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1954 Annual Report

**SOUTHEASTERN AND SOUTHWESTERN MINNESOTA
FARM MANAGEMENT SERVICES**

University of Minnesota
Institute of Agriculture
and
United States Department of Agriculture
Agricultural Research Service
and the
County Extension Services of
24 Southern Minnesota Counties

and the

**Southeastern and Southwestern Minnesota Farm Management Associations
Cooperating**

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Report No. 223
Department of Agricultural Economics
Institute of Agriculture
St. Paul 1, Minnesota
June, 1955

1954 ANNUAL REPORT OF THE SOUTHEASTERN AND THE SOUTHWESTERN MINNESOTA FARM MANAGEMENT SERVICES

Prepared by T. R. Nodland, G. A. Pond, R. B. Zoller and D. S. Moore

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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 southern Minnesota counties are cooperating with the Southeastern and the Southwestern Minnesota Farm Management Associations in maintaining a farm management service. The Southeastern Minnesota Farm Management Service was organized late in 1927 and began operation 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. The Southwestern Minnesota Farm Management Association was organized in the fall of 1939 by farmers in that part of the state. 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.

The analysis of the records and the preparation of the report are handled by the Department of Agricultural Economics under the direction of G. A. Pond and T. R. Nodland. Extension work in connection with the two services is handled by S. B. Cleland and E. Hartmans. Harvey Bjerke was the field agent in southeastern Minnesota and Harlund Routhe in southwestern Minnesota. At the end of the year S. A. Engene, R. B. Zoller, D. S. Moore, Henrik Aune, John Schmidt and R. A. Hinton of the Department of Agricultural Economics aided in closing the records.

The following tabulation shows by counties the number of records submitted, the officers of the Associations and the county agricultural extension agents who cooperated in 1954:

Southeastern Minnesota			
County	No. of record	Association officers	County Agricultural Extension Agent
Dakota	7	John Harkness, Vice President	Clarence O. Quie
Dodge	14	Forest Chapin, Director	Victor Sander
Freeborn	18	Wesley Pierson, President	Loyel Hoseck
Goodhue	26	Felix Mahoney, Director	R. E. Jacobs
LeSueur	4	Emil Dietz, Director	Al Booren
Mower	8	Harvey Holst, Director	G. J. Kunau
Nicollet	13	Wilbur Halbert, Director	Don Hasbargen
Olmsted	13	Earl Kleinwort, Director	F. L. Liebenstein
Rice	15	George Little, Director	F. E. Wetherill
Scott	4	George Williamson, Director	Ray Aune
Steele	17	Walter Dunn, Secretary	Warren Liebenstein
Wabasha	12	Everett Freiheit, Director	Chester Graham
Waseca	14	Francis Miller, Director	J. R. Gute
Winona	10	Homer Goss, Director	Mathas Metz
Total	175		C. F. Murphy
			Gordon Anderson

Southwestern Minnesota

County	No. of records	Association Officers	County Agricultural Extension Agent
Cottonwood	6	Walter Schmotzer, Director	Herman Vossen
Faribault	17	Orval Paschke, Director	James Johnson
Jackson	27	George Rentschler, Vice President Steve Rubis, Director	Ray Palmby
Martin	10	Don Jensen, Director	Joe Clifford
Murray	19	Arthur Foster, Secy-Treas. Handley Richardson, Director	A. B. Hagen
Nobles	53	Kenneth Hansberger, President Walter Strom, Director Marian Lester, Director	Ross Huntsinger
Pipestone	7	Kenneth Butman, Director	Clem Chase
Redwood	20	Melvin Manguson, Director Elmer Rolland, Director	J. I. Swedberg
Rock	3	James R. Juhl, Director	Gregory Leuhr
Watsonwan	<u>7</u>		John Ankeny
Total	169		

The data for 322 farms are shown in the tables on succeeding pages. Twelve farms were omitted from all of the averages in the tables because the records were not sufficiently complete for a full analysis. Ten records were not returned for analysis 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, nevertheless, wide variations in the methods and practices followed by these men. It is reasonable to assume that similar variation 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, 1954*

Items	Your farm		Average of 322 farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1. Size of farm (acres)			249	
2. Size of business (work units)**			432	
3. Dairy and dual purpose cows			\$2039	\$1929
4. Other dairy & dual purpose cattle			989	922
5. Beef cattle (Incl. feeders)			3356	3337
6. Hogs			2005	2028
7. Sheep (including feeders)			327	295
8. Poultry (including turkeys)			298	234
9. Productive livestock (total)			9014	8745
10. Horses			36	32
11. Crop, seed and feed			7302	8286
12. Auto (farm share)			1418	1405
13. Tractors			1939	1984
14. Crop and general machinery			4483	4491
15. Livestock equipment and supplies			764	887
16. Machinery & equipment (total)			8604	8767
17. Miscellaneous			9	11
18. Land			17793	17793
19. Buildings, fences, etc.			9699	9894
20. Total farm capital			52457	53528

Items	64 most profitable farms		64 least profitable	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1. Size of farm (acres)	330		239	
2. Size of business (Work units)**	495		441	
3. Dairy and dual purpose cows	\$ 1209	\$ 1025	\$ 2461	\$ 2265
4. Other dairy & dual purpose cattle	644	534	1129	1032
5. Beef cattle (incl. feeders)	5957	6763	3474	3001
6. Hogs	3360	3666	1272	1337
7. Sheep (including feeders)	408	175	365	468
8. Poultry (including turkeys)	286	194	394	330
9. Productive livestock (total)	11864	12357	9095	8433
10. Horses	18	19	41	42
11. Crop, seed, and feed	10961	13296	7170	6777
12. Auto (farm share)	1519	1527	1383	1343
13. Tractors	2183	2617	1910	1919
14. Crop & general machinery	5620	5727	4481	4225
15. Livestock equipment and supplies	768	822	777	864
16. Machinery & equipment (total)	10390	10693	8551	8351
17. Miscellaneous	7	8	19	26
18. Land	26224	26224	17304	17304
19. Buildings, fences, etc.	11881	12086	9027	9130
20. Total farm capital	71345	74683	51207	50063

* For the purpose of comparison, all the data shown in this report with the exception of tables 5 and 6 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 5 for an explanation of "work units".

Table 1 Summary of Farm Inventories, 1954 (continued)

Items	166 S.E. assoc.	156 S.W. assoc.	69 gen. live- stock farms	64 gen. livestock & crop farms	41 dairy & hog farms	24 feeder cattle, hog & crop farms	16 dairy hog & crop farms	
	farms	farms	December 31					
1.	228	270	200	275	200	365	210	285
2.	455	408	444	427	459	421	457	443
3.	\$3043	\$ 743	\$ 2112	\$ 1164	\$ 3412	\$ 89	\$4556	\$3680
4.	1431	380	1016	564	1584	79	2533	1314
5.	1334	5469	2257	3357	116	8724	-	-
6.	1260	2844	1915	2085	1990	3389	468	1568
7.	200	396	352	434	89	40	111	66
8.	229	239	335	315	116	163	67	84
9.	7497	10071	7987	7919	7307	12484	7735	6712
10.	39	24	41	36	36	27	54	17
11.	7128	9519	6213	8829	5640	13577	4597	8635
12.	1286	1532	1357	1425	1130	1860	932	1429
13.	1875	2101	1812	1774	1649	2794	1401	2022
14.	4393	4596	3863	4767	3516	6052	3366	4639
15.	913	827	913	790	3069	608	1015	946
16.	8497	9056	7945	8756	7364	11314	6714	9036
17.	10	11	3	16	11	-	-	-
18.	11356	21643	12312	20454	13113	29623	10022	22926
19.	10030	9749	9385	9119	10045	11686	8594	10072
20.	44557	63073	43886	55129	43516	78711	37716	57398

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 2.

Table 2. Number of Work Units for Each Class of Livestock and Each Acre of Crop

Item	No. of work units	Item	No. of work units
Dairy and dual pur. cows	10.0 per cow	small grain	.5 per acre
Other dairy & du. pur. cattle	3.5 per an. unit*	Sugar beets	1.5 per acre
Beef breeding herd	3.5 per an. unit*	Sweet corn	.7 per acre
Feeder cattle	.25 per 100 lbs.	Corn husked	.7 per acre
Sheep - farm flock	1.5 per an. unit*	Corn hogged	.4 per acre
Sheep - feeder	.3 per 100 lbs.	Corn shredded	1.5 per acre
Hogs	.2 per 100 lbs.	Corn silage	1.0 per acre
Turkeys	.5 per 100 lbs.	Corn fodder	1.0 per acre
Hens	20.0 per 100 hens	Alfalfa hay	.6 per acre
Canning peas	.5 per acre	Soybean hay	.8 per acre
Soybeans for grain	.5 per acre	Other hay crops	.4 per acre

* Animal unit represents one dairy cow or bull, two other dairy cattle, 1 1/4 beef cows or bull, 1 feeder steer or heifer, 3 1/3 other beef cattle, 7 sheep, 14 lambs, 2 1/2 hogs, 5 pigs, 50 hens or 1,100 pounds of turkeys produced.

