

1968 Farm Business Summary By Type of Farming for Northern Minnesota

TRUMAN NODLAND - EDGAR PERSONS

**Department of Agricultural Economics and the
Department of Agricultural Education
Institute of Agriculture, University of Minnesota
St. Paul, Minnesota 55101**

1968 FARM BUSINESS SUMMARY
BY TYPE OF FARMING FOR NORTHERN MINNESOTA

Truman R. Nodland and Edgar A. Persons*

TABLE OF CONTENTS

	Page
Introduction	1
Capital managed and earnings	2
Land use and crop yields	7
Returns from dairy cattle	9
Conclusion	12

INTRODUCTION

This report summarizes 1968 farm business records by type of farming for 225 northern Minnesota farmers. Farm records were supplied by area vocational-technical schools at Duluth and Thief River Falls. Practically all of the farms are located in the areas east of the Red River Valley.

The purpose of this publication is to present rather specific information concerning costs and returns from actual farming operations by types of farming for use by farmers and individuals working with farmers. Information of this nature assists in determining the most profitable types of farming and provides information for farm planning.

Sufficient records were obtained from three types of farming for this report (table 1). Farms were classified according to the proportion of cash income received from the various livestock enterprises and from the

* Agricultural Economics and Agricultural Education, respectively.

The authors are indebted to Janet B. Otis and Dorothy T. Spreck for their assistance in the preparation of this report.

sale of crops. The following classifications were used in this report:

1. Specialized farms - 80 percent or more of the cash income was from one enterprise or source.
2. Two enterprise farms - 80 percent of the income was from two enterprises, with a minimum of 20 percent from the smallest of the two.

Specialized dairy farms are further divided into three categories based on the average number of dairy cows maintained.

Table 1. Number of Farms by Type

Type	Number
Cash crops	56
Dairy, under 25 cows	47
Dairy, 25-34 cows	48
Dairy, 35 cows and over	33
Dairy and cash crops	<u>41</u>
Total	225

CAPITAL MANAGED AND EARNINGS

The average value of capital used per farm for the various types of farming is shown in table 2. These data represent values as reported by farmers in their farm business records and deviate somewhat from current market values for assets with a long useful life, such as real estate. Real estate improvements are valued at cost and depreciated on the basis of estimated life. These book values tend to be below present market values because of changes in the price level. Also, land is valued at cost and has not been corrected for the price inflation which occurred after many of the farms were purchased. Capital managed includes the values of any assets furnished by landlords.

Table 2. Summary of Inventories by Type of Farming, 1968

Item	Cash crops	Dairy, under 25 cows	Dairy, 25-34 cows	Dairy, 35 cows & over	Dairy, cash crops
1. Number of cases	56	47	48	33	41
2. Acres in farm	816	297	322	436	530
Average capital managed as of January 1, 1968					
3. Dairy cows	\$ 146	\$ 4159	\$ 6592	\$10115	\$ 4727
4. Other dairy cattle	71	2168	3347	5699	2661
5. Beef cattle	1778	96	170	302	522
6. Hogs	105	69	62	146	221
7. Sheep	349	155	193	83	47
8. Other livestock	299	1	8	-	8
9. Total livestock	\$ 2748	\$ 6648	\$10372	\$16345	\$ 8186
10. Crops, seed, feed	\$10339	\$ 2010	\$ 3729	\$ 5810	\$ 4536
11. Auto & truck (fm. sh.)	\$ 1920	\$ 861	\$ 767	\$ 1212	\$ 1055
12. Tractors & crop machinery	11334	2993	4914	8368	6828
13. Livestock equipment	267	705	1671	4423	1052
14. Total equipment	\$13521	\$ 4559	\$ 7352	\$14003	\$ 8935
15. Land	\$30219	\$11628	\$15959	\$19915	\$20378
16. Buildings, fencing*	5565	4187	7160	12158	5818
17. Total capital	\$62392	\$29032	\$44572	\$68231	\$47853
Average capital managed as of December 31, 1968					
18. Total capital	\$69642	\$31966	\$48092	\$74470	\$51860

* Not including farm dwelling.

Capital managed per farm varied according to the size of farm in terms of acres and the amount of livestock maintained. Average values of real estate (land and farm buildings) ranged from \$44 per acre on the cash crop farms to \$73 per acre on the large dairy farms.

