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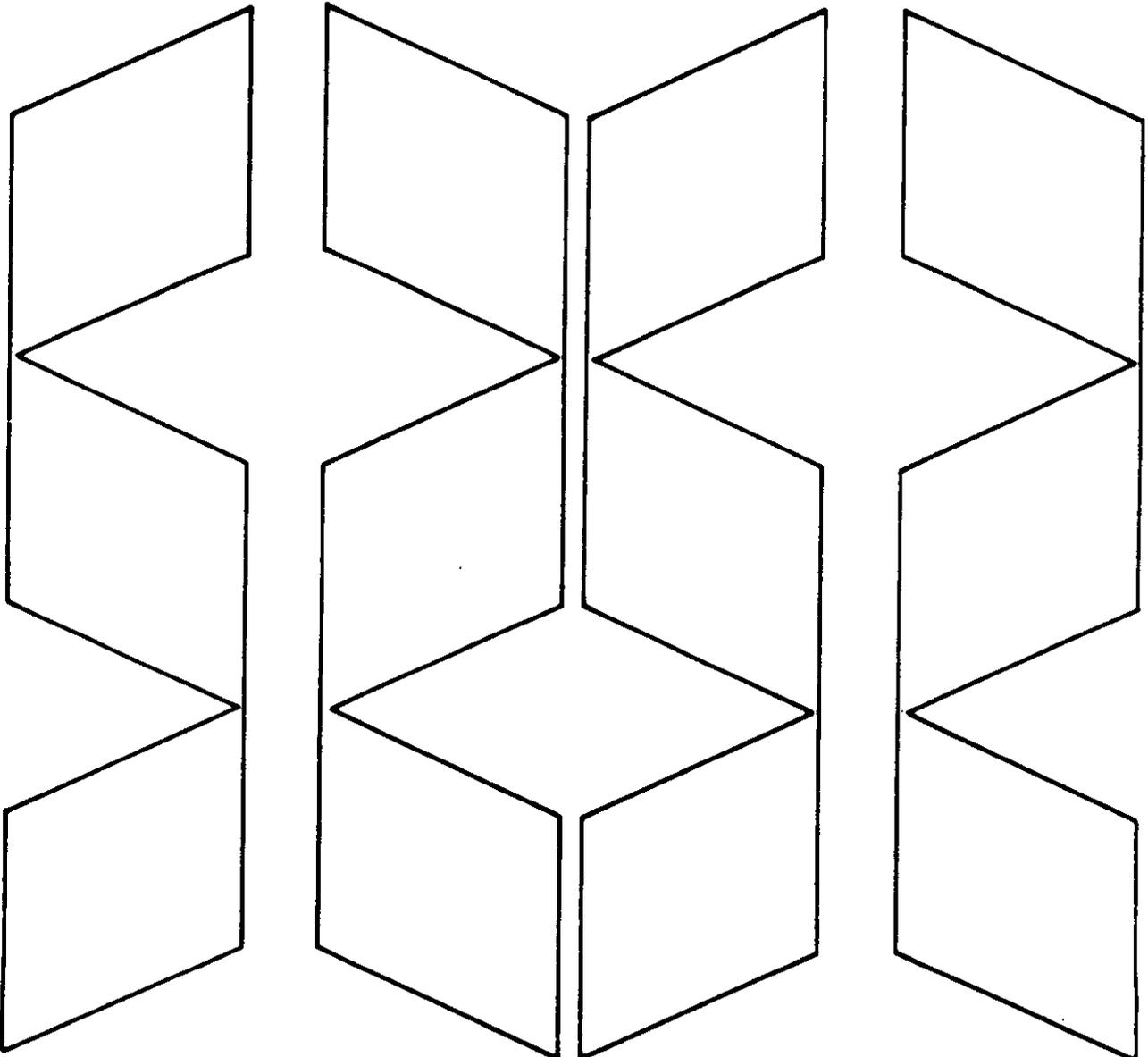
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July 1987

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# Farm Production Expenditures

## 1986 Summary



1986 FARM PRODUCTION EXPENDITURES

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PRODUCTION EXPENDITURES

HIGHLIGHTS

Farm production expenditures totaled \$106 billion in 1986, off 16 percent from the \$126 billion in 1985. Increased expenditures for building and fencing items were more than offset by declines in all other expenses. Farm services, including rent, represented the largest expenditures for farmers accounting for 22 percent of the total. Feed expenses contributed 14 percent, interest 9.6 percent and livestock & poultry expenses 9.5 percent of the total.

The Corn Belt region had the largest total expenditure, accounting for 23 percent of the U.S. expenses, followed by the Northern Plains region with 14 percent. Nine of the ten production regions reduced expenditures from a year earlier. The region with the sharpest decreases in total expenditures was the Southern Plains with a drop of 31 percent. The Southeast region expenditures were unchanged from a year earlier.

Farms in the over \$100,000 sales category accounted for 67 percent of the U.S. expenditures. The \$40,000-\$99,999 category was 17 percent of the total and farms with less than \$40,000 sales 16 percent. Large farms accounted for more than two-thirds of all expenses for labor, livestock & poultry, feed, agricultural chemicals, farm supplies, seeds & plants, farm & land improvements, and fertilizer. The three major expenditure categories of farm services, feed, and farm machinery accounted for 48 percent of the total expenses for operations with sales over \$100,000. For farms with sales between \$40,000-\$99,999 and those less than \$40,000 the three leading expenses were farm services, feed, and farm machinery.

MAJOR FARM PRODUCTION EXPENDITURES

| EXPENDITURE - FARM SHARE :                     | 1985                  |                     | 1986                  |                     |
|--|-----------------------|---------------------|-----------------------|---------------------|
|  | DOLLARS<br>(MILLIONS) | PERCENT<br>OF TOTAL | DOLLARS<br>(MILLIONS) | PERCENT<br>OF TOTAL |
| TOTAL FARM PRODUCTION EXPENDITURES 7/ 8/       | 125,916               | 100.0               | 105,995               | 100.0               |
| LIVESTOCK, POULTRY & OTHER RELATED EXPENSES 9/ | 13,499                | 10.7                | 10,051                | 9.5                 |
| FEED 10/                                       | 18,098                | 14.4                | 14,948                | 14.1                |
| FARM SERVICES EXCLUDING RENT 11/ 12/ 13/ 14/   | 15,512                | 12.3                | 13,743                | 13.0                |
| RENT   | 12,680                | 10.1                | 9,558                 | 9.0                 |
| AGRICULTURAL CHEMICALS 15/                     | 3,942                 | 3.1                 | 3,544                 | 3.3                 |
| FERTILIZER, LIME & SOIL CONDITIONERS 16/       | 8,614                 | 6.8                 | 6,868                 | 6.5                 |
| INTEREST 8/                                    | 12,522                | 9.9                 | 10,170                | 9.6                 |
| TAXES (PROPERTY) 8/                            | 2,672                 | 2.1                 | 2,605                 | 2.5                 |
| LABOR  | 10,965                | 8.7                 | 9,913                 | 9.4                 |
| FUELS & LUBRICANTS                             | 6,449                 | 5.1                 | 4,692                 | 4.4                 |
| FARM SUPPLIES 18/                              | 1,775                 | 1.4                 | 1,539                 | 1.4                 |
| BUILDING & FENCING                             | 2,275                 | 1.8                 | 2,393                 | 2.3                 |
| FARM & LAND IMPROVEMENTS                       | 1,042                 | .8                  | 847                   | .8                  |
| FARM MACHINERY 19/ 20/ 21/ 22/                 | 10,068                | 8.0                 | 9,452                 | 8.9                 |
| SEEDS & PLANTS 23/ 24/                         | 3,941                 | 3.1                 | 3,511                 | 3.3                 |
| TRUCKS & AUTOS 25/                             | 1,762                 | 1.4                 | 1,714                 | 1.6                 |

SEE FOOTNOTES, PAGE 59.

## THE SURVEY

The farm production expenditure information contained in this publication is the result of a sample survey of over 14,000 farms and ranches contacted in February and March of 1987. For the survey, a farm was defined as any establishment producing agricultural commodities with annual sales of \$1,000 or more. Types of establishments included in the survey are those listed in the Federal Government Standard Industrial Code (SIC) for agricultural production of crops and livestock--major group codes 01 and 02. Establishments engaged primarily in the production of field crops, vegetables, fruits, nuts and horticultural specialties are included in the crops code. Livestock includes the production of cattle, hogs, sheep, goats, horses, poultry and eggs, turkeys, milk and honey. Also included are other animal specialties such as production of rabbits, fur-bearing animals, and fish produced in captivity.

Samples were selected from two sources. The first source was a list of operators of farms and ranches, including orchards, nurseries, greenhouses, dairies, feedlots, broiler operations, and production units which would qualify as agricultural producers. The sample from the list frame represented the larger, more specialized operations. The second source was an area frame sample where the 48 contiguous States were divided into small sampling units, each with a known probability of selection. Farm operators residing in a selected sample of these area units were surveyed. Since all of the operators on the list frame are also part of the area frame, rigorous procedures are followed to assure that an operation is included only once. The area frame represents the farms that are not included in the list frame.

Some of the measures taken to assure that data were collected uniformly and consistently across the United States were: Special training of State survey data collectors and use of screening questionnaires to determine if the sampled units qualified as farms.

## DATA RELIABILITY

Sample survey results are only indications of the total population. They may differ somewhat from the data that would be gathered in a complete census using the same questionnaires, instructions, and enumerators. A measure of this sample variability, called sampling error, is available from survey results. Sampling errors may be expressed as a percentage of the estimate. These percentages are referred to as coefficients of variation (C.V.) and are shown for selected groups of items.

Data from sample surveys are also influenced by non-sampling errors, which are not measurable or known. Non-sampling errors may be introduced by enumerators, respondents, questionnaire design, and field and office procedures. Efforts are made to minimize these errors and maintain survey accuracy by training of data collectors, detailed review and edit checking of data, and analysis of data for comparability and consistency.

PRODUCTION EXPENDITURES: EXPENDITURES AND RELATED  
COEFFICIENTS OF VARIATION, UNITED STATES 2/, 1986

| EXPENDITURE--FARM SHARE                        | PERCENT OF<br>FARMS<br>REPORTING 3/ | DOLLAR<br>VALUE<br>(000) | C.V.<br>:(PERCENT)<br>5/ |
|--|-------------------------------------|--------------------------|--------------------------|
| TOTAL FARM PRODUCTION EXPENDITURES 7/ 8/       | 100.0                               | 105,994,869              | 2.4                      |
| LIVESTOCK, POULTRY & OTHER RELATED EXPENSES 9/ | 42.2                                | 10,051,421               | 8.0                      |
| CATTLE PURCHASED                               | 30.7                                | 7,667,761                | 10.2                     |
| HOGS & PIGS PURCHASED                          | 10.5                                | 1,025,371                | 10.6                     |
| FEED   | 72.5                                | 14,948,112               | 5.7                      |
| GRAINS   | 34.0                                | 3,907,000                | 13.8                     |
| COMPLETE RATIONS AND FORMULA FEEDS             | 22.8                                | 4,919,655                | 8.9                      |
| FARM SERVICES 11/ 12/ 13/                      | 99.7                                | 23,300,282               | 1.9                      |
| CROP CUSTOM SERVICES                           | 39.9                                | 1,372,076                | 4.0                      |
| LIVESTOCK CUSTOM SERVICES                      | 14.4                                | 538,410                  | 13.8                     |
| RENT   | 46.7                                | 9,557,573                | 2.4                      |
| MARKETING & STORAGE                            | 54.4                                | 1,838,359                | 3.1                      |
| INSURANCE 8/                                   | 82.4                                | 2,382,842                | 3.6                      |
| AGRICULTURAL CHEMICALS 15/                     | 56.7                                | 3,543,952                | 3.2                      |
| FERTILIZER 16/                                 | 75.9                                | 6,867,812                | 2.4                      |
| CUSTOM APPLIED FERTILIZER                      | 29.8                                | 2,372,935                | 5.5                      |
| APPLIED BY OPERATOR                            | 51.8                                | 3,667,291                | 3.3                      |
| INTEREST 8/                                    | 60.5                                | 10,169,674               | 2.4                      |
| FARM REAL ESTATE                               | 43.9                                | 6,528,901                | 3.1                      |
| OPERATING LOANS                                | 38.8                                | 3,640,773                | 2.6                      |
| TAXES 8/                                       | 90.3                                | 2,605,380                | 2.7                      |
| LABOR  | 53.7                                | 9,913,473                | 6.4                      |
| CASH WAGES                                     | 50.0                                | 8,051,343                | 6.6                      |
| FUELS & LUBRICANTS                             | 96.2                                | 4,691,700                | 2.1                      |
| DIESEL FUEL                                    | 67.7                                | 2,039,365                | 2.7                      |
| GASOLINE - BULK                                | 47.2                                | 1,062,774                | 2.9                      |
| GASOLINE - SERVICE STATION                     | 53.2                                | 444,176                  | 4.5                      |
| FARM SUPPLIES                                  | 80.8                                | 1,538,858                | 9.5                      |
| SUPPLIES USED IN PRODUCTION 18/                | 79.7                                | 845,657                  | 2.3                      |
| CONTAINERS USED FOR MARKETING                  | 5.2                                 | 693,201                  | 25.6                     |
| BUILDING & FENCING                             | 53.5                                | 2,392,669                | 6.8                      |
| NEW CONSTRUCTION & REMODELING                  | 20.0                                | 1,625,679                | 9.0                      |
| FARM & LAND IMPROVEMENTS                       | 21.4                                | 846,740                  | 12.6                     |
| NEW CONSTRUCTION                               | 10.3                                | 513,786                  | 7.0                      |
| TOTAL FARM MACHINERY 19/ 20/ 21/ 22/           | 90.6                                | 9,451,841                | 2.2                      |
| TRACTORS                                       | 11.7                                | 1,513,179                | 4.5                      |
| OTHER MACHINERY & EQUIPMENT                    | 32.2                                | 2,568,834                | 4.3                      |
| SELF-PROPELLED MACHINERY                       | 6.9                                 | 984,147                  | 13.4                     |
| SEEDS & PLANTS 23/ 24/                         | 71.0                                | 3,510,617                | 3.2                      |
| TRUCKS & AUTOS 25/                             | 19.2                                | 1,713,750                | 4.5                      |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.           | 15.5                                | 1,463,720                | 5.0                      |
| OTHER UNALLOCATED EXPENSES                     | 4.4                                 | 448,588                  | 9.4                      |

SEE FOOTNOTES, PAGE 59.

## FARM EXPENDITURES

The National survey results are shown in substantially the same detail as obtained from the respondents. Expenditures were recorded for goods and services that were used for the farm or ranch business. All sales and excise taxes, shipment or delivery charges, finance and carrying charges, and installation fees were included in the total cost. Only net costs were recorded when trade-in allowances or discounts were part of the transaction. For taxes, the respondents were asked to report the amount due during that survey year whether or not payment was made in that year.

It is not feasible to have a questionnaire that breaks down all of the items farm operators purchase each year. Therefore, respondents were asked to report expenditures for groups of items: i.e., seeds and plants, fertilizer, chemicals, livestock and poultry, feed, fuel, autos and trucks, farm machinery, repairs, capital improvements, farm services, and wages. The category unallocated other expenditures, was for miscellaneous and specialized farming expenses not covered elsewhere in the questionnaire. In 1986, expenses associated with government program commodity certificates increased unallocated expenses in certain regions.

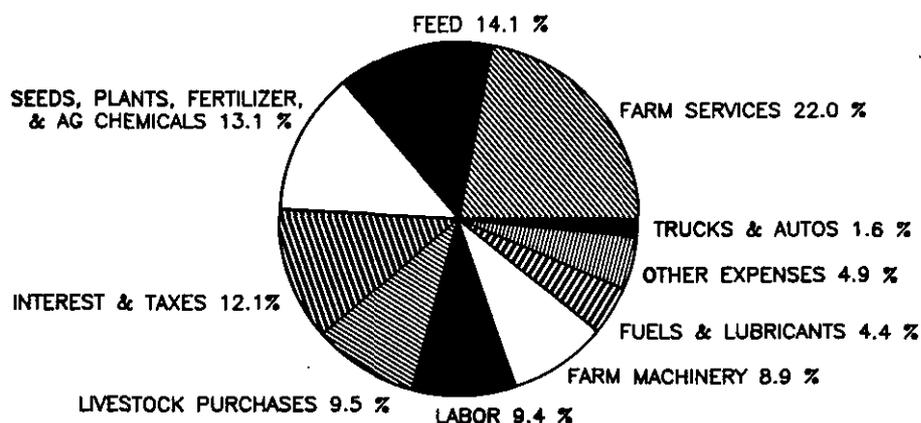
Expenditures applicable to both farm production and family living were allocated by the respondent reporting either on a dollar value or a percentage for the farm business share. Outlays for buying and operating motor vehicles, utility expenses, liability and building insurance were allocated by using the percentage reported as farm share. All expenses for farm real estate taxes, mortgage, interest, and legal settlement fees in connection with buying or selling farm real estate were allocated to the farm. Expenses paid by a landlord were included if associated with the selected operations farm business. Expenses associated with the operator owned dwelling were excluded.

## DATA COMPARABILITY

NOTE: Expenditure data in this report may differ from production expenses in farm income tables published by Economic Research Service (ERS). The survey results presented in this report are used as inputs for the estimation of farm expenses. However, the farm production expenses compiled by ERS utilizes other supplemental information. In addition, several items that are common to both series have conceptual differences.

The farm income estimates published by ERS treat agricultural as one section within the United States economy. Transactions between farms generally are not measured in the income accounts since they cancel within the farm sector. For example, the production expenditures for feeder livestock in this report will exceed the estimated expenses show in the farm income accounts since intrastate sales are included in the production expenditures but excluded from the expenses used to obtain net farm income. Rent expenditures published in this report represent gross cash and crop shares paid to all landlords; in the farm income series only the net rent paid to non-operator landlords is counted. Depreciation of capital items is estimated by ERS for computing production expenses, while this report obtains the actual capital expenses.

## 1986 MAJOR FARM EXPENDITURES AS PERCENT OF TOTAL



PRODUCTION EXPENDITURES: UNITED STATES 2/, 1986

| EXPENDITURE - FARM SHARE                             | FARMS<br>REPORTING<br>3/ | AVERAGE<br>PER FARM<br>4/ | TOTAL<br>EXPENDITURE<br>7/ |
|--|--------------------------|---------------------------|----------------------------|
|  | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | 100.0                    | 47,976                    | 105,994,869                |
| LIVESTOCK & POULTRY:                                 | 42.2                     | 4,549                     | 10,051,421                 |
| CATTLE PURCHASED                                     | 30.7                     | 3,471                     | 7,667,761                  |
| BEEF BREEDING  | 16.3                     | 741                       | 1,636,644                  |
| MILK PRODUCTION                                      | 5.1                      | 297                       | 656,212                    |
| MEAT PRODUCTION                                      | 12.8                     | 2,433                     | 5,374,905                  |
| HOGS & PIGS PURCHASED                                | 10.5                     | 464                       | 1,025,371                  |
| BREEDING HERDS                                       | 6.3                      | 94                        | 206,644                    |
| MEAT PRODUCTION                                      | 4.9                      | 371                       | 818,727                    |
| SHEEP & LAMBS PURCHASED                              | 2.5                      | 60                        | 133,620                    |
| BREEDING HERDS                                       | 2.2                      | 28                        | 61,297                     |
| MEAT PRODUCTION                                      | 0.6                      | 33                        | 72,323*                    |
| POULTRY PURCHASED                                    | 4.4                      | 433                       | 957,570                    |
| BROILER  | 2.1                      | 237                       | 522,578                    |
| EGG TYPE   | 2.2                      | 142                       | 314,673*                   |
| TURKEYS  | 0.6                      | 54                        | 120,320*                   |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | 5.5                      | 121                       | 267,098                    |
| FEED:  | 72.5                     | 6,766                     | 14,948,112                 |
| GRAINS   | 34.0                     | 1,768                     | 3,907,000                  |
| HAYS & FORAGES                                       | 26.9                     | 753                       | 1,664,641                  |
| COMPLETE RATIONS OR FORMULA FEEDS                    | 22.8                     | 2,227                     | 4,919,656                  |
| PROTEIN MEALS OR CONCENTRATES                        | 25.1                     | 1,144                     | 2,526,795                  |
| SUPPLEMENTS  | 20.9                     | 573                       | 1,265,306                  |
| MINERALS, SALTS & ADDITIVES                          | 52.6                     | 301                       | 664,713                    |
| FARM SERVICES:                                       | 99.7                     | 10,546                    | 23,300,282                 |
| CROP CUSTOM SERVICES                                 | 39.9                     | 621                       | 1,372,076                  |
| LAND TILLAGE & CULTIVATION                           | 3.9                      | 38                        | 84,174                     |
| PLANTING & SEEDING                                   | 4.4                      | 32                        | 71,131                     |
| HARVESTING   | 29.7                     | 458                       | 1,011,246                  |
| HAY, FORAGE & STRAW                                  | 15.5                     | 131                       | 289,358                    |
| SMALL GRAIN  | 8.5                      | 108                       | 238,852                    |
| CORN   | 7.0                      | 75                        | 165,983                    |
| SOYBEANS & GRAIN SORGHUM                             | 5.9                      | 64                        | 140,298                    |
| OTHER FIELD CROPS, VEGETABLES,<br>FRUITS & NUTS      | 1.6                      | 80                        | 176,755                    |
| OTHER CUSTOM SERVICES FOR CROPS                      | 7.8                      | 93                        | 205,525                    |
| LIVESTOCK CUSTOM SERVICES                            | 14.4                     | 244                       | 538,410                    |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | 2.7                      | 206                       | 455,513                    |
| FEED GRINDING & MIXING                               | 6.3                      | 38                        | 82,897                     |
| TRANSPORTATION                                       | 36.3                     | 507                       | 1,120,409                  |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | 65.0                     | 791                       | 1,748,090                  |
| RENT   | 46.7                     | 4,326                     | 9,557,573                  |
| CASH   | 34.5                     | 2,053                     | 4,535,367                  |
| SHARE  | 21.1                     | 2,273                     | 5,022,206                  |
| MARKETING & STORAGE                                  | 54.4                     | 832                       | 1,838,359                  |
| CROPS INCLUDING HORTICULTURAL                        | 24.5                     | 429                       | 948,056                    |
| MILK & DAIRY PRODUCTS                                | 10.5                     | 264                       | 582,700                    |
| LIVESTOCK & POULTRY                                  | 36.2                     | 139                       | 307,603                    |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: UNITED STATES 2/, 1986

| EXPENDITURE - FARM SHARE            | FARMS REPORTING : 3/ | AVERAGE PER FARM : 4/ | TOTAL EXPENDITURE : 7/ |
|-------------------------------------|----------------------|-----------------------|------------------------|
|                                     | PERCENT              | DOLLARS               | 1,000 DOLLARS          |
| INSURANCE 8/                        | 82.4                 | 1,079                 | 2,382,841              |
| BLANKET POLICY                      | 79.4                 | 789                   | 1,742,554              |
| FEDERAL CROP                        | 9.4                  | 119                   | 263,817                |
| OTHER CROP & LIVESTOCK              | 17.2                 | 170                   | 376,471                |
| LEASING 13/                         | 7.6                  | 190                   | 419,476                |
| TRACTORS                            | 2.9                  | 64                    | 142,048                |
| OTHER EQUIPMENT                     | 4.9                  | 116                   | 256,577                |
| IRRIGATION EQUIPMENT                | 0.4                  | 18                    | 39,155*                |
| TRUCKS & AUTOS                      | 0.7                  | 9                     | 20,851                 |
| MISC. FARM BUSINESS EXPENSES 14/    | 95.7                 | 845                   | 1,867,567              |
| GENERAL FARM BUSINESS               | 83.8                 | 531                   | 1,173,339              |
| IRRIGATION                          | 6.5                  | 152                   | 334,838                |
| REGISTRATION & LICENSE FEES         | 87.4                 | 120                   | 266,141                |
| FARM OFFICE EQUIPMENT PURCHASES     | 11.0                 | 42                    | 93,249                 |
| UTILITIES                           | 88.5                 | 1,111                 | 2,455,479              |
| TELEPHONE                           | 76.9                 | 172                   | 381,071                |
| WATER (EXCLUDING IRRIGATION)        | 13.6                 | 34                    | 74,115                 |
| ELECTRICITY                         | 85.7                 | 905                   | 2,000,293              |
| EXCLUDING IRRIGATION                | 83.9                 | 643                   | 1,421,706              |
| FOR IRRIGATION                      | 8.4                  | 262                   | 578,586                |
| AG CHEMICALS & SPRAYS: 15/          | 56.7                 | 1,604                 | 3,543,952              |
| CROP PESTICIDES & CHEMICALS         | 57.5                 | 1,544                 | 3,410,530              |
| CUSTOM APPLIED                      | 22.4                 | 565                   | 1,249,223              |
| APPLIED BY OPERATOR                 | 38.7                 | 880                   | 1,943,391              |
| LIVESTOCK SPRAYS & CHEMICALS        | 31.7                 | 60                    | 133,421                |
| FERTILIZER: 16/                     | 75.9                 | 3,109                 | 6,867,812              |
| COMMERCIAL FERTILIZERS              | 74.8                 | 2,963                 | 6,546,657              |
| CUSTOM APPLIED                      | 29.8                 | 1,074                 | 2,372,935              |
| APPLIED BY OPERATOR                 | 51.8                 | 1,660                 | 3,667,291              |
| LIME & SOIL CONDITIONERS            | 14.7                 | 145                   | 321,154                |
| CUSTOM APPLIED                      | 8.9                  | 81                    | 179,165                |
| APPLIED BY OPERATOR                 | 5.6                  | 54                    | 119,567                |
| INTEREST: 8/                        | 60.5                 | 4,603                 | 10,169,674             |
| FARM REAL ESTATE                    | 43.9                 | 2,955                 | 6,528,901              |
| OPERATING LOANS                     | 38.8                 | 1,648                 | 3,640,773              |
| TAXES (PROPERTY) 8/                 | 90.3                 | 1,179                 | 2,605,380              |
| LABOR:                              | 53.7                 | 4,487                 | 9,913,473              |
| CASH WAGES                          | 50.0                 | 3,644                 | 8,051,343              |
| CONTRACT LABOR                      | 8.9                  | 383                   | 845,716                |
| INSURANCE & RETIREMENT PLANS        | 15.0                 | 146                   | 322,800                |
| FICA & OTHER COMPENSATION TAXES     | 14.6                 | 314                   | 693,613                |
| FRINGE BENEFITS - CASH VALUE 17/    | 17.7                 | 207                   | 458,363                |
| BOARD, HOUSING, ETC.                | 15.5                 | 154                   | 339,323                |
| TRANS, FOOD, FUELS & UTILITIES      | 7.8                  | 54                    | 119,040                |
| FUELS & LUBRICANTS:                 | 96.2                 | 2,124                 | 4,691,700              |
| DIESEL                              | 67.7                 | 923                   | 2,039,365              |
| GASOLINE - BULK                     | 47.2                 | 481                   | 1,062,773              |
| GASOLINE - SERVICE STATION          | 53.2                 | 201                   | 444,176                |
| L.P. GAS                            | 22.2                 | 223                   | 493,261                |
| NATURAL GAS                         | 2.6                  | 108                   | 239,458                |
| OTHER (COAL, KEROSENE, WOOD, ETC.)  | 6.4                  | 42                    | 93,817*                |
| MOTOR OILS, GREASE & SPECIAL FLUIDS | 81.0                 | 144                   | 318,849                |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: UNITED STATES 2/, 1986

| EXPENDITURE - FARM SHARE             | FARMS<br>REPORTING<br>3/ | AVERAGE<br>PER FARM<br>4/ | TOTAL<br>EXPENDITURE<br>7/ |
|--------------------------------------|--------------------------|---------------------------|----------------------------|
|                                      | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| FARM SUPPLIES:                       | 80.8                     | 697                       | 1,538,858                  |
| SUPPLIES USED IN PRODUCTION 18/      | 79.7                     | 383                       | 845,657                    |
| CONTAINERS USED FOR MARKETING        | 5.2                      | 314                       | 693,201*                   |
| BUILDINGS & FENCING:                 | 53.5                     | 1,083                     | 2,392,669                  |
| NEW CONSTRUCTION & REMODELING        | 20.0                     | 736                       | 1,625,679                  |
| BUILDING CONSTRUCTION & REMODELING   | 10.7                     | 661                       | 1,459,353                  |
| FENCING                              | 11.7                     | 75                        | 166,326                    |
| REPAIRS & MAINTENANCE                | 43.6                     | 347                       | 766,990                    |
| BUILDINGS                            | 30.0                     | 289                       | 638,766                    |
| FENCING                              | 23.1                     | 58                        | 128,224                    |
| FARM & LAND IMPROVEMENTS:            | 21.4                     | 383                       | 846,740                    |
| NEW CONSTRUCTION                     | 10.3                     | 233                       | 513,786                    |
| LAND IMPROVE (DRAINAGE, ROADS, ETC.) | 6.1                      | 104                       | 228,749                    |
| IRRIGATION (WELLS, PUMPING & DISTR)  | 1.6                      | 68                        | 149,415*                   |
| OTHER FARM IMPROVE (FEEDLOTS ETC.)   | 5.3                      | 61                        | 135,622                    |
| MAINTENANCE & REPAIRS                | 12.5                     | 151                       | 332,954*                   |
| LAND IMPROVE (DRAINAGE, ROADS, ETC.) | 6.1                      | 63                        | 139,746*                   |
| IRRIGATION (WELLS, PUMPING & DISTR)  | 2.6                      | 52                        | 115,273*                   |
| OTHER FARM IMPROVE (FEEDLOTS, ETC.)  | 6.6                      | 35                        | 77,936                     |
| TOTAL FARM MACHINERY: 19/            | 90.6                     | 4,278                     | 9,451,841                  |
| TRACTORS                             | 11.7                     | 685                       | 1,513,179                  |
| NEW                                  | 2.2                      | 258                       | 570,678                    |
| USED                                 | 10.2                     | 427                       | 942,501                    |
| OTHER MACHINERY & EQUIPMENT          | 32.2                     | 1,163                     | 2,568,834                  |
| SELF-PROPELLED MACHINERY             | 6.9                      | 445                       | 984,146                    |
| PLANTING, FERTILIZING, & CHEMICAL    | 0.4                      | 7                         | 14,545*                    |
| HARVESTING                           | 3.0                      | 315                       | 696,389                    |
| HAYING                               | 0.8                      | 21                        | 46,767                     |
| MISC. SELF PROPELLED                 |                          |                           |                            |
| MACHINERY & EQUIPMENT                | 3.1                      | 102                       | 226,446*                   |
| NON SELF-PROPELLED MACHINERY         | 31.2                     | 717                       | 1,584,688                  |
| TILLAGE                              | 11.9                     | 158                       | 348,349                    |
| PLANTING, FERTILIZING & CHEMICAL     | 7.6                      | 113                       | 250,396                    |
| HARVESTING                           | 3.0                      | 71                        | 157,935                    |
| HAYING                               | 8.8                      | 167                       | 369,304                    |
| MISC. NON SELF-PROPELLED             |                          |                           |                            |
| MACHINERY & EQUIPMENT 20/            | 14.1                     | 208                       | 458,704                    |
| LIVESTOCK & POULTRY EQUIPMENT 21/    | 10.1                     | 171                       | 377,370                    |
| MACHINERY ACCESSORIES & SHOP         |                          |                           |                            |
| EQUIPMENT 22/                        | 18.5                     | 76                        | 167,438                    |
| REPAIRS & REPLACEMENT PARTS          | 88.6                     | 2,184                     | 4,825,020                  |
| SEEDS & PLANTS: 23/                  | 71.0                     | 1,589                     | 3,510,617                  |
| FIELD CROPS & SMALL GRAINS           | 57.9                     | 1,226                     | 2,708,305                  |
| LEGUMES, GRASSES & FORAGES           | 31.3                     | 175                       | 386,360                    |
| SEEDS & PLANTS FOR OTHER CROPS       | 8.4                      | 170                       | 374,974                    |
| OTHER SEED RELATED EXPENSES 24/      | 8.0                      | 19                        | 40,978                     |
| TRUCKS & AUTOS: 25/                  | 19.2                     | 776                       | 1,713,750                  |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC. | 16.4                     | 663                       | 1,463,720                  |
| NEW                                  | 6.1                      | 391                       | 864,849                    |
| USED                                 | 10.9                     | 271                       | 598,872                    |
| AUTOS                                | 5.3                      | 113                       | 250,030                    |
| OTHER UNALLOCATED EXPENSES           | 4.4                      | 203                       | 448,588                    |

