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UNIVERSITY OF MINNESOTA
Department of Agriculture
and the
TENNESSEE VALLEY AUTHORITY
and the
County Extension Services

 $\mathsf{of}$ 

Brown, Jackson, Kandiyohi, Martin, Murray, Nobles, Stevens, Swift, Watonwan, and Yellow Medicine Counties Cooperating

- 0 -

Annual Report
of the
Farm Management Service
for T.V.A. Phosphate-Test
Demonstration Cooperators
in Southwestern Minnesota
1943

- 0 -

Cooperator

Mimeographed Report No. 147
Division of Agricultural Economics
University Farm
St. Paul Minnesota
June 1944

### FOURTH ANNUAL REPORT OF THE FARM MANAGEMENT SERVICE FOR T.V.A. PHOSPHATE TEST DEMONSTRATION COOPERATORS IN SOUTHWESTERN MINNESOTA FOR THE YEAR 1943

the field agent on this project until Ageil I, 1966, and was than succeeded by R. S. Harris. County emricultural agents who cooperated in this project include Paul Euniel, Roland Abreham, Ronald McCanna, S. B. Stapeon, A. B. Hagen, C. E.

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Brown

improving the management of a farm.

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The dualysis of the farm business receives and the preparation of the reports

Prepared by T. R. Nodland and G. A. Pond

The following bebulation chows by countles the number of cooperators who com-

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### INTRODUCTION

records may be used as a basis for making an analysis of a form business and for

The Division of Agricultural Economics and the Division of Agricultural Extension of the University of Minnesota, the Tennessee Valley Authority and the county extension services of several southwestern Minnesota counties are cooperating in a phosphate test demonstration project and in a farm management service. This service is offered to a selected group of farmers who have agreed to demonstrate the value of phosphate fertilizer and who have also agreed to keep farm business records. The phosphate is provided by the T.V.A. and the fieldman is provided by the T.V.A. and the Agricultural Extension Service. Each farmer pays the freight and other miscel-Laneous expenses that may occur between the point of shipment and the farm on all the T.V.A. phosphate furnished and \$10.00 per year to cover the summarization of the records and other miscellaneous expenses. The balance of the cost is defrayed by the University of Minnesota.

and in the northwestern purt the euritee is nearly level. Nearly all the land

The analysis of the farm business records and the preparation of the reports are handled by the Division of Agricultural Economics under the direction of G. A. Pond and T. R. Nodland. The field organization is handled by the Division of Agricultural Extension with P. M. Burson in charge of this work. J. R. Burkholder was the field agent on this project until April 1, 1944, and was then succeeded by R. S. Harris. County agricultural agents who cooperated in this project include Paul Kunkel, Roland Abraham, Ronald McCamus, S. B. Simpson, A. B. Hagen, C. E. Stower, H. W. Soderburg, Wayne Hanson, and George Gehant.

The following tabulation shows by counties the number of cooperators who completed records in 1943:

Brown Jackson Kandiyohi Martin Murray	- ALM - 400		11 11 4 14		Nobles 12 Stevens 5 Swift 7 Watonwah 7 Yellow Medicine 8
		2 2 1	* # # * # #	* * * *	Total mil land 82 hm Alodsendh

The tables on page 4 and succeeding pages show data for 80 farms. Two farms have been omitted from all the averages in the tables because the records were not sufficiently complete for a full analysis.

The records kept by the cooperators include inventories at the beginning and end of the year, cash receipts and expenses and a record of the farm produce used by the farm family. Complete household and personal records were also kept by 30 cooperators. Supplementary information was secured during the year regarding crop and livestock production and practices.

Analysis of the Beacons for Mifferences in Operator's Marsings IC

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, nevertheless, 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 should 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.

### TYPE OF FARMING

The farms in this area have a wide diversity of enterprises. All classes of livestock are important although livestock kept for meat production tends to predominate. The sale of crops constitutes an important source of income. The principal feed crops grown are corn, oats, barley and hay. In addition wheat, flax, sweet corn, hybrid seed corn, sugar beets, and canning peas are grown to a limited extent as cash crops.

### - Toyals and boo signed Topography, soils and Weather delength in the state of

The soils range from dark brown to heavy black loam. The major part of the area is undulating to gently rolling land interspersed with almost level tracts. In the southwestern part of the area the surface ranges from undulating to sharply rolling and in the northwestern part the surface is nearly level. Nearly all the land is tillable and well drained.

The spring of 1943, as a whole, was considerably cooler and wetter than usual. The growth of vegetation was retarded and the planting of corn and other late crops was delayed. Growing conditions were more favorable during June although cultivating and having were delayed and much damage occurred in low lands from heavy rains. Growing crops, especially corn, did well in July. There were some serious crop losses because of hail. Frequent showers delayed the second crop of hay, harvesting, and threshing of small grains, and resulted in some damage to grain in shocks and to hay. Dry, sunny weather during most of September and October was ideal for the maturing and harvesting of late crops. However, it was too dry for pastures and plowing. A severe snow storm during the period of November 6 to 8 resulted in a delay in the harvesting of corn, soybeans and hemp and in the loss of a considerable Dairy and dual purpose cows amount of soybeans and hemp. Other dairy & dual pur- cattle 872-SAA

1480-		ble 1. Modington		nd Annual I		llmar	Mo	rris
337	Precip-	Depar-	Precip-	Depar-	Precip-	Depar-	Precip-	Depar-
195	itation	ture from	itation	ture from normal	itation	ture from normal	itation	ture from
2381	Inches	Inches	Inches	Inches	Inches	Inches	Inches	Inches
January	0.70	+0.07	0.94	+0.14	1.87	+1.41	0.65	-0.12
February	0.42	-0.35	0.68	-0.29	0.83	-0.09	1.42	+0.74
March	1.30	+0.04	1.45	+0.04	1.73	+0.48	2.04	+1.08
April	0.57	-1.51	1.03	-1.20	0.54	-1.22	0.76	-1.19
May	4.29	+0.35	4.23	+0.18	4.48	+1.47	4.04	+0.83
June AARR	9.19	+4.90	9.52	+5.18	5.62	+1.54	6.76	+2.7
July	7.10	+3.71	6.40	+2.84	3.78	+0.58	2.28	-1.28
August	4.99	+1.23	7.85	+4.11	2,52	-1.12	4.14	+1.13
September	1.44	-2.10	0.98	-2.65	1.72	-1.38	1.36	-1.06
October	1.74	+0.05	1.19	-0.66	1.75	-0.03	1.64	0.00
November	1.39	+0.22	2.30	+0.79	1.40	+0.42	0.86	-0-18
December	0.02	-0.59	0.07	-0.83	T	-0.66	0.00	-0.66
1943 Total	33.15	+6.02	36.64	+7.65	26.24	+1.40	25.95	+2.01
1942 Total	33.47	+6.34	25.98	-3.01	34.42	+9.58	30.50	<b>+</b> 6.56
1941 Total	28.22	+1.09	32.92	+3.93	28.91	+4.07	25.61	+1.67
1940 Total	22.50	-4.63	28.72	-0.27	21.89	-2.95	23.72	-0.22
1939 Total	24.27	-2.86	21.92	-7.07	18.99	-5.85	21.70	-2.24
Normal	ARK	0.4	9	and the same of th	- (	ne turicers	(includi	Poultry
Annual Prec.	27.13	0.0	28.99	-	24.84		23.94	0 0 0 70

2378	1776	Table	2. Month	ly Temper	atures. 1	1943 Lated	) Sweengl.	moh. 6 equ
988	Worth	ington		mont		lmar	Mo	orris
1048 391 8453	Temper- ature	Depar- ure from normal						
88.44	0688	II. II	(Degree	s Fahrenh	eit)			Dos.
January	7.1	-7.0	7.9	-5.9	2.8	-8.3	0.1	-8.2
February	20.2	+3.0	19.3	+2.2	15.2	+0.3	14.4	+1.9
March	23.8	-6.2	25.2	-4.9	22.0	-5.5	20.5	-6.4
April	44.7	-0.6	46.1	+0.1	45.3	+1.0	44.7	+0.2
May geome and	53.1	-3.4	54.6	-2.9	53.7	-2.4	52.2	-3.7
June	67.4	+1.4	69.2	+1.9	68.3	+2.7	66.0	0.0
July ,	73.0	+1.8	74.7	+2.4	72.4	+1.4	71.8	+1.2
August	70.4	+1.3	70.8	+1.0	68.8	+0.5	69.1	+1.0
September	55.9	-5.2	57.2	-4.4	55.0	-4.5	55.9	-3.5
October	48.1	-0.3	49.4	+0.5	47.2	+0.7	49.2	+2.7
November	29.5	-3.0	28.8	-4.1	26.5	-2.8	29.4	-0.1
December	23.0	+3.6	22.6	+2.3	20.5	+4.8	22.4	+6.7

