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

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

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

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

The following tabulation shows by countles the number of cooperators who com-

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3.2 21 Sobles Brown 11 6 Jacicson Stevens Page 10 Sultib 2. Kandiyold Introduction. . . . . . . . . . . . . 1 . 4 Family Living from the Farm . . . . . . . . . . . . 5 5 Summary of Farm Earnings (Cash Statement) . . . . . . 6 Summary of Farm Earnings (Enterprise Statement) . . . . . . . 7 Analysis of the Reasons for Differences in Operator's Earnings 10 Effect of Well-Balanced Efficiency on Operator's Earnings . . 13 Measures of Farm Organization and Management Efficiency . . . 14 Amount of Livestock . . . . . . . . . . . 18 Miscellaneous Information Averaged by Counties. . . . . . . . 21 rai wod seteriarili il tedi al gruticulture al betweetaterates how threat records may be used as a basis for making an analysis of a farm business and for incroving the management of a farm.

#### INTRODUCTION

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 miscellaneous 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.

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is tillable and vell draight.

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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 '	•	11	Nobles 12	
ñ9		Jackson '		11	Stevens 5	
1-a-21		Kandiyohi	·	4	Swift 7	
	•	Martin	1.1	14	Watonwah 7 . moltomborial	
	8	Murray .		3	Yellow Medicine 8 at the realized	
		$(a_1,a_2,a_3,a_4,a_4,a_4,a_4,a_4,a_4,a_4,a_4,a_4,a_4$		e sale x	Fadily Living from the Same	
÷	10	8 8 8 8 8 8	2	8 8.8 8	Household and 28 rednel Expender.	
		* * * * *		* * * (3	Summary of Farm Baraingo (Cash Statement	

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.

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.

bas A.V.T and to be brown at machinel and bas A.V.T and to be brown at adding of -foreit months has instant TOPOGRAPHY, SOILS AND WEATHER astronomic forutioning and - field to make and bas instanting to inlog and meaning to be the tail compared to be

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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 haying 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 amount of soybeans and hemp.

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. Other dairy & dual pur. cattle

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355	Та	ble 1. M	onthly a	nd Annual	Precipita	ation	Beef cattle (incl		
14204	Worth	ington	er Fai:	rmont	W1	llmar	Morris		
337	Precip-	Depar-	Precip-	Depar-	Precip-	Depar-	Precip-	Depar-	
195	itation	ture from	itation	ture from	itation	ture from	itation	ture from	
372	085	normal		normal		normal		normal	
2321	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			-0.29	0.83	-0.09	1.42	+0.74	
larch 00	1.30			+0.04	1.73	+0.48	2.04	+1.08	
April	0.57	-1.51		-1.20	0.54		0.76	-1.19	
lay staa	4.29	+0.35		+0.18	4.48	+1.47	4.04	+0.83	
June AABB	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		+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	
lovember	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	Т	-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	+6.56	
1941 Total	28.22	+1.09	32.92	+3.93	28.91	the second se		+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		-7.07	18.99	-5.85	21.70	-2.24	
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Annual Prec.	27.13	01	28.99		24.84	in from son a file-	23.94	000	
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RALA.	avu o se	normal	avure	normal	ature	normal	avuie	normal	
4488	ÓSAI	HOL MAL	(Degre		ai+)	HOIMAT		IIOI mar	
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 rente add	53.1	-3.4	54.6	-2.9	53.7	-2.4	52.2	-3.7	
June				+1.9		+2.7	66.0	0.0	
July		+1.8				+1.4	71.8	+1.2	
August	70.4	+1.3	70.8	+1.0	68.8			+1.0	
September	55.9	-5.2	57.2		55.0	+0.5	69.1 55.9	+1.0	
	48.1	-0.3			44.	-4.5			
		~0.0	49.4	+0.5	47.3	+0.7	49.2	+2.7	
A			00 0	4	<b>n</b> n <b>m</b>	<b>A A</b>	00 4		
October November December	29.5 23.0	-3.0	28.8	-4.1	26.5	-2.8	29.4 22.4	-0.1 +6.7	

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tems	farm	farms	farms	farms
July. There were some serious cron	BI LIG	b.b. , a 50	a vilabeque di	towing arops
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bus semifuer for for set the Beginn	ing of S	earn stal	he waitheven	turing and
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Other dairy & dual pur. cattle		490	448	572
Beef cattle (incl. feeders)	with Line			355
Hogs	trout t		2449	1420
Sheep (including feeders)	name lines	378	1036	
Poultry (including turkeys)	an <u>an an an</u>	199	1 egut 1821611	195
			380	272
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	14 V-	454		265
Poultry (including turkeys)		294	364	200
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Crop, seed, and feed			7161	2296
Mach. & equipment (total) shell services of	and the second se			2372
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	ura fr		583	
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	- 63 -	- 0. 7 · ·		TULL
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9 25 0 8 8 90 B 8 0 28 B	he	and the second se	5.8- 8.15	do1
*For the purpose of comparison, all the tion of Tables 8 and 9 are presented of and receipts of the landlord were incl	on a ful	hown in th 1-owner ba	asis. The asse	ets, expense
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18	10	63	an and the second	Name and		20 C		
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OKIM MIIK	371	314 qts	. 407	492		2.44	2.28	
or cours	110	282 pts		سك ا سك	repser	44.51		29.82
Farm made butte	r	. 7 1bs		11 0 000	Hana Pu	4.68		5.22
Iggs	/a 196	179 doz		133		59.30		44.41
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nogs	LANC -	652 lbs		645	-	86.75		86.64
Sheep	MR	2 1bs		-		.32	Udgeod	
Poultry		137 1bs		98	( and the	27.25		20.58
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[otal	17	JO.L	(+(-x)+)		\$	\$670.78	\$735.34	\$604.87
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Items Number of perso adult equival Food and meals Operating and s Clothing and cl Personal care, Furnishings and Education, recr Medical care an Church, welfare Personal share Household share Life insurance Income tax	ns - fami ns, (Fami ent (Other bought upplies othing map personal equipmen eation ar d health , gifts of auto e of elect and other t and pers	ly ly r* aterials spending at d develop insurance expense . & gas e investme sonal cash	pment e eng. exp. ents	to (5)) ((3) (1) (1) (5) (5) (5) (5) (5) (5) (5) (5) (5) (5	Your farm	Average of 30 farms 4.0 3.0 .5 \$412 165 216 55 54 127 97 172 56 37 1001 508 \$2900	10 most profit- able farms 4.8 3.8 .5 \$460 166 285 66 42 223 82 206 52 45 1569 798 \$3994	10 feas profit- able farms 3.3 2.4 .5 \$380 146 157 43 34 114 112 180 50 36 366 190 \$1808
Items Number of perso adult equival Food and meals Operating and s Clothing and cl Personal care, Furnishings and Education, recr Medical care an Church, welfare Personal share Household share Life insurance Income tax Fotal household Food furnished Fuel furnished	ns - fami ns, (Fami ent (Other bought upplies othing map personal equipmen eation ar d health , gifts of auto e of elect and other t and pers	ly ly r* aterials spending at d develop insurance expense . & gas e investme sonal cash	pment e eng. exp. ents	to (5)) ((3) (1) (1) (5) (5) (5) (5) (5) (5) (5) (5) (5) (5	Your farm	Average of 30 farms 4.0 3.0 .5 \$412 165 216 55 54 127 97 172 56 37 1001 <u>508</u> \$2900 \$427	10 most profit- able farms 4.8 3.8 .5 \$460 166 285 66 42 223 82 206 52 45 1569 798 \$3994 \$503	10 feas profit- able farms 3.3 2.4 .5 \$380 146 157 43 34 114 112 180 50 36 366 190 \$1808 \$337
Items Number of perso adult equival Food and meals Operating and s Dersonal care, Furnishings and Education, recr Medical care an Church, welfare Personal share Household share Life insurance Income tax Fotal household	ns - fami ns, (Fami ent (Othe bought upplies othing ma personal equipmen eation an d health , gifts of auto e of elect and other t and pers by the fa	ly ly ly ar terials spending it d develop insurance expense . & gas e investme sonal cash	pment e eng. exp. ents h expenses	to (5)) ((3) (1) (1) (5) (5) (5) (5) (5) (5) (5) (5) (5) (5	Your farm	Average of 30 farms 4.0 3.0 .5 \$412 165 216 55 54 127 97 172 56 37 1001 <u>508</u> \$2900 \$427 14	10 most profit- able farms 4.8 3.8 .5 \$460 166 285 66 42 223 82 206 52 45 1569 <u>798</u> \$3994 \$503 21	10 leas profit- able farms 3.3 2.4 .5 \$380 146 157 43 34 114 112 180 50 36 366 190 \$1808 \$337 16

