATION	---	---	---
14 TOTAL DIRECT COSTS PER ACRE	\$ 38.75	\$ 27.80	\$ 47.03
15 RETURN OVER DIRECT COSTS PER ACRE	\$ 158.84	\$ 198.17	\$ 109.00
16 ALLOCATED COSTS PER ACRE			
17 FARM POWER & MACHINERY - OWNERSHIP	\$ 25.15	\$ 28.76	\$ 21.10
18 FARM POWER & MACHINERY - OPERATION	24.23	24.34	23.40
19 IRRIGATION EQUIPMENT - OWNERSHIP	---	---	---
20 LAND COSTS	97.83	103.97	87.11
21 MISCELLANEOUS COSTS	.06	.30	---
22 INTEREST ON MACH. & EQUIP. INVESTMENT	6.59	7.95	5.13
23 TOTAL ALLOCATED COSTS PER ACRE	\$ 153.86	\$ 165.32	\$ 136.74
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$ 4.98	\$ 32.85	\$ (-27.74)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS PER ACRE	.45	.45	.45
27 POWER COST ALLOCATION FACTOR	.96	.97	.95
28 TOTAL LISTED COSTS PER BUSHEL	\$ 4.83	\$ 4.22	\$ 5.92
29 RETURN OVER LISTED COSTS PER BUSHEL	\$ .12	\$ .72	\$ (-.90)
30* BREAK-EVEN YIELD, BUSHEL PER ACRE	39.32	39.41	37.52
30A EST. TOTAL MACHINE COSTS PER ACRE	\$ 58.31	\$ 61.32	\$ 55.09
31 TOTAL LISTED COSTS PER ACRE	\$ 192.61	\$ 193.12	\$ 183.84
32 AVERAGE PRICE RECEIVED PER BUSHEL SOLD	\$ 5.63	\$ 5.72	\$ 5.60
33 BUSHEL	5,953.5	6,096.2	4,684.5
NO. FARMS REPORTING SALES	151	31	29

\*TO COVER TOTAL LISTED COSTS PER ACRE (LINE 31) AT PRICE GIVEN IN LINE 3.

TABLE 10-0365 - CROP DATA FOR CANNING PEAS - 1982 - S.W.

ITEMS	Average of 5 Farms
1 ACRES	34.0
2 YIELD PER ACRE, DOLLARS	\$250.6
3 VALUE PER PRODUCTION UNIT	\$ 1.00
4 CROP PRODUCT RETURN	250.76
5 OTHER CROP INCOME PER ACRE	---
6 TOTAL CROP RETURN PER ACRE	\$250.76
7 DIRECT COSTS PER ACRE	
8 FERTILIZER	\$ 7.97
9 CHEMICALS	4.35
10 SEED	.15
10A CROP DRYING	---
10B OTHER EXPENSE	1.35
11 SPECIAL HIRED LABOR	---
12 CUSTOM WORK HIRED	.41
13 IRRIGATION OPERATION	---
14 TOTAL DIRECT COSTS PER ACRE	\$ 14.23
15 RETURN OVER DIRECT COSTS PER ACRE	\$236.53
16 ALLOCATED COSTS PER ACRE	
17 FARM POWER & MACHINERY - OWNERSHIP	\$ 21.65
18 FARM POWER & MACHINERY - OPERATION	17.35
19 IRRIGATION EQUIPMENT - OWNERSHIP	---
20 LAND COSTS	83.20
21 MISCELLANEOUS COSTS	---
22 INTEREST ON MACH. \$ EQUIP. INVESTMENT	6.68
23 TOTAL ALLOCATED COSTS PER ACRE	\$128.88
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$107.65
25 SUPPLEMENTARY MANAGEMENT INFORMATION	
26 WORK UNITS PER ACRE	.40
27 POWER COST ALLOCATION FACTOR	.88
28 TOTAL LISTED COSTS PER UNIT OF PRODUCTION	\$ .57
29 RETURN OVER LISTED COSTS PER UNIT	\$ .43
30* BREAK-EVEN YIELD/UNIT OF PRODUCTION	143.11
30A EST. TOTAL MACHINE COSTS PER ACRE	\$ 45.95
31 TOTAL LISTED COSTS PER ACRE	\$143.11

\*TO COVER TOTAL LISTED COSTS PER ACRE (LINE 31) AT PRICE GIVEN IN LINE 3.

TABLE 10-0400 - CROP DATA FOR ALFALFA HAY - 1982 - S.W.

ITEMS	Average of 99 Farms	Ret. Over Direct Costs	
		Highest 20 Farms	Lowest 20 Farms
1 ACRES	32.1	29.8	30.6
2 YIELD PER ACRE, TONS	4.6	6.7	2.8
3 VALUE PER TON	\$ 40.10	\$ 40.00	\$ 40.00
4 CROP PRODUCT RETURN PER ACRE	183.64	268.46	112.42
5 OTHER CROP INCOME PER ACRE	---	---	---
6 TOTAL CROP RETURN PER ACRE	\$ 183.64	\$268.46	\$ 112.42
7 DIRECT COSTS PER ACRE			
8 FERTILIZER	\$ 12.15	\$ 14.53	\$ 11.54
9 CHEMICALS	.44	.27	1.54
10 SEED	7.69	6.74	11.83
10A CROP DRYING	---	---	---
10B OTHER EXPENSE	3.55	2.92	.92
11 SPECIAL HIRED LABOR	.69	.17	.65
12 CUSTOM WORK HIRED	13.12	3.86	20.03
13 IRRIGATION OPERATION	---	---	---
14 TOTAL DIRECT COSTS PER ACRE	\$ 37.64	\$ 28.49	\$ 46.51
15 RETURN OVER DIRECT COSTS PER ACRE	\$ 146.00	\$239.97	\$ 65.91
16 ALLOCATED COSTS PER ACRE			
17 FARM POWER & MACHINERY - OWNERSHIP	\$ 32.93	\$ 42.73	\$ 35.47
18 FARM POWER & MACHINERY - OPERATION	35.04	37.82	31.27
19 IRRIGATION EQUIPMENT - OWNERSHIP	---	---	---
20 LAND COSTS	88.04	97.50	83.80
21 MISCELLANEOUS COSTS	---	---	---
22 INTEREST ON MACH. & EQUIP. INVESTMENT	8.54	11.77	8.60
23 TOTAL ALLOCATED COSTS PER ACRE	\$ 164.55	\$189.82	\$ 159.14
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$(-18.55)	\$ 50.15	\$(-93.23)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS PER ACRE	.60	.60	.60
27 POWER COST ALLOCATION FACTOR	.97	1.00	.96
28 TOTAL LISTED COSTS PER TON	\$ 44.15	\$ 32.53	\$ 73.17
29 RETURN OVER LISTED COSTS PER TON	\$(-4.05)	\$ 7.47	\$(-33.17)
30* BREAK-EVEN YIELD, TONS PER ACRE	5.04	5.46	5.14
30A EST. TOTAL MACHINE COSTS PER ACRE	\$ 85.26	\$ 94.89	\$ 88.70
31 TOTAL LISTED COSTS PER ACRE	\$202.19	\$218.31	\$ 205.65
32 AVERAGE PRICE RECEIVED PER TON SOLD	\$ 60.94	---	---
33 TONS SOLD (OPERATOR'S SHARE)	26.9	---	---
NO. FARMS REPORTING SALES	13	---	---

\*TO COVER TOTAL LISTED COSTS PER ACRE (LINE 31) AT PRICE GIVEN IN LINE 3.

TABLE 10-0530 - CROP DATA FOR NON-TILLABLE HAY - 1982 - S.W.

ITEMS	Average of 11 Farms	Ret. Over Direct Costs	
		Highest 5 Farms	Lowest 5 Farms
1 ACRES	23.1	28.9	19.0
2 YIELD PER ACRE, TONS	2.0	2.7	1.0
3 VALUE PER TON	\$40.00	\$ 40.00	\$ 40.00
4 CROP PRODUCT RETURN	81.39	107.96	40.00
5 OTHER CROP INCOME PER ACRE			
6 TOTAL CROP RETURN PER ACRE	\$81.39	\$107.96	\$ 40.00
7 DIRECT COSTS PER ACRE			
8 FERTILIZER	\$ ---	\$ ---	\$ ---
9 CHEMICALS	---	---	---
10 SEED	---	---	---
10A CROP DRYING	---	---	---
10B OTHER EXPENSE	.61	.35	.26
11 SPECIAL HIRED LABOR	---	---	---
12 CUSTOM WORK HIRED	.13	---	.37
13 IRRIGATION OPERATION	---	---	---
14 TOTAL DIRECT COSTS PER ACRE	\$ .74	\$ .35	\$ .63
15 RETURN OVER DIRECT COSTS PER ACRE	\$80.65	\$107.61	\$ 39.37
16 ALLOCATED COSTS PER ACRE			
17 FARM POWER & MACHINERY - OWNERSHIP	\$ 8.88	\$ 9.45	\$ 8.05
18 FARM POWER & MACHINERY - OPERATION	10.31	10.45	10.01
19 IRRIGATION EQUIPMENT - OWNERSHIP	---	---	---
20 LAND COSTS	30.27	33.00	23.60
21 MISCELLANEOUS COSTS	---	---	---
22 INTEREST ON MACH. & EQUIP. INVESTMENT	2.05	2.00	1.98
23 TOTAL ALLOCATED COSTS PER ACRE	\$51.51	\$ 54.90	\$ 43.64
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$29.14	\$ 52.71	\$(-4.27)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS PER ACRE	.20	.20	.20
27 POWER COST ALLOCATION FACTOR	.85	.82	.90
28 TOTAL LISTED COSTS PER TON	\$25.66	\$ 20.47	\$ 44.26
29 RETURN OVER LISTED COSTS PER TON	\$14.34	\$ 19.53	\$(-4.26)
30* BREAK-EVEN YIELD, TONS PER ACRE	1.31	1.38	1.11
30A EST. TOTAL MACHINE COSTS PER ACRE	\$21.33	\$ 21.90	\$ 20.29
31 TOTAL LISTED COSTS PER ACRE	\$52.25	\$ 55.25	\$ 44.27

\* TO COVER TOTAL LISTED COSTS PER ACRE (LINE 31) AT PRICE GIVEN IN LINE 3.

TABLE 10-0545 - CROP DATA FOR GRAIN (OATS) SILAGE (OATLAGE) - 1982 - S.W.

ITEMS	Average of 24 Farms	Ret. Over Direct Costs	
		Highest 12 Farms	Lowest 12 Farms
1 ACRES	18.3	15.7	20.8
2 YIELD PER ACRE, TONS	8.0	10.7	6.0
3 VALUE PER TON	\$ 15.13	\$ 15.00	\$ 15.25
4 CROP PRODUCT RETURN PER ACRE	120.71	160.51	91.63
5 OTHER CROP INCOME PER ACRE	.66	1.59	---
6 TOTAL CROP RETURN PER ACRE	\$ 121.37	\$ 162.10	\$ 91.63
7 DIRECT COSTS PER ACRE			
8 FERTILIZER	\$ 5.74	\$ 5.67	\$ 5.77
9 CHEMICALS	.77	.64	.91
10 SEED	9.45	11.34	8.03
10A CROP DRYING	---	---	---
10B OTHER EXPENSE	.44	.76	.19
11 SPECIAL HIRED LABOR	---	---	---
12 CUSTOM WORK HIRED	2.73	2.87	2.60
13 IRRIGATION OPERATION	---	---	---
14 TOTAL DIRECT COSTS PER ACRE	\$ 19.13	\$ 21.28	\$ 17.50
15 RETURN OVER DIRECT COSTS PER ACRE	\$ 102.24	\$ 140.82	\$ 74.13
16 ALLOCATED COSTS PER ACRE			
17 FARM POWER & MACHINERY - OWNERSHIP	\$ 20.40	\$ 19.68	\$ 21.05
18 FARM POWER & MACHINERY - OPERATION	25.11	23.83	26.19
19 IRRIGATION EQUIPMENT - OWNERSHIP	---	---	---
20 LAND COSTS	89.58	85.83	93.33
21 MISCELLANEOUS COSTS	---	---	---
22 INTEREST ON MACH. & EQUIP. INVESTMENT	5.59	5.16	5.93
23 TOTAL ALLOCATED COST PER ACRE	\$ 140.68	\$ 134.50	\$ 146.50
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$(-38.44)	\$ 6.32	\$(-72.37)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNIT PER ACRE	.40	.40	.40
27 POWER COST ALLOCATION FACTOR	.98	.98	.98
28 TOTAL LISTED COSTS PER TON	\$ 20.02	\$ 14.56	\$ 27.29
29 RETURN OVER LISTED COSTS PER TON	\$ (-4.81)	\$ .59	\$(-12.04)
30* BREAK-EVEN YIELD, TONS PER ACRE	10.56	10.39	10.75
30A EST. TOTAL MACHINE COSTS PER ACRE	\$ 52.92	\$ 50.58	\$ 54.90
31 TOTAL LISTED COSTS PER ACRE	\$ 159.81	\$155.78	\$ 164.00

\*TO COVER TOTAL LISTED COSTS PER ACRE (LINE 31) AT PRICE GIVEN IN LINE 3.



TABLE 10-0550 - CROP DATA FOR CORN SILAGE - 1982 - S.W.

ITEMS	Average of 84 Farms	Ret. Over Direct Costs	
		Highest 17 Farms	Lowest 17 Farms
1 ACRES	41.8	35.3	50.1
2 YIELD PER ACRE, TONS	16.1	21.4	11.5
3 VALUE PER TON	\$ 18.00	\$ 18.00	\$ 18.00
4 CROP PRODUCT RETURN PER ACRE	289.81	384.48	206.59
5 OTHER CROP INCOME PER ACRE	---	---	---
6 TOTAL CROP RETURN PER ACRE	\$289.81	\$384.48	\$ 206.59
7 DIRECT COSTS PER ACRE			
8 FERTILIZER	\$ 34.86	\$ 32.89	\$ 39.88
9 CHEMICALS	21.27	19.55	20.00
10 SEED	16.91	16.77	16.71
10A CROP DRYING	---	---	---
10B OTHER EXPENSE	2.68	1.16	3.27
11 SPECIAL HIRED LABOR	.12	.23	.04
12 CUSTOM WORK HIRED	4.93	1.05	7.35
13 IRRIGATION OPERATION	---	---	---
14 TOTAL DIRECT COSTS PER ACRE	\$ 80.77	\$ 71.65	\$ 87.25
15 RETURN OVER DIRECT COSTS PER ACRE	\$209.04	\$312.83	\$ 119.34
16 ALLOCATED COSTS PER ACRE			
17 FARM POWER & MACHINERY - OWNERSHIP	\$ 35.68	\$ 31.18	\$ 33.23
18 FARM POWER & MACHINERY - OPERATION	36.41	39.19	34.05
19 IRRIGATION EQUIPMENT - OWNERSHIP	---	---	---
20 LAND COSTS	87.33	84.29	85.88
21 MISCELLANEOUS COSTS	---	---	---
22 INTEREST ON MACH. & EQUIP. INVESTMENT	9.54	8.42	8.82
23 TOTAL ALLOCATED COSTS PER ACRE	\$168.96	\$163.08	\$ 161.98
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$ 40.08	\$ 149.75	\$(-42.64)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS PER ACRE	.60	.60	.60
27 POWER COST ALLOCATION FACTOR	.99	1.00	.97
28 TOTAL LISTED COSTS PER TON	\$ 15.51	\$ 10.99	\$ 21.72
29 RETURN OVER LISTED COSTS PER TON	\$ 2.49	\$ 7.01	\$ (-3.72)
30* BREAK-EVEN YIELD, TONS PER ACRE	13.87	13.04	13.85
30A EST. TOTAL MACHINE COSTS PER ACRE	\$ 84.92	\$ 79.49	\$ 81.00
31 TOTAL LISTED COSTS PER ACRE	\$249.73	\$234.73	\$ 249.23
32 AVERAGE PRICE RECEIVED PER TON SOLD	\$ 26.08	---	---
33 TONS SOLD (OPERATOR'S SHARE)	59.2	---	---
NO. FARMS REPORTING SALES	3	---	---

\*TO COVER TOTAL LISTED COSTS PER ACRE (LINE 31) AT PRICE GIVEN IN LINE 3.

TABLE 10-0570 - CROP DATA FOR LEGUME PASTURES - 1982 - S.W.

