

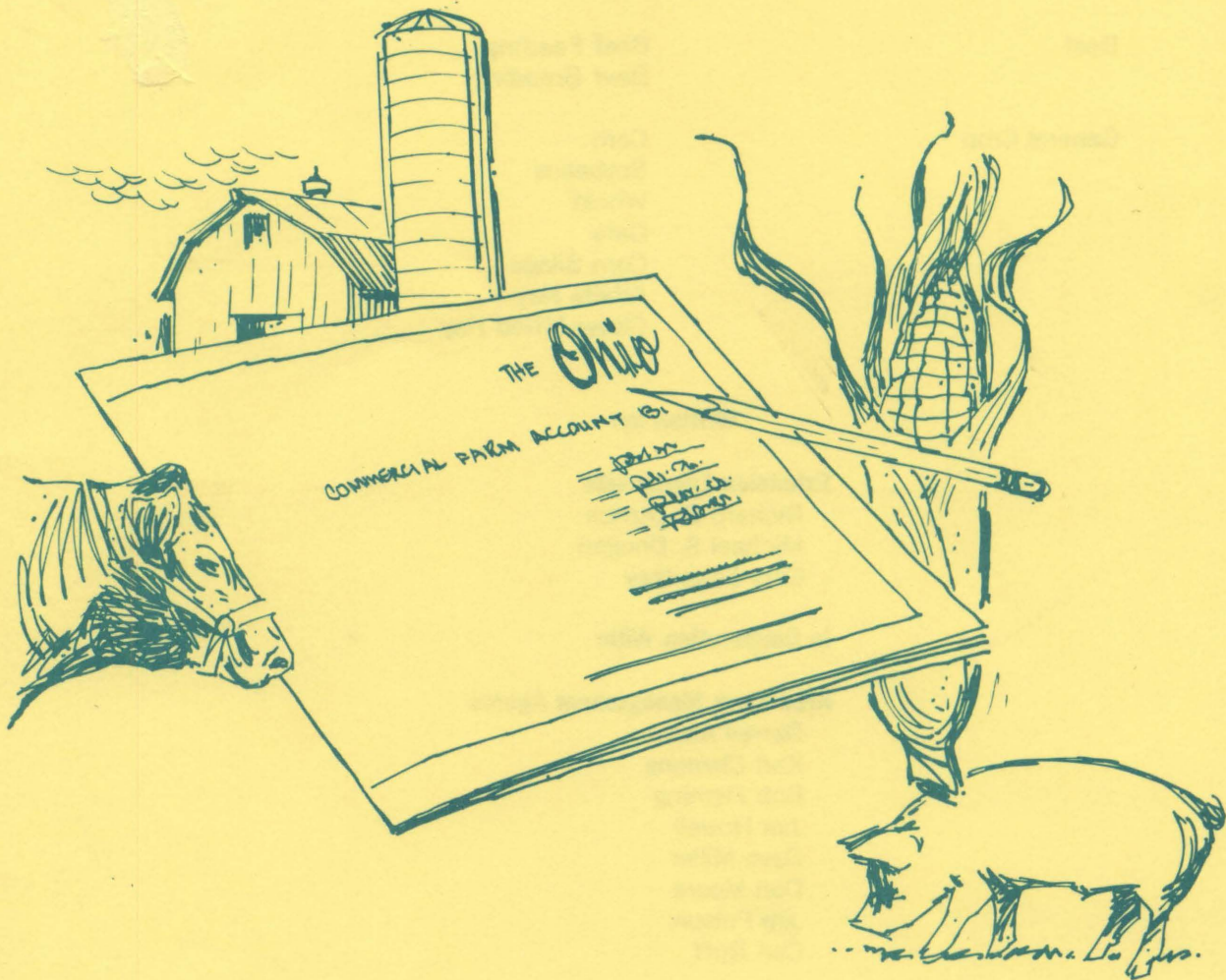
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Extension No. MM-357
ESO No. 791

1980

Farm Business Analysis Report

GENERAL CROP SUMMARY



Department of Agricultural Economics and Rural Sociology

OSU Cooperative Extension Service
The Ohio State University

SUMMARIES AVAILABLE FOR 1980

TOTAL FARM SUMMARIES

Dairy
Dairy By Herd Size
Swine
Beef
General Crop

ENTERPRISE SUMMARIES INCLUDED

Dairy
Milk
Farrow and Finish
Feeder Pig
Beef Feeding
Beef Breeding
Corn
Soybeans
Wheat
Oats
Corn Silage
Alfalfa Hay
Clover-Mixed Hay

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1980 OHIO FARM BUSINESS ANALYSIS SUMMARY

GENERAL CROP SUMMARY

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INTRODUCTION

This summary is one of five summaries compiled annually at The Ohio State University. The data used in this summary came from complete and accurate farm and enterprise records submitted for analysis at the University. This summary follows a format similar to the detailed individual analysis that is received by the 465 operators who participated in the 1980 Ohio Farm Business Analysis program. Strengths and weaknesses of an individual's overall farming operation or crop enterprise can be identified by comparing the individual's records to the overall information presented here.

This summary consists of three parts: owner-operator general crop farm summary, tenant-only farm summary, and individual crop enterprise summaries. Data for the owner-operator summary came from farms that have at least 50-70% of their gross farm income from crop production and are owners of the assets used in crop production. The tenant-only summary data came from farms that have 50% of their gross income from crop production and owns less than 15% of his crop producing land. Enterprise summaries, which include corn, soybeans, wheat, corn silage, alfalfa, and clover-mixed hay, are prepared from all complete enterprise data available for analysis.

Both farm and enterprise are ranked in income group according to their per hour return to labor and management.

CHANGE IN INTEREST NOT CHARGED

Interest not charged, which approximates a charge for interest on equity capital, has been revised for the 1980 calculations. The percent figure used for 1980 is 9.0, which is up from 7.5 percent used in recent years. This change affects several numbers throughout the summary, both in the total farm summaries and in the enterprise summaries. In all summaries total expenses and overhead costs are increased, while management income and profit, and return to operator and family labor, management and profit are decreased. Also, the 9% rate causes total non-cash expenses to increase on the enterprise summaries. The major effect is evident when making comparisons with other years' data.

HIGHLIGHTS

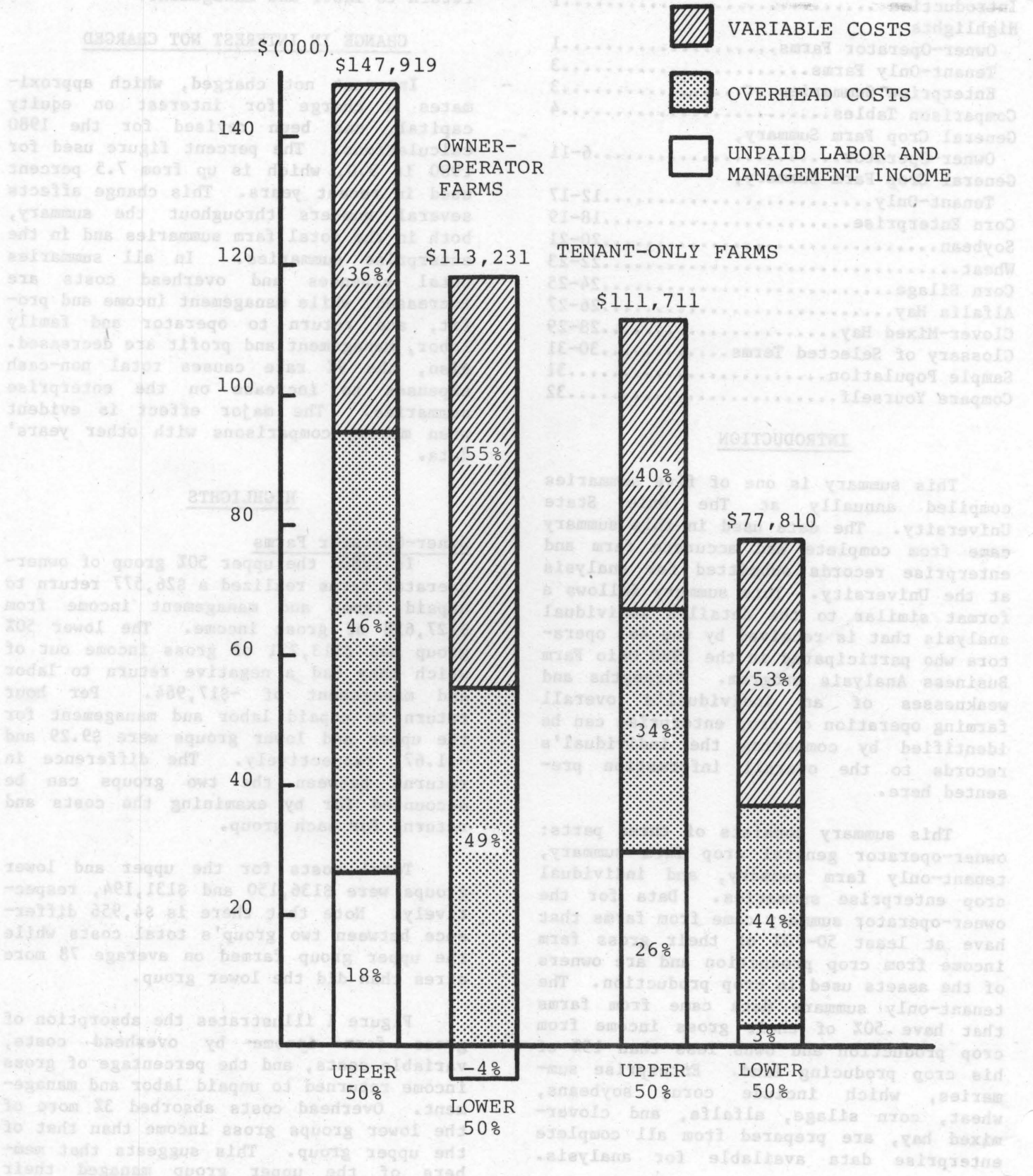
Owner-Operator Farms

In 1980, the upper 50% group of owner-operator farms realized a \$26,577 return to unpaid labor and management income from \$127,658 of gross income. The lower 50% group had \$113,231 of gross income out of which they had a negative return to labor and management of -\$17,964. Per hour return to unpaid labor and management for the upper and lower groups were \$9.29 and -\$1.67, respectively. The difference in returns between the two groups can be accounted for by examining the costs and returns for each group.

Total costs for the upper and lower groups were \$136,150 and \$131,194, respectively. Note that there is \$4,956 difference between two group's total costs while the upper group farmed on average 78 more acres than did the lower group.

Figure 1 illustrates the absorption of gross farm income by overhead costs, variable costs, and the percentage of gross income returned to unpaid labor and management. Overhead costs absorbed 3% more of the lower groups gross income than that of the upper group. This suggests that members of the upper group managed their

FIGURE 1 - DISTRIBUTION OF GROSS FARM INCOME
OHIO GENERAL CROP FARMS - 1980



assets more efficiently than the lower group. There was a large difference in the percentage of gross income absorbed by variable costs between the two groups. The lower group absorbed 19% more income than did the upper group which indicates superior management practices were used by the upper 50% group. These practices include weed and insect control, timeliness of planting and harvest, tillage methods, and machinery management.