Table 3. Summary of Farm Earnings (Cash Statement), 1954

Items	Your Farm	Average of 322 farms	64 most profitable farms	64 least profitable farms
FARM RECEIPTS				
1. Dairy cattle		\$ 861	\$ 785	\$ 813
2. Dairy products		3035	1680	3033
3. Beef cattle (including feeding cattle)		4629	10160	3942
4. Hogs		5956	10334	3771
5. Sheep and wool		405	543	444
6. Horses		8	7	7
7. Poultry (including turkeys)		403	494	612
8. Eggs		1030	892	1267
9. Corn		1970	3536	1409
10. Small grain		606	1187	481
11. Other crops		1205	2198	989
12. Machinery & equip. sold		177	208	230
13. Income from work off the farm		356	443	408
14. Miscellaneous		247	319	256
15. Total farm sales		20888	32786	17662
16. Increase in farm capital		1071	3338	-
17. Family living from the farm		316	314	291
18. Total farm receipts		22275	36438	17953
FARM EXPENSES				
19. Dairy and dual-purpose cattle bought		\$ 125	\$ 71	\$ 137
20. Beef cattle bought (incl. feeding cattle)		1961	4914	1677
21. Hogs bought		406	600	426
22. Sheep bought		141	80	202
23. Horses bought		5	8	8
24. Poultry bought (including turkeys)		191	213	278
25. Misc. livestock expenses		408	506	410
26. Feed bought		3399	4727	3375
27. Fertilizers		705	1086	636
28. Other crop expenses		717	1041	732
29. Customwork hired		559	611	540
30. Gas, oil and grease bought (farm share)		795	1024	764
31. Repairs for tractors, trucks & autos (farm share)		426	531	420
32. Repair and upkeep of farm real estate		315	368	329
33. Repair and upkeep of crop & gen. mach.		270	383	287
34. Repair and upkeep of livestock equip.		142	197	140
35. Wages of hired labor		846	1276	987
36. Electricity expense		194	203	204
37. Pers. prop. and real est. taxes		698	905	678
38. Telephone and general farm expense		296	341	318
39. Total cash operating expense		12599	19085	12548
40. Mechanical power bought (farm share)		653	858	626
41. Crop and general machinery bought		837	1186	589
42. Livestock equipment bought		296	240	296
43. New real estate improvements		785	909	666
44. Total farm purchases		15170	22278	14725
45. Decrease in farm capital		-	-	1144
46. Interest on farm capital		2650	3651	2532
47. Unpaid family labor		454	404	542
48. Board furnished hired labor		107	116	109
49. Total farm expenses		18381	26449	19052
50. Labor earnings		3894	9989	-1099

Table 3. Summary of Farm Earnings (Cash Statement) 1954 (continued)

Items	166 S.E. Assoc. farms	156 S.W. Assoc. farms	69 gen. live- stock farms	64 gen. livestock & crop farms	41 dairy & hog farms	24 feeder & crop farms	24 cattle, hog & crop farms	23 dairy farms	16 dairy hog & crop farms
1.	\$ 1244	\$ 453	\$ 1058	\$ 587	\$ 1455	\$ 98	\$ 1545	\$ 1096	
2.	4916	1033	3479	1559	5428	19	8631	4576	
3.	1525	7933	3182	3047	39	18623	-	-	
4.	4051	7983	5643	5883	6871	8459	627	4969	
5.	188	637	637	727	101	46	73	71	
6.	12	4	11	12	5	4	6	-	
7.	274	540	509	651	90	118	60	52	
8.	1115	939	1540	1365	587	694	328	447	
9.	1238	2749	531	3088	492	3962	759	4124	
10.	352	876	96	1077	150	1756	82	859	
11.	970	1454	344	1548	404	2508	415	2029	
12.	160	195	154	136	96	306	82	152	
13.	342	371	348	308	254	368	124	318	
14.	237	258	186	220	205	249	304	244	
15.	16624	25425	17718	20208	16177	37210	13036	18937	
16.	988	1158	649	1042	852	486	-	-	
17.	334	296	340	373	357	271	274	329	
18.	17946	26879	18707	21623	17386	37967	13310	19266	
19.	165	82	241	112	74	27	251	173	
20.	531	3482	929	1262	92	8697	-	-	
21.	245	577	341	413	303	1027	133	196	
22.	53	235	190	152	15	11	26	4	
23.	4	7	2	4	11	16	-	-	
24.	152	233	250	285	97	124	57	39	
25.	411	403	402	351	462	274	488	459	
26.	2406	4456	3268	3395	2739	4346	1834	2190	
27.	643	770	184	695	548	1122	307	1274	
28.	581	863	499	833	528	1074	418	1032	
29.	618	497	426	531	552	598	801	706	
30.	741	852	669	882	692	1084	568	942	
31.	396	457	329	496	372	502	309	465	
32.	324	306	319	274	317	407	210	336	
33.	232	310	199	315	203	440	152	290	
34.	124	161	141	148	161	181	123	126	
35.	799	897	611	768	644	1050	820	1087	
36.	221	165	203	183	215	169	224	230	
37.	695	701	623	734	602	897	592	749	
38.	274	319	270	277	266	314	251	248	
39.	9615	15773	10396	12110	8893	22360	7564	10546	
40.	534	780	612	552	536	1065	394	358	
41.	703	979	611	792	669	1643	413	669	
42.	362	225	289	250	478	176	247	313	
43.	751	821	767	686	1033	506	225	228	
44.	11965	18578	12675	114390	11609	25750	8843	12114	
45.	-	-	-	-	-	-	251	519	
46.	2203	3125	2178	2730	2154	3923	1892	2883	
47.	514	390	523	484	365	536	391	414	
48.	126	87	95	115	112	114	79	146	
49.	114808	22180	15471	17719	14240	30323	11456	16076	
50.	3138	4699	3236	3904	3146	7644	1854	3190	

Table 4. Summary of Farm Earnings (Enterprise Statement) 1954*

Items	Your farm	Average of 322 farms	64 most profitable farms	64 least profitable farms
RETURNS AND NET INCREASES				
1. Dairy and dual-purpose cows	—	\$ 3035	\$ 1728	\$ 2946
2. Other dairy & dual-pur. cattle	—	835	532	805
3. Beef breeding herd	—	440	462	410
4. Feeder cattle	—	2255	5678	1409
5. Hogs	—	5633	10122	3449
6. Sheep-farm flock	—	168	197	200
7. Sheep-feeders	—	66	33	146
8. Turkeys	—	221	337	359
9. Chickens	—	1022	798	1244
10. All productive livestock	—	13675	19387	10968
11. Value of feed fed to livestock	—	9584	12856	9078
12. Return over feed from livestock	—	4091	7031	1890
13. Crops, seed, and feed	—	9414	15197	6674
14. Income from labor off the farm	—	219	291	286
15. Agricultural conservation payments	—	53	57	66
16. Miscellaneous	—	182	259	147
17 Total returns & net increases	—	13959	22835	9063
EXPENSES AND NET DECREASES				
18. Horses	—	\$ 21	\$ 8	\$ 30
19. Truck	—	280	327	255
20. Auto (farm share)	—	415	485	413
21. Tractor	—	963	1221	976
22. Elec. & gas engine exp.(f. share)	—	206	215	221
23. Hired power	—	256	279	241
24. Total power	—	2141	2535	2146
25. Crop and general machinery	—	1106	1495	1129
26. Livestock equipment	—	295	351	310
27. Buildings, fencing, and tiling	—	885	1069	872
28. Misc. productive livestock exp.	—	408	506	410
29. Labor	—	1598	2002	1818
30. Real estate taxes	—	549	730	525
31. Personal property tax	—	149	175	153
32. Insurance	—	117	134	125
33. General farm	—	167	198	142
34. Interest on farm capital	—	2650	3651	2532
35. Total expenses & net decreases	—	10065	12846	10162
36. Labor earnings	—	3894	9989	-1099

* 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 on page 9.

