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1969
annual report

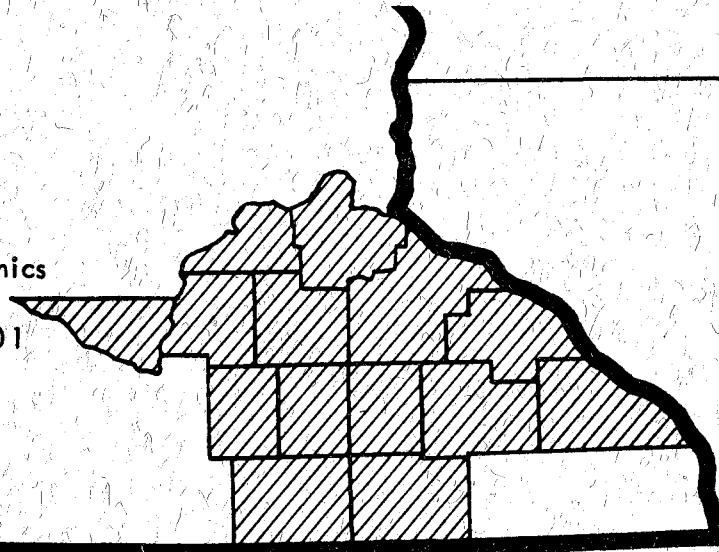
Southeastern Minnesota Farm Management Association

COOPERATING AGENCIES:

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

Economic Information Report R 70-3

Department of Agricultural Economics
Institute of Agriculture
St. Paul, Minnesota 55101
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1969 ANNUAL REPORT OF THE SOUTHEASTERN MINNESOTA FARM MANAGEMENT ASSOCIATION

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

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INTRODUCTION

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

900/5/70

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

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

The following tabulation shows by counties the number of records submitted, the officers of the Association, and the county agricultural extension agents who cooperated in 1969.

County	No. of records	Association Officers	County Agricultural Extension Agent
Dakota	8	John Harkness, Director	Clarence O. Quie
Dodge	12	Lowell Wright, Director	David H. Hanson
Freeborn	9	Jacob Kuiters, President	Eldon H. Senske
Goodhue	23	Martin Lohmann, Director	G. J. Kunau
Le Sueur	7	Donald Gibbs, Director	Robert Leary
Mower	4	R. L. Zimmerman, Director	Don Hasbargen
Nicollet	7	Jerry Kuehn, Director	F. E. Wetherill
Olmsted	13	Franklin Till, Director	Don Untiedt
Rice	7	Phillip Parsons, Vice-President	Warren Liebenstein
Scott	7	Arnie Schoenbauer, Secretary	James Rabehl
Steele	13	Arnold Abbe, Director	J. R. Gute
Wabasha	9	Kenneth Steffen, Director	Matthias Metz
Waseca	4	Edwin Ewert, Director	Roger Wilkowske
Winona	10	Norman Luehmann, Director	Harry B. Burcalow
Total	133		

The data for 111 farms are shown in the tables on succeeding pages. Twenty-two farms were omitted from all averages in the tables because the records were not sufficiently complete for a full summarization or the records were not returned for summarization following completion of income tax schedules.

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

Table 1. Summary of Farm Inventories, 1969*

Item	Average of 111 farms	
	Jan. 1	Dec. 31
Size of farm (acres)	304	
Size of business (work units)**	466	
Dairy cows	\$ 5051	\$ 5240
Other dairy cattle	3391	3666
Beef cattle (incl. feeders)	1930	2050
Hogs	2899	3603
Sheep (incl. feeders)	79	68
Poultry (incl. turkeys)	36	44
Productive livestock total	<u>\$13386</u>	<u>\$14671</u>
Horses	11	15
Crop, seed and feed	11926	12537
Auto and truck (farm share)	1758	1826
Tractors and crop machinery	11503	12317
Livestock equipment	3022	3144
Machinery and equipment total	<u>\$16283</u>	<u>\$17287</u>
Land	37641	37641
Buildings, fences, etc.	<u>22169</u>	<u>22150</u>
Total farm capital managed	\$101416	\$104301

Item	22 most profitable		22 least profitable	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farm (acres)	405		304	
Size of business (work units)	655		339	
Dairy cows	\$ 6028	\$ 6177	\$ 3674	\$ 3793
Other dairy cattle	3855	4308	2941	2456
Beef cattle (incl. feeders)	1757	2023	3118	2797
Hogs	7969	10616	845	964
Sheep (incl. feeders)	-	-	28	26
Poultry (incl. turkeys)	13	6	41	33
Productive livestock total	<u>\$19622</u>	<u>\$23130</u>	<u>\$10647</u>	<u>\$10069</u>
Horses	33	44	17	17
Crop, seed and feed	17493	17566	9836	9106
Auto and truck (farm share)	1911	2273	1592	1653
Tractors and crop machinery	15715	16607	13282	12450
Livestock equipment	4413	4584	1639	1652
Machinery and equipment total	<u>\$22039</u>	<u>\$23464</u>	<u>\$16513</u>	<u>\$15755</u>
Land	50900	50900	43470	43470
Buildings, fences, etc.	<u>31419</u>	<u>33425</u>	<u>17535</u>	<u>16657</u>
Total farm capital managed	\$141506	\$148529	\$ 98018	\$ 95074