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FARM PRODUCTION EXPENDITURES - 1985 AND 1986  
UNITED STATES 2/

| EXPENDITURE - FARM SHARE                 | FARMS                |       | AVERAGE             |        | TOTAL                   |         |
|--|----------------------|-------|---------------------|--------|-------------------------|---------|
|  | REPORTING 3/<br>1985 | 1986  | PER FARM 4/<br>1985 | 1986   | EXPENDITURES 7/<br>1985 | 1986    |
|  | PERCENT              |       | DOLLARS             |        | MILLION DOLLARS         |         |
| TOTAL EXPENDITURES 8/                    | 100.0                | 100.0 | 55,242              | 47,976 | 125,916                 | 105,995 |
| LIVESTOCK & POULTRY:                     | 43.8                 | 42.2  | 5,922               | 4,549  | 13,499                  | 10,051  |
| CATTLE PURCHASED                         | 31.2                 | 30.7  | 4,704               | 3,471  | 10,722                  | 7,668   |
| HOGS & PIGS PURCHASED                    | 10.7                 | 10.5  | 398                 | 464    | 907                     | 1,025   |
| POULTRY PURCHASED                        | 4.0                  | 4.4   | 459                 | 433    | 1,046                   | 958     |
| OTHER LIVESTOCK & POULTRY<br>EXPENSES 9/ | 4.8                  | 5.5   | 274                 | 121    | 625                     | 267     |
| FEED:                                    | 74.9                 | 72.5  | 7,940               | 6,766  | 18,098                  | 14,948  |
| GRAINS                                   | 31.5                 | 34.0  | 2,159               | 1,768  | 4,922                   | 3,907   |
| HAYS & FORAGES                           | 25.7                 | 26.9  | 940                 | 753    | 2,141                   | 1,665   |
| PROTEIN MEAL OR CONC. 10/                | 35.5                 | 25.1  | 1,661               | 1,144  | 3,785                   | 2,527   |
| SUPPLEMENTS                              | N/A                  | 20.9  | N/A                 | 573    | N/A                     | 1,265   |
| MINERALS, SALTS & ADDITIVES              | 54.2                 | 52.6  | 466                 | 301    | 1,061                   | 665     |
| FARM SERVICES: 11/ 12/                   | 99.8                 | 99.7  | 12,368              | 10,546 | 28,192                  | 23,300  |
| CROP CUSTOM SERVICES                     | 39.7                 | 39.9  | 762                 | 621    | 1,736                   | 1,372   |
| LIVESTOCK CUSTOM SERVICES                | 15.8                 | 14.4  | 394                 | 244    | 898                     | 538     |
| TRANSPORTATION                           | 35.2                 | 36.3  | 498                 | 507    | 1,135                   | 1,120   |
| VET SUPPLIES, SVCS, ETC.                 | 66.7                 | 65.0  | 828                 | 791    | 1,888                   | 1,748   |
| CASH RENT                                | 37.2                 | 34.5  | 2,357               | 2,053  | 5,372                   | 4,535   |
| SHARE RENT                               | 22.5                 | 21.1  | 3,206               | 2,273  | 7,307                   | 5,022   |
| MARKETING & STORAGE                      | 61.4                 | 54.4  | 1,074               | 832    | 2,449                   | 1,838   |
| INSURANCE 8/                             | 88.6                 | 82.4  | 1,089               | 1,079  | 2,482                   | 2,383   |
| LEASING 13/                              | 8.0                  | 7.6   | 187                 | 190    | 427                     | 419     |
| MISC. FARM BUSINESS 14/                  | 96.1                 | 95.7  | 794                 | 845    | 1,811                   | 1,868   |
| UTILITIES                                | 91.7                 | 88.5  | 1,179               | 1,111  | 2,686                   | 2,455   |
| ELECTRICITY                              | 89.8                 | 85.7  | 972                 | 905    | 2,214                   | 2,000   |
| AG CHEMICALS & SPRAYS: 15/               | 59.1                 | 56.7  | 1,729               | 1,604  | 3,942                   | 3,544   |
| FERTILIZER: 16/                          | 76.3                 | 75.9  | 3,779               | 3,109  | 8,614                   | 6,868   |
| COMMERCIAL FERTILIZERS                   | 74.6                 | 74.8  | 3,607               | 2,963  | 8,222                   | 6,547   |
| INTEREST: 8/                             | 62.6                 | 60.5  | 5,494               | 4,603  | 12,522                  | 10,170  |
| FARM REAL ESTATE                         | 45.3                 | 43.9  | 3,274               | 2,955  | 7,463                   | 6,529   |
| OPERATING LOAN                           | 42.2                 | 38.8  | 2,219               | 1,648  | 5,059                   | 3,641   |
| TAXES (PROPERTY) 8/                      | 90.9                 | 90.3  | 1,172               | 1,179  | 2,672                   | 2,605   |
| LABOR:                                   | 55.5                 | 53.7  | 4,811               | 4,487  | 10,965                  | 9,913   |
| CASH WAGES                               | 51.8                 | 50.0  | 3,804               | 3,644  | 8,672                   | 8,051   |
| FUELS & LUBRICANTS:                      | 97.3                 | 96.2  | 2,829               | 2,124  | 6,449                   | 4,692   |
| DIESEL                                   | 70.4                 | 67.7  | 1,280               | 923    | 2,918                   | 2,039   |
| GASOLINE - BULK                          | 52.4                 | 47.2  | 677                 | 481    | 1,543                   | 1,063   |
| GASOLINE - SERVICE STATION               | 55.8                 | 53.2  | 269                 | 201    | 614                     | 444     |
| FARM SUPPLIES:                           | 80.9                 | 80.8  | 779                 | 697    | 1,775                   | 1,539   |
| SUPPLIES USED IN PROD. 18/               | 83.9                 | 79.7  | 540                 | 383    | 1,231                   | 846     |
| CONTAINERS USED FOR MKTG                 | 4.6                  | 5.2   | 238                 | 314    | 543                     | 693     |
| BUILDING & FENCING:                      | 55.5                 | 53.5  | 998                 | 1,083  | 2,275                   | 2,393   |
| NEW CONSTRUCTION &<br>REMODELING         | 21.2                 | 20.0  | 667                 | 736    | 1,520                   | 1,626   |
| FARM & LAND IMPROVEMENTS:                | 27.7                 | 21.4  | 457                 | 383    | 1,042                   | 847     |
| NEW CONSTRUCTION                         | 14.1                 | 10.3  | 323                 | 233    | 736                     | 514     |
| FARM MACHINERY 19/ 20/<br>21/ 22/        | 90.8                 | 90.6  | 4,417               | 4,278  | 10,068                  | 9,452   |
| SEEDS & PLANTS: 23/ 24/                  | 72.3                 | 71.0  | 1,729               | 1,589  | 3,941                   | 3,511   |
| TRUCKS & AUTOS: 25/                      | 19.1                 | 19.2  | 773                 | 776    | 1,762                   | 1,714   |
| TRUCKS INCL BEDS, HYDR<br>SYSTEMS, ETC.  | 15.7                 | 15.5  | 674                 | 662    | 1,537                   | 1,464   |

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EXPENDITURES BY FARM TYPE - CROP, 1985 AND 1986  
UNITED STATES 2/

| EXPENDITURE - FARM SHARE              | FARMS        |             | AVERAGE     |             | TOTAL           |                 |
|---------------------------------------|--------------|-------------|-------------|-------------|-----------------|-----------------|
|                                       | REPORTING 3/ | PER FARM 4/ | PER FARM 4/ | PER FARM 4/ | EXPENDITURES 7/ | EXPENDITURES 7/ |
|                                       | 1985         | 1986        | 1985        | 1986        | 1985            | 1986            |
|                                       | PERCENT      |             | DOLLARS     |             | MILLION DOLLARS |                 |
| TOTAL EXPENDITURES 8/                 | 100.0        | 100.0       | 90,247      | 78,736      | 59,653          | 47,920          |
| LIVESTOCK & POULTRY:                  | 24.6         | 22.4        | 2,349       | 1,735       | 1,553           | 1,056           |
| CATTLE PURCHASED                      | 16.4         | 15.2        | 1,824       | 1,384       | 1,206           | 842             |
| HOGS & PIGS PURCHASED                 | 7.1          | 6.3         | 320         | 235         | 211             | 143             |
| POULTRY PURCHASED                     | 2.1          | 1.5         | 144         | 47          | 95              | 29              |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/ | 2.1          | 2.9         | 44          | 39          | 29              | 24              |
| FEED:                                 | 44.0         | 37.5        | 2,223       | 1,340       | 1,470           | 816             |
| GRAINS                                | 13.6         | 14.2        | 406         | 326         | 269             | 198             |
| HAYS & FORAGES                        | 10.2         | 8.5         | 153         | 106         | 101             | 65              |
| PROTEIN MEAL OR CONCENTRATES 10/      | 21.4         | 11.5        | 938         | 353         | 620             | 215             |
| SUPPLEMENTS                           | N/A          | 11.9        | N/A         | 281         | N/A             | 171             |
| MINERALS, SALTS & ADDITIVES           | 28.5         | 24.0        | 129         | 92          | 86              | 56              |
| FARM SERVICES: 11/ 12/                | 99.9         | 99.6        | 25,740      | 21,104      | 17,014          | 12,844          |
| CROP CUSTOM SERVICES                  | 43.5         | 42.4        | 1,843       | 1,431       | 1,218           | 871             |
| LIVESTOCK CUSTOM SERVICES             | 6.6          | 5.2         | 88          | 83          | 58              | 51              |
| TRANSPORTATION                        | 26.4         | 26.0        | 547         | 682         | 362             | 415             |
| VET SUPPLIES, SVCS, ETC.              | 36.4         | 31.3        | 358         | 202         | 237             | 123             |
| CASH RENT                             | 38.1         | 34.5        | 5,509       | 4,573       | 3,642           | 2,783           |
| SHARE RENT                            | 37.6         | 35.0        | 8,985       | 6,428       | 5,939           | 3,912           |
| MARKETING & STORAGE                   | 57.9         | 48.7        | 2,392       | 1,492       | 1,581           | 908             |
| INSURANCE 8/                          | 91.5         | 84.2        | 2,188       | 2,163       | 1,446           | 1,316           |
| LEASING 13/                           | 9.7          | 9.3         | 460         | 485         | 304             | 295             |
| MISC. FARM BUSINESS 14/               | 96.7         | 96.8        | 1,473       | 1,768       | 974             | 1,076           |
| UTILITIES                             | 91.2         | 89.1        | 1,896       | 1,797       | 1,253           | 1,094           |
| ELECTRICITY                           | 88.9         | 86.0        | 1,573       | 1,478       | 1,040           | 900             |
| AG CHEMICALS & SPRAYS: 15/            | 81.3         | 79.5        | 4,853       | 4,625       | 3,208           | 2,815           |
| FERTILIZER: 16/                       | 90.3         | 88.7        | 9,265       | 7,594       | 6,124           | 4,622           |
| COMMERCIAL FERTILIZERS                | 89.1         | 88.1        | 8,863       | 7,291       | 5,859           | 4,437           |
| INTEREST: 8/                          | 67.0         | 65.3        | 9,783       | 8,122       | 6,467           | 4,943           |
| FARM REAL ESTATE                      | 46.4         | 44.9        | 5,911       | 5,146       | 3,907           | 3,132           |
| OPERATING LOAN                        | 49.9         | 44.7        | 3,872       | 2,976       | 2,560           | 1,811           |
| TAXES (PROPERTY) 8/                   | 89.6         | 88.7        | 2,030       | 2,062       | 1,342           | 1,255           |
| LABOR:                                | 62.5         | 60.3        | 10,332      | 10,256      | 6,829           | 6,242           |
| CASH WAGES                            | 59.4         | 56.0        | 7,967       | 8,088       | 5,266           | 4,922           |
| FUELS & LUBRICANTS:                   | 97.8         | 97.5        | 5,893       | 4,398       | 3,895           | 2,677           |
| DIESEL                                | 81.6         | 75.7        | 2,967       | 2,058       | 1,961           | 1,252           |
| GASOLINE - BULK                       | 60.8         | 54.7        | 1,210       | 876         | 799             | 533             |
| GASOLINE - SERVICE STATION            | 51.7         | 48.9        | 411         | 306         | 271             | 186             |
| FARM SUPPLIES:                        | 82.6         | 82.3        | 1,598       | 1,838       | 1,056           | 1,118           |
| SUPPLIES USED IN PRODUCTION 18/       | 81.0         | 80.3        | 863         | 762         | 570             | 464             |
| CONTAINERS USED FOR MARKETING         | 8.2          | 9.7         | 735         | 1,076       | 486             | 655             |
| BUILDING & FENCING:                   | 40.7         | 39.5        | 1,079       | 1,319       | 713             | 803             |
| NEW CONSTRUCTION & REMODELING         | 13.4         | 13.7        | 691         | 909         | 457             | 553             |
| FARM & LAND IMPROVEMENTS:             | 25.7         | 19.5        | 790         | 721         | 522             | 439             |
| NEW CONSTRUCTION                      | 13.2         | 9.4         | 571         | 389         | 378             | 237             |
| FARM MACHINERY: 19/ 20/ 21/ 22/       | 92.5         | 93.6        | 8,563       | 7,851       | 5,660           | 4,778           |
| SEEDS & PLANTS: 23/ 24/               | 88.2         | 86.3        | 4,443       | 4,087       | 2,937           | 2,487           |
| TRUCKS & AUTOS: 25/                   | 19.8         | 18.9        | 1,237       | 1,194       | 818             | 727             |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.  | 16.3         | 15.3        | 1,093       | 981         | 722             | 597             |

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EXPENDITURES BY FARM TYPE - LIVESTOCK, 1985 AND 1986  
UNITED STATES 2/

| EXPENDITURE - FARM SHARE              | FARMS                |       | AVERAGE                 |        | TOTAL                   |        |
|---------------------------------------|----------------------|-------|-------------------------|--------|-------------------------|--------|
|                                       | REPORTING 3/<br>1985 | 1986  | PER FARM 4/<br>1985 27/ | 1986   | EXPENDITURES 7/<br>1985 | 1986   |
|                                       | PERCENT              |       | DOLLARS                 |        | MILLION DOLLARS         |        |
| TOTAL EXPENDITURES 8/                 | 100.0                | 100.0 | 73,921                  | 63,984 | 66,263                  | 58,075 |
| LIVESTOCK & POULTRY:                  | 57.9                 | 55.5  | 13,327                  | 9,911  | 11,946                  | 8,996  |
| CATTLE PURCHASED                      | 42.0                 | 41.2  | 10,616                  | 7,520  | 9,517                   | 6,826  |
| HOGS & PIGS PURCHASED                 | 13.3                 | 13.3  | 776                     | 972    | 695                     | 883    |
| POULTRY PURCHASED                     | 5.4                  | 6.3   | 1,060                   | 1,024  | 951                     | 929    |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/ | 6.8                  | 7.3   | 665                     | 268    | 596                     | 243    |
| FEED:                                 | 97.5                 | 96.0  | 18,550                  | 15,570 | 16,628                  | 14,132 |
| GRAINS                                | 45.0                 | 47.6  | 5,197                   | 4,085  | 4,659                   | 3,708  |
| HAYS & FORAGES                        | 37.4                 | 39.5  | 2,279                   | 1,760  | 2,043                   | 1,598  |
| PROTEIN MEAL OR CONCENTRATES 10/      | 46.0                 | 34.4  | 3,516                   | 2,555  | 3,152                   | 2,319  |
| SUPPLEMENTS                           | N/A                  | 26.9  | N/A                     | 1,216  | N/A                     | 1,103  |
| MINERALS, SALTS & ADDITIVES           | 73.4                 | 72.1  | 1,088                   | 673    | 976                     | 611    |
| FARM SERVICES: 11/ 12/                | 99.7                 | 99.7  | 12,470                  | 11,520 | 11,178                  | 10,456 |
| CROP CUSTOM SERVICES                  | 36.8                 | 38.2  | 577                     | 552    | 518                     | 501    |
| LIVESTOCK CUSTOM SERVICES             | 22.5                 | 20.6  | 936                     | 537    | 839                     | 488    |
| TRANSPORTATION                        | 41.6                 | 43.3  | 863                     | 777    | 773                     | 705    |
| VET SUPPLIES, SVCS, ETC.              | 88.9                 | 87.7  | 1,843                   | 1,790  | 1,652                   | 1,625  |
| CASH RENT                             | 36.5                 | 34.5  | 1,930                   | 1,931  | 1,730                   | 1,752  |
| SHARE RENT                            | 11.2                 | 11.8  | 1,526                   | 1,223  | 1,368                   | 1,110  |
| MARKETING & STORAGE                   | 63.8                 | 58.2  | 968                     | 1,025  | 868                     | 930    |
| INSURANCE 8/                          | 86.2                 | 81.2  | 1,156                   | 1,175  | 1,036                   | 1,066  |
| LEASING 13/                           | 6.7                  | 6.5   | 138                     | 137    | 123                     | 124    |
| MISC. FARM BUSINESS 14/               | 95.5                 | 94.9  | 934                     | 872    | 837                     | 791    |
| UTILITIES                             | 94.3                 | 88.1  | 1,599                   | 1,500  | 1,433                   | 1,362  |
| ELECTRICITY                           | 90.5                 | 85.6  | 1,310                   | 1,212  | 1,174                   | 1,100  |
| AG CHEMICALS & SPRAYS: 15/            | 64.8                 | 41.4  | 818                     | 803    | 734                     | 729    |
| FERTILIZER: 16/                       | 66.3                 | 67.3  | 2,778                   | 2,474  | 2,490                   | 2,246  |
| COMMERCIAL FERTILIZERS                | 64.4                 | 65.8  | 2,637                   | 2,324  | 2,363                   | 2,109  |
| INTEREST: 8/                          | 59.2                 | 57.2  | 6,755                   | 5,759  | 6,055                   | 5,227  |
| FARM REAL ESTATE                      | 44.3                 | 43.3  | 3,966                   | 3,743  | 3,556                   | 3,397  |
| OPERATING LOANS                       | 36.5                 | 34.9  | 2,788                   | 2,016  | 2,499                   | 1,830  |
| TAXES (PROPERTY) 8/                   | 91.6                 | 91.3  | 1,484                   | 1,488  | 1,330                   | 1,351  |
| LABOR:                                | 50.2                 | 49.2  | 4,614                   | 4,045  | 4,136                   | 3,671  |
| CASH WAGES                            | 46.1                 | 46.0  | 3,799                   | 3,447  | 3,405                   | 3,129  |
| FUELS & LUBRICANTS:                   | 96.6                 | 95.4  | 2,849                   | 2,220  | 2,554                   | 2,015  |
| DIESEL                                | 62.0                 | 62.3  | 1,059                   | 870    | 949                     | 789    |
| GASOLINE - BULK                       | 46.1                 | 42.1  | 835                     | 581    | 748                     | 528    |
| GASOLINE - SERVICE STATION            | 58.8                 | 56.2  | 386                     | 282    | 346                     | 256    |
| FARM SUPPLIES:                        | 79.5                 | 79.8  | 802                     | 511    | 718                     | 464    |
| SUPPLIES USED IN PRODUCTION 18/       | 78.8                 | 79.3  | 737                     | 469    | 661                     | 426    |
| CONTAINERS USED FOR MARKETING         | 2.4                  | 2.1   | 64                      | 42     | 58                      | 38     |
| BUILDING & FENCING:                   | 66.3                 | 63.0  | 1,743                   | 1,752  | 1,562                   | 1,590  |
| NEW CONSTRUCTION & REMODELING         | 26.9                 | 24.2  | 1,186                   | 1,181  | 1,063                   | 1,072  |
| FARM & LAND IMPROVEMENTS:             | 29.1                 | 22.6  | 580                     | 450    | 520                     | 408    |
| NEW CONSTRUCTION                      | 14.8                 | 10.9  | 400                     | 305    | 358                     | 277    |
| FARM MACHINERY: 19/ 20/ 21/ 22/       | 89.4                 | 88.6  | 4,917                   | 5,101  | 4,408                   | 4,630  |
| SEEDS & PLANTS: 23/ 24/               | 60.5                 | 60.8  | 1,120                   | 1,128  | 1,004                   | 1,023  |
| TRUCKS & AUTOS: 25/                   | 18.6                 | 19.4  | 1,054                   | 1,088  | 945                     | 987    |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.  | 15.2                 | 15.7  | 909                     | 955    | 815                     | 867    |

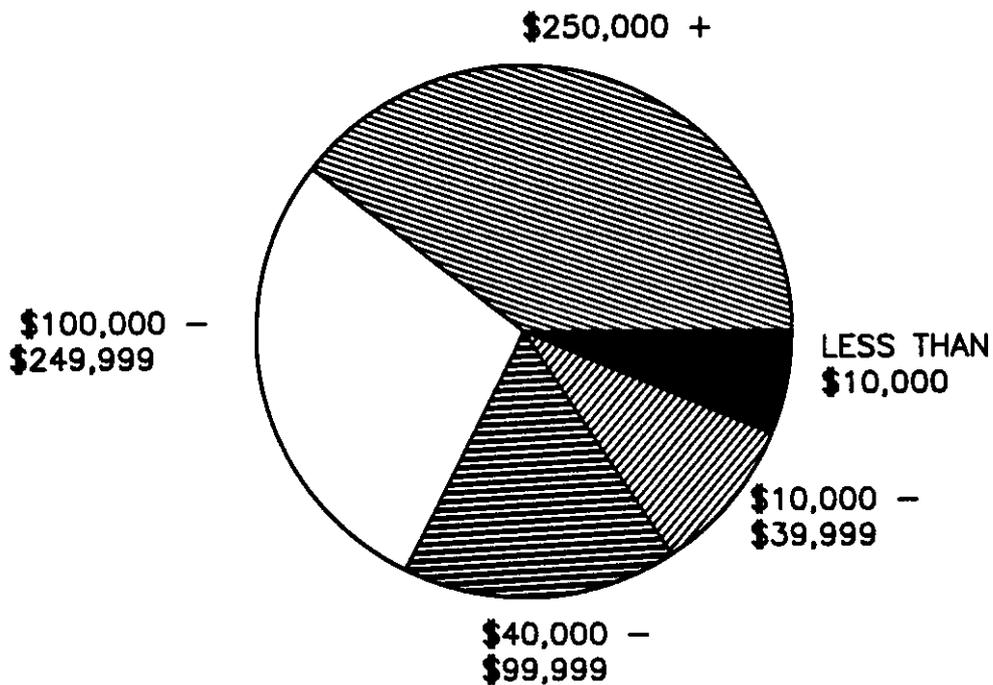
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PRODUCTION EXPENDITURES; EXPENDITURES (FARM SHARE) AND RELATED COEFFICIENTS  
OF VARIATION, BY ECONOMIC CLASS, UNITED STATES, 1986

| ECONOMIC CLASS      | TOTAL FARM EXPENDITURES |         | LIVESTOCK & POULTRY |         |
|---------------------|-------------------------|---------|---------------------|---------|
|                     | EXPENDITURES 7/         | C.V. 5/ | EXPENDITURES 7/     | C.V. 5/ |
|                     | 1,000 DOLLARS           | PERCENT | 1,000 DOLLARS       | PERCENT |
| \$250,000 +         | 41,824,775              | 5.4     | 5,408,587           | 14.4    |
| \$100,000-\$249,999 | 29,815,617              | 2.7     | 2,280,760           | 6.3     |
| \$40,000-\$99,999   | 17,615,835              | 3.3     | 1,103,111           | 9.1     |
| \$10,000-\$39,999   | 10,099,218              | 3.9     | 805,685             | 8.7     |
| LESS THAN \$10,000  | 6,639,424               | 5.7     | 453,277             | 10.6    |
|                     | FEED                    |         | FARM SERVICES       |         |
|                     | EXPENDITURES 7/         | C.V. 5/ | EXPENDITURES 7/     | C.V. 5/ |
|                     | 1,000 DOLLARS           | PERCENT | 1,000 DOLLARS       | PERCENT |
| \$250,000 +         | 7,315,342               | 11.0    | 7,798,516           | 4.4     |
| \$100,000-\$249,999 | 3,685,555               | 4.8     | 7,291,744           | 2.9     |
| \$40,000-\$99,999   | 1,998,424               | 7.1     | 4,602,597           | 3.6     |
| \$10,000-\$39,999   | 1,336,707               | 10.8    | 2,261,710           | 4.0     |
| LESS THAN \$10,000  | 612,084                 | 8.4     | 1,345,715           | 9.0     |
|                     | AGRICULTURAL CHEMICALS  |         | FERTILIZER          |         |
|                     | EXPENDITURES 7/         | C.V. 5/ | EXPENDITURES 7/     | C.V. 5/ |
|                     | 1,000 DOLLARS           | PERCENT | 1,000 DOLLARS       | PERCENT |
| \$250,000 +         | 1,417,959               | 7.2     | 2,262,359           | 6.1     |
| \$100,000-\$249,999 | 1,154,424               | 3.7     | 2,256,951           | 3.4     |
| \$40,000-\$99,999   | 621,664                 | 5.0     | 1,309,209           | 3.8     |
| \$10,000-\$39,999   | 279,802                 | 5.8     | 729,711             | 4.8     |
| LESS THAN \$10,000  | 70,102                  | 8.9     | 309,582             | 5.9     |
|                     | INTEREST                |         | LABOR               |         |
|                     | EXPENDITURES 7/         | C.V. 5/ | EXPENDITURES 7/     | C.V. 5/ |
|                     | 1,000 DOLLARS           | PERCENT | 1,000 DOLLARS       | PERCENT |
| \$250,000 +         | 3,422,958               | 5.2     | 6,102,682           | 10.2    |
| \$100,000-\$249,999 | 3,008,441               | 3.7     | 2,142,473           | 4.5     |
| \$40,000-\$99,999   | 1,859,626               | 4.2     | 942,788             | 7.8     |
| \$10,000-\$39,999   | 1,045,160               | 6.2     | 442,942             | 7.8     |
| LESS THAN \$10,000  | 833,489                 | 10.7    | 282,587             | 15.5    |
|                     | FUELS & LUBRICANTS      |         | FARM MACHINERY      |         |
|                     | EXPENDITURES 7/         | C.V. 5/ | EXPENDITURES 7/     | C.V. 5/ |
|                     | 1,000 DOLLARS           | PERCENT | 1,000 DOLLARS       | PERCENT |
| \$250,000 +         | 1,412,590               | 5.6     | 2,567,893           | 5.1     |
| \$100,000-\$249,999 | 1,411,745               | 3.1     | 3,602,505           | 4.4     |
| \$40,000-\$99,999   | 977,907                 | 3.2     | 1,912,503           | 4.0     |
| \$10,000-\$39,999   | 568,083                 | 3.7     | 1,076,614           | 5.0     |
| LESS THAN \$10,000  | 321,375                 | 6.2     | 819,121             | 6.7     |

SEE FOOTNOTES, PAGE 59.

PERCENT OF TOTAL EXPENDITURES BY ECONOMIC CLASS,  
UNITED STATES, 1986



PRODUCTION EXPENDITURES: PERCENT OF FARMS BY ECONOMIC CLASS,  
UNITED STATES, 1986 2/

| GROSS VALUE OF SALES  | PERCENT OF FARMS | TOTAL EXPENDITURES |
|-----------------------|------------------|--------------------|
|                       | PERCENT          | 1,000 DOLLARS      |
| \$250,000 AND OVER    | 5.3              | 41,824,775         |
| \$100,000 - \$249,999 | 14.0             | 29,815,617         |
| \$40,000 - \$99,999   | 17.0             | 17,615,835         |
| \$10,000 - \$39,999   | 23.9             | 10,099,218         |
| LESS THAN \$10,000    | 39.8             | 6,639,424          |

SEE FOOTNOTES, PAGE 59.

MAJOR FARM PRODUCTION EXPENDITURES: PERCENT BY ECONOMIC CLASS,  
UNITED STATES, 1986

| EXPENDITURE -<br>FARM SHARE                       | VALUE OF SALES    |                       |                       |                         |                     |              |
|---|-------------------|-----------------------|-----------------------|-------------------------|---------------------|--------------|
|   | UNDER<br>\$10,000 | \$10,000-<br>\$39,999 | \$40,000-<br>\$99,999 | \$100,000-<br>\$249,999 | \$250,000<br>& OVER | ALL<br>FARMS |
|   | PERCENT           |                       |                       |                         |                     |              |
| LIVESTOCK &<br>POULTRY 9/                         | 6.8               | 8.0                   | 6.3                   | 7.7                     | 13.0                | 9.5          |
| FEED  | 9.2               | 13.3                  | 11.4                  | 12.4                    | 17.6                | 14.2         |
| FARM SERVICES<br>EXCLUDING RENT<br>8/ 11/ 12/ 13/ | 15.9              | 14.0                  | 13.6                  | 13.0                    | 12.1                | 13.0         |
| RENT  | 4.4               | 8.5                   | 12.6                  | 11.6                    | 6.6                 | 9.0          |
| AGRICULTURAL<br>CHEMICALS 15/                     | 1.1               | 2.8                   | 3.5                   | 3.9                     | 3.4                 | 3.4          |
| FERTILIZER 16/                                    | 4.7               | 7.2                   | 7.4                   | 7.6                     | 5.4                 | 6.5          |
| INTEREST 8/                                       | 12.6              | 10.4                  | 10.6                  | 10.2                    | 8.2                 | 9.6          |
| TAXES 8/  | 6.3               | 4.0                   | 2.7                   | 2.3                     | 1.5                 | 2.5          |
| LABOR   | 4.3               | 4.4                   | 5.4                   | 7.2                     | 14.7                | 9.4          |
| FUELS & LUBRICANTS                                | 4.9               | 5.6                   | 5.6                   | 4.8                     | 3.4                 | 4.4          |
| FARM SUPPLIES 18/                                 | 1.1               | 1.5                   | 1.4                   | 1.1                     | 1.8                 | 1.5          |
| BUILDING & FENCING                                | 7.4               | 2.6                   | 2.2                   | 1.9                     | 1.6                 | 2.3          |
| FARM & LAND<br>IMPROVEMENTS                       | 1.5               | 0.8                   | 0.6                   | 0.7                     | 0.9                 | 0.8          |
| FARM MACHINERY<br>19/ 20/ 21/ 22/                 | 12.4              | 10.7                  | 10.9                  | 10.3                    | 6.2                 | 9.0          |
| SEEDS & PLANTS<br>23/ 24/                         | 1.9               | 3.4                   | 3.9                   | 3.9                     | 2.9                 | 3.3          |
| TRUCKS & AUTOS 25/                                | 5.5               | 2.8                   | 1.9                   | 1.4                     | 0.7                 | 1.6          |
| TOTAL PERCENT                                     | 100.0             | 100.0                 | 100.0                 | 100.0                   | 100.0               | 100.0        |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: ECONOMIC CLASS GROSS SALES \$250,000 AND OVER  
UNITED STATES, 1986 2/

| EXPENDITURE - FARM SHARE                             | FARMS<br>REPORTING<br>6/ | AVERAGE<br>PER FARM<br>6/ | TOTAL<br>EXPENDITURE<br>7/ |
|--|--------------------------|---------------------------|----------------------------|
|  | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TOTAL FARM PRODUCTION EXPENDITURES 7/                | 100.0                    | 518,845                   | 41,824,775                 |
| LIVESTOCK AND POULTRY:                               | 53.4                     | 67,095                    | 5,408,587                  |
| CATTLE PURCHASED                                     | 36.7                     | 54,679                    | 4,407,711                  |
| HOGS & PIGS PURCHASED                                | 17.1                     | 5,463                     | 440,380                    |
| SHEEP & LAMBS PURCHASED                              | 1.4                      | 766                       | 61,738*                    |
| POULTRY PURCHASED                                    | 7.9                      | 4,993                     | 402,455                    |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | 4.2                      | 1,195                     | 96,303*                    |
| FEED:  | 68.6                     | 90,748                    | 7,315,342                  |
| GRAINS   | 32.0                     | 26,507                    | 2,136,787*                 |
| HAYS & FORAGES                                       | 22.2                     | 11,401                    | 919,012                    |
| PROTEIN MEALS OR CONCENTRATES                        | 34.3                     | 14,172                    | 1,142,439                  |
| SUPPLEMENTS  | 23.2                     | 6,122                     | 493,477                    |
| MINERALS, SALTS & ADDITIVES                          | 42.4                     | 2,799                     | 225,645                    |
| FARM SERVICES:                                       | 100.0                    | 96,742                    | 7,798,516                  |
| CROP CUSTOM SERVICES                                 | 48.4                     | 5,401                     | 435,395                    |
| LIVESTOCK CUSTOM SERVICES                            | 22.9                     | 4,226                     | 340,692                    |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | 8.7                      | 3,928                     | 316,631                    |
| FEED GRINDING AND MIXING                             | 6.2                      | 298                       | 24,061*                    |
| TRANSPORTATION                                       | 55.8                     | 6,802                     | 548,305                    |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | 67.9                     | 7,745                     | 624,300                    |
| RENT   | 75.5                     | 34,116                    | 2,750,153                  |
| CASH   | 65.4                     | 21,011                    | 1,693,758                  |
| SHARE  | 31.2                     | 13,105                    | 1,056,395                  |
| MARKETING & STORAGE                                  | 66.8                     | 7,693                     | 620,150                    |
| INSURANCE 8/   | 94.9                     | 8,967                     | 722,872                    |
| LEASING 13/  | 20.3                     | 2,178                     | 175,567                    |
| MISC. FARM BUSINESS EXPENSES 14/                     | 99.0                     | 9,389                     | 756,842                    |
| UTILITIES  | 98.9                     | 10,225                    | 824,240                    |
| ELECTRICITY  | 98.4                     | 8,877                     | 715,604                    |
| EXCLUDING IRRIGATION<br>FOR IRRIGATION               | 94.8                     | 4,820                     | 388,558                    |
| FOR IRRIGATION                                       | 27.2                     | 4,057                     | 327,046                    |
| AG CHEMICALS & SPRAYS: 15/                           | 79.1                     | 17,590                    | 1,417,959                  |
| CROP PESTICIDES & CHEMICALS                          | 78.5                     | 16,930                    | 1,364,712                  |
| LIVESTOCK SPRAYS & CHEMICALS                         | 33.7                     | 661                       | 53,247                     |
| FERTILIZER: 16/                                      | 86.7                     | 28,065                    | 2,262,359                  |
| COMMERCIAL FERTILIZERS                               | 85.7                     | 26,615                    | 2,145,444                  |
| CUSTOM APPLIED                                       | 38.7                     | 10,541                    | 849,726                    |
| APPLIED BY OPERATOR                                  | 58.5                     | 14,633                    | 1,179,605                  |
| LIME & SOIL CONDITIONERS                             | 24.1                     | 1,450                     | 116,915                    |
| CUSTOM APPLIED                                       | 15.7                     | 776                       | 62,553                     |
| APPLIED BY OPERATOR                                  | 8.6                      | 621                       | 50,094*                    |
| INTEREST: 8/   | 89.4                     | 42,462                    | 3,422,958                  |
| FARM REAL ESTATE                                     | 69.9                     | 25,020                    | 2,016,911                  |
| OPERATING LOANS                                      | 70.0                     | 17,442                    | 1,406,046                  |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: ECONOMIC CLASS GROSS SALES \$250,000 AND OVER  
UNITED STATES, 1986 2/

