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1966
annual report

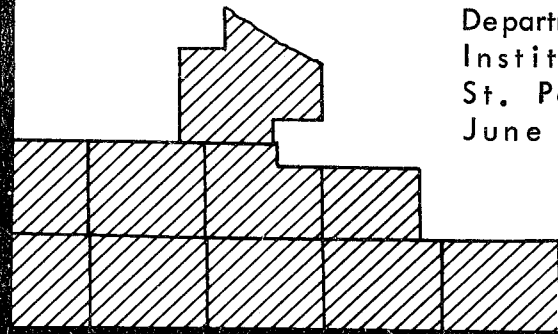
Southwestern Minnesota Farm Management Association

COOPERATING AGENCIES:

University of Minnesota, Institute of Agriculture
United States Department of Agriculture, Agricultural Research Service
County Extension Services of the 10 Southwestern Counties
Southwestern Minnesota Farm Management Association

REPORT NUMBER 289

Department of Agricultural Economics
Institute of Agriculture
St. Paul, Minnesota 55101
June 1967



1966 ANNUAL REPORT OF THE SOUTHWESTERN MINNESOTA FARM MANAGEMENT ASSOCIATION

Prepared by T. R. Nodland*

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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 southwestern Minnesota counties are cooperating with the Southwestern Minnesota Farm Management Association in maintaining a farm management service. The Association was organized in the fall of 1939 by farmers in that part of the state for the purpose of studying the farm business through farm records. 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 T. R. Nodland. Extension work in connection with this service is handled by Paul Hasbargen and Kenneth Thomas. Lyle Ross was the field agent for this project until October and he was followed by Michael Lynch. At the end of the year Carl Pherson of the Department of Agricultural Economics and Richard Hawkins, Charles Cuykendall and Rex Smith of the Agricultural Extension Service aided in closing the records.

* The author is indebted to Janet Otis, Barbara Miller, Dorothy Spreck and Eileen Miley for their assistance in the preparation of this report.

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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 1966.

County	No. of records	Association officers	County Agricultural Extension Agent
Cottonwood	18	Abram Ewert, Director	Paul Sandager
Faribault	22	Leon Chirpich, Director	Gene Williams
Jackson	23	Bernard Stevermer, Director Curtis Pietz, Vice President Vernon Voss, Director	Ray Palmby
Martin	10	Daryl Beberness, Director	Floyd Bellin, Jr.
Murray	20	Malcolm McLean, Director Arthur Foster, Secretary-Treasurer Loren Richardson, Director	Reuben Boxrud
Nobles	32	Burton Larson, President Donald Gingerich, Director Henry J. Peterson, Director	Francis Januschka
Pipestone	11	Fred Schuld, Director	Kenneth Rose
Redwood	26	Eugene Hook, Director Reinhardt Jenniges, Director	Ernest Johnson
Rock	2		Laverne B. Forest
Watsonwan	10	Eldon Torkelson, Director	John Ankeny
Total	174		

The data for 153 farms are shown in the tables on succeeding pages. Twenty-one farms were omitted from all of the averages in the tables because the records were not sufficiently complete for a full analysis or the 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 occurs 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, 1966*

Items	Your farm		Average of 153 farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farm (acres)			372	
Size of business (work units)**			576	
Dairy cows	\$	\$	\$1230	\$1258
Other dairy cattle			618	771
Beef cattle (incl. feeders)			11359	13634
Hogs			5104	3923
Sheep (incl. feeders)			134	126
Poultry (incl. turkeys)			264	231
Productive livestock (total)	\$	\$	18709	19943
Horses			9	8
Crop, seed and feed			11710	16237
Autos and trucks (farm share)			1615	1814
Tractors and crop machinery			9894	11566
Livestock equipment			1978	2163
Machinery and equipment (total)	\$	\$	13487	15543
Land			58064	58064
Buildings, fences, etc.			16757	16837
Total farm capital managed	\$	\$	118736	126632