7161

no seed, and feed

Table 3	mting of	You	r of 80	profitable	profitable
ere some serious crop	There's	vint all	dw bib insc	yffsineqse ,s	Fowling aron
Size of farm (acres)	anne meld I	evelob at	works . Jr 241 hr	326	207
Size of business (work unit	a)**	on mr fundit	545	1073 C/210 30: S	466
ber was ideal for the	oten ten	national real	to them salts	way weather do	Ays Dry. a
o dry for partures and	nd new de	ednning of	Veer tal	To antinavend	hos animuti
-u. a if be less a set of a	or con the	STHILTIE OF	19 sakent en	deverage attent	A sanlwoll
Productive livestock (total	et at han	Section 1	\$5166	\$8728	\$3742
Dairy and dual purpose c		dinen America	825	823	an 10863mil
Other dairy & dual pur.			490	<b>44</b> 8	572
Beef cattle (incl. feede		T Tourism h.			355
		1 Like think the	1902	2449	1420
Hogs Sheep (including feeders		2 HOLE			337
Poultry (including turke	-diseara	-IACBU	378	1036	195
	ARYOTABIL			182 ad 1 380	272
Horses ion		. Increa			2321
Crop, seed, and feed	sedonI	laches		5414 duri	2332
Mach. & equipment (total)	1,87	AI.Ce	.12081	3803	929
Power mach. (f. share)	88.0	65 = O=	A STATE OF THE PARTY OF THE PAR		
'Crop & gen. mach. (f. sh		40,04	1413		1038
Livestock equip. & suppl		CS = 1-	457		365
Buildings, fences, etc.	84.48	*Q.18	6500	7833	5512
-1.54 6.76 4., Direct	59-3	⊕5,18		<u>16631</u>	8844
*0.58 2.2° = 38.0°	2.78	48.54		7,30 43,7	Appropriate Approp
Total farm capital	- Ba .G	11.\$*		\$42789	\$23023
-1.38 1.36 -).56	1.72	-3,65		1.44 -2.1	ntenber
-0.03 l.64 D.C	1.75	• End of		1*24 +0*0	Tedus
11.0- 00.0 Sh.0+	OF-I	40.79		1.89 +0.8	, Ten ma.A
Productive livestock (total	)	₹8.\$	\$5296		\$3401
Dairy & dual purpose cow	25.24 8	47.65	820		790
Other dairy & dual purpo	se cattle	- 10.8-		519	436
Beef cattle (incl. feede		80.E4	1461	4339	227
	08.15	75.0-	1775		1319
Sheep (including feeders	) EG.BI	70.07	454	1461	364
Poultry (including turke		-	294	364	265
Horses	24.84	-	270	364	238
Crop, seed, and feed		and the same and t	3933	7161	2296
Mach. & equipment (total)	Of manua	nnicoman'il wi			2372
Power mach. (f. share)	FIRST AND ALV	875000 <u>- ca</u>	1204	1586	933
Crop & gen. mach.	LLLE II			raged 1606 quest	1048
Livestock equipment & su	malies	are from	100		391
Buildings, fences, etc.			6482		5453
Land		Inerton	77000	16630	8844
Tento	(33	Charles and Comment	and residences in the second s	10000	v.rors
$\Sigma_* = I_* U = \Sigma_* S =$	8.8	R=0+		\$45629	\$22604
Total farm capital	15.2				

<sup>\*</sup>For the purpose of comparison, all the data shown in this report with the exception of Tables 8 and 9 are presented on a full-owner basis. The assets, expenses and receipts of the landlord were included in the records from rented farms.

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<sup>\*\*</sup>See page 20 for an explanation of "work units."

good bi	nedm dt	e 4. Fam	16 most	g from the	o rom,	2010	16 most	16 least
sidatitorq e	profitabl	Average	profit-	profit-		Average	profit-	profit-
0.000.00.3	Your	of 80	able	able	Your	of 80	able	able
Items	farm	farms	farms	farms	farm	farms	farms	farms
No. of persons		3.1	3.5	2.8			attile	SAE MEAT
adult equiv. (		78 .5	.7	.4	10 <i>6</i> 111100	pasquiq	Lasth bean	Dalry
3.42	10	66			740 680	queq Laci	deiry &	Childs
Whole milk	853	1114 qts	. 1340	1107	\$	\$58.09	\$61.34	\$62.68
Skim milk	372	314 qts		492		2.44	2.28	2.75
Cream	1106	282 pts		171	Tebest	44.51	48.40	29.82
Farm made but	ter	7 lbs		1100	olana Pin	4.68	2.60	5.22
Iggs .	OS .	179 doz		133		59.30	64.42	44.41
Cattle	ISS -	469 lbs	• 445	562		52.24	59.34	64.16
Hogs	677	652 lbs	free Contraction of the Contraction	645		86.75	89.78	86.64
Sheep	SATE	2 1bs		-		.32	ಳಿಗೆವ <del>್ವವ</del> ಾರ	ber -
Poultry	906	137 lbs		98		27.25	35.39	20.58
Potatoes	\$86	26 bu.		19	ensre)	31.23	27.08	23.05
Vegetables & :	fruits	116	-	(daendin)	(orcaste	89.30	88.16	67.38
Farm fuel	999	805		oil, sto.	( Cens /	13.89	20.63	8.38
Rental value	of house	165	-		(Aeu)	200.78	235.92	189.80
[otal	760	1.87		(	(PARSINE)	within the	TORRES BOX	ACOA OR
TO OCIT			1413041	9	\$	\$670 78	\$735-34	30014-07
: 895 :	Table	. 5. Hous	ehold and	Personal	\$	\$670.78		\$604.87
Those Those	Table se Farms Wh	5. Hous	ehold and Complete	Personal Accounts	Expens	es for e Expense Average	tops sad: the sad:	avi Sulld Sulld
i ve Tho	se tarms wi	5. Hous	ehold and	Personal Accounts	or mes	es for e Expense Average of 30	es, 1943 10 most profit-	10 leas
Tho:	se farms wi	5. Hous	ehold and Complete	Personal Accounts	Your	es for e Expense Average	es, 1943 10 most profit- able	10 leas profit- able
Tho Items Number of per	se farms wi	5. Hous	ehold and	Personal Accounts	Your farm	es for e Expense Average of 30 farms 4.0	es, 1943 10 most profit- able farms 4.8	10 leas profit- able farms
Thous Items Number of per	se farms wi	5. Hous	ehold and Complete	Personal Accounts	Your farm	es for e Expense Average of 30 farms 4.0	es, 1943 10 most profit- able farms	10 leas profit- able farms
Thous Items Number of per	sons - fami sons, (Fami	5. Hous	ehold and Complete	Accounts	Your farm	es for e Expense Average of 30 farms 4.0	es, 1943 10 most profitable farms 4.8	10 leas profit- able farms
Thought of per Number of per	sons - fami sons, (Fami	5. Hous	ehold and	Personal Accounts	Your farm	es for e Expense Average of 30 farms 4.0	es, 1943 10 most profitable farms 4.8 3.8	10 leas profit- able farms 3.3 2.4 .5
Thoms  Number of per  Adult equivers  Food and meal	sons - fami sons, (Fami alent (Othe	5. Hous	ehold and	Accounts	Your farm	es for e Expense Average of 30 farms 4.0	es, 1943 10 most profit- able farms 4.8 3.8 .5	10 leas profit- able farms 3.3
Thoms  Number of per adult equivers  Food and meal Operating and	sons - fami sons, (Fami alent (Othe s bought supplies	5. Hous hich Kept	ehold and	Accounts	Your farm	Average of 30 farms 4.0 3.0 .5 \$412	es, 1943 10 most profitable farms 4.8 3.8 5.5	10 leas profit- able farms 3.3 2.4 .5
Thoms Number of per adult equivers Food and meal	sons - fami sons, (Fami alent (Othe s bought supplies	5. Hous hich Kept	ehold and	Accounts	Your farm	es for e Expense Average of 30 farms 4.0 3.0 .5	es, 1943 10 most profit- able farms 4.8 3.8 .5	10 leas profit- able farms 3.3 2.4 .5 \$380 146 157
Thouse of per adult equivers and meal operating and personal care	sons - fami sons, (Fami alent (Othe s bought supplies clothing ma	5. Houseich Kept	ehold and Complete	Accounts	Your farm	es for e Expense Average of 30 farms 4.0 3.0 .5 \$412 165 216 55	10 most profit-able farms 4.8 3.8 .5 \$460 166 285 66	10 leas profit- able farms 3.3 2.4 .5 \$380 146 157 43
Items Number of per adult equiv Food and meal Operating and Clothing and Personal care Furnishings a	sons - fami sons, (Fami alent (Other s bought supplies clothing ma , personal nd equipmen	a 5. House hich Kept	Complete	Accounts	Your farm	Average of 30 farms 4.0 3.0 .5 \$412 165 216 55 54	ss, 1943 10 most profitable farms 4.8 3.8 5 \$460 166 285 66 42	10 leas profit- able farms 3.3 2.4 .5 \$380 146 157 43 34
Thoms  Tumber of per adult equiver adult equiver and contains and contains and contains and contains a discation, re	sons - fami sons, (Fami alent (Othe s bought supplies clothing ma , personal nd equipmen creation ar	a 5. House hich Kept ly ly ly aterials spending it and develop	oment	Accounts	Your farm	Average of 30 farms 4.0 3.0 .5 \$412 165 216 55 54 127	ss, 1943 10 most profitable farms 4.8 3.8 5.5 \$460 166 285 66 42 223	10 leas profit- able farms 3.3 2.4 .5 \$380 146 157 43 34 114
Thoms  Number of per adult equiver adult equiver and care furnishings at Education, remedical care	sons - fami sons, (Fami alent (Othe s bought supplies clothing ma , personal nd equipmen creation ar and health	a 5. House hich Kept ly ly ly aterials spending it and develop	oment	Accounts	Your farm	es for e Expense Average of 30 farms 4.0 3.0 .5 \$412 165 216 55 54 127 97	ss, 1943 10 most profit- able farms 4.8 3.8 .5 \$460 166 285 66 42 223 82	10 leas profit- able farms 3.3 2.4 .5 \$380 146 157 43 34 114 112
Those Those Those Tems  Number of per adult equiver adult equiver and Departing and Personal care Furnishings at Education, remedical care Cherch, welfa	sons - fami sons, (Fami alent (Other s bought supplies clothing ma , personal nd equipment creation ar and health re, gifts	aterials spending at develop	oment	Accounts	Your farm	Average of 30 farms 4.0 3.0 .5 \$412 165 216 55 54 127	28, 1943 10 most profit- able farms 4.8 3.8 .5 \$460 166 285 66 42 223 82 206	10 leas profit- able farms 3.3 2.4 .5 \$380 146 157 43 34 114
Items  Number of per  Number of per  adult equiv  Food and meal Operating and Clothing and Personal care Furnishings a  Education, re Medical care Church, welfa Personal shar	sons - fami sons, (Fami alent (Other s bought supplies clothing ma , personal nd equipment creation and and health re, gifts e of auto e	aterials spending at developinsurance	oment	Accounts	Your farm	es for e Expense Average of 30 farms 4.0 3.0 .5 \$412 165 216 55 54 127 97	ss, 1943 10 most profit- able farms 4.8 3.8 .5 \$460 166 285 66 42 223 82	10 leas profit- able farms 3.3 2.4 .5 \$380 146 157 43 34 114 112
Thoms  Number of per adult equivalent equiva	sons - fami sons, (Fami alent (Other s bought supplies clothing ma , personal nd equipment creation and and health re, gifts e of auto e	aterials spending at developinsurance	oment	Accounts	Your farm	es for e Expense Average of 30 farms 4.0 3.0 .5 \$412 165 216 55 54 127 97 172	s, 1943 10 most profit- able farms 4.8 3.8 .5 \$460 166 285 66 42 223 82 206 52 45	10 leas profit- able farms 3.3 2.4 .5 \$380 146 157 43 34 114 112 180 50 36
Thous  Number of per	sons - fami sons, (Fami alent (Other s bought supplies clothing ma , personal nd equipmen creation ar and health re, gifts e of auto er	aterials spending at developinsurance expense	oment	Accounts	Your farm	es for e Expense Average of 30 farms 4.0 3.0 .5 \$412 165 216 55 54 127 97 172 56	9s, 1943 10 most profit- able farms 4.8 3.8 .5 \$460 166 285 66 42 223 82 206 52	10 leas profit- able farms 3.3 2.4 .5 \$380 146 157 43 34 114 112 180 50