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

** See page 15 for an explanation of "work units."

Table 2. Summary of Farm Earnings (Cash Statement), 1969

Item	Average of 111 farms	22 most profitable farms	22 least profitable farms
<u>FARM RECEIPTS</u>			
Dairy cattle sold	\$ 3755	\$ 4293	\$ 3143
Dairy products sold	13777	17059	8280
Beef cattle (incl. feeders) sold	2727	1931	4193
Hogs sold	9114	23339	2792
Sheep and wool sold	81	-	53
Horses sold	-	-	-
Poultry (incl. turkeys) sold	18	-	17
Eggs sold	260	17	123
Corn sold	3587	4727	4157
Soybeans sold	2406	3978	2176
Small grain sold	541	1412	632
Other crops sold	3144	6716	2604
Machinery and equipment sold	491	475	228
Income from work off the farm	917	1855	758
Miscellaneous farm income	843	1043	520
Total farm sales	\$41661	\$66845	\$29676
Increase in farm capital	2885	7023	-
Family living from the farm	373	398	273
Total farm receipts	\$44919	\$74266	\$29949
<u>FARM EXPENSES</u>			
Dairy cattle bought	\$ 421	\$ 629	\$ 395
Beef cattle bought (incl. feeders)	1021	681	1613
Hogs bought	535	556	153
Sheep bought	7	-	-
Horses bought	3	5	-
Poultry bought (incl. turkeys)	54	-	21
Miscellaneous livestock expense	1114	1533	652
Feed bought	4236	7530	2100
Fertilizers bought	2066	2945	1689
Other crop expenses	2511	4443	1898
Custom work hired	1649	2209	1170
Gas, oil and grease bought (farm share)	1320	1717	1115
Repair of truck and auto (farm share)	460	547	400
Repair and upkeep of farm real estate	483	725	288
Repair and upkeep of tractor & crop machinery	1202	1641	885
Repair and upkeep of livestock equipment	287	381	188
Wages of hired labor	1290	2057	975
Electricity expense (farm share)	472	656	391
Real estate taxes	1713	2282	1927
Telephone and general farm expense	686	901	602
Total cash operating expenses	\$21530	\$31438	\$16462
Trucks and autos bought (farm share)	508	864	476
Crop and power machinery bought	3466	4834	1890
Livestock equipment bought	736	1200	340
New real estate and improvements	1896	4703	414
Total farm purchases	\$28136	\$43039	\$19582
Decrease in farm capital	-	-	2944
Interest on farm capital @ 5.5%	5657	7976	5310
Unpaid family labor	790	1375	804
Board furnished hired labor	52	42	32
Total farm expenses	\$34635	\$52432	\$28672
Labor earnings	\$10284	\$21834	\$ 1277

Table 3. Summary of Farm Earnings (Enterprise Statement), 1969*

Item	Average of 111 farms	22 most profitable farms	22 least profitable farms
RETURNS AND NET INCREASES			
Dairy cows	\$14127	\$17613	\$ 8361
Other dairy cattle	4027	4467	2574
Beef breeding herd	148	149	320
Feeder cattle	1519	1029	1972
Hogs	9325	25497	2794
Sheep - farm flock	64	-	53
Sheep - feeders	-	-	-
Chickens	246	16	130
All productive livestock	\$29456	\$48771	\$16204
Value of feed fed to livestock	13921	21118	8447
Return over feed from livestock	\$15535	\$27653	\$ 7757
Crop, seed and feed	15295	23016	11516
Income from labor off the farm	503	932	390
Miscellaneous farm income	843	1043	520
Total returns and net increases	\$32176	\$52644	\$20183
EXPENSES AND NET DECREASES			
Horses	\$ 1	\$ -4	\$ 7
Truck	522	706	500
Auto (farm share)	645	703	534
Electricity (farm share)	472	656	391
Hired power	1122	1539	806
Tractors and crop machinery	4187	5651	3913
Livestock equipment	859	1339	513
Buildings, fencing, and tiling	2257	3383	1576
Miscellaneous productive livestock expense	1114	1533	652
Labor	2657	4144	2175
Real estate taxes	1713	2282	1927
General farm expense and telephone	686	901	602
Interest on farm capital @ 5.5%	5657	7976	5310
Total expenses and net decreases	\$21892	\$30810	\$18906
Labor earnings	\$10284	\$21834	\$ 1277

* Earnings statements, as shown in Table 2, stress purchases and sales; inventory adjustments are entered as one item--either an increase or a decrease in farm capital. Likewise, family living from the farm is entered as a single item of income. On the enterprise basis, the value of livestock and livestock products produced includes sales, value used in the home, changes in inventories, and accounts for transfers between enterprises. Purchases of livestock are subtracted so the data represents value of livestock and livestock products added by the enterprise.

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

Table 4. Net Worth Statement for Those Farmers Who Kept a Complete Record of All Assets and Liabilities, 1969 (Operator's Share)

Item	23 Owners	
	Jan. 1	Dec. 31
Total acres in farm	264	
Acres owned	264	
Acres rented	-	
Total farm capital	\$81224	\$84585
Stocks and bonds	10664	11081
Life insurance cash value	3723	4100
Notes and accounts receivable	2334	4955
Shares in cooperative organizations	1420	1777
Outside real estate	1257	1233
Cash on hand and in bank	4818	5800
Household furnishings and clothing	3066	3319
Personal share of auto and truck	828	828
Farm dwelling	6292	6105
Total non-farm assets	\$34402	\$39198
Total assets	\$115626	\$123783
Mortgages on farm operated	26462	26469
Mortgages on other real estate	-	-
Chattel mortgages	7865	7693
Notes payable	3961	2952
Accounts payable	827	2126
Total liabilities	\$39115	\$39240
Farmer's net worth	\$76511	\$84543
Change in net worth		\$ 8032