Table 4. Summary of Farm Earnings (Enterprise Statement) 1954 (continued)

Items	166 S.E. Assoc. farms	156 S.W. Assoc. farms	69 gen. live- stock farms	64 gen. livestock & crop farms	41 dairy & hog farms	24 feeder cattle, hog & crop farms	23 dairy farms	16 dairy hog & crop farms
1.	4947	1001	3556	1501	5542	41	8352	4519
2.	1272	369	989	562	1485	62	1609	1317
3.	239	600	347	714	-	87	-	-
4.	109	3901	1620	1339	29	9102	-	-
5.	3859	7521	5446	5657	6355	7953	816	4955
6.	116	222	230	352	77	43	35	36
7.	17	118	83	58	-	-	-	-
8.	111	339	263	358	-	-	-	-
9.	1148	889	1563	1381	608	685	326	452
10.	12468	14960	14097	11922	14096	17973	11138	11279
11.	8425	10819	9764	9063	9279	12716	7214	7809
12.	4043	4141	4333	2859	4817	5257	3924	3470
13.	8201	10706	7295	10873	6832	14944	5968	10328
14.	204	235	216	210	162	207	69	143
15.	52	54	51	59	40	59	36	49
16.	177	188	124	157	139	190	268	199
17.	12677	15324	12019	14158	11990	20657	10265	14189
18.	33	7	33	22	30	9	36	9
19.	283	277	244	336	272	349	181	281
20.	372	460	361	421	372	510	269	403
21.	900	1031	804	1081	823	1224	822	1151
22.	237	173	217	197	223	188	224	236
23.	296	214	201	245	263	267	376	309
24.	2121	2162	1860	2302	1983	2547	1908	2389
25.	1023	1195	882	1232	877	1704	826	1212
26.	279	313	298	291	313	329	264	315
27.	885	887	894	793	895	1124	621	869
28.	411	403	402	347	462	274	488	459
29.	1654	1538	1376	1548	1316	1901	1569	1875
30.	542	557	484	593	453	732	454	622
31.	153	144	139	141	149	165	138	127
32.	125	109	111	109	116	123	121	98
33.	143	192	159	168	126	191	130	150
34.	2203	3125	2178	2730	2154	3923	1892	2883
35.	9539	10625	8783	10254	8844	13013	8411	10999
36.	3138	4699	3236	3904	3146	7644	1854	3190

Table 5. Net Worth Statement for Those Farmers Who Kept a Complete Record of All Assets and Liabilities. 1954 (Operator's share)

Items	Your farm		75 Owners	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total acres in farm			199	
Owned			199	
Rented			-	
Total farm capital			\$ 43116	\$ 44082
Stocks and bonds			1899	2182
Life insurance			1638	1781
Notes and accounts receivable			513	525
Shares in marketing organizations			498	511
Outside real estate			1861	1977
Cash on hand in bank			1874	1804
Household furnishings and clothing			2110	2243
Pers. share of auto			622	610
Farm dwelling			4354	4314
Total non-farm assets			15369	15977
Total assets			58485	60059
Federal Land Bank mortgage			1906	1821
Other mortgages on farm operated			5386	4971
Loans on other real estate			-	213
Production credit assoc. loans			574	502
Sealed grain			539	716
Other chattel mortgages			1061	1200
Notes payable			1805	1669
Accounts payable			330	504
Total liabilities			11601	11596
Farmer's Net worth			46884	48463
Change in net worth				+1579

	39 part-owners*		61 Renters**	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total acres in farm	267		249	
Owner	133		-	
Rented	\$ 134		\$ 249	
Total farm capital	\$ 44008	\$ 46412	\$ 20335	\$ 21304
Stocks and bonds	1582	1647	706	750
Life insurance	1620	1725	915	1098
Notes and accounts receivable	736	1209	125	74
Shares in marketing organizations	361	408	219	229
Outside real estate	1600	1856	407	881
Cash on hand and in bank	2582	1894	1291	1280
Household furnishings and clothing	2140	2279	2247	2429
Pers. share of auto	556	507	559	595
Farm dwelling	3141	3529	-	65
Total non-farm assets	14318	15054	6469	7401
Total assets	58326	61466	26804	28705
Federal Land Bank Mortgage	1457	1521	-	-
Other mortgages on farm operated	5349	4726	-	-
Loans on other real estate	636	610	61	442
Production Credit Assoc. loans	361	231	677	915
Sealed grain	896	1013	748	619
Other chattel mortgages	1735	1816	1707	1736
Notes payable	2111	2312	1470	1653
Accounts payable	280	365	575	608
TOTAL LIABILITIES	12825	12594	5238	5973
Farmer's Net worth	45501	48872	21566	22732
Gain in net worth		+3371		+1166

* 16 rented for cash, 9 cash and crop share, 10 crop share and 4 livestock & cropshare

** 11 rented for cash, 24 cash and crop share, 4 crop share and 22 livestock & cropshare

Table 6. Summary of Farm Earnings by Tenure, 1954 (Operator's Share)

Items	Your farm	75 owners	39 ^{part} owners	61 renters
FARM RECEIPTS				
Dairy and dual-purpose cattle		\$ 876	\$ 657	\$ 600
Dairy products	_____	3473	2028	1798
Beef cattle (including feeders)	_____	3857	4939	3139
Hogs	_____	5199	6747	5585
Sheep and wool (including feeders)	_____	515	526	275
Horses	_____	6	12	5
Poultry (including turkeys)	_____	803	130	123
Eggs	_____	1280	1009	749
Corn	_____	1107	2584	1084
Small grain	_____	366	547	390
Other crops	_____	652	1209	1048
Machinery and equipment sold	_____	190	179	174
Income from work off the farm	_____	437	376	311
Miscellaneous	_____	297	208	163
(1) Total farm sales	_____	19058	21151	15444
(2) Increase in farm capital	_____	966	2404	969
(3) Family living from the farm	_____	311	340	302
(4) Total farm receipts (1)+(2)+(3)	_____	20335	23895	16715
FARM EXPENSES				
Dairy and dual-purpose cattle bought	_____	\$ 131	\$ 94	\$ 144
Beef cattle bought (incl. feeders)	_____	1622	2082	1432
Hogs bought	_____	435	406	297
Sheep bought (including feeders)	_____	263	133	15
Horses bought	_____	4	8	3
Poultry (including turkeys)	_____	335	131	106
Misc. livestock expense	_____	449	392	355
Feed	_____	3952	3410	3218
Fertilizers	_____	609	661	559
Other crop expense	_____	605	727	622
Custom work hired	_____	526	514	448
Gas, oil and grease	_____	681	783	702
Rep. tractor, truck & auto (farm share)	_____	381	448	375
Rep. and upkeep of real estate	_____	322	249	81
Rep. & upkeep of crop & gen. mach.	_____	240	273	254
Rep. & upkeep of livestock equip.	_____	144	162	128
Wages of hired labor	_____	771	985	654
Electricity expense (farm share)	_____	193	171	150
Real est. and pers. prop. taxes	_____	601	440	108
Cash rent	_____	-	617	526
gen. farm and insurance	_____	303	288	225
Interest paid	_____	458	476	204
Total cash operating exp.	_____	13025	13450	10606
Mech. power bought (farm share)	_____	685	686	725
Crop & gen. mach. bought	_____	687	1079	985
Livestock equip. bought	_____	308	216	151
New real est. improvements	_____	791	1292	246
(5) Total farm purchases	_____	15496	16723	12713
(6) Decrease in farm capital	_____	-	-	-
(7) Interest on farm capital	_____	1722	1785	837
(8) Unpaid family labor	_____	384	266	267
(9) Board furnished hired labor	_____	115	108	79
(10) Total farm expenses (5)+(6)+(7)+(8)+(9)	_____	17717	18882	13896
(11) Labor earnings (4) - (10)	_____	2618	5013	2819
(12) Ret. to cap. & fam. lab. (7)+(8)+(11)	_____	4724	7064	3923

Table 7. Household and Personal Expenses for
Those Farms Which Kept Complete Accounts of These Expenses, 1954

Items	Your farm	Average of 145 farms	29 most profitable farms	29 least profitable farms
Number of persons - family		4.5	5.2	4.3
Number of adult equiv.-family other*		3.3 .3	3.5 .3	3.1 .3
<u>EXPENSES</u>				
Food and meals bought	\$ 770	\$ 888	\$ 732	
Operating and supplies	256	263	214	
Furnishings and equipment	322	488	275	
Clothing and clothing materials	317	365	257	
Personal care and spending	76	57	71	
Education and recreation	156	173	131	
Gifts and special events	110	117	73	
Medical and hosp. insurance	259	289	210	
Church and welfare	245	262	219	
Pers. share of auto expense	134	146	134	
Upkeep on dwelling	57	65	70	
Pers. share of tele. and elect. exp.	96	95	89	
Total cash living expense	2798	3208	2475	
Pers. share new autos	73	73	137	
New dwelling	122	105	15	
Taxes	267	363	195	
Life insurance	271	386	180	
Other savings and investments	382	142	196	
Total household & pers. cash exp.	3913	4277	3198	
Family living from the farm	. 345	339	341	
Total cash expenses and perquisites	4258	4616	3539	
<u>RECEIPTS</u>				
Return to capital and fam. labor	\$ 4578	\$ 8829	\$ 1009	
Income from outside investments	175	291	71	
Other personal income	350	283	267	

* Hired help or others boarded.