-5-

Items	16 april profit-	le 6. Summary	le least profit-	Your farm	Average of 80 farms	16 most profitable farms	16 least profitable farms
S. Hereit	EELEI	serie farms	farme	0.07.83	a concerning	mis)	11
FARM EXPE	INSES -		8.8	5.8.	7.5	er C County 1 m	100 102 TO ve
		purpose cows		\$	\$ 27	\$ 36	\$ 16
Other	dairy & d	dual purpose c	attle bought	t	59	58	27
Beef c	attle bo	ught (includin	g feeders)	diam'r	339	624	5
Hogs b	ought	24.0	/?@.b.	504	213	272	132
Sheep	bought (:	including feed	ers)	662	340	1105	79
Foultr	y bought	(including tu	rkeys)	3	148	282	97
	bought	68.92	XIC C.	201	14	20	20
Misc.	livestoc	k expense	2.58	34.0	155	221	144
	crop exp		545	A35.5	407	577	305
Feed h	oought	BC .			1750	2742	1405
Custon	work hi:	red	Hid	0.15	210	309	191
Mach.	power ma	ch. (farm shar	e) (new)	2.2	181	263	196
		ch. (farm shar			116	130	126
		arm share) (ga		.)	402	446	377
		al mach. (new)			165	87	154
		al mach. (upke		······	127	160	127
		pment (new)			101	77	101
		pment (upkeep)	and the second		. 52	72	
		fencing (new)			299	339	295
		fencing (upkee	Petronal (G	pur prose	189	idal iii	97
Hired		Receiption earer?	TO stanoopa	03年15月99	423	. 519	511
Taxes	2424-02		••••		260	366	212
	al farm a	nd insurance			79	85	70
		purchases	Y.	\$	\$6056	\$8901	\$4739
		n farm capital	2				
		ished hired la			107	139	123
		n farm capital			1495	2210	1141
		ily labor			463	621	312
		exp.(Sum of (	1) to (5))	\$	\$8121	\$11871	\$6734
FAPM RECI	Contract of the local diversion of the local	511kā			2. 201.		900 - 201 - 5 <b>11</b>
		purpose cows		\$	\$ 249	\$ 280	\$ 360
	products					932	822
Other	dairy &	dual purpose o	attle		397	290	493
Baef (	cattle (i	ncluding feede	ers)			2689	469
Hogs				1 ALC: 4	4048	5164	
		(including fe			511	1210	
Foult	ry (inclu	ding turkeys)			563	1644	
Iggs	1245	26			772		
abrse	S	1000		1200 120	28	24	
Corn	1114 L	the state of the s		0.872	000		148
Small	grain	803			964	1707	697
Other	crops	hanna h			440	847	306
Machi	nery & eq	uip. sold	¢.	as subduce of	105	1190 base 40 as	
Agric	ultural a	djustment pays	nents		239	333	217
		ork off the far			234	289	208
Misc.	1.51	- 91	and a second sec		53	and the second se	18
·(7) T	otal farm	n sales	an air	\$	\$11533	\$17562	\$7917
		in farm capital	L		497	2840	-
(0/ 1		ving from the		2011	671	735	605
(9) F				\$	\$12701	\$21137	\$8522
(9) F		n receipts (7)		\$	\$12701	\$21137	\$8522 <b>^ 11</b> 71
(9) F (10) T	otal farm			\$	\$12701	\$21137   []]]	\$8522 []]]]

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[tems	lé part- ovned	Summary of Far	1007	Your farm	Average of 80 farms		16 least profitable farms
EXPENSES	AND NET DEC	REASES					
Total	power		7 1, 1943	\$	\$ 853	\$ 1012	\$ 827
	rses				161	216	128
Tra	actor	210a9			343	398	364
	uck 3.921	21.0.9	-		47	72	28
Au	to (farm sha	re) –			165	136	167
	s engine (fa				3	3 50	3
		current (farm	share)	·	42	50	46
	red power	1065			92	137	91 91
	and general	machinerv	and the second	•	297	371	256
	tock equipme				112	139	104
		g and tiling			392	413	358
		livestock expe	nse		154	221	141
Labor	44045	000			1046	1360	1.000
	estate taxes	2660			217	301	179-
and the second sec	nal property	2.24.27			43	65	32
Insura		0065				anal an 26 tro	29
C	al farm	- 1				Ser 180 59 00	40
-	est on farm	capital			1495	2210	1141
(1) Te	otal expense	s & net decrea	Ses	\$	4687	6177	4107
RETURNS A	AND NET INCR	EASES	2			a payable	turbout
All p	roductive li	vestock		\$	\$8244	\$12205	\$5876
and the second s		purpose cows	\$	1	1163	1118	1115
Ot	her dairy &	dual purpose of	attle	And the second s	520	476	564
	of breeding		31, 1940	the dominant	559	1083	92
	eder cattle				500	1655	117
Ho		759858			3885	5002	2742
	eep - farm f	lock -	54 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		135	199	228
	eep - feeder		-	<del>a.</del>	113	330	al oble of
	rkeys	1760			305	1357	blod 15
PER PT- PER	ickens	\$05S8\$			1064	985	
	, seed and f	eed			508	2550	-449
		off the farm		6.,	137	146	138
		ervation payme	nte	<b></b>	239	333	217
	llaneous	BIAGATOR DEALE	11.08		139		113
misce.	Tamoodb	2580	and the second second		bolatedo l	ortg. on land	
(2) T	otal returns	& net increas	185	\$		15443	5895
(1) T	otal expense	s & net decrea	Ses		4687	6177	
(3) 0	ner. labor e	arnings (2) -	(1)		4580	a I dance	1788

"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.