ITEMS	Average of 15 Farms	Ret. Over Direct Costs	
		Highest 7 Farms	Lowest 7 Farms
1 ACRES	15.7	12.0	21.5
2 YIELD PER ACRE, DOLLARS	50.25	83.33	31.77
3 VALUE PER PRODUCTION UNIT	\$ 1.00	\$ 1.00	\$ 1.00
4 CROP PRODUCT RETURN PER ACRE	50.25	83.33	31.77
5 OTHER CROP INCOME PER ACRE	---	---	---
6 TOTAL CROP RETURN PER ACRE	\$ 50.25	\$ 83.33	\$ 31.77
7 DIRECT COSTS PER ACRE			
8 FERTILIZER	\$ ---	\$ ---	\$ ---
9 CHEMICALS	---	---	---
10 SEED	2.42	---	3.81
10A CROP DRYING	---	---	---
10B OTHER EXPENSE	---	---	---
11 SPECIAL HIRED LABOR	---	---	---
12 CUSTOM WORK HIRED	---	---	---
13 IRRIGATION OPERATION	---	---	---
14 TOTAL DIRECT COSTS PER ACRE	\$ 2.42	\$ ---	\$ 3.81
15 RETURN OVER DIRECT COSTS PER ACRE	\$ 47.83	\$ 83.33	\$ 27.96
16 ALLOCATED COSTS PER ACRE			
17 FARM POWER & MACHINERY - OWNERSHIP	\$ 1.04	\$ .60	\$ 1.28
18 FARM POWER & MACHINERY - OPERATION	1.08	.44	1.44
19 IRRIGATION EQUIPMENT - OWNERSHIP	---	---	---
20 LAND COSTS	80.67	91.43	70.71
21 MISCELLANEOUS COSTS	---	---	---
22 INTEREST ON MACH. & EQUIP. INVESTMENT	.22	.14	.27
23 TOTAL ALLOCATED COSTS PER ACRE	\$ 83.01	\$ 92.61	\$ 73.70
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$(-35.18)	\$(-9.28)	\$(-45.74)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS PER ACRE	.05	.05	.05
27 POWER COST ALLOCATION FACTOR	.48	.41	.57
30A EST. TOTAL MACHINE COSTS PER ACRE	\$ 2.34	\$ 1.18	\$ 2.99
31 TOTAL LISTED COSTS PER ACRE	\$ 85.43	\$ 92.61	\$ 77.51

TABLE 10-0585 - CROP DATA FOR NON-TILLABLE PRAIRIE PASTURES - 1982 - S.W

ITEMS	Average of 30 Farms	Ret. Over Direct Costs	
		Highest 10 Farms	Lowest 10 Farms
1 ACRES	112.6	57.8	169.9
2 YIELD PER ACRE, DOLLARS	\$ 19.66	\$30.43	\$ 14.67
3 VALUE PER PRODUCTION UNIT	\$ 1.00	\$ 1.00	\$ 1.00
4 CROP PRODUCT RETURN PER ACRE	19.66	30.43	14.67
5 OTHER CROP INCOME PER ACRE	---	---	---
6 TOTAL CROP RETURN PER ACRE	\$ 19.66	\$30.43	\$ 14.67
7 DIRECT COSTS PER ACRE			
8 FERTILIZER	\$ .59	\$ ---	\$ 1.11
9 CHEMICALS	1.33	.35	1.97
10 SEED	.15	.17	.24
10A CROP DRYING	---	---	---
10B OTHER EXPENSE	.02	.02	.02
11 SPECIAL HIRED LABOR	---	---	---
12 CUSTOM WORK HIRED	---	---	.01
13 IRRIGATION OPERATION	---	---	---
14 TOTAL DIRECT COSTS PER ACRE	\$ 2.09	\$ .54	\$ 3.35
15 RETURN OVER DIRECT COSTS PER ACRE	\$ 17.57	\$29.89	\$ 11.32
16 ALLOCATED COSTS PER ACRE			
17 FARM POWER & MACHINERY - OWNERSHIP	\$ .17	\$ .18	\$ .18
18 FARM POWER & MACHINERY - OPERATION	.18	.20	.19
19 IRRIGATION EQUIPMENT - OWNERSHIP	---	---	---
20 LAND COSTS	21.53	25.50	17.10
21 MISCELLANEOUS COSTS	---	---	---
22 INTEREST ON MACH. & EQUIP. INVESTMENT	.04	.04	.04
23 TOTAL ALLOCATED COSTS PER ACRE	\$ 21.92	\$25.92	\$ 17.51
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$(-4.35)	\$ 3.97	\$(-6.19)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNIT PER ACRE	.01	.01	.01
27 POWER COST ALLOCATION FACTOR	.30	.23	.36
30A EST. TOTAL MACHINE COSTS PER ACRE	\$ .39	\$ .42	\$ .42
31 TOTAL LISTED COSTS PER ACRE	\$ 24.01	\$26.46	\$ 20.86

TABLE 10-1180 - CROP DATA FOR SET ASIDE ACRES - TILLED - 1982 - S.W.

ITEMS	Average of 89 Farms	Ret. Over Direct Costs	
		Highest 18 Farms	Lowest 18 Farms
1 ACRES	19.6	22.7	18.1
2 YIELD PER ACRE, DOLLARS	35.3	105.9	0.00
3 VALUE PER ACRE, DOLLARS	\$ 1.00	\$ 1.00	\$ 1.00
6 TOTAL RETURN PER ACRE	\$ 35.30	\$ 105.86	\$ ---
7 DIRECT COSTS PER ACRE			
8 FERTILIZER	\$ .10	\$ ---	\$ .66
9 CHEMICALS	.56	.13	2.76
10 SEED	4.69	5.86	7.90
10A CROP DYING	---	---	---
10B OTHER EXPENSE	.10	---	.61
11 SPECIAL HIRED LABOR	.71	---	3.92
12 CUSTOM WORK HIRED	.05	---	.17
13 IRRIGATION OPERATION	---	---	---
14 TOTAL DIRECT COSTS PER ACRE	\$ 6.21	\$ 5.99	\$ 16.02
15 RETURN OVER DIRECT COSTS PER ACRE	\$ 29.09	\$ 99.87	\$ (-16.02)
16 ALLOCATED COSTS PER ACRE			
17 FARM POWER & MACHINERY - OWNERSHIP	\$ 9.02	\$ 8.83	\$ 11.03
18 FARM POWER & MACHINERY - OPERATION	9.56	11.45	10.75
19 IRRIGATION EQUIPMENT - OWNERSHIP	---	---	---
20 LAND COSTS	94.64	100.0	103.94
21 MISCELLANEOUS COSTS	---	---	---
22 INTEREST ON MACH. & EQUIP. INVESTMENT	2.34	2.47	2.95
23 TOTAL ALLOCATED COSTS PER ACRE	\$ 115.56	\$ 122.75	\$ 128.67
24 RETURN OVER ALL LISTED COSTS PER ACRE	\$ (-86.47)	\$(-22.88)	\$(-144.69)
25 SUPPLEMENTARY MANAGEMENT INFORMATION			
26 WORK UNITS PER ACRE	.20	.20	.20
27 POWER COST ALLOCATION FACTOR	.85	.88	.95
28 TOTAL LISTED COST PER ACRE	\$ 3.45	\$ 1.22	\$ ---
29 RETURN OVER LISTED COSTS PER ACRE	\$ (-2.52)	\$ (-.22)	\$ ---
30A EST. TOTAL MACHINE COSTS PER ACRE	\$ 20.95	\$ 22.75	\$ 24.84
31 TOTAL LISTED COSTS PER ACRE	\$ 121.77	\$ 128.74	\$ 144.69

## DESCRIPTION OF LIVESTOCK TABLES

Livestock provide an important source of farm income, especially on farms with relatively small acreages, or acreages not well suited to the production of cash crops. If the crop land area is limited, and/or the farm family is short of capital relative to labor, livestock may be needed to provide the volume of earnings necessary for family living and to meet goals that the farm family hopes to achieve.

The following tables provide cost and return calculations for the livestock enterprises on the farms included in this report. Since feed is the largest single item of cost for all classes of livestock, return above feed cost was used to classify farms into high or low in the following tables. The reader is cautioned to remember that farms are classified into the high or low return above feed cost categories for each table, so that a particular farm might be in the low category in one livestock table and in the high in another livestock table. And these classifications are separate and independent of the classifications based on labor earnings used in TABLES 1 through 6B. Feed costs are determined from feed records kept by the farm operator. Given the overwhelming importance of feed as the major cost of livestock production, it is suggested that the livestock producer try to keep an accurate set of feed records for each major livestock enterprise.

Purchase price is used for all feeds purchased from off the farm. An average price, shown elsewhere in this report, is charged for each kind of home-grown feed.

In general, the net increase in value of animals is calculated as: ending inventory plus sales plus transfers out plus butchered minus beginning inventory minus purchases minus transfers in. For fed livestock, pounds or cwt produced is calculated in the same way. Since inventory values play such an important role in determining net increase in value, producers are urged to be extremely careful in changing inventory prices, especially of breeding livestock which may be on hand during the whole year. That is, paper gains and losses from changing prices of inventory should be avoided.

Return over feed costs, because of the proportion of total costs represented by feed, is an important overall measure, and very useful in comparing an enterprise over time on the same farm or with other farms in a given year. It is a general measure that indicates success in getting top dollar for products sold, as well as in holding down feed costs. The relative size of the return over feed cost, or a companion measure, return for \$100 feed fed, varies by kind of enterprise, depending upon the size of non-feed costs. For example, dairy cows, with high labor and building and equipment costs, need a higher return above feed cost and return per \$100 feed fed than a low labor, low building/equipment cost enterprise such as feeder cattle. It also varies by year as both commodity prices and feed prices vary.

A few of the other direct cash costs, such as veterinary costs, bedding, etc. are shown in each livestock table. Certain overhead costs were also allocated among enterprises, using the work unit procedure described for the crops tables, which again can be modified by use of power and machinery, livestock equipment, and building and fences cost allocation factors (PCAF, ECAF, AND BCAF, respectively).

TABLE 11A-6470 - COSTS AND RETURNS FROM HOGS, FARROW-TO-FINISH\* - 1982 - S.W.

ITEMS	Average of 50 Farms	10 Farms	10 Farms
		Highest in Returns Above Feed Cost	Lowest in Returns Above Feed Cost
1 POUNDS OF HOGS PRODUCED	247,909	248.263	178,168
2 NET INCREASE IN VALUE OF HOGS	per cwt. \$ 58.37	per cwt. \$ 60.64	per cwt. \$ 55.35
4 TOTAL VALUE PRODUCED	\$ 58.37	\$ 60.64	\$ 55.35
5 POUNDS OF FEED FED			
6 CORN	290.5	269.7	254.6
7 SMALL GRAIN	9.2	5.0	11.1
8 COMPLETE RATION	21.5	27.0	106.7
9 PROTEIN, SALT & MINERAL & MILK	82.1	71.3	62.1
10 TOTAL CONCENTRATES	403.3	373.0	434.5
11 FORAGES	.6	2.3	---
12 FEED COST			
13 GRAINS	\$ 11.75	\$ 10.82	\$ 10.43
14 COMPLETE RATION	1.75	1.20	9.94
15 PROTEIN, SALT & MINERAL & MILK	12.71	10.18	10.51
16 FORAGES	.02	.06	---
17 PASTURE	.01	---	---
18 TOTAL FEED COSTS	\$ 26.24	\$ 22.26	\$ 30.88
19 RETURN OVER FEED COSTS	\$ 32.13	\$ 38.38	\$ 24.47
20 OTHER DIRECT COSTS			
21 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 1.38	\$ 1.46	\$ 1.66
22 VETERINARY EXPENSE	1.34	1.40	.91
23 CUSTOM WORK	.56	.71	.20
24 SPECIAL HIRED LABOR	.37	.72	.25
25 TOTAL OTHER DIRECT COSTS	\$ 3.65	\$ 4.29	\$ 3.02
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 28.48	\$ 34.09	\$ 21.45
27 ALLOCATED COSTS			
28 POWER & MACHINERY COSTS	\$ 1.18	\$ 1.33	\$ 1.57
29 LIVESTOCK EQUIPMENT COSTS	2.06	2.19	1.91
30 BUILDING & FENCES	2.28	2.31	2.53
31 TOTAL ALLOCATED COSTS	\$ 5.52	\$ 5.83	\$ 6.01
32 RETURN OVER ALL LISTED COSTS	\$ 22.96	\$ 28.26	\$ 15.44
33 SUPPLEMENTARY MANAGEMENT INFORMATION			
34 RETURN FOR \$100 FEED FED	\$222.44	\$272.40	\$179.24
35 PRICE RECEIVED/CWT. ALL ANIMALS	\$ 54.14	\$ 55.11	\$ 53.11
36 PRICE RECEIVED/CWT. SOLD MKT. ONLY	\$ 54.11	\$ 54.97	\$ 53.86
37 NUMBER OF LITTERS FARROWED	147	137	98
38 NUMBER OF PIGS BORN PER LITTER	9.4	9.8	8.8
39 NUMBER OF PIGS WEANED PER LITTER	7.8	8.5	7.3
39A NUMBER OF PIGS PRODUCED/LITTER	7.4	8.2	6.5
40 PERCENT DEATH LOSS	14.3	10.9	15.0
41 AVERAGE WEIGHT OF ALL HOGS SOLD, LBS.	225.7	214.6	247.0
42 AVERAGE WEIGHT OF MKT. HOGS SOLD, LBS.	229.7	239.5	234.2
43 PRICE PER CWT. CONCENTRATE FED	\$ 6.50	\$ 5.95	\$ 7.11
44 PRICE/CWT. PROT., SALT & MIN. FED	\$ 15.48	\$ 14.28	\$ 16.94
45 POUNDS OF PORK PURCHASED	2,783	712	4,829
46 TOTAL LISTED COSTS/CWT. PORK PROD.	\$ 35.41	\$ 32.38	\$ 39.91

FARMS INCLUDED IN TABLE 11A CARRIED OUT A COMPLETE PROGRAM OF FARROWING AND MARKETING THEIR OWN HOGS. THE FEED COSTS INCLUDE FEED FOR THE BREEDING HERD AND MARKET ANIMALS.

TABLE 11B-6490 - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE\* - 1982 - S.W.

ITEMS	Average of 26 Farms	13 Farms	
		Highest in Return Above Feed Cost	Lowest in Return Above Feed Cost
1 AVERAGE NUMBER OF PIGS ON HAND	297.8	390.5	205.2
2 POUNDS OF HOGS PRODUCED	138,067	190,713	85,421
3 NET INCREASE IN VALUE OF HOGS	per cwt. \$ 42.56	per cwt. \$ 44.18	per cwt. \$ 38.96
5 TOTAL VALUE PRODUCED	\$ 42.56	\$ 44.18	\$ 38.96
6 POUNDS OF FEED FED			
7 CORN	282.4	272.1	305.3
8 SMALL GRAIN	3.9	3.5	5.0
9 COMPLETE RATION	19.4	13.8	31.7
10 PROTEIN, SALT & MINERAL & MILK	65.3	59.9	77.4
11 TOTAL CONCENTRATES	371.0	349.3	419.4
12 FORAGES	.1	----	.4
13 FEED COST			
14 GRAINS	\$ 11.28	\$ 10.86	\$ 12.21
15 COMPLETE RATION	2.61	2.44	2.98
16 PROTEIN, SALT & MINERAL & MILK	9.54	8.46	11.96
17 FORAGES	----	----	.01
18 PASTURE	----	----	----
19 TOTAL FEED COSTS	\$ 23.43	\$ 21.76	\$ 27.16
20 RETURN OVER FEED COSTS	\$ 19.13	\$ 22.42	\$ 11.80
21 OTHER DIRECT COSTS			
22 MISCELLANEOUS LIVESTOCK EXPENSE	\$ .70	\$ .60	\$ .92
23 VETERINARY EXPENSE	.35	.28	.50
24 CUSTOM WORK	.27	.23	.37
25 SPECIAL HIRED LABOR	.02	.01	.04
26 TOTAL OTHER DIRECT COSTS	\$ 1.34	\$ 1.12	\$ 1.83
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 17.79	\$ 21.30	\$ 9.97
28 ALLOCATED COSTS			
29 POWER AND MACHINERY COSTS	\$ 1.00	\$ .99	\$ 1.10
30 LIVESTOCK EQUIPMENT COSTS	1.30	1.78	.74
31 BUILDING AND FENCES	1.45	1.41	1.65
32 TOTAL ALLOCATED COSTS	3.75	4.18	3.49
33 RETURN OVER ALL LISTED COSTS	\$ 14.04	\$ 17.12	\$ 6.48
34 SUPPLEMENTARY MANAGEMENT INFORMATION			
35 RETURN FOR \$100 FEED FED	\$181.66	\$203.01	\$143.46
36 PRICE RECEIVED PER CWT.	\$ 54.55	\$ 55.41	\$ 52.87
37 AVERAGE WEIGHT OF PIGS SOLD, LBS.	228.7	229.9	226.2
38 AVERAGE PRICE PAID PER PIG BOUGHT	\$ 50.51	\$ 48.08	\$ 55.09
39 AVERAGE WEIGHT PER PIG BOUGHT, LBS.	40.6	36.6	48.2
40 NUMBER OF PIGS PURCHASED	728	951	505
41 NUMBER OF PIGS TRANSFERRED IN	47	85	9
42 AVG. WT. OF PIGS TRANSFERRED IN, LBS.	46.4	46.3	46.6
43 POUNDS OF PORK PURCHASED	29,590	34,825	24,355
44 PERCENT DEATH LOSS	3.1	2.2	4.7
45 PRICE PER CWT. CONCENTRATE FED	\$ 6.32	\$ 6.23	\$ 6.47
46 PRICE/CWT. PROTEIN, SALT & MIN. FED	\$ 14.61	14.12	15.45
47 EFFECTIVE DAILY GAIN-LBS./DAY/PIG	1.27	1.34	1.14
48 TOTAL LISTED COST/CWT. PORK PROD.	\$ 28.52	\$ 27.06	\$ 32.48

\* FARMS INCLUDED IN TABLE 11B EITHER PURCHASED FEEDER PIGS OR HOME-FARROWED PIGS TRANSFERRED TO THE FINISHING LOTS. FEED COSTS AND RETURNS DO NOT INCLUDE ANY BREEDING HERD MAINTENANCE COSTS.