Table 8. Family Living from the Farm, 1954

Items	Your farm	Average of 322 farms	Your farm	Average of 322 farms
No. of adult equivalents:				
Family		3.2		
Other*		.3		
Whole milk		1007 qts.		\$72.16
Skim milk		78 qts.		1.38
Cream		43 pts.		10.97
Cattle		632 lbs.		103.49
Hogs		299 lbs.		62.09
Sheep		4 lbs.		.67
Poultry		132 lbs.		21.81
Eggs		149 doz.		43.09
Total				\$315.66

* 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 9. The farmer's earnings are determined to a considerable extent by his accomplishments in these seven factors.

Table 9. Relation of Operator's Labor Earnings to the Number of Factors in which the Farmer Excels

No. of factors in which farmer of excels	No. farms	Your farm	The length of the shaded lines is in proportion to the average operator's labor earnings	Average labor earnings
None or 1	37		XXXXXXXXXXXXXXXXXXXX	\$ 2469
2	62		XXXXXXXXXXXXXXXXXXXX	3169
3	66		XXXXXXXXXXXXXXXXXXXX	4066
4	71		XXXXXXXXXXXXXXXXXXXXXX	4302
5	58		XXXXXXXXXXXXXXXXXXXXXX	4448
6 or 7	28		XXXXXXXXXXXXXXXXXXXXXX	4792

The array in table 9 indicates that it will be worth while for each co-operator to study carefully his ranking on pages 14 to 16, and learn his standing in respect to each of the above factors and the elements of strength and weakness in his farm business.

Table 10. Measures of Farm Organization and Management Efficiency, 1954

Measures used in chart on page 16	Your farm	Average of 322 farms	64 most profit- able farms	64 least profit- able farms
1. Labor earnings	\$	\$ 3894	\$ 9989	\$ -1099
2. Crop yields*		100	109	93
3. Per cent tillable land in high ret. crops**		61.8	60.4	60.3
4. Ret. for \$100 feed to prod. livestock***		100	108	90
5. Prod. livestock units per 100 acres****		33.4	38.5	33.2
6. Size of business - work units		432	495	441
7. Work units per worker		254	261	245
8. Pow., mach., equip., & Bldg. exp. per work unit		\$10.72	\$11.34	\$10.72

Items related to some of the above measures:

Index of return for \$100 feed from:

9. Dairy cattle (see pages 20 & 21)		100	106	93
10. Dual-purpose cattle (see pp. 22 & 23)		100	-	75
11. Beef cattle - breeding herd (see p. 24)		100	84	84
12. Beef cattle - feeders (see page 24)		100	109	91
13. Hogs (see page 25)		100	112	92
14. Sheep- farm flock (see page 26)		100	117	80
15. Sheep - feeders (see page 26)		100	156	-
16. Turkeys (see page 28)		100	-	-
17. Chickens (see page 27)		100	105	96
18. Number of animal units		68.0	95.5	62.9
19. Work units on crops		112	159	106
20. Work units on productive livestock		292	300	299
21. Other work units		28	36	36
22. Number of family workers		1.3	1.3	1.3
23. Number of hired workers		.4	.6	.5
24. Total number of workers		1.7	1.9	1.8
25. Power expense per work unit		\$5.21	\$5.38	\$5.12
26. Crop machinery expense per work unit		2.69	3.08	2.70
27. Livestock equip. expense per work unit		.69	.71	.71
28. Bldgs. & fencing exp. per work unit		2.13	2.17	2.19

* Given as a percentage of the average

** Crops are marked in table 11 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.

Table 10. Measures of Farm Organization and Management Efficiency (con't.).

Items	166 S.E. Assoc.	156 S.W. Assoc.	69 gen. live- stock farms	64 gen. livestock & crop farms	41 dairy & hog farms	24 feeder cattle, hog & crop farms	23 dairy farms	16 dairy hog & crop farms
1.	\$ 3138	\$ 4699	\$ 3236	\$ 3904	\$ 3116	\$ 7644	\$ 1854	\$ 3190
2.	100	100	99	98	97	104	94	102
3.	65.1	58.3	64.3	57.1	63.8	59.9	65.7	61.9
4.	100	100	100	96	101	102	101	92
5.	31.5	35.4	39.6	26.2	35.3	32.0	29.6	21.0
6.	455	408	444	427	459	421	457	443
7.	253	255	278	251	270	222	254	233
8.	\$9.75	\$11.76	\$8.90	\$11.72	\$9.05	\$14.04	\$8.01	\$10.84
9.	102	93	99	86	103	-	104	92
10.	101	99	108	93	-	-	-	-
11.	71	110	83	92	-	-	-	-
12.	100	100	97	99	-	102	-	-
13.	101	98	101	98	100	110	97	94
14.	89	112	105	106	91	-	36	-
15.	-	107	-	-	-	-	-	-
16.	-	112	-	-	-	-	-	-
17.	103	97	110	100	92	93	83	59
18.	58.8	77.8	67.8	64.9	61.7	90.4	51.4	51.5
19.	95	130	85	126	86	183	75	129
20.	333	249	332	274	352	212	373	297
21.	27	29	27	27	21	26	9	17
22.	1.4	1.2	1.3	1.3	1.3	1.4	1.3	1.3
23.	.4	.4	.3	.4	.4	.5	.5	.6
24.	1.8	1.6	1.6	1.7	1.7	1.9	1.8	1.9
25.	\$4.82	\$5.62	\$4.28	\$5.92	\$4.34	\$6.34	\$4.26	\$5.48
26.	2.33	3.07	1.98	3.18	1.98	4.12	1.81	2.81
27.	.63	.77	.66	.68	.69	.82	.60	.68
28.	1.97	2.30	1.98	1.94	2.04	2.76	1.34	1.87

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 322 farms included in this summary are located between the dotted lines across the center of this page.