Item	21 Part-owners		5 Renters	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total acres in farm	368		191	
Acres owned	211		-	
Acres rented	157		191	
Total farm capital	\$82385	\$90456	\$23121	\$19581
Stocks and bonds	3966	5058	-	-
Life insurance cash value	3734	4221	3066	3234
Notes and accounts receivable	3567	3879	-	-
Shares in cooperative organizations	1253	1255	1934	1525
Outside real estate	338	449	182	182
Cash on hand and in bank	3982	4947	1650	1970
Household furnishings and clothing	3143	3319	3350	3454
Personal share of auto and truck	628	719	338	371
Farm dwelling	6022	6782	-	-
Total non-farm assets	\$26633	\$30629	\$10520	\$10736
Total assets	\$109018	\$121085	\$33641	\$30317
Mortgages on farm operated	22135	23488	-	-
Mortgages on other real estate	-	-	-	-
Chattel mortgages	13088	14165	8481	5646
Notes payable	4775	5207	3484	2642
Accounts payable	1021	2162	5531	5423
Total liabilities	\$41019	\$45022	\$17496	\$13711
Farmer's net worth	\$67999	\$76063	\$16145	\$16606
Change in net worth		\$ 8064		\$ 461

Table 5. Summary of Farm Earnings by Tenure, 1969 (Operator's Share)

Item	50 Onwers	39 Part- owners	9 Renters
<u>FARM RECEIPTS</u>			
Dairy cattle sold	\$ 3316	\$ 3969	\$ 4544
Dairy products sold	12605	15795	6519
Beef cattle sold (incl. feeders)	2778	2953	1835
Hogs sold	10776	6157	2291
Sheep and wool sold	135	55	6
Horses sold	-	-	-
Poultry sold (incl. turkeys)	10	21	34
Eggs sold	159	521	10
Corn sold	2335	4883	2981
Soybeans sold	2198	2258	375
Small grain sold	226	464	214
Other crops sold	2088	4562	1131
Machinery and equipment sold	606	368	213
Income from work off the farm	558	986	1854
Miscellaneous farm income	920	845	174
(1) Total farm sales	<u>\$38710</u>	<u>\$43837</u>	<u>\$22181</u>
(2) Increase in farm capital	3505	5975	480
(3) Family living from the farm	325	414	418
(4) Total farm receipts (1)+(2)+(3)	<u>\$42540</u>	<u>\$50226</u>	<u>\$23079</u>
<u>FARM EXPENSES</u>			
Dairy cattle bought	\$ 257	\$ 493	\$ 379
Beef cattle bought (incl. feeders)	1025	1292	725
Hogs bought	623	593	92
Sheep bought (incl. feeders)	13	2	-
Horses bought	5	-	-
Poultry bought (incl. turkeys)	21	123	5
Miscellaneous livestock expense	959	1232	563
Feed bought	4569	3765	2582
Fertilizers bought	1715	2544	1444
Other crop expenses	2025	2572	1384
Custom work hired	1432	2141	1057
Gas, oil and grease bought (farm share)	1141	1513	1075
Repair and upkeep of power and crop machinery	1550	1743	1244
Repair and upkeep of real estate	468	531	99
Repair and upkeep of livestock equipment	286	278	151
Wages of hired labor	957	1848	503
Electricity expense (farm share)	433	485	269
Real estate taxes	1429	1196	-
Cash rent	55	2548	2458
General farm expense & telephone	636	704	402
Interest paid	1868	2659	801
Total cash operating expense	<u>\$21467</u>	<u>\$28262</u>	<u>\$15233</u>
Trucks and autos bought (farm share)	389	580	229
Crop and power machinery bought	2839	3751	1396
Livestock equipment bought	585	945	143
Farm purchase and real estate improvements	2670	3904	91
(5) Total farm purchases	<u>\$27950</u>	<u>\$37442</u>	<u>\$17092</u>
(6) Decrease in farm caiptal	-	-	-
(7) Interest on operator's farm capital	2732	2425	503
(8) Unpaid family labor	231	308	160
(9) Board furnished hired labor	26	101	9
(10) Total farm expenses (5)+(6)+(7)+(8)+(9)	<u>\$30939</u>	<u>\$40276</u>	<u>\$17764</u>
(11) Labor earnings (4)-(10)	<u>\$11601</u>	<u>\$ 9950</u>	<u>\$ 5315</u>
(12) Return to capital & family labor (7)+(8)+(11)	<u>\$14564</u>	<u>\$12683</u>	<u>\$ 5978</u>

Table 6. Household and Personal Expenses for Those Farms Which Kept Complete Accounts of these Expenses, 1969

Item	Average of 50 farms	10 high in return to cap. and fam. labor	10 low in return to cap. and fam. labor
Number of persons - family	4.7	4.9	4.5
Number of adult equivalent - family	4.0	4.2	3.8
- other*	.2	-	.1
EXPENSES			
Food and meals bought	\$1485	\$1621	\$1512
Operating and supplies	438	491	405
Furnishings and equipment	457	832	350
Clothing and clothing materials	599	638	554
Personal care and spending	176	160	215
Education	349	428	154
Recreation	298	498	181
Gifts and special events	274	479	146
Medical and hospital expenses	811	754	663
Church and welfare	429	442	243
Personal share of auto expense	319	420	241
Upkeep on dwelling	95	84	77
Personal share of tel. and elec. expense	<u>180</u>	<u>169</u>	<u>195</u>
Total cash living expense	\$5910	\$7016	\$4936
Personal share of new auto	286	296	117
New dwelling	523	482	97
Taxes	825	2040	154
Life insurance	823	1111	237
Other savings and investments	<u>917</u>	<u>4293</u>	<u>12</u>
Total household and pers. cash expense	\$9284	\$15238	\$5553
Family living from the farm	\$ 340	\$ 272	\$ 299
Total cash expenses and perquisites	\$9624	\$15510	\$5852
RECEIPTS			
Return to capital and family labor	\$15162	\$27319	\$6309
Income from outside investments	692	1381	530
Other personal income	542	415	932

* Hired help or others boarded.

Table 7. Family Living from the Farm, 1969

Item	Average of 111 farms	Average of 111 farms
Number of adult equivalents - family	4.0	
- other*	.2	
Whole milk	1070 qts.	\$ 104
Cream	7 pts.	2
Cattle	890 lbs.	210
Hogs	189 lbs.	43
Sheep	2 lbs.	-
Poultry	13 lbs.	5
Eggs	27 doz.	9
Total		\$ 373

* Hired help or others boarded.