TABLE 11C-6510 - COSTS AND RETURNS FROM HOGS, WEANING PIG PRODUCTION\*- 1982 - S.W.

ITEMS	Average of 6 Farms
1 NUMBER OF LITTERS FARROWED	98
2 NET INCREASE IN VALUE OF HOGS	per litter \$ 438.82
4 TOTAL VALUE PRODUCED	\$ 438.82
5 POUNDS OF FEED FED	
6 CORN	1,186.2
7 SMALL GRAIN	93.7
8 COMPLETE RATION	202.0
9 PROTEIN, SALT & MINERAL & MILK	563.0
10 TOTAL CONCENTRATES	2,044.9
11 FORAGES	6.8
12 FEED COST	
13 GRAINS	\$ 50.26
14 COMPLETE RATION	14.97
15 PROTEIN, SALT & MINERAL & MILK	78.11
16 FORAGES	.17
17 PASTURE	---
18 TOTAL FEED COSTS	\$ 143.51
19 RETURN OVER FEED COSTS	\$ 295.31
20 OTHER DIRECT COSTS	
21 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 21.14
22 VETERINARY EXPENSE	16.03
23 CUSTOM WORK	1.03
24 SPECIAL HIRED LABOR	.04
25 TOTAL OTHER DIRECT COSTS	\$ 38.24
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 257.07
27 ALLOCATED COSTS	
28 POWER & MACHINERY COSTS	\$ 17.54
29 LIVESTOCK EQUIPMENT COSTS	37.56
30 BUILDING & FENCES	27.40
31 TOTAL ALLOCATED COSTS	\$ 82.50
32 RETURN OVER ALL LISTED COSTS	\$ 174.57
33 SUPPLEMENTARY MANAGEMENT INFORMATION	
34 RETURN FOR \$100 FEED FED	\$ 305.77
35 AVERAGE PRICE RECEIVED PER ANIMAL SOLD	\$ 59.27
36 AVERAGE PRICE PER PIG SOLD OR TRANSFERRED	\$ 52.04
37 AVERAGE WEIGHT PER PIG SOLD OR TRANSFERRED	45.3
38 NUMBER OF PIGS PRODUCED	760
39 NUMBER OF PIGS BORN PER LITTER	10.2
40 NUMBER OF PIGS WEANED PER LITTER	7.8
41 PERCENT DEATH LOSS	20.1
42 PRICE PER CWT. CONCENTRATE FED	\$ 7.01
43 PRICE PER CWT. PROTEIN, SALT & MINERAL FED	\$ 13.87
44 FEED & SUPPLEMENTAL COSTS PER PIG PRODUCED	\$ 23.44
45 TOTAL LISTED COSTS PER LITTER	\$ 264.25

\*FARMS INCLUDED IN TABLE 11C-6510 PRODUCED WEANLINGS WHICH THEY SOLD AS FEEDER PIGS. FEED COSTS, THEREFORE, DO NOT INCLUDE ANY FEED FOR FATTENING ANIMALS, OTHER THAN CULL SOWS AND BOARS.



TABLE 11D-6530 - COSTS AND RETURNS FROM HOGS, MIXED SYSTEMS - 1982 - S.W.

ITEMS	Average of 24 Farms	12 Farms Highest in Return Above Feed Cost	12 Farms Lowest in Return Above Feed Cost
1 POUNDS OF HOGS PRODUCED	142,139	140,827	143,451
	per cwt.	per cwt.	per cwt.
2 NET INCREASE IN VALUE OF HOGS	\$ 64.36	\$ 67.42	\$ 61.35
4 TOTAL VALUE PRODUCED	\$ 64.36	\$ 67.42	\$ 61.35
5 POUNDS OF FEED FED			
6 CORN	287.0	297.3	276.8
7 SMALL GRAIN	4.8	6.2	3.4
8 COMPLETE RATION	50.2	25.1	74.8
9 PROTEIN, SALT & MINERAL & MILK	68.9	66.5	71.3
10 TOTAL CONCENTRATES	410.9	395.1	426.3
11 FORAGES	.1	.2	---
12 FEED COSTS			
13 GRAINS	\$ 11.50	\$ 11.99	\$ 11.02
14 COMPLETE RATION	5.30	2.84	7.72
15 PROTEIN, SALT & MINERAL & MILK	12.26	11.79	12.72
16 FORAGES	---	.01	---
17 PASTURE	---	---	---
18 TOTAL FEED COSTS	\$ 29.06	\$ 26.63	\$ 31.46
19 RETURN OVER FEED COSTS	\$ 35.30	\$ 40.79	\$ 29.89
20 OTHER DIRECT COSTS			
21 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 1.62	\$ 1.66	\$ 1.59
22 VETERINARY EXPENSE	1.44	1.54	1.34
23 CUSTOM WORK	.30	.23	.37
24 SPECIAL HIRED LABOR	.07	.14	---
25 TOTAL OTHER DIRECT COSTS	\$ 3.43	\$ 3.57	\$ 3.30
26 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 31.87	\$ 37.22	\$ 26.59
27 ALLOCATED COSTS			
28 POWER & MACHINERY COSTS	\$ 1.38	\$ 1.49	\$ 1.28
29 LIVESTOCK EQUIPMENT COSTS	2.18	2.35	2.01
30 BUILDING & FENCES	1.99	2.24	1.74
31 TOTAL ALLOCATED COSTS	\$ 5.55	\$ 6.08	\$ 5.03
32 RETURN OVER ALL LISTED COSTS	\$ 26.32	\$ 31.14	\$ 21.56
33 SUPPLEMENTARY MGMT. INFORMATION			
34 RETURN FOR \$100 FEED FED	\$ 221.45	\$ 253.16	\$ 195.01
35 PRICE RECEIVED/CWT. ALL ANIMALS	\$ 57.95	\$ 59.80	\$ 56.13
36 PRICE REC'D./CWT. SOLD, MKT. ONLY	\$ 56.85	\$ 59.10	\$ 54.71
37 NUMBER OF LITTERS FARROWED	98	101	95
38 NUMBER OF PIGS BORN PER LITTER	10.0	10.5	9.4
39 NUMBER OF PIGS WEANED PER LITTER	8.2	8.4	8.0
39A NUMBER OF PIGS PRODUCED/LITTER	7.9	8.1	7.6
40 PERCENT DEATH LOSS	13.8	15.1	12.3
41 AVG. WT. OF ALL HOGS SOLD, LBS.	178.8	165.8	193.9
42 AVG. WT. OF MKT. HOGS SOLD, LBS.	194.0	175.6	215.6
43 PRICE PER CWT. CONCENTRATE FED	\$ 7.07	\$ 6.74	\$ 7.38
44 PRICE/CWT. PROTEIN, SALT & MINERAL	\$ 17.78	\$ 17.74	\$ 17.82
45 POUNDS OF PORK PRODUCED	4,383	2,363	6,403
46 TOTAL LISTED COSTS/CWT. PORK PROD.	\$ 38.04	\$ 36.28	\$ 39.79

\*FARMS INCLUDED IN TABLE 11D-6530 HAD A MIXTURE OF FARROW-TO-FINISH, SELLING FEEDER PIGS, AND BUYING FEEDER PIGS FOR FATTENING. THEIR FEED RECORDS WERE NOT SEPARABLE FOR EACH CATEGORY OF HOGS.

TABLE 12-6290 - COSTS AND RETURNS FROM DAIRY COWS, COMMERCIAL HERDS - 1982 - S.W.

ITEMS	Average of	11 Farms	11 Farms
	23 Farms	Highest in Return Above Feed Cost	Lowest in Return Above Feed Cost
1 AVERAGE NUMBER OF COWS	47.8	56.2	37.6
2 POUNDS OF MILK	per cow 13,861	per cow 14,675	per cow 12,426
3 POUNDS OF BUTTERFAT	481.3	513.8	424.4
4 PERCENT OF BUTTERFAT IN MILK	3.5	3.5	3.4
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	\$ 1,762.72	\$ 1,885.62	\$ 1,549.79
7 DAIRY PRODUCTS USED IN HOME	9.44	11.23	6.91
8 MILK FED TO LIVESTOCK	18.72	16.81	21.01
9 NET INCREASES IN VALUE OF COWS	\$ (-82.62)	\$ (-33.26)	\$ (-147.42)
11 TOTAL VALUE PRODUCED	\$ 1,708.26	\$ 1,880.40	\$ 1,430.29
12 POUNDS OF FEED FED			
13 CORN	4,980.6	5,076.5	4,517.1
14 SMALL GRAIN	273.3	353.0	121.4
15 COMPLETE RATION	358.4	258.8	231.6
16 PROTEIN, SALT & MINERAL	820.4	911.8	716.7
17 TOTAL CONCENTRATES	6,432.7	6,600.1	5,586.8
18 LEGUME HAY	5,357.3	5,846.7	4,655.2
19 OTHER HAY AND DRY ROUGHAGE	62.8	100.3	16.9
20 SILAGE	12,345.5	11,303.8	15,475.3
21 FEED COSTS			
22 GRAINS	\$ 205.75	\$ 212.53	\$ 181.65
23 COMPLETE RATION	49.62	38.83	31.01
24 PROTEIN, SALT & MINERAL	128.60	135.36	127.55
25 ALL HAY AND DRY ROUGHAGE	134.35	150.50	114.20
26 SILAGE	112.55	104.63	138.83
27 PASTURE	1.99	1.87	2.53
28 TOTAL FEED COSTS	\$ 632.86	\$ 643.72	\$ 595.77
29 RETURN OVER FEED COSTS	\$ 1,075.40	\$ 1,236.68	\$ 834.52
30 OTHER DIRECT COSTS			
31 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 101.51	\$ 111.17	\$ 85.56
32 VETERINARY EXPENSE	36.07	40.23	32.31
33 CUSTOM WORK HIRED	82.22	73.83	93.70
34 SPECIAL HIRED LABOR	4.85	---	12.87
35 TOTAL OTHER DIRECT COSTS	\$ 224.65	\$ 225.23	\$ 224.44
36 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 850.75	\$ 1,011.45	\$ 610.08
37 ALLOCATED COSTS			
38 POWER & MACHINERY COSTS	\$ 74.42	\$ 81.68	\$ 64.97
39 LIVESTOCK EQUIPMENT COSTS	114.42	125.13	102.44
40 BUILDING AND FENCES	95.84	112.29	74.31
41 TOTAL ALLOCATED COSTS	\$ 284.68	\$ 319.10	\$ 241.72
42 RETURN OVER ALL LISTED COSTS	\$ 566.07	\$ 692.35	\$ 368.36
43 SUPPLEMENTARY MANAGEMENT INFORMATION			
44 RETURN FOR \$100 FEED FED	\$ 269.92	\$ 292.12	\$ 240.07
45 FEED COST PER CWT. MILK	4.57	4.39	4.80
46 FEED COST PER POUND OF BUTTERFAT	1.31	1.25	1.40
47 POUNDS OF MILK/POUND OF CONCENTRATE	2.15	2.22	2.22
48 AVERAGE PRICE PER CWT. MILK SOLD	12.87	13.00	12.62
49 AVERAGE PRICE/POUND OF BUTTERFAT	3.71	3.71	3.69
50 TOTAL LISTED COSTS/CWT. MILK PROD.	8.24	8.10	8.55
51 DAIRY COW TURNOVER PERCENTAGE	41.8	44.5	37.2
52 TOTAL LISTED COSTS PER COW	\$ 1,142.19	\$ 1,188.05	\$ 1,061.93

TABLE 13A-6310 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE, COMMERCIAL HERD  
REPLACEMENTS\*- 1982 - S.W.

ITEMS	Average of 11 Farms	5 Highest in Return Above Feed Per Cow	5 Lowest in Return Above Feed Per Cow
1 NUMBER OF HEAD	55.7	55.7	51.8
	per head	per head	per head
2 NET INCREASE IN VALUE	\$ 297.25	\$ 402.68	\$ 179.09
4 TOTAL INCOME	\$ 297.25	\$ 402.68	\$ 179.09
5 POUNDS OF FEED FED			
6 CORN	688.0	637.6	764.5
7 SMALL GRAIN	213.6	284.4	160.7
8 COMPLETE RATION	---	---	---
9 PROTEIN, SALT & MINERALS	264.6	217.7	312.4
10 HAY & DRY ROUGHAGE	1,933.4	1,680.4	2,071.8
11 SILAGE	7,333.4	7,925.3	6,849.4
11A HAYLAGE	26.1	57.5	---
12 MILK	145.8	56.5	210.7
13 FEED COST			
14 GRAINS	\$ 33.52	\$ 36.16	\$ 31.93
15 COMPLETE RATION	---	---	---
16 PROTEIN, SALT & MINERALS	40.97	44.45	37.74
17 HAY & DRY ROUGHAGE	43.91	41.69	41.24
18 SILAGE	67.85	71.11	62.45
19 MILK	22.51	7.97	35.14
20 PASTURE	3.91	3.81	5.15
21 TOTAL FEED COSTS	\$ 212.67	\$ 205.19	\$ 213.65
22 RETURN OVER FEED COSTS	\$ 84.58	\$ 197.49	\$ (-34.56)
23 OTHER DIRECT COSTS			
24 MISCELLANEOUS EXPENSE	\$ 12.64	\$ 16.98	\$ 6.58
25 VETERINARY EXPENSE	4.69	4.06	6.72
26 CUSTOM WORK HIRED	4.49	2.98	7.39
27 SPECIAL HIRED LABOR	3.97	1.02	8.28
28 TOTAL OTHER DIRECT COSTS	\$ 25.79	\$ 25.04	\$ 28.97
29 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 58.79	\$ 172.45	\$ (-63.53)
30 ALLOCATED COSTS			
31 POWER & MACHINERY COSTS	\$ 11.99	\$ 12.50	\$ 11.74
32 LIVESTOCK EQUIPMENT COSTS	18.31	18.31	14.02
33 BUILDING & FENCES	13.30	11.10	11.26
34 TOTAL ALLOCATED COSTS	\$ 43.60	\$ 41.91	\$ 37.02
35 RETURN OVER ALL LISTED COSTS	\$ 15.19	\$ 130.54	\$(-100.55)
36 SUPPLEMENTARY MANAGEMENT INFORMATION			
37 RETURN FOR \$100 FEED FED	\$ 139.77	\$ 196.25	\$ 83.83
38 PERCENT DEATH LOSS	10.9	9.1	13.7
39 PERCENT CALF DEATH LOSS	20.9	15.9	27.9
40 TOTAL LISTED COSTS PER COW	\$ 282.06	\$ 272.14	\$ 279.64

\*TABLE 13A-6310 CONTAINS INFORMATION ON YOUNG DAIRY CATTLE KEPT FOR HERD REPLACEMENTS ONLY. THE HIGH AND LOW CATEGORIES ARE BASED ON RETURNS ABOVE FEED COST PER COW (TABLE 12) FOR THESE SAME FARMS.