() if the operator's share of the assets and lightlities are included. () if the operator's share of the assets and 4 drop share. () for each, 3 deah and crop share and 4 drop share.

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ofitable [14]		Tour	Your farm	26 owned farms	14 part- owned farms**	7 rented farms**
- <u>6</u> - 2011		20		BASES	AND MET DECE	A COLORED TO A COLORED
1018 917		January	1, 1943	and the second second	TENTO	Total j
lotal acres in farm	161			210,9	253.7	254.5
Owned	343 47			210.9	176.5	Let 27.2
Rented	241			7	77.2	254.5
2	3			(atala m	angland (far	1000
Iotal farm capital	10.11	the sector	\$	\$26281	\$26603	\$12788
ccounts receivable	AC & F	Aller and a second	<u> </u>	1065	148	279
Dutside investment	24.9		·	1909	1249	2481
Household and perso	onal assets	(marging) and sound (self-service)		1421	2435	1314
Total assets	0.62		\$	\$30676	\$30435	\$16862
Total liabilities	1.54		00285	treateet ex	I ertitation	-
	1.046		\$ <u></u>	\$7375	\$7077	\$2262
Federal Land Bar				2660	1797	s Lass
Land Bank Commis				321	TCO1	Zez non
Other mortg. on Mortg. on other		1	<u></u>	2800	3621	tertron
				-	143	357
Production Cred:	LU ASSN.			38	e mai los da	auters
Sealed grain				286	1052	96
Other chattel me	ortgages	\$		458	165	100
Notes payable	_			665	295	1676
Accounts payable				147	ID MALL INCORE	33
Farmer's net worth	\$88264 \$ 1163	s	\$	\$23301	\$23358	\$14600
476 854	063	1400-1400 - 1400 - 1400 - 1400 - 1400 - 1400 - 1400 - 1400 - 1400 - 1400 - 1400 - 1400 - 1400 - 1400 - 1400 - 1	012200	And which I am	5 IL Sta Rain Th	A PERSON ALTER AND A PERSON AND A
sadr	-2610	December	31, 1943			iee Bee
VII BEAL	508			- 28 / 200	althan mul	JAPA .
Total farm capital	144 (C.Q.2)	a designed and and	\$	\$26927	\$26983	\$13838
Accounts receivable	9 3ET			1024	43	3
Outside investment	Enders and the second secon			2802	2160	3605
Household and perso	onal assets			1750	2830	1715
Total assets	1064	Paul and States of Street	\$	\$32503	\$32016	\$19161
Iotal liabilities	608		¢	\$5939	\$4712	¢oro
Federal Land Ba	187	the strange state of the	Ψ	. \$5939 1935		φατο φστο
Land Bank Commi	6797 J 254			1935	900	Lup Arthar
Other mortg. on	200 S	1	terr,	2580	2999	Jorn P
Mortg. on other		1			170	
Production Cred	N - 7 1000 N - 7			. 46 21	136 94	DI GAN
Sealed grain						
Other chattel m	ort raron			. 75 413	254	100
Notes payable					255	624
Accounts payable	4580	And a second second second		. 609 71	255 74	186
	and the second second second		A		400000	da 0.000
Farmer's net worth	offerni al se	guado 201	\$	\$26564	\$27304	\$18251
Change in net wort					doay tot bas	and the second second

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

\*Only the operator's share of the assets and liabilities are included. \*\*7 vented for cash, 3 dash and crop share and 4 crop share. \*\*\*2 farms were rented for cash, 3 cash and crop share and 2 livestock share.

2

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	-		_		4	-	
Table 9.	Summary	r of	Farm	Earnings	by	Tenure,	1943

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where the same and the second se	Your	26	14 part-	
ter at a state of the second	farm	owners	owners	renter
THE TAY DESCRIPTION OF THE RELIGION ADDRESS OF OF OF	to englance	dedal a	LATEVE ad	r which
ARM EXPENSES Dairy and dual purpose cows bought	algase of a	фл 7	¢m	¢E4
the second se	φ	\$13	φ(1 200	\$54
Other dairy and dual purpose cattle bought	(	60	1.00	17
Beef cattle bought (including feeders)		341	262	782
Hogs bought	a firmanhaicear	191	215	38
Sheep bought (including feeders)	TLAN TED THEN	24	126	627
Poultry bought (including turkeys)	M Press	108	184	335
Horses bought	population of 1	10	no an an	47
Misc. livestock expenses	dt <del>seinel</del> ie	162	148	155
	STRUCTURE I		1 (1) (1) (1) (1) (1) (1) (1) (1) (1) (1	
Misc. crop expenses	ablend me	352	482	489
reed bought	LAN HOUSE	1464	1957	2496
UNSCOM WOLA HEFED	and the state of t	173	228	221
Mech. power mach. (farm share) (new)	1.7 Ga Olio X., Orlever	105	92	. 186
Mech. power mach. (farm share) (upkeep)		95	161	74
Mech. power (farm share) (gas, oil, etc.)		348	457	345
Crop and general mach. (new)	to notestatio	156	193	46
Crop and general mach. (upkeep)	Chy L	88	134	164
	0.5			
Livestock equipment (new)	-	129	100	103
HIVESTOCK equipment (upkeep)		46	46	99
Buildings and fencing (new)		163	509	127
Buildings and fencing (upkeep)		216	182	70
Hired labor	- Ev.	379	541	376
Taxes (real estate & pers. property)	1	210	233	35
General farm and insurance		88	73	64
Cash rent			213	712
		070		
Interest paid	6 6 <b>6 107 107</b> 0	279	290	102
(1) Total farm purchases	¥	\$5200	\$6997	\$7764
(2) Decrease in farm capital	Annalis in the second second	Lat Las	while he we	
(a) Board Turuished hired labor	LUNCA UAUAU	. 97.	1.39	89
(4) Interest on farm capital	TourNia ana	1051	1049	563
(5) Unpaid family labor		323	185	536
(6) Total farm exp. (Sum of (1) to (5) )	\$	\$6671	\$8370	\$8952
ARM RECEIPTS	dieni with	aller to	Fer celt:	40000
Dairy and dual purpose cows		\$1 77	\$460	<b>\$</b> 98
Dairy products	· · ··································	823	912	999
Other dairy and dual purpose cattle	- Beeff	264	368	243
Beef cattle (including feeders)	- <del>(1.40</del> ).	1376 .	.854	1415
Hogs		3844	4701	31.58
Sheep and wool (including feeders)		194	77	2467
Poultry (including turkeys)		259	1187	1543
Eggs	A Provincial Anna I	747	744	595
Horses		31	26	10
一般的自己的现在分词的现在分词 化氯化化 网络小小小小小小小小小小小小小小小小小小小小小小小小小小小小小小小小小小小	Lari- <del>ano reg</del> a	241	1005	162
Corn Small grain	Ioup (0) my	890	954	738
Other crops	in this is a		ALC: NO REPORT OF A DESCRIPTION OF A DES	
		256	856	680
Machinery & equipment sold	of harmentality	74	88	65
Agricultural adjustment payments Income from work off the farm		257	238	174
Income from work off the farm	A desidence of the second seco	193	406	213
Agricultural adjustment payments Income from work off the farm Misc.	A D DOLLAR 2	_ 25	133	58
	1		\$13009	\$12618
(7) Total farm sales (8) Increase in farm capital	of de sent i	646	379	1050
(9) Family living from the farm				
(10) motol form manifest (0) + (0) + (0)	¢	685	627	786
(10) Total farm receipts $(7) + (8) + (9)$	Þ		\$14015	\$14454
(6) Total farm expenses		6671	8370	8952
(11) Operator's labor earnings (10) - (6)		4311	5645	5502
I VOT ODD & TOTAL TO DOM (A) L (E) 1 (1		5685	6879	6601
(12) Ret. cap. & family labor (4) + (5) + (1	-/			