CUMULATIVE EFFECT OF EXCELLING IN A NUMBER OF MANAGEMENT FACTORS

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

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

Number of factors in which farmer excels	No. of farms	Your farm	The length of the shaded lines is in proportion to the average operator's labor earnings	Average labor earnings
0 or 1	11	—	XXXXX	\$ 2530
2	17	—	XXXXXXXXXXXX	6182
3	18	—	XXXXXXXXXXXXXXXXXXXX	9153
4	36	—	XXXXXXXXXXXXXXXXXXXXXXXXXXXX	11306
5	18	—	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	15107
6 or 7	11	—	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	14988

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

Table 9. Measures of Farm Organization and Management Efficiency, 1969

Measures used in chart on page 11	Average of 111 farms	22 most profitable farms	22 least profitable farms
Labor earnings	\$10284	\$21834	\$ 1277
Crop yields*	100	110	91
Percent tillable land in high return crops**	62.2	64.2	60.8
Return for \$100 feed to prod. livestock***	100	111	97
Productive livestock units per 100 acres****	32.5	41.3	18.9
Size of business - work units	466	655	339
Work units per worker	274	345	212
Power, machinery, equipment, building expense per work unit	\$23.67	\$22.29	\$27.50
Items related to some of the above measures:			
Index of return for \$100 feed from:			
Dairy cattle (see pages 16 and 17)	100	115	90
Beef cattle - breeding herd (see page 19)	100	-	-
Beef cattle - feeders (see page 20)	100	-	-
Hogs (see page 18)	100	113	101
Sheep - farm flock (see page 21)	100	-	-
Chickens (see page 22)	100	-	-
Number of animal units	78.8	123.4	49.4
Work units on crops	122	163	112
Work units on productive livestock	283	368	176
Other work units	61	124	51
Number of family workers	1.3	1.4	1.3
Number of hired workers	.4	.5	.3
Total number of workers	1.7	1.9	1.6
Power & crop machinery expense per work unit	\$16.71	\$14.99	\$20.86
Livestock equipment expense per work unit	1.75	2.17	1.37
Building & fencing expense per work unit	5.21	5.13	5.27
Number of crop acres	218	293	207
Power & machinery expense per crop acre	\$19.83	\$20.90	\$18.79

* Given as a percentage of the average.

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

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

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

Using your figures from page 10, locate your standing with respect to the various measures of farm organization and management efficiency. The average for the 111 farms included in this summary are located between the dotted lines across the center of this page.

Labor earn- ings	Crop yields	High return crops	Return from prod. livestock	Pr. L.S. units per 100 A.	Work units	Work units per worker	Pow., mach. eq. & bldg. exp. per work unit
\$22300	140	86.0	140	65.0	865	475	\$4.00
20800	135	83.0	135	61.0	815	450	6.50
19300	130	80.0	130	57.0	765	425	9.00
17800	125	77.0	125	53.0	715	400	11.50
16300	120	74.0	120	49.0	665	375	14.00
14800	115	71.0	115	45.0	615	350	16.50
13300	110	68.0	110	41.0	565	325	19.00
11800	105	65.0	105	37.0	515	300	21.50
.....
10300	100	62.0	100	33.0	465	275	24.00
.....
8800	95	59.0	95	29.0	415	250	26.50
7300	90	56.0	90	25.0	365	225	29.00
5800	85	53.0	85	21.0	315	200	31.50
4300	80	50.0	80	17.0	265	175	34.00
2800	75	47.0	75	13.0	215	150	36.50
1300	70	44.0	70	9.0	165	125	39.00
-200	65	41.0	65	5.0	115	100	41.50
-1700	60	38.0	60	1.0	65	75	44.00

Table 10. Distribution of Acres in Farm, 1969

Item	Crop ratings*	Number growing this crop	Average of 111 farms	Ave. per farm raising each crop
Canning peas	B	12	3.9	35.8
Wheat	C	24	2.6	12.2
Oats for silage	C	6	1.0	19.5
Oats for grain	D	87	20.0	25.5
Barley	D	8	1.4	18.8
Other small grains	D or C	1	<u>0.1</u>	11.0
Total small grains and peas		98	29.0	32.8
Corn grain	A	111	89.3	89.3
Soybeans for grain	B	65	38.2	65.2
Sweet corn	B	13	8.5	73.1
Corn silage	B	67	<u>9.7</u>	16.1
Total cultivated crops		111	145.7	145.7
Alfalfa hay	B	93	40.6	48.4
Other legume hay	C	-	-	-
Other tame hay	D	-	-	-
Annual hay	D	8	<u>1.5</u>	20.9
Total tillable land in hay		94	42.1	49.7
Alfalfa pasture	B	46	8.8	21.3
Other tillable pasture	D	14	<u>0.8</u>	6.3
Total tillable land in pasture		54	9.6	19.8
Feed grain program (diverted acres)	B	62	28.6	51.2
Tillable land not cropped	D	9	<u>1.9</u>	23.5
Total tillable land		111	256.9	256.9
Wild hay		13	1.3	11.2
Non-tillable pasture		61	18.1	32.9
Timber not pastured		41	8.1	22.0
Roads and waste			11.6	
Farmstead			<u>8.1</u>	
Total acres in farm			304.1	
Percent land tillable			84.5	
Percent tillable land in high return crops			62.2	

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

Table 11. Crop Yields per Acre, 1969

Item	Average of farms growing each crop
Canning peas, dollars	\$68.56
Wheat, bu.	29.1
Oats for silage, tons	6.1
Oats for grain, bu.	58.4
Barley, bu.	47.1
Corn grain, bu.	98.3
Soybeans, bu.	25.1
Sweet corn, tons	5.8
Corn silage, tons	15.7
Alfalfa hay, tons	3.4
Other legume hay, tons	-
Annual hay, tons	3.8
Feed grain program, dollars	\$62.02