Items	31 most profitable		31 least profitable	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farm (acres)	501		334	
Size of business (work units)**	839		480	
Dairy cows	\$1225	\$1206	\$ 848	\$ 961
Other dairy cattle	783	866	443	526
Beef cattle (incl. feeders)	16064	20984	12542	14203
Hogs	7197	5495	2842	2475
Sheep (incl. feeders)	37	42	163	160
Poultry (incl. turkeys)	520	445	288	276
Productive livestock (total)	25826	29038	17126	18601
Horses	10	9	10	10
Crop, seed and feed	17619	27398	10789	11660
Autos and trucks (farm share)	1851	2118	1780	1757
Tractors and crop machinery	13696	16481	9390	11209
Livestock equipment	2801	3115	1749	1914
Machinery and equipment (total)	18348	21714	12919	14880
Land	82290	82290	45952	45952
Buildings, fences, etc.	23915	24892	14604	13844
Total farm capital managed	168008	185341	101400	104947

* 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 20 for an explanation of "work units."

Table 2. Summary of Farm Earnings (Cash Statement), 1966

Items	Your farm	Average of 153 farms	31 most profitable farms	31 least profitable farms
FARM RECEIPTS				
Dairy cattle sold	\$ _____	\$ 628	\$ 673	\$ 419
Dairy products sold	_____	2633	3208	1848
Beef cattle (incl. feeders) sold	_____	21099	38050	15044
Hogs sold	_____	13877	20560	6943
Sheep and wool (incl. feeders) sold	_____	137	46	170
Horses sold	_____	1	-	-
Poultry (incl. turkeys) sold	_____	432	1587	411
Eggs sold	_____	1103	2002	1326
Corn sold	_____	4707	6380	4105
Soybeans sold	_____	4567	6927	2862
Small grain sold	_____	594	788	884
Other crops sold	_____	2482	3027	2060
Machinery and equipment sold	_____	267	294	330
Income from work off the farm	_____	665	644	762
Miscellaneous farm income	_____	678	1116	425
Total farm sales	\$ _____	53870	85302	37589
Increase in farm capital	_____	7896	17333	3547
Family living from the farm	_____	279	352	218
Total farm receipts	\$ _____	62045	102987	41354
FARM EXPENSES				
Dairy cattle bought	\$ _____	\$ 135	\$ 56	\$ 41
Beef cattle bought (incl. feeders)	_____	12295	23282	8436
Hogs bought	_____	827	1283	691
Sheep bought (incl. feeders)	_____	16	2	-
Horses bought	_____	2	-	-
Poultry bought (incl. turkeys)	_____	186	393	272
Miscellaneous livestock expense	_____	660	901	481
Feed bought	_____	9588	13979	6320
Fertilizers bought	_____	2311	3553	2116
Other crop expenses	_____	1988	2814	1945
Custom work hired	_____	1050	1355	875
Gas, oil, and grease (farm share)	_____	1419	1981	1295
Repair truck and auto (farm share)	_____	422	556	363
Repair and upkeep of farm real estate	_____	425	512	435
Repair & upkeep tractors & crop mach.	_____	1121	1478	1175
Repair & upkeep livestock equipment	_____	252	324	214
Wages of hired labor	_____	1223	2265	974
Electricity expense (farm share)	_____	317	413	327
Pers. prop. and real estate taxes	_____	1841	2523	1622
Telephone and general farm expense	_____	518	655	497
Total cash operating expense	\$ _____	36596	58325	28079
Trucks and autos bought (farm share)	_____	584	822	346
Crop and power machinery bought	_____	3567	5234	3698
Livestock equipment bought	_____	565	934	486
New real estate and improvements	_____	1353	2587	640
Total farm purchases	\$ _____	42665	67902	33249
Decrease in farm capital	_____	-	-	-
Interest on farm capital	_____	6134	8834	5159
Unpaid family labor	_____	657	1283	463
Board furnished hired labor	_____	72	159	39
Total farm expenses	\$ _____	49528	78178	38910
Labor earnings	\$ _____	12517	24809	2444