TABLE 13B-6318 - COSTS AND RETURNS FROM OTHER DAIRY CATTLE, REPLACEMENTS AND FEEDER STOCK COMBINED\* - 1982 - S.W.

ITEMS	Average of 12 Farms	6 Highest in Return Above Feed Per Cow	6 Lowest in Return Above Feed Per Cow
1 NUMBER OF HEAD	54.4	59.0	49.9
	per head	per head	per head
2 NET INCREASE IN VALUE	\$ 291.18	\$ 383.44	\$ 181.48
4 TOTAL INCOME	\$ 291.18	\$ 383.44	\$ 181.48
5 POUNDS OF FEED FED			
6 CORN	667.4	631.3	708.7
7 SMALL GRAIN	200.4	252.0	139.1
8 COMPLETE RATION	---	---	---
9 PROTEIN, SALT & MINERALS	258.6	229.5	292.5
10 HAY & DRY ROUGHAGE	1,949.5	1,853.1	2,059.5
11 SILAGE	7,408.4	7,681.4	7,070.8
12 MILK	154.3	98.2	220.2
13 FEED COST			
14 GRAINS	\$ 32.32	\$ 34.64	\$ 29.50
15 COMPLETE RATION	---	---	---
16 PROTEIN, SALT & MINERALS	39.12	43.29	34.09
17 HAY & DRY ROUGHAGE	44.30	45.85	42.38
18 SILAGE	68.42	71.75	64.35
19 MILK	23.57	13.27	35.69
20 PASTURE	3.68	3.00	4.45
21 TOTAL FEED COSTS	\$ 211.41	\$ 211.80	\$ 210.46
22 RETURN OVER FEED COSTS	\$ 79.77	\$ 171.64	\$ (-28.98)
23 OTHER DIRECT COSTS			
24 MISCELLANEOUS EXPENSE	\$ 12.21	\$ 17.03	\$ 6.47
25 VETERINARY EXPENSE	4.56	3.20	6.15
26 CUSTOM WORK HIRED	5.22	2.34	8.60
27 SPECIAL HIRED LABOR	3.73	.81	7.17
28 TOTAL OTHER DIRECT COSTS	\$ 25.72	\$ 23.38	\$ 28.39
29 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 54.05	\$ 148.26	\$ (-57.37)
30 ALLOCATED COSTS			
31 POWER & MACHINERY COSTS	\$ 12.49	\$ 12.07	\$ 12.93
32 LIVESTOCK EQUIPMENT COSTS	18.29	22.17	14.49
33 BUILDING & FENCES	13.76	15.12	12.46
34 TOTAL ALLOCATED COSTS	\$ 44.54	\$ 49.36	\$ 39.88
35 RETURN OVER ALL LISTED COSTS	\$ 9.51	\$ 98.90	\$ (-97.25)
36 SUPPLEMENTARY MANAGEMENT INFORMATION			
37 RETURN FOR \$100 FEED FED	\$ 137.73	\$ 181.04	\$ 86.23
38 PERCENT DEATH LOSS - TOTAL	10.1	8.0	12.4
39 PERCENT CALF DEATH LOSS	21.4	16.7	26.2
40 TOTAL LISTED COSTS PER COW	\$ 281.67	\$ 284.54	\$ 278.73

\*TABLE 13B-6318 CONTAINS COSTS AND RETURNS INFORMATION FOR AN ENTERPRISE THAT INCLUDES BOTH YOUNG DAIRY CATTLE KEPT FOR HERD REPLACEMENTS AND FEEDER CATTLE OF DAIRY BREEDS. ANALYSIS WAS DONE ON THE COMBINED GROUPS BECAUSE THESE FARMS DID NOT KEEP SEPARATE RECORDS OF FEED FOR THE TWO CATEGORIES. THE HIGH AND LOW CATEGORIES ARE BASED ON RETURNS ABOVE FEED COST PER COW (TABLE 12) FOR THESE SAME FARMS.

TABLE 14 - COSTS AND RETURNS FROM ALL DAIRY CATTLE\* - 1982 - S.W.

ITEMS	Average of 23 Farms	11 Farms Highest in Returns Above Feed Cost	11 Farms Lowest in Returns Above Feed Cost
1 AVERAGE NUMBER OF COWS	47.6	50.0	45.6
	per cow	per cow	per cow
2 VALUE OF DAIRY PRODUCTS	\$ 1,802.52	\$ 1,950.90	\$ 1,637.65
3 NET INCREASE IN VALUE	321.07	430.54	215.59
5 TOTAL VALUE PRODUCED	\$ 2,123.59	\$ 2,381.44	\$ 1,853.24
6 POUNDS OF FEED FED			
7 GRAINS	6,960.5	7,592.2	6,384.1
8 COMPLETE RATIONS	1,998.2	602.9	3,700.2
9 PROTEIN, SALT & MINERAL, INCL. MILK EQUIVALENTS	1,089.9	891.5	1,306.9
10 HAY & DRY ROUGHAGE	8,194.5	8,773.1	7,492.5
11 SILAGE	20,891.3	17,640.1	25,147.1
12 FEED COSTS			
13 GRAINS	\$ 271.70	\$ 297.34	\$ 248.00
14 COMPLETE RATIONS	71.87	85.72	62.85
15 PROTEIN, SALT & MINERAL, INCL. MILK EQUIVALENTS	189.37	176.96	200.99
16 HAY & DRY ROUGHAGE	202.08	216.64	184.08
17 SILAGE	189.62	162.50	225.75
18 PASTURE COSTS	6.49	6.74	6.80
19 TOTAL FEED COSTS	\$ 931.13	\$ 945.90	\$ 928.47
20 RETURN OVER FEED COSTS	\$ 1,192.46	\$ 1,435.54	\$ 924.77
21 OTHER DIRECT COSTS			
22 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 121.28	\$ 129.96	\$ 111.27
23 VETERINARY EXPENSE	46.72	44.22	44.58
24 CUSTOM WORK	94.18	81.82	103.46
25 SPECIAL HIRED LABOR	5.95	.70	12.21
26 TOTAL OTHER DIRECT COSTS	\$ 268.13	\$ 256.70	\$ 271.52
27 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 924.33	\$ 1,178.84	\$ 653.25
28 ALLOCATED COSTS			
29 POWER & MACHINERY COSTS	\$ 91.41	\$ 89.07	\$ 91.75
30 LIVESTOCK EQUIPMENT COSTS	136.10	159.53	108.11
31 BUILDING & FENCES	116.57	144.55	84.20
32 TOTAL ALLOCATED COSTS	\$ 344.08	\$ 393.15	\$ 284.06
33 RETURN OVER ALL LISTED COSTS	\$ 580.25	\$ 785.69	\$ 369.19
34 SUPPLEMENTARY MGMT. INFORMATION			
35 RETURN FOR \$100 FEED FED	\$ 228.07	\$ 251.76	\$ 199.60
36 TOTAL LISTED COSTS PER COW	\$ 1,543.34	\$ 1,595.75	\$ 1,484.05

\*TABLE 14 REPRESENTS A PICTURE OF THE COSTS AND RETURNS FROM THE WHOLE DAIRY HERD, i.e., IT IS THE SUM OF TABLES 12 AND 13. THE INFORMATION IS PRESENTED ON A PER COW BASIS, WITH THE NUMBER OF COWS TAKEN FROM TABLE 12.

TABLE 15A-6100A - COSTS AND RETURNS FROM BEEF BREEDING CATTLE, FARM, COMMERCIAL HERD\* -  
1982 - S.W.

ITEMS	Average of 25 Farms	12 Farms	12 Farms
		Highest in Return Above Feed Cost	Lowest in Return Above Feed Cost
1 AVERAGE NUMBER OF BEEF COWS	56.4	59.6	55.9
2 AVG. # OF OTHER BEEF ANIMALS & BULLS	28.2	28.3	29.2
3 POUNDS OF BEEF PRODUCED	24,846	26,439	24,234
	per cow	per cow	per cow
4 NET INCREASE IN VALUE	\$ 260.80	\$ 275.13	\$ 244.72
6 TOTAL VALUE PRODUCED	\$ 260.80	\$ 275.13	\$ 244.72
7 POUNDS OF FEED FED			
8 GRAIN	190.3	50.9	345.8
9 PROTEIN, SALT AND MINERAL	87.9	80.4	94.9
10 LEGUME HAY	1,587.2	1,142.3	1,909.7
11 OTHER HAY AND DRY ROUGHAGE	1,124.4	707.5	1,609.1
12 SILAGE	4,558.6	3,954.1	5,366.1
13 FEED COST			
14 GRAIN	\$ 7.46	\$ 2.00	\$ 13.58
15 PROTEIN, SALT AND MINERAL	12.77	10.40	15.24
16 LEGUME HAY	38.51	27.97	46.96
17 OTHER HAY AND DRY ROUGHAGE	12.57	5.69	20.38
18 SILAGE	40.83	35.59	47.91
19 PASTURE	39.02	41.01	36.53
20 TOTAL FEED COSTS	\$ 151.16	\$ 122.66	\$ 180.60
21 RETURN OVER FEED COST	\$ 109.64	\$ 152.47	\$ 64.12
22 OTHER DIRECT COSTS			
23 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 9.59	\$ 8.91	\$ 10.61
24 VETERINARY EXPENSE	8.78	9.61	7.33
25 CUSTOM WORK	1.67	1.81	1.50
26 SPECIAL HIRED LABOR	---	---	---
27 TOTAL OTHER DIRECT COSTS	\$ 20.04	\$ 20.33	\$ 19.44
28 RETURN OVER FEED & OTHER DIRECT COSTS	\$ 89.60	\$ 132.14	\$ 44.68
29 ALLOCATED COSTS			
30 POWER AND MACHINERY COSTS	\$ 20.16	\$ 20.37	\$ 19.61
31 LIVESTOCK EQUIPMENT COSTS	18.98	12.41	21.92
32 BUILDING AND FENCES	20.03	18.90	20.78
33 TOTAL ALLOCATED COSTS	\$ 59.17	\$ 51.68	\$ 62.31
34 RETURN OVER ALL LISTED COSTS	\$ 30.43	\$ 80.46	\$ (-17.63)
35 SUPPLEMENTARY MANAGEMENT INFORMATION			
36 RETURN FOR \$100 FEED FED	\$ 172.54	\$ 224.29	\$ 135.50
37 PRICE PER CWT. SOLD	\$ 45.81	\$ 48.61	\$ 42.97
38 PRICE/CWT. CALVES SOLD OR TRANSFERRED	\$ 62.79	\$ 63.57	\$ 61.95
39 AVERAGE WEIGHT PER HEAD SOLD, LBS.	1,009.6	1,074.3	930.7
40 AVG. WEIGHT/CALF SOLD OR TRANSFERRED	450.2	452.6	450.4
41 PERCENT DEATH LOSS	3.8	3.7	4.6
42 PERCENT CALF CROP	96.4	98.3	96.4
43 TOTAL LISTED COSTS PER COW	\$ 230.37	\$ 194.67	\$ 262.35

\* TABLE 15A-6100A INCLUDES ONLY THOSE FARMS WITH TEN OR MORE COWS IN THE BEEF BREEDING HERD. NET INCREASE IN VALUE INCLUDES THE VALUE OF CALVES, WHETHER SOLD OR TRANSFERRED TO THE FEEDLOT.

TABLE 15B-6140 - COSTS AND RETURNS FROM BEEF FEEDER CATTLE, FEEDLOT - 1982 - S.W.

ITEMS	Average of 67 Farms	13 Farms	13 Farms
		Highest in Return Above Feed Cost	Lowest in Return Above Feed Cost
1 AVERAGE NUMBER OF BEEF FEEDERS	201.8	211.7	111.2
2 POUNDS OF BEEF PRODUCED	142,787	144,362	66,588
3 NET INCREASE IN VALUE OF ANIMALS	per cwt. \$ 62.43	per cwt. \$ 75.34	per cwt. \$ 51.38
5 TOTAL VALUE PRODUCED	\$ 62.43	\$ 75.34	\$ 51.38
6 POUNDS OF FEED FED			
7 GRAIN	588.1	506.0	700.6
8 PROTEIN, SALT AND MINERAL	51.0	43.4	52.3
9 LEGUME HAY	91.4	83.8	124.3
10 OTHER HAY AND DRY ROUGHAGE	10.8	5.2	20.2
11 SILAGE	923.5	1,031.1	1,106.2
12 FEED COST			
13 GRAIN	\$ 23.36	\$ 19.94	\$ 27.90
14 PROTEIN, SALT AND MINERAL	5.99	6.74	7.89
15 LEGUME HAY	2.19	2.05	2.93
16 OTHER HAY AND DRY ROUGHAGE	.14	.08	.37
17 SILAGE	8.45	9.24	9.64
18 PASTURE	.03	---	.02
19 TOTAL FEED COST	\$ 40.16	\$ 38.05	\$ 48.75
20 RETURN OVER FEED COST	\$ 22.27	\$ 37.29	\$ 2.63
21 OTHER DIRECT COSTS			
22 MISCELLANEOUS LIVESTOCK EXPENSE	\$ .63	\$ .48	\$ .44
23 VETERINARY EXPENSE	.94	.90	.77
24 CUSTOM WORK HIRED	1.61	2.83	1.30
25 SPECIAL HIRED LABOR	.02	---	---
26 TOTAL OTHER DIRECT COSTS	\$ 3.20	\$ 4.21	\$ 2.51
27 RETURN OVER FEED & OTHER DIRECT COST	\$ 19.07	\$ 33.08	\$ .12
28 ALLOCATED COSTS			
29 POWER AND MACHINERY COSTS	\$ 1.36	\$ 1.54	\$ 1.58
30 LIVESTOCK EQUIPMENT COSTS	1.72	2.08	2.95
31 BUILDINGS AND FENCES	2.06	2.47	2.18
32 TOTAL ALLOCATED COSTS	\$ 5.14	\$ 6.09	\$ 6.71
33 RETURN OVER ALL LISTED COSTS	\$ 13.93	\$ 26.99	\$ (-6.59)
34 SUPPLEMENTARY MANAGEMENT INFORMATION			
35 RETURN FOR \$100 FEED FED	\$ 155.45	\$ 198.00	\$ 105.39
36 PRICE PER CWT. SOLD	\$ 62.76	\$ 64.76	\$ 60.07
37 AVERAGE WEIGHT PER HEAD SOLD, LBS.	1,040.7	999.6	1,041.7
38 PRICE PER CWT. BOUGHT	\$ 63.90	\$ 61.63	\$ 65.92
39 AVERAGE WEIGHT PER HEAD BOUGHT, LBS.	619.2	566.1	565.6
40 NUMBER OF HEAD BOUGHT	308	354	146
41 PERCENT DEATH LOSS	.9	.5	1.8
42 EFFECTIVE DAILY GAIN-LBS./HEAD/DAY	1.94	1.87	1.64
43 TOTAL LISTED COSTS PER CWT. PROD.	\$ 48.50	\$ 48.35	\$ 57.97

TABLE 16A-6670 - COSTS AND RETURNS FROM SHEEP, FARM FLOCK, COMMERCIAL - 1982 - S.W.