Table 12. Average Price of Feeds, 1969

Item	Value	Item	Value
Ear corn, per bu.	\$1.05	Alfalfa hay, per ton	\$20.00
Oats, per bu.	.56	Timothy hay, per ton	11.60
Barley, per bu.	.85	Wild hay, per ton	10.00
Wheat, per bu.	1.45	Corn silage, per ton	7.25
Soybean meal, per cwt.	5.00	Pasture, per month per cow	4.00

Table 13. Return Above Listed Costs per Acre of Crops, 1969

Item	Corn grain	Corn silage	Soy- beans
Number of farmers reporting	87	57	52
Yield per acre	100.5 bu.	15.6 tons	25.5 bu.
Price per unit	\$1.00	\$7.25	\$2.25
Total return	\$100.47	\$113.10	\$ 57.42
Fertilizer	\$ 13.79	\$ 13.16	\$ 1.20
Seeds, herbicides, etc.	<u>12.96</u>	<u>12.88</u>	<u>7.32</u>
Total listed costs	\$ 26.75	\$ 26.04	\$ 8.52
Return above listed costs	\$ 73.72	\$ 87.06	\$ 48.90

Item	Alfalfa hay	Oats	Wheat
Number of farmers reporting	74	69	17
Yield per acre	3.5 tons	59.7 bu.	29.2 bu.
Price per unit	\$20.00	\$.60	\$ 1.50
Total return	\$70.61	\$35.83	\$43.78
Fertilizer	\$ 3.95	\$ 2.24	\$ 2.65
Seeds, herbicides, etc.	<u>6.79</u>	<u>4.08</u>	<u>3.61</u>
Total listed costs	\$10.74	\$ 6.32	\$ 6.26
Return above listed costs	\$59.87	\$29.51	\$37.52

EXPLANATION OF "WORK UNITS" AND "ANIMAL UNITS"

The total "work units" for any one farm is a measure of the size of that farm business. A work unit, as used in this report, is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive 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 14.

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

Item	Number of work units	Item	Number of work units
Dairy cows	7.0 per cow	Small grain	.3 per acre
Other dairy cattle	1.5 per head	Sugar beets	1.5 per acre
Beef breeding herd	1.5 per cow	Sweet corn	.7 per acre
Feeder cattle	.12 per 100 lbs.	Corn husked	.6 per acre
Sheep, farm flock	.6 per ewe	Corn silage	1.0 per acre
Sheep, feeders	.3 per 100 lbs.	Corn fodder	1.0 per acre
Hogs	.12 per 100 lbs.	Potatoes	4.0 per acre
Turkeys	.1 per 100 lbs.	Alfalfa hay	.6 per acre
Hens	10.0 per 100 hens	Soybean hay	.6 per acre
Canning peas	.5 per acre	Other hay crops	.4 per acre
Soybeans for grain	.5 per acre	Labor off the farm	1.0 per \$15

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

Table 15. Factors of Costs and Returns from Dairy Cows, 1969

Item	Average of 74 farms	15 farms highest in butterfat per cow	15 farms lowest in butterfat per cow
Pounds of milk per cow	11304	13300	8663
Percent of butterfat in milk	3.8	3.8	3.9
Pounds of butterfat per cow	425	505	331
Price received per pound of BF sold	\$1.28	\$1.30	\$1.24
Price received per cwt. milk sold	4.84	4.97	4.80
Value of produce per cow:			
Dairy product sales	\$533.13	\$648.11	\$396.16
Dairy produce used in home	5.22	4.41	6.61
Milk fed to livestock	4.89	4.41	7.02
Net increase in value of cows	8.88	12.25	0.37
TOTAL VALUE PRODUCED	\$552.12	\$669.18	\$410.16
Feed cost per cow:			
Concentrates	\$124.08	\$136.68	\$ 97.44
Roughages	93.68	99.16	83.71
Pasture	10.18	10.66	13.69
TOTAL FEED COST	\$227.94	\$246.50	\$194.84
RETURN ABOVE FEED COST PER COW	\$324.18	\$422.68	\$215.32
RETURNS FOR \$100 OF FEED	\$248	\$275	\$218
Feeds per cow, lbs.:			
Corn	4298	4854	3299
Small grain	676	875	340
Commercial feeds	554	607	529
Total concentrates	5528	6336	4168
Total hay	6740	7440	5721
Silage	7431	6987	7399
Feed cost per pound of butterfat	\$.54	\$.49	\$.59
Feed cost per cwt. of milk	2.02	1.85	2.25
Number of cows*	37.5	40.0	25.9

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

Table 16. Feed Costs and Returns from Other Dairy Cattle, 1969

Item	Average of 74 farms	15 farms highest in butterfat per cow	15 farms lowest in butterfat per cow
NET INCREASE IN VALUE OF OTHER DAIRY CATTLE	\$126.27	\$134.45	\$124.00
TOTAL FEED COSTS PER HEAD	\$ 72.38	\$ 74.40	\$ 70.78
RETURNS ABOVE FEED COST PER HEAD	\$ 53.89	\$ 60.05	\$ 53.22
RETURNS FOR \$100 OF FEED	\$188	\$200	\$191
Feed per head, lbs.:			
Concentrates	1170	1212	1142
Hay	2646	2724	2616
Silage	2306	2352	2029
Whole milk	96	91	144
Number of head of other dairy cattle	47.3	50.4	28.3