Table 3. Summary of Farm Earnings (Enterprise Statement), 1966*

Items	Your farm	Average of 153 farms	31 most profitable farms	31 least profitable farms
RETURNS AND NET INCREASES				
Dairy cows	\$ _____	\$2679	\$3274	\$1851
Other dairy cattle	_____	762	851	626
Beef breeding herd	_____	389	-	895
Feeder cattle	_____	10771	19724	7486
Hogs	_____	11931	17661	5923
Sheep - farm flock	_____	114	50	168
Sheep - feeders	_____	-	-	-
Chickens	_____	1068	2113	1193
Turkeys	_____	271	1018	284
All productive livestock	\$ _____	27985	44691	18426
Value of feed fed to livestock	_____	19644	29413	15635
Return over feed from livestock	\$ _____	8341	15278	2791
Crops, seed and feed	_____	22615	35952	16030
Income from labor off the farm	_____	321	256	302
Miscellaneous farm income	_____	678	1116	425
Total returns and net increases	\$ _____	31955	52602	19548
EXPENSES AND NET DECREASES				
Horses	\$ _____	\$ 4	\$ 4	\$ 7
Truck	_____	401	548	391
Auto (farm share)	_____	659	821	620
Electricity (farm share)	_____	317	413	327
Hired power	_____	716	900	601
Tractors and crop machinery	_____	3618	4986	3452
Livestock equipment	_____	625	931	525
Buildings, fencing and tiling	_____	1660	2115	1672
Miscellaneous productive livestock exp.	_____	660	901	481
Labor	_____	2285	4162	1750
Real estate taxes	_____	1585	2190	1395
Personal property tax	_____	256	333	227
General farm expense and telephone	_____	518	655	497
Interest on farm capital	_____	6134	8834	5159
Total expenses and net decreases	\$ _____	19438	27793	17104
Labor earnings	\$ _____	12517	24809	2444

* 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 labor earnings are the same as those on page 4.

Table 4. Net Worth Statement for Those Farmers Who Kept a Complete Record of All Assets and Liabilities, 1966 (Operator's Share)

Items	Your farm		16 Owners	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total acres in farm			307	
Owned			307	
Rented			-	
Total farm capital - operator's	\$	\$	\$110094	\$118763
Stocks and bonds			3346	3964
Life insurance cash value			3533	3780
Notes and accounts receivable			1728	1549
Shares in cooperative organizations			2200	2396
Outside real estate			1712	2625
Cash on hand and in bank			3635	3032
Household furnishings and clothing			4237	4498
Personal share of auto and truck			900	901
Farm dwelling			7526	8195
Total non-farm assets - operator's	\$	\$	28817	30940
Total assets - operator's	\$	\$	138911	149703
Mortgages on farm operated			24908	22924
Mortgages on other real estate			848	1265
Chattel mortgages			12540	13758
Notes payable			5534	6418
Accounts payable			403	598
Total liabilities - operator's	\$	\$	44233	44963
Farmer's net worth	\$	\$	94678	104740
Change in net worth				+10062

Items	23 part-owners		16 renters	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total acres in farm	575		339	
Owned	384		-	
Rented	191		339	
Total farm capital - operator's	\$82191	\$93093	\$29015	\$38868
Stocks and bonds	2194	2341	3309	2845
Life insurance cash value	2966	3319	1891	2412
Notes and accounts receivable	1333	1515	1908	2021
Shares in cooperative organizations	1325	1438	453	521
Outside real estate	1984	2509	4018	11517
Cash on hand and in bank	1169	1621	921	1214
Household furnishings and clothing	3223	3397	2801	2878
Personal share of auto	532	698	465	504
Farm dwelling	6322	6955	-	20
Total non-farm assets - operator's	21048	23793	15766	23932
Total assets - operator's	103239	116886	44781	62800
Mortgages on farm operated	21187	21003		
Mortgages on other real estate	1992	2517	1366	8250
Chattel mortgages	10138	13498	9332	11562
Notes payable	7776	8346	6574	7469
Accounts payable	750	1008	1521	2233
Total liabilities - operator's	41843	46372	18793	29514
Farmer's net worth	61396	70514	25988	33286
Change in net worth		+9118		+7298

Table 5. Summary of Farm Earnings by Tenure, 1966 (Operator's Share)