\$503

14

Oper. laber cornings (10) - (6)

21

\$337

\$2328

16

Food furnished by the farm

Fuel furnished by the farm

House rental

Total household and personal cash expenses

Total household and personal expenses

<sup>\*</sup>Hired help or others boarded

Table 6. Summary of Farm Earnings (Cash Statement), 1943 16 least 16 most Average least profitable Your of 80 profitable TRATEVA -27,3020 Items farm farms farms farms FARM EXPENSES Dairy and dual purpose cows bought 27 59 58 Other dairy & dual purpose cattle bought Beef cattle bought (including feeders) 624 5 339 Hogs bought 272 132 213 79 Sheep bought (including feeders) 340 1105 Foultry bought (including turkeys) 97 282 20 20 Horses bought 14 221 144 Misc. livestock expense 155 407 577 305 Misc. crop expenses 345 1405 Teed bought 1750 2742 309 191 Custom work hired 210 263 196 Mach. power mach. (farm share) (new) 181 126 130 Mech. power mach. (farm share) (upkeep) 116 377 Mech. power (farm share) (gas, oil, etc.) 446 402 154 87 Grop and general mach. (new) 165 127 Crop and general mach. (upkeep) 127 160 77 101 Livestock equipment (new) 101 72 52 52 Livestock equipment (upkeep) 295 Buildings and fencing (new) 299 339 Buildings and fencing (upkeep) 97 189 111 511 423 519 Hired labor Taxes 260 366 212 70 General farm and insurance 79 85 \$4739 (1) Total farm purchases \$6056 419 (2) Decrease in farm capital 107 139 123 (3) Board furnished hired labor 2210 1141 (4) Interest on farm capital 1495 463 312 621 (5) Unpaid family labor \$11871 \$6734 (6) Total farm exp. (Sum of (1) to (5)) \$8121 -Advanced a fund Act is FAPM RECEIPTS \$ 280 \$ 360 \$ 249 Dairy and dual purpose cows 1014 932 822 Dairy products 290 397 493 Other dairy & dual purpose cattle 2689 1290 Beef cattle (including feeders) 5164 2776 4048 279 1210 Sheep and wool (including feeders) 511 1644 Coultry (including turkeys) 563 699 772 Eggs 28 ELC 41 Erses 148 1321 626 orn 697 1707 964 Small grain 306 440 847 Other crops 8 790 br 40 105 103 Machinery & equip. sold 333 239 Agricultural adjustment payments 289 208 234 Income from work off the farm 18 93 Misc. 53 \$17562 (7) Total farm sales \$11533 497 2840 (8) Increase in farm capital 671 735 605 (9) Family living from the farm \$8522 \$12701 \$21137 (10) Total farm receipts (7) + (8) + (9)Total farm expenses 9266 1788 4580 (11) Oper. labor earnings (10) - (6)

Table 7. Summary of Farm Earnings (Enterprise Statement), 1943\* Average 16 most 16 least -June bi of 80 profitable profitable Your bames TOTH bemied. farms farms farms farm tems EXPENSES AND NET DECREASES 1, 1945 Total power 853 \$ 1012 827 161 216 128 Horses 210.9 398 364 343 Tractor STO.8 28 72 Truck 47 167 136 Auto (farm share) 165 Gas engine (farm share) 50 S 3 3 46 Elec. plant or current (farm share) 42 137 91 Hired power 92 371 256 297 Crop and general machinery 104 139 Livestock equipment 112 413 358 Buildings, fencing and tiling 392 Misc. productive livestock expense 154 221 141 1360 1000 Labor 1046 Real estate taxes 301 179-217 65 Personal property tax 43 26 28 Insurance 50 59 General farm 2210 1495 Interest on farm capital 4687 6177 (1) Total expenses & net decreases Aucounts payable RETURNS AND NET INCREASES All productive livestock \$8244 \$5876 \$12205 Dairy and dual purpose cows 1163 1118 1115 Other dairy & dual purpose cattle 520 476 564 Beef breeding herd 559 1083 92 117 Feeder cattle 500 1655 2742 Hogs 3885 5002 228 Sheep - farm flock 199 135 Sheep - feeders 330 113 15 Turkeys 1357 305 Chickens 985 1003 1064 2550 Crops, seed and feed 508 Income from labor off the farm 137 146 138 333 Agricultural conservation payments 239 Miscellaneous 139 209 113 15443 (2) Total returns & net increases (1) Total expenses & net decreases 4687 (3) Oper. labor earnings (2) - (1) 1788 4580

evant operator's cash and crop share and dop share and S livertock share and S livertock share.

<sup>&</sup>quot;Cash receipts and expenses are adjusted for changes in inventory for each enterprise and for each item of expense in order to show total receipts and net increases, and total expenses and net decreases. The operator's labor earnings are the same as those in page 6.