ITEMS	Average of 11 Farms	5 Farms	5 Farms
		Highest in Returns Above Feed Costs	Lowest in Returns Above Feed Costs
1 AVERAGE NUMBER OF EWES	30.6	23.8	37.8
2 POUNDS OF LAMB AND MUTTON PRODUCED	3,114	4,002	2,459
3 POUNDS OF WOOL PRODUCED	275	272	239
	per ewe	per ewe	per ewe
4 VALUE OF PRODUCE			
5 WOOL	\$ 7.29	\$ 11.85	\$ 4.47
6 NET INCREASE IN VALUE OF ANIMALS	55.78	101.47	29.18
8 TOTAL VALUE PRODUCED	\$ 63.07	\$ 113.32	\$ 33.65
9 POUNDS OF FEED FED			
10 GRAIN	524.2	787.7	390.8
11 PROTEIN, SALT AND MINERAL	82.8	5.9	141.1
12 LEGUME HAY	1,011.3	1,468.9	757.7
13 OTHER HAY AND DRY ROUGHAGE	44.6	---	79.4
14 SILAGE	243.6	16.8	423.3
15 FEED COST			
16 GRAIN	\$ 18.04	\$ 23.53	\$ 15.42
17 PROTEIN, SALT AND MINERAL	9.25	1.05	15.48
18 LEGUME HAY	25.00	36.72	17.59
19 OTHER HAY AND DRY ROUGHAGE	.88	---	1.59
20 SILAGE	1.96	.17	3.39
21 PASTURE	3.79	3.28	4.68
22 TOTAL FEED COSTS	\$ 58.92	\$ 64.75	\$ 58.15
23 RETURN OVER FEED COSTS	\$ 4.15	\$ 48.57	\$ (-24.50)
24 OTHER DIRECT COSTS			
25 MISCELLANEOUS LIVESTOCK EXPENSE	\$ 1.54	\$ 3.74	\$ .11
26 VETERINARY EXPENSE	3.01	2.94	3.10
27 CUSTOM WORK	3.30	4.45	3.07
28 SPECIAL HIRED LABOR	---	---	---
29 TOTAL OTHER DIRECT COSTS	\$ 7.85	\$ 11.13	\$ 6.28
30 RETURN OVER FEED AND OTHER DIRECT COSTS	\$ (-3.70)	\$ 37.44*	\$ (-30.78)
31 ALLOCATED COSTS			
32 POWER AND MACHINERY COSTS	\$ 19.38	\$ 28.89	\$ 5.38
33 LIVESTOCK EQUIPMENT COSTS	34.55	47.99	9.24
34 BUILDING AND FENCES	36.16	38.86	19.54
35 TOTAL ALLOCATED COSTS	\$ 90.09	\$ 115.74	\$ 34.16
36 RETURN OVER ALL LISTED COSTS	\$ (-93.79)	\$ (-78.30)	\$ (-64.94)
37 SUPPLEMENTARY MANAGEMENT INFORMATION			
38 RETURN FOR \$100 FEED FED	\$ 107.04	\$ 175.02	\$ 57.87
39 PRICE PER CWT. LAMB AND MUTTON SOLD	\$ 47.04	\$ 46.86	\$ 46.47
40 PRICE PER CWT. LAMB SOLD OR TRANSFERRED	\$ 53.49	\$ 56.40	\$ 47.87
41 AVERAGE WEIGHT OF LAMBS SOLD OR TRANSFERRED	96.4	109.3	91.4
42 POUNDS OF WOOL PER SHEEP SHEARED	9.2	10.9	6.6
43 NUMBER OF EWES KEPT FOR LAMBING	30	26	35
44 PERCENT LAMB CROP	163.3	176.9	154.3
45 PERCENT DEATH LOSS	16.9	10.3	22.1
46 TOTAL LISTED COSTS PER EWE	\$ 156.86	\$ 191.62	\$ 98.59



TABLE 1. FARM INVENTORIES - 1982 - S.W.

ITEMS	Average Of 180 Farms	
1 SIZE OF FARM-TOTAL ACRES	541.2	
2        -TILLABLE ACRES	479.5	
3 WORK UNITS-CROPS	233.63	
4        -LIVESTOCK	283.61	
5        -OTHER	28.81	
6        TOTAL SIZE OF BUSINESS IN WORK UNITS	546.05	
7 NUMBER OF WORKERS	1.75	
8 FARM CAPITAL INVESTMENT PER WORKER	\$ 620,422	
	JAN. 1	DEC. 31
9 PRODUCTIVE LIVESTOCK		
10 DAIRY COWS	4,502	4,478
11 OTHER DAIRY CATTLE	4,064	3,781
12 BEEF BREEDING CATTLE	6,428	5,047
13 BEEF FEEDER CATTLE	36,387	38,948
14 HOGS	20,284	26,010
15 SHEEP (INCLUDING FEEDERS) & GOATS	470	511
16 POULTRY-ALL TYPES	415	546
17 OTHER LIVESTOCK	192	253
18        TOTAL PRODUCTIVE LIVESTOCK	\$ 72,742	\$ 79,574
19 CROP, SEED & FEED	\$ 86,791	\$ 87,549
20 POWER, MACHINERY & EQUIPMENT		
21        AUTO & TRUCK (FARM SHARE)	\$ 6,347	\$ 6,263
22        POWER & MACHINERY	48,376	46,403
23        IRRIGATION EQUIPMENT	---	---
24        CUSTOM WORK EQUIPMENT	8	10
25        LIVESTOCK EQUIPMENT	11,143	10,973
26        TOTAL POWER, MACHINERY & EQUIPMENT	\$ 65,866	\$ 63,639
27 LAND	722,180	730,180
28 BUILDINGS-FENCES-ETC.	70,417	72,139
29        TOTAL FARM CAPITAL	\$1,017,996	\$1,033,081
30 INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 15,085

TABLE 1 shows the beginning and end of the year inventories of farm capital. These inventories include both the value of the operator's assets, as well as the landlord's in the case of rented assets. (TABLE 5 shows only the operator's share of farm capital.) Prices of Productive Livestock, and Crop, Seed and Feed reflect the physical amounts on hand at the beginning and end of the year, multiplied by a conservative market price on January 1, and December 31 (as shown in TABLE 7). Power, Machinery and Equipment are priced at cost basis less depreciation on January 1, and December 31. Cont'd. next page.

TABLE 1. FARM INVENTORIES - 1982 (CONT.) - S.W.

ITEMS	36 Most Profitable Farms		36 Least Profitable Farms	
1 SIZE OF FARM - TOTAL ACRES	618.3		644.9	
2 - TILLABLE ACRES	559.3		568.2	
3 WORK UNITS - CROPS	276.65		270.00	
4 - LIVESTOCK	488.59		223.87	
5 - OTHER	26.60		24.20	
6 TOTAL SIZE OF BUSINESS IN WORK UNITS	791.84		518.07	
7 NUMBER OF WORKERS	1.89		1.96	
8 FARM CAPITAL INVESTMENT PER WORKER	\$ 683,495		\$ 732,103	
	JAN. 1	DEC. 31	JAN. 1	DEC. 31
9 PRODUCTIVE LIVESTOCK				
10 DAIRY COWS	\$ 2,035	\$ 1,992	\$ 5,275	\$ 4,901
11 OTHER DAIRY CATTLE	793	1,220	4,910	4,653
12 BEEF BREEDING CATTLE	3,343	3,441	14,692	9,406
13 BEEF FEEDER CATTLE	51,551	58,451	39,489	29,719
14 HOGS	50,488	67,120	9,927	11,228
15 SHEEP (INCL. FEEDERS) & GOATS	13	44	1,918	2,069
16 POULTRY - ALL TYPES	75	60	370	375
17 OTHER LIVESTOCK	---	---	347	542
18 TOTAL PRODUCTIVE LIVESTOCK	\$ 108,315	\$ 132,329	\$ 76,929	\$ 62,892
19 CROP, SEED & FEED	\$ 99,383	\$ 115,304	\$ 116,394	\$ 106,492
20 POWER, MACH. & EQUIPMENT				
21 AUTO & TRUCK (FARM SHARE)	\$ 5,918	\$ 6,617	\$ 9,061	\$ 9,345
22 POWER & MACHINERY	49,200	51,675	67,254	60,899
23 IRRIGATION EQUIPMENT	---	---	---	---
24 CUSTOM WORK EQUIPMENT	---	---	---	---
25 LIVESTOCK EQUIPMENT	22,928	21,196	9,561	9,178
26 TOTAL POWER, MACH. AND EQUIPMENT	\$ 78,047	\$ 79,488	\$ 85,876	\$ 79,422
27 LAND	\$ 792,830	\$ 831,624	\$ 950,246	\$ 950,246
28 BUILDINGS-FENCES-ETC.	102,352	107,432	64,527	64,367
29 TOTAL FARM CAPITAL	\$1,180,927	\$1,266,176	\$1,293,972	\$1,263,419
30 INCREASE OR DECREASE IN TOTAL FARM CAPITAL		\$ 85,249		\$ (-30,554)

Land is valued at conservative market price. No change in the price of land was allowed, so the same value was used for January 1, and for December 31. Measures of farm size, other than total farm capital, are shown in lines 1 through 7. The concept of Work Units is discussed on page 16. The number of workers shown on line 7 includes the operator(s), hired workers, unpaid family members, and the labor portion of custom work hired.

TABLE 2A. TOTAL FARM RECEIPTS - 1982 - S.W.

ITEMS	Average of 180 Farms	36 Most Profitable Farms	36 Least Profitable Farms
1 SALE OF LIVESTOCK & LIVESTOCK PROD.			
2 DAIRY COWS	\$ 1,402	\$ 357	\$ 2,523
3 DAIRY PRODUCTS	12,004	5,768	13,345
4 OTHER DAIRY CATTLE	1,918	84	3,481
5 BEEF BREEDING CATTLE	2,777	716	10,421
6 BEEF FEEDER CATTLE	80,220	114,974	69,668
7 HOGS COMPLETE & MIXED	51,274	140,687	16,971
8 HOGS FINISHING	13,585	19,545	10,021
9 HOGS PRODUCING WEANING PIGS	1,145	3,518	---
10 SHEEP, GOATS & WOOD, FARM FLOCK	225	11	808
12 CHICKENS (INCL. HENS & BROILERS)	136	3	74
13 TURKEYS	647	---	3,237
14 EGGS	3,400	338	1,714
15 OTHER PROD. LIVESTOCK & PROD.	85	---	283
17 TOTAL SALES OF PROD. LIVESTOCK	\$168,819	\$286,002	\$132,545
18 SALE OF CROPS			
19 WHEAT	\$ 1,339	\$ 1,178	\$ 1,322
19A DURUM	---	---	---
20 OTHER SMALL GRAINS	761	637	942
21 CORN	36,014	31,213	45,545
22 SOYBEANS	46,139	55,566	60,721
22A SUNFLOWERS	---	---	---
23 OTHER ROW CROPS	574	1,077	229
24 LEGUMES & OTHER FORAGE	447	254	725
25 GRASS SEED	---	---	---
26 FRUITS & NUTS	---	---	---
27 VEG. ROADSIDE MARKET & SPECIALTY	---	---	---
28 NURSERY, TIMBER & OTHER	449	351	802
802			
29 SET ASIDE ACRES - GOVT. PAYMENTS	900	593	1,071
30 TOTAL SALES FROM CROPS	\$ 86,624	\$ 90,868	\$111,356
31 CAPITAL ASSETS SOLD (AUTO/TRUCK/MACH.)	\$ 634	\$ 347	\$ 525
31A CAPITAL ASSETS SOLD (BLDGS. & IMPROV.)	4	19	---
31B CAPITAL ASSETS SOLD (LAND)	556	---	---
32 GAS TAX REFUND	28	39	40
33 INCOME FROM WORK OFF THE FARM	2,598	3,576	2,493
34 CUSTOM WORK ENTERPRISE INCOME	101	---	---
35 PATRONAGE REFUNDS	635	1,071	565
36 MISCELLANEOUS FARM INCOME	3,384	3,475	4,762
37 TOTAL FARM SALES	\$263,382	\$385,398	\$252,287
38 INCREASE IN FARM CAPITAL	\$ 15,085	\$ 85,249	\$ ---
39 FAMILY LIVING FROM THE FARM	\$ 580	\$ 644	\$ 705
40 TOTAL FARM RECEIPTS (37)+(38)+(39)	\$279,048	\$471,290	\$252,992

SEE PAGE 44 FOR EXPLANATORY NOTE FOR THIS TABLE.

TABLE 2B. TOTAL FARM EXPENSES AND LABOR AND MANAGEMENT EARNINGS - 1982 - S.W.

ITEMS	Average of 180 Farms	36 Most Profitable Farms	36 Least Profitable Farms
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 366	\$ 158	\$ 991
3 OTHER DAIRY CATTLE	579	18	817
4 BEEF BREEDING CATTLE	374	66	1,067
5 BEEF FEEDER CATTLE	46,658	62,109	28,092
6 HOGS COMPLETE & MIXED	1,440	2,619	456
7 HOGS FINISHING	5,659	6,567	4,539
8 HOGS PRODUCING WEANING PIGS	88	227	---
9 SHEEP & GOATS	59	33	259
11 CHICKENS (INCL. HENS & BROILERS)	621	47	552
12 TURKEYS	152	---	761
13 OTHER PRODUCTIVE LIVESTOCK	97	---	153
14 MISCELLANEOUS LIVESTOCK EXPENSE	5,163	9,476	5,529
15 FEED BOUGHT	37,123	71,428	27,988
16 FERTILIZER	7,809	10,033	9,780
17 CHEMICALS	7,483	8,943	8,903
18 OTHER CROP EXPENSE	11,630	13,718	13,218
21 CUSTOM WORK HIRED	4,643	6,987	3,819
22 REPAIR + UPKEEP OF LIVESTOCK EQUIPMENT	1,710	2,677	1,461
23 REPAIR + UPKEEP OF FARM REAL ESTATE	1,768	2,291	2,016
24 GAS, OIL, GREASE BOUGHT (FARM SHARE)	7,857	9,334	8,954
25 REPAIR + OPERATION OF MACHINERY, TRACTOR, TRUCK & AUTO	7,111	8,519	8,420
28 WAGES OF HIRED LABOR	6,646	9,097	8,276
29 PERSONAL PROPERTY + REAL ESTATE TAXES	5,485	6,317	7,102
30 GENERAL FARM EXPENSE	3,389	3,513	4,083
31 TELEPHONE EXPENSE (FARM SHARE)	384	405	514
32 ELECTRICITY EXPENSE (FARM SHARE)	2,166	3,295	2,053
33 TOTAL CASH OPERATING EXPENSE	\$166,460	\$237,879	\$ 149,802
34 POWER, CROP & GENERAL MACHINERY BOUGHT (FARM SHARE)	\$ 13,376	\$ 18,773	\$ 14,657
37 LIVESTOCK EQUIPMENT BOUGHT	2,704	3,068	2,046
38 NEW REAL ESTATE - BLDGS./IMPROVEMENTS	8,935	15,013	6,347
38A NEW REAL ESTATE - LAND	8,051	36,273	---
39 TOTAL FARM PURCHASES (33) - (38A)	\$199,526	\$311,006	\$ 172,852
40 DECREASE IN FARM CAPITAL	\$ ---	\$ ---	\$ 30,553
41 INTEREST ON FARM CAPITAL (7% OPPORTUNITY COST)	71,788	85,649	89,509
42 UNPAID FAMILY LABOR	680	454	1,012
43 LABOR CHARGE FOR PARTNERS + OTHER OPER.	1,958	2,500	2,708
44 BOARD FURNISHED HIRED LABOR	210	91	248
45 TOTAL FARM EXPENSE (39) THRU (44)	\$274,162	\$399,699	\$ 296,882
46 RETURN TO OPER. LABOR & MANAGEMENT.- SINGLE OPERATOR (WHOLE FARM) (2A/40)-(45)	\$ 4,886	\$ 71,591	\$(-43,891)
48 FULL-TIME OPERATOR EQUIVALENTS	1.12	1.17	1.14
49 RETURN TO OPER. LABOR & MANAGEMENT./FULL- TIME OPER. EQUIVALENT	\$ 7,657	\$ 77,070	\$(-38,187)

See page 44 for explanation of lines 46 and 49.

TABLE 3. ENTERPRISE STATEMENT - 1982 - S.W.