Earnings are presented on a cash basis in table 3. In order to make all farms comparable, receipts and expenses of landlords are included. "Labor Earnings" is the amount that would be left as a salary to the farm operator if he paid hired man's wages for the labor of other members of the family and five percent interest on capital used.

Table 3. Summary of Earnings - Cash Statement, by Type of Farming, 1968

Item	Cash crops	Dairy, under 25 cows	Dairy, 25-34 cows	Dairy, 35 cows & over	Dairy, cash crops
RECEIPTS					
1. Dairy cattle	\$ 96	\$ 2338	\$ 3376	\$ 5134	\$ 2298
2. Dairy products	133	7500	13562	24530	9101
3. Beef cattle	982	146	94	828	512
4. Hogs	209	115	103	195	382
5. Sheep	497	164	113	116	41
6. Other livestock	209	11	37	-	34
7. Crops	22398	751	818	1546	7794
8. Other capital assets sold	2496	101	180	166	338
9. Work off the farm	545	123	151	111	152
10. Miscellaneous farm income	914	245	386	642	440
11. Total sales	<u>\$28479</u>	<u>\$11494</u>	<u>\$18820</u>	<u>\$33268</u>	<u>\$21092</u>
12. Increase in capital	7250	2934	3520	6239	4007
13. Family living from farm	101	279	395	477	404
14. Total received	<u>\$35830</u>	<u>\$14707</u>	<u>\$22735</u>	<u>\$39984</u>	<u>\$25503</u>
EXPENSES					
15. Dairy cattle bought	\$ 6	\$ 449	\$ 411	\$ 365	\$ 489
16. Beef cattle bought	107	-	124	324	89
17. Hogs bought	54	9	14	27	11
18. Sheep bought	25	8	2	-	-
19. Other livestock bought	137	-	12	-	4
20. Misc. livestock expense	44	301	693	1367	446
21. Feed bought	154	1473	2025	4709	1027
22. Fertilizer bought	2863	324	624	1278	1174
23. Other crop expense	3022	432	587	1009	1119
24. Custom work hired	797	718	977	1644	768
25. Gas, oil, grease bought	1588	722	928	1231	1188
26. Rep. auto, truck, tractor and crop machinery	1597	607	951	1678	1398
27. Repair of real estate	242	195	206	305	214
28. Repair of livestock equip.	22	115	150	300	154
29. Wages of hired labor	1471	175	408	1128	736
30. Electric expense	161	227	337	536	285
31. Taxes (RE & PP)	840	230	395	502	436
32. General farm expense	531	233	363	517	327
33. Total cash expense	<u>\$13661</u>	<u>\$ 6218</u>	<u>\$ 9207</u>	<u>\$16920</u>	<u>\$ 9865</u>
34. New power and machinery	6544	1471	2356	4768	3932
35. New livestock equipment	34	190	508	1027	274
36. New buildings & real estate	4525	1703	1075	2499	1119
37. Total purchases	<u>\$24764</u>	<u>\$ 9582</u>	<u>\$13146</u>	<u>\$25214</u>	<u>\$15190</u>
38. Decrease in farm capital	-	-	-	-	-
39. Interest at 5 percent	3300	1526	2316	3567	2492
40. Unpaid family labor	395	409	472	1186	387
41. Board for hired labor	89	4	23	122	72
42. Total expenses	<u>\$28548</u>	<u>\$11521</u>	<u>\$15957</u>	<u>\$30089</u>	<u>\$18141</u>
43. Labor earnings	\$ 7282	\$ 3186	\$ 6778	\$ 9895	\$ 7362
44. Net cash income (line 11 - line 37)	\$ 3715	\$ 1912	\$ 5674	\$ 8054	\$ 5902

About 50 percent of each dollar of sales is required to pay cash operating expenses (table 4). A relatively large proportion of the purchases per \$100 of total sales on specialized crop farms was for crop expenses including fertilizers. Purchased feeds were an important item on the dairy farms. Capital expenditures showed more variation and ranged from about 20 percent of each dollar of sales on medium sized dairy farms to about 40 percent on specialized crop farms. The amount remaining above all purchases, 15 percent in the case of crop farms and 30 percent in the case of medium sized dairy farms, is what is left for family living expenses, interest on money borrowed, debt retirement and other savings.