Table 8. Net Worth Statement for Those Farmers Who Kept a Complete

January	1,	Your farm 1943	\$26281 1065 1909 1421 \$30676 \$7375 2660 321 2800 	owned farms***  253.7 176.5 77.2  \$26603 148 1249 2435 \$30435  \$7077 1797  3621 143  - 1052 165 295	254.5 254.5 \$12788 279 2481 1314 \$16862 \$2262 - - 357 96
January kted	1,		210.9 210.9 210.9 - \$26281 1065 1909 1421 \$30676 \$7375 2660 321 2800 - 38 286 458	253.7 176.5 77.2 \$26603 148 1249 2435 \$30435 \$7077 1797 - 3621 143 - 1052 165	254.5 254.5 \$12788 279 2481 1314 \$16862 \$2262 - - 357 - 96 100
ıted	1, \$ \$ \$	1943	\$26281 1065 1909 1421 \$30676 \$7375 2660 321 2800 	253\.7 176.5 77.2 \$26603 148 1249 2435 \$30435 \$7077 1797 3621 143 1052 165	254.5 254.5 \$12788 279 2481 1314 \$16862 \$2262 - - 357 - 96 100
ıted	\$\$ \$	1943	\$26281 1065 1909 1421 \$30676 \$7375 2660 321 2800 	253'.7 176.5 77.2 \$26603 148 1249 2435 \$30435 \$7077 1797 - 3621 143 - 1052 165	254.5 254.5 \$12788 279 2481 1314 \$16862 \$2262 - - 357 - 96 100
ıted	\$\$ \$\$	onnoux	\$26281 1065 1909 1421 \$30676 \$7375 2660 321 2800 	176.5 77.2 \$26603 148 1249 2435 \$30435 \$7077 1797 - 3621 143 - 1052 165	\$12788 279 2481 1314 \$16862 \$2262 - - 357 - 96 100
ıted	\$\$ \$\$	on none	\$26281 1065 1909 1421 \$30676 \$7375 2660 321 2800 	176.5 77.2 \$26603 148 1249 2435 \$30435 \$7077 1797 - 3621 143 - 1052 165	\$12788 279 2481 1314 \$16862 \$2262 - - 357 - 96 100
ıted	\$\$ \$\$	endodz - 2	\$26281 1065 1909 1421 \$30676 \$7375 2660 321 2800 - 38 286 458	\$26603 148 1249 2435 \$30435 \$7077 1797 - 3621 143 - 1052 165	\$12788 279 2481 1314 \$16862 \$2262 - - 357 - 96 100
ıted	\$ \$ \$	ondodx	1065 1909 1421 \$30676 \$7375 2660 321 2800 - 38 286 458	\$26603 148 1249 2435 \$30435 \$7077 1797 - 3621 143 - 1052 165	\$12788 279 2481 1314 \$16862 \$2262 - - 357 - 96 100
ıted	\$ \$ \$	onnoux	1065 1909 1421 \$30676 \$7375 2660 321 2800 - 38 286 458	148 1249 2435 \$30435 \$7077 1797 - 3621 143 - 1052 165	279 2481 <u>1314</u> \$16862 \$2262 - - - 357 - 96 100
ıted	\$	endodx	1909 1421 \$30676 \$7375 2660 321 2800 - 38 286 458	148 1249 2435 \$30435 \$7077 1797 - 3621 143 - 1052 165	2481 1314 \$16862 \$2262 - - 357 - 96 100
ıted	\$ \$ =	endedx	\$7375 2660 321 2800 - 38 286 458	2435 \$30435 \$7077 1797 - 3621 143 - 1052 165	1314 \$16862 \$2262 - - 357 - 96 100
ıted	\$	entodx	\$30676 \$7375 2660 321 2800 - 38 286 458	\$7077 1797 - 3621 143 - 1052 165	\$16862 \$2262 - - 357 - 96 100
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	\$	ennoux	2660 321 2800 - 38 286 458	1797 - 3621 143 - 1052 165	357 - 96 100
	\$	-002001	2660 321 2800 - 38 286 458	1797 - 3621 143 - 1052 165	357 - 96 100
		-002001	321 2800 - 38 286 458	3621 143 - 1052 165	357 96
		002001	2800 - 38 286 458	143 - 1052 165	96 100
		002001	38 286 458	143 - 1052 165	96 100
e¢		- <del>00300</del> 03	286 <b>4</b> 58	1052 165	96 100
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	_	00300	458	165	100
\$	_	009851		10 THE STATE OF STATE	
			665	295	1676
	_		147	KEDEL LEEK OD	33 A
	\$		\$23301	\$23358	\$14600
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December	31,	1943	aogung Lam		teefi -
			10/204	a Salassau .	1980
-	\$		\$26927	\$26983	\$13838
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	-				3605
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Parisiphings (F. Prose	\$		\$32503	\$32016	\$19161
			, ber	seed and fe	anord.
2	\$		\$5939	\$4712	\$910
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e 🛊	-		ATTOMICS IN THE SPECIAL VALUE	110.1 S. T. S. C. P. S. P. S.	tof (S)
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	_		71	74	186
commande mon	\$	and they are	\$26564	\$27304	\$18251
	ated se	sted se	\$\$ \$	2802 1750 \$ \$32503  \$ \$5939 1935 189 2580 26 46 21 75 413 609 71 \$ \$26564	2802 2160 1750 2830 \$ \$32503 \$32016  \$ \$5939 \$4712 1935 900 189 - 189 - 2580 2999 46 136 21 94 75 - 413 254 609 255 71 74  \$ \$26564 \$27304

<sup>\*</sup>Only the operator's share of the assets and liabilities are included.

\*\*7 relited for cash, 3 dash and crop share and 4 crop share.

<sup>\*\*\*2</sup> farms were rented for cash, 3 cash and drop share and 2 livestock share.

Table 9. Summary of Farm Earnings by Tenure, 1943 Your 14 partfarm owners renters laber earnings of those FARM EXPENSES Dairy and dual purpose cows bought \$13 \$54 Other dairy and dual purpose cattle bought 1.00 Beef cattle bought (including feeders) Hogs bought Sheep bought (including feeders) Poultry bought (including turkeys) Horses bought Misc. livestock expenses sarmings and thair rela Misc. crop expenses These factors vary Feed bought Custom work hired Mech. power mach. (farm share) (new) Mech. power mach. (farm share) (upkeep) Mech. power (farm share) (gas, oil, etc.) Crop and general mach. (new) Crop and general mach. (upkeep) Livestock equipment (new) To Loli Livestock equipment (upkeep) Buildings and fencing (new) Buildings and fencing (upkeep) Hired labor Taxes (real estate & pers. property) General farm and insurance Cash rent Interest paid (1) Total farm purchases estain himites \$5200 \$6997 \$7764 Any possible set (2) Decrease in farm capital (3) Board furnished hired labor (4) Interest on farm capital (5) Unpaid family labor (6) Total farm exp. (Sum of (1) to (5) \$6671 \$8370 \$8952 FARM RECEIPTS \$177 Dairy and dual purpose cows \$460 \$98 Dairy products Other dairy and dual purpose cattle Beef cattle (including feeders) Hogs 31.58 Sheep and wool (including feeders) Poultry (including turkeys) Eggs o is as (a), (b), (c), and (b), as al of Horses -one bus .aceto (E) al seros te Tiad-Corn drope are used in calculating per c Small grain Other crops Machinery & equipment sold Agricultural adjustment payments Income from work off the farm Misc. (7) Total farm sales \$13009 \$9651 \$12618 (8) Increase in farm capital (9) Family living from the farm (10) Total farm receipts (7) + (8) + (9) \$10982 \$14015 \$14454 (6) Total farm expenses (11) Operator's labor earnings (10) - (6) (12) Ret. cap. & family labor (4) + (5) + (11) 

### ANALYSIS OF THE REASONS FOR DIFFERENCES IN OPERATOR'S EARNINGS

The operator's labor earnings varied widely among the farmers included in this study. The average labor earnings of those farmers ranking in the upper 20 per cent in the range according to earnings was \$9,266 and of those in the lower 20 per cent was \$1,788. This is a range of \$7,478 between the average earnings of these two groups. Some of the causes for these differences in earnings may be beyond the control of the farmer. However, all of these farmers could make some changes in their farming operations which would increase earnings. A farmer can secure some ideas as to changes that could profitably be made on his farm by studying the facts about his business as presented in this report and comparing his accomplishments with other farmers following the same general type of farming. The more important management factors affecting earnings and their relationships with earnings are presented in the following tables. These factors vary from year to year in their relative influence on earnings. Because of the great importance of size of business in 1943 some of these factors do not show a significant relationship with earnings. ing (TIT) | 4 (6,000 25 (0

Ta	able 10.	Relation	of	Crop	Yields	to	Farm	Earnings
	t crop yi							· Late I mark to
were of	the aver	age						A CHARLEST MARKET
for all	80 farms			No.	of		Ave	erage operator's
Group	Aver	age		fa	rms		1000	Labor earnings
Below 90	)	74			25			\$2,739
90-113	1	.01		;	33			4,718
114 and	above 1	.28		i	22		The Control	6,465

High production per acre, up to certain limits, tends to lower the cost per bushel of grain or per ton of hay. Any possible method of management that will increase crop yields and therefore lower cost of production more than the extra expense incurred in securing the higher yields should be given consideration.

. Relation	of Choice of Crops	to Farm Earnings
lllable land crops*	No. of	Average operator's
Average	farms	labor earnings
31.2	18	\$3,659
41.0	45	4,533
54.0	17	5,680
	llable land crops* Average 31.2 41.0	Acrops*         No. of farms           Average         farms           31.2         18           41.0         45

<sup>\*</sup>Crops are marked on page 16 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 per cent of tillable land in high return crops.

Farmers' earnings are affected by the choice of crops as well as by the yield of crops. As a rule, on these farms, such crops as alfalfa, clover, canning crops, and the sering a higher net return per acre than other crops usually grown. Additions can be made to earnings by putting as high a percentage as possible of the tillable land into these higher return crops.

