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1970 annual report

Southeastern Minnesota Farm Management Association

COOPERATING AGENCIES:

University of Minnesota, Institute of Agriculture United States Department of Agriculture, Agricultural Research Service County Extension Services of the 14 Southeastern Counties Southeastern Minnesota Farm Management Association

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1970 ANNUAL REPORT OF THE SOUTHEASTERN MINNESOTA FARM MANAGEMENT ASSOCIATION

Prepared by T. R. Nodland and Janet B. Otis*

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INTRODUCTION

The Department of Agricultural and Applied Economics and the Agricultural Extension Service of the University of Minnesota, the Agricultural Research Service of the United States Department of Agriculture, and the county extension services of several southeastern Minnesota counties are cooperating with the Southeastern Minnesota Farm Management Association in maintaining a farm management service. The Southeast Minnesota Farm Management Service was organized in 1927 and began operations on January 1, 1928. The Southeastern Minnesota Farm Management Association was organized in 1939 by the farmers and now represents the farmers in determining policies and maintaining the field organization and membership. Each farmer pays an annual fee which covers a part of the cost. The balance of the cost is defrayed by the University of Minnesota and the United States Department of Agriculture.

900/5/71

* The authors are indebted to Barbara Miller, Dorothy Spreck and Eileen Miley for their assistance in the preparation of this report.

The analysis of the records and the preparation of the report are handled by the Department of Agricultural and Applied Economics under the direction of T. R. Nodland. Extension work in connection with the supervision of the project is handled by Ed Becker. Harvey Bjerke was the field agent for this project. At the end of the year, Kenneth Thomas, of the Agricultural Extension Service, and Mervin Freeman, Area Farm Management Agent at Rochester, Minnesota, aided in closing the records.

The following tabulation shows by counties the number of records submitted, the officers of the Association, and the county agricultural extension agents who cooperated in 1970.

County	No. of records	Association Officers	Count Agricultural Extension Agent
Dakota	10	John Harkness, Director	Clarence O. Quie
Dodge	11	Lowell Wright, Director	David H. Hanson
Freeborn	12	Jacob Kuiters, President	Eldon H. Senske
Goodhue	23	Dale Hayward, Director	Richard C. Walter
Le Sueur	8	Donald Gibbs, Director	Robert Leary
Mower	4	R. L. Zimmerman, Director	Harlan L. Johnsrud
Nicollet	7	Jerry Kuehn, Director	F. E. Wetherill
Olmsted	12	Franklin Till, Director	Don Untiedt
Rice	7	John Holmes, Director	Warren Liebenstein
Scott	9	Arnie Schoenbauer, Secretary-Treas.	David Hart
1		Lester Ruehling	
Steele	12	Glen Schuelke, Vice-President	J. R. Gute
Wabasha	10	Kenneth Steffen, Director	Matthias Metz
Waseca	2	Edwin Ewert, Director	Roger Wilkowske
Winona	8	Norman Luehmann, Director	Harry B. Burcalow
Total	135		

The data for 113 farms are shown in the tables on succeeding pages. Twentytwo farms were omitted from all averages in the tables because the records were not sufficiently complete for a full summarization or the records were not returned for summarization following completion of income tax schedules.

Because the farmers included in this study are, in general, above the average in managerial ability and operate larger and more productive farms, they have returns materially higher than the average for this section of the state. There were, however, wide variations in the methods and practices followed by these men. It is reasonable to assume that similar variations occur among all farmers in the area. To the extent that this is true, this report would be of value to all farmers and to others interested in agriculture in that it illustrates how farm records may be used as a basis for making an analysis of a farm business and for improving the management of a farm.

Item	anna guis chine geografi in teache an		Average of	113 farms
		Na katalahat katalah ka	Jan. 1	Dec. 31
Size of farm (acres)			307	
Size of business (work units)**			431	
Dairy cows			\$ 5749	\$ 6222
Other dairy cattle			3759	4155
Beef cattle (incl. feeders)			2197	1840
Hogs			3940	2863
Sheep (incl. feeders)			71	62
Poultry (incl. turkeys)			47	53
Productive livestock total			\$15763	\$15195
Horses			\$ 7	\$ 6
Crop, seed and feed			\$12590	\$14741
Auto and truck (farm share)			\$ 1942	\$ 2075
Tractors and crop machinery			12249	13087
Livestock equipment			3286	3589
Machinery and equipment total			\$17477	\$18751
Land			\$36985	\$36985
Buildings, fences, etc.			\$22995	<u>\$23953</u>
Total farm capital managed			\$105817	\$109631
Item	23 most	profitable	<u>23 least </u>	orofitable
	Ĵan. l	Dec. 31	Jan. l	<u>Dec. 31</u>
Size of farm (acres)	418		271	
Size of business (work units)	545		326	
Dairy cows	\$ 6406	\$ 6881	\$ 3514	\$ 3547
Other dairy cattle	4541	5099	\$ 3514 1740	1671
Beef cattle (incl. feeders)	975	852	3243	3390
Hogs	6189	5051	4576	2732
Sheep (incl. feeders)	15	16	47	40
Poultry (incl. turkeys)	71	82	67	52
Productive livestock total	\$18197	\$17981	\$13187	\$11432
Horses	\$ 2	\$2	\$ ~	\$ -
Crop, seed and feed	\$18415	\$23406	\$11550	\$12161
Auto and truck (farm share)	\$ 2365	\$ 3053	\$ 1675	\$ 1539
Tractors and crop machinery	16301	17120	12262	12692
Livestock equipment	3634	3304	2444	2543
Machinery and equipment total	\$22300	\$23477	\$16381	\$16774
Land	\$55267	\$55267	\$35762	\$35762
Buildings, fences, etc.	\$28725	\$28227	\$19786	\$20274
Total farm capital managed	\$142906	\$148360	\$96666	\$96403
Loour turm ouproar manageu	Ψ1-72700	\$140000	\$70000	W 20400

Table 1. Summary of Farm Inventories, 1970*

* For the purpose of comparison, all the data shown in this report, with the exception of tables 4 and 5, are presented on a full-owner basis. The assets, expenses and receipts of the landlord were included in the records from rented farms. ** See page 15 for an explanation of "work units."