Table 4. Purchases per \$100 of Total Sales, by Type of Farming, 1968*

Item	Cash crops	Dairy, under 25 cows	Dairy, 25-34 cows	Dairy, 35 cows & over	Dairy, cash crops
1. Dairy cattle bought	\$.02	\$ 3.91	\$ 2.18	\$ 1.10	\$ 2.32
2. Beef cattle bought	.38	-	.66	.97	.42
3. Hogs bought	.19	.08	.07	.08	.05
4. Sheep bought	.09	.07	.01	-	-
5. Other livestock bought	.48	-	.06	-	.02
6. Misc. livestock expense	.15	2.62	3.68	4.11	2.11
7. Feed bought	.54	12.82	10.76	14.16	4.87
8. Fertilizer bought	10.05	2.82	3.32	3.84	5.57
9. Other crop expenses	10.62	3.76	3.12	3.03	5.31
10. Custom work hired	2.80	6.25	5.19	4.95	3.64
11. Gas, oil, grease bought	5.58	6.28	4.93	3.70	5.63
12. Rep. auto, truck, tractor, and crop machinery	5.61	5.28	5.05	5.04	6.63
13. Repair real estate	.85	1.70	1.10	.92	1.01
14. Repair livestock equipment	.08	1.00	.80	.90	.73
15. Wages of hired labor	5.16	1.52	2.17	3.39	3.49
16. Electric expense	.56	1.97	1.79	1.61	1.35
17. Taxes (RE & PP)	2.95	2.00	2.10	1.51	2.07
18. General farm expense	1.86	2.02	1.93	1.55	1.55
19. Total operating purchases	\$47.97	\$54.10	\$48.92	\$50.86	\$46.77
20. New power and machinery	22.98	12.80	12.52	14.33	18.65
21. New livestock equipment	.12	1.65	2.70	3.09	1.30
22. New buildings & real est.	15.89	14.82	5.71	7.51	5.30
23. Total purchases	\$86.96	\$83.37	\$69.85	\$75.79	\$72.02

* Total purchases and sales are shown in table 3.

The data in table 5 report earnings on an enterprise or accrual basis. Earnings statements on the cash basis, as reported in table 3, stress purchases and sales; all inventory adjustments are entered as one item--either an increase or a decrease in farm capital. Likewise, family living from the farm is entered as a single item of income. On the enterprise or accrual basis, the value of livestock and livestock products produced includes the difference between sales and purchases of livestock, sale of products, value of livestock and products used in the home, changes in inventories, and an accounting of transfers

Table 5. Summary of Earnings - Enterprise Statement, by Type of Farming, 1968

Item	Cash crops	Dairy, under 25 cows	Dairy, 25-34 cows	Dairy, 35 cows & over	Dairy, cash crops
RECEIPTS AND NET INCREASES					
1. Milk cows	\$ 157	\$ 7865	\$14062	\$24855	\$ 9369
2. Other dairy cattle	97	2455	3362	6081	2787
3. Beef breeding herd	790	13	29	-	171
4. Feeder cattle	77	37	44	344	152
5. Hogs	166	93	95	171	352
6. Sheep - farm flock	122	119	104	48	9
7. Other livestock	65	11	28	-	37
8. Total productive livestock	\$ 1474	\$10593	\$17724	\$31499	\$12877
9. Feed fed	935	4935	7743	13153	5561
10. Return over feed	\$ 539	\$ 5658	\$ 9981	\$18346	\$ 7316
11. Crops, seed, feed	18358	3866	6235	8583	10463
12. Income from work off farm	213	58	86	59	57
13. Miscellaneous farm income	2212	339	378	636	445
14. Total receipts	\$21322	\$ 9921	\$16680	\$27624	\$18281
EXPENSES AND NET DECREASES					
15. Truck and auto	\$ 1267	\$ 854	\$ 1059	\$ 1767	\$ 1147
16. Electric expense	161	227	337	536	285
17. Tractors and crop mach.	4561	1642	2425	3602	3254
18. Livestock equipment	69	322	429	1248	373
19. Buildings, fencing	1079	561	635	1578	686
20. Miscel. livestock expense	44	301	693	1367	446
21. Labor	2188	839	1249	3045	1474
22. Taxes (RE & PP)	840	230	395	502	436
23. General farm expense	531	234	364	517	326
24. Interest at 5 percent	3300	1526	2316	3567	2492
25. Total expense	\$14040	\$ 6736	\$ 9902	\$17729	\$10919
26. Labor earnings	\$ 7282	\$ 3185	\$ 6778	\$ 9895	\$ 7362

between enterprises. The resulting figure represents value of livestock and livestock products added by the enterprise. Costs of operating each service enterprise (autos and trucks, tractors and crop machinery, etc.) are calculated in a similar manner. Credit is given to crops for feed raised on the farm and consumed by livestock. Thus, while earnings statements on an accrual basis do not show purchases and sales, such a statement does more truly show the value produced for the productive enterprises and the net expenses for each of the service enterprises.