(e) 4 (a) 4 (f) odelse s stel facts (7)

(DL) angitumen wodon is retrieved (LL)

Index of gross ret	urns	s from Productive Livestoc Number of	Average
Group'	Average	farms	labor earnings
Below 89	in 78on awad gill	clearly a some one or some have large bull access usua lam a lile man belo according diventage available lebor.	601 - 50 \$3,601
artica varienced ve.	busi wrom walmen	ness mry be increased by r	timed many ent to octu an

<sup>\*</sup>Feed records were not kept on most of these farms. The index represents gross returns and is weighted by the number of animal units of each class of livestock.

The majority of these farms are livestock farms. High gross returns from livestock are accompanied by high farm income. A large proportion of the crops raised are fed on the farm and some additional feed is purchased. Feed is the major item of cost in livestock production and livestock constitute an important source of income on these farms. There are a number of reasons for differences among farms in livestock returns. High productivity per animal and economy in the use of feed and labor are important. Other factors of considerable importance are kind of feed used, quality of pastures, balance of ration, degree of sanitation, and kind of shelter and equipment.

Table 13. Productive live units per 100 a	estock and the second	ount of <u>Productive Livestock to I</u> Number Of	Farm Earnings Average operator's
Group	Average	farms	labor earnings
Below 15.0	reger planning to	gled wouthord nives total to e	\$3,454 na 111
15.0 - 27.9	21.7	39	4,439
28.0 and above	56 <b>∙</b> 6	A strengton avanthor and and a lo red 221	5,803

<sup>\*</sup>Acres in timber not pastured, roads, waste and farmstead were not included.

The information in Table 13 shows the relationship of amount of livestock maintained on these farms to operator's labor earnings. On some farms the returns from livestock are so low that they do not cover labor, feed and other costs. Such livestock is unprofitable, especially if there is more than enough to utilize what would otherwise be waste feed. If the livestock is yielding a net return, an increased amount of livestock adds to size of business and the opportunity to increase the farm earnings. Livestock produces manure and aids in keeping up the fertility of the land, and utilizes waste products on the farm. Livestock also helps to provide productive employment throughout the year. Any method that aids in utilizing the available resources to full and efficient capacity should add to the farm income.

\$44.73

BYTO B DIED CT

Number of work units	of Size of Business (Work Units) t	Average operator's
(roup Average	farms	labor earnings
	attendance and attendant and extra continuous as the and of secret to tedance and to	\$3,054
Janto Filto way heatman must	[HINE MAIN ON ENGINEER IN THE PROPERTY SHARE 24	TO Prefer to the section of the State of the
375 - 649 513	al sensors resolved to the and all all all all all all all all all al	4,415

Average farm earnings tend to increase with an increase in size of business. For farmers operating their farms at a loss, the larger the volume of business, the larger will be the loss, but a farmer who is making a profit could make a larger profit if he increased his size of business, providing that in so doing he does not lower materially the efficiency in some one or more important branches of his business. Those farmers who have large businesses usually have more flexibility of their organization than does the man with a small business, and can utilize more efficiently and to better advantage available labor, power, machinery and buildings. The size of the farm business may be increased by farming more land, by keeping more livestock, or by keeping livestock or growing crops of a more intensive type.

	e Relation of A per worker Average	Amount of Work Accomplished per Number of farms	Worker to Farm Earnings Average operator's labor earnings
Below 220	190	the strain deducted of all the	
220 - 319	270	en estatuturos 142 (bevil ton est	4,556
320 and abo	TANK WITH HISTORY OF	the the nuceral to applying the major of the major of the later of the	5,809

More units of work accomplished per worker reduces the labor charge per unit of business. Higher labor accomplishment can be secured in several ways. In the first place, the business must be large enough so that there will be at least sufficient work available for the family labor. The farm should be so organized that the labor requirements are well distributed throughout the year. Handling pastures in such a way that as large a proportion as possible of the year's feed for livestock may be obtained from them helps to reduce labor requirements. Proper planning of the farm work and economical use of labor-saving machinery help to increase the work accomplished per worker.

Table 16. Relation of Power,  Expense per work unit		Number of	Average operator's
Group	Average	farms	labor earnings
\$3.75 and abo	ve \$4.73	ed his same been added	\$2,952
\$2.50 - \$3.74	3.06	39 ,00	5,094
Below \$2.50	2.12	21 22 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	5,176

<sup>\*</sup>Includes building, fencing, all crop machinery and livestock equipment, horse feed, and miscellaneous horse expense.

The expense factor does not show as high relationship with earnings when prices are high as when they are low. Some farms are under-equipped. On a few farms, excessive expenses constitute the main factor causing earnings to be very low.

Some of the cash expenses can be kept down by careful management. Oftentimes necessary repairs and improvements can be made by using the available farm labor rather than by hiring extra help. Repairs and overhauling should be done before spring work begins insofar as possible; or on rainy days or in other spare time during the summer. Reducing the number of horses to the minimum required for efficient operation of the farm helps reduce the power expense. In some cases, farmers can offset some or all of the power and machinery expense by using their equipment for outside work.

Taket . T

## EFFECT OF WELL-BALANCED EFFICIENCY ON FARM PROFITS

It is quite evident from this report that few farmers have a monopoly on efficiency. Quite often farm operators show efficient management in one part of the farm business, which is offset by poor results in other phases. These farmers get medium returns while those who fall down all along the line get the lowest returns, and on the other hand those few who can manage to attain high efficiency in all parts of their organization receive returns well above the average. This is well illustrated in Table 17.

Table 17. Relation of Operator's Labor Earnings to the Number of Factors in which the Farmer is Above Average

Chr. Vi. C. C.

Mak.

774

100

70	T 20 100	The second of		The figure and the second seco	and the second s
No. of factors in which farm excels	No. of farms	276 : 80 : <b>2</b> 1	Your farm	The length of the shaded lines are in proportion to the average operator's labor earnings	Average operator's labor earnings
None or or	ne 10			XXXXXXXXX	\$2,361
Two	15		- 1	XXXXXXXXXX	3,018
Three	16	COL	•	xxxxxxxxxxxxxx	4,388
Four	19	001		XXXXXXXXXXXXXXXX	4,763
Five	14			xxxxxxxxxxxxxxxxxxxxxx	5,774
Six or		GOU.		* :	The test constitution
seven	6	No.		XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	xxxxxxx 9,328
1		301 :		in the second	Marine da la Pari

The array in Table 17 indicates that it will be worth-while for each cooperator to study carefully his ranking on pages 14 and 15, and learn his standing in respect to each of the above factors and the elements of strength and weakness in his farm business.

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Measures used in chart on page 15 far		16 most profit- able farms	16 least profit- able farms
Operator's labor earnings \$	\$4,582	\$9,266	<b>\$1,78</b> 8
(1) Crop yields*	100	123	80
(2) % of tillable land in high return crops**	41.6	45.1	4113
(3) Gross returns from prod. livestock***	100	.102	96
(4) Prod. livestock units per 100 acres****		25.3	18.8
(5) Size of business - work units	545	710	466
(6) Work units per worker	273	309	245
	\$3.23	\$2.78	\$3.67
Measures and items related to some of the above measures:		0.5	out
(3) Index of gross returns from -		84	93
Dairy cattle	100	99	
Dual purpose cattle  Beef cattle - breeding herd	100	en 107 101	101 73
Beef cattle - feeders	100	<b>₽</b> . 98	97
Hogs	100	94	105
	100	104	88
Sheep - farm flock			
Sheep - farm flock Sheep - feeders	100	113	-1
Sheep - feeders Turkeys		103	- -
Sheep - feeders Turkeys Chickens	100	103 105	78
Sheep - feeders Turkeys Chickens	100	103 105	154
Sheep - feeders Turkeys Chickens	100 100 179	103 105 258 423	154 285
Sheep - feeders Turkeys Chickens  (5) Work units on crops Work units on productive livestock Other work units	100 100 179	103 105 258 423 29	154 285
Sheep - feeders Turkeys Chickens  (5) Work units on crops Work units on productive livestock Other work units  (6) Total number of workers	100 100 179 338 27	103 105 258 423 29	154 285 28
Sheep - feeders Turkeys Chickens  (5) Work units on crops Work units on productive livestock Other work units	100 100 179 338 27	103 105 258 423 29 2•3	154 285 28 1•9
Sheep - feeders Turkeys Chickens  (5) Work units on crops Work units on productive livestock Other work units  (6) Total number of workers Number of family workers Number of hired workers	100 100 179 338 27 20 1.5	103 105 258 423 29 2.3 1.7	154 285 28 1.9 1.3
Sheep - feeders Turkeys Chickens  (5) Work units on crops Work units on productive livestock Other work units  (6) Total number of workers Number of family workers Number of hired workers  (7) Power expense per work unit  \$	100 100 179 338 27 2.0 1.5 .5	103 105 258 423 29 2.3 1.7 .6	154 285 28 1.9 1.3 .6
Sheep - feeders Turkeys Chickens  (5) Work units on crops Work units on productive livestock Other work units  (6) Total number of workers Number of family workers Number of hired workers	100 100 179 338 27 20 1.5	103 105 258 423 29 2.3 1.7	154 285 28 1.9 1.3

<sup>\*</sup>Given as a percentage of the average.

<sup>\*\*</sup>Crops are marked on page 16 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 per cent of tillable land in high return crops.

<sup>\*\*\*</sup>An index weighted by the animal units of livestock.