Item	Average of 113	23 most profitable	23 least profitable
	farms	farms	farms
FARM RECEIPTS			
Dairy cattle sold	\$ 3676	\$ 4487	\$ 1723
Dairy products sold	16686	20776	7540
Beef cattle (incl. feeders) sold	3030	1597	5322
Hogs sold	9069	14930	9800
Sheep and wool sold	82	40	48
Horses sold	-	-	-
Poultry (incl. turkeys) sold	19	19	7
Eggs sold	225	338	241
Corn sold	4844	8830	4691
Soybeans sold	2762	5048	2157
Small grain sold	421	869	. 372
Other crops sold	2208	4694	1243
Machinery & equipment sold & gas tax refund	458	496	540
Income from work off the farm	773	1098	857
Miscellaneous farm income	1061	1588	537
Total farm sales	\$45314	\$64810	\$35078
Increase in farm capital	3814	5454	
Family living from the farm	373	335	274
Total farm receipts	\$49501	\$70599	\$35352
FARM EXPENSES		* ** * **	
Dairy cattle bought	521	130	415
Beef cattle bought (incl. feeders)	908	484	2910
Hogs bought	616	278	1063
Sheep bought	7	4	5
Horses bought	-	_	· -
Poultry bought (incl. turkeys)	73	129	40
Miscellaneous livestock expense	1347	1573	700
Feed bought	5001	6067	4118
Fertilizers bought	2250	3154	2347
Other crop expenses	2593	4583	2268
Custom work hired	1744	2107	
Gas, oil and grease bought (farm share)	1330		1356
Repair of truck and auto (farm share)		1583	1101
	528	675	401
Repair and upkeep of farm real estate	573	729	440
Repair and upkeep of tractor & crop machiner	•	1501	1169
Repair and upkeep of livestock equipment	345	356	221
Wages of hired labor	1730	3066	1119
Electricity expense (farm share)	523	642	444
Real estate taxes	1921	2715	1613
Telephone and general farm expense	769	972	651
Total cash operating expenses	\$24135	\$30748	\$22381
Trucks and autos bought (farm share)	660	1425	274
Crop and power machinery bought	3905	4962	3157
Livestock equipment bought	986	392	580
New real estate and improvements	2948	2124	2237
Total farm purchases	\$32634	\$39651	\$28629
Decrease in farm capital	-	-	263
Interest on farm capital @ 6%	6463	8738	5792
Unpaid family labor	1171	1103	975
Board furnished hired labor	<u> </u>	75	65
Total farm expenses	\$40323	\$49567	\$35724
Labor earnings	\$ 9178	\$21032	\$ -372

Table 2.	Summary of	Farm	Earnings	(Cash	Statement)	,	1970
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Item	Average of 113 farms	23 most profitable farms	23 least profitable farms
RETURNS AND NET INCREASES			
Dairy cows	\$16835	\$21181	\$ 7351
Other dairy cattle	4424	5735	1624
Beef breeding herd	224	-	1024
Feeder cattle	1421	707	2637
Hogs	7420	13558	6940
Sheep - farm flock	65	37	35
Sheep - feeders	-	-	-
Chickens	195	248	217
All productive livestock	\$30584	\$41466	\$18804
Value of feed fed to livestock	15896	18793	12956
Return over feed from livestock	\$14688	\$22673	\$ 5848
Crop, seed and feed	18321	29236	13259
Income from labor off the farm	399	576	385
Miscellaneous farm income	1061	1588	537
Total returns and net increases	\$34469	\$54073	\$20029
EXPENSES AND NET DECREASES			
Horses	1		
Truck	\$ 608	\$ 884	¢ 401
Auto (farm share)	φ 008 698	\$884 711	\$ 421 608
Electricity (farm share)	523	642	608 444
Hired power	1169	1428	
Tractors and crop machinery	4773	6062	911 4007
Livestock equipment	992	1041	699
Buildings, fencing, and tiling	2497	3352	1952
Miscellaneous productive livestock expense	1347	1573	700
Labor	3530	4923	2603
Real estate taxes	1921	2715	1613
General farm expense and telephone	769	972	651
Interest on farm capital @ 6%	6463	8738	5792
Total expenses and net decreases	\$25291	\$33041	\$20401
Labor earnings	\$ 9178	\$21032	\$ -372

Table 3. Summary of Farm Earnings (Enterprise Statement), 1970*

* Earnings statements, as shown in table 2, strees purchases and sales; 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 basis, the value of livestock and livestock products produced includes sales, value used in the home, changes in inventories, and accounts for transfers between enterprises. Purchases of livestock are subtracted so the data represents value of livestock and livestock products added by the enterprise.

Costs of operating each service enterprise (auto 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 the enterprise basis do not show purchases and sales, such a statement more truly shows the value produced for the productive enterprises and net expenses for each of the service enterprises.

Jan. 1Jen. 1Acres ownedAcres owned33	<u></u>	:		23 0	wners	
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		a si			\$2023	
					\$3546	
	Farmer's net worth	D 00902		4041IO		

Table 4. Net Worth Statement for Those Farmers Who Kept a Complete Record of All Assets and Liabilities, 1970 (Operator's Share) Table 5. Summary of Farm Earnings by Tenure, 1970 (Operator's Share)