The upper half farms averaged 439 tillable acres harvested at a value of \$290 per acre. This compared to 361 acres harvested at a value of \$221 per acre for the lower half farms. This shows the importance of using good production practices along with the need for an effective marketing program.

Table 1 gives a five-year comparison of several cost and return items for both owner-operator and tenant-only crop farms. This shows the rising cost structure of farming over the last several years which means farmers need to become increasingly efficient in managing their operation.

Tenant-Only Farms

Tenant farmers must generate their profit mainly from operator's labor and management. This can be done by achieving a high gross farm income while controlling the costs that absorb gross income. The upper 50% group was more successful at generating gross income than was the lower 50% group. The gross farm income for the upper half and the lower half was \$111,711 and \$77,810, respectively. Two primary reasons for this difference was that the upper group farmed an average 66 acres more than the lower group and achieved a higher rate of return on those acres. The upper half had a \$238 gross return per acre while the lower group showed a \$182 return. The higher return per acre for the upper group can be attributed to their higher crop yields per acre and better marketing of the crops produced.

There was a 44% increase in the amount of gross farm income generated by the upper group over the lower group. However, the increase in total expenses of the upper group over the lower half was 6%. Figure 1 illustrates the percentage of income absorbed by expenses. The lower half used 10% more gross income covering overhead costs suggesting that they did not use

their total assets as effectively as did the upper half. Also, 13% more of the lower half gross income was absorbed by variable costs than was the upper half's. Variable costs are tied closely to production practices which leads to the conclusion that the upper group had better production management.

Enterprise Summaries

Specific information about six major general crops is found in the individual crop enterprise summaries on pages 18-29. Yield, cost, and efficiency statistics are given on a per acre basis for each of the six crops. Figure 2, on page 5, breaks down the cost per bushel of producing corn, soybeans and wheat among unpaid labor, fertilizer and lime, seed, other non-cash expenses, and other cash expenses. Unpaid labor is a non-cash expense which represents the value of operator and family labor used in that enterprise. Other non-cash expenses include depreciation and a charge for equity capital (interest not charged). Other cash expenses include such items as crop supplies (herbicides, insecticides, etc.), machinery repairs, fuel, drying and storage, taxes, and rent.

A five year comparison of the cost of production for the upper 50% (or 25%) producers of corn, soybeans, and wheat is shown in Table 2. The cost per bushel of soybeans and wheat rose by a greater percentage than the respective values per bushel. However, corn prices climbed 27% while corn production expenses were only 11% higher.

The upper 50% corn producers planted an average of 168 acres, yielding about 111 bushels per acre, in 1980. Unpaid labor and management income totaled \$68.66 per acre or \$10.99 per hour. The top 50% soybean producers planted an average of 134 acres, yielding about 34 bushels per acre. Their unpaid labor and management income was \$57.54 per acre or \$10.04 per hour.

The average unpaid labor and management income for the other enterprises summarized were wheat: -\$7.20 per acre, -\$1.19 per hour; corn silage: -\$3.82, -\$0.42; alfalfa: \$3.69, \$.48; and clover-mixed hay: -\$23.25, -\$2.02. An oats enterprise was not included in the general crop summary since too few individual oat enterprises were analyzed in 1980 to provide meaningful data.

Table 1 - Comparison of Data from Upper 50% Crop Summary 1976-1980

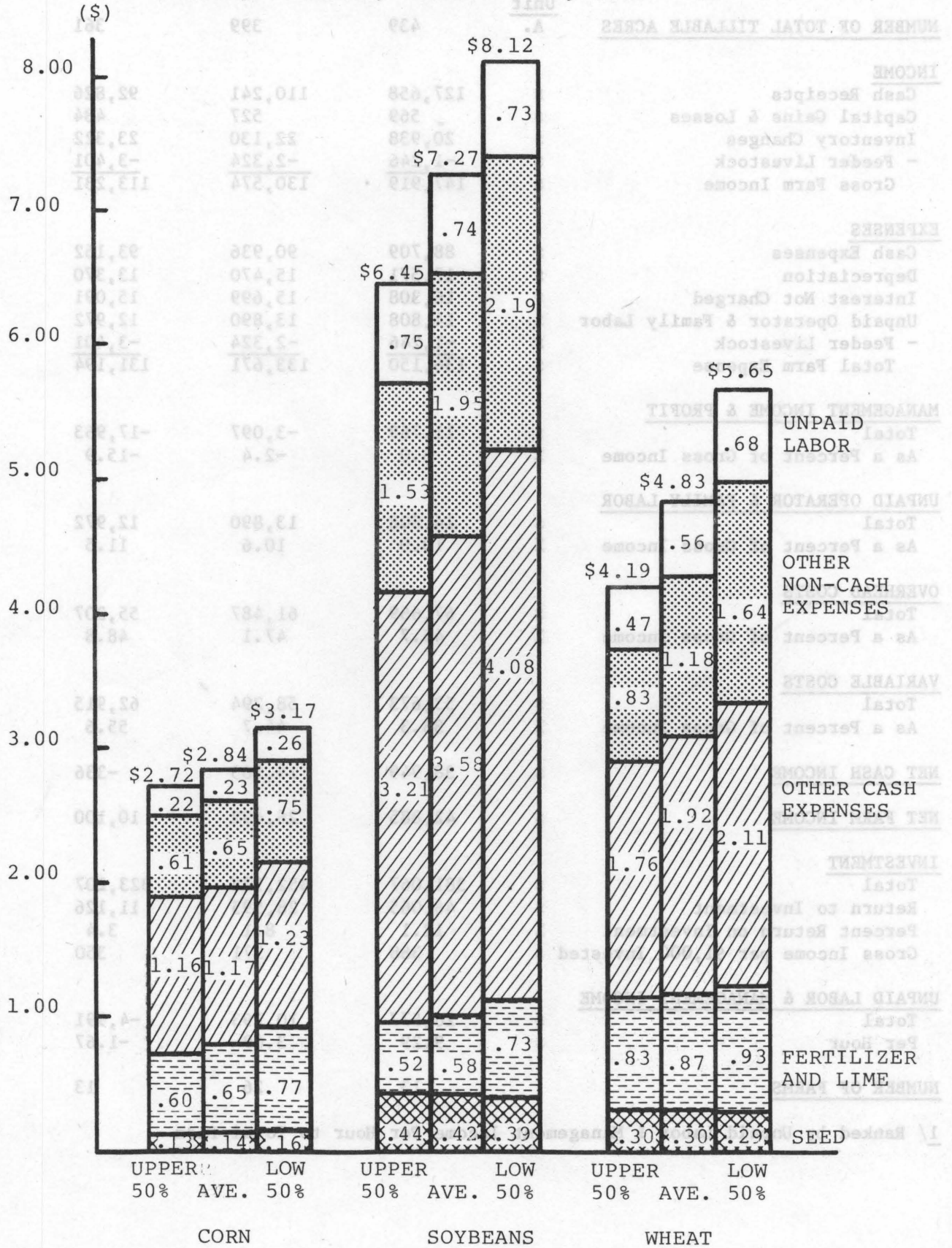
| <u>ITEM</u> | <u>Unit</u> | <u>1976</u> | <u>1977</u> | <u>1978</u> | <u>1979</u> | <u>1980</u> |
|---|-------------|-------------|-------------|-------------|-------------|-------------|
| <u>OWNER-OPERATOR FARMS</u> | | | | | | |
| Total Unpaid Labor and Management Income Per Hour | \$ | 11.93 | 6.44 | 14.55 | 8.19 | 9.29 |
| General Crop Production Value Per Acre | \$ | 230 | 171 | 224 | 247 | 305 |
| Fertilizer & Lime Cost/Per Acre | \$ | 39 | 29 | 35 | 36 | 43 |
| Machinery Investment/Tillable Acre | \$ | 101 | 109 | 119 | 133 | 163 |
| Machinery Cost/Tillable Acre | \$ | 40 | 42 | 49 | 51 | 72 |
| <u>TENANT ONLY FARMS</u> | | | | | | |
| Total Unpaid Labor and Management Income Per Hour | \$ | 18.34 | 9.74 | 10.45 | 10.21 | 13.84 |
| General Crop Production Value Per Acre | \$ | 156 | 135 | 121 | 175 | 235 |
| Fertilizer & Lime Cost/Per Acre | \$ | 23 | 19 | 21 | 20 | 38 |
| Machinery Investment/Per Acre | \$ | 95 | 83 | 112 | 133 | 150 |
| Machinery Cost/Per Acre | \$ | 34 | 33 | 42 | 52 | 63 |

Table 2 - Comparison of Cost of Production For Corn, Soybeans, and Wheat, Upper 50%, 1976-1980

| | <u>Unit</u> | <u>1976</u> | <u>1977</u> | <u>1978</u> | <u>1979</u> | <u>1980</u> |
|--------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| <u>CORN</u> | | | | | | |
| Value Per Bushel Produced | \$ | 2.42* | 2.04* | 2.14* | 2.45* | 3.12 |
| Total Cost Per Bushel Produced | \$ | 1.82* | 1.95* | 1.79* | 2.44* | 2.72 |
| Cash Cost Per Bushel Produced | \$ | 1.14* | 1.41* | 1.21* | 1.59* | 1.89 |
| <u>SOYBEANS</u> | | | | | | |
| Value Per Bushel Produced | \$ | 6.54 | 5.83 | 6.36 | 6.53 | 7.38 |
| Total Cost Per Bushel Produced | \$ | 4.50 | 4.19 | 4.79 | 5.32 | 6.45 |
| Cash Cost Per Bushel Produced | \$ | 2.30 | 2.39 | 3.44 | 3.45 | 4.17 |
| <u>WHEAT</u> | | | | | | |
| Value Per Bushel Produced | \$ | 3.06* | 2.42 | 3.47 | 4.08 | 4.11 |
| Total Cost Per Bushel Produced | \$ | 2.64* | 2.77 | 3.15 | 3.62 | 4.19 |
| Cash Cost Per Bushel Produced | \$ | 1.63* | 1.79 | 1.99 | 2.76 | 2.90 |