<sup>\*\*\*\*</sup>Acres in timber not pastured, roads, waste and farmstead were not included.

### Thermometer Chart

Using your figures from page 14, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the 80 farms included in this summary are located between the dotted lines across the center of this page.

Oper.	A, 24	High	Return from pr		1.s.	Work	Pow., mach
earn-	Crop	return				units k per	eq., & bld exp. per
ings	yield		livesto	1		4	
-		1	<b>*</b>	= 1	-	-	l- 1
\$10175	148	57.5	140	39.0	865	395	\$1.25
· E	, =	- F		0.55	=	=	200 - Vin 200 - 1
9475	142	55.5	135	37.0	825	380	1.50
		= =	=		=	_	
8775	136	53.5	130	35.0	785	365	1.75
8075	130	51.5	125	33.0	745	350	2.00
4 4 4	• =	4.7	=======================================	=	-	21	
7375	124	49,5	120	31.0	705	335	2.25
6675	118	47'. 5	115	29.0	665	320	2.50
5975	112	45.5	110	27.0	625	305	2.75
** 🗔	-	- [-]			E		= 1 = 1
5275	106*	43.5	105	25.0	585	290	3.00
4575	100	41.5	100	23.0	545	275	3.25
· · · · · · · · · · · · · · · · · · ·			· · · · · · · · · · · · · · · · · · ·				
3875	94.	39.5	95	21.0	505	260	3.50
3175	88	37.5	90 =	19.0	465	245	3.75
0405	001=		= =	Ξ	_		
2475	82. =	35.5	85	17.0	425	230	4.00
1775 =	76	33,5	80 =	15.0	385	21.5	4.25
1075	70 .	31.5	75	13.0	345	200 =	4.50
375	64	29,5	70	11.0	305	185	4.75
-325	58 -	27.5	65	9.0	265	170	5.00

Table 19. Distribution of Acres in Farm, 1943 Crop: (A), (B), (C), and (D), refer No. Average 16 most to ranking used in calculating % of growing of profit- profittillable land in High Return Crops this Your 80 able abla (see page 14) crop farm farms farms farms 5 66 Canning peas the 600 odd .9 (B) 44.6 25.4 Flax 27.6 (C) Barley 20 6.5 8.4 2.8 (c) 6 8.4 Barley and oats 2.8 #TOUS (C) 4.2 24 3.7 1.9 nd Last Oats (including oats & wheat) (D) 77 ovitoui 32.6 35.7 27.7 Soybeans for grain (D) 23 4.8 1.9 8.9 1.6 1.2 3.0 Hemp 8 (D) Misc. 4 .8 .5 SLOTAR 65.6 Total Small Grain, Peas & Hemp 80 81.3 109.6 Sugar beets, hybrid seed corn, 1.6 (A) 21 7.7 2.8 potatoes and truck crops Sweet com (B) 1.1 5 •3 786 78 (B) 50.8 Corn, grain 93.7 61.3 (C) Corn silage 45 7.2 7.1 7.3 (D) Corn fodder 5 .6 1.0 .5 80 61.6 72.1 109.3 Total cultivated crops 74 15.9 Alfalfa hay 19.0 23.8 (A) (B) Sweet clover hay 5 .5 1.1 1.3 .2 (C) 2 Soybean hay .1 6.6 Mixed legumes & non-legumes (C) 16 4:1 1.0 (C) Legumes for seed 2 .1 Timothy and/or brome hay & seed (D) . . 7 .1 9 1.9... Other annual hay (D) .1 -Total tillable land in hay 78 24.5 32.7 18.3. 27 2.6 Alfalfa pasture (A) 3.1 1.9 2.7 (B) 23 26 5.6 Sweet clover pasture 14.4 Mix. inc. alf., sw.clo., brome (B) 7.5 13.8 .2 (C) 2.1 Other legumes and mixtures 3.1 4 Sudan grass or rape pasture, (C) .8 11.63 .3 1.10 Other tillable pasture (D) 25 1.3 5.7 3.5 Total tillable land in pasture - 75 25.0 36.8 15.1 Tillable land not cropped 18 3.4 7.3 .2 Total tillable land 206:3 238.6 167.9 2.8 Phalaris & wild hay (non-tillable) 28 4.3 9.7 Non-tillable pasture . 41 12:3 11.4 14.1 Timber (not pastured) 2.4 .7 10 1.1 Roads and wasto 8.2 9,0 12.0 1240 6.8 Farmstead 7.8 8.3 207.4 Total acres in farm 240:8 325.5 % land tillable 81.0 85.7 55.7 41.3 % tillable land in high return crops 45.1 41.6 0.0

Table 20. Crop Yields per Acre, 1943

Orop	far fired	Engl.	Your farm	Average of 80 farms	16 most profitable farms	l6 least profitable farms
4.	Value .	+ 0	L. 6			ering to Etc.
Canning peas,	vaiue above	seed co	St o	\$27.08	is the graph of	YEAR TO AT
Flax, bu.	100	7.01		9.0	11.2	185-66 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
Barley, bu.	2 425	1.15		16.4	22.0	15.7
Barley and oat	s, bu.	1000		39.6	38.2	in the same
Wheat, bu.	Esel	7.3		12.3	14.5	9•7
Dats, bu.	r = 20		* * *	38.1	45.9	24.8
Dats and wheat	, bu.	5.00		39.0	Language State	
Soybeans for g		7720-	-1	13.6	21.4	6.1
Hemp, tons	72	No.		1.8		•5
Sweet corn, to	ns			1.8	1 ha - 1 m = 1	1.4
Corn, grain, b	u•	* "	-	43.4	50.2	37.0
orn silage, t	ons			9.1	1,1.9	7.7
orn fodder, t	ons			1.7	2.3	1.0
lfálfa hay, t	ons	0.0	Name of the last	2.7	3.0	2.7
weet clover h		E=0	**.1	2.1	<b>–</b>	2.9
oybean hay, t			ale and the spine	•8	-	
ixed legume &		hav. to	n s	2.0		
egumes for se			in a second	60.0	_	
7.11	3.4		***	00.0	_	- 4
imothy and/or	brome hav.	tons	Name and America	1.4	i v d	
halaris hay o			. Annalysis de	201	=, ,:	
11.66	0.5	tons		•6		*
ild hay, tons		77		.6		
				•0		• 5

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Table 21. Summary of Amount of Livestock, 1943

le most le legat	onere va	Your	Average of 80	16 most	16 least profitable
Items llorg aldatitorg	08 30	farm	farms	profitable farms	farms
No. of horses	SELECTED IN	20 430 0	3.4	4.1	2.9
No. of colts			•4	•7	• 4
No. of dairy & dual purpose	cows	Samuel W.O.	9.8	8.8	10.0
Head of other dairy & dual		θ	10.7	9.1	11.0
Head of cattle in beef bree			10.8	20.6	. 2.8
Pounds of feeder cattle pro-	duced		3209	10943	501
Pounds of feeder sheep prod	uced		697	1921	*110 *200
Litters of pigs	1:86 _		19.9	23.1	16.8
Pounds of hogs produced	3940		30277	38426.	20540
Head of sheep (2 lambs = 1	head)		18.3	26.9	33.1
No. of hens	de i		198	174	218
Total no.of prod.lvstk.anim	al units	with the same	50.5	82.1	35.9
% of total that are:	PACE.			100	STATES AND
Dairy cows	Tet:	7 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	14.5	7.0	16.3
Other dairy cattle	147	F-17	7.1	3.5	8.2
Dual purpose cows	W-15		8.0	14.6	11.3
Other dual purpose cattle	140 =	11.5	5.9	2.9	9.1
Beef breeding hord	- P	Transfer of the second	13.6	21:2	5.4
Feeder cattle	2	75 (17 79	7.3	18.4	1.9
Hogs	0.03		30.8	27.0	29.9
Sheep - farm flock	9.04		5.4	5.6	11.5
- feeders	F.L		1.8	3.2	Don wist
Turkeys	195		han I had	4.0	and alage5
Hens	3.		4.5	2.6	5.9
	de .	(a) the distriction of the	111-4		and most bill

Table 22. Feed Costs for Horses and	Misc. Pow			
Items	Your farm	Average of 77 farms*	-15 most profitable farms*	16 least profitable farms
Feed per horse,** lbs.: Grain Hay		1208 3332	1274 2954	1135 3408
Feed costs per horse: Grain Roughage Pasture TOTAL FEED COSTS	\$  \$	\$20.13 16.41 4.53 \$41.07	\$22.68 15.60 4.50 \$42.78	\$17.28 14.74 4.48 \$36.50
Number of work horses Number of colts		3•5 •5	4.3	2.9
Crop acres per farm Tractor and horse exp. per crop acre Crop & gen.mach.exp.per crop acres	\$ \$	182.2 \$2.94 \$1.73	254.4 \$2.43 \$1.45	155.2 \$3.31 \$1.73

<sup>\*</sup> Three farmers did not have horses. The crop acres and expenses per crop acre are averages of 80 farms.

<sup>\*\*</sup>Two colts equal one horse.