| EXPENDITURE - FARM SHARE                   | FARMS     | AVERAGE  | TOTAL         |
|--|-----------|----------|---------------|
|  | REPORTING | PER FARM | EXPENDITURE   |
|  | 6/        | 6/       | 7/            |
|  | PERCENT   | DOLLARS  | 1,000 DOLLARS |
| TAXES (PROPERTY) 8/                        | 92.4      | 7,787    | 627,700       |
| LABOR:                                     | 91.9      | 75,705   | 6,102,682     |
| CASH WAGES                                 | 90.7      | 60,816   | 4,902,441     |
| CONTRACT LABOR                             | 19.1      | 5,633    | 454,116       |
| INSURANCE & RETIREMENT PLANS               | 69.7      | 3,316    | 267,336       |
| FICA & OTHER COMPENSATION TAXES            | 65.6      | 5,940    | 478,789       |
| FRINGE BENEFITS - CASH VALUE               | 48.9      | 2,621    | 211,304       |
| FUELS & LUBRICANTS:                        | 99.7      | 17,523   | 1,412,590     |
| DIESEL                                     | 91.4      | 7,815    | 629,977       |
| GASOLINE - BULK                            | 75.9      | 3,426    | 276,189       |
| GASOLINE - SERVICE STATION                 | 39.0      | 561      | 45,262        |
| L.P. GAS                                   | 50.8      | 1,951    | 157,298       |
| NATURAL GAS                                | 13.4      | 1,935    | 155,966*      |
| OTHER (COAL, KEROSENE, WOOD, ETC.)         | 10.5      | 809      | 65,195*       |
| MOTOR OILS, GREASE & SPECIAL FLUIDS        | 88.6      | 1,026    | 82,702        |
| FARM SUPPLIES:                             | 91.6      | 9,372    | 755,501       |
| SUPPLIES USED IN PRODUCTION 18/            | 90.9      | 2,075    | 167,278       |
| CONTAINERS USED FOR MARKETING              | 11.0      | 7,297    | 588,223*      |
| BUILDING & FENCING:                        | 63.0      | 8,443    | 680,631       |
| NEW CONSTRUCTION & REMODELING              | 23.0      | 5,456    | 439,797       |
| REPAIRS & MAINTENANCE                      | 55.9      | 2,988    | 240,833       |
| FARM & LAND IMPROVEMENTS                   | 35.1      | 4,485    | 361,547*      |
| NEW CONSTRUCTION                           | 18.0      | 2,226    | 179,420       |
| MAINTENANCE & REPAIRS                      | 21.5      | 2,259    | 182,127*      |
| TOTAL FARM MACHINERY: 19/                  | 98.4      | 31,855   | 2,567,893     |
| TRACTORS                                   | 20.8      | 4,440    | 357,923       |
| OTHER MACHINERY & EQUIPMENT                | 50.7      | 7,224    | 582,311       |
| SELF-PROPELLED MACHINERY 20/               | 15.7      | 2,795    | 225,269       |
| NON SELF-PROPELLED MACHINERY               | 47.4      | 4,429    | 357,042       |
| LIVESTOCK & POULTRY EQUIPMENT 21/          | 20.8      | 1,553    | 125,162       |
| MACHINERY ACCESSORIES & SHOP EQUIPMENT 22/ | 29.0      | 508      | 40,951        |
| REPAIR & REPLACEMENT PARTS                 | 98.2      | 18,131   | 1,461,545     |
| SEEDS & PLANTS: 23/                        | 85.9      | 14,906   | 1,201,606     |
| FIELD CROPS & SMALL GRAINS                 | 72.8      | 10,462   | 843,333       |
| LEGUMES, GRASSES & FORAGES                 | 37.6      | 1,373    | 110,710       |
| SEEDS & PLANTS FOR OTHER CROPS             | 12.0      | 2,924    | 235,709       |
| OTHER SEED RELATED EXPENSES 24/            | 16.1      | 147      | 11,853        |
| TRUCKS & AUTOS: 25/                        | 32.6      | 3,857    | 310,953       |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.       | 28.1      | 3,251    | 262,052       |
| AUTOS                                      | 8.4       | 607      | 48,901        |
| OTHER UNALLOCATED EXPENSES                 | 10.3      | 2,208    | 177,954       |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: ECONOMIC CLASS GROSS SALES \$100,000 - \$249,999  
UNITED STATES, 1986 2/

| EXPENDITURE - FARM SHARE                             | FARMS<br>REPORTING<br>6/ | AVERAGE<br>PER FARM<br>6/ | TOTAL<br>EXPENDITURE<br>7/ |
|--|--------------------------|---------------------------|----------------------------|
|  | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | 100.0                    | 140,093                   | 29,815,617                 |
| LIVESTOCK AND POULTRY:                               | 51.9                     | 10,716                    | 2,280,760                  |
| CATTLE PURCHASED                                     | 38.0                     | 7,945                     | 1,690,865                  |
| HOGS & PIGS PURCHASED                                | 18.9                     | 1,503                     | 319,797                    |
| SHEEP & LAMBS PURCHASED                              | 2.5                      | 126                       | 26,921*                    |
| POULTRY PURCHASED                                    | 5.6                      | 856                       | 182,144*                   |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | 4.2                      | 287                       | 61,033*                    |
| FEED:  | 73.6                     | 17,317                    | 3,685,555                  |
| GRAINS   | 32.6                     | 3,906                     | 831,305                    |
| HAYS & FORAGES                                       | 19.4                     | 1,133                     | 241,157                    |
| PROTEIN MEALS OR CONCENTRATES                        | 39.0                     | 4,067                     | 865,490                    |
| SUPPLEMENTS  | 25.3                     | 1,846                     | 392,925                    |
| MINERALS, SALTS & ADDITIVES                          | 53.4                     | 1,007                     | 214,314                    |
| FARM SERVICES:                                       | 100.0                    | 34,261                    | 7,291,744                  |
| CROP CUSTOM SERVICES                                 | 50.7                     | 1,707                     | 363,210                    |
| LIVESTOCK CUSTOM SERVICES                            | 20.5                     | 465                       | 98,901                     |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | 4.7                      | 364                       | 77,428                     |
| FEED GRINDING AND MIXING                             | 7.2                      | 101                       | 21,473                     |
| TRANSPORTATION                                       | 52.6                     | 1,359                     | 289,263                    |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | 71.7                     | 2,346                     | 499,229                    |
| RENT   | 75.9                     | 16,222                    | 3,452,552                  |
| CASH   | 59.0                     | 7,035                     | 1,497,270                  |
| SHARE  | 39.2                     | 9,187                     | 1,955,282                  |
| MARKETING & STORAGE                                  | 72.8                     | 3,094                     | 658,572                    |
| INSURANCE 8/   | 93.7                     | 3,172                     | 675,166                    |
| LEASING 13/  | 15.2                     | 681                       | 145,027                    |
| MISC. FARM BUSINESS EXPENSES 14/                     | 98.9                     | 1,996                     | 424,701                    |
| UTILITIES  | 98.4                     | 3,219                     | 685,124                    |
| ELECTRICITY  | 97.0                     | 2,652                     | 564,416                    |
| EXCLUDING IRRIGATION<br>FOR IRRIGATION               | 94.8                     | 1,896                     | 403,577                    |
| FOR IRRIGATION                                       | 15.2                     | 756                       | 160,839                    |
| AG CHEMICALS & SPRAYS: 15/                           | 83.1                     | 5,424                     | 1,154,424                  |
| CROP PESTICIDES & CHEMICALS                          | 83.8                     | 5,256                     | 1,118,648                  |
| LIVESTOCK SPRAYS & CHEMICALS                         | 34.9                     | 168                       | 35,776                     |
| FERTILIZER: 16/                                      | 90.8                     | 10,605                    | 2,256,951                  |
| COMMERCIAL FERTILIZERS                               | 90.1                     | 10,209                    | 2,172,711                  |
| CUSTOM APPLIED                                       | 37.8                     | 3,401                     | 723,765                    |
| APPLIED BY OPERATOR                                  | 65.5                     | 5,866                     | 1,248,497                  |
| LIME & SOIL CONDITIONERS                             | 20.1                     | 396                       | 84,240                     |
| CUSTOM APPLIED                                       | 11.9                     | 216                       | 46,033                     |
| APPLIED BY OPERATOR                                  | 6.1                      | 139                       | 29,652*                    |
| INTEREST: 8/   | 85.7                     | 14,136                    | 3,008,441                  |
| FARM REAL ESTATE                                     | 63.9                     | 8,808                     | 1,874,533                  |
| OPERATING LOANS                                      | 66.1                     | 5,328                     | 1,133,908                  |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: ECONOMIC CLASS GROSS SALES \$100,000 - \$249,999  
 UNITED STATES, 1986 2/

| EXPENDITURE - FARM SHARE                      | FARMS<br>REPORTING<br>6/ | AVERAGE<br>PER FARM<br>6/ | TOTAL<br>EXPENDITURE<br>7/<br>1,000 DOLLARS |
|---|--------------------------|---------------------------|---|
|   | PERCENT                  | DOLLARS                   |   |
| TAXES (PROPERTY) 8/                           | 90.9                     | 3,159                     | 672,280                                     |
| LABOR:  | 81.4                     | 10,067                    | 2,142,473                                   |
| CASH WAGES                                    | 79.7                     | 8,391                     | 1,785,866                                   |
| CONTRACT LABOR                                | 11.6                     | 847                       | 180,352                                     |
| INSURANCE & RETIREMENT PLANS                  | 39.5                     | 174                       | 37,038                                      |
| FICA & OTHER COMPENSATION TAXES               | 35.9                     | 654                       | 139,218                                     |
| FRINGE BENEFITS - CASH VALUE                  | 36.7                     | 649                       | 138,179                                     |
| FUELS & LUBRICANTS:                           | 99.5                     | 6,633                     | 1,411,745                                   |
| DIESEL  | 96.4                     | 3,267                     | 695,320                                     |
| GASOLINE - BULK                               | 77.8                     | 1,465                     | 311,773                                     |
| GASOLINE - SERVICE STATION                    | 42.4                     | 412                       | 87,615                                      |
| L.P. GAS                                      | 45.7                     | 770                       | 163,942                                     |
| NATURAL GAS                                   | 4.5                      | 236                       | 50,324                                      |
| OTHER (COAL, KEROSENE, WOOD, ETC.)            | 9.0                      | 50                        | 10,707                                      |
| MOTOR OILS, GREASE & SPECIAL FLUIDS           | 92.5                     | 433                       | 92,065                                      |
| FARM SUPPLIES:                                | 91.8                     | 1,545                     | 328,849                                     |
| SUPPLIES USED IN PRODUCTION 18/               | 91.4                     | 1,311                     | 279,039                                     |
| CONTAINERS USED FOR MARKETING                 | 4.9                      | 234                       | 49,810                                      |
| BUILDING & FENCING:                           | 60.9                     | 2,699                     | 574,330                                     |
| NEW CONSTRUCTION & REMODELING                 | 21.8                     | 1,850                     | 393,769                                     |
| REPAIRS & MAINTENANCE                         | 51.9                     | 848                       | 180,561                                     |
| FARM & LAND IMPROVEMENTS                      | 31.2                     | 920                       | 195,710                                     |
| NEW CONSTRUCTION                              | 15.8                     | 645                       | 137,224                                     |
| MAINTENANCE & REPAIRS                         | 18.3                     | 275                       | 58,486                                      |
| TOTAL FARM MACHINERY: 19/                     | 98.7                     | 14,390                    | 3,062,505                                   |
| TRACTORS                                      | 18.3                     | 1,977                     | 420,800                                     |
| OTHER MACHINERY & EQUIPMENT                   | 51.3                     | 4,549                     | 968,123                                     |
| SELF-PROPELLED MACHINERY 20/                  | 14.4                     | 1,995                     | 424,616*                                    |
| NON SELF-PROPELLED MACHINERY                  | 48.3                     | 2,554                     | 543,507                                     |
| LIVESTOCK & POULTRY EQUIPMENT 21/             | 16.6                     | 464                       | 98,660                                      |
| MACHINERY ACCESSORIES & SHOP<br>EQUIPMENT 22/ | 26.1                     | 212                       | 45,036                                      |
| REPAIR & REPLACEMENT PARTS                    | 98.5                     | 7,188                     | 1,529,886                                   |
| SEEDS & PLANTS: 23/                           | 90.5                     | 5,455                     | 1,161,053                                   |
| FIELD CROPS & SMALL GRAINS                    | 83.5                     | 4,518                     | 961,478                                     |
| LEGUMES, GRASSES & FORAGES                    | 45.2                     | 529                       | 112,534                                     |
| SEEDS & PLANTS FOR OTHER CROPS                | 9.5                      | 343                       | 73,095                                      |
| OTHER SEED RELATED EXPENSES 24/               | 14.9                     | 66                        | 13,946                                      |
| TRUCKS & AUTOS: 25/                           | 28.0                     | 1,926                     | 409,877                                     |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.          | 21.2                     | 1,562                     | 332,512                                     |
| AUTOS   | 9.6                      | 364                       | 77,365                                      |
| OTHER UNALLOCATED EXPENSES                    | 9.4                      | 841                       | 178,921                                     |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: ECONOMIC CLASS GROSS SALES \$40,000 - \$99,999  
UNITED STATES, 1986 2/

| EXPENDITURE - FARM SHARE                             | FARMS<br>REPORTING<br>6/ | AVERAGE<br>PER FARM<br>6/ | TOTAL<br>EXPENDITURE<br>7/ |
|--|--------------------------|---------------------------|----------------------------|
|  | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | 100.0                    | 68,535                    | 17,615,835                 |
| LIVESTOCK AND POULTRY:                               | 46.5                     | 4,292                     | 1,103,111                  |
| CATTLE PURCHASED                                     | 32.2                     | 2,776                     | 713,468                    |
| HOGS & PIGS PURCHASED                                | 15.0                     | 699                       | 179,746                    |
| SHEEP & LAMBS PURCHASED                              | 3.0                      | 97                        | 25,037*                    |
| POULTRY PURCHASED                                    | 3.7                      | 638                       | 163,930*                   |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | 4.6                      | 81                        | 20,930*                    |
| FEED:  | 72.5                     | 7,775                     | 1,998,424                  |
| GRAINS   | 30.3                     | 1,962                     | 504,335                    |
| HAYS & FORAGES                                       | 22.1                     | 690                       | 177,330                    |
| PROTEIN MEALS OR CONCENTRATES                        | 36.9                     | 1,452                     | 373,777                    |
| SUPPLEMENTS  | 26.4                     | 837                       | 215,240                    |
| MINERALS, SALTS & ADDITIVES                          | 55.2                     | 442                       | 113,720                    |
| FARM SERVICES:                                       | 100.0                    | 17,907                    | 4,602,597                  |
| CROP CUSTOM SERVICES                                 | 47.3                     | 1,002                     | 257,645                    |
| LIVESTOCK CUSTOM SERVICES                            | 16.6                     | 197                       | 50,572                     |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | 2.9                      | 137                       | 35,246*                    |
| FEED GRINDING AND MIXING                             | 6.2                      | 60                        | 15,326                     |
| TRANSPORTATION                                       | 47.3                     | 698                       | 179,406                    |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | 70.4                     | 1,160                     | 298,127                    |
| RENT   | 68.6                     | 8,597                     | 2,209,721                  |
| CASH   | 48.4                     | 3,188                     | 819,394                    |
| SHARE  | 36.2                     | 5,409                     | 1,390,327                  |
| MARKETING & STORAGE                                  | 68.5                     | 1,434                     | 368,503                    |
| INSURANCE 8/   | 91.7                     | 1,770                     | 455,016                    |
| LEASING 13/  | 10.4                     | 243                       | 62,536                     |
| MISC. FARM BUSINESS EXPENSES 14/                     | 99.2                     | 1,034                     | 265,848                    |
| UTILITIES  | 96.4                     | 1,771                     | 455,224                    |
| ELECTRICITY  | 94.7                     | 1,404                     | 360,824                    |
| EXCLUDING IRRIGATION<br>FOR IRRIGATION               | 93.4                     | 1,226                     | 315,035                    |
| FOR IRRIGATION                                       | 7.2                      | 178                       | 45,789                     |
| AG CHEMICALS & SPRAYS: 15/                           | 77.8                     | 2,419                     | 621,664                    |
| CROP PESTICIDES & CHEMICALS                          | 78.5                     | 2,347                     | 603,221                    |
| LIVESTOCK SPRAYS & CHEMICALS                         | 36.6                     | 72                        | 18,443                     |
| FERTILIZER: 16/                                      | 89.0                     | 5,094                     | 1,309,209                  |
| COMMERCIAL FERTILIZERS                               | 88.1                     | 4,890                     | 1,256,968                  |
| CUSTOM APPLIED                                       | 33.4                     | 1,591                     | 408,817                    |
| APPLIED BY OPERATOR                                  | 64.6                     | 2,855                     | 733,864                    |
| LIME & SOIL CONDITIONERS                             | 15.7                     | 203                       | 52,241                     |
| CUSTOM APPLIED                                       | 10.9                     | 117                       | 30,198                     |
| APPLIED BY OPERATOR                                  | 5.3                      | 56                        | 14,356                     |
| INTEREST: 8/   | 77.7                     | 7,235                     | 1,859,626                  |
| FARM REAL ESTATE                                     | 50.6                     | 4,529                     | 1,164,178                  |
| OPERATING LOANS                                      | 60.2                     | 2,706                     | 695,448                    |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: ECONOMIC CLASS GROSS SALES \$40,000 - \$99,999  
UNITED STATES, 1986 2/

| EXPENDITURE - FARM SHARE                      | FARMS<br>REPORTING<br>6/ | AVERAGE<br>PER FARM<br>6/ | TOTAL<br>EXPENDITURE<br>7/ |
|---|--------------------------|---------------------------|----------------------------|
|   | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TAXES (PROPERTY) 8/                           | 86.6                     | 1,855                     | 476,899                    |
| LABOR:  | 67.7                     | 3,668                     | 942,788                    |
| CASH WAGES                                    | 63.7                     | 3,062                     | 786,948                    |
| CONTRACT LABOR                                | 9.7                      | 375                       | 96,293                     |
| INSURANCE & RETIREMENT PLANS                  | 18.5                     | 46                        | 11,790                     |
| FICA & OTHER COMPENSATION TAXES               | 19.7                     | 186                       | 47,757                     |
| FRINGE BENEFITS - CASH VALUE                  | 25.1                     | 253                       | 65,038                     |
| FUELS & LUBRICANTS:                           | 98.8                     | 3,805                     | 977,907                    |
| DIESEL  | 88.8                     | 1,649                     | 423,742                    |
| GASOLINE - BULK                               | 73.8                     | 1,034                     | 265,828                    |
| GASOLINE - SERVICE STATION                    | 42.2                     | 329                       | 84,451                     |
| L.P. GAS                                      | 36.5                     | 386                       | 99,301                     |
| NATURAL GAS                                   | 3.5                      | 114                       | 29,214                     |
| OTHER (COAL, KEROSENE, WOOD, ETC.)            | 7.1                      | 29                        | 7,450                      |
| MOTOR OILS, GREASE & SPECIAL FLUIDS           | 86.8                     | 264                       | 67,920                     |
| FARM SUPPLIES:                                | 90.1                     | 948                       | 243,744                    |
| SUPPLIES USED IN PRODUCTION 18/               | 89.1                     | 854                       | 219,446                    |
| CONTAINERS USED FOR MARKETING                 | 4.7                      | 95                        | 24,298                     |
| BUILDING & FENCING:                           | 54.0                     | 1,489                     | 382,759                    |
| NEW CONSTRUCTION & REMODELING                 | 18.0                     | 1,010                     | 259,526                    |
| REPAIRS & MAINTENANCE                         | 45.5                     | 479                       | 123,232                    |
| FARM & LAND IMPROVEMENTS                      | 23.9                     | 408                       | 104,948                    |
| NEW CONSTRUCTION                              | 11.1                     | 273                       | 70,081                     |
| MAINTENANCE & REPAIRS                         | 14.6                     | 136                       | 34,867                     |
| TOTAL FARM MACHINERY: 19/                     | 97.5                     | 7,441                     | 1,912,503                  |
| TRACTORS                                      | 12.3                     | 999                       | 256,739                    |
| OTHER MACHINERY & EQUIPMENT                   | 43.0                     | 2,205                     | 566,845                    |
| SELF-PROPELLED MACHINERY 20/                  | 8.7                      | 804                       | 206,737                    |
| NON SELF-PROPELLED MACHINERY                  | 40.4                     | 1,401                     | 360,108                    |
| LIVESTOCK & POULTRY EQUIPMENT 21/             | 12.5                     | 249                       | 64,008                     |
| MACHINERY ACCESSORIES & SHOP<br>EQUIPMENT 22/ | 21.8                     | 125                       | 32,089                     |
| REPAIR & REPLACEMENT PARTS                    | 96.9                     | 3,863                     | 992,822                    |
| SEEDS & PLANTS: 23/                           | 89.0                     | 2,648                     | 680,665                    |
| FIELD CROPS & SMALL GRAINS                    | 78.8                     | 2,172                     | 558,388                    |
| LEGUMES, GRASSES & FORAGES                    | 38.6                     | 303                       | 77,758                     |
| SEEDS & PLANTS FOR OTHER CROPS                | 8.3                      | 130                       | 33,453                     |
| OTHER SEED RELATED EXPENSES 24/               | 14.8                     | 43                        | 11,066                     |
| TRUCKS & AUTOS: 25/                           | 22.8                     | 1,329                     | 341,708                    |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.          | 18.2                     | 1,105                     | 284,033                    |
| AUTOS   | 8.4                      | 224                       | 57,675                     |
| OTHER UNALLOCATED EXPENSES                    | 5.3                      | 223                       | 57,283                     |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: ECONOMIC CLASS GROSS SALES \$10,000 - \$39,999  
UNITED STATES, 1986 2/

| EXPENDITURE - FARM SHARE                             | FARMS<br>REPORTING<br>6/ | AVERAGE<br>PER FARM<br>6/ | TOTAL<br>EXPENDITURE<br>7/<br>1,000 DOLLARS |
|--|--------------------------|---------------------------|---|
|  | PERCENT                  | DOLLARS                   |   |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | 100.0                    | 27,889                    | 10,099,218                                  |
| LIVESTOCK AND POULTRY:                               | 38.9                     | 2,225                     | 805,685                                     |
| CATTLE PURCHASED                                     | 29.1                     | 1,359                     | 492,115                                     |
| HOGS & PIGS PURCHASED                                | 8.5                      | 169                       | 61,145*                                     |
| SHEEP & LAMBS PURCHASED                              | 2.7                      | 34                        | 12,298                                      |
| POULTRY PURCHASED                                    | 5.5                      | 571                       | 206,774                                     |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | 5.0                      | 92                        | 33,354                                      |
| FEED:  | 67.6                     | 3,691                     | 1,336,707                                   |
| GRAINS   | 32.2                     | 737                       | 266,739                                     |
| HAYS & FORAGES                                       | 20.8                     | 366                       | 132,627*                                    |
| PROTEIN MEALS OR CONCENTRATES                        | 24.5                     | 355                       | 128,675                                     |
| SUPPLEMENTS  | 22.5                     | 348                       | 126,060                                     |
| MINERALS, SALTS & ADDITIVES                          | 49.0                     | 197                       | 71,505                                      |
| FARM SERVICES:                                       | 99.7                     | 6,246                     | 2,261,710                                   |
| CROP CUSTOM SERVICES                                 | 41.7                     | 523                       | 189,300                                     |
| LIVESTOCK CUSTOM SERVICES                            | 13.0                     | 73                        | 26,329                                      |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | 1.9                      | 33                        | 12,084*                                     |
| FEED GRINDING AND MIXING                             | 8.1                      | 39                        | 14,245                                      |
| TRANSPORTATION                                       | 35.9                     | 231                       | 83,558                                      |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | 61.3                     | 415                       | 150,296                                     |
| RENT   | 46.0                     | 2,355                     | 852,758                                     |
| CASH   | 30.8                     | 884                       | 320,065                                     |
| SHARE  | 21.6                     | 1,471                     | 532,693                                     |
| MARKETING & STORAGE                                  | 55.1                     | 394                       | 142,836                                     |
| INSURANCE 8/   | 84.6                     | 783                       | 283,479                                     |
| LEASING 13/  | 5.0                      | 65                        | 23,688                                      |
| MISC. FARM BUSINESS EXPENSES 14/                     | 96.7                     | 589                       | 213,330                                     |
| UTILITIES  | 91.0                     | 818                       | 296,136                                     |
| ELECTRICITY  | 85.5                     | 599                       | 216,838                                     |
| EXCLUDING IRRIGATION<br>FOR IRRIGATION               | 83.9                     | 529                       | 191,455                                     |
| FOR IRRIGATION                                       | 5.9                      | 70                        | 25,384                                      |
| AG CHEMICALS & SPRAYS: 15/                           | 60.4                     | 773                       | 279,802                                     |
| CROP PESTICIDES & CHEMICALS                          | 60.5                     | 725                       | 262,602                                     |
| LIVESTOCK SPRAYS & CHEMICALS                         | 28.4                     | 47                        | 17,201                                      |
| FERTILIZER: 16/                                      | 77.8                     | 2,015                     | 729,711                                     |
| COMMERCIAL FERTILIZERS                               | 76.7                     | 1,902                     | 688,582                                     |
| CUSTOM APPLIED                                       | 30.9                     | 760                       | 275,234                                     |
| APPLIED BY OPERATOR                                  | 51.7                     | 969                       | 350,809                                     |
| LIME & SOIL CONDITIONERS                             | 14.3                     | 114                       | 41,129                                      |
| CUSTOM APPLIED                                       | 8.6                      | 69                        | 25,082                                      |
| APPLIED BY OPERATOR                                  | 6.2                      | 41                        | 14,773                                      |
| INTEREST: 8/   | 58.3                     | 2,886                     | 1,045,160                                   |
| FARM REAL ESTATE                                     | 38.6                     | 1,996                     | 722,705                                     |
| OPERATING LOANS                                      | 39.1                     | 890                       | 322,455                                     |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: ECONOMIC CLASS GROSS SALES \$10,000 - \$39,999  
UNITED STATES, 1986 2/

| EXPENDITURE - FARM SHARE                      | FARMS<br>REPORTING<br>6/ | AVERAGE<br>PER FARM<br>6/ | TOTAL<br>EXPENDITURE<br>7/ |
|---|--------------------------|---------------------------|----------------------------|
|   | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TAXES (PROPERTY) 8/                           | 90.2                     | 1,128                     | 408,612                    |
| LABOR:  | 49.2                     | 1,223                     | 442,942                    |
| CASH WAGES                                    | 44.3                     | 937                       | 339,233                    |
| CONTRACT LABOR                                | 9.0                      | 229                       | 82,878                     |
| INSURANCE & RETIREMENT PLANS                  | 7.1                      | 13                        | 4,563                      |
| FICA & OTHER COMPENSATION TAXES               | 6.7                      | 45                        | 16,268                     |
| FRINGE BENEFITS - CASH VALUE                  | 13.4                     | 85                        | 30,690                     |
| FUELS & LUBRICANTS:                           | 97.3                     | 1,569                     | 568,083                    |
| DIESEL  | 70.9                     | 575                       | 208,350                    |
| GASOLINE - BULK                               | 49.4                     | 402                       | 145,549                    |
| GASOLINE - SERVICE STATION                    | 50.7                     | 279                       | 101,039                    |
| L.P. GAS                                      | 18.1                     | 165                       | 59,864                     |
| NATURAL GAS                                   | 1.5                      | 9                         | 3,240*                     |
| OTHER (COAL, KEROSENE, WOOD, ETC.)            | 6.2                      | 14                        | 5,220*                     |
| MOTOR OILS, GREASE & SPECIAL FLUIDS           | 82.1                     | 124                       | 44,821                     |
| FARM SUPPLIES:                                | 81.3                     | 413                       | 149,719                    |
| SUPPLIES USED IN PRODUCTION 18/               | 79.7                     | 347                       | 125,664                    |
| CONTAINERS USED FOR MARKETING                 | 5.9                      | 66                        | 24,055                     |
| BUILDING & FENCING:                           | 50.1                     | 725                       | 262,620                    |
| NEW CONSTRUCTION & REMODELING                 | 15.7                     | 422                       | 152,984                    |
| REPAIRS & MAINTENANCE                         | 41.8                     | 303                       | 109,636                    |
| FARM & LAND IMPROVEMENTS                      | 19.1                     | 232                       | 83,850                     |
| NEW CONSTRUCTION                              | 8.6                      | 150                       | 54,387                     |
| MAINTENANCE & REPAIRS                         | 11.6                     | 81                        | 29,462                     |
| TOTAL FARM MACHINERY: 19/                     | 94.4                     | 2,973                     | 1,076,614                  |
| TRACTORS                                      | 9.6                      | 616                       | 223,169                    |
| OTHER MACHINERY & EQUIPMENT                   | 28.0                     | 717                       | 259,539                    |
| SELF-PROPELLED MACHINERY 20/                  | 6.3                      | 273                       | 98,959                     |
| NON SELF-PROPELLED MACHINERY                  | 27.2                     | 443                       | 160,580                    |
| LIVESTOCK & POULTRY EQUIPMENT 21/             | 8.0                      | 78                        | 28,152                     |
| MACHINERY ACCESSORIES & SHOP<br>EQUIPMENT 22/ | 14.1                     | 55                        | 19,914                     |
| REPAIR & REPLACEMENT PARTS                    | 92.0                     | 1,507                     | 545,839                    |
| SEEDS & PLANTS: 23/                           | 74.9                     | 948                       | 343,236                    |
| FIELD CROPS & SMALL GRAINS                    | 62.8                     | 750                       | 271,542                    |
| LEGUMES, GRASSES & FORAGES                    | 28.3                     | 130                       | 47,174                     |
| SEEDS & PLANTS FOR OTHER CROPS                | 6.9                      | 60                        | 21,666                     |
| OTHER SEED RELATED EXPENSES 24/               | 7.6                      | 8                         | 2,854                      |
| TRUCKS & AUTOS: 25/                           | 17.7                     | 784                       | 283,795                    |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.          | 12.7                     | 652                       | 236,168                    |
| AUTOS   | 5.4                      | 132                       | 47,627                     |
| OTHER UNALLOCATED EXPENSES                    | 2.9                      | 58                        | 20,971*                    |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: ECONOMIC CLASS GROSS SALES LESS THAN \$10,000  
UNITED STATES, 1986 2/