Crops are a major source of income on all farms when credit is given to crops for feed raised on the farm and consumed by livestock (table 6). The proportion of farm income from livestock, crops, and miscellaneous sources is based on receipts and net increases, as shown in table 5. Return over feed is the amount of income added by livestock and the return to crops represents the value of crops produced during the year.

Table 6. Proportion of Farm Income from Livestock, Crops, and Miscellaneous Sources, by Type of Farming, 1968

Item	Cash crops	Dairy, under 25 cows	Dairy, 25-34 cows	Dairy, 35 cows & over	Dairy, cash crops
1. Livestock	2.5	57.0	59.8	66.4	40.0
2. Crops	86.1	39.0	37.4	31.1	57.2
3. Miscellaneous	11.4	4.0	2.8	2.5	2.8
Total	100.0	100.0	100.0	100.0	100.0

LAND USE AND CROP YIELDS

Specialized dairy farms have a large proportion of land in pasture, hay and silage crops, and a smaller proportion of tillable land than is true for crop farms (table 7). Small grains (oats, barley, wheat, flax, and rye) are the predominant crops on cash crop farms.

Table 7. Distribution of Acres in Farm, by Type of Farming, 1968

Item	Cash crops	Dairy, under 25 cows	Dairy, 25-34 cows	Dairy, 35 cows & over	Dairy, cash crops
1. Rye	25.7	1.0	1.7	4.5	12.0
2. Wheat	86.3	10.1	8.0	15.7	36.8
3. Oats for silage	1.1	.3	.6	2.4	-
4. Oats for grain	195.8	51.4	58.9	62.0	79.0
5. Barley	122.1	5.1	8.7	7.5	42.0
6. Flax	46.0	5.6	3.3	5.8	41.0
7. Other small grain	<u>3.8</u>	<u>-</u>	<u>1.1</u>	<u>-</u>	<u>5.2</u>
8. Total small grain	480.8	73.5	82.3	97.9	216.0
9. Sugar beets	5.2	-	-	-	-
10. Corn grain	3.8	4.5	10.8	17.1	7.6
11. Soybeans	7.2	1.2	1.6	1.5	8.0
12. Potatoes	10.3	-	-	-	2.4
13. Corn silage	2.3	11.2	18.1	32.7	18.5
14. Other cultivated crops	<u>13.5</u>	<u>.2</u>	<u>-</u>	<u>6.8</u>	<u>9.5</u>
15. Total cultivated crops	42.3	17.1	30.5	58.1	46.0
16. Alfalfa hay	20.1	45.9	53.8	81.9	59.8
17. Other legume hay	10.2	13.6	23.0	20.1	10.4
18. Other tame hay	.1	1.4	.7	4.1	1.2
19. Annual hay	.4	.2	-	-	-
20. Legume seed	9.4	.2	.4	-	1.3
21. Grass seed	<u>11.1</u>	<u>.6</u>	<u>.7</u>	<u>2.3</u>	<u>6.5</u>
22. Total tillable land in hay	51.3	61.9	78.6	108.4	79.2
23. Alfalfa pasture	2.6	5.4	7.2	14.5	16.3
24. Other tillable pasture	<u>9.5</u>	<u>17.1</u>	<u>6.9</u>	<u>14.4</u>	<u>12.9</u>
25. Total till. land in pasture	12.1	22.5	14.1	28.9	29.2
26. Feed grain program	91.2	9.6	4.9	20.5	27.7
27. Tillable land not cropped	<u>30.9</u>	<u>4.7</u>	<u>6.0</u>	<u>10.0</u>	<u>17.0</u>
28. Total tillable land	708.6	189.3	216.4	323.8	415.1
29. Wild hay	3.1	4.9	4.1	3.5	1.0
30. Non-tillable pasture	38.0	43.8	54.4	44.0	40.0
31. Timber not pastured	20.3	26.9	18.7	21.8	19.8
32. Waste and roads	32.5	25.3	22.0	32.7	41.7
33. Farmstead	<u>13.6</u>	<u>6.6</u>	<u>6.5</u>	<u>10.2</u>	<u>12.3</u>
34. Total acres in farm	816.1	296.8	322.1	436.0	529.9
35. Percent land tillable	86.8	63.8	67.2	75.1	78.3

Average crop yields are shown in table 8. Variations in average yields were large. In general, small and medium sized dairy farms had lower yields than the other groups.