Table 23. Returns from Productive Livestock. 1943

Andreso is nighted in longit		Average	16 highest	16 lowest
of 30 in livestock in livertock	Your	of 80		in livestoc
tems distribute assets and a	farm	farms	returns	returns
AIRY CATTLE-36 farms	10111	TCPTIHO	Tename	reduins
Gross returns per dairy cow	\$	\$1 26 67	\$146.02	\$98.41
Pounds of butterfat per cow	Ψ	220	227	
				176
No. of head of cows,	φ		12.0	12.4
Gross ret. per head oth.dairy cattl	еֆ	\$ 42.28	\$ 37.89	\$42.54
No. head of other dairy cattle *		14.9	13.2	11.8
Gross ret.per an.unit all da.cattle	\$	\$107.86	\$123.74	\$92.21
No. of an. units all dairy cattle UAL PURPOSE CATTLE-25 farms		20.6	17.2	17.7
Gross ret. per dual purpose cow	\$	\$103.76	\$136.40	\$68.30
Pounds of butterfat per cow	·	168	217	122
No. of head of cows	A PARK TO	11.3	11.8	14.0
Gross ret.per head oth.du.pur.cattl	-6-	\$ 52.49	\$ 86.97	\$22.11
	θΨ <u></u>			
No.head oth.du.pur. cattle**		16.8	18.9	18.1
Gross ret.per an.unit all du.pur.ca		\$101.19	\$147.56	\$59.75
No. of anounits all dual purocattle RICE REC'D PER LB. BUTTERFAT SOLD	TOTELD )	16.9	19.9	20.8
All butterfat (cents)		53.9	54.9	53.0
Manufacturing cream (cents)	4	53 • 7	5 <sup>1</sup> +•5	53.0
Retail milk or cream (cents)	7 - TO - 1000	70.0	_	•
EEF_BREEDING HERD-24 farms				
Gross returns per animal unit	\$	\$ 72.38	\$110.11	\$32.98
No. animal units	Darto tab	24.2	30.8	15.4
No. beef cows and bulls	1100	12.7	1.7.1	5.5
EEDER CATTLE-19 farms	I seems to	med and A	omintilla ma	TORN TO THE
Gross ret. per cwt. produced	\$	\$ 17.14	\$ 21.03	\$16.16
Lbs. of cattle produced	-	13495	10987	25424
Price rec'd. per cwt. sold	\$	\$ 13.49	\$ 14.43	\$12.53
Price paid per cwt. bought in 1943	\$	\$ 12.53	autitur and of	\$13.13
OGS79 farms	· · · · · · · · · · · · · · · · · · ·	11.00		¥±J•±J
Gross ret. per cwt. produced	8	\$ 12.99	\$ 13.48	\$12.20
Lbs. hogs produced	T-restrict	30661	26810	32540
No. spring litters	-	16.7	14.2	19.2
No. fall litters	L'	3.4	3.3	1.4
Total no. litters raised.	III -	. 20.1	17.5	20.6
Pigs born per litter "	<u> </u>	7.6	8.0	7.1
Pigs weared per litter	res	6.0	6.2	5.6
Price rec'd. per cwt. sold HEEP-FARM FLOCK23 farms	\$	\$ 13.69	\$ 13.78	\$13.59
Gross ret. per head ***	\$ 01 100	\$ . 7.19	\$ 8.08	\$ 6.82
No. head of sheep	T FONT AD	63.2	65.0	50.2
No. ewes kept for lambing	U LOG 40	42.7	45.0	43.2
% lamb crop ****	OFF DATE OF THE	82	87	59
% death loss ****	CARRY AP	8.2	5•7	8.5
Lbs. wool per sheep sheared	-	8.4	g.4	
	\- ( \frac{1}{2} \text{2} \text{2} \frac{1}{2} \text{2} \frac{1}{2} \text{2} \frac{1}{2} \text{2} \frac{1}{2} \text{2} \text{2} \frac{1}{2} \text{2} \frac{1}{2} \text{2} \text{2} \frac{1}{2} \text{2} \tex		and the second s	9.0
Price rec'd. per 1b. wool sold (cts Price rec'd. per cwt. lambs sold	\$	42.1° \$ 12.71	41.g \$ 12.44	42.2 \$13.86
HEUP-FREDERS3 farms	with the same of the	Course for		
Gross ret. per cwt. produced	\$	\$ 15.92		-
Lbs. produced		61.93		
	4			
Price rec'd. per cwt. sold	\$	\$ 14.98	-	
Price recid. per cwt. sold Price paid per cwt. bought in 1943	\$	\$ 14.98 \$ 14.37		_

Table 23. Returns from Productive Livestock, 1943 (Cont.)

Items		Your	Average of 80	16 highest in livestock	
	TALET SI	farm	farms	returns	returns
TURKEYS5 far					
	er cwt. produced	\$	\$26.94	La transport	State of the state of
Lbs. produce	d.		17613		C.C. T. Store
Price rec'd.	per 1b. sold (ct	s)	30.1	-	-
CHICKENS-72 fa	rms		100 1000		of the stands
Gross ret. p		\$	\$ 5.61	\$5.93	\$14.61
No. hens	A. Verse	P	220	172	267
Eggs per hen			144	147	130
	per doz.eggs sol		141	7.41	100.
TITCE Lec. (1.		u.	711 ~	75.4	. 77), 7
	(cts.).	•	34.8	35.1	34.1

\*Four farmers having both a dairy herd and a beef herd used a beef bull and included all the young stock in the beef herd.

\*\*Three farmers having both a dual purpose herd and a beef herd used a beef bull and included all the young stock in the beef herd.

\*\*\*Two lambs under 6 mos. of age are considered as one head.

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

# EXPLANATION OF "WORK 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 livestock 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 24.

Table 24. Number of Work Units for Each Class of Livestock

		and E	ach Acre of Cr	go	F 24 (F 40 2		1 11
		No. o	f				of -
Itom '		work	units	Itom .	AND WARRY	wo'rl	c units
			No. 2 a 2 a 2 a		10/2011	7.5	1 5 6
Dairy and dual p	ur. cows	13.5	per cow	Small	grain	. 7	per acr
Other dairy & du	.pur.cattle	4.0	per an. unit*	Sugar	beets	3.0	per acr
Beef breeding he	rd	4.0	per an. unit*	Sweet	corn	2.3	per acr
Feeder cattle	•	•35	per 100 lbs.	Corn,	husked	1.1	per acr
Sheep - farm flo	ck	1.6	per an. unit*		hogged	6	per acr
Sheep - feeders	·	• 11	per 100 lbs.	Corn,	shredded	: 2.1	per acr
Hogs		. 25	per 100 lbs.	Corn	silage	1.7	per acr
Turkeys		• 7	per 100 lbs.	Com	fodder	9	per acr
Hens		26.0	per 100 hens	Alfal	fa hay	1.0	per acr
Canning peas	· ·	2.0	per acre	Soybe	an hay	1.4	per'acr
Soybeans for gra	in.		per acre		hay crops	.6	per acr
100						196	

<sup>\*</sup> Animal unit represents one cow, one bull, one feeder steer or heifer, two head of other cattle, seven head of sheep, fourteen lambs, five hogs, ten pigs, 100 hens or 1400 pounds of turkeys produced.

The state of the s

Mar Oller a de la company de l				943 Nobles		
Tanky Packy Walt	motern &		Kandiyohi Stevens			Yellow
	rown &	T1		M - and d	&	
	atonwan	Jackson	& Swift	Martin		Medicine
	3,036	\$ 5,513	\$ 3,551	\$ 5,249		\$ 4,953
Farm capbeginning of yr.	27,881	35,774	20,385	37.558	34,492	22,818
MEAS. OF FARM ORG. & MGT. EF			(amedean)	unt (incl.	ADD TO	32,
Crop yields - % of av.	94	112	82	107	105	
% high ret. crops	42.6	43.3	35.2	42.6		
Index ret. from lvstk.	73.97	103		100	98	
A.U. per 100 A.	24.7	24.9	14.0	25.2	31.9	
Work units	J+85	588	537	565	656	41:
Work units per worker	236	296	285	293	312	228
Exp. per work unit	3.47	\$ 3.31	\$ 3.03	\$ 3.50	\$ 2.83	\$ 3.35
DIST. OF ACRES IN FARM	212	-	(marshau)	Concella ma	el) dor.	
Small grain	56.8	82.4	115.8	73.9	80.5	
Cult. crops	60.5	80.3	62.5	86.8	83.7	43.4
Tillable hay	18.6	17.5	26.5	20.8	37.5	1.00
Tillable pasture	22.3	27.3	27.3	22.7	30.1	
Tillable land not cropped	3.8	•3	8.5	. 4	2.6	
Total tillable land	162.0	207.8	240.6	204.6		
Total land in farm	204.4	234.7	287.6	225.3	The STATE OF THE S	and the second s
% land tillable	79.6	86.5		90.9	89.8	the second control of
CROP YIELDS PER ACRE	150.0	00.7	97.1	50.5	09.0	I horizo.
Flax, bu.	7.5	11.2	6.7	0.7	10.2	10
	32.8	41.1		9.7		
Oats, bu.	14.7		29.5	37.7	45.0	
Soybeans for grain, bu.		20.2	3.4	15.8	13.9	
Corn grain, bu.	43.3	146.7	34.9	49.1	43.2	N 10 15 15 15 15 15 15 15 15 15 15 15 15 15
Corn silage, tons	9.7	7.5	6.3	Igeo llel	10.5	
Alfalfa, tons	2.9	3.1.	2.4	2.3	2.5	3.0
AMOUNT OF LIVESTOCK	25.07	(2)	of (I) lo	rest) _erre	mak da	JOT (2)
no. dairy & du.pur.cows	10.4	8.6	12.6	11.6	7.8	
No. oth.dairy & du.pur.cat		8.1	15.2	11.0	- 10.5	10.
Ed. in beef-breeding herd	7.2	16.8	2.5	9.2	15.8	10.8
Dbs.feeder cattle produced	752	2529	,1139	1951	10833	320
Litters pigs raised	22.2	22.9	11.9	25.4	22.0	19.
Lbs. hogs produced	27083	38766	18182	39553	38416	
Hd. sheep in farm flock	30.1	11.5	16.0	11.0	20.6	
No. hens	192	1.99	205	171	252	
Tot.no. livestock units	43.9	50.6	36.2	52.9	77.4	
% of total that are		J0•0	J0 • L	76.7	11.5	, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Dairy cattle	29.5	30.1	31.0	16.3	6.3	21.
Dual purpose cattle	9.6	JU	24.0		14.4	
		<b>~</b>		17.2		
Beef-breeding cattle	8.6	17.8	5.4	biog 10.6	18.7	13.0
Feeder cattle	3.6	10.7	2.7	5.2	16.6	
Sheep-farm flock	10.1	3.3	4.8	2.4	4.8	
Sheep-feeders	1.8	2.5	•	2.5	3.6	
Hogs	31.9	31.4	25.9	41.9	27.4	30.8
Turkeys	- 3	-	•5	•5	4.2	
Chickens	4.6	4.2	5.7	7 1	4.0	4.