#### 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 percent 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. NA 1727 BRURN & LAND

Ta	ble 10.	Relation	of Crop	Yields	to Far	m Earn	ings
Per cent were of	crop yi	elds					n î mante "
for all a	80 farms		No.	of	A	verage	operator's
Group	Aver	age	fa	rms		labor	earnings
Below 90		74		25		i) and	\$2,739
90-113	1	01		33			4,718
114 and :	above 1	28	3	22			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.

ll. Relati	on of	Choice	of	Crops	to	Farm	Earnings
tillable la rn crops*	und	No	. 01	f	Ave	erage	operator's
Average		fa	rm	3		labor	earnings
31.2			18				\$3,659
41.0			45				4,533
ve 54.0			17			1805	5,680
	tillable la rn crops* Average 31.2 41.0	tillable land rn crops* Average 31.2 41.0	tillable land <u>rn crops*</u> No. <u>Average</u> fa 31.2 41.0	tillable landrn crops*No. orAveragefarms31.21841.045	tillable land <u>rn crops*</u> No. of <u>Average</u> farms 31.2 18 41.0 45	tillable land <u>rn crops*</u> No. of Ave <u>Average farms</u> 31.2 18 41.0 45	rn crops*No. ofAverageAveragefarmslabor31.21841.045

\*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 onefourth 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, ougar beets, corn, and flax bring 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.

> 16) Young there a salabe (\*) # (6) # (9) (2) Total form angemann (\*)

(GL) maning todo, trade and (LL)

Bote only & find after

Table 12. Relation of Returns from Productive Livestock to Farm Earnings Index of gross returns Average from productive livestock\* of operator's Group Average farms labor earnings in bertaily the articlency in some one or more important branches of his bust Below 89 well wat 78 we want will be a second 21 destroy of other \$3,601 organization than does the sam with a small business, and can utilize note al-89 - 109 Led has you 99 have , textor , todal al 36 and applace the textod of 14,603 also of the form business may be increased by forming more land, by keeping with 110 and above and a 122 month to accord and a 23 to about will address to 15,437

\*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.

abor samines

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 equipmenters and and a second restrict to be all groots in a diar and

mit no hot too dot	es* ant thank at	ributed through the year	operator's
Group A	verage	farms	labor earnings
Below 15.0	11.4 mai of q	o reduce labor requirements labor-savingProbin my hel	10 080 100 83,454
15.0 - 27.9	21.7	39	4,439

STORE BEEN CT

\$44.73

\*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.

Below 375         297         16         \$3,054           375 - 649         513         45         4,415	Number of work		l <u>ze of Business (Work Units</u> Number of farms	Average operator's labor earnings
375 - 649 513 600 all 100 and 100 45 all 000 all 01 4,415	ne barere :	oh od blutde satis	help. Repairs and overha	erive galfill of least think
375 - 649				
	Below 375	an 297 i to ave	as possible flor on rainy da	\$3,054

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.

Work units p		Amount of Work Accomplished per Work Number of	Average operator's
Group	Average	farms	labor earnings
Below 220	190	la stati deligevil ada sin i si Juan i mini 219 - seaci ve i avil	\$3,405
220 - 319	270	42	4,556
320 and abov	e 373	the set address to set out a structure	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.

Expense p			01, 11001111	ery, Equipme Number of		Averag	e operat	or's
Group		Average		farms	، ، ، ، ، ، ، ، ،	labo	<u>r earnin</u>	gs
\$3.75 and	above	\$4.73	an a	- tw. 20	girration and a sec	in n ide	\$2,952	
\$2.50 - \$	3.74	3.06	nasi uga sanan Masi uga s	39 .,		67 (j. 1873) 1873	5,094	
Below \$2.	50	2.12	tinko varač	21		NOR AND T	5,176	

\*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.