| EXPENDITURE - FARM SHARE                             | FARMS<br>REPORTING<br>6/ | AVERAGE<br>PER FARM<br>6/ | TOTAL<br>EXPENDITURE<br>7/ |
|--|--------------------------|---------------------------|----------------------------|
|  | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | 100.0                    | 10,998                    | 6,639,424                  |
| LIVESTOCK AND POULTRY:                               | 37.4                     | 751                       | 453,277                    |
| CATTLE PURCHASED                                     | 27.7                     | 602                       | 363,603                    |
| HOGS & PIGS PURCHASED                                | 5.9                      | 40                        | 24,302*                    |
| SHEEP & LAMBS PURCHASED                              | 2.4                      | 13                        | 7,626                      |
| POULTRY PURCHASED                                    | 3.1                      | 4                         | 2,268*                     |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | 6.9                      | 92                        | 55,478                     |
| FEED:  | 75.6                     | 1,014                     | 612,084                    |
| GRAINS   | 37.5                     | 311                       | 188,016                    |
| HAYS & FORAGES                                       | 36.0                     | 331                       | 200,048                    |
| PROTEIN MEALS OR CONCENTRATES                        | 14.2                     | 63                        | 37,976                     |
| SUPPLEMENTS  | 15.6                     | 58                        | 34,979                     |
| MINERALS, SALTS & ADDITIVES                          | 54.8                     | 61                        | 37,102                     |
| FARM SERVICES:                                       | 99.3                     | 2,229                     | 1,345,715                  |
| CROP CUSTOM SERVICES                                 | 30.8                     | 210                       | 126,527                    |
| LIVESTOCK CUSTOM SERVICES                            | 11.1                     | 36                        | 21,915                     |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | 1.6                      | 19                        | 11,369*                    |
| FEED GRINDING AND MIXING                             | 4.9                      | 17                        | 10,546                     |
| TRANSPORTATION                                       | 23.6                     | 33                        | 19,876                     |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | 62.2                     | 292                       | 176,138                    |
| RENT   | 23.5                     | 484                       | 292,390                    |
| CASH   | 18.0                     | 339                       | 204,881*                   |
| SHARE  | 6.7                      | 145                       | 87,509                     |
| MARKETING & STORAGE                                  | 39.8                     | 80                        | 48,300                     |
| INSURANCE 8/   | 71.5                     | 408                       | 246,310                    |
| LEASING 13/  | 3.5                      | 21                        | 12,658*                    |
| MISC. FARM BUSINESS EXPENSES 14/                     | 92.0                     | 343                       | 206,846                    |
| UTILITIES  | 78.8                     | 323                       | 194,756                    |
| ELECTRICITY  | 76.3                     | 233                       | 140,684                    |
| EXCLUDING IRRIGATION                                 | 74.5                     | 210                       | 126,853                    |
| FOR IRRIGATION                                       | 5.5                      | 23                        | 13,831                     |
| AG CHEMICALS & SPRAYS: 15/                           | 33.3                     | 116                       | 70,102                     |
| CROP PESTICIDES & CHEMICALS                          | 34.4                     | 103                       | 62,258                     |
| LIVESTOCK SPRAYS & CHEMICALS                         | 30.3                     | 13                        | 7,844                      |
| FERTILIZER: 16/                                      | 62.4                     | 513                       | 309,582                    |
| COMMERCIAL FERTILIZERS                               | 67.7                     | 469                       | 282,952                    |
| CUSTOM APPLIED                                       | 23.5                     | 194                       | 117,394                    |
| APPLIED BY OPERATOR                                  | 40.6                     | 255                       | 153,882                    |
| LIME & SOIL CONDITIONERS                             | 11.3                     | 44                        | 26,630                     |
| CUSTOM APPLIED                                       | 6.3                      | 25                        | 15,081                     |
| APPLIED BY OPERATOR                                  | 4.8                      | 18                        | 10,759                     |
| INTEREST: 8/   | 41.7                     | 1,381                     | 833,489                    |
| FARM REAL ESTATE                                     | 33.8                     | 1,243                     | 750,574                    |
| OPERATING LOANS                                      | 15.8                     | 137                       | 82,915                     |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: ECONOMIC CLASS GROSS SALES LESS THAN \$10,000  
UNITED STATES, 1986 2/

| EXPENDITURE - FARM SHARE                   | FARMS     | AVERAGE  | TOTAL         |
|--|-----------|----------|---------------|
|  | REPORTING | PER FARM | EXPENDITURE   |
|  | 6/        | 6/       | 7/            |
|  | PERCENT   | DOLLARS  | 1,000 DOLLARS |
| TAXES (PROPERTY) 8/                        | 91.4      | 696      | 419,890       |
| LABOR:                                     | 35.5      | 468      | 282,587       |
| CASH WAGES                                 | 31.7      | 392      | 236,855       |
| CONTRACT LABOR                             | 6.1       | 53       | 32,077        |
| INSURANCE & RETIREMENT PLANS               | 2.2       | 2        | 1,110         |
| FICA & OTHER COMPENSATION TAXES            | 2.5       | 21       | 12,545        |
| FRINGE BENEFITS - CASH VALUE               | 6.3       | 22       | 13,151        |
| FUELS & LUBRICANTS:                        | 92.9      | 532      | 321,375       |
| DIESEL                                     | 43.1      | 131      | 78,840        |
| GASOLINE - BULK                            | 19.5      | 104      | 63,002        |
| GASOLINE - SERVICE STATION                 | 65.2      | 209      | 126,449       |
| L.P. GAS                                   | 6.1       | 20       | 12,055        |
| NATURAL GAS                                | 0.8       | 5        | 3,145*        |
| OTHER (COAL, KEROSENE, WOOD, ETC.)         | 4.8       | 11       | 6,592*        |
| MOTOR OILS, GREASE & SPECIAL FLUIDS        | 72.6      | 52       | 31,291        |
| FARM SUPPLIES:                             | 71.1      | 123      | 74,252        |
| SUPPLIES USED IN PRODUCTION 18/            | 70.1      | 112      | 67,437        |
| CONTAINERS USED FOR MARKETING              | 4.2       | 11       | 6,815         |
| BUILDING & FENCING:                        | 51.6      | 816      | 492,330       |
| NEW CONSTRUCTION & REMODELING              | 22.4      | 629      | 379,602       |
| REPAIRS & MAINTENANCE                      | 39.3      | 187      | 112,728       |
| FARM & LAND IMPROVEMENTS                   | 16.4      | 167      | 100,686       |
| NEW CONSTRUCTION                           | 8.1       | 120      | 72,674        |
| MAINTENANCE & REPAIRS                      | 9.0       | 46       | 28,011        |
| TOTAL FARM MACHINERY: 19/                  | 81.5      | 1,357    | 819,121       |
| TRACTORS                                   | 9.2       | 422      | 254,547       |
| OTHER MACHINERY & EQUIPMENT                | 20.9      | 318      | 192,016       |
| SELF-PROPELLED MACHINERY 20/               | 2.5       | 42       | 25,466*       |
| NON SELF-PROPELLED MACHINERY               | 21.4      | 276      | 166,551       |
| LIVESTOCK & POULTRY EQUIPMENT 21/          | 6.5       | 80       | 48,182        |
| MACHINERY ACCESSORIES & SHOP EQUIPMENT 22/ | 15.7      | 49       | 29,448        |
| REPAIR & REPLACEMENT PARTS                 | 78.1      | 489      | 294,927       |
| SEEDS & PLANTS: 23/                        | 52.2      | 206      | 124,057       |
| FIELD CROPS & SMALL GRAINS                 | 34.7      | 110      | 66,505        |
| LEGUMES, GRASSES & FORAGES                 | 24.0      | 62       | 37,594        |
| SEEDS & PLANTS FOR OTHER CROPS             | 8.4       | 31       | 18,805        |
| OTHER SEED RELATED EXPENSES 24/            | 1.7       | 2        | 1,154*        |
| TRUCKS & AUTOS: 25/                        | 13.7      | 609      | 367,417       |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.       | 14.6      | 571      | 344,958       |
| AUTOS                                      | 1.8       | 37       | 22,459*       |
| OTHER UNALLOCATED EXPENSES                 | 2.4       | 22       | 13,460*       |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: CAPITAL IMPROVEMENTS - BUILDING CONSTRUCTION  
AND REMODELING (FARM SHARE), UNITED STATES, 1985 AND 1986 2/

| ITEM                                | NUMBER OF BUILDINGS |      |         |      | TOTAL EXPENDITURE 7/ 8/ |      |          |      |
|-------------------------------------|---------------------|------|---------|------|-------------------------|------|----------|------|
|                                     | : C.V.:             |      | : C.V.: |      | : C.V.:                 |      | : C.V.:  |      |
|                                     | : 1985 :            | 5/ : | 1986 :  | 5/ : | 1985 :                  | 5/ : | 1986 :   | 5/ : |
|                                     | : 1,000             | PCT  | 1,000   | PCT  | : MIL DOLS              | PCT  | MIL DOLS | PCT  |
| NEW BUILDINGS BY TYPE               | : 131.9             | 7.6  | 147.2   | 7.5  | : 1,027.0               | 11.3 | 1,508.0  | 15.4 |
| MACHINE, IMPLEMENT & WORKSHOP       | : 25.2              | 14.6 | 31.8    | 17.9 | : 148.5                 | 16.1 | 268.6    | 25.8 |
| GRAIN STORAGE                       | : 20.6              | 15.5 | 28.9    | 12.8 | : 131.9                 | 16.1 | 251.3    | 14.4 |
| OTHER CROPS                         | : 11.5              | 28.8 | 4.4     | 24.0 | : 70.6                  | 21.7 | 96.4     | 71.4 |
| BEEF CATTLE PROD.                   | : 9.7               | 20.9 | 11.0    | 19.3 | : 26.0                  | 24.3 | 63.0     | 45.0 |
| DAIRY CATTLE PROD.                  | : 8.9               | 21.2 | 12.9    | 25.8 | : 111.1                 | 31.7 | 132.4    | 36.2 |
| HOG PRODUCTION                      | : 6.0               | 26.4 | 9.8     | 22.5 | : 70.2                  | 58.1 | 74.8     | 31.5 |
| POULTRY PRODUCTION                  | : 2.6               | 54.4 | 7.9     | 39.1 | : 35.3                  | 40.0 | 325.4    | 54.5 |
| MULTI-PURPOSE DWELLINGS FOR WORKERS | : 20.4              | 18.7 | 15.2    | 27.7 | : 99.0                  | 20.5 | 37.1     | 26.5 |
| OTHER                               | : 1.1               | 40.1 | 1.8     | 60.5 | : 34.5                  | 48.4 | 21.4     | 71.0 |
|                                     | : 25.9              | 13.5 | 18.3    | 16.4 | : 300.0                 | 25.5 | 160.7    | 39.5 |
| REMODELED BUILDINGS BY TYPE:        | : 85.4              | 10.2 | 71.9    | 8.5  | : 245.3                 | 13.5 | 171.5    | 10.8 |
| MACHINE, IMPLEMENT & WORKSHOP       | : 7.8               | 25.3 | 5.5     | 23.3 | : 17.8                  | 25.6 | 10.6     | 31.7 |
| GRAIN STORAGE                       | : 17.8              | 20.6 | 18.8    | 15.1 | : 32.3                  | 23.3 | 44.8     | 17.9 |
| OTHER CROPS                         | : 4.9               | 33.5 | 5.4     | 28.9 | : 24.8                  | 40.9 | 7.4      | 37.7 |
| BEEF CATTLE PROD.                   | : 4.4               | 28.8 | 6.3     | 33.6 | : 8.4                   | 45.9 | 12.4     | 32.3 |
| DAIRY CATTLE PROD.                  | : 8.5               | 21.3 | 2.9     | 26.1 | : 47.0                  | 28.1 | 10.3     | 29.1 |
| HOG PRODUCTION                      | : 6.7               | 22.3 | 6.9     | 25.2 | : 21.0                  | 27.2 | 18.3     | 37.1 |
| POULTRY PRODUCTION                  | : 0.5               | 65.4 | 0.7     | 55.5 | : 2.1                   | 65.2 | 2.8      | 77.4 |
| MULTI-PURPOSE DWELLINGS FOR WORKERS | : 9.4               | 30.6 | 8.4     | 26.9 | : 10.5                  | 28.5 | 8.4      | 32.8 |
| OTHER                               | : 12.2              | 31.1 | 4.3     | 21.8 | : 61.1                  | 40.2 | 25.0     | 32.4 |
|                                     | : 13.2              | 23.1 | 11.3    | 23.9 | : 20.4                  | 35.3 | 18.7     | 28.0 |

| MATERIALS USED IN NEW CONSTRUCTION | PERCENT OF TOTAL NEW BUILDINGS |       |
|------------------------------------|--------------------------------|-------|
|                                    | 1985                           | 1986  |
| FRAMING - WOOD                     | 70.7                           | 70.8  |
| METAL                              | 24.8                           | 25.8  |
| MASONRY                            | 4.0                            | 2.0   |
| OTHER                              | 0.3                            | 1.4   |
|                                    | 100.0                          | 100.0 |
| SIDING - WOOD                      | 30.7                           | 29.6  |
| METAL                              | 56.7                           | 59.2  |
| MASONRY                            | 6.2                            | 3.1   |
| OTHER                              | 6.4                            | 8.1   |
|                                    | 100.0                          | 100.0 |
| ROOFING - WOOD                     | 7.0                            | 6.7   |
| METAL                              | 73.9                           | 75.6  |
| MASONRY                            | 0.4                            | 0.5   |
| OTHER                              | 18.7                           | 17.2  |
|                                    | 100.0                          | 100.0 |

SEE FOOTNOTES, PAGE 59.



PRODUCTION EXPENDITURES: NORTHEAST  
(CT, DE, ME, MD, MA, NH, NJ, NY, PA, RI, VT), 1986 1/

| EXPENDITURE - FARM SHARE                             | : FARMS<br>: REPORTING<br>: 3/ | : AVERAGE<br>: PER FARM<br>: 4/ | : TOTAL<br>: EXPENDITURE<br>: 7/ |
|--|--------------------------------|---------------------------------|----------------------------------|
|  | : PERCENT                      | DOLLARS                         | 1,000 DOLLARS                    |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | : 100.0                        | 50,805                          | 7,902,705                        |
| LIVESTOCK AND POULTRY:                               | : 42.7                         | 2,801                           | 435,643                          |
| CATTLE PURCHASED                                     | : 27.9                         | 1,534                           | 238,611                          |
| HOGS & PIGS PURCHASED                                | : 11.9                         | 217                             | 33,798*                          |
| SHEEP & LAMBS PURCHASED                              | : 1.6                          | 6                               | 978*                             |
| POULTRY PURCHASED                                    | : 7.3                          | 807                             | 125,527*                         |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | : 9.0                          | 236                             | 36,729*                          |
| FEED:  | : 72.7                         | 10,119                          | 1,573,986                        |
| GRAINS   | : 34.4                         | 2,168                           | 337,247                          |
| HAYS & FORAGES                                       | : 22.7                         | 493                             | 76,611*                          |
| PROTEIN MEALS OR CONCENTRATES                        | : 14.8                         | 1,264                           | 196,604                          |
| SUPPLEMENTS  | : 19.6                         | 562                             | 87,450*                          |
| MINERALS, SALTS & ADDITIVES                          | : 41.5                         | 376                             | 58,546                           |
| FARM SERVICES:                                       | : 99.6                         | 9,390                           | 1,460,538                        |
| CROP CUSTOM SERVICES                                 | : 28.0                         | 269                             | 41,794                           |
| LIVESTOCK CUSTOM SERVICES                            | : 34.8                         | 287                             | 44,641                           |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | : 1.5                          | 63                              | 9,792*                           |
| FEED GRINDING AND MIXING                             | : 6.9                          | 224                             | 34,849                           |
| TRANSPORTATION                                       | : 45.8                         | 1,560                           | 242,706*                         |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | : 66.5                         | 1,865                           | 290,034                          |
| RENT   | : 39.4                         | 1,156                           | 179,809                          |
| CASH   | : 37.0                         | 1,031                           | 160,307                          |
| SHARE  | : 4.3                          | 125                             | 19,502*                          |
| MARKETING & STORAGE                                  | : 40.3                         | 997                             | 155,138                          |
| INSURANCE 8/   | : 84.0                         | 1,118                           | 173,846                          |
| LEASING 13/  | : 4.4                          | 110                             | 17,134*                          |
| MISC. FARM BUSINESS EXPENSES 14/                     | : 91.5                         | 640                             | 99,482                           |
| UTILITIES  | : 89.5                         | 1,388                           | 215,954                          |
| ELECTRICITY  | : 89.4                         | 1,103                           | 171,626                          |
| EXCLUDING IRRIGATION<br>FOR IRRIGATION               | : 88.7                         | 1,095                           | 170,394                          |
| FOR IRRIGATION                                       | : 2.0                          | 8                               | 1,233*                           |
| AG CHEMICALS & SPRAYS: 15/                           | : 55.9                         | 1,017                           | 158,204                          |
| CROP PESTICIDES & CHEMICALS                          | : 59.7                         | 911                             | 141,720                          |
| LIVESTOCK SPRAYS & CHEMICALS                         | : 33.2                         | 106                             | 16,484                           |
| FERTILIZER: 16/                                      | : 73.0                         | 2,607                           | 405,503                          |
| COMMERCIAL FERTILIZERS                               | : 69.6                         | 2,175                           | 338,315                          |
| CUSTOM APPLIED                                       | : 19.3                         | 705                             | 109,727                          |
| APPLIED BY OPERATOR                                  | : 58.0                         | 1,453                           | 226,065                          |
| LIME & SOIL CONDITIONERS                             | : 33.3                         | 432                             | 67,188*                          |
| CUSTOM APPLIED                                       | : 20.1                         | 232                             | 36,046                           |
| APPLIED BY OPERATOR                                  | : 13.8                         | 197                             | 30,713*                          |
| INTEREST: 8/   | : 53.4                         | 3,117                           | 484,803                          |
| FARM REAL ESTATE                                     | : 42.2                         | 2,376                           | 369,574                          |
| OPERATING LOANS                                      | : 27.7                         | 741                             | 115,229                          |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: NORTHEAST  
(CT, DE, ME, MD, MA, NH, NJ, NY, PA, RI, VT), 1986 1/

| EXPENDITURE - FARM SHARE                      | : FARMS :<br>: REPORTING :<br>: 3/ : | : AVERAGE :<br>: PER FARM :<br>: 4/ : | : TOTAL :<br>: EXPENDITURE :<br>: 7/ : |
|---|--------------------------------------|---------------------------------------|--|
|   | : PERCENT                            | DOLLARS                               | 1,000 DOLLARS                          |
| TAXES (PROPERTY) 8/                           | 89.8                                 | 1,640                                 | 255,108                                |
| LABOR:  | 53.2                                 | 6,808                                 | 1,058,931                              |
| CASH WAGES                                    | 49.7                                 | 5,575                                 | 867,118                                |
| CONTRACT LABOR                                | 6.6                                  | 152                                   | 23,688                                 |
| INSURANCE & RETIREMENT PLANS                  | 19.7                                 | 618                                   | 96,113                                 |
| FICA & OTHER COMPENSATION TAXES               | 19.2                                 | 463                                   | 72,013                                 |
| FRINGE BENEFITS - CASH VALUE                  | 21.5                                 | 419                                   | 65,139                                 |
| FUELS & LUBRICANTS:                           | 95.0                                 | 1,901                                 | 295,689                                |
| DIESEL  | 61.5                                 | 673                                   | 104,619                                |
| GASOLINE - BULK                               | 47.1                                 | 492                                   | 76,574                                 |
| GASOLINE - SERVICE STATION                    | 48.9                                 | 206                                   | 32,001                                 |
| L.P. GAS                                      | 14.4                                 | 129                                   | 20,012*                                |
| NATURAL GAS                                   | 1.2                                  | 26                                    | 4,056*                                 |
| OTHER (COAL, KEROSENE, WOOD, ETC.)            | 16.1                                 | 250                                   | 38,904*                                |
| MOTOR OILS, GREASE & SPECIAL FLUIDS           | 76.3                                 | 126                                   | 19,522                                 |
| FARM SUPPLIES:                                | 87.0                                 | 1,080                                 | 167,990                                |
| SUPPLIES USED IN PRODUCTION 18/               | 84.8                                 | 491                                   | 76,423                                 |
| CONTAINERS USED FOR MARKETING                 | 13.7                                 | 589                                   | 91,567*                                |
| BUILDING & FENCING:                           | 66.1                                 | 2,198                                 | 341,924                                |
| NEW CONSTRUCTION & REMODELING                 | 24.3                                 | 1,516                                 | 235,781*                               |
| REPAIRS & MAINTENANCE                         | 55.6                                 | 682                                   | 106,142                                |
| FARM & LAND IMPROVEMENTS                      | 17.5                                 | 381                                   | 59,335*                                |
| NEW CONSTRUCTION                              | 9.0                                  | 245                                   | 38,086                                 |
| MAINTENANCE & REPAIRS                         | 9.4                                  | 137                                   | 21,249*                                |
| TOTAL FARM MACHINERY: 19/<br>TRACTORS         | 91.8<br>14.6                         | 4,830<br>758                          | 751,258<br>117,834                     |
| OTHER MACHINERY & EQUIPMENT                   | 37.3                                 | 1,453                                 | 226,091                                |
| SELF-PROPELLED MACHINERY 20/                  | 4.5                                  | 273                                   | 42,417*                                |
| NON SELF-PROPELLED MACHINERY                  | 32.6                                 | 1,181                                 | 183,674                                |
| LIVESTOCK & POULTRY EQUIPMENT 21/             | 11.9                                 | 327                                   | 50,888                                 |
| MACHINERY ACCESSORIES & SHOP<br>EQUIPMENT 22/ | 24.3                                 | 104                                   | 16,106                                 |
| REPAIR & REPLACEMENT PARTS                    | 89.3                                 | 2,188                                 | 340,340                                |
| SEEDS & PLANTS: 23/                           | 68.2                                 | 1,632                                 | 253,840*                               |
| FIELD CROPS & SMALL GRAINS                    | 50.0                                 | 726                                   | 112,890                                |
| LEGUMES, GRASSES & FORAGES                    | 44.5                                 | 417                                   | 64,813*                                |
| SEEDS & PLANTS FOR OTHER CROPS                | 19.1                                 | 482                                   | 75,050*                                |
| OTHER SEED RELATED EXPENSES 24/               | 6.0                                  | 7                                     | 1,087                                  |
| TRUCKS & AUTOS: 25/                           | 21.2                                 | 1,143                                 | 177,853                                |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.          | 18.0                                 | 934                                   | 145,329                                |
| AUTOS   | 6.2                                  | 209                                   | 32,524*                                |
| OTHER UNALLOCATED EXPENSES                    | 6.3                                  | 142                                   | 22,099*                                |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: LAKE STATES  
(MI, MN, WI), 1986 1/

| EXPENDITURE - FARM SHARE                             | : FARMS<br>: REPORTING<br>: 3/ | : AVERAGE<br>: PER FARM<br>: 4/ | : TOTAL<br>: EXPENDITURE<br>: 7/ |
|--|--------------------------------|---------------------------------|----------------------------------|
|  | : PERCENT                      | DOLLARS                         | 1,000 DOLLARS                    |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | : 100.0                        | 49,158                          | 11,601,180                       |
| LIVESTOCK AND POULTRY:                               | : 39.8                         | 2,616                           | 617,395                          |
| CATTLE PURCHASED                                     | : 27.7                         | 1,688                           | 398,395                          |
| HOGS & PIGS PURCHASED                                | : 11.4                         | 716                             | 169,083*                         |
| SHEEP & LAMBS PURCHASED                              | : 3.0                          | 22                              | 5,167*                           |
| POULTRY PURCHASED                                    | : 4.0                          | 136                             | 32,213*                          |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | : 4.5                          | 53                              | 12,537*                          |
| FEED:  | : 69.9                         | 6,185                           | 1,459,616                        |
| GRAINS   | : 30.3                         | 1,219                           | 287,622                          |
| HAYS & FORAGES                                       | : 20.4                         | 415                             | 98,018                           |
| PROTEIN MEALS OR CONCENTRATES                        | : 41.9                         | 2,765                           | 570,895                          |
| SUPPLEMENTS  | : 16.9                         | 366                             | 86,391                           |
| MINERALS, SALTS & ADDITIVES                          | : 49.5                         | 507                             | 119,717                          |
| FARM SERVICES:                                       | : 100.0                        | 10,707                          | 2,526,833                        |
| CROP CUSTOM SERVICES                                 | : 44.8                         | 464                             | 109,529                          |
| LIVESTOCK CUSTOM SERVICES                            | : 24.3                         | 157                             | 37,025                           |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | : 1.2                          | 74                              | 17,413*                          |
| FEED GRINDING AND MIXING                             | : 12.9                         | 83                              | 19,611                           |
| TRANSPORTATION                                       | : 57.4                         | 584                             | 137,864                          |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | : 67.2                         | 1,206                           | 284,533                          |
| RENT   | : 46.9                         | 3,863                           | 911,720                          |
| CASH   | : 40.7                         | 2,781                           | 656,387                          |
| SHARE  | : 12.2                         | 1,082                           | 255,333                          |
| MARKETING & STORAGE                                  | : 66.4                         | 1,100                           | 259,674                          |
| INSURANCE 8/   | : 92.0                         | 1,140                           | 269,148                          |
| LEASING 13/  | : 10.8                         | 199                             | 47,047                           |
| MISC. FARM BUSINESS EXPENSES 14/                     | : 97.8                         | 583                             | 137,648                          |
| UTILITIES  | : 94.2                         | 1,410                           | 332,644                          |
| ELECTRICITY  | : 93.1                         | 1,170                           | 276,118                          |
| EXCLUDING IRRIGATION<br>FOR IRRIGATION               | : 93.1                         | 1,103                           | 260,324                          |
| FOR IRRIGATION                                       | : 3.3                          | 67                              | 15,794*                          |
| AG CHEMICALS & SPRAYS: 15/                           | : 68.5                         | 1,595                           | 376,355                          |
| CROP PESTICIDES & CHEMICALS                          | : 68.5                         | 1,544                           | 364,292                          |
| LIVESTOCK SPRAYS & CHEMICALS                         | : 29.3                         | 51                              | 12,062                           |
| FERTILIZER: 16/                                      | : 82.2                         | 3,161                           | 745,968                          |
| COMMERCIAL FERTILIZERS                               | : 81.9                         | 3,061                           | 722,427                          |
| CUSTOM APPLIED                                       | : 23.2                         | 771                             | 182,038                          |
| APPLIED BY OPERATOR                                  | : 66.6                         | 2,228                           | 525,884                          |
| LIME & SOIL CONDITIONERS                             | : 13.3                         | 100                             | 23,541                           |
| CUSTOM APPLIED                                       | : 9.4                          | 70                              | 16,507                           |
| APPLIED BY OPERATOR                                  | : 4.2                          | 30                              | 7,033*                           |
| INTEREST: 8/   | : 70.5                         | 6,187                           | 1,460,235                        |
| FARM REAL ESTATE                                     | : 53.7                         | 3,932                           | 927,934                          |
| OPERATING LOANS                                      | : 46.6                         | 2,256                           | 532,301                          |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: LAKE STATES  
(MI, MN, WI), 1986 1/

| EXPENDITURE - FARM SHARE                      | FARMS<br>REPORTING<br>3/ | AVERAGE<br>PER FARM<br>4/ | TOTAL<br>EXPENDITURE<br>7/ |
|---|--------------------------|---------------------------|----------------------------|
|   | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TAXES (PROPERTY) 8/                           | 90.8                     | 2,094                     | 494,279                    |
| LABOR:  | 54.0                     | 3,380                     | 797,636                    |
| CASH WAGES                                    | 53.4                     | 2,933                     | 692,073                    |
| CONTRACT LABOR                                | 2.5                      | 48                        | 11,412                     |
| INSURANCE & RETIREMENT PLANS                  | 14.8                     | 179                       | 42,360                     |
| FICA & OTHER COMPENSATION TAXES               | 12.6                     | 219                       | 51,792                     |
| FRINGE BENEFITS - CASH VALUE                  | 25.0                     | 185                       | 43,579                     |
| FUELS & LUBRICANTS:                           | 97.2                     | 2,557                     | 603,360                    |
| DIESEL  | 69.4                     | 984                       | 232,324                    |
| GASOLINE - BULK                               | 68.9                     | 616                       | 145,491                    |
| GASOLINE - SERVICE STATION                    | 39.3                     | 139                       | 32,898                     |
| L.P. GAS                                      | 23.7                     | 339                       | 79,998                     |
| NATURAL GAS                                   | 1.5                      | 187                       | 44,078*                    |
| OTHER (COAL, KEROSENE, WOOD, ETC)             | 6.8                      | 134                       | 31,740*                    |
| MOTOR OILS, GREASE & SPECIAL FLUIDS           | 84.2                     | 156                       | 36,830                     |
| FARM SUPPLIES:                                | 90.0                     | 998                       | 235,548                    |
| SUPPLIES USED IN PRODUCTION 18/               | 89.3                     | 872                       | 205,684                    |
| CONTAINERS USED FOR MARKETING                 | 6.2                      | 127                       | 29,864*                    |
| BUILDING & FENCING:                           | 61.0                     | 1,417                     | 334,471                    |
| NEW CONSTRUCTION & REMODELING                 | 20.4                     | 1,009                     | 238,083                    |
| REPAIRS & MAINTENANCE                         | 51.8                     | 408                       | 96,387                     |
| FARM & LAND IMPROVEMENTS                      | 26.9                     | 372                       | 87,797                     |
| NEW CONSTRUCTION                              | 12.8                     | 286                       | 67,391                     |
| MAINTENANCE & REPAIRS                         | 15.9                     | 86                        | 20,405                     |
| TOTAL FARM MACHINERY: 19/                     | 95.7                     | 5,014                     | 1,183,340                  |
| TRACTORS                                      | 12.6                     | 742                       | 175,183                    |
| OTHER MACHINERY & EQUIPMENT                   | 43.7                     | 1,712                     | 404,045                    |
| SELF-PROPELLED MACHINERY 20/                  | 10.5                     | 677                       | 159,749*                   |
| NON SELF-PROPELLED MACHINERY                  | 39.6                     | 1,035                     | 244,297                    |
| LIVESTOCK & POULTRY EQUIPMENT 21/             | 14.2                     | 1                         | 168                        |
| MACHINERY ACCESSORIES & SHOP<br>EQUIPMENT 22/ | 21.6                     | 99                        | 23,460                     |
| REPAIR & REPLACEMENT PARTS                    | 93.0                     | 2,460                     | 580,484                    |
| SEEDS & PLANTS: 23/                           | 82.0                     | 1,869                     | 440,996                    |
| FIELD CROPS & SMALL GRAINS                    | 75.0                     | 1,375                     | 324,581                    |
| LEGUMES, GRASSES & FORAGES                    | 47.0                     | 313                       | 73,835                     |
| SEEDS & PLANTS FOR OTHER CROPS                | 7.5                      | 172                       | 40,671*                    |
| OTHER SEED RELATED EXPENSES 24/               | 7.9                      | 8                         | 1,909                      |
| TRUCKS & AUTOS: 25/                           | 22.7                     | 747                       | 176,303                    |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.          | 15.9                     | 566                       | 133,687                    |
| AUTOS   | 9.0                      | 181                       | 42,616                     |
| OTHER UNALLOCATED EXPENSES                    | 6.5                      | 259                       | 61,049                     |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: CORN BELT  
(IL, IN, IA, MO, OH), 1986 1/