Table 17. Feed Costs and Returns from All Dairy Cattle, 1969

Item	Average of 74 farms	15 farms highest in butterfat per cow	15 farms lowest in butterfat per cow
Value of produce per cow:			
Dairy products	\$538.35	652.53	\$402.77
Net increase in value of dairy cattle	<u>169.44</u>	<u>182.94</u>	<u>138.84</u>
TOTAL VALUE PRODUCED	\$707.79	\$835.47	\$541.61
TOTAL FEED COSTS PER COW	\$314.09	\$334.05	\$269.48
RETURNS ABOVE FEED COST PER COW	\$393.70	\$501.42	\$272.13
RETURNS FOR \$100 OF FEED	\$232	\$254	\$212
Feed per cow, lbs.:			
Concentrates	7057	7882	5540
Hay	10028	10814	8718
Silage	10311	9748	9576
Miscellaneous costs per cow	\$33.95	\$42.07	\$37.83

Table 18. Feed Costs and Returns from Hogs, 1969

Item	Average of 54 farms	43 farms with breeding stock			11 farms with purchased feeder pigs
		Average of 43 farms	14 farms highest in returns above feed	14 farms lowest in returns above feed	
Pounds of hogs produced	76060	83286	125695	76298	47813
Net increase in value per cwt. produced	\$24.58	\$25.47	\$26.57	\$24.02	\$21.12
Feed cost per cwt. produced	<u>12.19</u>	<u>12.63</u>	<u>10.72</u>	<u>14.27</u>	<u>10.49</u>
Return above feed cost per cwt. produced	\$12.39	\$12.84	\$15.85	\$ 9.75	\$10.63
RETURNS FOR \$100 OF FEED	\$209	\$209	\$251	\$172	\$210
Price received per cwt. sold	\$23.20	\$23.10	\$23.83	\$22.62	\$23.60
Weight per hog sold	235	238	230	242	224
Miscellaneous costs per cwt. produced	\$.37	\$.40	\$.41	\$ 1.43	\$.08
Feed per cwt. hogs produced, lbs.:					
Corn	361	369	327	423	328
Small grain	37	37	22	37	36
Commercial feeds	<u>71</u>	<u>77</u>	<u>65</u>	<u>77</u>	<u>52</u>
Total concentrates	469	483	414	537	416
Total number of litters raised	38.8	48.2	71.2	42.0	2.1
Number of pigs born per litter	8.9	8.9	9.2	9.0	8.4
Number of pigs weaned per litter	7.2	7.2	7.4	7.3	6.0
Number of feeder pigs purchased	50	6	-	13	225
Total weight of feeders purchased	1796	221	-	496	7953
Price paid per feeder pig	\$18.17	\$18.64	-	\$18.95	\$17.99

Table 19. Feed Costs and Returns from Beef Breeding Herd, 1969

Item	Average of 5 farms
TOTAL VALUE PRODUCED PER COW	\$113.43
Feed cost per cow:	
Concentrates	\$ 26.28
Roughages	57.88
Pasture	21.09
TOTAL FEED COST	\$105.25
RETURNS ABOVE FEED COST PER COW	\$ 8.18
RETURNS FOR \$100 OF FEED	\$114
Feed per cow, lbs.:	
Concentrates	1165
Hay	4699
Silage	3004
Pounds of beef produced	9295
Number of cows	24.3
Number of other beef cattle	21.5

Table 20. Feed Costs and Returns from Feeder Cattle, 1969

Item	Average of 17 farms
Pounds of beef produced	31271
NET INCREASE IN VALUE OF FEEDERS PER CWT. OF BEEF PRODUCED	\$33.41
Feed cost per cwt. beef produced:	
Concentrates	\$16.37
Roughages	5.45
Pasture	.34
TOTAL FEED COST	\$22.16
RETURNS ABOVE FEED COST PER CWT. BEEF PRODUCED	\$11.25
RETURNS FOR \$100 OF FEED	\$153
Miscellaneous costs per cwt. of beef produced	\$.47
Feed per cwt. beef produced, lbs.:	
Corn	666
Small grain	43
Commercial feeds	58
Total concentrates	767
Total hay	320
Silage	621
Price paid per cwt. of beef bought	\$28.48
Price received per cwt. of feeder cattle sold	27.53
Number of animal units	55.2

Table 21. Feed Costs and Returns from a Farm Flock of Sheep, 1969

Item	Average of 5 farms
Value of produce per ewe:	
Wool	\$ 5.64
Net increase in value of sheep	<u>26.10</u>
TOTAL VALUE PRODUCED	\$31.74
Feed cost per ewe:	
Concentrates	\$ 8.40
Roughages	9.84
Pasture	<u>5.66</u>
TOTAL FEED COSTS	\$23.90
RETURNS ABOVE FEED COST PER EWE	\$ 7.84
RETURNS FOR \$100 OF FEED	\$128
Feeds per ewe, lbs.:*	
Concentrates	374
Hay	982
Silage	6
Price received per cwt. of lambs sold	\$30.14
Price received per pound of wool sold	.49
Pounds of wool per sheep sheared	9.0
Percent lamb crop**	90
Percent death loss**	5.0
Pounds of sheep produced	3255
Number of ewes	34.2

* Includes feeds and returns from lambs.

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

Table 22. Feed Costs and Returns from Chickens, 1969*

Item	Average of 8 farms
Value of produce per hen:	
Eggs sold and used in house	\$5.19
Net increase in value of chickens	<u>-0.67</u>
TOTAL VALUE PRODUCED	\$4.52
TOTAL FEED COST PER HEN	\$3.11
RETURNS ABOVE FEED COST PER HEN	\$1.41
RETURNS FOR \$100 OF FEED	\$ 152
Miscellaneous costs per hen	\$.06
Feed per hen, lbs.:	
Grain	77
Commercial feeds	<u>31</u>
Total concentrates	108
Price received per dozen eggs sold	\$.34
Eggs laid per hen	187
Feed costs per dozen eggs produced	\$.23
Average number of hens on farm during year	600
Percent death loss of hens	13.0
Number of chicks bought	281
Number of hens bought	150