# EFFECT OF WELL-BALANCED EFFICIENCY ON FARM PROFITS

ALSTAGE -

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

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	17. 21. Mar.	and the second second		and hence consider an action of a state of the second state of the
No. of factors in which farm excels	No. of farms	576 - 576 - 50 <b>- 28</b>	Your farm	Average The length of the shaded lines operator's are in proportion to the average labor operator's labor earnings earnings
None or o	one 10	· .		xxxxxxxxx \$2,361
Two	15		•	xxxxxxxxxx 3,018
Three	16	001		xxxxxxxxxxxxxx 4,388
Four	19	11.1 001		***************************************
Five	14		<b></b>	xxxxxxxxxxxxxxxxxxxxx 5,774
Six or seven	6	001 001	·	xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
a de calero		391 - 1984 -		ta dari e anti-200 Anti-2000 anti-2000 a

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	Your farm	Average of 80 farms		16 least profit- able farms
Operator's labor earnings	\$	\$4,582	\$9,266	\$1,788
(1) Crop yields*	who rall	100	122	80
(2) % of tillable land in high return crops**	vienet :	41.6	45.1	4113
(3) Gross returns from prod. livestock***	an <u>seio</u>	100	102	96
(4) Prod. livestock units per 100 acres****	INCINE, N	23.3	25.3	the second se
(5) Size of business - work units	, 	545	710	466
(6) Work units per worker	ı	273	309	245
(7) Power, mach., equip, & bldg. exp.per work un		\$3.23	\$2,78	\$3.67
Measures and items related to some of the above measures:		- Arresta	6£ 'ac	Bana pro
(3) Index of gross returns from -	1012		84 .	93
Dairy cattle	Language and	100	99 107	101
Dual purpose cattle Beef cattle - breeding herd	23 <del>08</del>	100	101	73
Beef cattle - feeders	1957.1	100	≥ <i>E</i> . 98	av a
Hogs		100	94	105
Sheep - farm flock		100	104	88
	25/24.	C	a.	(IBND)
Sheep - feeders		100	113	-0
Turkeys		100-		
Chickens		100	105	<b>7</b> 8
(5) Work units on crops	estra jõr l	179	258	154
Work mathe on much stars linestone	N. and Street	338	423	285
work units on productive investock	1 3 T. Y	27	29	28
Work units on productive livestock Other work units				
(6) Total number of workers		2.0	2.3	1.9
Other work units		2.0 1.5	2.3 1.7	1.3
(6) Total number of workers		Const. Second		
<ul> <li>Other work units</li> <li>(6) Total number of workers</li> <li>Number of family workers</li> </ul>	\$	1.5	1.7	1.3 .6 \$1.97
<ul> <li>Other work units</li> <li>(6) Total number of workers         Number of family workers         Number of hired workers     </li> </ul>	\$	1.5 .5 \$1.68 .59	1.7 .6 \$1.48 .54	1.3 .6 \$1.97 .63
<ul> <li>Other work units</li> <li>(6) Total number of workers         <ul> <li>Number of family workers</li> <li>Number of hired workers</li> <li>(7) Power expense per work unit</li> </ul> </li> </ul>	\$	1.5 .5 \$1.68	1.7 .6 \$1.48	1.3 .6 \$1.97

\*\*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.

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

\*\*\*\*Acres in timber not pastured, roads, waste and farmstead were not included.

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### 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.

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Oper. labor	1. A. A.	Ui ab	Return		1.s.	Work	Pow., mach
earn-	Crop	· High return	from p			units	eq., & bld
			and the second se	*	Wor	4	exp. per
ings	yield	ls crops	livest	ock 100	A. uni	ts worker	work unit
			· · · · · · · · · · · · · · · · · · ·	E	E	E	Elit
\$10175	148	57.5	140	39.0	865 -	395	\$1.25
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-			100	07.0	000	380 -	1.50
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8075	130	51.5	105			====	
0010	100	OT. 0	125	33.0	745	350 -	2.00 -
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7375 -	124	49.5	120	31.0	705 -	335	2.25
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6675	118-	47.5	176 -		E		E F
0075	TTO	41.0	115	29.0	665 -	320	2.50
		5. H	-		E.	F F	
5975	112	45.5	110	27.0	625 -	305	2.75
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5275	106*	43.5	105	25.0	585	290	3.00
					-		
4575	100.	41:5	100	23.0	545	275	3.25
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	'E		-	E	E	E	-
3875	94.	39.5	. 95	21.0	505	260	3.50
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3175	88	37.5	90	19.0	465	245	3.75
			-				
2475 =	82'=	35.5	85 =	170-	105 -	-	
~10			00	17.0	425	230	4.00
	1-1		-			E F	F
1775 -	76	33.5 -	80 -	15.0	385 -	215	4.25
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1010	10,		75	13.0	345	200	4.50
375	CA E		E E		- F		
575 E	64	29.5	70	11.0	305 -	185 =	4.75
	·E	· =	=	-			
-325 -	58 -	27.5 -	65 -	9.0	265	170	5.00
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Average 16 most 16 leas           ng         of         profit-         profit-           Your         80         able         abla           farm         farms         farms         farms           -         -         -         -           27.6         44.6         25.4           6.5         8.4         2.8           2.8         8.4         -           3.7         1.9         4.2           32.6         35.7         27.7           4.8         8.9         1.9           1.6         1.2         3.0           .8         .5         -           81.3         109.6         65.6
Your         80         able         abla           farm         farms         farms         farms           .9         -         .6           27.6 $44.6$ 25.4           6.5 $8.4$ 2.8           2.8 $8.4$ -           3.7 $1.9$ $4.2$ 32.6 $35.7$ $27.7$ $4.8$ $8.9$ $1.9$ 1.6 $1.2$ $3.0$ .8         .5         -           81.3 $109.6$ $65.6$
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.5 .6 1.0
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.5 1.1 1.3
,1 .2
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24.5 32.7 18.3
3.1 1.9 2.6
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8.2 13.8 7.5
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ae c.36 .10 .8
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25.0 36.8 15.1
-3.4 -2 7.3
206:3 238.6 167.9
4.3 2.5 9.7
12.3 11.4 14.1
1.1 2.4 .7
9.0 12.0 8.2
7.8 8.3 6.8
240:8 325.5 207.4
-55.7 58.7 51.0
41.6 45.1 41.3

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Table 19. Distribution of Acres in Farm, 1943

prodict of to Pario	oldhiitharra tus d	ot: Su forma	Your	Average of 80	l6 most profitable	16 least profitable
rop	Galler	- Hale	farm	farms	farms	farms
anning peas.	, value above	sed co	ost`\$``	\$27.08	a state and the second second	· 문제가 사망 · 가지 같은 - 전문자 · 가지 · 문제· · 문제
lax, bu.	694 (3 7	5.00	Sector Contraction of the	9.0	11.2	7.4
arley, bu.	4.4.4	1.000	mong indexed.	16.4	22.0	15.7
arley and os	ats. bu.	2012	and a low and the	39.6	38.2	
heat, bu.		(**C) <		12.3	14.5	9.7
nour, but	1991		and an an other		T POPULATED	201
ats, bu.	r		· · ·	38.1	45.9	24.8
ats and whe	at. bu.	245-	All and and a second	39.0	-	
oybeans for	grain, bu.	19205	- I wanted and	13.6	21.4	6.1
emp, tons	Grand, but	1 - F L	Second Street Street	1.8	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	•5
cmp, comp	mL1	101-	And and a second second second	1.0		•2
weet corn, t	tons			1.8	the states to the	1.4
orn, grain,		+ 1 C		43.4	50.2	37.0
orn silage,				9.1	11.9	7.7
orn fodder,			internet and an orally	1.7	2.3	1.0
	149	A	And the second s			
lfálfa hay,	tons	1.14	2010 Color 100	2.7	3.0	2.7
weet clover		S=0.	····	2.1		2.9
oybean hay,		.01	and the second s			<b>L</b> .J
	& non-legume	hav to	ng	2.0	_	
eguines for s			in the second	60.0		
Section 101				. 00.0	-	
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inoury anu/	or brome may,	CONS	and the second s	. L•4	· · · · ·	
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halaris hay	on non-tilla ns	ble land	es Manes From	•6 •6	-7	-5
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halaris hay ild hay, tor	on non-tilla ns	ble land tons		•6 •6	-7	-5
halaris hay ild hay, tor	on non-tilla 15	ble land		•6 •6	1000000 1000000	
halaris hay	on non-tilla ns	ble land tons		.6	1000000 1000000	