| EXPENDITURE - FARM SHARE                             | : FARMS<br>: REPORTING<br>: 3/ | : AVERAGE<br>: PER FARM<br>: 4/ | : TOTAL<br>: EXPENDITURE<br>: 7/ |
|--|--------------------------------|---------------------------------|----------------------------------|
|  | : PERCENT                      | DOLLARS                         | 1,000 DOLLARS                    |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | 100.0                          | 50,357                          | 24,020,434                       |
| LIVESTOCK AND POULTRY:                               | 44.7                           | 4,681                           | 2,232,627                        |
| CATTLE PURCHASED                                     | 30.1                           | 3,282                           | 1,565,749                        |
| HOGS & PIGS PURCHASED                                | 18.8                           | 968                             | 461,912                          |
| SHEEP & LAMBS PURCHASED                              | 3.3                            | 48                              | 22,782*                          |
| POULTRY PURCHASED                                    | 3.6                            | 225                             | 107,523*                         |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | 4.0                            | 157                             | 74,662*                          |
| FEED:  | 73.9                           | 6,155                           | 2,936,111                        |
| GRAINS   | 33.7                           | 1,366                           | 651,815                          |
| HAYS & FORAGES                                       | 21.1                           | 355                             | 169,444*                         |
| PROTEIN MEALS OR CONCENTRATES                        | 30.2                           | 1,679                           | 800,963                          |
| SUPPLEMENTS  | 33.1                           | 1,138                           | 542,621                          |
| MINERALS, SALTS & ADDITIVES                          | 50.6                           | 349                             | 166,606                          |
| FARM SERVICES:                                       | 99.7                           | 12,949                          | 6,176,838                        |
| CROP CUSTOM SERVICES                                 | 42.2                           | 465                             | 221,984                          |
| LIVESTOCK CUSTOM SERVICES                            | 12.4                           | 104                             | 49,661*                          |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | 1.1                            | 60                              | 28,420*                          |
| FEED GRINDING AND MIXING                             | 6.2                            | 45                              | 21,240                           |
| TRANSPORTATION                                       | 38.8                           | 346                             | 165,114                          |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | 67.1                           | 650                             | 310,047                          |
| RENT   | 53.1                           | 7,956                           | 3,795,067                        |
| CASH   | 32.7                           | 2,845                           | 1,356,951                        |
| SHARE  | 33.7                           | 5,111                           | 2,438,115                        |
| MARKETING & STORAGE                                  | 55.1                           | 694                             | 331,094                          |
| INSURANCE 8/   | 86.6                           | 1,055                           | 503,359                          |
| LEASING 13/  | 7.7                            | 213                             | 101,647                          |
| MISC. FARM BUSINESS EXPENSES 14/                     | 95.8                           | 467                             | 222,823                          |
| UTILITIES  | 90.4                           | 998                             | 476,044                          |
| ELECTRICITY  | 84.6                           | 799                             | 381,341                          |
| EXCLUDING IRRIGATION                                 | 84.4                           | 786                             | 374,952                          |
| FOR IRRIGATION                                       | 0.7                            | 13                              | 6,389*                           |
| AG CHEMICALS & SPRAYS: 15/                           | 63.3                           | 2,094                           | 999,076                          |
| CROP PESTICIDES & CHEMICALS                          | 63.3                           | 2,057                           | 981,095                          |
| LIVESTOCK SPRAYS & CHEMICALS                         | 28.4                           | 38                              | 17,981                           |
| FERTILIZER: 16/                                      | 82.0                           | 4,323                           | 2,061,855                        |
| COMMERCIAL FERTILIZERS                               | 81.3                           | 4,160                           | 1,984,347                        |
| CUSTOM APPLIED                                       | 38.1                           | 1,490                           | 710,864                          |
| APPLIED BY OPERATOR                                  | 51.6                           | 2,053                           | 979,349                          |
| LIME & SOIL CONDITIONERS                             | 17.0                           | 162                             | 77,507                           |
| CUSTOM APPLIED                                       | 10.7                           | 90                              | 42,965                           |
| APPLIED BY OPERATOR                                  | 5.3                            | 36                              | 17,350                           |
| INTEREST: 8/   | 64.5                           | 5,119                           | 2,441,555                        |
| FARM REAL ESTATE                                     | 46.5                           | 3,407                           | 1,625,089                        |
| OPERATING LOANS                                      | 43.7                           | 1,712                           | 816,466                          |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: CORN BELT  
(IL, IN, IA, MO, OH), 1986 1/

| EXPENDITURE - FARM SHARE                      | : FARMS<br>: REPORTING :<br>: 3/ : | : AVERAGE<br>: PER FARM :<br>: 4/ : | : TOTAL<br>: EXPENDITURE<br>: 7/ : |
|---|------------------------------------|-------------------------------------|------------------------------------|
|   | : PERCENT                          | DOLLARS                             | 1,000 DOLLARS                      |
| TAXES (PROPERTY) 8/                           | 88.1                               | 1,113                               | 531,098                            |
| LABOR:  | 50.5                               | 1,988                               | 948,242                            |
| CASH WAGES                                    | 48.0                               | 1,733                               | 826,496                            |
| CONTRACT LABOR                                | 5.6                                | 78                                  | 37,392                             |
| INSURANCE & RETIREMENT PLANS                  | 10.6                               | 64                                  | 30,359                             |
| FICA & OTHER COMPENSATION TAXES               | 10.7                               | 113                                 | 53,996                             |
| FRINGE BENEFITS - CASH VALUE                  | 13.8                               | 95                                  | 45,393                             |
| FUELS & LUBRICANTS:                           | 95.7                               | 2,124                               | 1,013,285                          |
| DIESEL  | 68.1                               | 941                                 | 448,651                            |
| GASOLINE - BULK                               | 60.4                               | 529                                 | 252,500                            |
| GASOLINE - SERVICE STATION                    | 39.4                               | 135                                 | 64,302                             |
| L.P. GAS                                      | 31.2                               | 333                                 | 159,069                            |
| NATURAL GAS                                   | 1.7                                | 40                                  | 19,298                             |
| OTHER (COAL, KEROSENE, WOOD, ETC.)            | 6.4                                | 9                                   | 4,400                              |
| MOTOR OILS, GREASE & SPECIAL FLUIDS           | 77.4                               | 136                                 | 65,065                             |
| FARM SUPPLIES:                                | 79.5                               | 421                                 | 201,045                            |
| SUPPLIES USED IN PRODUCTION 18/               | 78.7                               | 367                                 | 174,823                            |
| CONTAINERS USED FOR MARKETING                 | 1.9                                | 55                                  | 26,222*                            |
| BUILDING & FENCING:                           | 52.7                               | 1,077                               | 513,683                            |
| NEW CONSTRUCTION & REMODELING                 | 18.1                               | 737                                 | 351,413                            |
| REPAIRS & MAINTENANCE                         | 41.8                               | 340                                 | 162,270                            |
| FARM & LAND IMPROVEMENTS                      | 20.5                               | 268                                 | 127,812                            |
| NEW CONSTRUCTION                              | 11.0                               | 204                                 | 97,350                             |
| MAINTENANCE & REPAIRS                         | 10.7                               | 64                                  | 30,462                             |
| TOTAL FARM MACHINERY: 19/<br>TRACTORS         | 92.8<br>11.9                       | 4,628<br>667                        | 2,207,627<br>318,293               |
| OTHER MACHINERY & EQUIPMENT                   | 38.3                               | 1,535                               | 732,311                            |
| SELF-PROPELLED MACHINERY 20/                  | 9.7                                | 760                                 | 362,340                            |
| NON SELF-PROPELLED MACHINERY                  | 38.0                               | 776                                 | 369,971                            |
| LIVESTOCK & POULTRY EQUIPMENT 21/             | 11.5                               | 130                                 | 62,034                             |
| MACHINERY ACCESSORIES & SHOP<br>EQUIPMENT 22/ | 17.3                               | 55                                  | 26,237                             |
| REPAIR & REPLACEMENT PARTS                    | 91.1                               | 2,241                               | 1,068,752                          |
| SEEDS & PLANTS: 23/                           | 79.4                               | 2,193                               | 1,045,833                          |
| FIELD CROPS & SMALL GRAINS                    | 71.8                               | 2,010                               | 958,854                            |
| LEGUMES, GRASSES & FORAGES                    | 33.8                               | 138                                 | 65,822                             |
| SEEDS & PLANTS FOR OTHER CROPS                | 3.3                                | 34                                  | 16,389                             |
| OTHER SEED RELATED EXPENSES 24/               | 7.1                                | 10                                  | 4,768                              |
| TRUCKS & AUTOS: 25/                           | 18.7                               | 664                                 | 316,955                            |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.          | 14.1                               | 545                                 | 259,785                            |
| AUTOS   | 7.1                                | 120                                 | 57,170                             |
| OTHER UNALLOCATED EXPENSES                    | 7.9                                | 559                                 | 266,791                            |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: NORTHERN PLAINS  
(KS, NE, ND, SD), 1986 1/

| EXPENDITURE - FARM SHARE                             | FARMS<br>REPORTING<br>3/ | AVERAGE<br>PER FARM<br>4/ | TOTAL<br>EXPENDITURE<br>7/ |
|--|--------------------------|---------------------------|----------------------------|
|  | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | 100.0                    | 74,399                    | 14,582,149                 |
| LIVESTOCK AND POULTRY:                               | 50.2                     | 12,386                    | 2,427,609                  |
| CATTLE PURCHASED                                     | 39.5                     | 11,293                    | 2,213,416                  |
| HOGS & PIGS PURCHASED                                | 13.8                     | 958                       | 187,767*                   |
| SHEEP & LAMBS PURCHASED                              | 3.2                      | 63                        | 12,340*                    |
| POULTRY PURCHASED                                    | 5.4                      | 29                        | 5,643*                     |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | 4.2                      | 43                        | 8,442*                     |
| FEED:  | 73.5                     | 9,087                     | 1,781,059                  |
| GRAINS   | 36.4                     | 3,932                     | 770,670*                   |
| HAYS & FORAGES                                       | 21.8                     | 808                       | 158,453                    |
| PROTEIN MEALS OR CONCENTRATES                        | 35.5                     | 1,952                     | 382,501                    |
| SUPPLEMENTS  | 20.2                     | 864                       | 169,335                    |
| MINERALS, SALTS & ADDITIVES                          | 62.5                     | 413                       | 80,987                     |
| FARM SERVICES:                                       | 99.9                     | 17,465                    | 3,423,124                  |
| CROP CUSTOM SERVICES                                 | 50.9                     | 1,145                     | 224,390                    |
| LIVESTOCK CUSTOM SERVICES                            | 11.9                     | 863                       | 169,101*                   |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | 6.9                      | 796                       | 156,088*                   |
| FEED GRINDING AND MIXING                             | 8.0                      | 66                        | 13,012                     |
| TRANSPORTATION                                       | 36.6                     | 488                       | 95,624                     |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | 68.8                     | 849                       | 166,423                    |
| RENT   | 69.4                     | 8,876                     | 1,739,663                  |
| CASH   | 45.8                     | 3,514                     | 688,695                    |
| SHARE  | 49.3                     | 5,362                     | 1,050,968                  |
| MARKETING & STORAGE                                  | 64.7                     | 1,043                     | 204,361                    |
| INSURANCE 8/   | 88.2                     | 1,598                     | 313,274                    |
| LEASING 13/  | 10.4                     | 252                       | 49,414                     |
| MISC. FARM BUSINESS EXPENSES 14/                     | 98.7                     | 896                       | 175,659                    |
| UTILITIES  | 92.4                     | 1,455                     | 285,215                    |
| ELECTRICITY  | 91.4                     | 1,114                     | 218,315                    |
| EXCLUDING IRRIGATION<br>FOR IRRIGATION               | 90.7                     | 810                       | 158,774                    |
| FOR IRRIGATION                                       | 10.1                     | 304                       | 59,541                     |
| AG CHEMICALS & SPRAYS: 15/                           | 72.5                     | 2,014                     | 394,784                    |
| CROP PESTICIDES & CHEMICALS                          | 74.9                     | 1,961                     | 384,276                    |
| LIVESTOCK SPRAYS & CHEMICALS                         | 33.4                     | 54                        | 10,509                     |
| FERTILIZER: 16/                                      | 77.5                     | 4,285                     | 839,955                    |
| COMMERCIAL FERTILIZERS                               | 77.2                     | 4,253                     | 833,670                    |
| CUSTOM APPLIED                                       | 28.7                     | 1,243                     | 243,612                    |
| APPLIED BY OPERATOR                                  | 56.5                     | 2,473                     | 484,628                    |
| LIME & SOIL CONDITIONERS                             | 2.8                      | 32                        | 6,286*                     |
| CUSTOM APPLIED                                       | 2.0                      | 9                         | 1,834*                     |
| APPLIED BY OPERATOR                                  | 0.9                      | 13                        | 2,588*                     |
| INTEREST: 8/   | 73.5                     | 7,486                     | 1,467,195                  |
| FARM REAL ESTATE                                     | 50.9                     | 4,108                     | 805,126                    |
| OPERATING LOANS                                      | 60.0                     | 3,378                     | 662,069                    |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: NORTHERN PLAINS  
(KS, NE, ND, SD), 1986 1/

| EXPENDITURE - FARM SHARE                   | : FARMS<br>: REPORTING<br>: 3/ | : AVERAGE<br>: PER FARM<br>: 4/ | : TOTAL<br>: EXPENDITURE<br>: 7/ |
|--|--------------------------------|---------------------------------|----------------------------------|
|  | : PERCENT                      | : DOLLARS                       | : 1,000 DOLLARS                  |
| TAXES (PROPERTY) 8/                        | 88.4                           | 1,725                           | 338,188                          |
| LABOR:                                     | 50.8                           | 2,631                           | 515,624                          |
| CASH WAGES                                 | 49.0                           | 2,268                           | 444,452                          |
| CONTRACT LABOR                             | 6.8                            | 153                             | 29,998                           |
| INSURANCE & RETIREMENT PLANS               | 13.1                           | 32                              | 6,240                            |
| FICA & OTHER COMPENSATION TAXES            | 13.0                           | 178                             | 34,933                           |
| FRINGE BENEFITS - CASH VALUE               | 23.3                           | 219                             | 42,955                           |
| FUELS & LUBRICANTS:                        | 98.3                           | 3,921                           | 768,585                          |
| DIESEL                                     | 85.4                           | 1,950                           | 382,266                          |
| GASOLINE - BULK                            | 76.3                           | 1,002                           | 196,366                          |
| GASOLINE - SERVICE STATION                 | 54.0                           | 242                             | 47,524                           |
| L.P. GAS                                   | 31.9                           | 255                             | 50,067                           |
| NATURAL GAS                                | 5.2                            | 214                             | 42,041*                          |
| OTHER (COAL, KEROSENE, WOOD, ETC.)         | 6.1                            | 11                              | 2,133*                           |
| MOTOR OILS, GREASE & SPECIAL FLUIDS        | 89.7                           | 246                             | 48,189                           |
| FARM SUPPLIES:                             | 84.0                           | 737                             | 144,476                          |
| SUPPLIES USED IN PRODUCTION 18/            | 83.3                           | 558                             | 109,374                          |
| CONTAINERS USED FOR MARKETING              | 1.7                            | 179                             | 35,102*                          |
| BUILDING & FENCING:                        | 51.7                           | 1,121                           | 219,739                          |
| NEW CONSTRUCTION & REMODELING              | 13.6                           | 719                             | 140,852                          |
| REPAIRS & MAINTENANCE                      | 45.9                           | 402                             | 78,887                           |
| FARM & LAND IMPROVEMENTS                   | 20.6                           | 383                             | 75,086                           |
| NEW CONSTRUCTION                           | 8.6                            | 224                             | 43,812                           |
| MAINTENANCE & REPAIRS                      | 13.8                           | 160                             | 31,274                           |
| TOTAL FARM MACHINERY: 19/                  | 96.1                           | 7,407                           | 1,451,857                        |
| TRACTORS                                   | 16.3                           | 1,320                           | 258,705                          |
| OTHER MACHINERY & EQUIPMENT                | 38.0                           | 1,975                           | 387,061                          |
| SELF-PROPELLED MACHINERY 20/               | 11.3                           | 680                             | 133,373                          |
| NON SELF-PROPELLED MACHINERY               | 39.9                           | 1,294                           | 253,687                          |
| LIVESTOCK & POULTRY EQUIPMENT 21/          | 13.2                           | 191                             | 37,374                           |
| MACHINERY ACCESSORIES & SHOP EQUIPMENT 22/ | 18.7                           | 106                             | 20,802                           |
| REPAIR & REPLACEMENT PARTS                 | 95.0                           | 3,816                           | 747,915                          |
| SEEDS & PLANTS: 23/                        | 83.0                           | 2,472                           | 484,602                          |
| FIELD CROPS & SMALL GRAINS                 | 78.0                           | 2,272                           | 445,271                          |
| LEGUMES, GRASSES & FORAGES                 | 30.5                           | 135                             | 26,409                           |
| SEEDS & PLANTS FOR OTHER CROPS             | 6.1                            | 22                              | 4,393*                           |
| OTHER SEED RELATED EXPENSES 24/            | 22.0                           | 44                              | 8,529                            |
| TRUCKS & AUTOS: 25/                        | 22.7                           | 960                             | 188,092                          |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.       | 19.7                           | 758                             | 148,526                          |
| AUTOS                                      | 8.5                            | 202                             | 39,566                           |
| OTHER UNALLOCATED EXPENSES                 | 5.8                            | 317                             | 62,172                           |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: APPALACHIAN  
(KY, NC, TN, VA, WV), 1986 1/

| EXPENDITURE - FARM SHARE                             | FARMS<br>REPORTING<br>3/ | AVERAGE<br>PER FARM<br>4/ | TOTAL<br>EXPENDITURE<br>7/ |
|--|--------------------------|---------------------------|----------------------------|
|  | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | 100.0                    | 20,125                    | 6,822,359                  |
| LIVESTOCK AND POULTRY:                               | 39.6                     | 1,854                     | 628,411                    |
| CATTLE PURCHASED                                     | 30.5                     | 976                       | 330,929                    |
| HOGS & PIGS PURCHASED                                | 6.6                      | 148                       | 50,222*                    |
| SHEEP & LAMBS PURCHASED                              | 1.7                      | 7                         | 2,270*                     |
| POULTRY PURCHASED                                    | 4.4                      | 667                       | 226,186*                   |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | 4.0                      | 55                        | 18,804*                    |
| FEED:  | 73.4                     | 3,744                     | 1,269,078                  |
| GRAINS   | 35.0                     | 605                       | 204,979                    |
| HAYS & FORAGES                                       | 19.6                     | 139                       | 47,198                     |
| PROTEIN MEALS OR CONCENTRATES                        | 14.9                     | 343                       | 116,202                    |
| SUPPLEMENTS  | 16.8                     | 204                       | 69,145                     |
| MINERALS, SALTS & ADDITIVES                          | 57.4                     | 144                       | 48,950                     |
| FARM SERVICES:                                       | 98.9                     | 3,936                     | 1,334,159                  |
| CROP CUSTOM SERVICES                                 | 32.7                     | 171                       | 57,992                     |
| LIVESTOCK CUSTOM SERVICES                            | 9.1                      | 32                        | 11,001*                    |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | 0.4                      | 13                        | 4,472*                     |
| FEED GRINDING AND MIXING                             | 8.2                      | 19                        | 6,529*                     |
| TRANSPORTATION                                       | 30.3                     | 188                       | 63,703                     |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | 60.0                     | 362                       | 122,832                    |
| RENT   | 39.0                     | 1,258                     | 426,560                    |
| CASH   | 26.1                     | 611                       | 207,067                    |
| SHARE  | 17.3                     | 647                       | 219,493                    |
| MARKETING & STORAGE                                  | 63.3                     | 529                       | 179,291                    |
| INSURANCE 8/   | 75.2                     | 580                       | 196,711                    |
| LEASING 13/  | 3.5                      | 20                        | 6,848*                     |
| MISC. FARM BUSINESS EXPENSES 14/                     | 94.7                     | 345                       | 116,964                    |
| UTILITIES  | 83.4                     | 449                       | 152,257                    |
| ELECTRICITY  | 80.3                     | 331                       | 112,197                    |
| EXCLUDING IRRIGATION<br>FOR IRRIGATION               | 80.0                     | 324                       | 109,886                    |
| FOR IRRIGATION                                       | 1.7                      | 7                         | 2,311*                     |
| AG CHEMICALS & SPRAYS: 15/                           | 61.0                     | 574                       | 194,722                    |
| CROP PESTICIDES & CHEMICALS                          | 65.5                     | 521                       | 176,725                    |
| LIVESTOCK SPRAYS & CHEMICALS                         | 30.3                     | 53                        | 17,997*                    |
| FERTILIZER: 16/                                      | 85.8                     | 1,441                     | 488,605                    |
| COMMERCIAL FERTILIZERS                               | 84.3                     | 1,309                     | 443,769                    |
| CUSTOM APPLIED                                       | 32.1                     | 473                       | 160,339                    |
| APPLIED BY OPERATOR                                  | 55.8                     | 774                       | 262,387                    |
| LIME & SOIL CONDITIONERS                             | 25.6                     | 132                       | 44,837                     |
| CUSTOM APPLIED                                       | 14.7                     | 74                        | 25,161                     |
| APPLIED BY OPERATOR                                  | 10.4                     | 51                        | 17,314                     |
| INTEREST: 8/   | 42.4                     | 1,601                     | 542,835                    |
| FARM REAL ESTATE                                     | 30.1                     | 1,075                     | 364,519                    |
| OPERATING LOANS                                      | 23.7                     | 526                       | 178,316                    |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: APPALACHIAN  
(KY, NC, TN, VA, WV), 1986 1/

| EXPENDITURE - FARM SHARE                      | FARMS<br>REPORTING<br>3/ | AVERAGE<br>PER FARM<br>4/ | TOTAL<br>EXPENDITURE<br>7/ |
|---|--------------------------|---------------------------|----------------------------|
|   | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TAXES (PROPERTY) 8/                           | 95.4                     | 348                       | 118,033                    |
| LABOR:  | 63.2                     | 2,044                     | 692,815                    |
| CASH WAGES                                    | 60.6                     | 1,750                     | 593,245                    |
| CONTRACT LABOR                                | 6.7                      | 135                       | 45,725                     |
| INSURANCE & RETIREMENT PLANS                  | 11.4                     | 49                        | 16,585                     |
| FICA & OTHER COMPENSATION TAXES               | 10.5                     | 110                       | 37,260                     |
| FRINGE BENEFITS - CASH VALUE                  | 21.3                     | 98                        | 33,310                     |
| FUELS & LUBRICANTS:                           | 96.7                     | 976                       | 330,901                    |
| DIESEL  | 62.7                     | 341                       | 115,505                    |
| GASOLINE - BULK                               | 26.9                     | 182                       | 61,726                     |
| GASOLINE - SERVICE STATION                    | 65.8                     | 164                       | 55,518                     |
| L.P. GAS                                      | 12.4                     | 169                       | 57,324                     |
| NATURAL GAS                                   | 0.6                      | 24                        | 8,279*                     |
| OTHER (COAL, KEROSENE, WOOD, ETC.)            | 6.0                      | 22                        | 7,499*                     |
| MOTOR OILS, GREASE & SPECIAL FLUIDS           | 78.3                     | 74                        | 25,049                     |
| FARM SUPPLIES:                                | 81.0                     | 230                       | 78,013                     |
| SUPPLIES USED IN PRODUCTION 18/               | 80.3                     | 188                       | 63,836                     |
| CONTAINERS USED FOR MARKETING                 | 4.2                      | 42                        | 14,177*                    |
| BUILDING & FENCING:                           | 57.2                     | 498                       | 168,743                    |
| NEW CONSTRUCTION & REMODELING                 | 24.7                     | 293                       | 99,211                     |
| REPAIRS & MAINTENANCE                         | 46.4                     | 205                       | 69,532                     |
| FARM & LAND IMPROVEMENTS                      | 16.5                     | 136                       | 46,213*                    |
| NEW CONSTRUCTION                              | 7.9                      | 87                        | 29,528*                    |
| MAINTENANCE & REPAIRS                         | 9.6                      | 49                        | 16,686*                    |
| TOTAL FARM MACHINERY: 19/                     | 86.2                     | 1,689                     | 572,693                    |
| TRACTORS                                      | 8.4                      | 335                       | 113,472                    |
| OTHER MACHINERY & EQUIPMENT                   | 25.0                     | 418                       | 141,790                    |
| SELF-PROPELLED MACHINERY 20/                  | 1.8                      | 93                        | 31,361                     |
| NON SELF-PROPELLED MACHINERY                  | 24.3                     | 326                       | 110,428                    |
| LIVESTOCK & POULTRY EQUIPMENT 21/             | 4.9                      | 59                        | 19,899                     |
| MACHINERY ACCESSORIES & SHOP<br>EQUIPMENT 22/ | 15.5                     | 38                        | 12,921                     |
| REPAIR & REPLACEMENT PARTS                    | 83.4                     | 840                       | 284,612                    |
| SEEDS & PLANTS: 23/                           | 76.4                     | 572                       | 193,798                    |
| FIELD CROPS & SMALL GRAINS                    | 62.2                     | 449                       | 152,073                    |
| LEGUMES, GRASSES & FORAGES                    | 26.4                     | 76                        | 25,595                     |
| SEEDS & PLANTS FOR OTHER CROPS                | 11.9                     | 36                        | 12,235*                    |
| OTHER SEED RELATED EXPENSES 24/               | 5.8                      | 11                        | 3,895*                     |
| TRUCKS & AUTOS: 25/                           | 16.6                     | 463                       | 157,107                    |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.          | 13.0                     | 414                       | 140,437                    |
| AUTOS   | 1.9                      | 49                        | 16,670*                    |
| OTHER UNALLOCATED EXPENSES                    | 0.9                      | 18                        | 6,232*                     |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: SOUTHEAST  
(AL, FL, GA, SC), 1986 1/

| EXPENDITURE - FARM SHARE               | FARMS<br>REPORTING<br>3/ | AVERAGE<br>PER FARM<br>4/ | TOTAL<br>EXPENDITURE<br>7/ |
|--|--------------------------|---------------------------|----------------------------|
|  | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TOTAL FARM PRODUCTION EXPENDITURES 8/  | 100.0                    | 42,493                    | 7,117,605                  |
| LIVESTOCK AND POULTRY:                 | 38.4                     | 3,316                     | 555,451                    |
| CATTLE PURCHASED                       | 24.6                     | 1,216                     | 203,664                    |
| HOGS & PIGS PURCHASED                  | 8.4                      | 340                       | 56,907*                    |
| SHEEP & LAMBS PURCHASED                | 0.2                      | 2                         | 266*                       |
| POULTRY PURCHASED                      | 9.8                      | 1,731                     | 289,923                    |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | 3.2                      | 28                        | 4,691*                     |
| FEED:                                  | 70.0                     | 6,890                     | 1,154,084                  |
| GRAINS                                 | 36.7                     | 818                       | 136,953                    |
| HAYS & FORAGES                         | 34.2                     | 242                       | 40,567                     |
| PROTEIN MEALS OR CONCENTRATES          | 19.4                     | 490                       | 82,020                     |
| SUPPLEMENTS                            | 31.7                     | 481                       | 80,593                     |
| MINERALS, SALTS & ADDITIVES            | 51.9                     | 259                       | 43,314                     |
| FARM SERVICES:                         | 99.0                     | 6,261                     | 1,048,637                  |
| CROP CUSTOM SERVICES                   | 28.5                     | 484                       | 81,122*                    |
| LIVESTOCK CUSTOM SERVICES              | 6.2                      | 83                        | 13,849*                    |
| FEEDING & GRAZING ON A PER HEAD        |                          |                           |                            |
| OR GAIN BASIS 11/                      | 0.6                      | 70                        | 11,762*                    |
| FEED GRINDING AND MIXING               | 4.8                      | 12                        | 2,087*                     |
| TRANSPORTATION                         | 30.4                     | 629                       | 105,283*                   |
| VET SUPPLIES, SVCS, TESTING & BREEDING | 56.5                     | 566                       | 94,835                     |
| RENT                                   | 35.8                     | 1,363                     | 228,266                    |
| CASH                                   | 34.5                     | 1,271                     | 212,947                    |
| SHARE                                  | 2.7                      | 91                        | 15,319*                    |
| MARKETING & STORAGE                    | 36.6                     | 570                       | 95,558                     |
| INSURANCE 8/                           | 74.6                     | 1,019                     | 170,698                    |
| LEASING 13/                            | 4.9                      | 217                       | 36,300*                    |
| MISC. FARM BUSINESS EXPENSES 14/       | 95.0                     | 621                       | 104,092*                   |
| UTILITIES                              | 85.3                     | 708                       | 118,636                    |
| ELECTRICITY                            | 91.3                     | 567                       | 94,938                     |
| EXCLUDING IRRIGATION                   | 88.6                     | 376                       | 63,009                     |
| FOR IRRIGATION                         | 9.6                      | 191                       | 31,929*                    |
| AG CHEMICALS & SPRAYS: 15/             | 49.0                     | 2,010                     | 336,739                    |
| CROP PESTICIDES & CHEMICALS            | 49.2                     | 1,912                     | 320,290                    |
| LIVESTOCK SPRAYS & CHEMICALS           | 36.3                     | 98                        | 16,449                     |
| FERTILIZER: 16/                        | 84.8                     | 3,446                     | 577,186                    |
| COMMERCIAL FERTILIZERS                 | 82.4                     | 3,178                     | 532,297                    |
| CUSTOM APPLIED                         | 47.0                     | 1,857                     | 311,055*                   |
| APPLIED BY OPERATOR                    | 44.0                     | 1,306                     | 218,671                    |
| LIME & SOIL CONDITIONERS               | 27.2                     | 268                       | 44,890                     |
| CUSTOM APPLIED                         | 16.6                     | 122                       | 20,449                     |
| APPLIED BY OPERATOR                    | 12.7                     | 146                       | 24,392*                    |
| INTEREST: 8/                           | 50.4                     | 2,974                     | 498,159                    |
| FARM REAL ESTATE                       | 34.7                     | 2,058                     | 344,643*                   |
| OPERATING LOANS                        | 26.8                     | 917                       | 153,516                    |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: SOUTHEAST  
(AL, FL, GA, SC), 1986 1/

| EXPENDITURE - FARM SHARE                   | : FARMS :<br>: REPORTING :<br>: 3/ : | : AVERAGE :<br>: PER FARM :<br>: 4/ : | : TOTAL :<br>: EXPENDITURE :<br>: 7/ : |
|--|--------------------------------------|---------------------------------------|--|
|  | : PERCENT                            | DOLLARS                               | 1,000 DOLLARS                          |
| TAXES (PROPERTY) 8/                        | : 90.9                               | 833                                   | 139,533*                               |
| LABOR:                                     | : 52.1                               | 6,913                                 | 1,157,949*                             |
| CASH WAGES                                 | : 50.1                               | 5,505                                 | 922,155*                               |
| CONTRACT LABOR                             | : 6.6                                | 879                                   | 147,153                                |
| INSURANCE & RETIREMENT PLANS               | : 14.8                               | 95                                    | 15,866                                 |
| FICA & OTHER COMPENSATION TAXES            | : 14.7                               | 434                                   | 72,775                                 |
| FRINGE BENEFITS - CASH VALUE               | : 11.0                               | 131                                   | 21,956                                 |
| FUELS & LUBRICANTS:                        | : 97.4                               | 1,667                                 | 279,210                                |
| DIESEL                                     | : 71.1                               | 768                                   | 128,570                                |
| GASOLINE - BULK                            | : 12.5                               | 205                                   | 34,404                                 |
| GASOLINE - SERVICE STATION                 | : 73.8                               | 221                                   | 37,026                                 |
| L.P. GAS                                   | : 23.9                               | 261                                   | 43,773                                 |
| NATURAL GAS                                | : 2.0                                | 94                                    | 15,778*                                |
| OTHER (COAL, KEROSENE, WOOD, ETC.)         | : 4.2                                | 9                                     | 1,553*                                 |
| MOTOR OILS, GREASE & SPECIAL FLUIDS        | : 85.2                               | 108                                   | 18,106                                 |
| FARM SUPPLIES:                             | : 74.5                               | 738                                   | 123,615                                |
| SUPPLIES USED IN PRODUCTION 18/            | : 72.1                               | 168                                   | 28,164                                 |
| CONTAINERS USED FOR MARKETING              | : 10.0                               | 570                                   | 95,451*                                |
| BUILDING & FENCING:                        | : 47.8                               | 1,416                                 | 237,222*                               |
| NEW CONSTRUCTION & REMODELING              | : 19.3                               | 1,089                                 | 182,435*                               |
| REPAIRS & MAINTENANCE                      | : 36.4                               | 327                                   | 54,787*                                |
| FARM & LAND IMPROVEMENTS                   | : 18.5                               | 998                                   | 167,186*                               |
| NEW CONSTRUCTION                           | : 9.8                                | 277                                   | 46,376*                                |
| MAINTENANCE & REPAIRS                      | : 10.4                               | 721                                   | 120,810*                               |
| TOTAL FARM MACHINERY: 19/                  | : 86.8                               | 2,917                                 | 488,607                                |
| TRACTORS                                   | : 7.6                                | 428                                   | 71,735*                                |
| OTHER MACHINERY & EQUIPMENT                | : 19.5                               | 628                                   | 105,156                                |
| SELF-PROPELLED MACHINERY 20/               | : 5.0                                | 224                                   | 37,595*                                |
| NON SELF-PROPELLED MACHINERY               | : 20.7                               | 403                                   | 67,561*                                |
| LIVESTOCK & POULTRY EQUIPMENT 21/          | : 8.9                                | 100                                   | 16,793                                 |
| MACHINERY ACCESSORIES & SHOP EQUIPMENT 22/ | : 12.9                               | 59                                    | 9,848                                  |
| REPAIR & REPLACEMENT PARTS                 | : 84.8                               | 1,702                                 | 285,075                                |
| SEEDS & PLANTS: 23/                        | : 66.5                               | 1,549                                 | 259,388                                |
| FIELD CROPS & SMALL GRAINS                 | : 47.3                               | 950                                   | 159,057                                |
| LEGUMES, GRASSES & FORAGES                 | : 16.6                               | 100                                   | 16,698*                                |
| SEEDS & PLANTS FOR OTHER CROPS             | : 9.7                                | 490                                   | 82,128*                                |
| OTHER SEED RELATED EXPENSES 24/            | : 6.8                                | 9                                     | 1,505                                  |
| TRUCKS & AUTOS: 25/                        | : 12.0                               | 555                                   | 92,971                                 |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.       | : 14.9                               | 528                                   | 88,425                                 |
| AUTOS                                      | : 0.9                                | 27                                    | 4,546*                                 |
| OTHER UNALLOCATED EXPENSES                 | : 0.1                                | 10                                    | 1,666*                                 |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: DELTA STATES  
(AR, LA, MS), 1986 1/