ITEMS	Average of 180 Farms	36 Most Profitable Farms	36 Least Profitable Farms
1 RETURNS & NET INCREASES			
2 PRODUCTIVE LIVESTOCK			
3 DAIRY COWS	\$ 11,686	\$ 5,659	\$ 13,549
4 OTHER DAIRY CATTLE	2,754	840	3,731
5 BEEF BREEDING CATTLE	2,962	1,909	6,541
6 FEEDER CATTLE	34,415	58,972	29,923
7 HOGS, COMPLETE & MIXED	54,361	152,376	17,303
8 HOG FINISHING ENTERPRISE	8,828	13,817	6,083
9 HOGS PRODUCING WEANING PIGS	1,490	5,007	---
10 SHEEP & GOATS	210	8	713
12 CHICKENS (INCLUDING HENS & BROILERS)	2,967	283	1,393
13 TURKEYS	465	---	2,523
14 OTHER PRODUCTIVE LIVESTOCK	130	---	139
15 TOTAL ALL PRODUCTIVE LIVESTOCK	120,268	238,872	81,698
16 VALUE OF FEED FED TO LIVESTOCK (MINUS)	63,084	112,728	48,371
17 RETURN OVER FEED FROM LIVESTOCK	57,183	126,143	33,327
18 CROP, SEED & FEED	86,291	115,337	89,765
19 COOPERATIVE PATRONAGE REFUNDS	635	1,071	565
20 MISCELLANEOUS FARM INCOME	3,384	3,475	4,762
22 TOTAL RETURNS & NET INCREASES	\$147,570	\$246,027	\$ 128,419
23 EXPENSES & NET DECREASES			
24 TRUCK & AUTO (FARM SHARE)	\$ 6,595	\$ 7,221	\$ 7,776
25 TRACTORS & CROP MACHINERY	25,221	29,000	30,879
27 ELECTRICITY	2,166	3,295	2,053
28 LIVESTOCK EQUIPMENT	4,716	7,812	4,028
29 BUILDINGS, FENCES & TILING	8,976	12,204	8,523
30 BARE LAND	(-427)	(-2,520)	---
31 MISCELLANEOUS LIVESTOCK EXPENSE	5,163	9,476	5,529
32 LABOR	7,348	9,564	9,605
33 LABOR CHARGE FOR OTHER OPERATOR(S)	1,958	2,500	2,708
34 PROPERTY TAX	5,485	6,317	7,102
35 GENERAL FARM EXPENSE & TELEPHONE	3,773	3,918	4,597
36 INTEREST ON FARM CAPITAL (7% OPPORTUNITY COST)	71,788	85,649	89,509
37 TOTAL EXPENSES & NET DECREASES	\$142,684	\$174,436	\$ 172,310
38 RETURN TO OPERATOR LABOR & MGMT.	\$ 4,886	\$ 71,591	\$(-43,891)

SEE PAGE 44 FOR EXPLANATORY NOTE FOR THIS TABLE.

## EXPLANATORY NOTES FOR TABLES 2A, 2B, 3, 6A, AND 6B

TABLES 2A and 2B comprise the earnings statement for the whole farm (including both operator's and landlord's shares). Lines 1 through 34 and line 36 of TABLE 2A show all sources of cash income to the farm. Line 38 reflects any increase in farm capital, while line 39 credits the business for any produce used by the family. Line 35 records the amount of patronage refunds credited to the business, part of which may have been the amount of patronage refunds credited to the business, part of which may have been received as cash and part as equity shares. TABLE 2B shows in lines 1 through 39, all cash expenses of the farm except principal and interest payments on farm debt. Note that cash rent is also not included, as it is an internal farm transaction between operator and landlord. Line 40 reflects any decrease in inventory while line 41 shows an interest return or charge of 7% for all farm capital. Line 46, Labor Earnings, represents the return for the operator's labor and management after all expenses (cash, accrual and imputed) are deducted. In the case of partnerships, line 43 assigns a fixed return to one partner, with the residual return going to the other (line 46). In line 49, the fixed return to one partner is added back to the residual (line 46) and that number is divided equally among the partners.

TABLE 3 represents another way of categorizing and reporting the receipts, expenses and labor earnings of the total farm business. In lines 2 through 21, cash receipts are adjusted for changes in inventory for each production enterprise, thus giving a better picture of the "value produced" contribution of each enterprise. In lines 24 through 30, each category of cash expense is adjusted for change in inventory. Line 33, fixed return to one partner, and line 36, interest charge on farm capital, are handled in the same manner as comparable items were in TABLE 2B (lines 43 and 41, respectively). Although calculated in a different way, the resulting labor earnings (line 38) is equal to that in TABLE 2B (line 42). Lines 24, 25, 28, and 29 actually report the sum of four cost items for each of these categories of capital assets. They are: depreciation; gasoline, oil, and grease bought; repair and operation cost, and share of custom work hired that was attributed to this category of asset (e.g., 80% of milk hauling cost might be attributed to truck and auto expense). While depreciation cannot be calculated directly from these tables, it can be approximated by the calculation: beginning inventory (TABLE 1) plus assets bought (TABLE 2B) minus ending inventory (TABLE 1). The number missing for a complete depreciation calculation is capital asset sales, which is not given for each category of assets in these tables (but is given for all assets in TABLE 2A).

TABLES 6A and 6B constitute the earnings statement for the operator. TABLES 6A and 6B therefore, are similar to TABLES 2A and 2B, except that 6A and 6B exclude the landlord's share of income and expenses. Thus, for the full owner-operator, TABLES 1A and 6A should be identical through line 40. TABLES 2B and 6B differ in that 6B includes cash rent paid (line 30) and interest paid on borrowed money (line 34) while 2B does not include cash rent or interest paid. Line 43 of TABLE 6B thus contains an interest charge on only the operator's equity farm capital, whereas in line 41, TABLE 2B, interest was charged on all farm capital. Line 48 of TABLE 6B thus represents return to operator and family unpaid labor and management and equity capital. When money spent on family living is subtracted from line 48, the remainder plus non-farm income should be equal to the increase in net worth, shown in line 16 of TABLE 5.

All farms are sorted into high and low categories based on size of labor earnings. For TABLES 1, 2A, 2B, 3, 8, and 9, this is on whole farm basis and is taken from TABLE 2B, line 46. For TABLES 4, 5, 6A and 6B, this is on operator's share basis and it is taken from TABLE 6B, line 47.

TABLE 7. SUPPLEMENTARY INFORMATION USED IN ENTERPRISE ANALYSIS - 1982 - S.W.

A. Number of Work Units for Crop and Livestock Enterprises <sup>a/</sup>			
Livestock Enterprise	Work Units	Crop Enterprise	Work Units Per Acre
Hogs, Farrow-to-Finish	.12/cwt.	Oats, Spring Wheat	.30
Hog Finishing	.06/cwt.	Corn for Grain	.55
Hogs, Mixed Systems	.12/cwt.	Soybeans	.45
Feeder Pig Production	1.40/litter	Alfalfa Hay, Corn Silage	.60
Dairy Cows	7.00/cow	Non-Tillable Hay	.20
Other Dairy Cattle	1.20/head	Set-Aside	.20
Beef Breeding Cows	1.50/head	Oats Silage	.40
Beef Feeder Cattle	.12/cwt	Legume Pasture	.05
Sheep, Farm Flock	.60/head	Non-Tillable Prairie Pasture	.01

## B. Average Prices Used in Analysis

Product	Feed	Harvest	Beginning Inventory	Ending Inventory	Estimated Rental Rate Pasture/head/mo.
Oats/bu.	\$ 1.25	\$ 1.25	\$ 1.70	\$ 1.35	Cows \$8.00
Wheat/bu.	3.50	3.50	3.80	3.60	Calves 4.00
Corn for Grain/bu.	2.20	1.90	2.00	2.20	Hogs 1.00
Soybeans/bu.	----	4.90	5.60	5.40	Sheep 1.25
Alfalfa Hay/ton	50.00	40.00	80.00	50.00	Lambs 0.70
All Other Hay/ton	40.00	40.00	60.00	40.00	Products Used at Home
Corn Silage/ton	18.00	18.00	20.00	18.00	Straw \$1.50/bale
Oats Silage/ton	15.00	15.00	17.00	15.00	Milk 1.60/gal.

Unpaid family labor \$800/mo. or \$4.00/hr. or \$40/day.

Board for hired labor \$6/day or \$1.50/meal.

Second operator's labor \$15,000/year.

C. Animal or Livestock Units Used in Analysis <sup>b/</sup>		
Enterprise	Per Adult	Per Other
All Hog Enterprises	.40	.20
Dairy: Cows & Others	1.00	.50
Beef Breeding Cows	.80	.30
Beef Feeder Cattle	1.00	1.00
Sheep, Farm Flock	.143	.071

D. Suggested Land Rental Rates and Conservative Market Prices		
County	Rental Rate Per Acre	Conservative Market Price Per Acre
Cottonwood	\$105	\$1,500
Jackson	115	1,600
Faribault	125	1,700
Martin	115	1,600
Murray	75	1,100
Nobles	90	1,400
Pipestone	65	1,000
Redwood	100	1,400
Watsonwan	115	1,600

<sup>a/</sup>A work unit represents the average accomplishment of an average worker in one ten-hour day. It is used to measure size of business and to allocate overhead costs to crop and livestock enterprises.

<sup>b/</sup>An animal unit is based on the amount of T.D.N. required to support each kind of livestock with the dairy cow as the basis for comparison. It is used to measure intensity of livestock production and to measure size of business.

TABLE 9. CROP ACRES, YIELDS, RETURNS AND SUPPLEMENTARY MANAGEMENT INFORMATION - 1982 - S.W.

CROP	Average of 180 Farms	36 Most Profitable Farms	36 Least Profitable Farms
SMALL GRAIN & CANNING PEAS	21.8	19.7	23.0
ROW CROPS	399.3	487.9	458.8
LEGUMES, INCLUDING SEED	17.7	12.2	23.6
OTHER HAY	.3	0.0	.2
SILAGE & FODDER	22.2	27.1	26.6
TILLABLE PASTURE	1.3	.3	3.4
FALLOW & IDLE LAND	16.9	12.1	32.7
TILLABLE LAND	479.5	559.3	568.3
NON-TILLABLE HAY/PASTURE	20.3	21.5	25.7
WILD HAY NOT HARVESTED (NON-TILLABLE)	2.1	2.3	1.6
PASTURE NOT HARVESTED	6.5	2.9	9.3
TIMBER NOT HARVESTED	1.1	1.0	1.7
ROADS & WASTE	17.4	15.7	22.6
FARMSTEAD	14.4	15.5	15.9
LAND NOT HARVESTED	41.5	37.4	51.1
NON-TILLABLE LAND	61.8	58.9	76.8
LAND IN FARM OR RANCH	541.3	618.2	645.1
SUPPLEMENTARY MANAGEMENT INFORMATION			
PERCENT LAND TILLABLE	88.6	90.5	88.1
PERCENT LAND IN HIGH RETURN CROPS	89.7	91.4	89.3
FERTILIZER COST PER ACRE	21.19	20.77	23.22
CROP CHEMICALS PER ACRE	16.49	17.24	16.08
SEED & OTHER COSTS PER ACRE	22.37	21.47	22.70
GAS, OIL AND GREASE BOUGHT PER ACRE	12.91	13.45	12.49

CROP	Crop Rank	No. Farms Growing	Acres Per Farm	Total Acres	Average Yield Per Acre	Return Over Direct Costs Per Acre <sup>a/</sup>
Oats	D	82	25.1	2,058	81.4 bu.	\$108.78
Spring Wheat	C	38	40.1	1,520	40.1 bu.	\$108.42
Corn For Grain	A	185	197.9	36,612	126.3 bu.	\$118.01
Soybeans	A	178	191.6	34,105	39.9 bu.	\$134.57
Canning Peas	B	5	34.0	170	\$250.76	\$219.18
Alfalfa Hay	B	99	32.1	3,178	4.6 tons	\$110.96
Non-Tillable Hay	D	11	23.1	254	2.0 tons	\$ 70.34
Oat Silage	C	24	18.3	439	8.0 tons	\$ 77.13
Corn Silage	A	84	41.8	3,511	16.1 tons	\$172.63
Legume Pasture	D	15	15.7	236	\$ 50.25	\$ 46.75
Non-Tillable Prairie Pasture	D	30	112.6	3,378	\$ 19.66	\$ 17.39

<sup>a/</sup>Total crop return (line 6 CROP TABLES) minus direct costs (line 14) and machinery operation (line 18).



TABLE A. AVERAGES BY TYPE OF FARM - 1982 - S.W.

ITEMS	Average All Farms	Cash Crops	Cash Crops Plus Dairy	Cash Crops Plus Beef Feeders	Cash Crops Plus Finishing Hogs	Cash Crops Plus Hogs Farrow-Finish
1 NUMBER OF FARMS	180	34	11	24	8	42
LAND						
2 ACRES PER FARM	541.2	455.1	399	758.3	419.2	545.5
3 ACRES TILLABLE	479.5	418.5	355	670.0	374.7	496.6
4 % TILLABLE IN HIGH RETURN CROPS	89.7	95.5	89.5	89.3	95.1	93.7
5 % TILLABLE IN CORN & CORN SILAGE	50.0	43.66	47.0	39.0	48.46	47.42
6 % TILLABLE IN SOYBEANS	40.0	42.06	30.02	37.76	47.93	43.09
7 % TILLABLE IN ALFALFA	7.0	4.08	11.2	3.51	1.81	4.19
LABOR						
8 NUMBER OF WORKERS	1.75	1.38	2.12	1.79	1.25	1.70
9 TOTAL WORK UNITS	546.05	303.34	555.71	611.92	320.49	536.81
10 WORK UNITS IN CROPS	233.63	199.96	180.41	326.71	174.81	239.72
11 WORK UNITS IN LIVESTOCK	283.61	14.32	366.45	269.72	134.03	275.39
12 WORK UNITS PER WORKER	312.03	219.18	262.13	341.85	256.39	315.77
CAPITAL						
13 AVERAGE FARM CAPITAL MANAGED <sup>a/</sup>	1,085,739	857,215	852,058	1,626,552	830,496	1,030,501
14 CAPITAL MANAGED PER WORKER <sup>a/</sup>	620,422	621,171	401,914	908,688	664,397	606,177
EARNINGS: OPERATOR'S SHARE						
15 NET CASH OPERATING INCOME	41,962	32,781	19,332	51,927	5,380	57,641
16 RETURN TO OPERATOR LABOR & MGMT.	13,491	(-7,734)	(-2,652)	4,868	(-2,041)	36,852
17 RET. OP. & FAMILY LABOR, MGMT., EQUITY EQUITY CAPITAL	25,838	5,969	1,000	31,968	(-6,978)	50,443
18 RETURN TO CAPITAL-WHOLE FARM (%) <sup>b/</sup>	5.6	3.2	2.8	7.2	4.1	8.3
19 TOTAL FARM SALES	248,606	117,929	148,389	373,261	216,026	224,987
20 TOTAL VALUE ADDED	147,570	83,219	112,235	191,774	100,786	171,519
PROPORTION OF VALUE ADDED (%)						
21 FROM LIVESTOCK	38.75	2.01	44.92	27.98	38.08	41.62
22 FROM CROPS	58.47	93.93	51.25	68.74	58.53	55.78
EXPENSES						
23 CASH EXPENSES PER \$100 SALES	82.64	72.04	86.37	85.98	97.48	95.29
24 PURCHASES PER \$100 SALES	95.91	87.80	95.83	96.43	104.53	118.53
YIELDS PER ACRE						
25 CORN (BUSHELS)	126.3	128.5	121.6	129.8	124.1	131.5
26 SOYBEANS (BUSHELS)	39.9	41.1	39.7	40.9	40.4	40.2
27 ALFALFA (TONS)	4.6	2.9	4.7	5.1	5.7	4.8
28 CORN SILAGE (TONS)	8.0	---	7.8	4.9	---	8.9

<sup>a/</sup> With land valued at current conservative market value. <sup>b/</sup> With operator's labor and management valued at \$15,000/year.

TABLE B. COUNTY AVERAGES - 1982 - S.W.