Items	Your farm	20 owners	31 part- owners	16 renters
FARM RECEIPTS				
Dairy cattle sold	\$	\$ 585	\$ 539	\$ 301
Dairy products sold		2060	2420	3728
Beef cattle (incl. feeders) sold		23943	17424	9077
Hogs sold		11346	14759	9220
Sheep and wool (incl. feeders) sold		206	127	98
Horses sold		-	-	-
Poultry (incl. turkeys) sold		1365	228	45
Eggs sold		2887	418	262
Corn sold		3887	2449	2142
Soybeans sold		3078	3548	3485
Small grain sold		466	438	269
Other crops sold		2709	2246	999
Machinery and equipment sold		219	278	171
Income from work off the farm		578	552	576
Miscellaneous		803	649	338
(1) Total farm sales	\$	54132	46075	31211
(2) Increase in farm capital		7845	8806	9022
(3) Family living from the farm		236	268	286
(4) Total farm receipts (1)+(2)+(3)	\$	62213	55149	40519
FARM EXPENSES				
Dairy cattle bought	\$	\$ 88	\$ 116	\$ 206
Beef cattle bought (incl. feeders)		15113	10669	5246
Hogs bought		704	960	621
Sheep bought (incl. feeders)		15	12	6
Horses bought		-	-	-
Poultry bought (incl. turkeys)		527	70	43
Miscellaneous livestock expense		670	615	541
Feed bought		10403	8600	6065
Fertilizers bought		2330	1983	1472
Other crop expenses		1635	1773	1535
Custom work hired		1135	1031	880
Gas, oil and grease bought (farm share)		1328	1381	1269
Repair and upkeep power and crop machinery		1431	1458	1152
Repair and upkeep real estate		498	383	162
Repair and upkeep livestock equipment		246	244	216
Wages of hired labor		1541	1011	753
Electricity expense (farm share)		341	288	253
Real estate and personal property taxes		1659	1046	194
Cash rent		-	845	1706
General farm expense		611	507	352
Interest paid		2551	2126	844
Total cash operating expense	\$	42826	35118	23516
Trucks and autos bought (farm share)		781	562	592
Tractors and crop machinery bought		4106	3077	3668
Livestock equipment bought		548	480	360
Farm purchase and real estate improvements		1003	3268	135
(5) Total farm purchases	\$	49264	42505	28271
(6) Decrease in farm capital		-	-	-
(7) Interest on operator's farm capital		2760	2108	919
(8) Unpaid family labor		244	270	224
(9) Board furnished hired labor		73	62	43
(10) Total farm expense (5)+(6)+(7)+(8)+(9)	\$	52341	44945	29457
(11) Labor earnings (4)-(10)	\$	9872	10204	11062
(12) Ret. to capital & fam. labor (7)+(8)+(11)	\$	12876	12582	12205

Table 6. Household and Personal Expenses for Those Farms Which Kept Complete Accounts of These Expenses, 1966

Items	Your farm	Average of 67 farms	14 high in return to cap and fam. labor	14 low in return to cap. and fam. labor
Number of persons - family	_____	5.0	5.3	4.1
Number of adult equivalents - family	_____	4.0	4.2	3.5
other*	_____	.1	.2	.1
EXPENSES				
Food and meals bought	\$ _____	\$1283	\$1333	\$1085
Operating and supplies	_____	419	457	399
Furnishings and equipment	_____	426	526	512
Clothing and clothing materials	_____	540	668	395
Personal care and spending	_____	167	120	186
Education	_____	225	164	218
Recreation	_____	159	228	178
Gifts and special events	_____	188	226	126
Medical and hospital insurance	_____	540	497	509
Church and welfare	_____	374	574	367
Personal share of auto expense	_____	275	229	252
Upkeep on dwelling	_____	78	82	105
Pers. share tel. & elec. expense	_____	130	147	112
Total cash living expense	\$ _____	4804	5251	4444
Personal share of new autos	_____	192	220	137
New dwelling	_____	730	128	375
Taxes	_____	706	714	370
Life insurance	_____	586	605	570
Other savings and investments	_____	359	614	53
Total household & pers. cash expense	\$ _____	7377	7532	5949
Family living from the farm	_____	284	364	271
Total cash expense & perquisites	\$ _____	7661	7896	6220
RECEIPTS				
Return to capital and family labor	\$ _____	\$11962	\$20755	\$2958
Income from outside investments	_____	219	172	250
Other personal income	_____	950	1933	467

* Hired help or others boarded.