Item 54 37 Patter 9 Owners owners Renters FAMM RECEIPTS 0 <th0< th=""> <th0< th=""> <th0< th=""></th0<></th0<></th0<>		E 4	07 D+	
FARM RECEIPTSDairy roducts sold\$ 3235\$ 4241\$ 2127Dairy products sold16082175258454Peef cattle sold (incl. feeders)237647262926Hogs sold787985357383Sheep and wool sold13748-Horses soldPoultry sold (incl. turkeys)51944Eggs sold120425167Carn sold31356439151Sobeans sold160939081798Small grain sold221377578Other crops sold183664271665Machinery & equipment sold & gas tax refund355630424Income from work off the farm4767512183Miscellaneous farm income458455113233442(1) Total farm sales5383245511323424(2) Increase in farm capital293055021594(3) Family living from the farm320455312(4) Total farm sneeipts (1)+(2)+(3)\$41574\$56789\$36048FARM EXPENSES21332-Dairy cattle bought131888Beef cattle bought (incl. feeders)132-Horses bought172228702192Cher crop expenses191828531992Custom work hired154521861249Gas, oil and greese bought (farm share) <td< th=""><th>Item</th><th></th><th></th><th></th></td<>	Item			
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$ \begin{array}{c} C_{0}^{-n} \mbox{ sold } & 3135 & 6439 & 5151 \\ Soybeans sold & 1609 & 3908 & 1798 \\ Small grain sold & 221 & 377 & 578 \\ Other crops sold & 221 & 377 & 578 \\ Other crops sold & 221 & 377 & 578 \\ Machinery & equipment sold & gas tax refund & 355 & 630 & 424 \\ Income from work off the farm & 476 & 751 & 2183 \\ Miscellaneous farm income & 858 & 1081 & 1222 \\ (1) Total farm sales & $38324 & $51132 & $34142 \\ (2) Increase in farm capital & 2930 & 5202 & 1594 \\ 13 Family living from the farm & 320 & 455 & 312 \\ (4) Total farm receipts (1)+(2)+(3) & $$41574 & $$56789 & $$36048 \\ \hline FARM EXPENSES \\ Dairy cattle bought & 490 & 189 & 286 \\ Beef cattle bought (incl. feeders) & 650 & 1599 & 928 \\ Hogs bought (incl. feeders) & 13 & 2 & - \\ Horses bought (incl. turkeys) & 31 & 131 & 88 \\ Miscellaneous livestock expense & 1093 & 1469 & 841 \\ Feed bought & 772 & 2870 & 2192 \\ Other crop expenses & 1918 & 2653 & 1992 \\ Custom work hired & 1545 & 2186 & 1249 \\ Gas, oil and grease bought (farm share) & 1179 & 1237 & 1211 \\ General farm expense (farm share) & 4477 & 555 & 357 \\ Real estate taxes & 503 & 188 \\ Wages of hired labor & 1296 & 2317 & 825 \\ Electricity expense (farm share) & 4477 & 555 & 357 \\ Real estate taxes & 503 & 168 \\ Wages of hired labor & 1296 & 2317 & 825 \\ Electricity expense (farm share) & 447 & 555 & 357 \\ Real estate taxes & 501 & 1629 & 39 \\ Cop and power machinery bought & 3063 & 428 & 870 \\ Crop and power machinery bought & 3063 & 428 & 870 \\ Crop and power machinery bought & 3063 & 428 & 870 \\ Crop and power machinery bought & 766 & 457 & 3924 \\ Trucks and autos bought (farm share) & 450 & 884 & 870 \\ Crop and power machinery bought & 3063 & 4218 & 2656 \\ Livestock equipment bought & 766 & 457 & 3924 \\ Trucks and autos bought (farm share) & 450 & 884 & 870 \\ Crop and power machinery bought & 3063 & 4218 & 2656 \\ Livestock equipment bought & 766 & 457 & 3924 \\ Trucks and autos bought (farm share) & 450 & 884 & 870 \\ Crop and power machinery bought & 766 & 457 & 3924 \\ Trucks and autos bought ($				
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General farm expense & telephone658803598Interest paid195928051532Total cash operating expense\$21809\$32603\$23144Trucks and autos bought (farm share)450884870Crop and power machinery bought306342182656Livestock equipment bought7864573924Farm purchase and real estate improvements 3408 3412 147(5) Total farm purchases\$29516\$41574\$30741(6) Decrease in farm capital(7) Interest on operator's farm capital29493383959(8) Unpaid family labor405430389(9) Board furnished hired labor307217(10) Total farm expenses (5)+(6)+(7)+(8)+(9)\$32900\$45459\$32106(11) Labor earnings (4)-(10)8674113303942		1501	1629	
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Total cash operating expense\$21809\$32603\$23144Trucks and autos bought (farm share)450884870Crop and power machinery bought306342182656Livestock equipment bought7864573924Farm purchase and real estate improvements34083412147(5) Total farm purchases\$29516\$41574\$30741(6) Decrease in farm capital(7) Interest on operator's farm capital29493383959(8) Unpaid family labor405430389(9) Board furnished hired labor307217(10) Total farm expenses (5)+(6)+(7)+(8)+(9)\$32900\$45459\$32106(11) Labor earnings (4)-(10)8674113303942	General farm expense & telephone	658	803	598
Trucks and autos bought (farm share)450884870Crop and power machinery bought 3063 4218 2656 Livestock equipment bought 786 457 3924 Farm purchase and real estate improvements 3408 3412 147 (5) Total farm purchases $$29516$ $$41574$ $$30741$ (6) Decrease in farm capital(7) Interest on operator's farm capital2949 3383 959 (8) Unpaid family labor405430 389 (9) Board furnished hired labor 30 72 17 (10) Total farm expenses $(5)+(6)+(7)+(8)+(9)$ $$32900$ $$45459$ $$32106$ (11) Labor earnings $(4)-(10)$ 8674 11330 3942	Interest paid	<u> 1959</u>	2805	1532
Crop and power machinery bought 3063 4218 2656 Livestock equipment bought 786 457 3924 Farm purchase and real estate improvements 3408 3412 147 (5) Total farm purchases $$29516$ $$41574$ $$30741$ (6) Decrease in farm capital(7) Interest on operator's farm capital 2949 3383 959 (8) Unpaid family labor 405 430 389 (9) Board furnished hired labor 30 72 17 (10) Total farm expenses $(5)+(6)+(7)+(8)+(9)$ $$32900$ $$45459$ $$32106$ (11) Labor earnings $(4)-(10)$ 8674 11330 3942	Total cash operating expense	\$21809	\$32603	\$23144
Livestock equipment bought7864573924Farm purchase and real estate improvements 3408 3412 147 (5) Total farm purchases\$29516\$41574\$30741(6) Decrease in farm capital(7) Interest on operator's farm capital29493383959(8) Unpaid family labor405430389(9) Board furnished hired labor 30 72 17 (10) Total farm expenses (5)+(6)+(7)+(8)+(9)\$32900\$45459\$32106(11) Labor earnings (4)-(10) 8674 11330 3942	Trucks and autos bought (farm share)	450	884	
Farm purchase and real estate improvements 3408 3412 147 (5) Total farm purchases\$29516\$41574\$30741(6) Decrease in farm capital(7) Interest on operator's farm capital29493383959(8) Unpaid family labor405430389(9) Board furnished hired labor 30 72 17 (10) Total farm expenses $(5)+(6)+(7)+(8)+(9)$ \$32900\$45459\$32106(11) Labor earnings $(4)-(10)$ 8674113303942	Crop and power machinery bought	3063	4218	2656
(5) Total farm purchases\$29516\$41574\$30741(6) Decrease in farm capital(7) Interest on operator's farm capital29493383959(8) Unpaid family labor405430389(9) Board furnished hired labor307217(10) Total farm expenses $(5)+(6)+(7)+(8)+(9)$ \$32900\$45459\$32106(11) Labor earnings $(4)-(10)$ 8674113303942	Livestock equipment bought	786	457	3924
(6)Decrease in farm capital(7)Interest on operator's farm capital29493383959(8)Unpaid family labor405430389(9)Board furnished hired labor307217(10)Total farm expenses $(5)+(6)+(7)+(8)+(9)$ \$32900\$45459\$32106(11)Labor earnings $(4)-(10)$ 8674113303942	Farm purchase and real estate improvements	3408	3412	147
(7) Interest on operator's farm capital2949 3383 959(8) Unpaid family labor405430389(9) Board furnished hired labor 30 72 17 (10) Total farm expenses (5)+(6)+(7)+(8)+(9)\$32900\$45459\$32106(11) Labor earnings (4)-(10)8674113303942	(5) Total farm purchases	\$29516	\$41574	\$30741
(8) Unpaid family labor405430389(9) Board furnished hired labor 30 72 17 (10) Total farm expenses (5)+(6)+(7)+(8)+(9)\$32900\$45459\$32106(11) Labor earnings (4)-(10)8674113303942	(6) Decrease in farm capital	-	·	
(8) Unpaid family labor405430389(9) Board furnished hired labor 30 72 17 (10) Total farm expenses (5)+(6)+(7)+(8)+(9) $$32900$ $$45459$ $$32106$ (11) Labor earnings (4)-(10) 8674 11330 3942		2949	3383	959
(9) Board furnished hired labor307217(10) Total farm expenses $(5)+(6)+(7)+(8)+(9)$ \$32900\$45459\$32106(11) Labor earnings $(4)-(10)$ 8674113303942		405	430	389
(10) Total farm expenses (5)+(6)+(7)+(8)+(9)\$32900\$45459\$32106(11) Labor earnings (4)-(10)8674113303942	(9) Board furnished hired labor	30	72	17
(11) Labor earnings (4)-(10) 8674 11330 3942		\$32900	\$45459	\$32106
		8674	11330	3942
		12028	15143	5290