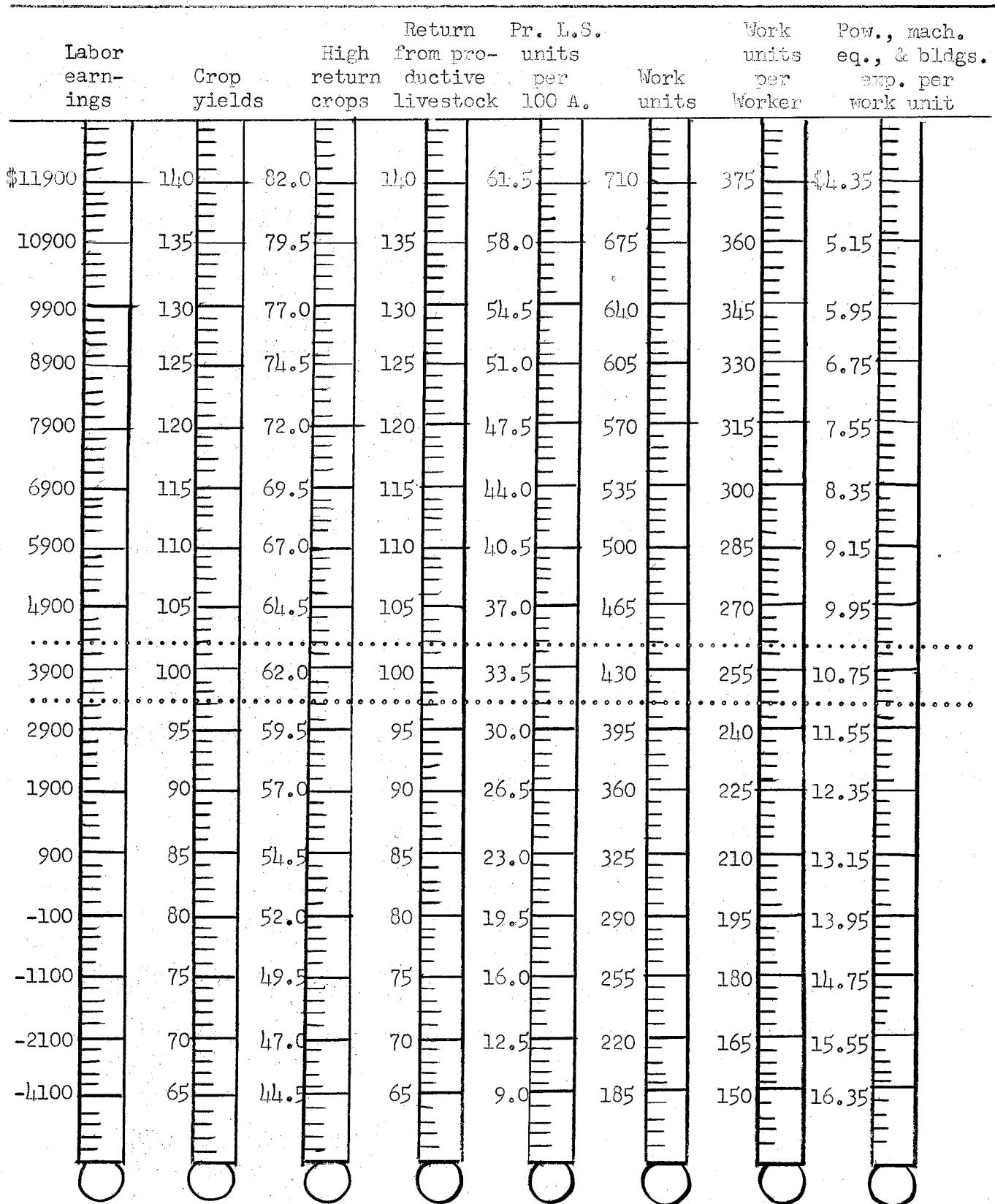


Table 11 Distribution of Acres in Farm, 1954

Crop	Crop ratings for*		Number growing this crop		Your Farm	Average acreage of farms in	
	S.E. Minn.	S.W. Minn.	S.E. Minn.	S.W. Minn.		S.E. Minn.	S.W. Minn.
Canning peas	A	A	14	6		1.2	.8
Flax	C	C	7	56		.8	11.6
Barley	D	D	20	13		2.3	3.8
Oats and barley	D	D	10	1		1.5	.3
Oats	D	D	156	146		35.9	47.7
Wheat or rye	D	D	17	5		1.1	.5
Total small grain & peas			163	156		42.8	64.7
Seed corn, potatoes, truck crops	A	A	6	1		.7	--
Corn grain	A	A	165	153		49.6	84.3
Corn silage	B	C	117	79		7.1	7.0
Sweet corn	B	B	16	4		1.8	.5
Soybeans for grain	C	B	67	101		13.0	24.7
Corn or sorghum fodder	D	D	5	1		.1	.3
Total cultivated crops			166	155		72.3	116.8
Alfalfa hay	A	B	163	141		33.9	26.8
Red Clover hay	B	C	13	--		1.4	--
Other legumes & mixtures	C	C	6	27		.4	2.7
Legumes for seed	C	D	3	1		.1	--
Timothy & Brome hay or seed	D	D	7	6		.6	.4
Annual hay	D	D	11	9		.5	.6
Total tillable land in hay			166	153		36.9	30.5
Alfalfa pasture	A	A	126	101		18.1	11.0
Other legumes and Mixtures	C	C	19	14		2.0	1.3
Sudan and/or rape	C	C	9	2		.3	--
Other tillable pasture	D	D	38	20		3.6	1.8
Total tillable land in past			147	114		24.0	14.1
Tillable land not cropped	D		8	5		.3	.3
Total tillable land			166	156		176.3	226.4
Wild hay			35	35		2.1	3.8
Non-tillable pasture			115	88		25.7	22.2
Timber not pastured			64	15		7.1	.9
Roads and waste						10.3	8.0
Farmstead						6.7	9.0
Total acres in farm						228.2	270.3
Per cent land tillable						77.3	83.8
Per cent tillable land in high return crops						65.1	58.3

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

Table 12 Crop Yields Per Acre, 1954

Crop	Your Farm	Average of farms growing each crop in		
		S.E.	S.W.	Minn.
Canning peas, dollars		\$46.09		\$36.40
Flax, bu.	_____	7.1		9.7
Barley, bu.	_____	31.4		32.7
Oats and barley, bu.	_____	47.4		--
Oats, bu.	_____	46.4		40.8
Wheat, bu.	_____	17.8		--
Corn grain, bu.		69.6		66.7
Corn silage, tons	_____	10.8		10.4
Sweet corn, tons	_____	3.9		--
Soybeans, bu.	_____	23.6		27.3
Corn fodder, tons	_____	2.6		--
Alfalfa hay, tons	_____	2.8		2.6
Red clover hay, tons		1.5		--
Other legumes & mixtures, tons	_____	2.1		1.9
Timothy or brome hay, tons	_____	1.4		1.1
Annual hay	_____	1.8		1.1
Wild hay, tons	_____	.4		.9

Table 13 Average Price of Feeds, 1954

Item	Value	Item	Value
Ear corn, per bu.	\$1.34	Alfalfa hay, per ton	\$17.00
Oats, per bu.	.70	Red or alsike clov. hay, per ton	14.40
Barley, per bu.	1.02	Timothy, per ton	9.80
Wheat, per bu.	2.00	Wild hay, per ton	8.50
Bran, per cwt.	2.85	Corn fodder, per ton	7.60
Linseed oilmeal, per cwt.	4.20	Corn silage, per ton	5.75
Meat scraps, per cwt.	5.75	Pasture, per mo. per cow	2.50
		Skimmilk per cwt.	.38

Table 14 Power and Machinery Expenses Per Crop Acre, 1954

Items	Your Farm	Average of 322 farms	64 most profitable farms	64 least profitable farms
Crop acres per farm	_____	184	265	171
Tractor and horse exp. per crop acre	_____	\$ 5.77	\$ 4.95	\$ 6.60
Crop & gen. mach. exp. per crop acre	_____	6.36	6.00	7.37

TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

The total "return over feed costs" for each class of livestock is shown in Table 15. This differs from the "return over feed" shown in the enterprise statement in that it is the total for each class of livestock instead of a return "per head" "per unit" or "per 100 pounds". These data indicate the relative importance of different classes of livestock as a source of income and as a market for feed. The total return is the same as the returns and net increases shown on page 8. The value of milk consumed by calves is included in the total returns from dairy or dual purpose cows and in the total feed cost for other dairy or other dual purpose cattle. The value of milk consumed by calves is not included in either the total returns or the feed cost of "all dairy" or "all dual purpose" cattle. The return over feed is not a net return, but rather the amount available from the gross income, after paying the feed bill, to cover the outlay for hired labor, power, equipment, taxes, insurance, interest and veterinary bills and to provide a return for the use of family labor and capital.

Table 15 Total Feed Costs and Returns From Your Livestock Enterprises, 1954

	Dairy or dual purpose cattle	All	Beef breeding herd
Cows	Other		
Total returns	_____	_____	_____
Total feed cost	_____	_____	_____
Total return over feed	_____	_____	_____
	Feeder cattle	Farm flock of sheep	Chickens
Hogs			
Total returns	_____	_____	_____
Total feed cost	_____	_____	_____
Total return over feed	_____	_____	_____

Feed is the largest single item of cost for all classes of livestock. However, the proportion of the total cost represented by feed varies considerably between classes of livestock. Feed makes up approximately 45 per cent of the total costs of maintaining dairy cattle and poultry, 50 per cent in the case of a farm flock of sheep, and 75 to 90 per cent for hogs, feeder cattle and feeder lambs. Consequently, it is necessary to secure a relatively higher return over feed from dairy cattle and poultry than from the other livestock enterprises in order to be able to cover all the costs other than feed.

Table 16 Factors of Cost and Returns from Dairy Cows, 1954

Items	Your farm	Average of 185 farms	37 farms highest in butterfat per cow	37 farms lowest in butterfat per cow
Pounds of butterfat per cow		305	392	209
% of butterfat in milk		3.7	3.7	3.8
Price rec. per lb. B.F. sold (cents)		84.4	88.4	77.0
As manufacturing cream (cents)		65.4	62.4	65.7
Other (cents)		88.6	91.1	84.3
Feeds per cow, lbs.:				
Corn		1681	1923	1480
Small grain		753	1103	433
Commercial feeds		366	558	151
Legume hay		4421	4603	4206
Other hay		513	535	494
Fodder and stover		6	7	9
Total concentrates		2800	3584	2064
Total hay and fodder silage		4940	5145	4709
		6370	7442	6123
Feed cost per cow:				
Concentrates		\$70.71	\$90.54	\$46.76
Roughages		58.28	62.85	55.20
Pasture		11.99	11.89	12.01
TOTAL FEED COST		\$140.98	\$165.28	\$113.97
Value of produce per cow:				
Dairy product sales		\$244.77	\$326.03	\$145.48
Dairy produce used in house		6.84	6.94	8.84
Milk to livestock		11.37	12.91	12.64
Net increase in value of cows		-14.25	-7.90	-13.15
TOTAL VALUE PRODUCED		\$248.73	\$337.98	\$153.81
RETURNS ABOVE FEED COST PER COW		\$107.75	\$172.70	\$39.84
RETURNS FOR \$100 OF FEED		\$180.00	\$211.00	\$142.00
Feed cost per lb. B.F. (cents)		46.2	42.2	54.5
Number of cows*		19.7	21.6	15.1

* 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 17. Feed Costs and Returns from Other Dairy Cattle. 1954

Items	Your farm	Average of 183 farms*	37 farms highest in butterfat per cow	36 farms lowest in butterfat per cow*
Feed per head, lbs.:				
Concentrates		689	1003	479
Hay and fodder		2003	2092	1975
Silage		2131	2633	2134
Skim milk		218	91	384
Whole milk		276	329	231
TOTAL FEED COSTS PER HEAD		\$55.10	\$65.54	\$47.44
Net inc. in value of other dairy cattle		60.95	76.60	46.23
RETURNS ABOVE FEED COST PER HEAD		5.85	11.06	-1.21
RETURNS FOR \$100 OF FEED		\$111.00	\$117.00	\$97.00
Number of head of other dairy cattle		22.4	26.3	18.6

* Two farmers having both a milking herd and a beef herd, used a beef bull, and included all the young stock in the beef herd.