ITEMS	S.W. Ass'n. Average	Cottonwood	Jackson	Martin Faribault Watowan	Pipestone Murray	Nobles	Redwood Lyon Y. Med.
1 NUMBER OF FARMS	180	27	21	28	38	30	36
2 SIZE OF FARM - ACRES TOTAL	541	589	511	431	544	558	593
3 TILLABLE ACRES	480	531	475	399	465	512	495
4 FARM CAPITAL INVESTED PER WORKER <sup>a/</sup>	\$ 620,422	\$ 834,182	\$ 624,675	\$616,823	\$500,298	\$ 567,018	\$631,723
5 TOTAL FARM CAPITAL 12/31 <sup>a/</sup>	\$1,033,081	\$1,251,498	\$1,055,466	\$989,602	\$893,135	\$1,078,640	\$999,783
6 INCREASE IN FARM CAPITAL 1/1-12/31 <sup>b/</sup>	\$ 15,085	\$ 9,232	\$ 24,102	\$ 46,311	\$ -6,942	\$ 23,048	\$ 6,544
7 TOTAL FARM RECEIPTS	\$ 277,578	\$ 332,945	\$ 258,153	\$321,604	\$244,585	\$ 299,385	\$229,794
8 TOTAL FARM EXPENSES	\$ 264,807	\$ 322,987	\$ 252,095	\$299,909	\$232,482	\$ 278,787	\$220,155
9 NET CASH OPERATING INCOME	\$ 41,962	\$ 62,261	\$ 37,276	\$ 32,254	\$ 36,028	\$ 36,721	\$ 47,652
10 TOTAL CASH LIVING EXPENSES	\$ 16,554	\$ 17,685	\$ 19,336	\$ 17,543	\$ 13,139	\$ 17,629	\$ 16,931
11 TOTAL HOUSEHOLD & PERSONAL LIVING EXP.	\$ 30,502	\$ 28,713	\$ 30,376	\$ 39,698	\$ 25,945	\$ 25,064	\$ 34,937
12 FARMER'S NET WORTH 12/31 <sup>b/</sup>	\$ 433,625	\$ 648,657	\$ 512,937	\$335,533	\$297,459	\$ 378,293	\$508,166
13 GAIN IN NET WORTH <sup>c/</sup>	\$ 10,603	\$ 33,903	\$ -42	\$ 13,443	\$ 7,444	\$ 5,745	\$ 8,251
14 RATIO OF ASSETS TO LIABILITIES 12/31 <sup>c/</sup>	2.717	3.095	3.166	2.310	2.352	2.294	3.228
15 RET. TO OPER. & FAMILY LABOR & MGMT. <sup>a/</sup>	\$ 13,491	\$ 9,958	\$ 6,058	\$ 21,695	\$ 12,102	\$ 20,598	\$ 9,639
16 RET. OPER. & FAMILY LABOR, MGMT. & EQUITY CAP.	\$ 25,838	\$ 33,895	\$ 21,163	\$ 26,763	\$ 17,117	\$ 27,820	\$ 29,357
17A INTEREST ACTUALLY PAID	\$ 30,317	\$ 37,142	\$ 23,935	\$ 31,833	\$ 28,995	\$ 37,785	\$ 22,914
17B INTEREST AS % OF TOTAL CASH OPER. EXP. %	14.8	15.0	12.7	13.4	15.7	16.7	13.9
18 OATS YIELD PER ACRE (BU.)	81.4	73.3	90.6	85.6	77.2	93.4	83.4
19 TOTAL CROP RETURN PER ACRE	\$ 152.91	\$ 125.72	\$ 189.45	\$ 169.21	\$ 144.48	\$ 182.09	\$ 149.75
20 RETURN OVER ALL LISTED COSTS PER ACRE <sup>d/</sup>	\$ -5.55	\$ -27.28	\$ 1.23	\$ -31.53	\$ 17.67	\$ 24.75	\$ -8.65
21 LISTED COST OF PRODUCTION PER BU. <sup>d/</sup>	\$ 1.89	\$ 2.09	\$ 2.08	\$ 2.35	\$ 1.64	\$ 1.69	\$ 1.90
22 WHEAT YIELD PER ACRE (BU.)	40.1	38.3	41.6	35.6	38.5	35.0	41.2
23 TOTAL CROP RETURN PER ACRE	\$ 159.15	\$ 136.67	\$ 188.66	\$ 188.20	\$ 141.03	\$ 155.81	\$ 162.19
24 RETURN OVER ALL LISTED COSTS PER ACRE <sup>d/</sup>	\$ -2.84	\$ -24.34	\$ -7.61	\$ 41.86	\$ 6.61	\$ -17.51	\$ 1.24
25 LISTED COST OF PRODUCTION PER BU. <sup>d/</sup>	\$ 4.04	\$ 4.20	\$ 4.71	\$ 4.11	\$ 3.49	\$ 4.95	\$ 3.90
26 ALFALFA HAY YIELD PER ACRE (TONS)	4.6	4.3	4.6	5.7	4.6	4.6	4.2
27 TOTAL CROP RETURN PER ACRE	\$ 183.64	\$ 173.71	\$ 184.33	\$ 232.85	\$ 184.78	\$ 183.67	\$ 166.79
28 RETURN OVER ALL LISTED COSTS PER ACRE <sup>d/</sup>	\$ -18.55	\$ -50.71	\$ -76.52	\$ -12.82	\$ 17.27	\$ -18.61	\$ -30.29
29 LISTED COST OF PRODUCTION PER TOND <sup>d/</sup>	\$ 44.15	\$ 51.68	\$ 56.60	\$ 43.08	\$ 36.26	\$ 44.04	\$ 47.27
30 CORN SILAGE YIELD PER ACRE (TONS)	16.1	16.0	19.2	19.3	14.8	14.8	17.1
31 TOTAL CROP RETURN PER ACRE	\$ 289.81	\$ 287.28	\$ 346.38	\$ 259.32	\$ 265.62	\$ 265.73	\$ 308.50
32 RETURN OVER ALL LISTED COSTS PER ACRE <sup>d/</sup>	\$ 10.08	\$ 10.68	\$ 45.26	\$ 64.60	\$ 54.31	\$ 18.02	\$ 61.59
33 LISTED COST OF PRODUCTION PER TOND <sup>d/</sup>	\$ 15.51	\$ 17.33	\$ 15.65	\$ 14.66	\$ 14.32	\$ 16.78	\$ 14.41

<sup>a/</sup> WITH LAND VALUED AT CURRENT CONSERVATIVE MARKET VALUE.

<sup>b/</sup> AVERAGE OF THOSE REPORTING, AS NOT ALL FARMS REPORT THIS ITEM.

<sup>c/</sup> LAND PRICE CONSTANT, 1/1/82-12/31/82.

<sup>d/</sup> INCLUDES CHARGE FOR LAND (SEE TABLE 7).

TABLE B. COUNTY AVERAGES - 1982 - S.W. (CONTINUED)

ITEMS	S.W. Ass'n. Average	Cottonwood	Jackson	Martin Faribault Watowan	Pipestone Murray	Nobles	Redwood Lyon Y. Med.
34 CORN YIELD PER ACRE (BU.)	126.3	137.2	134.2	145.6	109.8	119.4	126.8
35 TOTAL CROP RETURN PER ACRE	243.69	255.84	259.89	278.79	212.06	230.64	244.99
36 FERTILIZER (COSTS PER ACRE)	\$ 40.33	\$ 48.07	\$ 46.68	\$ 52.85	\$ 30.86	\$ 34.01	\$ 37.48
37 CHEMICALS	\$ 18.58	\$ 19.48	\$ 22.07	\$ 17.59	\$ 18.29	\$ 18.62	\$ 16.51
38 SEED & OTHER	\$ 31.66	\$ 32.80	\$ 31.61	\$ 32.31	\$ 28.12	\$ 31.48	\$ 34.17
39 CUSTOM WORK HIRED	\$ 4.75	\$ 2.68	\$ 12.41	\$ 3.85	\$ 4.30	\$ 4.16	\$ 3.06
40 MACHINERY - OWNERSHIP	\$ 30.78	\$ 30.98	\$ 30.08	\$ 33.79	\$ 27.29	\$ 32.05	\$ 31.47
41 MACHINERY - OPERATION	\$ 30.36	\$ 30.33	\$ 32.01	\$ 33.15	\$ 28.75	\$ 28.96	\$ 30.41
42 INTEREST ON MACHINERY	\$ 8.10	\$ 8.45	\$ 8.33	\$ 9.65	\$ 6.47	\$ 9.02	\$ 7.44
43 LAND COST	\$ 97.54	\$102.11	\$121.14	\$116.96	\$ 71.46	\$ 98.56	\$ 91.78
44 RETURN OVER ALL LISTED COSTS	\$-18.41	\$-19.06	\$-44.44	\$-21.36	\$-3.48	\$-26.22	\$-7.33
45 LISTED COST OF PRODUCTION PER BU.	\$ 2.07	\$ 2.07	\$ 2.27	\$ 2.06	\$ 1.96	\$ 2.15	\$ 1.99
46 SOYBEAN YIELD PER ACRE (BU.)	39.9	42.7	42.1	43.2	35.2	36.3	41.5
47 TOTAL CROP RETURN PER ACRE	\$197.59	\$211.45	\$209.61	\$213.33	\$177.39	\$179.39	\$203.41
48 FERTILIZER (COSTS PER ACRE)	\$ 1.86	\$ 2.62	\$ 1.84	\$ 1.81	\$ .85	\$ 1.45	\$ 2.55
49 CHEMICALS	\$ 17.01	\$ 15.58	\$ 19.96	\$ 15.43	\$ 15.92	\$ 19.00	\$ 16.64
50 SEED & OTHER	\$ 15.41	\$ 13.33	\$ 17.12	\$ 19.97	\$ 16.24	\$ 13.42	\$ 14.39
51 SPECIAL HIRED LABOR	\$ 1.00	\$ .81	\$ .51	\$ 1.23	\$ .92	\$ .68	\$ 1.71
52 CUSTOM WORK HIRED	\$ 3.51	\$ 1.70	\$ 9.33	\$ 2.33	\$ 5.09	\$ 2.41	\$ 1.85
53 MACHINERY - OWNERSHIP	\$ 25.15	\$ 25.55	\$ 24.48	\$ 28.72	\$ 20.54	\$ 26.58	\$ 25.90
54 MACHINERY - OPERATION	\$ 24.23	\$ 25.32	\$ 26.22	\$ 26.94	\$ 21.11	\$ 23.74	\$ 23.63
55 INTEREST ON MACHINERY	\$ 6.59	\$ 6.90	\$ 6.88	\$ 8.00	\$ 4.92	\$ 7.37	\$ 6.04
56 LAND COST	\$ 97.83	\$102.11	\$120.50	\$116.43	\$ 72.79	\$ 98.56	\$ 89.97
57 RETURN OVER ALL LISTED COSTS	\$ 4.94	\$ 17.18	\$-17.23	\$-7.53	\$ 19.01	\$-13.82	\$ 20.73
58 LISTED COST OF PRODUCTION PER BU.	\$ 4.83	\$ 4.55	\$ 5.39	\$ 5.11	\$ 4.51	\$ 5.32	\$ 4.40
<u>RETURN OVER ALL LISTED COSTS<sup>e/</sup></u>							
59 HOGS, FARROW-TO-FINISH, PER CWT.	\$ 23.90(21)	—————	\$ 21.76(6)	\$ 26.93(6)	—————	—————	\$ 20.47(6)
60 DAIRY COWS, PER HEAD	\$566.07(23)	\$704.26(5)	—————	—————	\$368.25(9)	—————	—————
61 BEEF COWS, PER HEAD	\$ 30.43(25)	\$ 68.69(5)	—————	—————	\$-4.64(8)	—————	\$ 34.70(7)
62 BEEF FEEDERS, PER CWT.	\$ 13.93(67)	\$ 22.20(10)	—————	\$ 8.21(8)	\$ 9.89(21)	\$ 14.86(10)	\$ 14.05(14)
<u>TOTAL LISTED COSTS PER UNIT PRODUCED</u>							
63 HOGS, FARROW-TO-FINISH, PER CWT	\$ 35.34	—————	\$ 35.38	\$ 32.26	—————	—————	\$ 36.90
64 DAIRY COWS, PER CWT. MILK	\$ 8.24	\$ 7.89	—————	—————	\$ 8.38	—————	—————
65 BEEF COWS, PER HEAD	\$230.37	\$242.69	—————	—————	\$254.57	—————	\$210.50
66 BEEF FEEDERS, PER CWT.	\$ 48.59	\$ 47.28	—————	\$ 56.62	\$ 45.85	\$ 46.73	\$ 50.01

<sup>e/</sup> NUMBERS IN PARENTHESES ARE NUMBERS OF FARMS

TABLE C. SUMMARY BY YEARS - WHOLE FARM ANALYSIS - S.W.

ITEMS	Average 1940-49	Average 1950-59	Average 1960-69	Average 1970-79	Average 1975-79	1979	1980	1981	1982
1 RECEIPTS									
2 CASH FLOW									
3 FROM LIVESTOCK	12,209	22,062	37,392	92,963	111,973	141,237	161,018	177,542	168,819
4 FROM CROPS	2,935	4,959	11,218	42,851	53,303	65,895	84,815	93,311	86,624
5 OTHER	897	956	1,605	4,777	6,127	7,058	11,567	9,112	7,904
6 SUBTOTAL CASH	16,041	27,977	50,215	140,591	171,403	257,400	157,400	279,965	263,382
7 NON-CASH									
8 INCREASE IN FARM CAPITAL	1,683	1,416	3,834	23,505	30,748	33,803	43,382	0	15,085
9 FAMILY LIVING	605	406	290	462	506	567	574	611	580
10 SUBTOTAL NON-CASH	2,288	1,822	4,124	23,967	31,254	34,370	43,956	611	15,665
11 TOTAL FARM RECEIPTS	18,329	29,799	54,339	164,558	202,657	248,560	301,356	280,576	279,047
12 EXPENSES									
13 CASH FLOW									
14 LIVESTOCK PURCH. & MISC. EXPENSES	3,038	7,612	14,261	36,575	43,781	65,213	75,916	66,639	61,256
15 FEED BOUGHT	2,559	4,889	7,959	19,006	24,544	27,095	31,054	43,462	37,123
16 CROPS	613	1,532	3,824	14,680	17,936	20,914	25,515	28,752	26,922
17 CUSTOM WORK HIRED	267	565	1,051	2,430	2,892	3,648	4,234	4,608	4,620
18 HIRED LABOR	683	937	1,265	3,290	3,933	4,720	5,129	6,142	6,642
19 REAL ESTATE REPAIR & UPKEEP	226	315	388	1,136	1,448	1,738	1,830	1,483	1,768
20 MACH. & EQUIP. REPAIR, OPN., FUEL	1,067	2,000	3,083	8,284	10,396	12,851	14,759	16,981	16,701
21 TAXES	362	766	1,687	3,242	3,807	4,738	5,193	4,491	5,485
22 GEN. FARM EXPENSES + UTILITIES	132	440	825	1,655	2,254	3,645	4,292	4,704	5,939
23 SUBTOTAL CASH OPERATING EXPENSE	8,947	19,056	34,343	90,298	110,991	167,922	167,992	177,261	166,460
24 CROP & LVSTK. MACH. & EQUIP. PURCH.	1,210	2,114	3,791	14,491	18,980	25,094	16,734	21,100	16,080
25 REAL ESTATE, BLDGS, FENCES & TILE PURCHASES	490	848	1,344	9,270	14,524	25,459	20,522	26,520	16,986
26 SUBTOTAL ASSET PURCHASES	1,700	2,962	5,135	23,761	33,504	50,553	37,256	47,620	33,066
27 SUBTOTAL CASH PURCHASES	10,647	22,018	39,478	114,059	144,495	205,179	205,248	224,880	199,526
28 NON-CASH									
29 DECREASE IN FARM CAPITAL	---	---	---	---	---	---	---	6,760	---
30 BOARD FURNISHED HIRED LABOR	126	92	83	178	203	264	243	241	210
31 INTEREST ON FARM CAPITAL	1,905	3,321	6,205	26,392	37,631	83,409 <sup>a/</sup>	88,742 <sup>a/</sup>	90,019 <sup>a/</sup>	71,788 <sup>a/</sup>
32 UNPAID FAMILY LABOR	340	369	581	3,163	3,035	3,961	3,593	3,951	2,638
33 SUBTOTAL NON-CASH EXPENSE	2,371	3,782	6,869	29,733	40,869	87,634	92,578	100,971	74,636
34 TOTAL FARM EXPENSE	13,018	25,800	46,347	143,792	185,364	305,729	297,826	325,851	274,162
35 RETURN TO OPER. LABOR & MGMT.	5,311	3,999	7,992	20,766	17,293	(-34,189) <sup>a/</sup>	(-4,372) <sup>a/</sup>	(-45,276) <sup>a/</sup>	4,886 <sup>a/</sup>
36 RETURN TO OPER. LABOR & MGMT. PLUS FAMILY LABOR PLUS FARM CAPITAL	7,556	7,689	14,778	50,321	57,959	53,181	87,963	48,694	79,312

<sup>a/</sup> Land valued at market price in '79, '80, '81 and '82. All other years, land valued at cost.