* Upper 25%

FIGURE 2 - COST PER BUSHEL OF PRODUCING
CORN, SOYBEANS, WHEAT - OHIO, 1980



1980 OHIO FARM BUSINESS ANALYSIS REPORT

GENERAL CROP FARM SUMMARY, OWNER-OPERATOR^{1/}

| | Unit | Upper 50% | Average | Lower 50% | My Farm |
|---|------|-----------|---------|-----------|---------|
| <u>NUMBER OF TOTAL TILLABLE ACRES</u> | A. | 439 | 399 | 361 | |
| <u>INCOME</u> | | | | | |
| Cash Receipts | \$ | 127,658 | 110,241 | 92,826 | |
| Capital Gains & Losses | \$ | 569 | 527 | 484 | |
| Inventory Changes | \$ | 20,938 | 22,130 | 23,322 | |
| - Feeder Livestock | \$ | -1,246 | -2,324 | -3,401 | |
| Gross Farm Income | \$ | 147,919 | 130,574 | 113,231 | |
| <u>EXPENSES</u> | | | | | |
| Cash Expenses | \$ | 88,709 | 90,936 | 93,162 | |
| Depreciation | \$ | 17,571 | 15,470 | 13,370 | |
| Interest Not Charged | \$ | 16,308 | 15,699 | 15,091 | |
| Unpaid Operator & Family Labor | \$ | 14,808 | 13,890 | 12,972 | |
| - Feeder Livestock | \$ | -1,246 | -2,324 | -3,401 | |
| Total Farm Expense | \$ | 136,150 | 133,671 | 131,194 | |
| <u>MANAGEMENT INCOME & PROFIT</u> | | | | | |
| Total | \$ | 11,769 | -3,097 | -17,963 | |
| As a Percent of Gross Income | % | 8.0 | -2.4 | -15.9 | |
| <u>UNPAID OPERATOR & FAMILY LABOR</u> | | | | | |
| Total | \$ | 14,808 | 13,890 | 12,972 | |
| As a Percent of Gross Income | % | 10.0 | 10.6 | 11.5 | |
| <u>OVERHEAD COSTS</u> | | | | | |
| Total | \$ | 67,669 | 61,487 | 55,307 | |
| As a Percent of Gross Income | % | 45.7 | 47.1 | 48.8 | |
| <u>VARIABLE COSTS</u> | | | | | |
| Total | \$ | 53,673 | 58,294 | 62,915 | |
| As a Percent of Gross Income | % | 36.3 | 44.7 | 55.6 | |
| <u>NET CASH INCOME</u> | | | | | |
| | \$ | 38,949 | 19,305 | -336 | |
| <u>NET FARM INCOME</u> | | | | | |
| | \$ | 42,885 | 26,492 | 10,100 | |
| <u>INVESTMENT</u> | | | | | |
| Total | \$ | 381,067 | 352,138 | 323,207 | |
| Return to Investment | \$ | 46,065 | 28,595 | 11,126 | |
| Percent Return on Investment | % | 12.1 | 8.1 | 3.4 | |
| Gross Income per \$1,000 Invested | \$ | 388 | 371 | 350 | |
| <u>UNPAID LABOR & MANAGEMENT INCOME</u> | | | | | |
| Total | \$ | 26,577 | 10,793 | -4,991 | |
| Per Hour | \$ | 9.29 | 3.69 | -1.67 | |
| <u>NUMBER OF FARMS</u> | | | | | |
| | | 13 | 26 | 13 | |

^{1/} Ranked by Unpaid Labor & Management Income Per Hour to Total Farm

1980 OHIO FARM BUSINESS ANALYSIS REPORT

GENERAL CROP FARM SUMMARY, OWNER-OPERATOR

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|----------------------------------|-------------|------------------|----------------|------------------|----------------|
| <u>CASH RECEIPTS</u> | | | | | |
| Milk and Cream | \$ | | | | _____ |
| Poultry and Eggs | \$ | 70 | 35 | -0- | _____ |
| General Crops | \$ | 108,992 | 89,085 | 69,179 | _____ |
| Special Crops | \$ | -0- | 147 | 295 | _____ |
| Cash Rent & Royalties | \$ | 829 | 791 | 753 | _____ |
| Labor Off Farm | \$ | 2,819 | 1,412 | 6 | _____ |
| Custom Work | \$ | 799 | 874 | 948 | _____ |
| Wool | \$ | 58 | 61 | 64 | _____ |
| Other Livestock Products | \$ | -0- | 7 | 15 | _____ |
| Tax Refund | \$ | 228 | 336 | 443 | _____ |
| Patronage Dividend | \$ | 59 | 109 | 158 | _____ |
| Miscellaneous Receipts | \$ | 446 | 392 | 338 | _____ |
| Government Payments | \$ | 1,644 | 968 | 291 | _____ |
| Government Crop Payments | \$ | 5 | 50 | 95 | _____ |
| Market Livestock | | | | | _____ |
| Swine | \$ | 9,568 | 10,920 | 12,273 | _____ |
| Cattle | \$ | 1,784 | 4,049 | 6,315 | _____ |
| Lambs | \$ | 357 | 1,005 | 1,653 | _____ |
| Total Cash Receipts | \$ | 127,658 | 110,241 | 92,826 | _____ |
| <u>CASH EXPENSES</u> | | | | | |
| Hired Labor | \$ | 2,247 | 2,229 | 2,211 | _____ |
| Feed Purchased | \$ | 4,046 | 6,520 | 8,994 | _____ |
| Farm Supplies | \$ | 5,573 | 5,985 | 6,397 | _____ |
| Machinery Repairs | \$ | 4,323 | 4,788 | 5,252 | _____ |
| Bldg., Fence, Tile, Etc. Repairs | \$ | 2,386 | 1,548 | 711 | _____ |
| Fuel, Oil and Grease | \$ | 4,908 | 5,309 | 5,709 | _____ |
| Utilities (Farm Share) | \$ | 929 | 855 | 781 | _____ |
| Drying and Storage | \$ | 1,271 | 1,332 | 1,392 | _____ |
| Miscellaneous Expenses | \$ | 2,276 | 1,942 | 1,608 | _____ |
| Seeds and Plants | \$ | 6,952 | 6,064 | 5,177 | _____ |
| Fertilizer and Lime | \$ | 18,928 | 20,784 | 22,644 | _____ |
| Machine Hire & Trucking | \$ | 1,514 | 1,549 | 1,584 | _____ |
| Auto Expense (Farm Share) | \$ | 577 | 436 | 294 | _____ |
| Interest on Notes and Mortgage | \$ | 17,988 | 15,993 | 13,998 | _____ |
| Veterinary and Medicine | \$ | 122 | 268 | 414 | _____ |
| Breeding Fees and Registration | \$ | 7 | 233 | 458 | _____ |
| Feeder Livestock Purchase | \$ | 1,246 | 2,324 | 3,401 | _____ |
| Taxes (Farm Share) | \$ | 1,616 | 1,563 | 1,509 | _____ |
| Cash Rent | \$ | 9,199 | 9,157 | 9,115 | _____ |
| Insurance (Farm Share) | \$ | 2,601 | 2,057 | 1,513 | _____ |
| Total Cash Expenses | \$ | 88,709 | 90,936 | 93,162 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

GENERAL CROP FARM SUMMARY, OWNER-OPERATOR

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|-----------------------------------|-------------|------------------|----------------|------------------|----------------|
| <u>CAPITAL GAIN</u> | | | | | |
| Raised Breeding Stock | \$ | 221 | 264 | 306 | _____ |
| Purchased Breeding Stock | \$ | 149 | 152 | 156 | _____ |
| Machinery and Equipment | \$ | 199 | 111 | 22 | _____ |
| Total Capital Gain or Loss | \$ | <u>569</u> | <u>527</u> | <u>484</u> | _____ |
| <u>NET INVENTORY CHANGE</u> | | | | | |
| Raised Breeding Livestock | \$ | 828 | 1,006 | 1,184 | _____ |
| Market Livestock | \$ | 1,060 | 3,665 | 6,270 | _____ |
| Grain, Hay, Supplement | \$ | 18,452 | 14,513 | 10,573 | _____ |
| Supplies and Fertilizer | \$ | 598 | 2,946 | 5,295 | _____ |
| Total Inventory Change | \$ | <u>20,938</u> | <u>22,130</u> | <u>23,322</u> | _____ |
| <u>DEPRECIATION</u> | | | | | |
| Buildings, Fence, Etc. | \$ | 2,751 | 2,364 | 1,978 | _____ |
| Machinery and Equipment | \$ | 14,660 | 12,800 | 10,940 | _____ |
| Purchased Breeding Stock | \$ | 160 | 306 | 452 | _____ |
| Total Depreciation | \$ | <u>17,571</u> | <u>15,470</u> | <u>13,370</u> | _____ |
| <u>CAPITAL INVESTMENT</u> | | | | | |
| Purchased Breeding Stock | \$ | 2,097 | 2,396 | 2,695 | _____ |
| Raised Breeding Stock | \$ | 2,899 | 2,884 | 2,869 | _____ |
| Market Livestock | \$ | 3,267 | 10,534 | 17,800 | _____ |
| Grain and Hay | \$ | 74,165 | 57,656 | 41,147 | _____ |
| Supplies and Fertilizer | \$ | 3,372 | 4,184 | 4,996 | _____ |
| Machinery and Equipment | \$ | 71,379 | 68,594 | 65,808 | _____ |
| Buildings, Fence, Tile | \$ | 33,131 | 31,562 | 29,993 | _____ |
| Land (Current Ag. Value) | \$ | <u>190,757</u> | <u>174,328</u> | <u>157,899</u> | _____ |
| Total Capital Investment | \$ | <u>381,067</u> | <u>352,138</u> | <u>323,207</u> | _____ |
| <u>RATIO ANALYSIS</u> | | | | | |
| Profit Margin | % | 31.1 | 22.0 | 9.8 | _____ |
| Turnover (Gross per \$1 Invested) | \$/ \$ | .388 | .371 | .350 | _____ |
| Return on Investment | % | 12.1 | 8.1 | 3.4 | _____ |
| <u>LABOR EFFICIENCY FACTOR</u> | | | | | |
| | % | 71.9 | 84.4 | 96.4 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT
 GENERAL CROP FARM SUMMARY, OWNER-OPERATOR

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|--|-------------|------------------|----------------|------------------|----------------|
| <u>LABOR EFFICIENCY</u> | | | | | |
| Reported Labor Used on Farm | | | | | |
| Operators Labor Used | | | | | |
| No. of Operator Hours | Hr. | 2,763.1 | 2,842.3 | 2,921.7 | _____ |
| Value/Hour | \$ | 5.39 | 4.76 | 4.11 | _____ |
| Unpaid Family Labor Used | | | | | |
| Wife | | | | | |
| Hours | Hr. | 123.8 | 83.4 | 43.0 | _____ |
| Value/Hour | \$ | 3.95 | 3.52 | 3.00 | _____ |
| Family Labor Over 14 | | | | | |
| Hours | Hr. | -0- | 17.3 | 34.6 | _____ |
| Value/Hour | \$ | -0- | 3.50 | 3.50 | _____ |
| Family Labor Under 14 | | | | | |
| Hours | Hr. | -0- | .9 | 1.9 | _____ |
| Value/Hour | \$ | -0- | 1.00 | 1.00 | _____ |
| Hired Labor | | | | | |
| Hours | Hr. | 506.3 | 523.6 | 541.0 | _____ |
| Value/Hour | \$ | 4.44 | 4.25 | 4.09 | _____ |
| Number of Man Equivalent Hours Used | | | | | |
| Number of PMWU Used | No. | 337 | 345 | 353 | _____ |
| Number of Man-Year Equivalentents Used | Yr. | 1.12 | 1.15 | 1.18 | _____ |
| Value of Operators Labor Used | \$ | 14,244 | 13,456 | 12,667 | _____ |
| Value of Unpaid Family Labor Used | \$ | 564 | 434 | 305 | _____ |
| Value of Hired Labor Used | \$ | 2,247 | 2,229 | 2,211 | _____ |
| Value of Total Labor | \$ | 17,055 | 16,119 | 15,183 | _____ |
| Value of Labor Per Man | | | | | |
| Hour Equivalent | \$ | 5.06 | 4.68 | 4.31 | _____ |
| Value of Labor Per PMWU | \$ | 50.64 | 46.76 | 43.07 | _____ |
| Value of Labor Per Man-Year Equivalent | \$ | 15,228 | 14,017 | 12,867 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