Table 18. Feed Costs and Returns from All Dairy Cattle. 1954

Items	Your farm	Average of 185 farms	37 farms highest in butterfat per cow	37 farms lowest in butterfat per cow
Feeds per animal unit, lbs.:				
Concentrates		2287	2971	1684
Hay and fodder		4512	4755	4470
silage		5582	6574	5367
TOTAL FEED COSTS PER ANIMAL UNITS		\$122.68	\$143.82	\$101.10
Value of produce per animal unit:				
Dairy products		\$161.94	\$206.72	\$ 99.63
Net increase in val. of dairy cattle		33.86	52.44	26.57
TOTAL VALUE PRODUCED		\$195.80	\$259.16	\$126.20
RETURNS ABOVE FEED PER ANIMAL UNIT		\$ 73.12	\$115.34	\$ 25.10
RETURNS PER \$100 OF FEED		\$162.00	\$185.00	\$130.00
Animal units of dairy cattle		30.7	35.0	27.8

Table 19. Factors of Costs and Returns from Dual Purpose Cows. 1954

Items	Your farm	Average of 14 farms
Pounds of butterfat per cow		170
Per cent butterfat in milk		3.6
Price received per lb. B. F. sold (cents)		67.6
As manufacturing cream (cents)		65.3
Other (cents)		81.8
Feeds per cow, lbs.:		
Corn		788
Small grain		518
Commercial feeds		200
Legume hay		3755
Other hay		475
Fodder and Stover		22
Total concentrates		1506
Total hay and fodder silage		4252
		5064
Feed cost per cow:		
Concentrates		\$39.29
Roughages		49.97
Pasture		12.97
TOTAL FEED COSTS		\$102.23
Value of produce per cow:		
Dairy product sales		\$101.37
Dairy produce used in house		9.95
Milk to livestock		18.32
Net increases in value of cows		-10.77
TOTAL VALUE PRODUCED		\$118.67
RETURNS ABOVE FEED COST PER COW		\$ 16.64
RETURNS FOR \$100 OF FEED		\$124.00
Feed cost per lb. B.F. (cents)		60.1
Number of cows		11.7

Table 20. Feed Costs and Returns from Other Dual Purpose Cattle. 1954

Items	Your farm	Average of 13 farms*
Feeds per head, lbs.		
Concentrates	701	
Hay and fodder	1460	
Silage	1426	
Skim milk	412	
Whole milk	221	
TOTAL FEED COST PER HEAD		\$ 46.39
Net increase in value		\$ 74.89
RETURNS ABOVE FEED COST PER HEAD		\$ 28.50
RETURNS FOR \$100 OF FEED		\$161.00
Number of head		20.4

* One farmer had both a milking herd and a beef herd, used beef bull, and included all the young stock in the beef herd.

Table 21. Feed Costs and Returns from All Dual Purpose Cattle, 1954

Items	Your farm	Average of 14 farms
Feeds per animal unit, lbs.:		
Concentrates	1560	
Hay and fodder	3538	
Silage	4361	
TOTAL FEED COSTS PER ANIMAL UNIT		\$ 93.25
Value of produce per animal unit:		
Dairy products	69.45	
Net increase in value	50.91	
TOTAL VALUE PRODUCED		\$120.36
RETURNS ABOVE FEED PER ANIMAL UNIT		\$ 27.11
RETURNS FOR \$100 OF FEED		\$137.00
Animal units		21.6

Table 22. Feed Costs and Returns from Beef Cattle, 1954

Items	Your farm	Average of all farms
Beef breeding herd: No. of farms:		64
Feeds per animal unit, lbs.:		
Concentrates		1173
Legume		3110
Other hay		479
Fodder and stover		--
Silage		5030
Feed Cost per animal unit:		
Concentrates	\$	\$29.52
Roughages		42.63
Milk*		.21
Pasture		16.76
TOTAL FEED COST		\$89.12
Value of produce per animal unit:		
Dairy products	\$	\$ 8.76
Net increase in value of animal		72.70
TOTAL VALUE PRODUCED		\$81.46
RETURNS ABOVE FEED COST PER ANIMAL UNITS	\$	-7.66
RETURNS FOR \$100 OF FEED	\$	\$100.00
Lbs. beef produced		12829
Number of cows and herd bulls		21.5
Number of other beef cattle		26.2
Number of animal units in the herd		25.1
Feeding Cattle: No. of farms		128
Feeds per cwt. beef produced, lbs.:		
Corn		526
Small grain		38
Commercial feeds		50
Legume hay		331
Other hay		45
Fodder and stover		--
Total concentrate		614
Total hay and fodder		376
Silage		601
Feed cost per cwt. beef produced		
Concentrates	\$	\$15.76
Roughages		4.69
Pasture		.72
TOTAL FEED COSTS		\$21.17
Net increase in value of feeders		26.44
RETURNS ABOVE FEED COST PER CWT. BEEF PROD.		5.27
RETURNS FOR \$100 OF FEED	\$	\$135.00
Price paid per cwt. beef lot	\$	18.82
Price rec'd. for feeder cattle sold	\$	21.24
Number of animal units		38.2
Pounds of beef produced		20405

* From the dairy herd

Table 23. Feed Costs and Returns from Hogs, 1954

Items	Your farm	Average of 262 farms	52 farms highest in returns above feed	52 farms lowest in returns above feed
Feed per cwt. hogs produced, lbs.:				
Corn		298	245	373
Small grain		90	76	109
Commercial feeds		57	58	62
Total concentrates		145	379	544
Skimmilk, buttermilk and whey		29	33	40
Feed cost per cwt. hogs produced:				
Concentrates	\$	12.21	10.36	14.77
Skim milk, buttermilk and whey		.12	.18	.15
Pasture		.11	.10	.09
TOTAL FEED COSTS		12.44	10.64	15.01
Net increase in value per cwt. hogs prod.	\$	18.89	21.85	16.16
RETURNS ABOVE FEED COST PER CWT.				
HOGS PROD.	\$	6.45	11.21	1.15
RETURNS FOR \$100 OF FEED	\$	158.00	209.00	110.00
Price received per cwt. hogs sold	\$	21.14	23.06	20.04
No. of spring litters raised		14.8	16.2	9.7
No. of fall litters raised		7.0	8.2	3.0
Total no. of litters raised		21.8	24.4	12.7
No. of pigs born per litter		8.3	8.6	7.9
No. of pigs weaned per litter		6.9	7.1	6.4
Pounds of hogs produced		32699	38859	24905

Table 24. Feed Costs and Returns from a Farm Flock of Sheep, 1954

Items	Your farm	16 farms	16 farms	
		Average of 78 farms	highest in returns above feed	lowest in returns above feed
Feeds per head,* lbs.				
Concentrates		99	63	13 $\frac{1}{4}$
Legume hay		345	336	401
Other hay		53	22	47
Silage		132	50	139
Feed Cost per head:				
Concentrates	\$	\$ 2.40	\$ 1.45	\$ 3.25
Roughages		3.64	3.10	4.11
Pasture		2.37	2.32	2.29
TOTAL FEED COSTS	\$	\$ 8.41	\$ 6.87	\$ 9.65
Value of produce per head:				
Wool	\$	\$ 3.39	\$ 3.38	\$ 3.14
Net increase in value of sheep		8.51	14.80	1.05
TOTAL VALUE PRODUCED	\$	\$11.90	\$18.18	\$ 4.19
RETURNS ABOVE FEED COST PER HEAD	\$	\$ 3.49	\$11.31	\$-5.46
RETURNS FOR \$100 OF FEED	\$	\$162.00	\$301.00	\$49.00
Price per cwt. of lambs sold	\$	\$ 18.52	\$ 20.75	\$17.47
Price per lb. wool sold (cts.)		49.7	51.4	50.2
Pounds of wool per sheep sheared		8.9	9.1	7.7
Number of ewes kept for lambing		38	30	32
percent lamb crop**		105	119	85
Per cent death loss**		8.7	7.1	10.9
Pounds of sheep produced		3329	4067	2141
No. of head of sheep*		54.8	46.4	46.9

* Two lambs under six months of age considered as one head.