Table 7. Family Living from the Farm, 1966

Items	Your farm	Average of 153 farms	Your farm	Average of 153 farms
Number of adult equivalents:				
Family	_____	3.9		
Other*	_____	.1		
Whole milk	_____	423 qts.	\$ _____	\$38
Cream	_____	3 pts.	_____	1
Cattle	_____	698 lbs.	_____	155
Hogs	_____	293 lbs.	_____	62
Sheep	_____	2 lbs.	_____	--
Poultry	_____	47 lbs.	_____	8
Eggs	_____	47 doz.	_____	15
			\$ _____	\$279

* 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 of expenses.¹ 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	Number of 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	26	_____	XXXXXXXXXXXXXX	\$ 7580
2	31	_____	XXXXXXXXXXXXXX	8190
3	24	_____	XXXXXXXXXXXXXXXXXXXXXX	12507
4	28	_____	XXXXXXXXXXXXXXXXXXXXXXXXXX	14811
5	25	_____	XXXXXXXXXXXXXXXXXXXXXXXXXX	14824
6 or 7	19	_____	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	19931

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.

1. Nodland, T. R., and G. A. Pond, "Some Factors Affecting the Earnings of Farmers in Southwestern Minnesota." University of Minnesota Department of Agricultural Economics, Report No, 219, November 1954.

Table 9. Measures of Farm Organization and Management Efficiency, 1966

Measures used in chart on page 11	Your farm	Average of 153 farms	31 most profit-able farms	31 least profit-able farms
Labor earnings	\$ _____	\$12517	\$24809	\$24444
Crop yields*	_____	100	110	90
Percent tillable land in high return crops**	_____	67.5	70.9	66.5
Return for \$100 feed to productive lvstk.***	_____	100	111	83
Productive livestock units per 100 A.****	_____	38.7	44.8	35.3
Size of business - work units	_____	576	839	480
Work units per worker	_____	360	399	320
Pow., mach., equip., & bldg. exp. per W.U.	\$ _____	\$15.74	\$14.08	\$19.01
Items related to some of the above measures:				
Index of return for \$100 feed from:				
Dairy cattle (see pages 16 and 17)	_____	100	103	87
Beef cattle - breeding herd (see page 18)	_____	100	-	58
Beef cattle - feeders (see page 18)	_____	100	117	80
Hogs (see page 15)	_____	100	103	95
Sheep - farm flock (see page 19)	_____	100	-	90
Turkeys	_____	100	-	-
Chickens (see page 20)	_____	100	105	84
Number of animal units	_____	129.5	199.3	104.1
Work units on crops	_____	183	267	160
Work units on productive livestock	_____	366	551	295
Other work units	_____	27	21	25
Number of family workers	_____	1.2	1.4	1.2
Number of hired workers	_____	.4	.7	.3
Total number of workers	_____	1.6	2.1	1.5
Power and crop mach. exp. per work unit	\$ _____	\$11.44	\$10.27	\$13.72
Livestock equipment exp. per work unit	_____	1.06	1.04	1.15
Bldg. & fencing exp. per work unit	_____	3.24	2.77	4.14

* Given as a percentage of the average.

** Crops are marked in Table 10 as A, B, C, and D. All of the acres in A crops, one-half of the acres in B crops, and one-fourth of the 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.

Thermometer Chart

Using your figures from page 10, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the 153 farms included in this summary are located between the dotted lines across the center of this page.