Item	Average of 48 farms	10 high in return to cap. and fam. labor	10 low in return to cap. and fam. labor
Number of persons - family	4.6	4.5	4.2
Number of adult equivalent - family - other*	4.0 .1	4.0 .1	3.7
EXPENSES			
Food and meals bought Operating and supplies Furnishings and equipment Clothing and clothing materials Personal care and spending Education Recreation Gifts and special events Medical and hospital expenses Church and welfare Personal share of auto expense Upkeep on dwelling Personal share of tel. & elec. expense	<pre>\$ 1621 490 537 679 277 373 215 336 893 518 350 102 194</pre>	$ \begin{array}{r} $1772 \\ 394 \\ 525 \\ 717 \\ 447 \\ 647 \\ 306 \\ 411 \\ 931 \\ 732 \\ 501 \\ 69 \\ 223 \\ \end{array} $	<pre>\$ 1562 574 512 622 409 112 236 320 837 249 228 103 171</pre>
Total cash living expense Personal share of new auto New dwelling Taxes Life insurance Other savings and investments	\$ 6585 284 535 1286 928 <u>1854</u>	\$ 7675 774 714 2900 1606 1935	\$ 5935 18 1130 494 757 259
Total household and pers. cash expense	\$11472	\$15604	\$ 8593
Family living from the farm	343	364	193
Total cash expenses and perquisites	\$11815	\$15968	\$ 8786
RECEIPTS			
Return to capital and family labor Income from outside investments Other personal income	\$14453 729 651	\$29079 1260 563	\$ 1434 281 1006

Table 6. Household and Personal Expenses for Those Farms Which Kept Complete Accounts of these Expenses, 1970

* Hired help or others boarded.

Item	Average of 113 farms	Average of 113 farms
Number of adult equivalents - family - other*	4.0 .1	
Whole milk	1041 gts.	\$ 100
Cream	l6 pts.	6
Cattle	838 lbs.	206
Hogs	209 lbs.	44
Sheep	4 lbs.	
Poultry	33 lbs.	10
Eggs	24 doz.	7
Total	•	\$ 373

Table 7. Family Living from the Farm, 1970

* Hired help or others boarded.

CUMULATIVE EFFECT OF EXCELLING IN A NUMBER OF MANAGEMENT FACTORS

Studies of earnings of farmers in this area show that there are seven major management factors causing variations in earnings among farmers within a given year. These seven factors are (1) crop yields, (2) choice of crops, (3) returns from livestock, (4) amount of livestock, (5) size of business, (6) work accomplishments per worker, and (7) control over expenses. The combined or cumulative influence of these seven management factors on earnings is shown in Table 8. The farmer's earnings are determined to a considerable extent by his accomplishments in these seven factors.

Table 8. Relation of Labor Earnings to the Number of Factors in Which the Farmer Excels

Number of factors in which farmer excels	No. of farms	Your farm	The length of the shaded lines is in proportion to the average operator's labor earnings	Average labor earnings
0 or 1 2 3 4 5 6 or 7	14 22 24 33 14 6		XXXXXX XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	\$ 2910 6711 7753 10587 14895 17452

The array in table 8 indicates that it will be worth while for each cooperator to study carefully his ranking on pages 10 and 11, and learn his standing in respect to each of the above factors and the elements of strength and weakness in his farm business.

Measures used in chart on page ll	Average of 113 farms	23 most profitable farms	23 least profitable farms
Labor earnings	\$ 9178	\$21032	\$ - 372
Crop yields*	100	108	85
Percent tillable land in high return crops*	* 63.6	63.2	69.1
Return for \$100 feed to prod. livestock***	100	117	86
Productive livestock units per 100 acres***	* 34.3	37.3	33.9
Size of business - work units	431	545	326
Work units per worker	254	287	217
All power, machinery, equipment, building expense per work unit	\$27.86	\$27.77	\$28.61
Items related to some of the above measures	:		
<pre>Index of return for \$100 feed from: Dairy cattle (see pages 16 and 17) Beef cattle - breeding herd (see page 19) Beef cattle - feeders (see page 20)</pre>	100 100 100	94 - -	91 _ _
Hogs (see page 18) Sheep - farm flock (see page 21) Chickens (see page 22)	100 100 100	128 	81 - 96
Number of animal units	84.8	104.4	76.2
Work units on crops Work units on productive livestock Other work units	125 290 16	165 357 23	116 194 16
Number of family workers Number of hired workers Total number of workers	$\frac{1.3}{.4}$	$\frac{1.2}{\frac{.7}{1.9}}$	$\frac{1.2}{\frac{.3}{1.5}}$
Power & crop machinery expense/work unit Livestock equipment expense per work unit Building & fencing expense per work unit	\$19.63 2.23 6.00	\$19.75 1.81 6.21	\$20.25 2.19 6.17
Number of crop acres Tractor & crop machinery expense/crop acre Rate earned on capital managed*****	225 \$21.45 8.0%	299 \$20.70 15.6%	209 \$20.11 -1.6%

Table 9. Measures of Farm Organization and Management Efficiency, 1970

* Given as a percentage of the average.

** Crops are marked in table 10 as A, B, C, and D. All of acres in A crops, one-half of acres in B crops, and one-fourth of acres in C crops are used in calculating percent of tillable land in high return crops.

*** An index weighted by the animal units of livestock.

**** Acres in timber not pastured, roads, waste and farmstead are not included. ***** \$7000 is deducted for operator's labor.

Using your figures from page 10, locate your standing with respect to the various measures of farm organization and management efficiency. The average for the 113 farms included in this summary are located between the dotted lines across the center of this page.