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

Table 23. Summary by Years

Item	Average 1935-39	Average 1940-44	Average 1945-49	Average 1950-54	Average 1955-59	Average 1960-64	1965	1966	1967	1968	1969
Number of farms	149	177	169	162	165	158	149	147	130	132	111
Acres in farm	218	227	223	226	235	256	269	273	280	294	304
Crop acres in farm	147	148	148	155	162	178	188	192	207	214	218
Farm inventory	\$20286	\$25912	\$31402	\$42663	\$49342	\$60988	\$68438	\$74331	\$82474	\$92339	\$102858
FARM EXPENSES											
Cattle bought	\$ 213	\$ 441	\$ 485	\$ 902	\$1148	\$1450	\$ 852	\$1158	\$1088	\$1403	\$1442
Hogs bought	72	154	194	202	258	386	383	377	526	701	535
Sheep bought	94	64	64	35	143	88	4	5	18	3	7
Poultry bought	80	142	176	154	124	154	102	186	189	17	54
Horses bought	43	32	14	6	6	2	2	1	1	-	3
Miscellaneous livestock expense	94	124	228	359	530	731	807	855	943	1016	1114
Commercial fertilizers bought	-	-	-	-	877	1085	1469	1787	2388	2179	2066
Miscellaneous crop expense	222*	301*	701*	1010*	651	926	1382	1665	1764	2070	2511
Feed bought	535	1273	1954	2241	2747	3735	3957	4812	4266	4125	4236
Custom work hired	-	165	401	552	745	857	962	1083	1354	1429	1649
Pow., mach. & equip. (new & upkp)	907	1253	2687	3609	4261	4764	5761	7279	7513	7660	8451
Buildings (new)	245	331	778	983	982	1229	1475	1256	2989	2035	1896
Buildings (upkeep)	79	188	323	368	320	344	378	428	424	464	483
Hired labor	398	585	849	857	878	922	997	1079	1075	1172	1290
Taxes	240	271	392	633	861	1301	1513	1611	1740	1368	1713
General farm expense	76	84	150	239	316	409	472	506	525	586	686
Total farm purchases	\$3298	\$5408	\$9396	\$12150	\$14847	\$18383	\$20516	\$24088	\$26803	\$26228	\$28136
Decrease in farm capital	-	-	-	-	-	-	-	-	-	-	-
Board to hired labor	145	158	174	166	134	101	84	71	56	56	52
Interest on farm capital	1014	1296	1570	2133	2467	3049	3422	3717	4536	5079	5657
Unpaid family labor	239	326	511	496	540	629	836	836	799	812	790
Total farm expense	\$4696	\$7188	\$11651	\$14945	\$17988	\$22162	\$24858	\$28712	\$32194	\$32175	\$34635

* Includes fertilizer.

Table 23. Summary by Years (continued)

Item	Average 1935-39	Average 1940-44	Average 1945-49	Average 1950-54	Average 1955-59	Average 1960-64	1965	1966	1967	1968	1969
FARM RECEIPTS											
Cattle	\$ 713	\$1335	\$2022	\$2981	\$3532	\$4749	\$4669	\$4894	\$5403	\$5522	\$6482
Dairy products	1451	2138	4080	4702	6032	8105	9582	10455	11847	12492	13777
Hogs	1074	2517	3598	4253	4653	5961	6360	8568	7658	8166	9114
Sheep and wool	200	186	232	171	272	222	89	98	98	108	81
Poultry	381	629	672	354	212	88	135	181	61	17	18
Eggs	372	751	1319	1297	1075	1015	901	1316	828	353	260
Horses	55	34	20	14	8	4	1	5	1	-	-
Corn	153	121	335	766	1926	1594	1649	1926	2681	2492	3587
Soybeans*	-	-	-	-	-	-	-	1660	2309	2069	2406
Small grain	357	278	659	495	481	624	446	371	608	494	541
Other crops*	174	455	819	853	1334	2181	3421	2272	1483	2592	3144
Income from labor off the farm	168	141	178	182	269	239	343	362	411	542	917
Miscellaneous farm income	477	536	528	684	729	882	1005	1027	1463	1760	1334
Total farm sales	\$5575	\$9121	\$14462	\$16752	\$20523	\$25664	\$28601	\$33135	\$34851	\$36607	\$41661
Increase in farm capital	524	921	1411	1905	941	601	3604	5006	2501	3582	2885
Family living from the farm	273	566	715	620	304	307	293	321	318	302	373
Total farm receipts	\$6372	\$10608	\$16588	\$19277	\$21768	\$26572	\$32498	\$38462	\$37670	\$40491	\$44919
Total farm expenses	4696	7188	11651	14945	17988	22162	24858	28712	32194	32175	34635
Labor earnings	\$1676	\$ 3420	\$ 4937	\$ 4332	\$ 3780	\$ 4410	\$ 7640	\$ 9750	\$ 5476	\$ 8316	\$10284
MISCELLANEOUS ITEMS											
Yield per acre:											
Corn (bu.)	47.2	55.7	47.6	59.8	73.1	72.4	72.1	91.0	83.8	88.7	98.3
Barley (bu.)	28.7	24.8	30.8	29.1	41.4	44.9	54.9	44.1	58.3	52.7	47.1
Oats (bu.)	43.4	44.2	48.2	32.8	58.3	58.3	69.7	61.7	59.7	62.7	58.4
Alfalfa (tons)	2.3	2.4	2.3	2.7	2.9	3.0	2.7	3.4	3.3	3.3	3.4
Soybeans (bu.)	16.2	13.4	16.4	19.6	24.8	23.6	20.5	26.4	23.1	26.8	25.1
% till. land in high ret. crops	41.0	43.3	50.9	62.8	62.7	60.1	58.6	58.9	61.6	61.2	62.2
An. units of lvstk. per 100 A.	19.3	24.5	22.8	28.9	33.7	36.4	33.3	38.5	34.3	32.7	32.5
Number of work units	777	670	601	535	486	548	561	577	457	466	466
Work units per worker	341	305	300	284	274	318	330	361	286	274	274
Expense per work unit	\$1.37	\$2.35	\$4.69	\$8.18	\$10.81	\$11.61	\$12.94	\$13.76	\$18.77	\$20.81	\$23.67
Number of milk cows	17.8	17.6	17.0	17.7	19.8	22.2	24.0	23.4	24.5	23.9	37.5

* "Other crops" include soybeans 1935 through 1965.