The chestal ataker and differ in that the unpaid faulty labor rate was say per Figures to 1940, 850 to 1941, 860 to 1942, and 875 to 1943; and the beard for bired labor was calculated at 518 per month in 1940, 620 to 1941, 685 to 1942

condition expenses

and 1943.

Or or lobor earnings (10) = (6)

8,354 5,115

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	y of Farm	Earnings			
Items		1.940	1941,	1942	1943
No. of faims FARM EXPENSES	don'tel	99	- 96	95 ·	80
Horses hought	1,10,0 8	\$ 26	\$ 24	\$ 32	\$ 14
Daily and dual-pur. cattle bought	35,774	64	127	74 .	86
Basi cattle bought (incl. feeders)		258	295	934	339
Hoge hought	9.51	78	146	254	213
Sheep bought (including feeders)	CaFel	106	135	489	340
Poultry bought (including turkeys)	3,03	70 67	83	122	148
Mise, livestock expense	F vals	58	85	109	155
Miscellaneous crop expense	387	219	216	317	407
Faud bought	368	497	741	1,401	1,750
Pover mach. (farm share) (new)	18.47	304	397	278	181
Power mach. (farm share) (upkeep)		318	396	474	518
Custom work hired	0.475	124	103	172	210
.Orcp and general mach. (new)		266	298	326	165
Crop and general mach. (upkeep)	1-1-	50	60	102	127
Livestock equipment (new)	* m. / S	50	86	98	101
Livestock equipment (upkeep)		13	1.8	146	52
Buildings and fencing (new)	318 71	297	376	311	299
Buildings and fencing (upkeep)		130	10/1	135	189
Hired labor	0.00	251	290	348	423
Taxes	9	. 228	230	258	260
General farm and insurance	1-a J.	. 42	<b>6</b> 7t	76	79
(1) Total farm purchases	100	\$3,446	\$4,274	\$6,356	\$6,056
(2) Decrease in farm capital	100		aDO good	TRID TOT SE	15:30 A:00
(3) Board furnished hired labor	12.	112	115	129	107
(4) Interest on farm capital		1,231	1,304	1,488	1,495
(5) Unpaid family labor	A Je	246	296	381	463
(6) Total farm exp. (Sum of (1) to	(5)	\$5,035	\$5,989	\$8,354	\$8,121
FARM RECEIPTS		11.00	Fire and the second	Section 2 miles	tea Living
Horses		\$ 37	\$ 37	\$ 31	\$ 28
Dairy and dual-purpose cattle		280	.383	534	646
Dairy products		673	798	859	1,014
Beef cattle (including feeders)		5148	835	2,260	1,290
Hogs	70.01	1,075	1,859	3,410	4,048
Sheep and wool (including feeders) Poultry (including turkeys)	21.10	2014	268	537	511
Eggs	7.15	273	361	594	563
Corn		188	317	532	772
Small grain	-1	302 637	337	550 828	626 964
Other crops		154	767	294	440
Machinery and equip. sold	SAFE	176	180 211	165	105
Incore from labor off the farm	5-01	115	124	131	137
Agricultural Adjustment payments	8.8	419	412	443	239
Miscellaneous	- 1 T	252	128	167	150
(7) Fotal farm sales	11.12	\$5,333	\$7,017	\$11,335	\$11,533
(8) Increase in farm capital	200	1,235	1,772	1,559	497
(9) Family living from farm	Sal	455	482	575	671
(10) Total farm rec. (7) + (8) + (9)		\$7,023	\$9,271	\$13,469	\$12,701
(6) Total farm expenses		5,035	5,989	8,354	8,121
(11) Oper. labor earnings (10) - (6)	)	1,988	3,282	5,115	4,580
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<sup>\*</sup> The financial statements differ in that the unpaid family labor rate was \$45 per month in 1940, \$50 in 1941, \$60 in 1942, and \$75 in 1943; and the board for hired labor was calculated at \$18 per month in 1940, \$20 in 1941, \$25 in 1942 and 1943.

Table 27. Summary of Miscellaneous Items by Years 1942 1943 1940 1941 Itoms Total farm capital (beginning of year) \$24,008 \$25,191 \$29,756 \$29,652 MEAS. OF FARM ORG. AND MANAGEMENT EFFICIENCY % tillable land in high return crops 34:9 39.8 41.6 37.6 19:6 21.2 23.3 Animal units prod. livestock per 100 A. 21.8 490 541 545 503 Work units 253 256 270 273 Work units per worker Expenses per work unit \$1.99 \$2.16 \$2.70 \$3.23 246 ACRES PER FARM 225 228 241 174 182 171 Crop acres per farm 187 CROP YIELDS PER ACRE Flax, bu. 13.6 11.5 9.0 11.0 28.1 41.9 16.4 Barley, bu. 29.9 Wheat, bu. 26.0 19.2 11.9 12.3 Oats, bus 49.7 59.5 28.1 38.1 49.5 Corn, grain, bu. 55.3 56.6 43.4 Corn silage, tons 8.9 9.7 10.0 9.1 Corn fodder, tons 4.0 3.0 3.3 1.7 Alfalfa hay, tons 1.9 2.5 5.8 2.7 GROSS RETURNS PER: Dairy cow \$80.75 \$95.59 \$111.79 \$126.67 Dual-purpose cow 80.27 60.20 95:97 103176 Animal unit in beef-breeding herd 57171 59:53 72.29 72.38 100 pounds feeder cattle produced 10:02 12.41 16.83 17.14 Head of sheep in farm flock 6:30 8.67 10.22 7.19 100 pounds feeder sheep produced 10:65 15.47 24.70 15.92 100 pounds hogs produced 10.66 5185 14:37 12.99 Hen 2.32 2196 4.22 5.61 100 pounds turkeys produced 17.50 26.94 12.55 25.84 PRICE RECEIVED PER: Lb. butterfat sold to creameries \$ .31 \$ .54 \$ .37 \$ .43 100 lbs. beef cattle sold 7.98 9.57 11.73 13.49 100 lbs. feeder sheep sold 9.15 10.41 12.97 14.98 100 lbs. hogs sold 5.36 9.06 13.10 13.69 Lb. wool sold .40 .42 •30 .38 Doz. eggs sold .15 .22 .28 .35 Lb. turkeys sold .15 .20 .30 •30 MISC. LIVESTOCK INFORMATION No. of work horses 3.8 3.6 3.4 3.7 No. of colts •9 •9 • 7 .4 No. of dairy or dual-purpose cows 10.4 10.1 9.8 9.8 Head of other dairy and dual-purpose cattle 10.3 11.6 10.6 10.7 Head of cattle in beef-breeding herd 9.9 8.7 8.4 10.8 Pounds feeder cattle produced 1,112 2,670 3,209 5,059 Litters of pigs 1.3.0 16.0 15.5 19.9 Pounds of hogs produced 20,544 22,568 26,774 30,277 Head of sheep 21.1 20.8 17.6 13.3 No. of hens 130 152 188 198 Founds of butterfat per dairy cow 5/16 235 225 220 Founds of butterfat per dual-purpose cow 188 199 156 168 No. of pigs weaned per litter 6.5 6.4 6.0 % lamb crop 103 102 102 82 Eggs per hen 126 120 131 144