Labor	Crop	High	Return from	Pr. L.S units	Work	Work units	Pow.,mach. eq.&bldg.
earn-	yields	return	prod.		units	per	exp. per
ings	-	crops	livesto		nijatise tota ortenti soni ana su atat si isayana.	worker	work unit
\$21200	132	88.0	140	66.0	750	415	\$8.00
19700	128	85.0	135	62.0	710	395	10.50
18200	124	82.0	130	58.0	670 —	375	13.00
16700	120	79.0	125	54.0	630	355 —	15.50
15200	116	76.0	120	50.0	590	335 —	18.00
13700	112	73.0	115	46.0	550	315	20.50
12200	108	70.0	110	42.0	510	295	23.00
10700	104	67.0	105	38.0	470	275	25.50
9200	100	64.0	100	34.0	430	255	28.00
7700	96	61.0	95	30.0	390	235 —	30.50
6200	92	58.0	90	26.0	350	215	33.00
4700	88	55.0	85	22.0	310	195	35.50
3200	84	52.0	80	18.0	270	175	38.00
1700	80	49.0	75	14.0	230	155	40.50
200	76	46.0	70	10.0	190	135	43.00
-1300	72	43.0	65	6.0	150	115	45.50
-2800	68	40.0	60	2.0	110	95	48.00

Item	Crop ratings*	Number growing this crop	Average of 113 farms	Ave. per farm raising each crop
Canning peas Wheat Oats for silage Oats for grain Barley Other small grain Total small grains and peas	B C D D D or C	8 24 12 82 6 101	1.8 2.4 2.6 19.7 1.3 .2 28.0	25.2 11.6 24.3 27.2 23.8 9.4 31.3
Corn grain Soybeans for grain Sweet corn Corn silage Total cultivated crops	A B B B	113 61 11 67 113	98.2 38.5 5.2 <u>10.4</u> 152.3	98.2 71.4 53.6 17.5 152.3
Alfalfa hay Other legume hay Other tame hay Annual hay Total tillable land in hay	B C D D	98 1 - 4 99	43.2 .1 - .4 43.7	49.8 13.6 - 10.0 49.9
Alfalfa pasture Other tillable pasture Total tillable land in pasture	B D	46 17 54	9.2 <u>2.2</u> 11.4	22.6 14.4 23.8
Feed grain program (diverted acres) Tillable land not cropped Total tillable land	B D	56 6 113	22.0 <u>.8</u> 258.2	44.4 15.9 258.2
Wild hay Non-tillable pasture Timber not pastured Roads and waste Farmstead Total acres in farm		13 62 46	1.2 17.7 8.5 13.3 <u>8.0</u> 306.9	10.8 32.2 20.9
Percent land tillable Percent tillable land in high return	n crops		84.7 63.6	

Table 10. Distribution of Acres in Farm, 1970

*A, B, C, and D refer to ranking used in calculating percent of tillable land in high return crops.

Item	Average of fa growing each	
Canning peas, dollars Wheat, bu. Oats for silage, tons	\$87.46 31.0 5.6	
Oats for grain, bu. Barley, bu. Corn grain, bu.	55.6 48.4 96.7	
Soybeans, bu. Sweet corn, tons Corn silage, tons	29.5 5.8 14.7	
Alfalfa hay, tons Other legume hay, tons Annual hay,tons	3.6 3.7 2.6	
Feed grain program, dollars	\$62.39	

Table 11. Crop Yields per Acre, 1970

Table 12. Average Price of Feeds, 1970

Item	Value	Item	Value
Ear corn, per bu.	\$1.15	Alfalfa hay, per ton	\$20.00
Oats, per bu.	•60	Timothy hay, per ton	11.60
Barley, per bu.	•85	Wild hay, per ton	10.00
Wheat, per bu.	1.60	Corn silage, per ton	7.25
Soybean meal, per cwt.	5.00	Pasture, per month per cow	4.00

Item		Corn grain		Corn silage		Soy- beans	
							-
Number of farmers reporting	,	97		58		54	
Yield per acre		96.7	bu.		tons	29.5 \$2.75	bu
Price per unit		\$1.25		\$7.25		¢∠•75	
Fotal return		\$120.88		\$106.58		\$ 81.12	
Fertilizer		\$ 15.53		\$ 14.71		\$ 1.26	
Seeds, herbicides, etc.		<u>13.69</u> \$ 29.22		<u>12.48</u> \$ 27.19		<u>8.52</u> \$ 9.78	
Total listed costs		\$ 29.22		\$ 27.19	-	Φ 9•10	
Return above listed costs		\$ 91.66		\$ 79.39		\$ 71.34	
Item		Alfalfa hay	9	Oats		Wheat	
Number of farmers reporting		84		70		20	
Yield per acre		3.6	tons	55.6	bu.	31.0	
Price per unit		\$20.00		\$.60		\$ 1.65	
Iotal return	· ·	\$72.00		\$33.36		\$51.15	
Fertilizer		\$ 3.80		\$ 1.57		\$ 3.00	
Seeds, herbicides, etc.		6.72		3.28		4.80	
Total listed costs		\$10.52		\$ 4.85		\$ 7.80	

Table 13. Return Above Listed Costs per Acre of Crops, 1970

EXPLANATION OF "WORK UNITS" AND "ANIMAL UNITS"

The total "work units" for any one farm is a measure of the size of that farm business. A work unit, as used in this report, is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive livstock at average efficiency, or ten hours of work off the farm for pay. The number of work units for each class of livestock and each acre of crop are presented in table 14.

Table 14. Number of Work Units for Each Class of Livestock and Each Acre of Crop

Item	Number of work units	Item	Number of work units
Dairy cows	7.0 per cow	Small grain	.3 per acre
Other dairy cattle	1.2 per head	Sugar beets	1.8 per acre
Beef breeding herd	1.5 per cow	Sweet corn	.7 per acre
Feeder cattle	.12 per 100 lbs.	Corn husked	.6 per acre
Sheep, farm flock	.6 per ewe	Corn silage	.8 per acre
Sheep, feeders	.3 per 100 lbs.	Potatoes	4.0 per acre
Hogs	.12 per 100 lbs.	Alfalfa hay	.6 per acre
Turkeys	.l per 100 lbs.	Soybean hay	.6 per acre
Hens	5.0 per 100 hens	Other hay crops	.4 per acre
Canning peas	.3 per acre	Labor off the farm	1.0 per \$25
Soybeans for grain	.5 per acre		

An animal unit represents one dairy cow or bull, two other dairy cattle, $l\frac{1}{4}$ beef cows or bull, 1 feeder steer or heifer, 3 1/3 other beef cattle, 7 sheep, 14 lambs, $2\frac{1}{2}$ hogs, 5 pigs, 50 hens or 1,100 pounds of turkeys produced.

Item	Average of 75 farms	15 farms highest in butterfat per cow	15 farms lowest in butterfat per cow
	10007		00.47
Pounds of milk per cow	12287	14617	9347
Percent butterfat in milk	3.8	3.8	3.8
Pounds of butterfat per cow	457	546	348
Price received per pound of BF sold	\$1.36	\$1.39	\$1.30
Price received per cwt. milk sold	5.09	5.22	4.91
Value of produce per cow:			
Dairy product sales	\$611.88	\$742.63	\$443.39
Dairy produce used in home	4.19	4.85	3.69
Milk fed to livestock	4.77	6.80	6.39
Net increase in value of cows	66	6.90	-9.43
TOTAL VALUE PRODUCED	\$620.18	\$761.18	\$444.04
Feed cost per cow:	¢140.04	¢160 10	\$115.10
Concentrates	\$142.24	\$160.18	73.75
Roughages	95.05	103.09	
Pasture	9.24	10.72	<u>14.58</u> \$203.43
TOTAL FEED COST	\$246.53	\$273.99	φ203+43
RETURN ABOVE FEED COST PER COW	\$373.65	\$487.19	\$240.61
RETURNS FOR \$100 OF FEED	\$257	\$286	\$226
Feeds per cow, 1bs.:			
Corn	4533	4922	3686
Small grain	635	800	542
Commercial feeds	598	712	503
Tatal concentration	5766	6434	4731
Total concentrates	6854	7347	53 45
Total hay	7370	8189	5657
Silage	1310	0103	5057
Feed cost per pound of butterfat	\$.54	\$.50	\$.58
Feed cost per cwt. of milk	2.01	1.87	2.18
Number of cows	40.3	41.1	34.0

Table 15. Factors of Costs and Returns from Dairy Cows, 1970

* All dairy cows which have at some time in the past freshened are included in the dairy herd and affect the average number of cows used in computing this table. There is some variation in the number of months of dry period per cow; however, this variation is small for the majority of farms.