Table 8. Crop Yields per Acre, by Type of Farming, 1968

Item	Cash crops	Dairy, under 25 cows	Dairy, 25-34 cows	Dairy, 35 cows & over	Dairy, cash crops
1. Wheat, bu.	32.0	26.5	25.9	25.3	30.6
2. Oats for silage, tons	*	*	*	6.6	-
3. Oats for grain, bu.	63.5	44.3	55.1	53.3	59.2
4. Rye, bu.	37.2	*	*	*	47.8
5. Barley, bu.	45.0	20.2	32.3	57.2	46.6
6. Flax, bu.	**	**	**	**	**
7. Corn grain, bu.	*	49.1	65.6	71.5	63.2
8. Sugar beets, tons	*	-	-	-	-
9. Potatoes	*	-	-	-	-
10. Soybeans, bu.	18.1	*	*	*	19.1
11. Corn silage, tons	5.7	6.8	9.9	9.6	7.3
12. Alfalfa hay, tons	1.6	2.0	2.4	2.6	2.3
13. Other legume hay, tons	.9	1.3	1.7	2.2	1.6

* Less than 5 cases.

** Yield per acre not available.

RETURN FROM DAIRY CATTLE

Costs and returns from dairy cattle are shown in tables 9, 10, and 11 for the specialized dairy farms and the dairy and cash crop farms. Gross return per cow was \$527 on the large dairy farms (35 cows and over) compared to \$418 for the small dairy farms. Of this difference in gross return per cow, about \$40 is due to the higher price of 41 cents per 100 pounds of milk received by the operators of the large dairy farms. The larger herds also had about 1600 pounds more milk per cow and only a \$20 increase in feed costs. Home grown feeds have been charged at current market prices during the year. Purchased feed were charged at cost.

Table 9. Factors of Costs and Returns from Dairy Cows, by Type of Farming, 1968

Item	Dairy, under 25 cows	Dairy, 25-34 cows	Dairy, 35 cows & over	Dairy, cash crops
Number of cows	19	30	47	22
Pounds of milk per cow	10223	10937	11829	9735
Percent butterfat in milk	3.4	3.5	3.5	3.5
Pounds butterfat per cow	355	386	414	347
Price received per pound of BF	\$1.19	\$1.22	\$1.28	\$1.21
Price received per cwt. of milk	4.08	4.31	4.49	4.26
Value of produce per cow:				
Dairy product sales	\$398.94	\$456.63	\$519.44	\$404.49
Dairy produce used in home	7.55	5.82	4.02	7.56
Milk fed to livestock	12.29	8.59	6.37	5.47
Net increase in value of cows	<u>- .43</u>	<u>2.42</u>	<u>-3.13</u>	<u>-1.11</u>
Total value produced	\$418.35	\$473.46	\$526.70	\$416.41
Feeds per cow, lbs.:				
Corn	408	1060	1407	325
Small grain & complete dairy ration	2716	2814	2684	2697
Protein, salt, mineral	980	482	401	590
Total concentrates	4104	4356	4492	3612
Total hay	7926	6861	7330	7006
Silage	7851	10507	11222	8691
Feed cost per cow:				
Concentrates	\$ 96.70	\$104.01	\$107.43	\$ 77.64
Roughages	77.77	82.79	89.85	75.16
Pasture	<u>7.64</u>	<u>6.60</u>	<u>5.93</u>	<u>7.49</u>
Total feed cost	\$182.11	\$193.40	\$203.21	\$160.29
Return above feed cost per cow	\$236.24	\$280.06	\$323.49	\$256.12
Return for \$100 of feed	\$230	\$245	\$259	\$260
Feed cost per pound of BF	\$.51	\$.50	\$.49	\$.46
Feed cost per cwt. milk produced	1.78	1.77	1.71	1.65

Table 10. Feed Costs and Returns from Other Dairy Cattle, by Type of Farming, 1968

Item	Dairy, under 25 cows	Dairy, 25-34 cows	Dairy, 35 cows & over	Dairy, cash crops
Number of head	25	36	62	30
Net increase in value per head	\$97.81	\$93.24	\$99.77	\$93.21
Feed per head, lbs.:				
Concentrates	622	506	709	530
Hay	2519	2663	2820	2732
Silage	2998	2817	2618	2704
Whole milk	251	178	126	117
Total feed cost per head	\$53.86	\$51.24	\$55.50	\$47.41
Return above feed cost per head	\$43.95	\$42.00	\$44.27	\$45.80
Returns for \$100 of feed	\$182	\$182	\$181	\$197