Table 20. Crop Yields per Acre, 1943

15 mont 15 least profitable profitable	antevá OB lo	Your	Average of 80	16 most profitable	16 least profitable
L CEILS	Nº 10	farm	farms	farms	farms
No. of horses	distanting in	115 W 20 W	3.4	4.1	2.9
No. of colts	and shire to		•4	•7	.4
No. of dairy & dual purpose	COWS	Charlensing and	9.8	8.8	10.0
Head of other dairy & dual	pur. cattle	Э	10.7	9.1	11.0
Head of cattle in beef bree	ding herd	all the second s	10.8	20.6	· 2.8
Pounds of feeder cattle pro-	duced	(References)	3209	10943	501
Pounds of feeder sheep prod	uced		697	1921	0
PICCIO DI DIES	5488		19.9	23.1	16.8
Pounds of hogs produced	J-25	and the second	30277	38426	20540
	head)		18.3	26.9	33.1
No. of hens	3+1 -		198	174	218
Iotal no.of prod.lvstk.anim	al units	the same in the same state	50•5	82.1	35.9
% of total that are:	μ <sub>a</sub> ζu			6.170	Auruan Auz
Dairy cows	108		14.5	7.0	16.3
Other dairy cattle	Tel ye		7.1	3.5	8.2
Dual purpose cows			8.0	4.6	11.3
Other dual purpose cattle	14 <sup>3</sup> -		5.9	2.9	9.1
Beef breeding hord	18 <sup>5</sup>	12.0.00	13.6	21:2	5.4
Feeder cattle	С	12.22	7.3	18.4	1.9
Hogs	0.5		30.8	27.0	29.9
Sheep - farm flock	9*0A		5.4	5.6	11.5
- feeders			1.8	3.2	Design main 0
Turkeys	Sel -		1.1	4.0	
Hens			4.5	2.6	5.9
	9.		0.0.03		and much hi

Table	21.	Summarv	of	Amount	of	Livestock, 1943	

Table 22. Feed Costs for Horses and 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 <u>4.53</u> \$41.07	\$22.68 15.60 4.50 \$42.78	\$17.28 14.74 <u>4.48</u> \$36.50
Number of work horses Number of colts		3•5 •5	4.3	2.9 .4
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

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\*\*Two colts equal one horse.

Table 23. Returns from Productive Livestock, 1943	T	able	23.	Returns	from	Productive	Livestock.	1943
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AADE AL ALONGIN SI OBSIDAT		Average	16 highest	16 lowest
31 30 in livestock in livertock	Your	of 80	in livestoc	k in livestock
tems accorded accorded accord	farm	farms	returns	returns
AIRY CATTLE-36 farms	A		<ul> <li>Total replacements</li> <li>Book</li> </ul>	
Gross returns per dairy cow	\$	\$126.67	\$146.02	\$98.41
Pounds of butterfat per cow		220	227	176
No. of head of cows,			12.0	12.4
Gross ret. per head oth.dairy cattle	\$	\$ 42.28	\$ 37.89	\$42.54
No. head of other dairy cattle *		14.9	13.2	
Gross ret.per an.unit all da.cattle	Φ	\$107.86	\$123.74	\$92.21
No. of an. units all dairy cattle UAL PURPOSE CATTLE25 farms		20.6	17.2	17.7.1
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	Present Al	11.3	11.8	14.0
Gross ret.per head oth.du.pur.cattle	\$	\$ 52.49	\$ 86.97	\$22.11
No.head oth.du.pur. cattle**	Contraint The	16.8	18.9	18.1
	<u>a</u>	\$101.19		and the second se
Gross ret.per an.unit all du.pur.cat	• <u>\$</u>		\$147.56	\$59.75
No. of an units all dual pur cattle RICE REC'D PER LB. BUTTERFAT SOLD	200122 (D	16.9	19.9	20.8
All butterfat (cents)		53.9	54.9	53.0
Manufacturing cream (cents)	N. marine	53.7	54.5	53.0 -
Retail milk or cream (cents)	2. A. M.	70.0		-
EEF_BREEDING HERD-24 farms				
Gross returns per animal unit	\$	\$ 72.38	\$110.11	\$32.98
No. animal units	0.2000	24.2	30.8	15.4
No. beef cows and bulls	The second s	12.7	1.7.1	5.5
EEDER CATTLE-19 farms	1	Inte Leo I	as in Fild as	
Gross ret. per cwt. produced	evil to	\$ 17.14	\$ 23 07	\$16.16
	Ψ		\$ 21.03	a set of the set of th
Lbs. of cattle produced	~	13495	10957	25424
Price rec'd. per cwt. sold	3	\$ 13.49 \$ 12.53	\$ 14.43	\$12.53
Price paid per cwt. bought in 1943	Ş	\$ 12.53	and from the second second	\$13.13
OGS79 farms	a second second	19		the second s
Gross ret. per cwt. produced	Ş	\$ 12.99	\$ 13.48	\$12.20
Lbs. hogs produced		30661	26810	32540
No. spring litters	the free do that	16.7	14.2	19.2
No. fall litters		• 3.4	3.3	Lead bill.4
Total no. litters raised.	L' <del>reasona</del>	· 20.1	· 17.5	20.6
Pigs born per litter	U Transford	7.6	0.3	7.1
Pigs weared per litter	001-200			
	c	\$ 17 (0	6.2	5.6
Price rec'd, per cwt. sold HEEP-FARM FLOCK-23 farms	φ	\$ 13.69	\$ 13.78	\$13.59
Gross ret. per head ***	\$ 00 100	\$.7.19	\$ 8.08	\$ 6.82
No. head of sheep	1 201 40	. 63.2	65.0	50.2
No. ewes kept for lambing	d <del>TRANS</del>	42.7	45.0	43.2
% lamb crop ****	OT BO TO	. 82	87	.59
b death loss ****	(TOP 175	8.2	a serie and a second se	
	terteretertertert	8.4	5.7	8.5
Lbs. wool per sheep sheared	-	and the second se	8.4	9.0
Price rec'd. per 1b. wool sold (cts)	A	42.1	41.8	42.2
Price rec'd. per cwt. lambs sold	φ	\$ 12.71	\$ 12.44	\$13.86
HEEP-FEEDERS8 farms	an surant . B.	* STATA CO		
	\$	\$ 15.92	-	-
Gross ret. per cwt. produced				
Gross ret. per cwt. produced Lbs. produced	a construction of the state of	61.93		
Lbs. produced	\$	6193 \$ 14.98	-	-
and the second	\$	6193 \$ 14.98 \$ 14.37		-