Item	Average of 75 farms	15 farms highest in butterfat per cow	15 farms lowest in butterfat per cow
NET INCREASE IN VALUE OF OTHER DAIRY CATTLE	\$127.64	\$150.65	\$ 96.87
TOTAL FEED COST PER HEAD	\$ 75.21	\$ 84.41	\$ 56.49
RETURNS ABOVE FEED COST PER HEAD	\$ 52.43	\$ 66.24	\$ 40.38
RETURNS FOR \$100 OF FEED	\$187	\$183	\$225
Feed per head, lbs.: Concentrates Hay Silage Whole milk	1266 2544 2259 108	1291 2699 2835 208	857 1912 1628 104
Number of head of other dairy cattle	51.7	52.0	38.2

Table 16. Feed Costs and Returns from Other Dairy Cattle, 1970

Table 17. Feed Costs and Returns from All Dairy Cattle, 1970

Item	Average of 75 farms	15 farms highest in butterfat per cow	15 farms lowest in butterfat per cow
Value of produce per cow:			
Dairy products	\$616.07	\$747.48	\$447.08
Net increase in value of dairy cattle	167.46	196.34	110.46
TOTAL VALUE PRODUCED	\$783.53	\$943.82	\$557.54
TOTAL FEED COSTS PER COW	\$340.94	\$373.18	\$268.65
RETURNS ABOVE FEED COST PER COW	\$442.59	\$570.64	\$288.89
RETURNS FOR \$100 OF FEED	\$235	\$260	\$217
Feed per cow, 1bs.:		n an	
Concentrates	7541	8109	5846
Нау	10166	10795	7738
Silage	10188	11544	7637
Miscellaneous costs per cow	\$37.36	\$47.31	\$26.43

		40 farm	s with breedi	ng stock	ll farms
	Average	Average	13 farms	13 farms	with
Item	of 52	of 40	highest in	lowest in	purchased
	farms	farms	returns	returns	feeder pigs
			<u>above</u> feed	above feed	
Pounds of hogs produced	87497	101811	128973	76736	39786
Net increase in value per cwt. produced	\$17.23	\$18.26	\$20.76	\$15.83	\$13.80
Feed cost per cwt. produced	12.06	12.32	11.24	13.47	11.18
Return above feed cost per cwt. produced	\$ 5.17	\$ 5.94	\$ 9.52	\$ 2.36	\$ 2.62
RETURNS FOR \$100 OF FEED	\$147	\$152	\$188	\$118	\$131
Price received per cwt. sold	\$21.93	\$21.79	\$22.95	\$21.02	\$22.39
Weight per hog sold	240	243	241	247	229
Miscellaneous costs per cwt. produced	\$.42	\$.49	\$.48	\$.54	\$.15
Feed per cwt. hogs produced, lbs.:					
Corn	333	336	314	360	323
Small grain	22	24	22	24	18
Commercial feeds	67		67	76	_55
Total concentrates	422	$\frac{71}{431}$	403	460	396
Total number of litters raised	48.7	62.2	73.6	51.0	3.4
Number of pigs born per litter	9.0	9.1	9.1	9.0	7.1
Number of pigs weaned per litter	7.3	7.4	7.7	7.2	5.6
Number of feeder pigs purchased	55	9	-	9	209
Total weight of feeders purchased	1908	326	_	369	7181
Price paid per feeder pig	\$19.53	\$17.95	-	\$18.00	\$19.79

Table 18. Feed Costs and Returns from Hogs, 1970

1

Item		Average of 6 farms
TOTAL VALUE PRODUCED PER COW		\$179.02
Feed cost per cow: Concentrates Roughages Pasture TOTAL FEED COST		\$ 21.55 46.05 <u>36.94</u> \$104.54
RETURNS ABOVE FEED COST PER COW		\$ 74.48
RETURNS FOR \$100 OF FEED		\$179
Feed per cow, lbs.: Concentrates Hay Silage		638 3964 1768
Pounds of beef produced		10812
Number of cows Number of other beef cattle		25.1 21.7

Table 19. Feed Costs and Returns from Beef Breeding Herd, 1970

	·
Item	Average of 20 farms
Pounds of beef produced	32683
NET INCREASE IN VALUE OF FEEDERS PER CWT. OF BEEF PRODUCED	\$25.86
Feed cost per cwt. beef produced:	
Concentrates	\$16.97
Roughages	4.62
Pasture	.49
TOTAL FEED COST	\$22.08
RETURNS ABOVE FEED COST PER CWT. BEEF PRODUCED	\$ 3.78
RETURNS FOR \$100 OF FEED	\$122
Miscellaneous costs per cwt. of beef produced	\$.57
Feed per cwt. beef produced, lbs.:	
Corn	676
Small grain	33
Commercial feeds	41
Total concentrates	750
Total hay	297
Silage	458
Price paid per cwt. of beef bought	\$32.73
Price received per cwt. of feeder cattle sold	27.44
Number of animal units	51.1

Table 20. Feed Costs and Returns from Feeder Cattle, 1970

Item			Average of 5 farms
Value of produce per ewe:		· · ·	
Wool Net increase in value of sheep TOTAL VALUE PRODUCED			\$ 4.79 <u>30.15</u> \$34.94
Feed cost per ewe: Concentrates Roughages Pasture TOTAL FEED COSTS			\$ 9.26 10.69 <u>3.70</u> \$23.65
RETURNS ABOVE FEED COST PER EWE			\$11.29
RETURNS FOR \$100 OF FEED			\$151
Feeds per ewe, lbs.: Concentrates Hay Silage			371 1069
Price received per cwt. of lambs sold Price received per pound of wool sold Pounds of wool per sheep sheared			\$28.75 \$.45 8.2
Percent lamb crop ** Percent death loss **			124 7.9
Pounds of sheep produced			3569
Number of ewes			36.8

Table 21. Feed Costs and Returns from a Farm Flock of Sheep, 1970*

* Includes feeds and returns from lambs.