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

Table 25. Feed Costs and Returns from Feeder Lambs, 1954

Items	Your farm	Average of
		8 farms
Feed per cwt. lambs produced, lbs.:		
Concentrates		550
Legume hay		586
Other hay		9
Fodder and stover		--
Silage		142
Feed cost per cwt. lambs produced		\$19.00
Net increase in value per cwt. produced		29.45
Return above feed cost per cwt. produced		10.45
RETURN FOR \$100 OF FEED		\$202.00
Price paid per cwt. lambs bought		18.61
Price received per cwt. lambs sold		20.36
% death loss		2.3
pounds of lambs produced		913 $\frac{1}{4}$

Table 26. Feed Costs and Returns from Chickens, 1954*

Items	Your farm	Average of 236 farms	47 farms highest in return above feed	47 farms lowest in return above feed
Feed per hen, lbs.:				
Grain		90	80	103
Commercial feeds		52	50	64
Total concentrates		142	130	167
TOTAL FEED COST PER HEN	\$	\$4.67	\$4.09	\$5.51
Value of produce per hen:				
Eggs sold and used in house	\$	\$4.84	\$5.71	\$3.90
Net increase in value of chickens		.22	.21	.44
TOTAL VALUE PRODUCED	\$	\$4.62	\$5.92	\$3.46
RETURNS ABOVE FEED COST PER HEN	\$	\$.05	\$1.83	-\$2.05
RETURNS FOR \$100 OF FEED	\$	\$103.00	\$151.00	\$62.00
Price rec'd. per doz. eggs sold (cts.)		30.2	31.8	29.0
Eggs laid per hen		193	216	165
Ave. no. of hens on farm during year		283	338	233
Per cent of hens that are pullets		87	86	83
Per cent death loss of hens		12	11	13
Number of chicks started:				
Pullets		365	421	358
Straight run		26	33	10
Cockerels		39	53	33
Lbs. chickens produced		1343	1718	1180

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

Table 27. Feed Cost and Returns from Laying Hens, 1954

Items	Your farm	Average of 88 farms	18 farms highest in eggs per hen	18 farms lowest in eggs per hen
Feed per hen, lbs.:				
Grain		82	84	72
Commercial feeds		38	50	32
Total concentrates		120	134	104
Skim milk		2	--	4
Total feed cost per hen	\$	\$3.75	\$4.37	\$3.20
Value of produce per hen:				
Eggs sold and used in home	\$	\$5.12	\$6.29	\$3.79
Less depreciation and death loss		1.25	1.51	.93
Total value produced	\$	\$3.87	\$4.78	\$2.86
Return above feed cost per hen	\$	\$.12	\$.41	\$.34
Return for \$100 of feed	\$	\$106.00	\$113.00	\$91.00
Eggs laid per hen		201	248	145
Price rec'd. per doz. eggs sold (cts.)		30.6	30.6	30.7
Ave. no. hens on farm during year		304	348	266
No. of hens on hand beginning of year		317	304	257
Per Cent death loss		11	10	14
Per cent of hens that are pullets		90	99	77

Table 28. Feed Costs and Returns from Chicks, 1954

Items	Your farm	Average of 78 farms
Number of cases		
Feed per 100 chicks raised, lbs.:		
Grain	1232	
Commercial feeds	1088	
Total concentrates	2320	
Total feed cost per 100 chicks raised		\$84.71
Net increase in val. per 100 chicks		74.95
Return over feed cost per 100 chicks		-\$ 9.76
Return for \$100 of feed		\$88.00
Number of chicks bot:		
Pullets	477	
Straight run	25	
Cockerels	58	
Price paid per 100 chicks bot:		
Pullets	\$43.35	
Straight run	27.74	
Cockerels	7.59	
Per cent death loss		12.9
Number chicks raised		484
Price rec'd per pound sold (cts.)		22.4
Pounds of poultry produced		1951

Table 29. Feed Costs and Returns for Turkeys, 1954

Items	Your farm	Average of 5 farms
Feed per cwt. turkeys produced, lbs.:		
Grain	278	
Commercial feeds	307	
Total concentrates	585	
Feed cost per cwt. turkeys produced	\$ _____	\$19.46
Net increase in value per cwt. turkeys produced	\$ _____	\$24.27
RETURNS ABOVE FEED COST PER CWT. TURKEYS PRODUCED	\$ _____	\$ 4.81
RETURNS FOR \$100 FEED	\$ _____	\$160.00
No. of poult's put on feed		4907
Price paid per poult purchased (cts.)		70.3
Per cent death loss		13.4
Price received per lb. turkeys sold (cts.)		37.7
Weight per bird sold (lbs.)		17.1
Pounds of turkey produced		58265

Table 30. Summary by Years, S. E. Minn. Farm Management Service

	Average 1928-29	Average 1930-34	Average 1935-39	Average 1940-44	Average 1945-49	Average 1950	1951	1952	1953	1954
Number of farms	148	140	149	177	169	165	162	160	157	166
Acres in farm	170	199	218	227	223	222	222	229	226	228
Crop acres in farm	116	136	147	148	148	153	153	158	156	154
Farm inventory	\$24574	\$19851	\$20286	\$25912	\$31402	\$37768	\$42333	\$45863	\$43289	\$44063

Farm earnings (see page 27.)

FARM EXPENSES

Cattle	\$ 141	\$ 83	\$ 213	\$ 441	\$ 485	\$ 807	\$ 1271	\$ 1084	\$ 653	\$ 696
Hogs bought	85	52	72	154	194	179	219	136	231	245
Sheep bought	6	14	94	64	64	10	54	26	35	53
Poultry bought	37	41	80	142	176	148	145	161	170	152
Horses bought	36	33	43	32	14	9	5	11	4	4
Misc. livestock expense	66	64	94	124	228	315	327	323	421	411
Misc. crop expenses	186	160	222	301	701	819	876	957	1170	1224
Feed bought	440	313	535	1273	1954	1972	2299	2383	2148	2406
Custom work hired	-	-	-	165	401	446	522	583	592	618
Power mach. (new & Exp.)	399	321	559	717	1562	2186	2194	1932	1934	1892
Mach. and equip. (new)	190	122	281	392	845	1251	1380	1181	1274	1065
Mach. and equip. (upkeep)	72	55	67	144	280	304	346	364	380	356
Bldgs., fencing (new)	130	81	245	331	778	1139	1218	972	835	751
Bldgs., fencing (upkeep)	52	32	79	188	323	409	359	377	370	324
Hired labor	272	243	398	585	849	891	885	901	806	799
Taxes and insurance	298	313	281	303	449	656	671	756	777	820
General farm	30	28	35	52	93	116	128	140	145	149
Total farm purchases	\$2,440	\$1,955	\$3,298	\$5,408	\$9,396	\$11,657	\$12,899	\$12,287	\$11,945	\$11,965
Decrease in farm capital	-	230	-	-	-	-	-	-	-	-
Board to hired labor	102	87	145	158	174	205	189	170	138	126
Interest on farm capital	1,228	992	1,014	1,296	1,570	1,888	2,117	2,293	2,164	2,203
Unpaid family labor	358	261	239	326	511	462	505	480	523	514
Total farm expenses	\$4,128	\$3,525	\$4,696	\$7,188	\$11,651	\$14,212	\$15,710	\$15,230	\$14,770	\$14,808

Table 30. Summary by Years S. E. Minn. Farm Management Service (continued)

	Average 1928-29	Average 1930-34	Average 1935-39	Average 1940-44	Average 1945-49	1950	1951	1952	1953	1954
FARM RECEIPTS										
Cattle	\$ 753	\$ 431	\$ 713	\$ 1,335	\$ 2,022	\$ 2,844	\$ 3,551	\$ 2,992	\$ 2,748	\$ 2,769
Dairy products	1,662	1,188	1,451	2,138	4,080	4,005	4,500	5,021	5,070	4,916
Hogs	1,164	793	1,074	2,517	3,598	3,926	4,646	4,233	4,411	4,051
Sheep and wool	52	60	200	186	232	160	177	159	172	188
Poultry	140	166	381	629	672	327	359	342	468	274
Eggs	275	243	372	751	1,319	1,158	1,522	1,240	1,453	1,115
Horses	30	27	55	34	20	19	10	17	12	12
Corn	37	62	153	121	335	433	444	697	1,017	1,238
Small grain	241	177	357	278	659	766	461	500	398	352
Other crops	163	155	174	455	819	669	739	982	908	970
Income from labor off farm	102	118	168	141	178	199	232	151	125	204
Agric. adj. payments	0	74	230	254	58	59	60	72	51	52
Misc.	134	138	247	282	470	788	792	619	431	483
Total farm sales	\$ 4,753	\$ 3,632	\$ 5,575	\$ 9,121	\$ 14,462	\$ 15,353	\$ 17,493	\$ 17,025	\$ 17,264	\$ 16,624
Increase in farm cap.	617	-	524	921	1,411	3,457	3,064	1,364	654	988
Fam. living from farm	325	232	273	566	715	702	816	805	446	334
Total farm receipts	5,695	3,864	6,372	10,608	16,588	19,512	21,373	19,194	18,364	17,946
Total farm expenses	4,128	3,525	4,696	7,188	11,651	14,212	15,710	15,230	14,770	14,808
Operator's earnings	1,567	339	1,676	3,420	4,937	5,300	5,663	3,964	3,594	3,138
MISCELLANEOUS ITEMS										
Yield per A. corn (bu.)	44.8	43.4	47.2	55.7	47.6	52.0	50.8	65.0	61.8	69.6
Yield per A. barley (bu.)	36.0	26.2	28.7	24.8	30.8	34.6	27.9	25.7	25.9	31.4
Yield per A. oats (bu.)	46.0	40.0	43.4	44.2	48.2	45.7	48.6	45.7	37.4	46.4
Yield per A. alfalfa (tons)	3.0	2.3	2.3	2.4	2.3	2.2	2.9	2.7	2.9	2.8
No. of milk cows	14.2	17.8	17.8	17.6	17.0	17.2	16.6	17.2	18.6	18.9
No. of litters of pigs	9.3	10.8	9.5	14.4	11.7	14.0	15.5	13.4	11.8	12.6
Lbs. of hogs produced	12,706	15,153	13,438	21,586	18,505	21,593	23,957	22,967	18,799	19,380
No. of head of sheep	7.0	13.5	18.8	15.8	10.8	8.4	10.1	10.9	11.3	11.2
No. of hens	136	169	182	222	235	219	224	217	217	220