| EXPENDITURE - FARM SHARE                             | : FARMS<br>: REPORTING<br>: 3/ | : AVERAGE<br>: PER FARM<br>: 4/ | : TOTAL<br>: EXPENDITURE<br>: 7/ |
|--|--------------------------------|---------------------------------|----------------------------------|
|  | : PERCENT                      | : DOLLARS                       | : 1,000 DOLLARS                  |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | : 100.0                        | : 36,070                        | : 4,761,197                      |
| LIVESTOCK AND POULTRY:                               | : 36.1                         | : 2,450                         | : 323,464                        |
| CATTLE PURCHASED                                     | : 27.5                         | : 1,296                         | : 171,045                        |
| HOGS & PIGS PURCHASED                                | : 2.7                          | : 84                            | : 11,023*                        |
| SHEEP & LAMBS PURCHASED                              | : -                            | : -                             | : 4*                             |
| POULTRY PURCHASED                                    | : 7.6                          | : 898                           | : 118,537*                       |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | : 2.7                          | : 173                           | : 22,855*                        |
| FEED:  | : 72.0                         | : 6,233                         | : 822,754                        |
| GRAINS   | : 37.3                         | : 1,627                         | : 214,705*                       |
| HAYS & FORAGES                                       | : 30.1                         | : 187                           | : 24,749*                        |
| PROTEIN MEALS OR CONCENTRATES                        | : 13.7                         | : 538                           | : 71,032*                        |
| SUPPLEMENTS  | : 14.0                         | : 433                           | : 57,198*                        |
| MINERALS, SALTS & ADDITIVES                          | : 44.9                         | : 293                           | : 38,613*                        |
| FARM SERVICES:                                       | : 100.0                        | : 8,089                         | : 1,067,690                      |
| CROP CUSTOM SERVICES                                 | : 35.6                         | : 493                           | : 65,113                         |
| LIVESTOCK CUSTOM SERVICES                            | : 4.2                          | : 27                            | : 3,576*                         |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | : 0.6                          | : 19                            | : 2,550*                         |
| FEED GRINDING AND MIXING                             | : 1.0                          | : 8                             | : 1,026*                         |
| TRANSPORTATION                                       | : 29.6                         | : 395                           | : 52,084                         |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | : 60.9                         | : 712                           | : 93,921*                        |
| RENT   | : 40.2                         | : 3,610                         | : 476,465                        |
| CASH   | : 31.5                         | : 1,597                         | : 210,807                        |
| SHARE  | : 16.7                         | : 2,013                         | : 265,658                        |
| MARKETING & STORAGE                                  | : 49.8                         | : 581                           | : 76,675                         |
| INSURANCE 8/   | : 70.5                         | : 743                           | : 98,053                         |
| LEASING 13/  | : 4.6                          | : 195                           | : 25,737                         |
| MISC. FARM BUSINESS EXPENSES 14/                     | : 96.0                         | : 711                           | : 93,843                         |
| UTILITIES  | : 74.4                         | : 623                           | : 82,223                         |
| ELECTRICITY  | : 69.7                         | : 506                           | : 66,822                         |
| EXCLUDING IRRIGATION<br>FOR IRRIGATION               | : 66.8                         | : 293                           | : 38,662                         |
| FOR IRRIGATION                                       | : 8.6                          | : 213                           | : 28,159*                        |
| AG CHEMICALS & SPRAYS: 15/                           | : 40.4                         | : 2,246                         | : 296,439                        |
| CROP PESTICIDES & CHEMICALS                          | : 41.7                         | : 2,201                         | : 290,478                        |
| LIVESTOCK SPRAYS & CHEMICALS                         | : 32.5                         | : 45                            | : 5,961                          |
| FERTILIZER: 16/                                      | : 73.7                         | : 2,438                         | : 321,769                        |
| COMMERCIAL FERTILIZERS                               | : 72.0                         | : 2,332                         | : 307,774                        |
| CUSTOM APPLIED                                       | : 34.3                         | : 940                           | : 124,052                        |
| APPLIED BY OPERATOR                                  | : 45.9                         | : 1,330                         | : 175,503                        |
| LIME & SOIL CONDITIONERS                             | : 12.5                         | : 106                           | : 13,995                         |
| CUSTOM APPLIED                                       | : 8.4                          | : 55                            | : 7,253*                         |
| APPLIED BY OPERATOR                                  | : 3.9                          | : 46                            | : 6,046*                         |
| INTEREST: 8/   | : 54.5                         | : 2,676                         | : 353,288                        |
| FARM REAL ESTATE                                     | : 35.1                         | : 1,582                         | : 208,884                        |
| OPERATING LOANS                                      | : 34.8                         | : 1,094                         | : 144,404                        |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: DELTA STATES  
(AR, LA, MS), 1986 1/

| EXPENDITURE - FARM SHARE                   | FARMS<br>REPORTING<br>3/ | AVERAGE<br>PER FARM<br>4/ | TOTAL<br>EXPENDITURE<br>7/ |
|--|--------------------------|---------------------------|----------------------------|
|  | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TAXES (PROPERTY) 8/                        | 85.8                     | 419                       | 55,288                     |
| LABOR:                                     | 52.2                     | 3,037                     | 400,853                    |
| CASH WAGES                                 | 49.5                     | 2,629                     | 347,046                    |
| CONTRACT LABOR                             | 8.6                      | 176                       | 23,211                     |
| INSURANCE & RETIREMENT PLANS               | 15.8                     | 22                        | 2,849                      |
| FICA & OTHER COMPENSATION TAXES            | 14.9                     | 210                       | 27,747                     |
| FRINGE BENEFITS - CASH VALUE               | 11.8                     | 128                       | 16,843                     |
| FUELS & LUBRICANTS:                        | 96.8                     | 1,859                     | 245,356                    |
| DIESEL                                     | 68.5                     | 1,046                     | 138,107                    |
| GASOLINE - BULK                            | 20.2                     | 183                       | 24,163                     |
| GASOLINE - SERVICE STATION                 | 69.2                     | 247                       | 32,609                     |
| L.P. GAS                                   | 15.0                     | 138                       | 18,174                     |
| NATURAL GAS                                | 6.8                      | 67                        | 8,818*                     |
| OTHER (COAL, KEROSENE, WOOD, ETC.)         | 4.1                      | 16                        | 2,095*                     |
| MOTOR OILS, GREASE & SPECIAL FLUIDS        | 82.9                     | 162                       | 21,390                     |
| FARM SUPPLIES:                             | 73.4                     | 164                       | 21,606                     |
| SUPPLIES USED IN PRODUCTION 18/            | 72.8                     | 78                        | 10,350                     |
| CONTAINERS USED FOR MARKETING              | 2.1                      | 85                        | 11,256*                    |
| BUILDING & FENCING:                        | 43.7                     | 1,069                     | 141,054*                   |
| NEW CONSTRUCTION & REMODELING              | 21.2                     | 921                       | 121,627*                   |
| REPAIRS & MAINTENANCE                      | 34.2                     | 147                       | 19,427                     |
| FARM & LAND IMPROVEMENTS                   | 13.9                     | 239                       | 31,539                     |
| NEW CONSTRUCTION                           | 7.9                      | 195                       | 25,738*                    |
| MAINTENANCE & REPAIRS                      | 6.9                      | 44                        | 5,802                      |
| TOTAL FARM MACHINERY: 19/                  | 88.3                     | 3,489                     | 460,557                    |
| TRACTORS                                   | 9.4                      | 536                       | 70,752                     |
| OTHER MACHINERY & EQUIPMENT                | 20.0                     | 562                       | 74,159                     |
| SELF-PROPELLED MACHINERY 20/               | 2.5                      | 273                       | 36,006*                    |
| NON SELF-PROPELLED MACHINERY               | 22.3                     | 289                       | 38,153                     |
| LIVESTOCK & POULTRY EQUIPMENT 21/          | 9.3                      | 211                       | 27,847                     |
| MACHINERY ACCESSORIES & SHOP EQUIPMENT 22/ | 15.0                     | 53                        | 6,976                      |
| REPAIR & REPLACEMENT PARTS                 | 86.4                     | 2,127                     | 280,823                    |
| SEEDS & PLANTS: 23/                        | 62.6                     | 1,269                     | 167,457                    |
| FIELD CROPS & SMALL GRAINS                 | 43.2                     | 1,107                     | 146,072                    |
| LEGUMES, GRASSES & FORAGES                 | 29.3                     | 76                        | 10,027                     |
| SEEDS & PLANTS FOR OTHER CROPS             | 2.3                      | 50                        | 6,631*                     |
| OTHER SEED RELATED EXPENSES 24/            | 5.4                      | 36                        | 4,727*                     |
| TRUCKS & AUTOS: 25/                        | 14.0                     | 372                       | 49,075                     |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.       | 14.6                     | 343                       | 45,282                     |
| AUTOS                                      | 1.3                      | 29                        | 3,793*                     |
| OTHER UNALLOCATED EXPENSES                 | 1.6                      | 23                        | 3,006*                     |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: SOUTHERN PLAINS  
(OK, TX), 1986 1/

| EXPENDITURE - FARM SHARE                             | : FARMS<br>: REPORTING<br>: 3/ | : AVERAGE<br>: PER FARM<br>: 4/ | : TOTAL<br>: EXPENDITURE<br>: 7/ |
|--|--------------------------------|---------------------------------|----------------------------------|
|  | : PERCENT                      | DOLLARS                         | 1,000 DOLLARS                    |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | : 100.0                        | 38,709                          | 8,941,803                        |
| LIVESTOCK AND POULTRY:                               | : 46.6                         | 5,080                           | 1,173,501                        |
| CATTLE PURCHASED                                     | : 41.3                         | 4,613                           | 1,065,506                        |
| HOGS & PIGS PURCHASED                                | : 4.6                          | 41                              | 9,366*                           |
| SHEEP & LAMBS PURCHASED                              | : 2.2                          | 185                             | 42,805*                          |
| POULTRY PURCHASED                                    | : 1.8                          | 146                             | 33,672*                          |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | : 6.7                          | 96                              | 22,154*                          |
| FEED:  | : 86.8                         | 5,979                           | 1,381,217*                       |
| GRAINS   | : 31.2                         | 2,722                           | 628,731*                         |
| HAYS & FORAGES                                       | : 41.1                         | 724                             | 167,348*                         |
| PROTEIN MEALS OR CONCENTRATES                        | : 29.3                         | 991                             | 228,976*                         |
| SUPPLEMENTS  | : 13.8                         | 447                             | 103,161*                         |
| MINERALS, SALTS & ADDITIVES                          | : 66.8                         | 162                             | 37,444                           |
| FARM SERVICES:                                       | : 99.8                         | 7,795                           | 1,800,729                        |
| CROP CUSTOM SERVICES                                 | : 47.5                         | 774                             | 178,762                          |
| LIVESTOCK CUSTOM SERVICES                            | : 6.0                          | 293                             | 67,772*                          |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | : 1.8                          | 270                             | 62,457*                          |
| FEED GRINDING AND MIXING                             | : 1.9                          | 23                              | 5,315*                           |
| TRANSPORTATION                                       | : 21.9                         | 173                             | 39,893                           |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | : 76.3                         | 626                             | 144,622                          |
| RENT   | : 42.6                         | 2,387                           | 551,459                          |
| CASH   | : 35.1                         | 1,220                           | 281,923                          |
| SHARE  | : 14.8                         | 1,167                           | 269,536                          |
| MARKETING & STORAGE                                  | : 61.4                         | 608                             | 140,409                          |
| INSURANCE 8/   | : 77.2                         | 830                             | 191,675                          |
| LEASING 13/  | : 7.5                          | 155                             | 35,761*                          |
| MISC. FARM BUSINESS EXPENSES 14/                     | : 94.1                         | 1,125                           | 259,858                          |
| UTILITIES  | : 85.5                         | 825                             | 190,519                          |
| ELECTRICITY  | : 79.8                         | 635                             | 146,685                          |
| EXCLUDING IRRIGATION<br>FOR IRRIGATION               | : 79.1                         | 478                             | 110,519                          |
| FOR IRRIGATION                                       | : 5.2                          | 157                             | 36,166                           |
| AG CHEMICALS & SPRAYS: 15/                           | : 29.2                         | 654                             | 151,114                          |
| CROP PESTICIDES & CHEMICALS                          | : 26.6                         | 605                             | 139,659                          |
| LIVESTOCK SPRAYS & CHEMICALS                         | : 49.2                         | 50                              | 11,454                           |
| FERTILIZER: 16/                                      | : 66.5                         | 1,936                           | 447,237                          |
| COMMERCIAL FERTILIZERS                               | : 66.2                         | 1,902                           | 439,357                          |
| CUSTOM APPLIED                                       | : 28.3                         | 829                             | 191,403                          |
| APPLIED BY OPERATOR                                  | : 40.9                         | 978                             | 225,964                          |
| LIME & SOIL CONDITIONERS                             | : 2.9                          | 34                              | 7,880*                           |
| CUSTOM APPLIED                                       | : 1.7                          | 23                              | 5,293*                           |
| APPLIED BY OPERATOR                                  | : 1.6                          | 11                              | 2,584*                           |
| INTEREST: 8/   | : 56.9                         | 3,785                           | 874,322                          |
| FARM REAL ESTATE                                     | : 40.6                         | 2,417                           | 558,381                          |
| OPERATING LOANS                                      | : 35.2                         | 1,368                           | 315,941                          |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: SOUTHERN PLAINS  
(OK, TX), 1986 1/

| EXPENDITURE - FARM SHARE                      | FARMS<br>REPORTING<br>3/ | AVERAGE<br>PER FARM<br>4/ | TOTAL<br>EXPENDITURE<br>7/ |
|---|--------------------------|---------------------------|----------------------------|
|   | PERCENT                  | DOLLARS                   | 1,000 DOLLARS              |
| TAXES (PROPERTY) 8/                           | 92.4                     | 835                       | 192,915                    |
| LABOR:  | 48.4                     | 3,395                     | 784,220                    |
| CASH WAGES                                    | 37.9                     | 2,336                     | 539,571                    |
| CONTRACT LABOR                                | 21.3                     | 775                       | 179,072*                   |
| INSURANCE & RETIREMENT PLANS                  | 10.8                     | 71                        | 16,287                     |
| FICA & OTHER COMPENSATION TAXES               | 10.3                     | 213                       | 49,291                     |
| FRINGE BENEFITS - CASH VALUE                  | 11.0                     | 243                       | 56,092                     |
| FUELS & LUBRICANTS:                           | 96.6                     | 1,927                     | 445,187                    |
| DIESEL  | 63.7                     | 805                       | 186,057                    |
| GASOLINE - BULK                               | 18.2                     | 221                       | 51,078                     |
| GASOLINE - SERVICE STATION                    | 74.0                     | 384                       | 88,797                     |
| L.P. GAS                                      | 19.3                     | 118                       | 27,203                     |
| NATURAL GAS                                   | 4.4                      | 251                       | 57,879*                    |
| OTHER (COAL, KEROSENE, WOOD, ETC.)            | 2.1                      | 3                         | 580*                       |
| MOTOR OILS, GREASE & SPECIAL FLUIDS           | 83.5                     | 145                       | 33,593                     |
| FARM SUPPLIES:                                | 71.7                     | 610                       | 140,893                    |
| SUPPLIES USED IN PRODUCTION 18/               | 71.2                     | 277                       | 63,877                     |
| CONTAINERS USED FOR MARKETING                 | 3.4                      | 333                       | 77,016*                    |
| BUILDING & FENCING:                           | 57.9                     | 828                       | 191,346                    |
| NEW CONSTRUCTION & REMODELING                 | 25.6                     | 540                       | 124,785                    |
| REPAIRS & MAINTENANCE                         | 45.4                     | 288                       | 66,562                     |
| FARM & LAND IMPROVEMENTS                      | 23.0                     | 330                       | 76,142                     |
| NEW CONSTRUCTION                              | 10.9                     | 228                       | 52,775                     |
| MAINTENANCE & REPAIRS                         | 13.5                     | 101                       | 23,368                     |
| TOTAL FARM MACHINERY: 19/                     | 87.7                     | 3,482                     | 804,261                    |
| TRACTORS                                      | 14.5                     | 889                       | 205,304                    |
| OTHER MACHINERY & EQUIPMENT                   | 25.0                     | 620                       | 143,252                    |
| SELF-PROPELLED MACHINERY 20/                  | 2.9                      | 147                       | 34,044*                    |
| NON SELF-PROPELLED MACHINERY                  | 24.7                     | 473                       | 109,208                    |
| LIVESTOCK & POULTRY EQUIPMENT 21/             | 7.3                      | 155                       | 35,840                     |
| MACHINERY ACCESSORIES & SHOP<br>EQUIPMENT 22/ | 21.2                     | 70                        | 16,276                     |
| REPAIR & REPLACEMENT PARTS                    | 85.7                     | 1,747                     | 403,589                    |
| SEEDS & PLANTS: 23/                           | 57.0                     | 868                       | 200,501                    |
| FIELD CROPS & SMALL GRAINS                    | 38.9                     | 626                       | 144,638                    |
| LEGUMES, GRASSES & FORAGES                    | 25.0                     | 124                       | 28,555                     |
| SEEDS & PLANTS FOR OTHER CROPS                | 5.1                      | 75                        | 17,220*                    |
| OTHER SEED RELATED EXPENSES 24/               | 6.1                      | 44                        | 10,088                     |
| TRUCKS & AUTOS: 25/                           | 21.6                     | 1,176                     | 271,665                    |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.          | 20.1                     | 1,137                     | 262,579                    |
| AUTOS   | 1.8                      | 39                        | 9,085*                     |
| OTHER UNALLOCATED EXPENSES                    | 1.6                      | 28                        | 6,554*                     |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: MOUNTAIN  
(AZ, CO, ID, MT, NV, NM, UT, WY), 1986 1/

| EXPENDITURE - FARM SHARE               | : FARMS<br>: REPORTING<br>: 3/ | : AVERAGE<br>: PER FARM<br>: 4/ | : TOTAL<br>: EXPENDITURE<br>: 7/ |
|--|--------------------------------|---------------------------------|----------------------------------|
|  | : PERCENT                      | DOLLARS                         | 1,000 DOLLARS                    |
| TOTAL FARM PRODUCTION EXPENDITURES 8/  | : 100.0                        | 64,618                          | 7,838,208                        |
| LIVESTOCK AND POULTRY:                 | : 45.6                         | 11,301                          | 1,370,761*                       |
| CATTLE PURCHASED                       | : 36.8                         | 10,473                          | 1,270,356*                       |
| HOGS & PIGS PURCHASED                  | : 5.2                          | 354                             | 42,958*                          |
| SHEEP & LAMBS PURCHASED                | : 5.4                          | 310                             | 37,563*                          |
| POULTRY PURCHASED                      | : 2.4                          | 39                              | 4,777*                           |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | : 8.2                          | 125                             | 15,107*                          |
| FEED:                                  | : 71.4                         | 6,349                           | 770,100                          |
| GRAINS                                 | : 40.2                         | 2,132                           | 258,655                          |
| HAYS & FORAGES                         | : 43.9                         | 2,010                           | 243,773                          |
| PROTEIN MEALS OR CONCENTRATES          | : 15.2                         | 259                             | 31,380                           |
| SUPPLEMENTS                            | : 15.6                         | 380                             | 46,047*                          |
| MINERALS, SALTS & ADDITIVES            | : 57.1                         | 302                             | 36,636                           |
| FARM SERVICES:                         | : 99.5                         | 13,944                          | 1,691,353                        |
| CROP CUSTOM SERVICES                   | : 39.8                         | 1,284                           | 155,700                          |
| LIVESTOCK CUSTOM SERVICES              | : 22.5                         | 765                             | 92,774*                          |
| FEEDING & GRAZING ON A PER HEAD        | : 15.0                         | 714                             | 86,628*                          |
| OR GAIN BASIS 11/                      | : 6.7                          | 51                              | 6,146*                           |
| FEED GRINDING AND MIXING               | : 33.1                         | 502                             | 60,940                           |
| TRANSPORTATION                         | : 68.6                         | 657                             | 79,729                           |
| VET SUPPLIES, SVCS, TESTING & BREEDING | : 46.8                         | 4,125                           | 500,310                          |
| RENT                                   | : 34.2                         | 1,885                           | 228,620                          |
| CASH                                   | : 20.5                         | 2,240                           | 271,690                          |
| SHARE                                  | : 42.8                         | 849                             | 103,008                          |
| MARKETING & STORAGE                    | : 81.4                         | 1,644                           | 199,392                          |
| INSURANCE 8/                           | : 9.8                          | 267                             | 32,447*                          |
| LEASING 13/                            | : 97.2                         | 2,079                           | 252,127                          |
| MISC. FARM BUSINESS EXPENSES 14/       | : 91.8                         | 1,772                           | 214,927                          |
| UTILITIES                              | : 90.0                         | 1,517                           | 183,992                          |
| ELECTRICITY                            | : 86.6                         | 518                             | 62,837                           |
| EXCLUDING IRRIGATION                   | : 23.3                         | 999                             | 121,155                          |
| FOR IRRIGATION                         | : 47.9                         | 1,532                           | 185,829                          |
| AG CHEMICALS & SPRAYS: 15/             | : 49.0                         | 1,462                           | 177,367                          |
| CROP PESTICIDES & CHEMICALS            | : 25.6                         | 70                              | 8,462                            |
| LIVESTOCK SPRAYS & CHEMICALS           | : 52.0                         | 3,248                           | 393,933                          |
| FERTILIZER: 16/                        | : 50.6                         | 3,202                           | 388,430                          |
| COMMERCIAL FERTILIZERS                 | : 23.7                         | 1,339                           | 162,420                          |
| CUSTOM APPLIED                         | : 32.2                         | 1,668                           | 202,385                          |
| APPLIED BY OPERATOR                    | : 2.7                          | 45                              | 5,503*                           |
| LIME & SOIL CONDITIONERS               | : 0.6                          | 31                              | 3,716*                           |
| CUSTOM APPLIED                         | : 2.0                          | 14                              | 1,712*                           |
| APPLIED BY OPERATOR                    | : 71.7                         | 7,640                           | 926,768                          |
| INTEREST: 8/                           | : 52.3                         | 4,883                           | 592,252                          |
| FARM REAL ESTATE                       | : 47.6                         | 2,758                           | 334,516                          |
| OPERATING LOANS                        | :                              | :                               | :                                |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: MOUNTAIN  
(AZ, CO, ID, MT, NV, NM, UT, WY), 1986 1/

| EXPENDITURE - FARM SHARE                   | : FARMS<br>: REPORTING<br>: 3/ | : AVERAGE<br>: PER FARM<br>: 4/ | : TOTAL<br>: EXPENDITURE<br>: 7/ |
|--|--------------------------------|---------------------------------|----------------------------------|
|  | : PERCENT                      | DOLLARS                         | 1,000 DOLLARS                    |
| TAXES (PROPERTY) 8/                        | 91.2                           | 1,421                           | 172,410                          |
| LABOR:                                     | 51.7                           | 6,558                           | 795,454                          |
| CASH WAGES                                 | 48.7                           | 4,817                           | 584,330                          |
| CONTRACT LABOR                             | 12.0                           | 1,089                           | 132,121*                         |
| INSURANCE & RETIREMENT PLANS               | 21.3                           | 218                             | 26,423                           |
| FICA & OTHER COMPENSATION TAXES            | 23.9                           | 433                             | 52,581                           |
| FRINGE BENEFITS - CASH VALUE               | 20.3                           | 459                             | 55,640                           |
| FUELS & LUBRICANTS:                        | 95.1                           | 2,894                           | 351,087                          |
| DIESEL                                     | 66.0                           | 1,230                           | 149,182                          |
| GASOLINE - BULK                            | 59.4                           | 928                             | 112,554                          |
| GASOLINE - SERVICE STATION                 | 44.4                           | 181                             | 21,958*                          |
| L.P. GAS                                   | 21.6                           | 132                             | 15,966                           |
| NATURAL GAS                                | 4.6                            | 215                             | 26,060*                          |
| OTHER (COAL, KEROSENE, WOOD, ETC.)         | 5.6                            | 13                              | 1,635*                           |
| MOTOR OILS, GREASE & SPECIAL FLUIDS        | 85.7                           | 196                             | 23,732                           |
| FARM SUPPLIES:                             | 85.9                           | 956                             | 115,962                          |
| SUPPLIES USED IN PRODUCTION 18/            | 85.3                           | 850                             | 103,127                          |
| CONTAINERS USED FOR MARKETING              | 5.6                            | 106                             | 12,835*                          |
| BUILDING & FENCING:                        | 44.1                           | 690                             | 83,653                           |
| NEW CONSTRUCTION & REMODELING              | 14.3                           | 321                             | 38,968                           |
| REPAIRS & MAINTENANCE                      | 38.0                           | 368                             | 44,685                           |
| FARM & LAND IMPROVEMENTS                   | 24.3                           | 576                             | 69,829                           |
| NEW CONSTRUCTION                           | 10.5                           | 385                             | 46,685                           |
| MAINTENANCE & REPAIRS                      | 17.1                           | 191                             | 23,145                           |
| TOTAL FARM MACHINERY: 19/                  | 89.7                           | 4,850                           | 588,347                          |
| TRACTORS                                   | 6.6                            | 514                             | 62,323                           |
| OTHER MACHINERY & EQUIPMENT                | 31.3                           | 1,241                           | 150,549                          |
| SELF-PROPELLED MACHINERY 20/               | 8.0                            | 469                             | 56,856*                          |
| NON SELF-PROPELLED MACHINERY               | 27.7                           | 772                             | 93,693                           |
| LIVESTOCK & POULTRY EQUIPMENT 21/          | 8.1                            | 144                             | 17,520                           |
| MACHINERY ACCESSORIES & SHOP EQUIPMENT 22/ | 15.2                           | 89                              | 10,797                           |
| REPAIR & REPLACEMENT PARTS                 | 88.1                           | 2,862                           | 347,158                          |
| SEEDS & PLANTS: 23/                        | 58.1                           | 1,645                           | 199,548                          |
| FIELD CROPS & SMALL GRAINS                 | 44.1                           | 1,234                           | 149,670                          |
| LEGUMES, GRASSES & FORAGES                 | 26.6                           | 292                             | 35,363                           |
| SEEDS & PLANTS FOR OTHER CROPS             | 6.7                            | 91                              | 11,093*                          |
| OTHER SEED RELATED EXPENSES 24/            | 8.2                            | 28                              | 3,423                            |
| TRUCKS & AUTOS: 25/                        | 17.0                           | 932                             | 113,040                          |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.       | 18.4                           | 808                             | 97,966                           |
| AUTOS                                      | 4.1                            | 124                             | 15,074*                          |
| OTHER UNALLOCATED EXPENSES                 | 5.3                            | 84                              | 10,132*                          |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: PACIFIC  
(CA, OR, WA), 1986 1/

| EXPENDITURE - FARM SHARE                             | : FARMS<br>: REPORTING<br>: 3/ | : AVERAGE<br>: PER FARM<br>: 4/ | : TOTAL<br>: EXPENDITURE<br>: 7/ |
|--|--------------------------------|---------------------------------|----------------------------------|
|  | PERCENT                        | DOLLARS                         | 1,000 DOLLARS                    |
| TOTAL FARM PRODUCTION EXPENDITURES 8/                | 100.0                          | 80,566                          | 12,407,231                       |
| LIVESTOCK AND POULTRY:                               | 29.1                           | 1,861                           | 286,557                          |
| CATTLE PURCHASED                                     | 15.5                           | 1,364                           | 210,090                          |
| HOGS & PIGS PURCHASED                                | 2.8                            | 15                              | 2,336*                           |
| SHEEP & LAMBS PURCHASED                              | 2.8                            | 61                              | 9,445*                           |
| POULTRY PURCHASED                                    | 1.7                            | 88                              | 13,569*                          |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/                | 12.8                           | 332                             | 51,117*                          |
| FEED:  | 50.9                           | 11,689                          | 1,800,105                        |
| GRAINS   | 32.4                           | 2,649                           | 408,001                          |
| HAYS & FORAGES                                       | 37.8                           | 4,207                           | 647,909                          |
| PROTEIN MEALS OR CONCENTRATES                        | 4.4                            | 686                             | 105,678*                         |
| SUPPLEMENTS  | 9.2                            | 150                             | 23,149*                          |
| MINERALS, SALTS & ADDITIVES                          | 34.6                           | 218                             | 33,522*                          |
| FARM SERVICES:                                       | 100.0                          | 17,989                          | 2,770,381                        |
| CROP CUSTOM SERVICES                                 | 34.0                           | 1,530                           | 235,690                          |
| LIVESTOCK CUSTOM SERVICES                            | 14.8                           | 318                             | 49,010                           |
| FEEDING & GRAZING ON A PER HEAD<br>OR GAIN BASIS 11/ | 5.2                            | 299                             | 46,004*                          |
| FEED GRINDING AND MIXING                             | 0.4                            | 20                              | 3,007*                           |
| TRANSPORTATION                                       | 26.5                           | 1,021                           | 157,199                          |
| VET SUPPLIES, SVCS, TESTING & BREEDING               | 45.5                           | 1,046                           | 161,115                          |
| RENT   | 33.8                           | 4,859                           | 748,255                          |
| CASH   | 26.0                           | 3,452                           | 531,664                          |
| SHARE  | 10.2                           | 1,406                           | 216,592                          |
| MARKETING & STORAGE                                  | 33.6                           | 1,904                           | 293,151                          |
| INSURANCE 8/   | 78.2                           | 1,732                           | 266,686                          |
| LEASING 13/  | 10.6                           | 436                             | 67,143                           |
| MISC. FARM BUSINESS EXPENSES 14/                     | 95.3                           | 2,630                           | 405,072                          |
| UTILITIES  | 89.2                           | 2,513                           | 387,059                          |
| ELECTRICITY  | 86.0                           | 2,235                           | 344,154                          |
| EXCLUDING IRRIGATION<br>FOR IRRIGATION               | 71.8                           | 681                             | 104,821                          |
| FOR IRRIGATION                                       | 50.5                           | 1,554                           | 239,332                          |
| AG CHEMICALS & SPRAYS: 15/                           | 54.8                           | 2,927                           | 450,690                          |
| CROP PESTICIDES & CHEMICALS                          | 52.2                           | 2,825                           | 434,998                          |
| LIVESTOCK SPRAYS & CHEMICALS                         | 17.1                           | 102                             | 15,692*                          |
| FERTILIZER: 16/                                      | 57.8                           | 3,804                           | 585,801                          |
| COMMERCIAL FERTILIZERS                               | 56.1                           | 3,612                           | 556,272                          |
| CUSTOM APPLIED                                       | 15.6                           | 1,160                           | 178,627                          |
| APPLIED BY OPERATOR                                  | 47.3                           | 2,359                           | 363,308                          |
| LIME & SOIL CONDITIONERS                             | 7.6                            | 192                             | 29,529                           |
| CUSTOM APPLIED                                       | 3.0                            | 128                             | 19,671*                          |
| APPLIED BY OPERATOR                                  | 4.5                            | 64                              | 9,792*                           |
| INTEREST: 8/   | 59.0                           | 7,276                           | 1,120,514                        |
| FARM REAL ESTATE                                     | 46.4                           | 4,756                           | 732,499                          |
| OPERATING LOANS                                      | 28.7                           | 2,520                           | 388,015                          |

SEE FOOTNOTES, PAGE 59.