GENERAL CROP FARM SUMMARY, OWNER-OPERATOR

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|---|-------------|------------------|----------------|------------------|----------------|
| <u>OVERALL FARM</u> | | | | | |
| Crop Production | | | | | |
| Corn | | | | | |
| Acres | A. | 204 | 201 | 198 | _____ |
| Yields | Bu. | 113.7 | 105.8 | 97.8 | _____ |
| Soybeans | | | | | |
| Acres | A. | 173 | 138 | 104 | _____ |
| Yield | Bu. | 37.9 | 34.3 | 28.5 | _____ |
| Oats | | | | | |
| Acres | A. | 2 | 1 | -0- | _____ |
| Yield | Bu. | 55.7 | 56.5 | -0- | _____ |
| Wheat | | | | | |
| Acres | A. | 47 | 35 | 23 | _____ |
| Yield | Bu. | 50.2 | 48.4 | 44.8 | _____ |
| Alfalfa | | | | | |
| Acres | A. | 4 | 4 | 5 | _____ |
| Yield | T. | 2.5 | 3.0 | 3.4 | _____ |
| Clover | | | | | |
| Acres | A. | 1 | 7 | 14 | _____ |
| Yield | T. | 1.3 | 2.8 | 2.9 | _____ |
| Corn Silage | | | | | |
| Acres | A. | -0- | -0- | -0- | _____ |
| Yield | T. | -0- | -0- | -0- | _____ |
| Other Crops | | | | | |
| Acres | A. | 7 | 9 | 9 | _____ |
| General Crop Acres | | | | | |
| General Crop Acres | A. | 438 | 395 | 353 | _____ |
| Total Harvested Crop Acres | A. | 438 | 399 | 361 | _____ |
| Rotation Pasture Acres | A. | 1 | 0 | 0 | _____ |
| Total Tillable Acres | A. | 439 | 399 | 361 | _____ |
| Value of General Crops | | | | | |
| Value of General Crops | \$ | 133,771 | 111,639 | 89,508 | _____ |
| Value of All Crops | \$ | 133,776 | 112,064 | 90,454 | _____ |
| General Crop Prod. Value/Acre | | | | | |
| General Crop Prod. Value/Acre | \$ | 305.41 | 282.63 | 253.56 | _____ |
| All Crop. Prod. Value/Harvested Acre | \$ | 304.73 | 280.86 | 250.57 | _____ |
| Percent of Gen. Crops in Corn and Soybeans | | | | | |
| Percent of Gen. Crops in Corn and Soybeans | % | 86.1 | 85.8 | 85.6 | _____ |
| Percent Total Tillable Acres in Corn and Soybeans | | | | | |
| Percent Total Tillable Acres in Corn and Soybeans | % | 85.9 | 84.9 | 83.7 | _____ |
| Fertilizer and Lime Cost per Tillable Acre | | | | | |
| Fertilizer and Lime Cost per Tillable Acre | \$ | 43.12 | 52.09 | 62.73 | _____ |
| Mach. Invstmt. per Tillable Acre | \$ | 162.59 | 171.91 | 182.29 | _____ |
| Machinery Cost per Tillable Acre | \$ | 72.00 | 75.64 | 79.65 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

GENERAL CROP FARM SUMMARY, OWNER-OPERATOR

| <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|---|------------------|----------------|------------------|----------------|
| <u>LIVESTOCK SUMMARY</u> | | | | |
| Total Value of Feed Fed to All Livestock Enterprises | \$ 8,104 | 14,195 | 20,285 | _____ |
| Value of Net Livestock Increase | \$ 11,894 | 18,825 | 25,756 | _____ |
| Returns Per \$ Feed Fed to All Livestock Enterprises | \$ 1.47 | 1.33 | 1.27 | _____ |
| <u>FARM EFFICIENCY INFORMATION*</u> | | | | |
| Number of Man-Years of Labor | Yr. 1.12 | 1.15 | 1.18 | _____ |
| Gross Income Per Man | \$ 132,071 | 113,543 | 95,958 | _____ |
| Number of Full-time Operators | No. .92 | .95 | .97 | _____ |
| Labor and Management Income Per Full-time Operator | \$ 28,888 | 11,361 | -5,144 | _____ |
| Number of Tillable Acres Per Farm | A. 439 | 399 | 361 | _____ |
| Number of Tillable Acres Per Man | A. 392 | 347 | 306 | _____ |
| Labor and Management Income Per Tillable Acre | \$ 60.54 | 27.05 | -13.82 | _____ |
| Total Farm Investment Per Tillable Acre | \$ 868.03 | 882.55 | 895.31 | _____ |

*Factors per man include all labor used on the farm and stated per man-year equivalents (3,000 man hour equals one man-year equivalent).

1980 OHIO FARM BUSINESS ANALYSIS REPORT

GENERAL CROP FARM SUMMARY, TENANT-ONLY^{1/}

| | Unit | Upper 50% | Average | Lower 50% | My Farm |
|---|------|-----------|---------|-----------|---------|
| <u>NUMBER OF TOTAL TILLABLE ACRES</u> | A. | 423 | 390 | 357 | |
| <u>INCOME</u> | | | | | |
| Cash Receipts | \$ | 93,863 | 85,059 | 76,255 | |
| Capital Gains & Losses | \$ | 595 | 464 | 336 | |
| Inventory Changes | \$ | 17,935 | 10,367 | 2,800 | |
| - Feeder Livestock | \$ | -682 | -1,131 | -1,581 | |
| Gross Farm Income | \$ | 111,711 | 94,759 | 77,810 | |
| <u>EXPENSES</u> | | | | | |
| Cash Expenses | \$ | 65,071 | 62,765 | 60,469 | |
| Depreciation | \$ | 12,162 | 11,038 | 9,915 | |
| Interest Not Charged | \$ | 5,564 | 5,868 | 6,173 | |
| Unpaid Operator & Family Labor | \$ | 10,508 | 11,161 | 11,814 | |
| - Feeder Livestock | \$ | -682 | -1,131 | -1,581 | |
| Total Farm Expense | \$ | 92,623 | 89,701 | 86,790 | |
| <u>MANAGEMENT INCOME & PROFIT</u> | | | | | |
| Total | \$ | 19,088 | 5,058 | -8,980 | |
| As a Percent of Gross Income | % | 17.1 | 5.3 | -11.5 | |
| <u>UNPAID OPERATOR & FAMILY LABOR</u> | | | | | |
| Total | \$ | 10,508 | 11,161 | 11,814 | |
| As a Percent of Gross Income | % | 9.4 | 11.8 | 15.2 | |
| <u>OVERHEAD COSTS</u> | | | | | |
| Total | \$ | 37,795 | 35,875 | 33,959 | |
| As a Percent of Gross Income | % | 33.8 | 37.9 | 43.6 | |
| <u>VARIABLE COSTS</u> | | | | | |
| Total | \$ | 44,320 | 42,665 | 41,017 | |
| As a Percent of Gross Income | % | 39.7 | 45.0 | 52.7 | |
| <u>NET CASH INCOME</u> | \$ | 28,792 | 22,294 | 15,786 | |
| <u>NET FARM INCOME</u> | \$ | 35,160 | 22,087 | 9,007 | |
| <u>INVESTMENT</u> | | | | | |
| Total | \$ | 134,220 | 136,626 | 139,033 | |
| Return to Investment | \$ | 31,168 | 17,354 | 3,533 | |
| Percent Return on Investment | % | 23.2 | 12.7 | 2.5 | |
| Gross Income per \$1,000 Inv. | \$ | 832 | 694 | 560 | |
| <u>UNPAID LABOR & MANAGEMENT INCOME</u> | | | | | |
| Total | \$ | 29,596 | 16,219 | 2,834 | |
| Per Hour | \$ | 13.84 | 7.21 | 1.20 | |
| <u>NUMBER OF FARMS</u> | | 13 | 26 | 13 | |

^{1/} Ranked by Unpaid Labor & Management Income Per Hour to Total Farm

1980 OHIO FARM BUSINESS ANALYSIS REPORT

GENERAL CROP FARM SUMMARY, TENANT-ONLY

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|----------------------------------|-------------|------------------|----------------|------------------|----------------|
| <u>CASH RECEIPTS</u> | | | | | |
| Milk and Cream | \$ | | | | _____ |
| General Crops | \$ | 82,786 | 71,779 | 60,772 | _____ |
| Special Crops | \$ | -0- | 365 | 731 | _____ |
| Labor Off Farm | \$ | 261 | 223 | 185 | _____ |
| Custom Work | \$ | 3,074 | 3,184 | 3,293 | _____ |
| Tax Refund | \$ | 24 | 47 | 70 | _____ |
| Patronage Dividend | \$ | 480 | 443 | 406 | _____ |
| Miscellaneous Receipts | \$ | 726 | 588 | 449 | _____ |
| Government Crop Payments | \$ | 696 | 380 | 63 | _____ |
| Wool | \$ | -0- | 4 | 9 | _____ |
| Government Payments | \$ | -0- | 3 | 7 | _____ |
| Market Livestock | | | | | |
| Swine | \$ | 4,460 | 5,497 | 6,534 | _____ |
| Cattle | \$ | 1,356 | 2,506 | 3,656 | _____ |
| Veal Calves | \$ | -0- | 4 | 8 | _____ |
| Lambs | \$ | -0- | 36 | 72 | _____ |
| Total Cash Receipts | \$ | <u>93,863</u> | <u>85,059</u> | <u>76,255</u> | _____ |
| <u>CASH EXPENSES</u> | | | | | |
| Hired Labor | \$ | 400 | 392 | 385 | _____ |
| Feed Purchased | \$ | 1,538 | 2,819 | 4,101 | _____ |
| Farm Supplies | \$ | 5,187 | 5,273 | 5,358 | _____ |
| Machinery Repairs | \$ | 5,061 | 4,938 | 4,816 | _____ |
| Bldg., Fence, Tile, Etc. Repairs | \$ | 344 | 479 | 615 | _____ |
| Fuel, Oil and Grease | \$ | 5,119 | 5,032 | 4,945 | _____ |
| Utilities (Farm Share) | \$ | 582 | 661 | 741 | _____ |
| Drying and Storage | \$ | 1,385 | 1,031 | 678 | _____ |
| Miscellaneous Expenses | \$ | 1,067 | 739 | 412 | _____ |
| Seeds and Plants | \$ | 4,301 | 4,703 | 5,105 | _____ |
| Fertilizer and Lime | \$ | 16,186 | 14,571 | 12,956 | _____ |
| Machine Hire & Trucking | \$ | 1,411 | 1,116 | 822 | _____ |
| Auto Expense (Farm Share) | \$ | 896 | 752 | 608 | _____ |
| Interest on Notes and Mortgage | \$ | 6,516 | 6,428 | 6,340 | _____ |
| Veterinary and Medicine | \$ | 33 | 61 | 90 | _____ |
| Breeding Fees and Registration | \$ | 1,154 | 577 | | _____ |
| Feeder Livestock Purchase | \$ | 682 | 1,131 | 1,581 | _____ |
| Taxes (Farm Share) | \$ | 1,834 | 987 | 140 | _____ |
| Cash Rent | \$ | 10,688 | 10,204 | 9,721 | _____ |
| Insurance (Farm Share) | \$ | 687 | 871 | 1,055 | _____ |
| Total Cash Expenses | \$ | <u>65,071</u> | <u>62,765</u> | <u>60,469</u> | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