** Lambs which die during month of birth are not included.

· · · · · · · · · · · · · · · · · · ·		1. A.
Item		Average of 9 farms
Value of produce per hen: Eggs sold and used in house Net increase in value of chickens TOTAL VALUE PRODUCED		\$4.49 93 \$3.56
TOTAL FEED COST PER HEN		\$2.97
RETURNS ABOVE FEED COST PER HEN		\$.59
RETURNS FOR \$100 OF FEED		\$124
Miscellaneous costs per hen		 \$.10
Feed per hen, lbs.: Grain Commercial feeds Total concentrates		75 <u>23</u> 98
Price received per dozen eggs sold Eggs laid per hen Feed costs per dozen eggs produced		\$.29 187 \$.19
Average number of hens on farm during year Percent death loss of hens	• • • • • • • • • • • • • • • • • • •	592 13.0
Number of chicks bought Number of hens bought		250 469

Table 22. Feed Costs and Returns from Chickens, 1970*

* Includes feeds and returns from laying flock and rearing flock.

Item	Average 1940-44	Average 1945-49	Average 1950-54	Average 1955-59	Average	1965	1966	1967	1968	1969	1070
Number C. C.						1/00	1700		1900	1909	1970
Number of farms	177	169	162	165	158	149	147	130	132	111	113
Acres in farm	227	223	226	235	256	269	273	280	294	304	307
Crop acres in farm	148	148	155	162	178	188	192	207	214	218	225
Farm inventory	\$25912	\$31402	\$42663	\$49342	\$60988	\$68438	\$74331	\$82474	\$92339	\$102858	
FARM EXPENSES		an a			1				یو بی ان و دانده و باز ما است.		
Cattle bought	\$ 441	\$ 485	\$ 902	\$1148	\$1450	\$ 852	\$1158	\$1088	\$1403	\$1442	¢1 400
Hogs bought	154	194		258	386	383	377	526	701	±44∠ 535	\$1429 616
Sheep bought	64	64	35	143	88	4	5	18	- 3	535	
Poultry bought	142	176	154	124	154	102	186	189	17	, 54	7
Horses bought	32	14	6	6	2	2	100	109	- L (3	-
Miscellaneous livestock exper	nse 124	228	359	530	201	007	055	0.40			
Commercial fertilizers bought		220 -	- 309	877	731	807	855	943	1016	1114	1347
Miscellaneous crop expense	301*				1085 926	1469	1787	2388	2179	2066	2250
Feed bought	1273	1954	2241	2747	926 3735	1382	1665	1764	2070	2511	2593
Custom work hired	165	401	552	745	857	3957 962	4812 1083	4266 1354	4125 1429	4236 1649	5001 1744
Pow.,mach. & equip. (new & up	okp) 1253	2687	3609	4261	1764	57()		(
Buildings (new)	331	2007 778	983	4201 982	4764	5761	7279	6513	7660	8451	9633
Buildings (upkeep)	188	323	368	982 320	1229 344	1475	1256	2989	2035	1896	2948
Hired labor	585	323 849	308 857	878	344 922	378	428	424	464	483	573
Taxes	271	392	633	861	922 1301	997	1079	1075	1172	1290	1730
General farm expense		150	239	316	409	1513 472	1611	1740	1368	1713	1921
and the second	Contraction of Contraction (Section of Contraction	Communication (CO) (In the company shaft)				P 20 Constant of the proceeding of the second	506	525	586	<u>686</u>	769
Total farm purchases	\$ 5408	\$ 9396	\$12150	\$14847	\$18383	\$20516	\$24088	\$26803	\$26228	\$28136	\$32634
Decrease in farm capital			an 	_			-		-	•	-
Board to hired labor	158	174	166	134	101	84	71	56	56	52	55
Interest on farm capital	1296	1570	2133	2467	3049	3422	3717	4536	5079	5657	6463
Unpaid family labor	326	511	496	540	629	836	836	799	812	790	1171
Total farm expense	\$ 7188	\$11651	\$14945	\$17988	\$22162	\$24858	\$28712	\$32194	\$32175	\$34635	\$40323

Table 23. Summary by Years

* Includes fertilizer.

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Table 23.	Summary	by Years	(continued)	ļ
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Item				Average	Average 1960-64	1965	1966	1967	10(0	10(0	1.07
FARM RECEIPTS	1940-44	1740-47	_1900-04	1900-09	1900-04	1900	1900	1907	1968	1969	197(
Cattle	\$1335	\$2022	\$2981	\$3532	\$4749	\$4669	\$4894	\$5403	\$5522	\$6482	\$6706
Dairy products	2138	4080	4702	6032		9582	10455	11847	12492	13777	16686
logs	2517	3598	4253	4653	5961	6360	8568	7658	8166	9114	9069
Sheep and wool	186	232		272		89	98	98	108	81	82
•						07			100	. 01	0.
Poultry	629	672	354	212	88	135	181	61	17	18	19
Eggs	751	1319	1297	1075	1015	901	1316	828	353	260	22
lorses	34	20	14	8	4	1	- 5	1		-	
Corn	121	335	766	1926	1594	1649	1926	2681	2492	3587	4844
Soybeans*		- [*]	• •	-	-	· ·	1660	2309	2069	2406	2762
Small grain	278	659	495	481	624	446	371	608	494	541	42
Other crops*	455	819	853	1334	2181	3421	2272	1483	2592	3144	220
Income from labor off the farm		178	182	269	239	343	362	411	542	5 03	39
iscellaneous farm income	536	528	684	729	882	1005	1027	1463	1760	1748	189
otal farm sales	\$ 9121	\$14462	\$16752	\$20523	\$25664	\$28601	\$33135	\$34851	\$36607	\$41661	\$4531
Increase in farm capital	921	1411	1905	941	601	3604	5006	2501	3582	2885	381-
amily living from the farm	566	715	620	304	307	293	321	<u> </u>	302	373	37.
otal farm receipts	\$10608	\$16588	\$19277	\$21768	\$26572	\$32498	\$38462	\$37670	\$40491	\$44919	\$4950
otal farm expenses	7188	11651	14945	17988	22162	24858	28712	32194	32175	34635	4032
abor earnings	\$ 3420	\$ 4937	\$ 4332	\$ 3780	\$ 4410	\$ 7640	\$ 9750	\$ 5476	\$ 8316	\$10284	\$ 917
ISCELLANEOUS ITEMS		· · · · · · · · · · · · · · · · · · ·				······································		-	·····	<u></u>	
ield per acre:		_									
Corn (bu.)	55.7	47.6	59.8	73.1	72.4	72.1	91.0	83.8	88.7	98.3	96.
Barley (bu.)	24.8	30.8	29.1	41.4	44.9	54.9	44.1	58.3	52.7	47.1	48.
Oats (bu.)	44.2	48.2	32.8	58.3	58.3	69.7	61.7	59.7	62.7	58.4	55.
Alfalfa (tons)	2.4	2.3	2.7	2.9	3.0	2.7	3.4	3.3	3.3	3.4	3.
Soybeans (bu.)	13.4	16.4	19.6	24.8	23.6	20.5	26.4	23.1	26.8	25.1	29.
till.land in high ret.crops	43.3	50.9	62.8	62.7	60.1	58.6	58.9	61.6	61.2	62.2	63.
n. units of lvstk. per 100 A.		22.8	28.9	33.7	36.4	33.3	38.5	34.3	32.7	32.5	34.
umber of work units	670	601	535	486	548	561	577	457	466	466	43
ork units per worker	305	300	284	274	318	330	361	286	274	274	25
xpense per work unit	\$2.35	\$4.69	\$8.18	\$10.81	\$11.61	\$12.94	\$13.76	\$18.77	\$20.81	\$23.67	\$27.8
umber of milk cows	17.6	17.0	17.7	19.8	22.2	24.0	23.4	24.5	23.9	25.0	26.