Table 31. Summary of Farm Earnings by Years, S. W. Minn. Farm Management Service

Items	Average										
	1940-44	1945	1946	1947	1948	1949	1950	1951	1952	1953	1954
No. of farms	165	153	142	137	136	131	139	122	118	153	156
Total farm capital	\$36133	\$35876	\$36810	\$39671	\$44143	\$46452	\$50868	\$54869	\$58082	\$62148	\$62494
Monthly charge for:											
Unpaid family labor	\$ 63	\$ 90	\$ 110	\$ 130	\$ 130	\$ 130	\$ 130	\$ 130	\$ 130	\$ 130	\$ 130
Board to hired labor	23	25	30	36	36	36	36	36	36	36	36
<u>FARM EXPENSES</u>											
Dairy and dual-pur. cattle bought	\$ 120	\$ 118	\$ 237	\$ 135	\$ 170	\$ 214	\$ 321	\$ 252	\$ 264	\$ 158	\$ 82
Beef cattle bought (incl. feeders)	1405	1390	1754	1916	2341	2733	4120	5581	4461	2841	3482
Hogs bought	275	377	382	646	389	441	478	395	361	427	577
Sheep bought (incl. feeders)	596	600	464	301	97	365	543	881	569	766	235
Poultry bought (incl. turkeys)	140	195	164	156	133	179	164	246	122	187	233
Horses bought	39	15	14	14	11	2	6	5	4	9	7
Miscellaneous livestock expense	140	194	198	270	273	304	328	391	369	400	403
Miscellaneous crop expenses	402	575	750	1055	1112	851	966	995	1079	1496	1633
Feed bought	2041	2416	2669	4014	3926	2929	3807	4973	4318	4060	4456
Custom work hired	193	292	300	394	421	375	382	406	439	468	497
Power machinery (new)	320	200	449	847	1173	1116	1164	1063	610	705	780
Power machinery (upkeep, gas, oil)	551	817	963	1116	1277	1233	1308	1336	1438	1552	1474
Crop and general machinery (new)	335	414	601	897	1328	1319	1248	1121	871	779	979
Crop and general machinery (upkeep)	124	195	258	290	368	310	292	306	323	333	310
Livestock equipment (new)	112	78	97	122	108	88	124	157	124	191	225
Livestock equipment (upkeep)	55	94	92	114	131	126	125	142	121	125	161
Buildings and fencing (new)	341	370	409	754	941	908	741	1082	1023	738	821
Buildings and fencing (upkeep)	149	219	268	311	413	384	331	286	331	304	306
Hired labor	593	636	723	796	944	872	843	910	835	928	897
Taxes	330	311	367	378	459	499	534	565	627	685	701
Insurance	33	41	49	61	71	56	78	77	87	101	109
General farm	65	84	108	112	140	146	146	165	162	166	210
Total farm purchases	8359	9631	11316	14699	16226	15450	18049	21335	18538	17419	18578
Decrease in farm capital	-	-	-	-	-	-	-	-	-	925	-
Interest on farm capital	1806	1794	1841	1984	2207	2323	2543	2743	2904	3107	3125
Unpaid family labor	310	322	363	422	421	356	360	367	335	339	390
Board furnished hired labor	142	83	105	116	127	102	99	79	91	100	87
Total farm expense	\$10617	\$11830	\$13625	\$17221	\$18981	\$18231	\$21051	\$24524	\$21866	\$21890	\$22180

Table 31. Summary of Farm Earnings by Years S.W. Minnesota Farm Management Service (continued)

Items	Average 1940-44 1945 1946 1947 1948 1949 1950 1951 1952 1953 1954											
<u>FARM RECEIPTS</u>												
Dairy and dual-pur. cattle	\$ 383	\$ 473	\$ 515	\$ 688	\$ 616	\$ 572	\$ 904	\$ 781	\$ 765	\$ 572	\$ 453	
Dairy products	783	906	1083	1031	1046	874	885	1015	1124	1369	1033	
Beef cattle	3140	3777	3711	4248	4508	4988	6438	9411	8115	7695	7933	
Hogs	3622	4484	6166	8662	8207	6358	6801	7930	7322	7237	7983	
Sheep and wool	928	926	834	766	421	308	810	753	1057	1633	637	
Poultry (incl. turkeys)	563	659	620	444	418	485	590	838	184	478	540	
Eggs	597	977	993	1043	1108	1052	790	1055	875	1166	939	
Horses	44	27	24	28	25	12	14	6	12	4	4	
Corn	584	587	814	1183	1498	1606	1542	997	1245	2742	2749	
Small grain	1031	949	1446	2436	3818	1626	1694	1240	1217	1153	876	
Other crops	400	673	878	911	1160	772	677	901	981	1102	1454	
Machinery and equip. sold	196	251	363	383	355	470	446	644	378	170	195	
Agri. adjustment payment	370	51	121	61	65	29	57	72	70	65	54	
Income work off the farm	174	295	343	344	306	277	290	398	341	346	371	
Miscellaneous	224	48	67	83	124	66	112	130	154	88	204	
Total farm sales	\$13039	\$15083	\$17978	\$22311	\$23675	\$19495	\$22050	\$26171	\$23840	\$25820	\$25425	
Increase in farm capital	1098	314	3223	5634	1542	1260	5214	2561	1216	-	1158	
Family living from farm	553	635	679	667	702	649	669	708	748	344	296	
Total farm receipts	\$14690	\$16032	\$21880	\$28612	\$25919	\$21404	\$27933	\$29440	\$25804	\$26164	\$26879	32
Total farm expenses	10617	11830	13625	17221	18981	18231	21051	24524	21868	21890	22180	
Labor earnings	4073	4202	8255	11391	6938	3173	6882	4916	3936	4274	4699	
<u>ACRES PER FARM</u>												
Crop acres per farm	283	268	260	243	250	249	257	256	260	283	270	
<u>YIELDS PER ACRE</u>												
Flax, bu.	10.5	13.8	13.3	13.4	15.2	12.9	15.1	9.8	13.8	9.2	9.7	
Barley, bu.	25.1	44.3	33.4	28.9	39.3	24.4	38.0	23.2	28.9	22.4	32.7	
Oats, bu.	40.4	51.8	42.1	42.0	53.0	42.7	47.0	47.7	44.0	27.7	40.8	
Corn, grain bu.	49.7	33.5	53.1	40.4	63.1	49.1	44.9	38.3	58.9	59.9	66.7	
Corn silage, ton	8.9	7.1	8.9	6.9	10.1	9.2	8.7	7.5	9.5	9.7	10.4	
Alfalfa hay, ton	2.2	2.1	2.1	2.2	2.1	2.0	2.0	2.5	2.6	2.9	2.6	
<u>MISC. LIVESTOCK INFORMATION</u>												
No. dairy or dual pur. cows	8.1	6.1	5.7	5.2	4.8	4.6	4.6	4.5	4.5	5.3	4.7	
Head in beef breeding herd	10.5	10.8	10.7	8.0	9.0	8.3	8.0	8.9	11.6	13.4	13.4	
Lbs. feeder cattle produced	9336	7695	6083	5717	7117	6768	8699	10852	12152	14674	14309	
Litters of pigs	18.5	19.4	18.1	19.5	20.2	20.3	22.7	23.4	21.5	17.7	23.2	
Lbs. of hogs produced	30411	33994	34524	34163	35651	33129	37633	39702	38436	31283	39269	
No. of hens	197	215	210	200	200	185	186	180	179	187	204	