Table 23. Summary by Years (concluded)

Item	Average 1935-39	Average 1940-44	Average 1945-49	Average 1950-54	Average 1955-59	Average 1960-64	1965	1966	1967	1968	1969
MISCELLANEOUS ITEMS (cont.)											
Number of litters of pigs	9.5	14.4	11.7	13.5	17.3	19.4	17.2	20.5	20.3	21.4	18.9
Pounds of hogs produced	13438	21586	18505	17579	28272	36619	30933	36834	36108	41717	37002
Pounds of feeder cattle prod.	*	1534	813	2118	3529	5573	3955	4469	3899	4430	4789
Number of head of ewes	*	10	7	7	5	4	4	4	4	3	2
Number of hens	182	222	235	219	209	197	191	218	168	72	43
Pounds of BF per dairy cow	238	252	278	308	342	375	415	401	416	426	425
Pigs weaned per litter	6.4	6.2	6.5	6.7	6.9	7.1	7.5	7.3	7.1	7.4	7.2
Number of eggs laid per hen	131	145	177	194	203	205	186	198	215	218	187
PRICE RECEIVED PER:											
Cwt. of milk	*	*	*	*	*	\$3.48	\$3.58	\$4.17	\$4.39	\$4.59	\$4.84
Pound of BF as cream	\$.34	\$.47	\$.80	\$.75	\$.66	-	-	-	-	-	-
Cwt. of hogs sold	8.26	10.93	19.36	19.54	15.99	15.55	20.32	23.06	19.03	18.84	23.20
Cwt. of feeder cattle sold	*	11.55	20.56	26.22	21.19	22.61	21.67	22.78	23.60	24.51	27.53
Pound of wool sold	.25	.39	.43	.58	.50	.62	.58	.68	.48	.59	.49
Dozen of eggs sold	.19	.27	.39	.37	.31	.28	.26	.33	.24	.25	.30
RETURN ABOVE FEED COST PER:											
Dairy cow	\$49.95	\$81.83	\$161.27	\$156.86	\$162.86	\$183.05	\$199.71	\$230.01	\$275.08	\$304.72	\$324.18
Cwt. of hogs produced	2.98	3.93	6.09	6.47	4.62	4.57	12.13	7.85	5.70	6.21	12.39
Ewe	*	6.97	11.16	9.47	6.18	5.40	8.85	8.64	4.12	8.17	7.84
Hen	1.12	1.82	2.11	1.60	1.39	1.27	.39	1.34	.23	.83	1.41
Cwt. of feeder cattle prod.	*	2.98	6.40	7.37	4.76	1.78	7.06	1.03	1.61	4.45	11.25
FEED COST PER:											
Dairy cow	\$44.93	\$63.13	\$123.22	\$142.59	\$147.05	\$169.62	\$200.19	\$216.61	\$212.34	\$221.87	\$227.94
Cwt. of hogs produced	5.10	7.52	13.23	12.95	10.65	10.65	11.39	12.69	11.70	11.54	12.19
Ewe	*	7.92	8.07	10.73	11.17	13.46	16.00	15.56	18.81	23.29	23.90
Hen	1.57	2.38	4.39	4.76	3.78	3.28	3.31	3.71	3.37	3.05	3.11
Cwt. of feeder cattle prod.	*	11.80	23.08	19.46	18.83	19.10	20.44	23.15	21.10	21.17	22.16
PRICE OF FEED:											
Corn (per bu.)	\$.59	\$.71	\$1.29	\$1.31	\$1.11	\$.99	\$1.13	\$1.19	\$1.12	\$1.02	\$1.05
Barley (per bu.)	.49	.59	1.31	1.16	.92	.91	.98	1.02	1.04	.96	.85
Oats (per bu.)	.28	.46	.75	.74	.59	.61	.63	.66	.64	.62	.56
Oilmeal (per cwt.)	2.12	2.30	3.84	4.19	3.73	4.36	4.60	5.25	5.00	5.10	5.00
Alfalfa (per ton)	9.30	9.90	18.40	18.30	18.20	19.40	23.00	21.00	20.00	20.00	20.00

* Information not available.

Footnote for pages 23, 24, 25.

In 1936, the values of land were adjusted upward 10 percent. The value of dairy cows was also adjusted upward in 1936. The capital gains were not included in the inventory changes in the financial statement.

The charges for unpaid family labor and board for hired labor were also changed from year to year. The rates for the period 1935 to 1969 are as follows:

Year	Unpaid family labor	Board for hired labor	Year	Unpaid family labor	Charge for 2nd operator	Board for hired labor
1935	\$40	\$15	1946	\$100	\$100	\$30
1936	43	18	1947-55	125	125	36
1937-40	45	18	1956-60	135	135	38
1941	50	20	1961-64	150	200	40
1942	60	25	1965	160	275	45
1943	75	25	1966	160	300	45
1944	85	25	1967	160	300	45
1945	90	25	1968	160	300	45
			1969	160	300	45

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

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

The standards used in the calculation of work units were changed in 1953 and in 1967. Also, the value of the house, which had been included in the investment of farm buildings since 1940, was omitted from all the records except the net worth statements in 1953.

In calculating labor earnings, interest on farm capital was charged at the rate of 5 percent until 1967, when the rate was changed to 5.5 percent.

These adjustments should be considered in comparing 1969 with previous years.