* "Other crops" include soybeans 1935 through 1965.

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Item			Average 1950-54			1965	1966	1967	1968	1969	1970
MISCELLANEOUS ITEMS (cont.)		4710 17	1/00 01	1/00 0/	1700 04		1700	1,01	1700	1707	1970
Number of litters of pigs	14.4	11.7	13.5	17.3	19.4	17.2	20.5	20.3	21.4	18.9	22.0
Pounds of hogs produced	21586		17579	28272	36619	30933	36834	36108	41717	37002	
Pounds of feeder cattle prod.	1534		2118	3529	5573	3955	4469	3899	4430	4789	
Number of head of ewes	10			5	4	4	4	4	3	2	
Number of hens	222		219	209	197	191	218	168	72	43	
Pounds of BF per dairy cow	252		308	342	375	415	401	416	426	425	45
Pigs weaned per litter	6.2		6.7	6.9	7.1	7.5	7.3	7.1	7.4	7.2	
Number of eggs laid per hen	145	177	194	203	205	186	198	215	218	187	187
DRIGE DEORTHER DED											
PRICE RECEIVED PER:				v	# 0 4 0	* • • •	* 4 15	* 4 00		* 4 • • 4	
Cwt. of milk	*	*	*	* *	\$3.48	\$3.58	\$4.17	\$4.39	\$4.59	\$4.84	\$5.09
Pound of BF as cream	\$.47	\$.80	\$.75	\$.66			-	10 02	10 04		21.93
Cwt. of hogs sold	10.93	19.36	19.54	15.99	15.55	20.32	23.06	19.03	18.84	23.20	
Cwt. of feeder cattle sold	11.55	20.56	26.22	21.19	22.61	21.67	22.78	23.60	24.51	27.53	27.4
Pound of wool sold	•39	•43	•58	•50	•62	•58	•68	•48	•59	•49	•4
Dozen of eggs sold	•27	•39	.37	•31	•28	.26	•33	.24	.25	.34	•29
RETURN ABOVE FEED COST PER:											
Dairy cow	\$81.83	\$161.27	\$156.86	\$162.86	\$183.05	\$199.71	\$230.01	\$275.08	\$304.72	\$324.18	\$373.65
Cwt. of hogs produced	3.93		6.47	4.62	4.57	12.13	7.85	5.70	6.21	12.39	5.1
Ewe	6.97	11.16	9.47	6.18	5.40	8.85	8.64	4.12	8.17	7.84	11.29
Hen	1.82	2.11	1.60	1.39	1.27	.39	1.34	•23	•83	1.41	.59
Cwt. of feeder cattle prod.	2.98	6.40	7.37	4.76	1.78	7.06	1.03	1.61	4.45	11.25	3.78
FEED COST PER:											
Dairy cow	\$63 13	\$103.00	\$142.59	\$147 05	\$169.62	\$200.19	\$216.61	\$212.34	\$221.87	\$227.94	\$246.5
Cwt. of hogs produced	7.52		12.95	10.65	10.65	11.39	12.69	11.70	11.54	12.19	12.00
Ewe	7.92		10.73	11.17		16.00	15.56	18.81	23.29	23.90	23.6
Hen	2.38		4.76	3.78	3.28	3.31	3.71	3.37	3.05	3.11	2.9
Cwt. of feeder cattle prod.	11.80		19.46	18.83	19.10	20.44	23.15	21.10	21.17	22.16	22.08
Cwt. of feeder cattle prod.	11.00	20.00	19.40	TO • 00	19.10	20.44	20.10	21.10	~1•11	22.10	22.00
PRICE OF FEED:											
Corn (per bu.)	\$.71	\$ 1.29	\$ 1.31	\$ 1.11	\$99	\$ 1.13	\$ 1.19	\$ 1.12			\$ 1.15
Barley (per bu.)	•59		1.16	.92	.91	•98	1.02	1.04	•96	.85	•8
Oats (per bu.)	•46	.75	.74	•59	.61	•63	•66	•64	•62	• 56	.6
Oilmeal (per cwt.)	2.30		4.19	3.73	4.36	4.60	5.25	5.00	5.10	5.00	
Alfalfa (per ton)	9.90	18.40	18.30	18.20	19.40	23.00	21.00	20.00	20.00	20.00	20.00

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Table 23. Summary by Years (concluded)

* Information not available.

Footnote for pages 23, 24, 25.

The charges for unpaid family labor and board for hired labor were changed from year to year. The rates for the period 1940 to 1970 are as follows:

Year	Unpaid family labor	Charge for 2nd operator	Board for hired labor	Year	Unpaid family labor	Charge for 2nd operator	Board for hired labor
1940	\$ 45	\$ 45	\$ 18	1956-60	\$135	\$135	\$ 38
1941	50	50	20	1961-64	150	200	40
1942	60	60	25	1965	160	275	45
1943	75	75	25	1966	160	300	45
1944	85	85	25	1967	160	300	45
1945	90	90	25	1968	160	300	45
1946	100	100	30	1969	160	300	45
1947-55	125	125	36	1970	250	500	60

Several changes were made in the 1940 records. The value of the house, which had previously been omitted from the farm business, was included and a rental charge equal to 10 percent of the average value of the house was included with the farm perquisites. The standards used in the calculation of work units were changed in accordance with the new information made available. This latter change also affected the work units per worker and the factor of expense per work unit. The acres in protected woodlots, roads, waste, and farmstead were omitted from the acreage used in the calculation of amount of livestock per 100 acres. Several new livestock statements were added. Statements for beef breeding cattle, feeder cattle, and feeder sheep were also included.

The crop ratings used in calculating the percentage of the tillable land in high return crops were changed considerably in 1944 and 1957 and the animal unit equivalents were changed in 1951.

The standards used in the calculation of work units were changed in 1953, 1967, and 1970.

In calculating labor earnings, interest on farm capital was charged at the rate of 5 percent until 1967, 5.5 percent for 1968 and 1969, and 6 percent in 1970.

These adjustments should be considered in comparing 1970 with previous years.