TABLE C. SUMMARY BY YEARS - WHOLE FARM ANALYSIS - S.W. (continued)

ITEMS	Average 1940-49	Average 1950-59	Average 1960-69	Average 1970-79	Average 1975-79	1979	1980	1981	1982
37 NUMBER OF FARMS	152	135	140	153	159	179	170	172	180
38 SIZE: TOTAL ACRES	278.2	279.4	370.0	492.2	510.9	526.7	522.7	535.8	541.2
39 TILLABLE ACRES	227.2	237.7	313.0	436.7	455.6	472.8	469.5	477.7	479.5
40 WORK UNITS	563.3	465.8	515.0	504.24	524.32	548.32	553.47	537.27	546.05
41 NO. OF WORKERS	2.01	1.67	1.66	1.79	1.83	1.94	1.87	1.83	1.75
42 FARM CAPITAL: TOTAL ON 12/31	38,934	67,363 <sup>d/</sup>	121,551	406,489	563,277	1,208,458 <sup>c/</sup>	1,285,452 <sup>c/</sup>	1,282,606 <sup>c/</sup>	1,033,081 <sup>c/</sup>
43 CHANGE 1/1-12/31	1,683	1,942 <sup>d/</sup>	3,834	23,154	30,083	33,802	35,411	(-6,760)	15,085
44 MEASURES OF FARM ORG. & MGMT. EFFICIENCY									
45 PERCENT LAND IN HIGH RETURN CROPS	48.1	61.5	67.8	75.8	80.5	90.4	88.8	88.2	89.7
46 LIVESTOCK UNITS PER 100 ACRES	22.2	34.8	39.6	37.51	36.43	35.29	37.79	40.81	35.40
47 WORK UNITS PER WORKER	282.4	279.0	310.0	282.61	286.56	282.64	295.98	313.26	312.03
48 EXPENSES PER WORK UNITS	\$4.43	\$11.22	\$16.99	\$48.10	\$59.15	\$70.93	\$76.22	\$80.76	\$87.35
49 MONTHLY CHARGE FOR:									
50 UNPAID FAMILY LABOR	117	132	154	435	550	700	700	800	800
51 SECOND OPERATOR	a/	132	233	b/	b/	1,250	1,250	1,250	1,250
52 BOARD FOR HIRED LABOR	35	37	43	108	146	240	180	180	180
KEY MEASURES IN CONSTANT DOLLARS									
53 CASH RECEIPTS (#6) <sup>e/</sup>	29,897	34,658	52,520	92,157	92,420	98,523	104,295	102,777	91,098
54 NON-CASH RECEIPTS (#10)	4,264	2,257	4,313	15,710	16,852	15,810	17,810	224	5,418
55 TOTAL FARM RECEIPTS (#11)	34,161	36,915	56,833	107,867	109,272	114,333	122,105	103,001	96,516
56 CASH OPERATING EXPENSE (#23)	16,675	23,607	35,919	59,190	59,846	66,496	68,040	65,074	57,575
57 ASSET PURCHASES (#26)	3,168	3,669	5,371	15,575	18,065	23,253	15,096	17,482	11,437
58 CASH PURCHASES (#27)	19,843	27,276	41,290	74,765	77,911	89,749	83,136	82,555	69,011
59 NON-CASH EXPENSE (#33)	4,432	4,685	7,184	19,490	22,037	40,310	37,511	37,346	25,815
60 TOTAL FARM EXPENSE (#34)	24,275	31,961	48,474	94,255	99,948	130,059	123,877	119,901	94,826
61 RETURN TO OPER. LABOR & MGMT. + FAMILY LABOR + FARM CAPITAL (#36)	14,088	9,525	15,456	32,985	31,251	24,462	35,641	17,876	27,432
62 FARM CAPITAL: TOTAL ON 12/31 (#42)	72,565	83,342 <sup>d/</sup>	127,130	266,453	303,719	555,868 <sup>c/</sup>	520,848 <sup>c/</sup>	470,854 <sup>c/</sup>	357,319 <sup>c/</sup>
63 CHANGE 1/1-12/31 (#43)	3,137	2,403 <sup>d/</sup>	4,010	15,177	16,221	15,548	14,348	(-2,482)	5,218

a/ Data from previous summaries not available in this form.

b/ Labor earnings were divided between the various partners.

c/ Land valued at market price in '79, '80, '81, '82. All other years, land valued at cost.

d/ Data for 1954-55 not available; eight-year average is used.

e/ Numbers in ( ) refer to line number on previous page.

TABLE D. SUMMARY BY YEARS - S.W.  
OPERATOR'S SHARE ANALYSIS  
CURRENT DOLLAR VALUE

	Average 1940-49 <sup>a/</sup>	Average 1950-59 <sup>b/</sup>	Average 1960-69	Average 1970-79	Average 1975-79	1979	1980	1981	1982
1 FARMER'S NET WORTH: TOTAL ON 12/31	30,416	42,494	63,591	203,940	277,194	556,268 <sup>c/</sup>	543,968 <sup>c/</sup>	616,921 <sup>c/</sup>	433,625 <sup>a/</sup>
2 CHANGE 1/1-12/31	3,357	1,815	4,687	20,295	22,282	12,946	25,116	(-8,459)	10,603
3 RATIO OF ASSETS TO LIABILITIES 12/31'	5.38	4.098	2.583	2.851	3.052	4.036 <sup>c/</sup>	3.573 <sup>c/</sup>	3.598 <sup>c/</sup>	2.717
4 TOTAL CASH LIVING EXPENSE	1,799	3,201	4,518	10,035	12,192	13,882	16,032	16,149	16,554
5 TOTAL FARM RECEIPTS: OP SHARE-T6A L40	18,654	25,963	52,752	158,979	195,473	242,327	284,123	263,616	277,578
6 TOTAL FARM EXPENSES: OP SHARE-T6B L46	12,951	23,397	45,364	138,843	176,317	249,034	267,913	289,239	264,087
7 RETURN TO OPER. LABOR & MGMT.-T6B L47	5,703	2,566	7,388	20,136	19,156	(-6,707) <sup>c/</sup>	16,210 <sup>c/</sup>	(-25,623) <sup>c/</sup>	13,491 <sup>c/</sup>
8 RETURN TO OPER. LABOR & MGMT. PLUS EQUITY & FAMILY LABOR-T6B L48	6,610	5,610	9,822	31,022	34,612	28,746	46,713	2,272	25,838

OPERATOR'S SHARE ANALYSIS  
CONSTANT DOLLAR VALUE<sup>d/</sup>

	Average 1940-49 <sup>a/</sup>	Average 1950-59 <sup>b/</sup>	Average 1960-69	Average 1970-79	Average 1975-79	1979	1980	1981	1982
9 FARMER'S NET WORTH: TOTAL ON 12/31	52,188	52,408	66,357	132,765	148,132	255,873	220,408	226,476	149,981
10 CHANGE 1/1-12/31	5,760	2,238	4,891	13,212	11,908	5,955	10,177	(-3,105)	3,667
11 TOTAL CASH LIVING EXPENSE	3,481	3,970	4,708	6,553	6,567	6,385	6,496	5,928	5,726
12 TOTAL FARM RECEIPTS: OP SHARE	32,007	32,020	54,292	94,259	102,193	111,466	115,123	96,775	96,008
13 TOTAL FARM EXPENSES: OP SHARE	22,221	28,856	46,689	82,320	92,179	114,551	108,555	106,182	91,342
14 RETURN TO OPER. LABOR & MGMT.	9,786	3,164	7,604	11,939	10,015	(-3,085)	6,568	(-9,406)	4,666
15 RETURN TO OPER. LABOR & MGMT. PLUS EQUITY & FAMILY LABOR	11,341	6,919	10,109	18,393	18,095	13,223	18,927	834	8,937
16 CONSUMER PRICE INDEX, ALL ITEMS <sup>e/</sup>	5.83	81.1	97.2	168.7	191.3	217.4	246.8	272.4	289.1

<sup>a/</sup> Data not available for 1940-42; seven year average is used.

<sup>b/</sup> Data not available for 1954-55; eight year average is used.

<sup>c/</sup> Land valued at market price in 1979, 1980, 1981 and 1982. All other years, land valued at cost.

<sup>d/</sup> Used Consumer Price Index for "all items" (1967=100). Ten-year averages were obtained by dividing the number of farms each year by the index for that year, then adding the results and dividing the sum by the total number of farms reporting in those ten years.

<sup>e/</sup> Calculated as described in footnote <sup>d/</sup> above.

TABLE E. MISCELLANEOUS ITEMS - S.W. - SUMMARY BY YEARS

	Average 1940-49	Average <sup>b/</sup> 1950-59	Average 1960-69	Average 1970-79	Average 1975-79	1978	1979	1980	1981	1982
RETURN ABOVE FEED COST PER										
DAIRY COW	81.92	125.36	183.64	443.34	594.8	744.78	879.53	915.70	1,019.72	1,075.40
100 LBS. FEEDER CATTLE PRODUCED	5.35	5.55	3.62	8.39	13.43	29.88	17.49	3.72	5.13	22.27
EWE	5.71	6.50	7.53	16.97	24.68	23.83	34.41	20.51	32.16	4.15
100 LBS. HOGS PRODUCED	5.07	5.98	6.66	13.77	18.80	27.75	11.38	13.12	11.98	32.13
HEN	1.92	1.23	.86	.86*	---	---	---	---	---	---
BEEF COW	31.26	37.22	32.59	60.03	80.89	224.42	148.20	128.31	-3.64	109.64
FEED COST PER										
DAIRY COW	87.68	146.65	207.11	440.36	569.68	536.78	571.78	666.19	706.24	632.86
100 LBS. FEEDER CATTLE PRODUCED	16.01	19.58	19.37	32.98	38.31	33.29	36.92	41.52	42.12	40.16
EWE	3.86	8.44	12.57	36.66	47.75	51.99	52.53	59.30	73.86	58.92
100 LBS. HOGS PRODUCED	9.82	11.68	11.51	20.21	24.68	23.92	25.90	28.37	29.81	26.24
HEN	3.18	4.31	3.48	3.75*	---	---	---	---	---	---
BEEF COW	51.43	92.50	76.90	140.53	168.66	151.87	171.56	177.83	181.38	151.16
MISCELLANEOUS LIVESTOCK INFORMATION										
NUMBER OF DAIRY COWS <sup>a/</sup>	4.45	4.37	6.10	7.77	6.81	4.92	5.87	6.38	6.43	6.11
HEAD IN BEEF BREEDING HERD <sup>a/</sup>	4.19	9.55	6.29	12.3	12.7	16.0	11.9	11.7	7.92	7.83
POUNDS OF FEEDER CATTLE PRODUCED <sup>a/</sup>	7,846	19,228	44,152	56,211	55,460	58,689	60,916	60,708	65,088	53,148
LITTERS OF PIGS <sup>a/</sup>	19.03	23.08	28.27	34.58	35.77	34.42	32.27	34.29	40.29	40.83
POUNDS OF HOGS PRODUCED <sup>a/</sup>	32,158	39,860	53,001	63,523	63,923	58,731	54,302	56,210	69,203	68,864
NUMBER OF HENS <sup>a/</sup>	198	192	193	180*	---	---	---	---	---	---
POUNDS OF BUTTERFAT PER DAIRY COW	251	296	368	426	450	462	463	458	472.5	481.8
PIGS WEANED PER LITTER	6.2	6.9	7.2	7.4	7.6	7.5	7.5	7.7	7.8	7.8
PERCENT LAMB CROP	107	109	105	114	125	151	126	193	185.4	163.3
EGGS PER HEN	150	189	209	215*	---	---	---	---	---	---

\*SEVEN-YEAR AVERAGE.

<sup>a/</sup> THE READER IS CAUTIONED THAT THESE SIX ITEMS ARE CALCULATED AS FOLLOWS. THE TOTAL NUMBER OF HEAD, POUNDS, LITTERS, HENS, ETC., REPORTED BY ALL FARMERS WHOSE RECORDS ARE INCLUDED IN THE SUMMARY AVERAGES, IS DIVIDED BY THE NUMBER OF RECORDS INCLUDED IN THE ANALYSIS (FIRST LINE, TABLE 23). THUS, THESE ITEMS ARE NOT AVERAGES PER FARM REPORTING THIS ITEM; INSTEAD, THEY ARE AVERAGES FOR ALL FARMS INCLUDED IN THE SUMMARY, REGARDLESS OF WHETHER ALL FARMS HAD THAT PARTICULAR LIVESTOCK ENTERPRISE OR NOT. THE CORRECT INTERPRETATION OF SUCH INFORMATION IS TO DISPLAY TRENDS OVER TIME IN AGRICULTURE IN THE AREAS IN WHICH RECORD KEEPERS LIVE WHOSE RECORDS ARE INCLUDED IN THE SUMMARY. FOR EXAMPLE, THE NUMBER OF HENS IS DECREASING, THE NUMBER OF LITTERS BEING FALLOWED IS INCREASING, ETC., IN THE GENERAL AREA COVERED BY THE SOUTHWESTERN MINNESOTA FARM MANAGEMENT ASSOCIATION. METHOD OF CALCULATION CHANGED SLIGHTLY IN 1977.

<sup>b/</sup> DATA WAS NOT AVAILABLE FOR 1954-55. FIGURES ARE BASED ON AN EIGHT-YEAR AVERAGE.

TABLE E. MISCELLANEOUS ITEMS - S.W. - SUMMARY BY YEARS (CONTINUED)

	Average 1940-49	Average 1950-59	Average 1960-69	Average 1970-79	Average 1975-79	1978	1979	1980	1981	1982
PRICE RECEIVED PER										
POUND OF BUTTERFAT IN MILK	.76	.94 <sup>a/</sup>	1.06	2.03	2.56	2.70	3.11	3.42	3.66	3.71
100 LBS. OF FAT CATTLE	15.51	24.40 <sup>a/</sup>	24.01	41.42	47.73	50.59	64.76	65.06	62.25	62.76
POUND OF WOOL	.39	.57 <sup>a/</sup>	.57	.84	.96	1.03	1.09	---	---	---
DOZEN EGGS	.31	.33 <sup>a/</sup>	.27	---	---	---	---	---	---	---
100 LBS. OF HOGS SOLD	14.72	17.72 <sup>a/</sup>	18.19	34.36	44.03	48.03	41.97	40.25	44.04	54.11
PRICE OF FEED										
CORN, BU.	.97	1.21	1.05	1.92	2.27	2.00	2.25	2.50	2.70	2.20
OATS, BU.	.60	.67	.62	1.07	1.30	1.10	1.30	1.50	1.80	1.25
BARLEY, BU.	.95	1.04	1.02	---	---	1.80	2.00	---	2.30	2.30
ALFALFA HAY, TON	14.30	18.25	20.10	39.60	53.00	40.00	40.00	50.00	65.00	50.00
TIMOTHY HAY, TON	8.55	10.58	11.61	---	---	---	35.00	40.00	50.00	40.00
CORN SILAGE, TON	4.64	6.05	6.98	13.38	17.60	15.00	15.00	18.00	20.00	18.00
ACRES PER FARM										
SMALL GRAINS	91.13	59.55	32.85	28.02	31.67	22.7	13.4	24.2	24.5	21.8
CULTIVATED CROPS	85.99	130.39	220.38	361.15	388.80	390.3	423.6	420.0	423.6	421.5
TILLABLE LAND IN HAY	23.65	31.63	29.16	22.46	22.07	18.8	19.9	17.3	18.9	18.0
TILLABLE LAND IN PASTURE	20.27	14.03	5.62	3.53	3.47	1.4	3.6	2.5	1.2	1.3
TILLABLE LAND NOT CROPPED	3.85	1.77	35.51 <sup>c/</sup>	21.13 <sup>c/</sup>	8.95	25.9	12.3	5.4	9.4	16.9
TOTAL TILLABLE LAND	224.89	237.37	323.52	436.38	455.14	459.9	472.8	469.4	477.6	479.5
NON-TILLABLE LAND	44.92	41.99	46.68	55.82	55.69	56.4	53.8	53.3	58.0	61.8
TOTAL ACRES PER FARM	269.71	279.36	370.20	492.20	510.83	516.3	526.6	522.7	535.6	541.3
YIELD PER ACRE										
FLAX, BU.	b/	11.86	14.40	---	---	---	---	---	---	---
OATS, BU.	b/	46.03	57.74	69.97	68.61	61.2	60.0	69.8	52.6	81.4
CORN FOR GRAIN, BU.	b/	55.63	77.84	89.40	87.10	114.7	107.5	109.8	126.4	126.3
CORN SILAGE, TON	b/	9.47	12.36	14.38	13.60	15.7	15.2	14.5	15.1	16.1
SOYBEANS, BU.	b/	21.55	25.42	33.44	34.76	41.1	31.2	37.4	38.6	39.9
ALFALFA HAY, TON	b/	2.50	3.03	3.78	3.82	4.6	4.9	4.1	3.7	4.6

<sup>a/</sup> RECORDS NOT AVAILABLE FOR 1954-55; EIGHT-YEAR AVERAGE IS USED.

<sup>b/</sup> DATA NOT AVAILABLE IN THIS FORM.

<sup>c/</sup> INCLUDING FEED GRAIN PROGRAM.

<sup>d/</sup> NEGATIVE SIGN MEANS THAT AREA DOUBLE CROPPED EXCEEDED AREA NOT CROPPED BY AMOUNT SHOWN.