PRODUCTION EXPENDITURES: PACIFIC  
(CA, OR, WA), 1986 1/

| EXPENDITURE - FARM SHARE                   | : FARMS<br>: REPORTING<br>: 3/ | : AVERAGE<br>: PER FARM<br>: 4/ | : TOTAL<br>: EXPENDITURE<br>: 7/ |
|--|--------------------------------|---------------------------------|----------------------------------|
|  | PERCENT                        | DOLLARS                         | 1,000 DOLLARS                    |
| TAXES (PROPERTY) 8/                        | 89.3                           | 2,003                           | 308,528                          |
| LABOR:                                     | 63.7                           | 17,933                          | 2,761,748                        |
| CASH WAGES                                 | 55.0                           | 14,512                          | 2,234,858                        |
| CONTRACT LABOR                             | 19.1                           | 1,402                           | 215,945                          |
| INSURANCE & RETIREMENT PLANS               | 33.1                           | 472                             | 72,707                           |
| FICA & OTHER COMPENSATION TAXES            | 33.9                           | 1,547                           | 238,238                          |
| FRINGE BENEFITS - CASH VALUE               | 17.3                           | 503                             | 77,456                           |
| FUELS & LUBRICANTS:                        | 92.9                           | 2,331                           | 359,041                          |
| DIESEL                                     | 57.1                           | 978                             | 150,647                          |
| GASOLINE - BULK                            | 38.9                           | 723                             | 111,353                          |
| GASOLINE - SERVICE STATION                 | 52.3                           | 213                             | 32,810                           |
| L.P. GAS                                   | 9.0                            | 136                             | 20,891                           |
| NATURAL GAS                                | 2.1                            | 80                              | 12,315*                          |
| OTHER (COAL, KEROSENE, WOOD, ETC.)         | 7.3                            | 20                              | 3,054*                           |
| MOTOR OILS, GREASE & SPECIAL FLUIDS        | 72.2                           | 182                             | 27,971                           |
| FARM SUPPLIES:                             | 77.7                           | 2,520                           | 388,043                          |
| SUPPLIES USED IN PRODUCTION 18/            | 75.3                           | 574                             | 88,333                           |
| CONTAINERS USED FOR MARKETING              | 11.3                           | 1,946                           | 299,710*                         |
| BUILDING & FENCING:                        | 38.1                           | 1,044                           | 160,834                          |
| NEW CONSTRUCTION & REMODELING              | 16.9                           | 601                             | 92,523                           |
| REPAIRS & MAINTENANCE                      | 28.3                           | 444                             | 68,311                           |
| FARM & LAND IMPROVEMENTS                   | 30.2                           | 687                             | 105,799                          |
| NEW CONSTRUCTION                           | 12.8                           | 429                             | 66,045                           |
| MAINTENANCE & REPAIRS                      | 19.4                           | 258                             | 39,754                           |
| TOTAL FARM MACHINERY: 19/                  | 83.1                           | 5,617                           | 864,960                          |
| TRACTORS                                   | 9.9                            | 776                             | 119,577                          |
| OTHER MACHINERY & EQUIPMENT                | 22.4                           | 1,327                           | 204,421*                         |
| SELF-PROPELLED MACHINERY 20/               | 5.4                            | 525                             | 80,838*                          |
| NON SELF-PROPELLED MACHINERY               | 18.8                           | 802                             | 123,582                          |
| LIVESTOCK & POULTRY EQUIPMENT 21/          | 7.3                            | 199                             | 30,674                           |
| MACHINERY ACCESSORIES & SHOP EQUIPMENT 22/ | 20.8                           | 156                             | 24,015*                          |
| REPAIR & REPLACEMENT PARTS                 | 81.0                           | 3,158                           | 486,273                          |
| SEEDS & PLANTS: 23/                        | 45.1                           | 1,719                           | 264,653                          |
| FIELD CROPS & SMALL GRAINS                 | 15.4                           | 719                             | 110,724                          |
| LEGUMES, GRASSES & FORAGES                 | 15.8                           | 307                             | 47,265                           |
| SEEDS & PLANTS FOR OTHER CROPS             | 21.3                           | 680                             | 104,791                          |
| OTHER SEED RELATED EXPENSES 24/            | 1.8                            | 12                              | 1,874*                           |
| TRUCKS & AUTOS: 25/                        | 19.4                           | 1,108                           | 170,691                          |
| TRUCKS INCL BEDS, HYDR SYSTEMS, ETC.       | 18.8                           | 939                             | 144,589*                         |
| AUTOS                                      | 4.4                            | 169                             | 26,102*                          |
| OTHER UNALLOCATED EXPENSES                 | 1.2                            | 58                              | 8,887*                           |

SEE FOOTNOTES, PAGE 59.

NORTHEAST 1/  
EXPENDITURES BY VALUE OF SALES, 1986

| EXPENDITURE - FARM SHARE               | : | LESS          | : | \$40,000  | : | \$100,000 |
|--|---|---------------|---|-----------|---|-----------|
|  | : | THAN          | : | TO        | : | AND       |
|  | : | \$40,000      | : | \$99,999  | : | OVER      |
|  | : | 1,000 DOLLARS |   |           |   |           |
| TOTAL EXPENDITURES 8/                  | : | 1,238,199     | : | 1,597,010 | : | 5,067,496 |
| LIVESTOCK & POULTRY                    | : | 80,173        | : | 101,225*  | : | 254,245   |
| CATTLE PURCHASED                       | : | 26,584        | : | 58,122*   | : | 153,906*  |
| HOGS & PIGS PURCHASED                  | : | 12,661*       | : | 2,595*    | : | 18,542*   |
| POULTRY PURCHASED                      | : | 15,286*       | : | 37,131*   | : | 73,110*   |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | : | 24,684*       | : | 3,359*    | : | 8,686*    |
| FEED                                   | : | 192,513*      | : | 408,449*  | : | 973,024   |
| GRAINS                                 | : | 63,371*       | : | 80,926*   | : | 194,316   |
| HAYS & FORAGES                         | : | 31,283*       | : | 16,545*   | : | 30,223*   |
| PROTEIN MEALS OR CONCENTRATES          | : | 8,718*        | : | 13,590*   | : | 172,211   |
| SUPPLEMENTS                            | : | 9,258*        | : | 23,987*   | : | 54,140*   |
| MINERALS, SALTS & ADDITIVES            | : | 5,477*        | : | 11,644    | : | 41,211    |
| FARM SERVICES 11/                      | : | 212,225       | : | 315,604   | : | 932,709   |
| CROP CUSTOM SERVICES                   | : | 17,237        | : | 6,031     | : | 18,527    |
| LIVESTOCK CUSTOM SERVICES              | : | 9,021*        | : | 10,370*   | : | 25,250    |
| TRANSPORTATION                         | : | 13,757*       | : | 35,326    | : | 193,623*  |
| VET SUPPLIES, SVCS, TESTING & BREEDING | : | 32,864*       | : | 80,079*   | : | 177,091   |
| RENT                                   | : | 21,284*       | : | 39,759    | : | 118,766   |
| MARKETING & STORAGE                    | : | 8,325         | : | 38,187    | : | 108,626   |
| INSURANCE 8/                           | : | 102,494       | : | 35,228    | : | 36,126    |
| LEASING 13/                            | : | 277*          | : | 6,495*    | : | 10,362    |
| MISC. FARM BUSINESS EXPENSE 14/        | : | 31,777*       | : | 12,537    | : | 55,168    |
| UTILITIES                              | : | 41,558        | : | 51,594    | : | 122,803   |
| ELECTRICITY                            | : | 28,732        | : | 40,965    | : | 102,421   |
| AG CHEMICALS & SPRAYS 15/              | : | 20,903        | : | 23,657    | : | 113,644   |
| FERTILIZER 16/                         | : | 52,761        | : | 78,941    | : | 273,801   |
| COMMERCIAL FERTILIZERS                 | : | 45,776        | : | 65,033    | : | 227,506   |
| LIME & SOIL CONDITIONERS               | : | 6,985         | : | 13,908*   | : | 46,295*   |
| INTEREST 8/                            | : | 111,769*      | : | 98,101    | : | 274,932   |
| FARM REAL ESTATE                       | : | 99,959*       | : | 76,755    | : | 192,860   |
| TAXES (PROPERTY) 8/                    | : | 94,220        | : | 47,717    | : | 113,171   |
| LABOR                                  | : | 62,970        | : | 147,275*  | : | 848,686*  |
| CASH WAGES                             | : | 52,428*       | : | 135,768*  | : | 678,922   |
| FUELS & LUBRICANTS                     | : | 60,248        | : | 55,866    | : | 179,576   |
| DIESEL                                 | : | 11,689        | : | 19,739    | : | 73,849    |
| GASOLINE - BULK                        | : | 19,473        | : | 18,490*   | : | 38,069    |
| GASOLINE - SERVICE STATION             | : | 16,049*       | : | 5,182*    | : | 10,180    |
| FARM SUPPLIES 18/                      | : | 124,342       | : | 19,150    | : | 26,293    |
| SUPPLIES USED IN PRODUCTION            | : | 46,142        | : | 12,364    | : | 19,711    |
| BUILDING & FENCING                     | : | 81,044*       | : | 62,169*   | : | 198,711*  |
| NEW CONSTRUCTION & REMODELING          | : | 54,832*       | : | 38,650*   | : | 142,299*  |
| FARM & LAND IMPROVEMENTS               | : | 13,513*       | : | 5,813*    | : | 40,009*   |
| NEW CONSTRUCTION                       | : | 6,602*        | : | 3,350*    | : | 28,134*   |
| MAINTENANCE & REPAIRS                  | : | 6,911*        | : | 2,463*    | : | 11,875*   |
| TOTAL FARM MACHINERY 19/               | : | 438,899       | : | 166,383   | : | 144,183   |
| TRACTORS                               | : | 35,483*       | : | 23,646*   | : | 58,705    |
| OTHER MACHINERY & EQUIPMENT 21/ 22/    | : | 44,649*       | : | 52,981*   | : | 128,461   |
| SELF-PROPELLED MACHINERY 20/           | : | 5,244*        | : | 1,406*    | : | 37,122*   |
| SEEDS & PLANTS 23/ 24/                 | : | 31,425        | : | 35,003    | : | 187,412*  |
| TRUCKS & AUTOS 25/                     | : | 50,842*       | : | 29,179*   | : | 97,831    |

SEE FOOTNOTES, PAGE 59.

LAKE STATES 1/  
EXPENDITURES BY VALUE OF SALES, 1986

| EXPENDITURE - FARM SHARE               | : | LESS          | : | \$40,000  | : | \$100,000 |
|--|---|---------------|---|-----------|---|-----------|
|  | : | THAN          | : | TO        | : | AND       |
|  | : | \$40,000      | : | \$99,999  | : | OVER      |
|  | : | 1,000 DOLLARS |   |           |   |           |
| TOTAL EXPENDITURES 8/                  | : | 1,794,385     | : | 2,528,778 | : | 7,278,018 |
| LIVESTOCK & POULTRY                    | : | 68,018        | : | 74,748    | : | 474,629   |
| CATTLE PURCHASED                       | : | 48,017*       | : | 58,756    | : | 291,623   |
| HOGS & PIGS PURCHASED                  | : | 8,681*        | : | 12,928*   | : | 147,473*  |
| POULTRY PURCHASED                      | : | 736*          | : | 77*       | : | 31,400*   |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | : | 7,936*        | : | 2,929*    | : | 1,671*    |
| FEEED                                  | : | 147,982       | : | 381,263   | : | 930,371   |
| GRAINS                                 | : | 35,167        | : | 101,159   | : | 153,783   |
| HAYS & FORAGES                         | : | 17,697        | : | 36,061    | : | 45,290    |
| PROTEIN MEALS OR CONCENTRATES          | : | 37,201        | : | 152,011   | : | 323,346   |
| SUPPLEMENTS                            | : | 7,289*        | : | 21,003    | : | 57,943    |
| MINERALS, SALTS & ADDITIVES            | : | 8,108         | : | 31,839    | : | 79,800    |
| FARM SERVICES 11/                      | : | 382,308       | : | 648,179   | : | 1,496,345 |
| CROP CUSTOM SERVICES                   | : | 27,908        | : | 23,593    | : | 58,028    |
| LIVESTOCK CUSTOM SERVICES              | : | 5,441         | : | 10,083*   | : | 21,500    |
| TRANSPORTATION                         | : | 16,033        | : | 36,466    | : | 85,365    |
| VET SUPPLIES, SVCS, TESTING & BREEDING | : | 42,391*       | : | 68,920    | : | 173,222   |
| RENT                                   | : | 95,352        | : | 237,911   | : | 578,457   |
| MARKETING & STORAGE                    | : | 31,392        | : | 76,483    | : | 151,799   |
| INSURANCE 8/                           | : | 148,927       | : | 59,306    | : | 60,916    |
| LEASING 13/                            | : | 3,590*        | : | 11,684*   | : | 31,772    |
| MISC. FARM BUSINESS EXPENSE 14/        | : | 36,589        | : | 33,477    | : | 67,583    |
| UTILITIES                              | : | 62,697        | : | 90,255    | : | 179,692   |
| ELECTRICITY                            | : | 49,608        | : | 75,944    | : | 150,568   |
| AG CHEMICALS & SPRAYS 15/              | : | 42,970        | : | 66,799    | : | 266,586   |
| FERTILIZER 16/                         | : | 99,158        | : | 145,464   | : | 501,345   |
| COMMERCIAL FERTILIZERS                 | : | 94,235        | : | 141,650   | : | 486,542   |
| LIME & SOIL CONDITIONERS               | : | 4,923         | : | 3,814     | : | 14,803    |
| INTEREST 8/                            | : | 256,891       | : | 309,657   | : | 893,686   |
| FARM REAL ESTATE                       | : | 190,077       | : | 187,811   | : | 550,046   |
| TAXES (PROPERTY) 8/                    | : | 160,598       | : | 97,673    | : | 236,008   |
| LABOR                                  | : | 41,069        | : | 116,316   | : | 640,251   |
| CASH WAGES                             | : | 37,293        | : | 107,594   | : | 547,186   |
| FUELS & LUBRICANTS                     | : | 94,738        | : | 131,670   | : | 376,952   |
| DIESEL                                 | : | 28,730        | : | 49,636    | : | 154,205   |
| GASOLINE - BULK                        | : | 37,068        | : | 45,647    | : | 61,619    |
| GASOLINE - SERVICE STATION             | : | 14,302        | : | 8,473     | : | 9,830     |
| FARM SUPPLIES 18/                      | : | 101,127       | : | 53,422    | : | 30,004    |
| SUPPLIES USED IN PRODUCTION            | : | 79,364        | : | 49,491    | : | 25,833    |
| BUILDING & FENCING                     | : | 100,467*      | : | 56,917    | : | 177,087   |
| NEW CONSTRUCTION & REMODELING          | : | 69,209*       | : | 36,931    | : | 131,944   |
| FARM & LAND IMPROVEMENTS               | : | 19,771*       | : | 22,701*   | : | 45,325    |
| NEW CONSTRUCTION                       | : | 15,514*       | : | 18,354*   | : | 33,524    |
| MAINTENANCE & REPAIRS                  | : | 4,257*        | : | 4,347*    | : | 11,801    |
| TOTAL FARM MACHINERY 19/               | : | 738,619       | : | 282,683   | : | 213,054   |
| TRACTORS                               | : | 37,064*       | : | 33,749    | : | 104,370   |
| OTHER MACHINERY & EQUIPMENT 21/ 22/    | : | 69,079        | : | 88,489    | : | 246,477   |
| SELF-PROPELLED MACHINERY 20/           | : | 23,575*       | : | 12,265*   | : | 118,664*  |
| SEEDS & PLANTS 23/ 24/                 | : | 65,069        | : | 91,311    | : | 284,616   |
| TRUCKS & AUTOS 25/                     | : | 63,807        | : | 44,108    | : | 68,387    |

SEE FOOTNOTES, PAGE 59.

CORN BELT 1/  
EXPENDITURES BY VALUE OF SALES, 1986

| EXPENDITURE - FARM SHARE               | : | LESS          | : | \$40,000  | : | \$100,000  |
|--|---|---------------|---|-----------|---|------------|
|  | : | THAN          | : | TO        | : | AND        |
|  | : | \$40,000      | : | \$99,999  | : | OVER       |
|  | : | 1,000 DOLLARS |   |           |   |            |
| TOTAL EXPENDITURES 8/                  | : | 3,344,458     | : | 5,018,087 | : | 15,657,888 |
| LIVESTOCK & POULTRY                    | : | 212,050       | : | 234,150   | : | 1,786,427  |
| CATTLE PURCHASED                       | : | 153,210       | : | 133,040   | : | 1,279,498  |
| HOGS & PIGS PURCHASED                  | : | 16,521        | : | 85,348    | : | 360,042    |
| POULTRY PURCHASED                      | : | 28,316*       | : | 4,132*    | : | 75,075*    |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | : | 11,246*       | : | 2,708*    | : | 60,708*    |
| FEED                                   | : | 362,329       | : | 487,862   | : | 2,085,920  |
| GRAINS                                 | : | 94,853        | : | 98,367    | : | 454,624    |
| HAYS & FORAGES                         | : | 72,557*       | : | 22,465    | : | 59,761*    |
| PROTEIN MEALS OR CONCENTRATES          | : | 33,561        | : | 104,343   | : | 682,109    |
| SUPPLEMENTS                            | : | 66,321*       | : | 88,471    | : | 388,037    |
| MINERALS, SALTS & ADDITIVES            | : | 30,908*       | : | 21,674    | : | 111,157    |
| FARM SERVICES 11/                      | : | 783,973       | : | 1,502,823 | : | 3,890,043  |
| CROP CUSTOM SERVICES                   | : | 55,650        | : | 57,368    | : | 108,967    |
| LIVESTOCK CUSTOM SERVICES              | : | 6,674         | : | 4,589     | : | 38,398*    |
| TRANSPORTATION                         | : | 14,933        | : | 41,228    | : | 108,953    |
| VET SUPPLIES, SVCS, TESTING & BREEDING | : | 45,673        | : | 52,347    | : | 212,026    |
| RENT                                   | : | 376,862       | : | 965,789   | : | 2,452,416  |
| MARKETING & STORAGE                    | : | 25,690        | : | 79,348    | : | 226,056    |
| INSURANCE 8/                           | : | 280,409       | : | 118,260   | : | 104,689    |
| LEASING 13/                            | : | 5,056*        | : | 22,317*   | : | 74,274     |
| MISC. FARM BUSINESS EXPENSE 14/        | : | 54,819        | : | 53,065    | : | 114,939    |
| UTILITIES                              | : | 93,926        | : | 108,512   | : | 273,606    |
| ELECTRICITY                            | : | 68,574        | : | 85,026    | : | 228,100    |
| AG CHEMICALS & SPRAYS 15/              | : | 110,029       | : | 253,475   | : | 635,572    |
| FERTILIZER 16/                         | : | 288,665       | : | 515,558   | : | 1,257,632  |
| COMMERCIAL FERTILIZERS                 | : | 272,157       | : | 496,958   | : | 1,215,233  |
| LIME & SOIL CONDITIONERS               | : | 16,508        | : | 18,600    | : | 42,399     |
| INTEREST 8/                            | : | 362,711       | : | 459,753   | : | 1,619,091  |
| FARM REAL ESTATE                       | : | 270,753       | : | 301,864   | : | 1,052,472  |
| TAXES (PROPERTY) 8/                    | : | 138,003       | : | 118,142   | : | 274,952    |
| LABOR                                  | : | 75,218        | : | 122,649   | : | 750,374    |
| CASH WAGES                             | : | 66,936        | : | 111,812   | : | 647,748    |
| FUELS & LUBRICANTS                     | : | 167,126       | : | 251,749   | : | 594,409    |
| DIESEL                                 | : | 52,883        | : | 116,643   | : | 279,252    |
| GASOLINE - BULK                        | : | 55,208        | : | 69,758    | : | 127,931    |
| GASOLINE - SERVICE STATION             | : | 31,019        | : | 12,804    | : | 20,441     |
| FARM SUPPLIES 18/                      | : | 103,187       | : | 56,909    | : | 42,795     |
| SUPPLIES USED IN PRODUCTION            | : | 84,565        | : | 55,187    | : | 36,917     |
| BUILDING & FENCING                     | : | 139,323       | : | 88,021    | : | 286,338    |
| NEW CONSTRUCTION & REMODELING          | : | 98,847        | : | 58,059    | : | 194,507    |
| FARM & LAND IMPROVEMENTS               | : | 33,404        | : | 20,293    | : | 74,116     |
| NEW CONSTRUCTION                       | : | 28,158        | : | 12,895    | : | 56,297     |
| MAINTENANCE & REPAIRS                  | : | 5,246         | : | 7,397     | : | 17,819     |
| TOTAL FARM MACHINERY 19/               | : | 1,314,704     | : | 533,804   | : | 357,273    |
| TRACTORS                               | : | 75,400        | : | 62,307    | : | 180,586    |
| OTHER MACHINERY & EQUIPMENT 21/ 22/    | : | 88,322        | : | 192,402   | : | 451,587    |
| SELF-PROPELLED MACHINERY 20/           | : | 29,918*       | : | 86,849*   | : | 243,745    |
| SEEDS & PLANTS 23/ 24/                 | : | 132,919       | : | 264,467   | : | 648,447    |
| TRUCKS & AUTOS 25/                     | : | 129,988       | : | 67,067    | : | 119,901    |

SEE FOOTNOTES, PAGE 59.

NORTHERN PLAINS 1/  
EXPENDITURES BY VALUE OF SALES, 1986

| EXPENDITURE - FARM SHARE               | LESS<br>THAN<br>\$40,000 | \$40,000<br>TO<br>\$99,999 | \$100,000<br>AND<br>OVER |
|--|--------------------------|----------------------------|--------------------------|
|  | 1,000 DOLLARS            |                            |                          |
| TOTAL EXPENDITURES 8/                  | 1,307,738                | 2,839,878                  | 10,434,533               |
| LIVESTOCK & POULTRY                    | 119,384                  | 192,545                    | 2,115,680                |
| CATTLE PURCHASED                       | 105,822                  | 159,419                    | 1,948,175                |
| HOGS & PIGS PURCHASED                  | 7,888*                   | 28,975*                    | 150,904*                 |
| POULTRY PURCHASED                      | 296*                     | 148*                       | 5,199*                   |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | 2,700*                   | 1,070*                     | 4,672*                   |
| FEED                                   | 81,323                   | 193,226                    | 1,506,511                |
| GRAINS                                 | 30,404*                  | 61,933*                    | 678,621*                 |
| HAYS & FORAGES                         | 16,571*                  | 18,205*                    | 124,893*                 |
| PROTEIN MEALS OR CONCENTRATES          | 24,030*                  | 51,073                     | 307,871                  |
| SUPPLEMENTS                            | 2,145*                   | 25,564*                    | 140,562*                 |
| MINERALS, SALTS & ADDITIVES            | 5,529*                   | 15,511                     | 59,903                   |
| FARM SERVICES 11/                      | 363,290                  | 829,493                    | 2,230,342                |
| CROP CUSTOM SERVICES                   | 30,618                   | 57,714                     | 136,058                  |
| LIVESTOCK CUSTOM SERVICES              | 3,334*                   | 5,079*                     | 160,688*                 |
| TRANSPORTATION                         | 9,304*                   | 12,952                     | 73,368*                  |
| VET SUPPLIES, SVCS, TESTING & BREEDING | 14,648                   | 25,405                     | 126,370                  |
| RENT                                   | 183,590                  | 492,421                    | 1,063,652                |
| MARKETING & STORAGE                    | 16,795                   | 47,729                     | 139,837                  |
| INSURANCE 8/                           | 196,314                  | 77,743                     | 39,217                   |
| LEASING 13/                            | 5,657*                   | 8,130*                     | 35,627                   |
| MISC. FARM BUSINESS EXPENSE 14/        | 20,002                   | 33,136                     | 122,521                  |
| UTILITIES                              | 40,126                   | 69,184                     | 175,905                  |
| ELECTRICITY                            | 26,815                   | 51,565                     | 138,764                  |
| AG CHEMICALS & SPRAYS 15/              | 28,381                   | 87,391                     | 279,012                  |
| FERTILIZER 16/                         | 77,722                   | 185,167                    | 577,067                  |
| COMMERCIAL FERTILIZERS                 | 77,595                   | 183,678                    | 572,396                  |
| LIME & SOIL CONDITIONERS               | 126*                     | 1,489*                     | 4,671*                   |
| INTEREST 8/                            | 153,327                  | 360,381                    | 953,487                  |
| FARM REAL ESTATE                       | 102,571                  | 209,715                    | 492,840                  |
| TAXES (PROPERTY) 8/                    | 70,512                   | 86,145                     | 181,531                  |
| LABOR                                  | 19,675                   | 58,352                     | 437,597                  |
| CASH WAGES                             | 16,666                   | 51,644                     | 376,142                  |
| FUELS & LUBRICANTS                     | 93,889                   | 199,822                    | 474,874                  |
| DIESEL                                 | 36,002                   | 93,978                     | 250,840                  |
| GASOLINE - BULK                        | 30,103                   | 60,314                     | 107,612                  |
| GASOLINE - SERVICE STATION             | 15,739                   | 12,103                     | 20,312                   |
| FARM SUPPLIES 18/                      | 89,924                   | 39,912                     | 17,009                   |
| SUPPLIES USED IN PRODUCTION            | 55,288                   | 39,701                     | 16,754                   |
| BUILDING & FENCING                     | 23,812                   | 47,470                     | 148,457                  |
| NEW CONSTRUCTION & REMODELING          | 11,094*                  | 29,887*                    | 99,871*                  |
| FARM & LAND IMPROVEMENTS               | 10,885                   | 7,831                      | 56,370                   |
| NEW CONSTRUCTION                       | 7,396*                   | 3,755*                     | 32,660                   |
| MAINTENANCE & REPAIRS                  | 3,489*                   | 4,075                      | 23,710*                  |
| TOTAL FARM MACHINERY 19/               | 899,539                  | 380,588                    | 169,360                  |
| TRACTORS                               | 27,703                   | 72,029                     | 158,973                  |
| OTHER MACHINERY & EQUIPMENT 21/ 22/    | 43,102                   | 107,149                    | 236,810                  |
| SELF-PROPELLED MACHINERY 20/           | 27,222*                  | 58,179*                    | 45,619*                  |
| SEEDS & PLANTS 23/ 24/                 | 44,308                   | 113,721                    | 326,573                  |
| TRUCKS & AUTOS 25/                     | 31,308                   | 53,270                     | 103,514                  |

SEE FOOTNOTES, PAGE 59.

APPALACHIAN 1/  
EXPENDITURES BY VALUE OF SALES, 1986

| EXPENDITURE - FARM SHARE               | LESS<br>THAN<br>\$40,000 | \$40,000<br>TO<br>\$99,999 | \$100,000<br>AND<br>OVER |
|--|--------------------------|----------------------------|--------------------------|
| 1,000 DOLLARS                          |                          |                            |                          |
| TOTAL EXPENDITURES 8/                  | 1,676,534                | 794,378                    | 4,351,447                |
| LIVESTOCK & POULTRY                    | 123,745                  | 39,740*                    | 464,926                  |
| CATTLE PURCHASED                       | 105,714                  | 30,378*                    | 194,837*                 |
| HOGS & PIGS PURCHASED                  | 4,344*                   | 6,625*                     | 39,252*                  |
| POULTRY PURCHASED                      | 2,057*                   | 2,314*                     | 221,814*                 |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | 9,546*                   | 380*                       | 8,878*                   |
| FEED                                   | 145,722                  | 77,209                     | 1,046,148                |
| GRAINS                                 | 52,465                   | 19,194*                    | 129,158                  |
| HAYS & FORAGES                         | 22,720                   | 1,956*                     | 20,443                   |
| PROTEIN MEALS OR CONCENTRATES          | 12,560*                  | 6,961*                     | 96,787                   |
| SUPPLEMENTS                            | 9,766*                   | 14,954*                    | 43,305                   |
| MINERALS, SALTS & ADDITIVES            | 13,244                   | 5,965*                     | 28,543                   |
| FARM SERVICES 11/                      | 337,532                  | 202,440                    | 794,187                  |
| CROP CUSTOM SERVICES                   | 23,985                   | 11,283*                    | 22,724                   |
| LIVESTOCK CUSTOM SERVICES              | 3,091*                   | 722*                       | 7,188*                   |
| TRANSPORTATION                         | 6,949                    | 5,440                      | 51,313                   |
| VET SUPPLIES, SVCS, TESTING & BREEDING | 21,878                   | 7,878*                     | 93,076                   |
| RENT                                   | 94,229                   | 85,591                     | 246,740                  |
| MARKETING & STORAGE                    | 38,535                   | 38,407                     | 102,348                  |
| INSURANCE 8/                           | 105,898                  | 21,421                     | 69,391                   |
| LEASING 13/                            | 1,474*                   | 1,136*                     | 4,237*                   |
| MISC. FARM BUSINESS EXPENSE 14/        | 26,704                   | 11,788*                    | 78,472                   |
| UTILITIES                              | 51,295                   | 18,773                     | 82,189                   |
| ELECTRICITY                            | 38,541                   | 14,466                     | 59,174                   |
| AG CHEMICALS & SPRAYS 15/              | 31,222                   | 34,878                     | 128,622                  |
| FERTILIZER 16/                         | 144,766                  | 86,533                     | 257,307                  |
| COMMERCIAL FERTILIZERS                 | 129,426                  | 82,035                     | 232,308                  |
| LIME & SOIL CONDITIONERS               | 15,340                   | 4,498                      | 24,999                   |
| INTEREST 8/                            | 156,538                  | 70,747                     | 315,550                  |
| FARM REAL ESTATE                       | 131,006                  | 46,022                     | 187,491                  |
| TAXES (PROPERTY) 8/                    | 70,367                   | 12,878                     | 34,789                   |
| LABOR                                  | 81,556                   | 71,253                     | 540,006                  |
| CASH WAGES                             | 72,522                   | 62,297                     | 458,426                  |
| FUELS & LUBRICANTS                     | 103,406                  | 54,034                     | 173,461                  |
| DIESEL                                 | 30,564                   | 19,188                     | 66,293                   |
| GASOLINE - BULK                        | 15,466                   | 7,838                      | 39,431*                  |
| GASOLINE - SERVICE STATION             | 36,127*                  | 7,137                      | 10,633                   |
| FARM SUPPLIES 18/                      | 37,305                   | 10,503                     | 33,064                   |
| SUPPLIES USED IN PRODUCTION            | 24,846                   | 9,934                      | 31,915                   |
| BUILDING & FENCING                     | 72,071                   | 13,756*                    | 82,916                   |
| NEW CONSTRUCTION & REMODELING          | 44,200                   | 7,060*                     | 47,951*                  |
| FARM & LAND IMPROVEMENTS               | 14,802*                  | 5,018*                     | 26,394*                  |
| NEW CONSTRUCTION                       | 5,728*                   | 4,077*                     | 19,723*                  |
| MAINTENANCE & REPAIRS                  | 9,074*                   | 941*                       | 6,671*                   |
| TOTAL FARM MACHINERY 19/               | 263,833                  | 70,570                     | 235,431                  |
| TRACTORS                               | 77,897                   | 5,819*                     | 29,755                   |
| OTHER MACHINERY & EQUIPMENT 21/ 22/    | 49,843                   | 19,175*                    | 72,771                   |
| SELF-PROPELLED MACHINERY 20/           | 3,390*                   | 8,395*                     | 21,500*                  |
| SEEDS & PLANTS 23/ 24/                 | 44,440                   | 28,765                     | 120,593*                 |
| TRUCKS & AUTOS 25/                     | 78,846                   | 14,972*                    | 63,288                   |

SEE FOOTNOTES, PAGE 59.

SOUTHEAST 1/  
EXPENDITURES BY VALUE OF SALES, 1986

| EXPENDITURE - FARM SHARE               | : | LESS      | : | \$40,000      | : | \$100,000  |
|--|---|-----------|---|---------------|---|------------|
|  | : | THAN      | : | TO            | : | AND        |
|  | : | \$40,000  | : | \$99,999      | : | OVER       |
|  | : |           | : |               | : |            |
|  | : |           | : | 1,000 DOLLARS |   |            |
| TOTAL EXPENDITURES 8/                  | : | 1,701,613 | : | 662,707       | : | 4,753,284* |
| LIVESTOCK & POULTRY                    | : | 211,103   | : | 110,510*      | : | 233,838    |
| CATTLE PURCHASED                       | : | 35,042    | : | 11,390*       | : | 157,232*   |
| HOGS & PIGS PURCHASED                  | : | 26,189*   | : | 979*          | : | 29,740*    |
| POULTRY PURCHASED                      | : | 148,669*  | : | 97,787*       | : | 43,468*    |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | : | 1,064*    | : | 354*          | : | 3,273*     |
| FEED                                   | : | 491,453   | : | 126,030*      | : | 536,601    |
| GRAINS                                 | : | 47,935*   | : | 21,501*       | : | 72,707*    |
| HAYS & FORAGES                         | : | 14,095    | : | 3,689*        | : | 24,083*    |
| PROTEIN MEALS OR CONCENTRATES          | : | 15,242*   | : | 9,964*        | : | 65,454*    |
| SUPPLEMENTS                            | : | 29,129*   | : | 22,226*       | : | 32,899*    |
| MINERALS, SALTS & ADDITIVES            | : | 13,723*   | : | 10,508*       | : | 21,736*    |
| FARM SERVICES 11/                      | : | 223,170   | : | 97,008        | : | 728,459    |
| CROP CUSTOM SERVICES                   | : | 21,236*   | : | 8,835*        | : | 51,050*    |
| LIVESTOCK CUSTOM SERVICES              | : | 2,643*    | : | 1,383*        | : | 9,823*     |
| TRANSPORTATION                         | : | 18,746*   | : | 8,838*        | : | 77,698*    |
| VET SUPPLIES, SVCS, TESTING & BREEDING | : | 31,777*   | : | 5,930*        | : | 57,128*    |
| RENT                                   | : | 47,170    | : | 17,669        | : | 163,427    |
| MARKETING & STORAGE                    | : | 14,784*   | : | 13,357*       | : | 67,418     |
| INSURANCE 8/                           | : | 117,030   | : | 19,461        | : | 34,207     |
| LEASING 13/                            | : | 704*      | : | 573*          | : | 35,024*    |
| MISC. FARM BUSINESS EXPENSE 14/        | : | 18,771    | : | 5,507*        | : | 79,813*    |
| UTILITIES                              | : | 33,131    | : | 15,456        | : | 70,050     |
| ELECTRICITY                            | : | 25,778    | : | 12,418*       | : | 56,684     |
| AG CHEMICALS & SPRAYS 15/              | : | 37,431    | : | 25,363        | : | 273,945*   |
| FERTILIZER 16/                         | : | 126,959   | : | 53,502        | : | 396,725    |
| COMMERCIAL FERTILIZERS                 | : | 116,955   | : | 49,699        | : | 365,643    |
| LIME & SOIL CONDITIONERS               | : | 10,004    | : | 3,804*        | : | 31,082*    |
| INTEREST 8/                            | : | 107,003   | : | 52,707        | : | 338,449*   |
| FARM REAL ESTATE                       | : | 77,269    | : | 36,282*       | : | 231,092*   |
| TAXES (PROPERTY) 8/                    | : | 37,452    | : | 11,933*       | : | 90,148*    |
| LABOR                                  | : | 72,073    | : | 65,002        | : | 1,020,874* |
| CASH WAGES                             | : | 59,127    | : | 44,195        | : | 818,833*   |
| FUELS & LUBRICANTS                     | : | 73,054    | : | 28,942        | : | 177,214    |
| DIESEL                                 | : | 22,847    | : | 9,785         | : | 95,240     |
| GASOLINE - BULK                        | : | 2,287*    | : | 3,225*        | : | 28,505     |
| GASOLINE - SERVICE STATION             | : | 18,149    | : | 5,792*        | : | 13,612     |
| FARM SUPPLIES 18/                      | : | 102,849   | : | 6,957         | : | 14,408     |
| SUPPLIES USED IN PRODUCTION            | : | 15,490    | : | 3,145         | : | 10,127     |
| BUILDING & FENCING                     | : | 93,556*   | : | 5,910*        | : | 137,756*   |
| NEW CONSTRUCTION & REMODELING          | : | 78,825*   | : | 3,171*        | : | 100,439*   |
| FARM & LAND IMPROVEMENTS               | : | 11,504    | : | 6,198*        | : | 149,483*   |
| NEW CONSTRUCTION                       | : | 7,431*    | : | 4,888*        | : | 34,058*    |
| MAINTENANCE & REPAIRS                  | : | 4,073*    | : | 1,311*        | : | 115,425*   |
| TOTAL FARM MACHINERY 19/               | : | 332,339   | : | 39,805        | : | 115,865    |
| TRACTORS                               | : | 27,416*   | : | 3,322*        | : | 40,997*    |
| OTHER MACHINERY & EQUIPMENT 21/ 22/    | : | 27,144*   | : | 6,685*        | : | 71,327*    |
| SELF-PROPELLED MACHINERY 20/           | : | 5,587*    | : | 1,857*        | : | 30,692*    |
| SEEDS & PLANTS 23/ 24/                 | : | 49,127    | : | 23,515        | : | 186,747*   |
| TRUCKS & AUTOS 25/                     | : | 37,457*   | : | 9,325*        | : | 46,189*    |

SEE FOOTNOTES, PAGE 59.