Items	Your farm	Average of 80 farms	16 highest in livestock returns	16 lowest in livestock returns
TURKEYS5 farms				second of the second
Gross ret. per cwt. produced	\$	\$26.94	in the state	Section - along
Lbs. produced		17613	21	a la la <del>p</del> fere un
Price rec'd. per 1b. sold (cts)		30.1		
CHICKENS-72 farms .	1	595 6 10-1	A Second Ma	of a ble court
Gross ret. per hen	\$	\$ 5.61	\$5.93	\$4.61
No. hens	9	220	172	267
Eggs per hen	and the state of t	144	147	130
Price rec'd. per doz.eggs sold				· · · ·
. (cts.).	- in the second s	34.8	35.1	34.1

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

\*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 Each Acre of Crop

	No. of	No. of		
ltem	work units.	Item work units		
	والوالوك المكاف			
Dairy and dual pur. cows	13.5 per cow	Small grain .7 per acre		
Other dairy & du.pur.cattle	4.0 per an. unit*	Sugar beets 3.0 per acre		
Beef breeding herd	4.0 per an. unit*	Sweet corn 2.3 per acre		
Feeder cattle	.35 per 100 lbs.	Corn, husked 1.1 per acre		
Sheep - farm flock	1.6 per an. unit*	Corn, hogged .6 per acre		
Sheep - feeders	.4 per 100 lbs.	Corn, shredded 2.1 per acre		
Hogs	.25 per 100 lbs.	Corn silage 1.7 per acre		
Turkeys	.7 per 100 lbs.	Corn fodder .9 per acre		
Hens	26.0 per 100 hens	Alfalfa hay 1.0 per acre		
Canning peas	2.0 per acre	Soybean hay 1.4 per acre		
Soybeans for grain	.9 per acre	Other hay crops .6 per acre		

\* 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.

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1941 1942 194	1940	Kandiyohi			Nobles		
- 96 95 80	Brown &		Stevens	and the second second second second	&	Yellow	
	Watonwan	Jackson	& Swift	Martin		Medicine	
Operator's lab.earnings	\$ 3,036	\$ 5,513	\$ 3,551	\$ 5,249	\$ 6,111	\$ 4,953	
Farm cap beginning of yr.	27,881	35.774	20,385	37,558	34,492		
MEAS. OF FARM ORG. & MGT. E			(grobest .	Innt) tel	0.65 1.0	1	
Crop yields - % of av.	94	112	82	107	105	114	
% high ret. crops	42.6	43.3	35.2		44.7	43.1	
Index ret. from lvstk.	97	103		100	98	91	
A.U. per 100 A.	24.7	24.9	14.0	25.2	31.9		
Work units	1482	588		565			
Work units per worker	236	296	285	293	312		
Exp. per work unit	\$ 3.47	\$ 3.31	\$ 3.03	\$ 3.50		1	
DIST. OF ACRES IN FARM	Ψ J•1	Ψ J•J±	ę j.cj	φ		+ )•);	
Small grain	56.8	82.4	115.8	73.9	80.5	79.0	
	60.5	80.3	62.5	86.8	the second se		
Cult. crops	18.6			2	83.7		
Tillable hay		17.5	26.5	20.8	37.5		
Tillable pasture	22.3	27.3	27.3	won) 22.7	30.1		
Tillable land not cropped		•3	8.5	-4 	2.6		
Total tillable land	162.0	207.5	240.6	204.6	234.4		
Total land in farm	204.4	234.7	287.6	225.3	259.0	the second se	
% land tillable	79.6	86.5	83.7	90.9	89.8	83.9	
CROP YIELDS PER ACRE	855		<b>6</b> -			3 124 13	
Flax, bu.	7.5	11.2	6.7	9.7	10.2		
Oats, bu.	32.8	41.1	29.5	37.7	45.0		
Soybeans for grain, bu.	14.7	20.2	3.4	15.8	13.9		
Corn grain, bu.	43.3	46.7	34.9	49.1	43.2	48.0	
Corn silage, tons	9.7	7.5	6.3	11.1	10.5	11.3	
Alfalfa, tons	2.9	3.1	2.4	2.3	2.5	3.0	
MUNT OF LIVESTOCK	3515 32	(2)	at (13 30	and) arra	mar in the star	+of (1)	
No. dairy & du.pur.cows	10.4	3.6	12.6	11.6	7.8	9.8	
No. oth.dairy & du.pur.ca	t. 10.4	8.1	15.2	11.0			
Ed. in beef-breeding herd		16.8	2.5	9.2	15.8	10.8	
Lbs.feeder cattle produce	1.	2529	, 11.39	1951	10833	3209	
Litters pigs raised	22.2	22.9	11.9	25.4	22.0		
Los. hogs produced	27083	38766	18182	39553	38416		
Ed. sheep in farm flock	30.1	11.5		11.0	20.6		
No. hens	192	199	205	171	252		
Tot.no. livestock units	43.9	50.6	38.2	52.9	77.4		
% of total that are	-2-3	0.06	J0.2	56.5	11.4	50.5	
	20 5	70 1	71 0	767	67	210.05	
Dairy cattle	29.5	30.1	31.0	16.3	6.3	21.7	
Dual purpose cattle	9.6		24.0	17.2	14.4	13.9	
Beef-breeding cattle	8.6	17.8		10.6		13.6	
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	and the second se	
nogs	31.9	31.4	25.9	41.9	27.4	-	
Turkeys	• 3	-	•5	•5	4.2		
Chickens	4.6	4.2	5.7	3.4	4.0	4.5	
			(a) (a)	(1)	Lines La		
5,959 8,354 8,13	210 3		der andere	AGE GROOM	and la	207 (3)	
5,949 8,354 8,101 3,282 5,115 4,50	5.035 1.935		(ib) - (6)		Todal at		

Ale lineachd statesints differ in that the unpaid family labor rate was 345 per Mantis 1: 1940, 650 1: 1941, 360 in 1942, and 375 in 1943; and the beard for first labor was calculated at 318 per month in 1940, 620 in 1941, 665 in 1942 End 1943.