GENERAL CROP FARM SUMMARY, TENANT-ONLY

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|-----------------------------------|-------------|------------------|----------------|------------------|----------------|
| <u>CAPITAL GAIN</u> | | | | | |
| Raised Breeding Stock | \$ | 305 | 180 | 56 | _____ |
| Purchased Breeding Stock | \$ | 37 | 150 | 203 | _____ |
| Machinery and Equipment | \$ | 253 | 134 | 17 | _____ |
| Total Capital Gain or Loss | \$ | <u>595</u> | <u>464</u> | <u>336</u> | _____ |
| <u>NET INVENTORY CHANGE</u> | | | | | |
| Raised Breeding Livestock | \$ | -350 | -264 | -178 | _____ |
| Market Livestock | \$ | -391 | -1,313 | -2,234 | _____ |
| Grain, Hay, Supplement | \$ | 17,984 | 10,934 | 3,884 | _____ |
| Supplies and Fertilizer | \$ | 692 | 1,010 | 1,328 | _____ |
| Total Inventory Change | \$ | <u>17,935</u> | <u>10,367</u> | <u>2,800</u> | _____ |
| <u>DEPRECIATION</u> | | | | | |
| Buildings, Fence, Etc. | \$ | 827 | 836 | 866 | _____ |
| Machinery and Equipment | \$ | 11,315 | 10,102 | 8,888 | _____ |
| Purchased Breeding Stock | \$ | 20 | 90 | 161 | _____ |
| Total Depreciation | \$ | <u>12,162</u> | <u>11,038</u> | <u>9,915</u> | _____ |
| <u>CAPITAL INVESTMENT</u> | | | | | |
| Purchased Breeding Stock | \$ | 4,808 | 8,471 | 12,134 | _____ |
| Raised Breeding Stock | \$ | 615 | 857 | 1,100 | _____ |
| Market Livestock | \$ | 1,606 | 2,722 | 3,838 | _____ |
| Grain and Hay | \$ | 39,149 | 37,639 | 36,130 | _____ |
| Supplies and Fertilizer | \$ | 3,580 | 4,727 | 5,873 | _____ |
| Machinery and Equipment | \$ | 63,533 | 64,240 | 64,947 | _____ |
| Buildings, Fence, Tile | \$ | 9,929 | 10,797 | 11,665 | _____ |
| Land (Current Ag. Value) | \$ | <u>11,000</u> | <u>7,173</u> | <u>3,346</u> | _____ |
| Total Capital Investment | \$ | <u>134,220</u> | <u>136,626</u> | <u>139,033</u> | _____ |
| <u>RATIO ANALYSIS</u> | | | | | |
| Profit Margin | % | 27.9 | 18.3 | 4.5 | _____ |
| Turnover (Gross per \$1 Invested) | \$/ \$ | .832 | .694 | .560 | _____ |
| Return on Investment | % | 23.2 | 12.7 | 2.5 | _____ |
| <u>LABOR EFFICIENCY FACTOR</u> | | | | | |
| | % | 130.0 | 100.1 | 72.5 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

GENERAL CROP FARM SUMMARY, TENANT-ONLY

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|--|-------------|------------------|----------------|------------------|----------------|
| <u>LABOR EFFICIENCY</u> | | | | | |
| Reported Labor Used on Farm | | | | | |
| Operators Labor Used | | | | | |
| No. of Operator Hours | Hr. | 2,006.2 | 2,100.3 | 2,194.3 | _____ |
| Value/Hour | \$ | 4.70 | 4.81 | 4.93 | _____ |
| Unpaid Family Labor Used | | | | | |
| Wife | | | | | |
| Hours | Hr. | 150.0 | 175.0 | 200.0 | _____ |
| Value/Hour | \$ | 3.00 | 3.60 | 3.85 | _____ |
| Family Labor Over 14 | | | | | |
| Hours | Hr. | 15.3 | 11.5 | 7.6 | _____ |
| Value/Hour | \$ | 4.00 | 3.75 | 3.50 | _____ |
| Family Labor Under 14 | | | | | |
| Hours | Hr. | -0- | -0- | -0- | _____ |
| Value/Hour | \$ | -0- | -0- | -0- | _____ |
| Hired Labor | | | | | |
| Hours | Hr. | 130.0 | 117.2 | 104.5 | _____ |
| Value/Hour | \$ | 3.08 | 3.34 | 3.68 | _____ |
| Number of Man Equivalent Hours Used | | | | | |
| Number of PMWU Used | No. | 227 | 237 | 247 | _____ |
| Number of Man-Year Equivalents Used | Yr. | .76 | .79 | .82 | _____ |
| Value of Operators Labor Used | \$ | 9,558 | 10,210 | 10,861 | _____ |
| Value of Unpaid Family Labor Used | \$ | 950 | 951 | 953 | _____ |
| Value of Hired Labor Used | \$ | 400 | 392 | 385 | _____ |
| Value of Total Labor | \$ | 10,908 | 11,553 | 12,199 | _____ |
| Value of Labor Per Man | | | | | |
| Hour Equivalent | \$ | 4.81 | 4.88 | 4.95 | _____ |
| Value of Labor Per PMWU | \$ | 48.10 | 48.83 | 49.49 | _____ |
| Value of Labor Per Man-Year Equivalent | \$ | 14,353 | 14,624 | 14,877 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

GENERAL CROP FARM SUMMARY, TENANT-ONLY

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|---|-------------|------------------|----------------|------------------|----------------|
| <u>OVERALL FARM</u> | | | | | |
| Crop Production | | | | | |
| Corn | | | | | |
| Acres | A. | 186 | 171 | 157 | _____ |
| Yields | Bu. | 96.7 | 90.5 | 83.1 | _____ |
| Soybeans | | | | | |
| Acres | A. | 190 | 170 | 151 | _____ |
| Yield | Bu. | 24.7 | 23.1 | 21.0 | _____ |
| Oats | | | | | |
| Acres | A. | -0- | -0- | -0- | _____ |
| Yield | Bu. | -0- | -0- | -0- | _____ |
| Wheat | | | | | |
| Acres | A. | 30 | 32 | 35 | _____ |
| Yield | Bu. | 44.5 | 36.1 | 29.0 | _____ |
| Alfalfa | | | | | |
| Acres | A. | -0- | -0- | -0- | _____ |
| Yield | T. | -0- | -0- | -0- | _____ |
| Clover | | | | | |
| Acres | A. | 4 | 3 | 2 | _____ |
| Yield | T. | .5 | .6 | .6 | _____ |
| Corn Silage | | | | | |
| Acres | A. | -0- | -0- | -0- | _____ |
| Yield | T. | -0- | -0- | -0- | _____ |
| Other Crops | | | | | |
| Acres | A. | 3 | 9 | 12 | _____ |
| General Crop Acres | | | | | |
| General Crop Acres | A. | 413 | 385 | 357 | _____ |
| Total Harvested Crop Acres | A. | 423 | 390 | 357 | _____ |
| Rotation Pasture Acres | A. | -0- | -0- | -0- | _____ |
| Total Tillable Acres | A. | 423 | 390 | 357 | _____ |
| Value of General Crops | | | | | |
| Value of General Crops | \$ | 97,022 | 83,027 | 69,033 | _____ |
| Value of All Crops | \$ | 99,180 | 84,216 | 69,033 | _____ |
| General Crop Prod. Value/Acre | | | | | |
| General Crop Prod. Value/Acre | \$ | 234.92 | 215.65 | 193.37 | _____ |
| All Crop. Prod. Value/Harvested Acre | \$ | 234.47 | 215.94 | 193.37 | _____ |
| Percent of Gen. Crops in Corn and Soybeans | | | | | |
| Percent of Gen. Crops in Corn and Soybeans | % | 91.0 | 88.6 | 86.3 | _____ |
| Percent Total Tillable Acres in Corn and Soybeans | | | | | |
| Percent Total Tillable Acres in Corn and Soybeans | % | 88.9 | 87.4 | 86.3 | _____ |
| Fertilizer and Lime Cost per Tillable Acre | | | | | |
| Fertilizer and Lime Cost per Tillable Acre | \$ | 38.26 | 37.36 | 35.28 | _____ |
| Mach. Invstmt. per Tillable Acre | \$ | 150.20 | 164.72 | 181.92 | _____ |
| Machinery Cost per Tillable Acre | \$ | 62.52 | 62.92 | 63.39 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

GENERAL CROP FARM SUMMARY, TENANT-ONLY

| <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|---|------------------|----------------|------------------|----------------|
| <u>LIVESTOCK SUMMARY</u> | | | | |
| Total Value of Feed Fed to All Livestock Enterprises | \$ 3,866 | 4,621 | 5,375 | _____ |
| Value of Net Livestock Increase | \$ 4,323 | 4,306 | 4,289 | _____ |
| Returns Per \$ Feed Fed to All Livestock Enterprises | \$ 1.12 | 1.07 | 1.25 | _____ |
| <u>FARM EFFICIENCY INFORMATION*</u> | | | | |
| Number of Man-Years of Labor | Yr. .76 | .79 | .82 | _____ |
| Gross Income Per Man | \$ 146,988 | 119,948 | 94,890 | _____ |
| Number of Full-time Operators | No. .67 | .70 | .73 | _____ |
| Labor and Management Income Per Full-time Operator | \$ 44,173 | 23,170 | 3,882 | _____ |
| Number of Tillable Acres Per Farm | A. 423 | 390 | 357 | _____ |
| Number of Tillable Acres Per Man | A. 557 | 494 | 435 | _____ |
| Labor and Management Income Per Tillable Acre | \$ 69.97 | 41.59 | 7.94 | _____ |
| Total Farm Investment Per Tillable Acre | \$ 317.30 | 350.32 | 389.45 | _____ |

*Factors per man include all labor used on the farm and stated per man-year equivalents.
(3,000 man hour equals one man-year equivalent)