DELTA STATES 1/  
EXPENDITURES BY VALUE OF SALES, 1986

| EXPENDITURE - FARM SHARE               | : | LESS<br>THAN | : | \$40,000<br>TO | : | \$100,000<br>AND<br>OVER |
|--|---|--------------|---|----------------|---|--------------------------|
|  | : |              | : | 1,000 DOLLARS  | : |                          |
| TOTAL EXPENDITURES 8/                  | : | 772,506      | : | 772,818        | : | 3,215,873                |
| LIVESTOCK & POULTRY                    | : | 76,025       | : | 29,531*        | : | 217,908                  |
| CATTLE PURCHASED                       | : | 53,146       | : | 20,555*        | : | 97,344*                  |
| HOGS & PIGS PURCHASED                  | : | 4,284*       | : | 930*           | : | 5,809*                   |
| POULTRY PURCHASED                      | : | 12,273*      | : | 7,172*         | : | 99,092*                  |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | : | 6,322*       | : | 872*           | : | 15,661*                  |
| FEEED                                  | : | 123,078*     | : | 82,593*        | : | 617,084                  |
| GRAINS                                 | : | 46,580*      | : | 28,265*        | : | 141,613*                 |
| HAYS & FORAGES                         | : | 12,674*      | : | 606*           | : | 10,505*                  |
| PROTEIN MEALS OR CONCENTRATES          | : | 14,621*      | : | 10,153*        | : | 47,138*                  |
| SUPPLEMENTS                            | : | 14,245*      | : | 10,055*        | : | 34,157*                  |
| MINERALS, SALTS & ADDITIVES            | : | 9,047*       | : | 7,272*         | : | 23,329*                  |
| FARM SERVICES 11/                      | : | 139,784      | : | 184,869        | : | 743,037                  |
| CROP CUSTOM SERVICES                   | : | 11,628       | : | 16,844*        | : | 36,640                   |
| LIVESTOCK CUSTOM SERVICES              | : | 155*         | : | 21*            | : | 3,400*                   |
| TRANSPORTATION                         | : | 5,649*       | : | 8,824*         | : | 37,612                   |
| VET SUPPLIES, SVCS, TESTING & BREEDING | : | 38,733*      | : | 11,656*        | : | 43,532                   |
| RENT                                   | : | 27,538       | : | 91,883         | : | 357,044                  |
| MARKETING & STORAGE                    | : | 8,974*       | : | 11,759*        | : | 55,942                   |
| INSURANCE 8/                           | : | 58,956       | : | 19,588         | : | 19,510                   |
| LEASING 13/                            | : | 2,492*       | : | 2,317*         | : | 20,928                   |
| MISC. FARM BUSINESS EXPENSE 14/        | : | 9,598        | : | 9,081          | : | 75,164*                  |
| UTILITIES                              | : | 15,508       | : | 12,897         | : | 53,818                   |
| ELECTRICITY                            | : | 11,161       | : | 10,001*        | : | 45,123                   |
| AG CHEMICALS & SPRAYS 15/              | : | 19,968       | : | 49,917*        | : | 226,554                  |
| FERTILIZER 16/                         | : | 55,416       | : | 76,065         | : | 190,289                  |
| COMMERCIAL FERTILIZERS                 | : | 50,320       | : | 72,364         | : | 185,091                  |
| LIME & SOIL CONDITIONERS               | : | 5,096*       | : | 3,701*         | : | 5,198                    |
| INTEREST 8/                            | : | 72,642*      | : | 61,518         | : | 219,128                  |
| FARM REAL ESTATE                       | : | 55,663*      | : | 29,023         | : | 124,198                  |
| TAXES (PROPERTY) 8/                    | : | 24,477       | : | 7,931*         | : | 22,880                   |
| LABOR                                  | : | 34,415*      | : | 44,552         | : | 321,886                  |
| CASH WAGES                             | : | 29,079*      | : | 37,158*        | : | 280,810                  |
| FUELS & LUBRICANTS                     | : | 40,548       | : | 45,427         | : | 159,382                  |
| DIESEL                                 | : | 15,194       | : | 26,911*        | : | 95,633                   |
| GASOLINE - BULK                        | : | 2,446*       | : | 6,307*         | : | 15,868                   |
| GASOLINE - SERVICE STATION             | : | 15,431       | : | 4,496*         | : | 13,245                   |
| FARM SUPPLIES 18/                      | : | 18,468       | : | 2,439          | : | 1,848                    |
| SUPPLIES USED IN PRODUCTION            | : | 7,816        | : | 2,216          | : | 1,467                    |
| BUILDING & FENCING                     | : | 54,792*      | : | 40,725*        | : | 45,536*                  |
| NEW CONSTRUCTION & REMODELING          | : | 47,695*      | : | 37,112*        | : | 36,820*                  |
| FARM & LAND IMPROVEMENTS               | : | 8,156*       | : | 3,640*         | : | 19,743*                  |
| NEW CONSTRUCTION                       | : | 6,769*       | : | 3,022*         | : | 15,947*                  |
| MAINTENANCE & REPAIRS                  | : | 1,388*       | : | 618*           | : | 3,796*                   |
| TOTAL FARM MACHINERY 19/               | : | 283,763      | : | 94,752         | : | 80,894                   |
| TRACTORS                               | : | 24,109*      | : | 11,136*        | : | 35,507                   |
| OTHER MACHINERY & EQUIPMENT 21/ 22/    | : | 9,066        | : | 17,888*        | : | 47,205                   |
| SELF-PROPELLED MACHINERY 20/           | : | 1,111*       | : | 5,766*         | : | 29,978*                  |
| SEEDS & PLANTS 23/ 24/                 | : | 21,788       | : | 38,387*        | : | 107,283                  |
| TRUCKS & AUTOS 25/                     | : | 18,510*      | : | 10,105*        | : | 20,460                   |

SEE FOOTNOTES, PAGE 59.

SOUTHERN PLAINS 1/  
EXPENDITURES BY VALUE OF SALES, 1986

| EXPENDITURE - FARM SHARE               | : | LESS<br>THAN  | : | \$40,000<br>TO | : | \$100,000<br>AND<br>OVER |
|--|---|---------------|---|----------------|---|--------------------------|
|  | : | \$40,000      | : | \$99,999       | : |                          |
|  | : | 1,000 DOLLARS |   |                | : |                          |
| TOTAL EXPENDITURES 8/                  | : | 2,499,077     | : | 1,362,518      | : | 5,080,208                |
| LIVESTOCK & POULTRY                    | : | 248,449       | : | 159,947        | : | 765,105                  |
| CATTLE PURCHASED                       | : | 229,976       | : | 136,042*       | : | 699,488                  |
| HOGS & PIGS PURCHASED                  | : | 3,600*        | : | 2,809*         | : | 2,956*                   |
| POULTRY PURCHASED                      | : | 1,188*        | : | 15,086*        | : | 17,398*                  |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | : | 12,388*       | : | 998*           | : | 8,768*                   |
| FEED                                   | : | 213,194       | : | 115,458*       | : | 1,052,566*               |
| GRAINS                                 | : | 49,946*       | : | 52,587*        | : | 525,889*                 |
| HAYS & FORAGES                         | : | 52,253        | : | 18,494*        | : | 97,648*                  |
| PROTEIN MEALS OR CONCENTRATES          | : | 28,501        | : | 17,183         | : | 182,868*                 |
| SUPPLEMENTS                            | : | 15,874*       | : | 3,308*         | : | 82,952*                  |
| MINERALS, SALTS & ADDITIVES            | : | 17,772        | : | 5,528          | : | 14,687*                  |
| FARM SERVICES 11/                      | : | 530,151       | : | 317,103        | : | 953,474                  |
| CROP CUSTOM SERVICES                   | : | 77,516        | : | 34,228         | : | 67,018                   |
| LIVESTOCK CUSTOM SERVICES              | : | 4,162*        | : | 4,298*         | : | 59,312*                  |
| TRANSPORTATION                         | : | 6,784         | : | 8,432          | : | 24,677                   |
| VET SUPPLIES, SVCS, TESTING & BREEDING | : | 54,578        | : | 18,817         | : | 71,227*                  |
| RENT                                   | : | 124,542       | : | 121,957        | : | 304,960                  |
| MARKETING & STORAGE                    | : | 25,893        | : | 28,916         | : | 85,600                   |
| INSURANCE 8/                           | : | 85,009        | : | 32,804         | : | 73,860                   |
| LEASING 13/                            | : | 7,000*        | : | 2,588*         | : | 26,172*                  |
| MISC. FARM BUSINESS EXPENSE 14/        | : | 90,941*       | : | 32,817         | : | 136,099*                 |
| UTILITIES                              | : | 64,874        | : | 32,246         | : | 93,399                   |
| ELECTRICITY                            | : | 45,512        | : | 24,942         | : | 76,931                   |
| AG CHEMICALS & SPRAYS 15/              | : | 14,719        | : | 26,041         | : | 110,353                  |
| FERTILIZER 16/                         | : | 123,626       | : | 76,492         | : | 247,119                  |
| COMMERCIAL FERTILIZERS                 | : | 119,602       | : | 76,012         | : | 243,744                  |
| LIME & SOIL CONDITIONERS               | : | 4,025*        | : | 480*           | : | 3,375*                   |
| INTEREST 8/                            | : | 305,240       | : | 157,267        | : | 411,815                  |
| FARM REAL ESTATE                       | : | 246,389*      | : | 86,672         | : | 225,321                  |
| TAXES (PROPERTY) 8/                    | : | 91,027        | : | 29,494         | : | 72,394                   |
| LABOR                                  | : | 118,152       | : | 86,112         | : | 579,957                  |
| CASH WAGES                             | : | 74,161*       | : | 61,467         | : | 403,943                  |
| FUELS & LUBRICANTS                     | : | 147,511       | : | 96,481         | : | 201,194                  |
| DIESEL                                 | : | 55,767        | : | 45,292         | : | 84,991                   |
| GASOLINE - BULK                        | : | 15,631        | : | 13,390         | : | 22,007                   |
| GASOLINE - SERVICE STATION             | : | 53,765        | : | 13,643         | : | 20,833                   |
| FARM SUPPLIES 18/                      | : | 97,967        | : | 18,271         | : | 25,146                   |
| SUPPLIES USED IN PRODUCTION            | : | 24,276        | : | 17,815         | : | 22,257                   |
| BUILDING & FENCING                     | : | 101,491       | : | 40,804*        | : | 49,051                   |
| NEW CONSTRUCTION & REMODELING          | : | 67,591        | : | 35,524*        | : | 21,670                   |
| FARM & LAND IMPROVEMENTS               | : | 37,494        | : | 14,702         | : | 23,946                   |
| NEW CONSTRUCTION                       | : | 28,522        | : | 9,345*         | : | 14,908*                  |
| MAINTENANCE & REPAIRS                  | : | 8,972         | : | 5,357*         | : | 9,038                    |
| TOTAL FARM MACHINERY 19/               | : | 311,269       | : | 155,360        | : | 337,160                  |
| TRACTORS                               | : | 129,767       | : | 27,148*        | : | 48,389                   |
| OTHER MACHINERY & EQUIPMENT 21/ 22/    | : | 64,037        | : | 32,224         | : | 46,991                   |
| SELF-PROPELLED MACHINERY 20/           | : | 12,628*       | : | 7,367*         | : | 14,467*                  |
| SEEDS & PLANTS 23/ 24/                 | : | 38,922        | : | 38,021         | : | 123,558                  |
| TRUCKS & AUTOS 25/                     | : | 165,944*      | : | 30,180         | : | 75,541                   |

SEE FOOTNOTES, PAGE 59.

MOUNTAIN 1/  
EXPENDITURES BY VALUE OF SALES, 1986

| EXPENDITURE - FARM SHARE               | : | LESS<br>THAN | : | \$40,000<br>TO | : | \$100,000<br>AND<br>OVER |
|--|---|--------------|---|----------------|---|--------------------------|
| -----                                  |   |              |   |                |   |                          |
|  |   |              |   | 1,000 DOLLARS  |   |                          |
| TOTAL EXPENDITURES 8/                  | : | 985,839      | : | 1,220,608      | : | 5,631,760                |
| LIVESTOCK & POULTRY                    | : | 68,551       | : | 122,986*       | : | 1,179,224*               |
| CATTLE PURCHASED                       | : | 56,611       | : | 77,276         | : | 1,136,468*               |
| HOGS & PIGS PURCHASED                  | : | 764*         | : | 37,543*        | : | 4,651*                   |
| POULTRY PURCHASED                      | : | 105*         | : | 55*            | : | 4,618*                   |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | : | 5,697*       | : | 1,993*         | : | 7,417*                   |
| FEED                                   | : | 90,856       | : | 101,478        | : | 577,767                  |
| GRAINS                                 | : | 27,190*      | : | 35,699*        | : | 195,220                  |
| HAYS & FORAGES                         | : | 36,109       | : | 41,878*        | : | 167,070*                 |
| PROTEIN MEALS OR CONCENTRATES          | : | 4,088*       | : | 7,859*         | : | 19,518*                  |
| SUPPLEMENTS                            | : | 2,652*       | : | 7,818*         | : | 35,122*                  |
| MINERALS, SALTS & ADDITIVES            | : | 3,944        | : | 4,972*         | : | 27,657                   |
| FARM SERVICES 11/                      | : | 249,004      | : | 289,337        | : | 1,153,012                |
| CROP CUSTOM SERVICES                   | : | 26,504*      | : | 26,767         | : | 102,429                  |
| LIVESTOCK CUSTOM SERVICES              | : | 6,410        | : | 10,414*        | : | 75,951*                  |
| TRANSPORTATION                         | : | 5,737        | : | 9,019          | : | 46,183                   |
| VET SUPPLIES, SVCS, TESTING & BREEDING | : | 15,426       | : | 17,012         | : | 47,290                   |
| RENT                                   | : | 64,376*      | : | 99,764         | : | 336,170                  |
| MARKETING & STORAGE                    | : | 4,304*       | : | 13,822*        | : | 84,882                   |
| INSURANCE 8/                           | : | 118,815      | : | 40,690         | : | 39,887                   |
| LEASING 13/                            | : | 3,161*       | : | 3,850*         | : | 25,436*                  |
| MISC. FARM BUSINESS EXPENSE 14/        | : | 45,317       | : | 38,711         | : | 168,098                  |
| UTILITIES                              | : | 37,881       | : | 29,287         | : | 147,759                  |
| ELECTRICITY                            | : | 26,833*      | : | 23,121         | : | 132,991                  |
| AG CHEMICALS & SPRAYS 15/              | : | 15,828*      | : | 24,995         | : | 145,006                  |
| FERTILIZER 16/                         | : | 31,269       | : | 56,187         | : | 306,477                  |
| COMMERCIAL FERTILIZERS                 | : | 30,962       | : | 55,235         | : | 302,233                  |
| LIME & SOIL CONDITIONERS               | : | 306*         | : | 953*           | : | 4,244*                   |
| INTEREST 8/                            | : | 154,735      | : | 187,946        | : | 584,088                  |
| FARM REAL ESTATE                       | : | 120,130      | : | 116,846        | : | 355,276                  |
| TAXES (PROPERTY) 8/                    | : | 47,209       | : | 36,299         | : | 88,902                   |
| LABOR                                  | : | 52,735*      | : | 77,920         | : | 664,799                  |
| CASH WAGES                             | : | 44,330*      | : | 65,493         | : | 474,507                  |
| FUELS & LUBRICANTS                     | : | 59,829       | : | 81,946         | : | 209,312                  |
| DIESEL                                 | : | 20,686       | : | 36,187         | : | 92,038                   |
| GASOLINE - BULK                        | : | 20,334       | : | 27,246         | : | 64,980                   |
| GASOLINE - SERVICE STATION             | : | 9,447        | : | 8,628*         | : | 3,972                    |
| FARM SUPPLIES 18/                      | : | 64,175       | : | 24,449         | : | 21,355                   |
| SUPPLIES USED IN PRODUCTION            | : | 58,548       | : | 23,947         | : | 21,005                   |
| BUILDING & FENCING                     | : | 24,266*      | : | 10,679         | : | 48,709                   |
| NEW CONSTRUCTION & REMODELING          | : | 6,905        | : | 6,538*         | : | 25,525*                  |
| FARM & LAND IMPROVEMENTS               | : | 13,052       | : | 9,921*         | : | 46,856                   |
| NEW CONSTRUCTION                       | : | 8,967*       | : | 3,258*         | : | 34,460                   |
| MAINTENANCE & REPAIRS                  | : | 4,085        | : | 6,663*         | : | 12,397                   |
| TOTAL FARM MACHINERY 19/               | : | 356,559      | : | 125,466        | : | 105,948                  |
| TRACTORS                               | : | 11,191*      | : | 9,969*         | : | 41,164                   |
| OTHER MACHINERY & EQUIPMENT 21/ 22/    | : | 33,197       | : | 38,660         | : | 78,692                   |
| SELF-PROPELLED MACHINERY 20/           | : | 9,195*       | : | 22,154*        | : | 25,205*                  |
| SEEDS & PLANTS 23/ 24/                 | : | 22,091       | : | 32,774         | : | 144,683                  |
| TRUCKS & AUTOS 25/                     | : | 25,753       | : | 37,470*        | : | 49,817                   |

SEE FOOTNOTES, PAGE 59.

PACIFIC 1/  
EXPENDITURES BY VALUE OF SALES, 1986

| EXPENDITURE - FARM SHARE               | : | LESS          | : | \$40,000 | : | \$100,000  |
|--|---|---------------|---|----------|---|------------|
|  | : | THAN          | : | TO       | : | AND        |
|  | : | \$40,000      | : | \$99,999 | : | OVER       |
|  | : | 1,000 DOLLARS |   |          |   |            |
| TOTAL EXPENDITURES 8/                  | : | 1,418,293     | : | 819,053  | : | 10,169,885 |
| LIVESTOCK & POULTRY                    | : | 51,466*       | : | 37,728*  | : | 197,363    |
| CATTLE PURCHASED                       | : | 41,596*       | : | 28,490*  | : | 140,004    |
| HOGS & PIGS PURCHASED                  | : | 514*          | : | 1,014*   | : | 807*       |
| POULTRY PURCHASED                      | : | 116*          | : | 27*      | : | 13,426*    |
| OTHER LIVESTOCK & POULTRY EXPENSES 9/  | : | 7,248*        | : | 6,267*   | : | 37,602*    |
| FEED                                   | : | 100,341       | : | 24,858*  | : | 1,674,906  |
| GRAINS                                 | : | 19,606*       | : | 7,571*   | : | 380,963    |
| HAYS & FORAGES                         | : | 56,978*       | : | 13,831*  | : | 574,494    |
| PROTEIN MEALS OR CONCENTRATES          | : | 664*          | : | 1,176*   | : | 104,401*   |
| SUPPLEMENTS                            | : | 1,917*        | : | 83*      | : | 21,107*    |
| MINERALS, SALTS & ADDITIVES            | : | 2,276         | : | 713*     | : | 30,467*    |
| FARM SERVICES 11/                      | : | 385,987       | : | 215,742  | : | 2,168,652  |
| CROP CUSTOM SERVICES                   | : | 23,545        | : | 14,982*  | : | 197,163    |
| LIVESTOCK CUSTOM SERVICES              | : | 7,314*        | : | 3,614*   | : | 38,082     |
| TRANSPORTATION                         | : | 5,543         | : | 12,879*  | : | 138,777    |
| VET SUPPLIES, SVCS, TESTING & BREEDING | : | 28,465        | : | 10,082*  | : | 122,567    |
| RENT                                   | : | 110,205*      | : | 56,978   | : | 581,072    |
| MARKETING & STORAGE                    | : | 16,443        | : | 20,494*  | : | 256,214    |
| INSURANCE 8/                           | : | 184,186       | : | 30,515   | : | 51,986     |
| LEASING 13/                            | : | 6,933*        | : | 3,446*   | : | 56,763*    |
| MISC. FARM BUSINESS EXPENSE 14/        | : | 85,659        | : | 35,728   | : | 283,685    |
| UTILITIES                              | : | 49,895        | : | 27,022   | : | 310,142    |
| ELECTRICITY                            | : | 35,909        | : | 22,327*  | : | 286,470    |
| AG CHEMICALS & SPRAYS 15/              | : | 28,453        | : | 29,148   | : | 393,089    |
| FERTILIZER 16/                         | : | 38,951        | : | 35,301   | : | 511,548    |
| COMMERCIAL FERTILIZERS                 | : | 34,506        | : | 34,306   | : | 487,460    |
| LIME & SOIL CONDITIONERS               | : | 4,445*        | : | 996*     | : | 24,088*    |
| INTEREST 8/                            | : | 197,793       | : | 101,548  | : | 821,173    |
| FARM REAL ESTATE                       | : | 179,461       | : | 73,189   | : | 479,849    |
| TAXES (PROPERTY) 8/                    | : | 94,637        | : | 28,685   | : | 185,206    |
| LABOR                                  | : | 167,667       | : | 153,356  | : | 2,440,725  |
| CASH WAGES                             | : | 123,547*      | : | 109,521  | : | 2,001,790  |
| FUELS & LUBRICANTS                     | : | 49,108        | : | 31,971   | : | 277,962    |
| DIESEL                                 | : | 13,963        | : | 10,385   | : | 126,977    |
| GASOLINE - BULK                        | : | 10,839        | : | 12,888   | : | 87,723     |
| GASOLINE - SERVICE STATION             | : | 16,015        | : | 5,369*   | : | 10,449*    |
| FARM SUPPLIES 18/                      | : | 346,045       | : | 15,729   | : | 26,602     |
| SUPPLIES USED IN PRODUCTION            | : | 57,356        | : | 9,643    | : | 21,667     |
| BUILDING & FENCING                     | : | 64,126*       | : | 16,308*  | : | 80,400     |
| NEW CONSTRUCTION & REMODELING          | : | 53,389*       | : | 6,595*   | : | 32,540     |
| FARM & LAND IMPROVEMENTS               | : | 21,954        | : | 8,831*   | : | 75,014     |
| NEW CONSTRUCTION                       | : | 11,975*       | : | 7,137*   | : | 46,933*    |
| MAINTENANCE & REPAIRS                  | : | 9,979*        | : | 1,694*   | : | 28,081     |
| TOTAL FARM MACHINERY 19/               | : | 683,498       | : | 59,116   | : | 122,014    |
| TRACTORS                               | : | 31,686*       | : | 7,614*   | : | 80,277     |
| OTHER MACHINERY & EQUIPMENT 21/ 22/    | : | 23,115        | : | 11,194*  | : | 170,112*   |
| SELF-PROPELLED MACHINERY 20/           | : | 4,989*        | : | 3,159*   | : | 73,758*    |
| SEEDS & PLANTS 23/ 24/                 | : | 17,205        | : | 14,701   | : | 232,747    |
| TRUCKS & AUTOS 25/                     | : | 48,759*       | : | 46,031*  | : | 75,901     |

SEE FOOTNOTES, PAGE 59.

FUEL PURCHASED: GALLONS FOR USE ON FARM, BY REGION AND  
UNITED STATES, 1985 AND 1986 26/

| REGION 1/        | DIESEL FUEL   |           | GASOLINE<br>DELIVERED BULK |           | GASOLINE PURCHASED<br>AT STATION |         |
|------------------|---------------|-----------|----------------------------|-----------|----------------------------------|---------|
|                  | 1985          | 1986      | 1985                       | 1986      | 1985                             | 1986    |
|                  | 1,000 GALLONS |           |                            |           |                                  |         |
| NORTHEAST        | 152,947       | 131,715   | 121,130                    | 87,159    | 39,430                           | 36,445  |
| LAKE STATES      | 301,310       | 326,163   | 196,316                    | 181,303   | 43,476                           | 37,771  |
| CORN BELT        | 599,678       | 599,776   | 304,714                    | 297,752   | 80,769                           | 76,821  |
| NORTHERN PLAINS  | 467,451       | 573,754   | 241,202                    | 242,801   | 45,850                           | 58,413  |
| APPALACHIAN      | 168,851       | 144,431   | 65,170                     | 68,996    | 64,620                           | 61,682  |
| SOUTHEAST        | 150,776       | 195,791   | 41,572                     | 44,085    | 45,130                           | 44,063  |
| DELTA STATES     | 223,933       | 219,440   | 39,133                     | 29,435    | 30,906                           | 37,514  |
| SOUTHERN PLAINS  | 329,115       | 262,489   | 83,623                     | 64,593    | 115,577                          | 102,275 |
| MOUNTAIN         | 184,628       | 202,877   | 139,855                    | 124,021   | 36,312                           | 26,510  |
| PACIFIC          | 287,630       | 223,964   | 131,786                    | 122,339   | 32,321                           | 34,161  |
| UNITED STATES 7/ | 2,866,319     | 2,880,400 | 1,364,500                  | 1,262,484 | 534,391                          | 515,654 |

SEE FOOTNOTES, PAGE 59.

FOOTNOTES

- PERCENT OF FARMS REPORTING LESS THAN ONE-TENTH PERCENT OR AVERAGE PER FARM LESS THAN ONE DOLLAR.
- N/A NOT AVAILABLE.
- \* ALL EXPENDITURES ARE SUBJECT TO VARIATION BECAUSE THE DATA ARE COLLECTED THROUGH A SAMPLE SURVEY. THE INFREQUENCY OF PURCHASING AND THE WIDE RANGE IN MAGNITUDE OF EXPENDITURES FOR THIS ITEM RESULTED IN A COEFFICIENT OF VARIATION GREATER THAN 25 PERCENT.
- \*\* SAMPLE DID NOT PROVIDE ADEQUATE DATA TO PUBLISH SURVEY EXPANSION.
- 1/ NORTHEAST: CT, DE, ME, MD, MA, NH, NJ, NY, PA, RI, VT;  
LAKE STATES: MI, MN, WI;  
CORN BELT: IL, IN, IA, MO, OH;  
NORTHERN PLAINS: KS, NE, ND, SD;  
APPALACHIAN: KY, NC, TN, VA, WV;  
SOUTHEAST: AL, FL, GA, SC;  
DELTA: AR, LA, MS;  
SOUTHERN PLAINS: OK, TX;  
MOUNTAIN: AZ, CO, ID, MT, NV, NM, UT, WY;  
PACIFIC: CA, OR, WA.
- 2/ EXCLUDES ALASKA & HAWAII.
- 3/ SURVEY EXPANDED NUMBER OF FARMS REPORTING ITEM DIVIDED BY SURVEY EXPANDED NUMBER OF FARMS.
- 4/ TOTAL EXPENDITURES DIVIDED BY OFFICIAL NUMBER OF FARMS PUBLISHED BY NASS.
- 5/ COEFFICIENT OF VARIATION PROVIDES A MEANS OF EVALUATING SURVEY RESULTS. THE SMALLER THE C.V. THE GREATER THE RELIABILITY OF THE ESTIMATE. IF THE C.V. OF AN ITEM WAS 5 PERCENT, CHANCES WERE 2 OUT OF 3 THAT THE POPULATION VALUE WOULD BE BETWEEN 95 AND 105 PERCENT OF THE SURVEY VALUE AND 19 OUT OF 20 THAT IT WOULD BE BETWEEN 90 AND 110 PERCENT.
- 6/ EXPANDED NUMBER OF FARMS REPORTING OR TOTAL EXPENDITURE DIVIDED BY EXPANDED NUMBER OF SAMPLE FARMS WITHIN EACH ECONOMIC CLASS AND FARM TYPE.
- 7/ TOTALS MAY NOT ADD DUE TO ROUNDING.
- 8/ INCLUDES LANDLORD EXPENDITURES.

(CONTINUED ON PAGE 60)

FOOTNOTES (CONTINUED)

- 9/ EXCLUDES VETERINARY SUPPLIES; BEDDING, LITTER, STRAW & ETC.; PURCHASE OF CAPITAL EQUIPMENT FOR LIVESTOCK & POULTRY; REPAIR & MAINTENANCE OF LIVESTOCK & POULTRY EQUIPMENT; OTHER NON-CAPITALIZED EQUIPMENT FOR LIVESTOCK & POULTRY; AND CUSTOM FEEDING OF LIVESTOCK ON A PER HEAD OR GAIN BASIS AND GRAZING FEES FOR LIVESTOCK. INCLUDES PURCHASES AND LEASING EXPENSES FOR ALL OTHER LIVESTOCK AND LIVESTOCK PRODUCTS (EGGS, WOOL, MILK & LEASING OF LIVESTOCK).
- 10/ EXCLUDES PROTEIN CONCENTRATES IN 1985.
- 11/ INCLUDES CUSTOM FEEDING OF LIVESTOCK ON A PER HEAD OR GAIN BASIS AND GRAZING FEES FOR LIVESTOCK.
- 12/ INCLUDES VETERINARY SUPPLIES.
- 13/ INCLUDES: TRACTORS, OTHER FARM MACHINERY, SELF-PROPELLED MACHINERY, FERTILIZER & IRRIGATION EQUIPMENT, TRUCKS, AUTOS & OTHER MOTOR VEHICLES (LEASED OR RENTED).
- 14/ EXCLUDES TELEPHONE AND WATER, BUT INCLUDES IRRIGATION WATER COST AND FEES FOR 1985.
- 15/ EXCLUDES SEED TREATMENT.
- 16/ INCLUDES MATERIALS AND APPLICATIONS.
- 17/ NOT INCLUDED IN TOTAL.
- 18/ INCLUDES BEDDING, LITTER, STRAW & ETC.; OTHER NON-CAPITALIZED EQUIPMENT FOR LIVESTOCK & POULTRY. EXCLUDES POWER FARM SHOP EQUIPMENT AND MOTOR SUPPLIES.
- 19/ INCLUDES REPAIR & MAINTENANCE OF LIVESTOCK & POULTRY EQUIPMENT AND MOTOR SUPPLIES.
- 20/ INCLUDES OTHER MOTOR VEHICLES PURCHASED.
- 21/ INCLUDES PURCHASE OF CAPITAL EQUIPMENT FOR LIVESTOCK & POULTRY.
- 22/ INCLUDES POWER FARM SHOP EQUIPMENT.
- 23/ EXCLUDES BEDDING PLANTS, NURSERY STOCKS AND SEED PURCHASED FOR RESALE.
- 24/ INCLUDES SEED TREATMENT.
- 25/ EXCLUDES OTHER MOTOR VEHICLES PURCHASED.
- 26/ EXCLUDES FUELS USED FOR HOUSEHOLD & PERSONAL BUSINESS.
- 27/ REVISED COMPONENTS OF TOTAL EXPENDITURES.