	y of Far	m Earnings			
Items		3.940	1941,	1942	1943
No. of faims FARM EXPENSES	TOBATEL	99	- 96	95	80
Horses bought	8 5, 513	\$ 26	\$ 24	\$ 32	\$ 14
Dairy and dual-pur. cattle bought	175.27	- 64	127		86
Buen' pattle bought (incl. feeders)	キャモン	258	295	934	339
Eoge hought		a construction of the second second	146	254	. 213
	Tel	78			
Sheep bought (including feeders)	Caller	106	135	489	340
Poultry bought (including turkeys)	23.44	67	83	122	148
Mise, livestock expense	2. x ****	- 58	85	109	155
Miscellaneous crop expense	380	219	216	317	407
Faud broght		497	741	1,401	1,750
Pover mach. (farm share) (new)	28.00	304	397	278	181
Power mach. (farm share) (upkeep)		318	396	474	518
Custom work hired	114 25	-124	103	172	210
. Crop and general mach. (new)	1.0	266	298	326	165
Crop and general mach. (upkeep)	ERIA	50	60	102	127
Livestock equipment (new)	5-75	50	86	98	101
Livestock equipment (upkeep)	F	13	18	46	52
Buildings and fencing (new)	Sec. 7.		376	and the second se	
		297		311	299
Buildings and fencing (upkeep)		130	104	135	189
Hired labor		.521	290	348	423
Taxes		.558	230	258	260
General farm and insurance	1.000	- 42	61	· <u>76</u>	79
(1) Total farm purchases	1.4.4	\$3,446	\$4,274	\$6,356	\$6,056
(2) Decrease in farm capital	100	1.4	*D0 100	ISTA TOL 24	10-20 V 00
(3) Board furnished hired labor	1	112	115	129	107
(4) Interest on farm capital		1,231	1,304	1,488	1.495
(5) Unpaid family labor	1.104	246	296	381	463
(6) Total farm exp. (Sum of (1) to	(5)	\$5,035	\$5,989	\$8.354	\$8,121
FARM RECEIPTS		+ , , , , , , , , , , , , , , , , , , ,	+),)0)	+0,55	10,
Horses		\$ . 37	\$ 37	\$ 71	\$ 28
Dairy and dual-purpose cattle		280		57)	646
Dairy products			383		
Beef cattle (including feeders)		673	798	859	1,014
	1	548	835	2,260	1,290
Hogs	20.00	1,075	1,859	3,410	. 4,048
Sheep and wool (including feeders)	-18	2014	268	537	511
Poultry (including turkeys)		273	361	594	563
Eggs	$c_1 = -C$	188	317	532	772
Corn	¥ - *	302	337	550	626
Small grain	· · · ·	637	767	828	964
Other crops .	•	: 154	180	294	440
Machinery- and equip. sold		176	211	165	105
Incore from labor off the farm	Y = C	115	124	131	137
Agricultural Adjustment payments	1 C + 2	419	412	443	239
Miscullaneous		252	128	167	150
(7) Total farm sales	2 . IS	\$5,333	\$7,017	\$11,335	\$11,533
(8) Increase in farm capital			1,772	1,559	497
(9) Family living from farm	S.	1,235 455	482		671
	<b>\</b>	International Statements in the Statements	the second se	575 \$17 1160	
		\$7,023	\$9,271	\$13,469	\$12,701
	<b>`</b>	5,035	5,989	8,354	8,121
(11) Oper. labor earnings (10) - (6)	)	1,988	3,282	5,115	4,530
		7			

\* 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.

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Table 27. Summary of Miscellaneo	us items by	rears	and the second second	A DE LA D
Itens	1940	1.941	1942	1943
Total farm capital (beginning of year)			\$29,756	
MEAS. OF FARM ORG. AND MANAGEMENT EFFICIENCY	YL-1,000	46) 1 11	4-51150	+ - ), 0 ) -
	7)1.0	77 6	7010	107 6
% tillable land in high return crops	34:9	37.6		41.6
Animal units prod. livestock per 100 A.	19:6	21.2		23.3
Work units	490	503	541	545
Work units per worker	253	256	270	273
Expenses per work unit	\$1.99			
ACRES PER FARM				241
	225	228		
Crop acres per farm	174	171	187	152
CROP YIELDS PER ACRE				
Flax, bu.	13.6	11.5	11.0	9.0
Barley, bu.	41.9	29.9		-
Wheat, bu.	26.0	11.9		12.3
Oats, bu.	59.5	28.1		
Corn, grain, bu.	49•5	55•3	56.6	43.4
Corn silage, tons	8.9	9.7	10.0	9.1
Corn fodder, tons	3.0	3.3	4.0	
Alfalfa hay, tons	1.9	2.5		2.7
GROSS RETURNS PER:	1.9	2.9	<b></b> ● O	C• [
	da	dor re	A	A
Dairy cow	\$50.75		\$111.79	
Dual-purpose cow	60.20	80.27	95:97	103176
Animal unit in beef-breeding herd	57171	59153	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				
100 pounds hogs produced	10:65		24.70	15.92
	5185	10.66		12.99
Hen	2.32	2196	4.22	5.61
100 pounds turkeys produced	12,55	17.50	25.84	26.94
PRICE RECEIVED PER:			-	
Lb. butterfat sold to creameries	\$.31	\$.37	\$.43	\$.54
100 lbs. beef cattle sold				φ•24
100 lbs. feeder sheep sold	7•98	9•57	11.78	13.49
	9.15	10.41	12.97	14.98
100 lbs. hogs sold	5•36	9.06	13.10	13.69
Lb. wool sold	•30	.38	.40	.42
Doz. eggs sold	•15	.22	.28	
Lb. turkeys sold				•35
4ISC. LIVESTOCK INFORMATION	•15	.20	• 30	•30
No. of work horses				
	3.8	3.6	3.7	3.4
No. of colts	•9	•9	•7	.4
No. of dairy or dual-purpose cows	10.4	10.1		
Head of other dairy and dual-purpose cattle	10.3	11.6		
Head of cattle in beef-breeding herd				
Pounda foodon anttle merdine l	9•9	8.7		10.S
Pounds feeder cattle produced	1,112	2,670	5,059	3,209
T t t t				100 - 100 - 100 10
Litters of pigs	1.3.0	15.5	16.0	19.9
Pounds of hogs produced	20,544	22,568		30,277
Head of sheep	21.1			
No. of hens		20.8		13.3
	130	152	188	198
December of both of the state				
Founds of butterfat per dairy cow	21:6	235	225	220
Founds of butterfat per dual-purpose cow	188	199	136	168
No. of pigs weaned per litter	6.5	6.3	6.4	6.0
% lamb crop	103	102		
	T()	TUE	102	82
Eggs per hen	126	120	131	144

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