1980 OHIO FARM BUSINESS ANALYSIS REPORT

CORN ENTERPRISE SUMMARY^{1/}

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|--|-------------|------------------|-----------------|------------------|----------------|
| | | <u>Per Acre</u> | <u>Per Acre</u> | <u>Per Acre</u> | |
| TOTAL VALUE OF PRODUCTION | \$ | 345.99 | 320.72 | 275.50 | |
| Cash Expenses | | | | | |
| Hired Labor | \$ | 4.84 | 4.34 | 3.49 | _____ |
| Farm Supplies | \$ | 12.73 | 13.01 | 13.37 | _____ |
| Machinery Repairs | \$ | 11.24 | 10.92 | 10.28 | _____ |
| Bldg., Fence, Etc. | \$ | 1.80 | 1.47 | .89 | _____ |
| Fuel, Oil and Grease | \$ | 15.41 | 15.28 | 14.93 | _____ |
| Utilities (Farm Share) | \$ | 1.68 | 1.47 | 1.15 | _____ |
| Drying and Storage | \$ | 6.92 | 6.94 | 6.91 | _____ |
| Miscellaneous Expenses | \$ | 1.89 | 1.63 | 1.19 | _____ |
| Seeds and Plants | \$ | 14.64 | 14.65 | 14.52 | _____ |
| Fertilizer and Lime | \$ | 67.06 | 69.15 | 71.94 | _____ |
| Machine Hire & Trucking | \$ | 5.36 | 5.92 | 6.77 | _____ |
| Auto Expense (Farm Share) | \$ | .73 | 1.01 | 1.48 | _____ |
| Interest on Notes | \$ | 29.15 | 30.72 | 33.01 | _____ |
| Taxes (Farm Share) | \$ | 3.18 | 3.64 | 4.37 | _____ |
| Rent | \$ | 29.39 | 23.99 | 14.77 | _____ |
| Insurance (Farm Share) | \$ | 3.74 | 3.23 | 2.26 | _____ |
| Total Cash Expenses | \$ | 209.81 | 207.37 | 201.33 | _____ |
| Non-Cash Expenses | | | | | |
| Depreciation | | | | | |
| Bldg., Fence & Tile | \$ | 4.29 | 4.25 | 4.13 | _____ |
| Machinery & Equip. | \$ | 27.23 | 25.90 | 24.42 | _____ |
| Total Depreciation | \$ | 31.52 | 30.15 | 27.55 | _____ |
| Unpaid Opr. and Fam. Labor | \$ | 24.35 | 23.90 | 24.32 | _____ |
| Interest Not Charged | \$ | 36.02 | 38.64 | 42.63 | _____ |
| Total Non-Cash Expenses | \$ | 91.89 | 92.69 | 94.50 | _____ |
| TOTAL EXPENSES OF PRODUCTION | \$ | 301.70 | 300.06 | 295.83 | _____ |
| Management Income and Profit | \$ | 44.29 | 20.66 | -20.33 | _____ |
| Value of Production minus Cash Expenses | \$ | 136.18 | 113.35 | 74.17 | _____ |
| Unpaid Labor and Management Income | | | | | |
| Total Per Acre | \$ | 68.64 | 44.56 | 3.99 | _____ |
| Per Hour | \$ | 10.99 | 6.78 | .56 | _____ |

^{1/} Ranked by Family Labor & Management Income Per Hour to Corn Enterprise

1980 OHIO FARM BUSINESS ANALYSIS REPORT

CORN ENTERPRISE SUMMARY

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|--------------------------------|-------------|------------------|-----------------|------------------|----------------|
| <u>NUMBER OF FARMS</u> | | 30 | 60 | 30 | |
| <u>GENERAL INFORMATION</u> | | | | | |
| Number of Acres | A. | 168 | 134 | 101 | _____ |
| Value Per Bushel Produced | \$ | 3.12 | 3.04 | 2.95 | _____ |
| Total Cost Per Bushel Produced | \$ | 2.72 | 2.84 | 3.16 | _____ |
| Cash Cost Per Bushel Produced | \$ | 1.89 | 1.97 | 2.15 | _____ |
| <u>RATIO ANALYSIS</u> | | | | | |
| Profit Margin | % | 31.6 | 28.1 | 20.1 | _____ |
| Turnover | \$/ \$ | .478 | .416 | .328 | _____ |
| Return on Investment | % | 15.1 | 11.7 | 6.6 | _____ |
| <u>PER ACRE INFORMATION</u> | | | | | |
| | | <u>Per Acre</u> | <u>Per Acre</u> | <u>Per Acre</u> | |
| Bushels Produced | Bu. | 110.9 | 105.5 | 93.4 | _____ |
| Productive Man Work Units | No. | .63 | .66 | .71 | _____ |
| Value of Labor Used | \$ | 29.19 | 28.25 | 27.80 | _____ |
| Total Investment | \$ | 724.10 | 770.66 | 840.49 | _____ |
| Return on Investment | \$ | 109.46 | 90.02 | 55.31 | _____ |
| Percent Return on Investment | % | 15.1 | 11.7 | 6.6 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

SOYBEAN ENTERPRISE SUMMARY^{1/}

| | Unit | Upper 50% | Average | Lower 50% | My Farm |
|------------------------------------|------|---------------|---------------|---------------|---------|
| | | Per Acre | Per Acre | Per Acre | |
| TOTAL VALUE OF PRODUCTION | \$ | 251.54 | 247.80 | 240.09 | |
| Cash Expenses | | | | | |
| Hired Labor | \$ | 1.51 | 1.74 | 2.03 | |
| Farm Supplies | \$ | 16.68 | 15.85 | 14.56 | |
| Machinery Repairs | \$ | 7.02 | 8.72 | 10.44 | |
| Bldg., Fence, Etc. | \$ | .86 | 1.03 | 1.27 | |
| Fuel, Oil and Grease | \$ | 11.02 | 12.67 | 14.81 | |
| Utilities (Farm Share) | \$ | .95 | .98 | 1.03 | |
| Drying and Storage | \$ | .69 | .68 | .64 | |
| Miscellaneous Expenses | \$ | 1.86 | 1.84 | 1.80 | |
| Seeds and Plants | \$ | 15.17 | 14.04 | 12.33 | |
| Fertilizer and Lime | \$ | 17.58 | 19.18 | 23.09 | |
| Machine Hire & Trucking | \$ | 1.01 | 2.76 | 5.12 | |
| Auto Expense (Farm Share) | \$ | .78 | 1.13 | 1.59 | |
| Interest on Notes | \$ | 36.95 | 38.95 | 41.32 | |
| Taxes (Farm Share) | \$ | 3.24 | 3.77 | 4.44 | |
| Rent | \$ | 23.55 | 24.30 | 25.06 | |
| Insurance (Farm Share) | \$ | 3.40 | 3.80 | 4.33 | |
| Total Cash Expenses | \$ | <u>142.27</u> | <u>151.44</u> | <u>163.86</u> | |
| Non-Cash Expenses | | | | | |
| Depreciation | | | | | |
| Bldg., Fence & Tile | \$ | 2.82 | 2.77 | 2.67 | |
| Machinery & Equip. | \$ | 20.04 | 24.17 | 29.61 | |
| Total Depreciation | \$ | <u>22.86</u> | <u>26.94</u> | <u>32.28</u> | |
| Unpaid Opr. and Fam. Labor | \$ | 25.66 | 24.46 | 22.87 | |
| Interest Not Charged | \$ | 29.17 | 32.38 | 38.47 | |
| Total Non-Cash Expenses | \$ | <u>77.69</u> | <u>88.78</u> | <u>91.62</u> | |
| TOTAL EXPENSES OF PRODUCTION | \$ | 219.96 | 240.22 | 255.48 | |
| Management Income and Profit | \$ | 31.58 | 7.58 | -15.39 | |
| Value of Production minus | | | | | |
| Cash Expenses | \$ | 109.27 | 96.36 | 76.23 | |
| Unpaid Labor and Management Income | | | | | |
| Total Per Acre | \$ | 57.24 | 32.04 | 7.48 | |
| Per Hour | \$ | 10.04 | 5.63 | 1.35 | |

^{1/} Ranked by Family Labor & Management Income Per Hour to Soybean Enterprise

1980 OHIO FARM BUSINESS ANALYSIS REPORT

SOYBEAN ENTERPRISE SUMMARY

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|--------------------------------|-------------|------------------|----------------|------------------|----------------|
| <u>NUMBER OF FARMS</u> | | 17 | 34 | 17 | |
| <u>GENERAL INFORMATION</u> | | | | | |
| Number of Acres | A. | 134 | 115 | 97 | _____ |
| Value Per Bushel Produced | \$ | 7.38 | 7.50 | 7.63 | _____ |
| Total Cost Per Bushel Produced | \$ | 6.45 | 7.27 | 8.12 | _____ |
| Cash Cost Per Bushel Produced | \$ | 4.17 | 4.58 | 5.21 | _____ |
| <u>RATIO ANALYSIS</u> | | | | | |
| Profit Margin | % | 39.0 | 31.8 | 26.8 | _____ |
| Turnover | \$/ \$ | .342 | .313 | .278 | _____ |
| Return on Investment | % | 13.3 | 10.0 | 7.5 | _____ |
| <u>PER ACRE INFORMATION</u> | | | | | |
| Bushels Produced | Bu. | 34.08 | 33.04 | 31.46 | _____ |
| Productive Man Work Units | No. | .574 | .568 | .556 | _____ |
| Value of Labor Used | \$ | 27.18 | 26.20 | 24.90 | _____ |
| Total Investment | \$ | 734.63 | 792.53 | 864.36 | _____ |
| Return on Investment | \$ | 97.70 | 78.91 | 64.40 | _____ |
| Percent Return on Investment | % | 13.3 | 10.0 | 7.5 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

WHEAT ENTERPRISE SUMMARY^{1/}

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|------------------------------------|-------------|------------------|-----------------|------------------|----------------|
| | | <u>Per Acre</u> | <u>Per Acre</u> | <u>Per Acre</u> | |
| TOTAL VALUE OF PRODUCTION | \$ | 184.31 | 177.42 | 165.17 | |
| Cash Expenses | | | | | |
| Hired Labor | \$ | 3.45 | 2.20 | .69 | |
| Farm Supplies | \$ | .69 | .60 | .45 | |
| Machinery Repairs | \$ | 8.47 | 8.62 | 8.60 | |
| Bldg., Fence, Etc. | \$ | 1.24 | .87 | .38 | |
| Fuel, Oil and Grease | \$ | 10.35 | 10.16 | 9.67 | |
| Utilities (Farm Share) | \$ | 1.00 | 1.04 | 1.05 | |
| Drying and Storage | \$ | .55 | .53 | .50 | |
| Miscellaneous Expenses | \$ | 1.14 | 1.58 | 2.07 | |
| Seeds and Plants | \$ | 13.61 | 12.89 | 11.74 | |
| Fertilizer and Lime | \$ | 37.29 | 37.82 | 37.55 | |
| Machine Hire & Trucking | \$ | 2.49 | 2.84 | 3.19 | |
| Auto Expense | \$ | .90 | 1.29 | 1.71 | |
| Interest on Notes | \$ | 32.65 | 33.16 | 32.95 | |
| Taxes | \$ | 3.63 | 3.76 | 3.81 | |
| Rent | \$ | 9.24 | 13.11 | 17.33 | |
| Insurance | \$ | 3.24 | 3.09 | 2.83 | |
| Total Cash Expenses | \$ | 129.94 | 133.56 | 134.52 | |
| Non-Cash Expenses | | | | | |
| Depreciation | | | | | |
| Bldg., Fence & Tile | \$ | 1.12 | 2.84 | 4.76 | |
| Machinery & Equip. | \$ | 19.35 | 24.45 | 29.81 | |
| Total Depreciation | \$ | 20.47 | 27.29 | 34.57 | |
| Unpaid Opr. and Fam. Labor | \$ | 21.16 | 24.29 | 27.52 | |
| Interest Not Charged | \$ | 16.51 | 23.78 | 31.70 | |
| Total Non-Cash Expenses | \$ | 58.14 | 75.36 | 93.79 | |
| TOTAL EXPENSES OF PRODUCTION | \$ | 188.08 | 208.92 | 228.31 | |
| Management Income and Profit | \$ | -3.77 | -31.50 | -63.14 | |
| Value of Production minus | | | | | |
| Cash Expenses | \$ | 54.37 | 43.86 | 30.65 | |
| Unpaid Labor and Management Income | | | | | |
| Total Per Acre | \$ | 17.39 | -7.21 | -35.62 | |
| Per Hour | \$ | 3.05 | -1.19 | -5.79 | |