Table 11. Feed Costs and Returns from All Dairy Cattle, by Type of Farming, 1968

Item	Dairy, under 25 cows	Dairy, 25-34 cows	Dairy, 35 cows & over	Dairy, cash crops
Value of produce per cow:				
Dairy products	\$418.78	\$471.04	\$529.84	\$417.51
Net increase in value	<u>130.16</u>	<u>115.66</u>	<u>127.11</u>	<u>122.76</u>
Total value produced	\$548.94	\$586.70	\$656.95	\$540.27
Feed per cow, lbs.:				
Concentrates	4935	4939	5282	4313
Hay	11010	9968	10844	10568
Silage	11429	13515	14218	12090
Total feed cost per cow	\$253.09	\$253.73	\$272.57	\$222.18
Returns above feed cost per cow	\$295.85	\$332.97	\$384.38	\$318.09
Returns for \$100 of feed	\$217	\$231	\$241	\$243
Miscellaneous expenses per cow	\$15.90	\$23.30	\$28.82	\$19.38

The return for \$100 of feed ranged from \$230 to \$260. Feed is the largest single item of cost for all classes of livestock and, in the case of dairy cattle, makes up about 50 percent of the total cost. Thus, a return of about \$200 for each \$100 of feed is necessary in order to break even under average conditions of buildings, equipment, and labor. The same kind of analysis can be applied to the feed cost per pound of butterfat and per 100 pounds of milk produced-- in order to cover all costs, the average producer will need to secure a price which is twice the cost of feed per unit of product produced in order to cover all costs including modest amounts for labor.

CONCLUSION

A summary of earnings, resources available, size of business and other factors is presented in table 12. Small dairy farms had the lowest earnings. Small dairy farms did not have income large enough to pay the operator for his labor and pay for the use of capital. If \$4711 is deducted to pay for labor performed by the operator of the average small dairy farms, nothing remains to pay for the use of capital. Large scale dairy farms, on the other hand, yielded a return large enough to provide \$6000 to pay for labor performed by the operator and yield 10.5 percent return on capital managed.

It is important to bear in mind that the records included in this report are for only one calendar year. Similar data for a different year would show variations in the figures presented. Variations between years, in the main, are caused by differences in climatic conditions and general price levels-- factors which the farmer cannot control. Furthermore, price levels do not rise or fall in unison. Some prices may rise while others are falling, or some may change faster than others. For these reasons, the relative earning

Table 12. Earnings, Resources Utilized, Size of Business, and Expenses, by Type of Farming, 1968

Item	Cash crops	Dairy, under 25 cows	Dairy, 25-34 cows	Dairy, 35 cows & over	Dairy, cash crops
Earnings					
1. Labor earnings	\$ 7282	\$ 3185	\$ 6778	\$ 9895	\$ 7362
2. Net cash income	3715	1912	5674	8054	5902
3. Rate earned on capital managed*	6.9	0	6.7	10.5	7.7
Resources used					
4. Acres per farm	816	297	322	436	530
5. Acres tillable	709	189	216	324	415
6. Capital managed	\$66017	\$30499	\$46332	\$71350	\$49856
7. Number of workers	1.5	1.3	1.3	1.8	1.5
8. Capital managed per worker	\$44011	\$23461	\$35640	\$39639	\$33237
Size of business					
9. Total farm sales	\$28479	\$11494	\$18820	\$33268	\$21092
10. Total work units	358	244	352	531	358
Expenses					
11. Total operating expense	\$13661	\$ 6218	\$ 9207	\$16920	\$ 9865
12. Purchase of capital items	11103	3364	3939	8294	5325
13. Power, mach., equip., & bldg. expense per WU	\$19.94	\$14.78	\$13.88	\$16.44	\$16.05
14. Tractor & mach. expense per crop acre	7.90	10.43	12.40	13.45	9.51

* \$6000 was deducted as a wage for the operator.

levels of the various types of farms may change from year to year. While large specialized dairy farms reported the highest labor earnings in 1968, the factors mentioned above may elevate cash crop farms to the top earnings position in another year. These data should be studied in the light of current trends, production cycles and similar information.