^{1/} Ranked by Family Labor & Management Income Per Hour to Wheat Enterprise

1980 OHIO FARM BUSINESS ANALYSIS REPORT

WHEAT ENTERPRISE SUMMARY

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|--------------------------------|-------------|------------------|-----------------|------------------|----------------|
| <u>NUMBER OF FARMS</u> | | | | | |
| | | 14 | 28 | 14 | |
| <u>GENERAL INFORMATION</u> | | | | | |
| Number of Acres | A. | 49 | 45 | 42 | _____ |
| Value Per Bushel Produced | \$ | 4.11 | 4.10 | 4.09 | _____ |
| Total Cost Per Bushel Produced | \$ | 4.19 | 4.83 | 5.65 | _____ |
| Cash Cost Per Bushel Produced | \$ | 2.90 | 3.09 | 3.33 | _____ |
| <u>RATIO ANALYSIS</u> | | | | | |
| Profit Margin | % | 24.6 | 14.3 | .9 | _____ |
| Turnover | \$/ \$ | .337 | .280 | .230 | _____ |
| Return on Investment | % | 8.3 | 4.0 | .2 | _____ |
| <u>PER ACRE INFORMATION</u> | | | | | |
| | | <u>Per Acre</u> | <u>Per Acre</u> | <u>Per Acre</u> | |
| Bushels Produced | Bu. | 44.83 | 43.27 | 40.38 | _____ |
| Productive Man Work Units | No. | .569 | .607 | .636 | _____ |
| Value of Labor Used | \$ | 24.61 | 26.49 | 28.21 | _____ |
| Total Investment | \$ | 546.20 | 632.62 | 718.36 | _____ |
| Return on Investment | \$ | 45.39 | 25.44 | 1.51 | _____ |
| Percent Return on Investment | % | 8.3 | 4.0 | .2 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

CORN SILAGE ENTERPRISE SUMMARY^{1/}

| | <u>Unit</u> | <u>Average</u> | <u>My Farm</u> |
|------------------------------------|-------------|-----------------|----------------|
| | | <u>Per Acre</u> | |
| TOTAL VALUE OF PRODUCTION | \$ | 321.57 | |
| Cash Expenses | | | |
| Hired Labor | \$ | 2.77 | _____ |
| Farm Supplies | \$ | 11.69 | _____ |
| Machinery Repairs | \$ | 18.97 | _____ |
| Bldg., Fence, Etc. | \$ | 1.74 | _____ |
| Fuel, Oil and Grease | \$ | 23.57 | _____ |
| Utilities (Farm Share) | \$ | .77 | _____ |
| Miscellaneous Expenses | \$ | 2.63 | _____ |
| Seeds and Plants | \$ | 12.20 | _____ |
| Fertilizer and Lime | \$ | 60.00 | _____ |
| Machine Hire & Trucking | \$ | 5.06 | _____ |
| Auto Expense (Farm Share) | \$ | 1.83 | _____ |
| Interest on Notes | \$ | 43.60 | _____ |
| Taxes (Farm Share) | \$ | 4.57 | _____ |
| Rent | \$ | 15.29 | _____ |
| Insurance (Farm Share) | \$ | 3.63 | _____ |
| Total Cash Expenses | \$ | <u>208.32</u> | _____ |
| Non-Cash Expenses | | | |
| Depreciation | | | |
| Bldg., Fence & Tile | \$ | 9.09 | _____ |
| Machinery & Equip. | \$ | 49.57 | _____ |
| Total Depreciation | \$ | <u>58.66</u> | _____ |
| Unpaid Opr. and Fam. Labor | \$ | 37.69 | _____ |
| Interest Not Charged | \$ | 58.43 | _____ |
| Total Non-Cash Expenses | \$ | <u>154.78</u> | _____ |
| TOTAL EXPENSES OF PRODUCTION | \$ | 363.10 | _____ |
| Management Income and Profit | \$ | -41.53 | _____ |
| Value of Production minus | | | |
| Cash Expenses | \$ | 113.25 | _____ |
| Unpaid Labor and Management Income | | | |
| Total Per Acre | \$ | -3.84 | _____ |
| Per Hour | \$ | -.42 | _____ |

^{1/} Ranked by Family Labor & Management Income Per Hour to Corn Silage Enterprise

1980 OHIO FARM BUSINESS ANALYSIS REPORT

CORN SILAGE ENTERPRISE SUMMARY

| | <u>Unit</u> | <u>Average</u> | <u>My Farm</u> |
|------------------------------|-------------|-----------------|----------------|
| <u>NUMBER OF FARMS</u> | | 12 | |
| <u>GENERAL INFORMATION</u> | | | |
| Number of Acres | A. | 35 | _____ |
| Value Per Ton Produced | \$ | 21.44 | _____ |
| Total Cost Per Ton Produced | \$ | 24.21 | _____ |
| Cash Cost Per Ton Produced | \$ | 13.89 | _____ |
| <u>RATIO ANALYSIS</u> | | | |
| Profit Margin | % | 18.8 | _____ |
| Turnover | \$/ \$ | .284 | _____ |
| Return on Investment | % | 5.3 | _____ |
| <u>PER ACRE INFORMATION</u> | | <u>Per Acre</u> | |
| Tons Produced | T. | 15.00 | _____ |
| Productive Man Work Units | No. | .92 | _____ |
| Value of Labor Used | \$ | 40.46 | _____ |
| Total Investment | \$ | 1133.69 | _____ |
| Return on Investment | \$ | 60.50 | _____ |
| Percent Return on Investment | % | 5.3 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

ALFALFA HAY ENTERPRISE SUMMARY^{1/}

| | <u>Unit</u> | <u>Average</u> | <u>My Farm</u> |
|--|-------------|----------------|----------------|
| TOTAL VALUE OF PRODUCTION | \$ | 240.06 | |
| Cash Expenses | | | |
| Hired Labor | \$ | 7.91 | _____ |
| Farm Supplies | \$ | 7.55 | _____ |
| Machinery Repairs | \$ | 15.97 | _____ |
| Bldg., Fence, Etc. | \$ | .94 | _____ |
| Fuel, Oil and Grease | \$ | 16.36 | _____ |
| Utilities (Farm Share) | \$ | .82 | _____ |
| Miscellaneous Expenses | \$ | 2.20 | _____ |
| Seeds and Plants | \$ | 9.52 | _____ |
| Fertilizer and Lime | \$ | 19.67 | _____ |
| Machine Hire & Trucking | \$ | 3.24 | _____ |
| Auto Expense (Farm Share) | \$ | 3.73 | _____ |
| Interest on Notes | \$ | 35.12 | _____ |
| Taxes (Farm Share) | \$ | 5.33 | _____ |
| Rent | \$ | 28.42 | _____ |
| Insurance (Farm Share) | \$ | 3.73 | _____ |
| Total Cash Expenses | \$ | <u>160.51</u> | _____ |
| Non-Cash Expenses | | | |
| Depreciation | | | |
| Bldg., Fence & Tile | \$ | 3.79 | _____ |
| Machinery & Equip. | \$ | 29.00 | _____ |
| Total Depreciation | \$ | <u>32.79</u> | _____ |
| Unpaid Opr. and Fam. Labor | \$ | 48.21 | _____ |
| Interest Not Charged | \$ | 43.07 | _____ |
| Total Non-Cash Expenses | \$ | <u>124.07</u> | _____ |
| TOTAL EXPENSES OF PRODUCTION | \$ | 284.58 | _____ |
| Management Income and Profit | \$ | -44.52 | _____ |
| Value of Production minus Cash Expenses | \$ | 79.55 | _____ |
| Unpaid Labor and Management Income | | | |
| Total Per Acre | \$ | 3.69 | _____ |
| Per Hour | \$ | .48 | _____ |

^{1/} Ranked by Family Labor & Management Income Per Hour to Alfalfa Hay Enterprise

1980 OHIO FARM BUSINESS ANALYSIS REPORT

ALFALFA HAY ENTERPRISE SUMMARY

| | <u>Unit</u> | <u>Average</u> | <u>My Farm</u> |
|------------------------------|-------------|-----------------|----------------|
| <u>NUMBER OF FARMS</u> | | 9 | |
| <u>GENERAL INFORMATION</u> | | | |
| Number of Acres | A. | 33 | _____ |
| Value Per Ton Produced | \$ | 65.41 | _____ |
| Total Cost Per Ton Produced | \$ | 77.54 | _____ |
| Cash Cost Per Ton Produced | \$ | 43.74 | _____ |
| <u>RATIO ANALYSIS</u> | | | |
| Profit Margin | % | 14.0 | _____ |
| Turnover | \$/ \$ | .276 | _____ |
| Return on Investment | % | 3.9 | _____ |
| <u>PER ACRE INFORMATION</u> | | <u>Per Acre</u> | |
| Tons Produced | T. | 3.67 | _____ |
| Productive Man Work Units | No. | 1.29 | _____ |
| Value of Labor Used | \$ | 56.12 | _____ |
| Total Investment | \$ | 868.76 | _____ |
| Return on Investment | \$ | 33.67 | _____ |
| Percent Return on Investment | % | 3.9 | _____ |

1980 OHIO FARM BUSINESS ANALYSIS REPORT

CLOVER-MIXED HAY ENTERPRISE SUMMARY^{1/}

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|--|-------------|------------------|-----------------|------------------|----------------|
| | | <u>Per Acre</u> | <u>Per Acre</u> | <u>Per Acre</u> | |
| TOTAL VALUE OF PRODUCTION | \$ | 172.93 | 158.92 | 136.19 | |
| Cash Expenses | | | | | |
| Hired Labor | \$ | 8.67 | 3.36 | 2.87 | |
| Farm Supplies | \$ | 2.28 | 2.36 | 2.48 | |
| Machinery Repairs | \$ | 11.24 | 11.18 | 11.16 | |
| Bldg., Fence, Etc. | \$ | .74 | .79 | .90 | |
| Fuel, Oil and Grease | \$ | 11.98 | 12.05 | 12.19 | |
| Utilities (Farm Share) | \$ | .85 | 1.13 | 1.61 | |
| Miscellaneous Expenses | \$ | 1.22 | 1.26 | 1.37 | |
| Seeds and Plants | \$ | 4.87 | 5.38 | 6.26 | |
| Fertilizer and Lime | \$ | 12.24 | 13.67 | 16.13 | |
| Machine Hire & Trucking | \$ | 7.02 | 4.90 | 1.42 | |
| Auto Expense | \$ | .52 | .79 | 1.29 | |
| Interest on Notes | \$ | 21.91 | 29.13 | 41.29 | |
| Taxes | \$ | 3.24 | 3.51 | 3.97 | |
| Rent | \$ | 13.63 | 9.23 | 1.94 | |
| Insurance | \$ | 2.48 | 2.59 | 2.77 | |
| Total Cash Expenses | \$ | <u>97.89</u> | <u>101.33</u> | <u>107.65</u> | |
| Non-Cash Expenses | | | | | |
| Depreciation | | | | | |
| Bldg., Fence & Tile | \$ | 2.09 | 5.59 | 11.48 | |
| Machinery & Equip. | \$ | 26.48 | 30.54 | 37.49 | |
| Total Depreciation | \$ | <u>28.57</u> | <u>36.13</u> | <u>48.97</u> | |
| Unpaid Opr. and Fam. Labor | \$ | 46.04 | 42.51 | 36.87 | |
| Interest Not Charged | \$ | 48.63 | 44.71 | 38.36 | |
| Total Non-Cash Expenses | \$ | <u>123.24</u> | <u>123.35</u> | <u>124.20</u> | |
| TOTAL EXPENSES OF PRODUCTION | \$ | 221.13 | 224.68 | 231.85 | |
| Management Income and Profit | \$ | -48.20 | -65.76 | -95.66 | |
| Value of Production minus Cash Expenses | \$ | 75.04 | 57.59 | 28.55 | |
| Unpaid Labor and Management Income | | | | | |
| Total Per Acre | \$ | -2.16 | -23.25 | -58.79 | |
| Per Hour | \$ | -.17 | -2.02 | -5.88 | |

^{1/} Ranked by Family Labor & Management Income Per Hour to Clover-Mixed Hay Enterprise

1980 OHIO FARM BUSINESS ANALYSIS REPORT

CLOVER-MIXED HAY ENTERPRISE SUMMARY

| | <u>Unit</u> | <u>Upper 50%</u> | <u>Average</u> | <u>Lower 50%</u> | <u>My Farm</u> |
|------------------------------|-------------|------------------|-----------------|------------------|----------------|
| <u>NUMBER OF FARMS</u> | | 9 | 17 | 8 | |
| <u>GENERAL INFORMATION</u> | | | | | |
| Number of Acres | A. | 46 | 39 | 31 | _____ |
| Value Per Ton Produced | \$ | 47.64 | 50.77 | 54.04 | _____ |
| Total Cost Per Ton Produced | \$ | 60.92 | 71.78 | 92.00 | _____ |
| Cash Cost Per Ton Produced | \$ | 26.97 | 32.37 | 42.72 | _____ |
| <u>RATIO ANALYSIS</u> | | | | | |
| Profit Margin | % | 12.9 | 5.1 | -11.7 | _____ |
| Turnover | \$/ \$ | .221 | .194 | .154 | _____ |
| Return on Investment | % | 2.9 | 1.0 | -1.8 | _____ |
| <u>PER ACRE INFORMATION</u> | | | | | |
| | | <u>Per Acre</u> | <u>Per Acre</u> | <u>Per Acre</u> | |
| Tons Produced | T. | 3.63 | 3.13 | 2.52 | _____ |
| Productive Man Work Units | No. | 1.24 | 1.15 | 1.00 | _____ |
| Value of Labor Used | \$ | 49.71 | 45.87 | 39.74 | _____ |
| Total Investment | \$ | 783.76 | 820.46 | 885.03 | _____ |
| Return on Investment | \$ | 22.34 | 8.08 | -16.01 | _____ |
| Percent Return on Investment | % | 2.9 | 1.0 | -1.8 | _____ |

GLOSSARY OF SELECTED TERMS*

GROSS FARM INCOME - is the sum of all cash receipts plus increases in inventory and capital gains less decreases in inventory, capital losses, and feeder livestock purchases. Feeder livestock purchases are deducted to reflect on farm production.

INTEREST NOT CHARGED - represents an estimated charge for equity capital. It is determined by taking nine percent of total investment and subtracting the amount of interest paid during the year. This calculation makes a similar charge for the total investment of each farm enterprise.

UNPAID OPERATOR & FAMILY LABOR - is the wage charge for the operator and unpaid family labor using the time worked and rates per hour estimated by the farm operator.

TOTAL FARM EXPENSE - is the sum of all cash and non-cash expense for the farm less the cost of purchased feeder livestock. Non-cash expense includes depreciation, interest not charged and unpaid operator and family labor charge.

MANAGEMENT INCOME & PROFIT - equals Gross Income minus Total Farm Expense. This represents the return to management after all cash and non-cash expenses are deducted.

UNPAID LABOR & MANAGEMENT INCOME - equals Management Income and Profit plus Unpaid Operator and Family Labor. This represents the return to the operator and his family for their unpaid labor and management.

NET FARM INCOME - Gross Farm Income - Cash Expenses - Depreciation + Feeder Livestock Purchases equals this figure. This represents the return to the operator for equity capital, unpaid labor, management and profit.

RETURN TO INVESTMENT - equals Management Income and Profit plus paid and unpaid interest. Paid and unpaid interest equals nine percent of Total Investment. This represents the return to all capital, owned and borrowed, plus management and profit. This return times 100 divided by Total Investment gives Percent Return on Investment.

OVERHEAD COSTS - is the sum of depreciation, building repairs, interest paid, property taxes, cash rent, insurance, and interest not charged. These represent costs that are essentially fixed and must be recovered regardless of the level of production.

VARIABLE COSTS - is the sum of all cash expenses other than those included in Overhead Costs. These costs vary with the level of production.

NUMBER OF MAN-YEAR EQUIVALENTS - represents the number of full-time man equivalents used on the farm for the entire year. Family labor is adjusted to a man-equivalent basis. One man-year equivalent is 3,000 hours.

* A complete listing of calculations is contained in occasional paper #300, "An Aid to Understanding the Individual Print-out."

VALUE OF ALL CROPS - represents all crop production valued at market price (not necessarily sold) plus government crop payments. Value of pasture is not included.

VALUE OF NET LIVESTOCK INCREASE - is the net value of livestock and livestock products produced during the year. This includes breeding fees, livestock products and livestock sold less value of livestock purchased during the year plus or minus changes in livestock inventory.

RETURN PER \$ FEED FED TO ALL LIVESTOCK ENTERPRISES - equals the Value of Net Livestock Increase divided by the Total Value of Feed Fed to All Livestock. The returns per dollar of feed fed should pay for the feed, labor, overhead on buildings and equipment required by livestock, other production costs, and provide a profit.

MACHINERY COST PER TILLABLE ACRE - is the sum of fuel, oil, grease, repairs and machine hire expenditures plus charges for depreciation and investment, less custom work receipts divided by total tillable acres. Total tillable acres equal total harvested crop acres plus acres of rotation pasture.

PROFIT MARGIN - equals Management Income and Profit plus paid and unpaid interest divided by gross income times 100. This percent shows the dollars of profit and interest received as a percent of each dollar of gross income.

TURNOVER - equals Gross Income divided by Total Investment. This is the same as the Gross Income Per \$1,000 Invested figure, but is given as a decimal figure rather than a return per \$1,000. It gives the dollars of gross income received during the year for each dollar of investment.

RETURN ON INVESTMENT - equals Management Income and Profit plus paid and unpaid interest. This amount divided by Total Investment equals Percent Return on Investment. It gives the dollars of profit and interest received during the year as a percent of each dollar of investment.

LABOR EFFICIENCY FACTOR - the total standard PMWU's for all enterprises are added together and the total is divided by the Number of Man Equivalent Hours Used (as reported on page 1 of the input form 7363). This figure is multiplied by 100 to give a percent. If more units per hour were reported than indicated by the standard, this factor will be larger than 100.

SAMPLE POPULATION

The 26 owner-operator and tenant-landlord general crop farms, 26 tenant-only general crop farms, 60 corn enterprises, 34 soybean enterprises, 28 wheat enterprises, 12 corn silage enterprises, 9 alfalfa hay enterprises, and 17 clover-mixed hay enterprise records summarized in this report are part of approximately 450 farm records of all types submitted by Ohio farmers to The Ohio State University for analysis in 1981. Not all of the records submitted were complete and accurate enough to be used in this summary.

July, 1981

COMPARE YOURSELF TO OHIO'S TOP CROP PRODUCERS

Enter performance records from your farm to compare with the following statistics of crop producers from the 1980 Ohio Farm Business Analysis.

| TOTAL FARM COMPARISONS | | Unit | My Farm | Upper 50% | Average | Projection for next year |
|-------------------------------|-------------------------------------|------|---------|-----------|---------|--------------------------|
| <u>Owner-Operator Farms</u> | | | | | | |
| 1. | No. Men Per Farm | No. | _____ | 1.12 | 1.15 | _____ |
| 2. | No. Tillable Acres Per Farm | A. | _____ | 440 | 400 | _____ |
| 3. | No. Tillable Acres Per Man | A. | _____ | 400 | 350 | _____ |
| 4. | Total Labor and Mgmt. Income | \$ | _____ | 26,600 | 10,800 | _____ |
| 5. | Labor & Mgmt. Income/Tillable Acre | \$ | _____ | 60.45 | 27.00 | _____ |
| 6. | Gross Farm Income | \$ | _____ | 148,000 | 130,500 | _____ |
| 7. | Gross Farm Income/Tillable Acre | \$ | _____ | 336 | 326 | _____ |
| <u>Tenant Farm</u> | | | | | | |
| 8. | No. Men Per Farm | No. | _____ | .76 | .79 | _____ |
| 9. | No. Tillable Acres Per Farm | A. | _____ | 420 | 390 | _____ |
| 10. | No. Tillable Acres Per Man | A. | _____ | 560 | 500 | _____ |
| 11. | Total Labor & Mgmt. Income | \$ | _____ | 29,600 | 16,800 | _____ |
| 12. | Labor & Mgmt. Income/Tillable Acre | \$ | _____ | 70.48 | 43.08 | _____ |
| 13. | Gross Farm Income | \$ | _____ | 111,711 | 94,759 | _____ |
| 14. | Gross Farm Income/Tillable Acre | \$ | _____ | 266 | 243 | _____ |
| <u>ENTERPRISE COMPARISONS</u> | | | | | | |
| <u>Corn</u> | | | | | | |
| 15. | Bushels Produced Per Acre | Bu. | _____ | 110.9 | 105.5 | _____ |
| 16. | Cost Per Bushel Produced | \$ | _____ | 2.72 | 2.84 | _____ |
| 17. | Return to Labor & Mgmt. Income/Acre | \$ | _____ | 68.64 | 44.56 | _____ |
| <u>Soybeans</u> | | | | | | |
| 18. | Bushels Produced Per Acre | Bu. | _____ | 34.1 | 33.0 | _____ |
| 19. | Cost Per Bushel Produced | \$ | _____ | 6.45 | 7.27 | _____ |
| 20. | Return to Labor & Mgmt. Income/Acre | \$ | _____ | 57.24 | 32.04 | _____ |
| <u>Wheat</u> | | | | | | |
| 21. | Bushels Produced Per Acre | Bu. | _____ | 44.8 | 43.3 | _____ |
| 22. | Cost Per Bushel Produced | \$ | _____ | 4.19 | 4.83 | _____ |
| 23. | Return to Labor & Mgmt. Income/Acre | \$ | _____ | 17.39 | -7.21 | _____ |
| <u>Corn Silage</u> | | | | | | |
| 24. | Tons Produced Per Acre | T. | _____ | | 15.0 | _____ |
| 25. | Cost Per Ton Produced | \$ | _____ | | 24.21 | _____ |
| 26. | Return to Labor & Mgmt. Income/Acre | \$ | _____ | | -3.84 | _____ |
| <u>Alfalfa Hay</u> | | | | | | |
| 27. | Tons Produced Per Acre | T. | _____ | | 3.7 | _____ |
| 28. | Cost Per Ton Produced | \$ | _____ | | 77.54 | _____ |
| 29. | Return to Labor & Mgmt. Income/Acre | \$ | _____ | | 3.69 | _____ |
| <u>Clover-Mixed Hay</u> | | | | | | |
| 30. | Tons Produced Per Acre | T. | _____ | 3.6 | 3.1 | _____ |
| 31. | Cost Per Ton Produced | \$ | _____ | 60.92 | 71.78 | _____ |
| 32. | Return to Labor & Mgmt. Income/Acre | \$ | _____ | -2.16 | -23.25 | _____ |