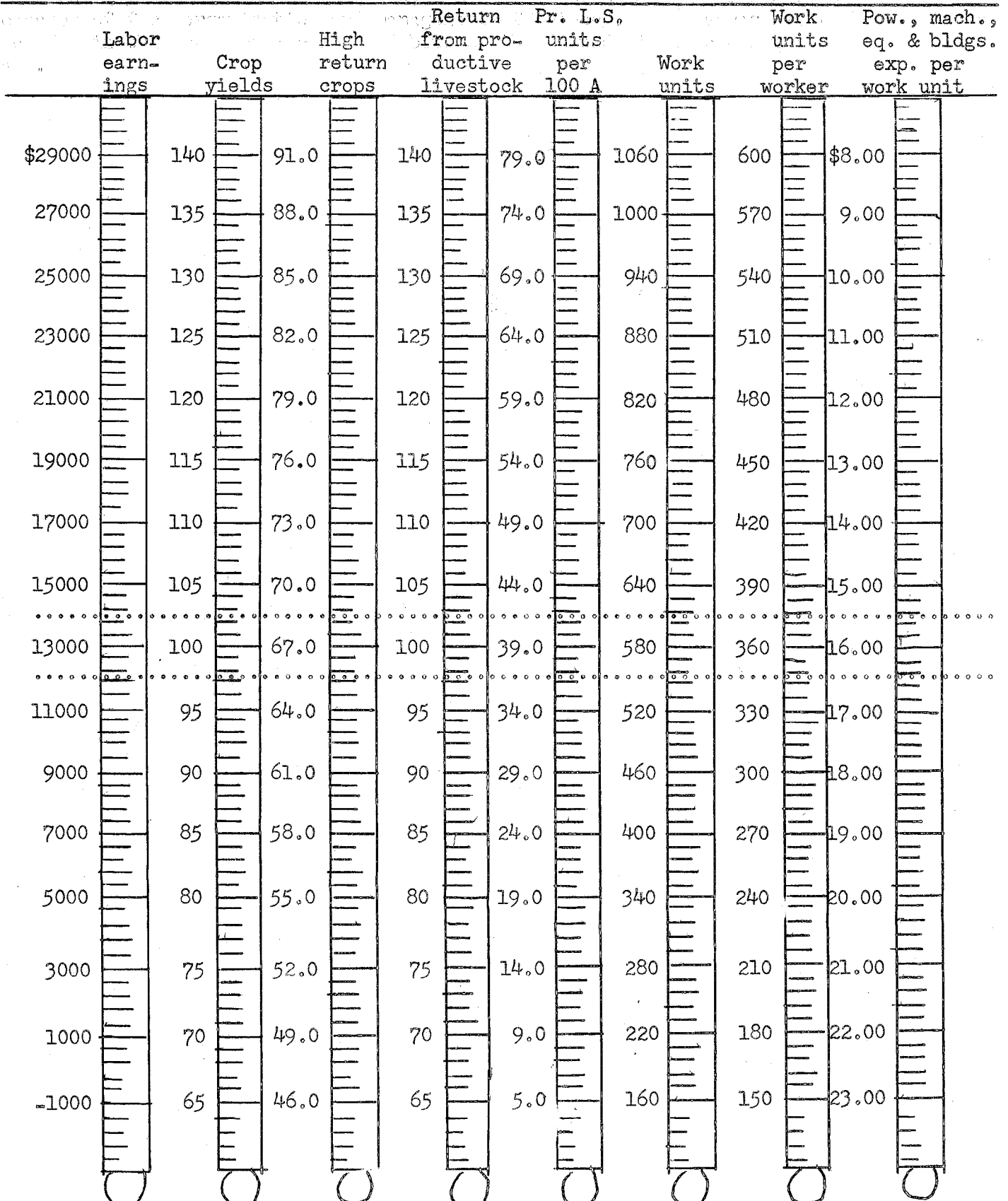


Table 10. Distribution of Acres in Farm, 1966

Items	Crop ratings*	Number growing this crop	Your farm	Average of 153 farms	Ave. per farm raising each crop
Canning peas	B	5	_____	1.0	29.8
Wheat	C	4	_____	.2	8.2
Oats for silage	C	22	_____	2.7	18.6
Oats for grain	D	101	_____	19.0	28.8
Barley	D	1	_____	-	6.0
Flax	C	12	_____	4.5	57.3
Total small grain and peas		118	_____	27.4	35.5
Corn grain	A	153	_____	140.4	140.4
Soybeans for grain	B	140	_____	76.6	83.7
Sweet corn	B	6	_____	1.2	30.8
Corn silage	B	98	_____	15.4	24.1
Other cultivated crops	D	2	_____	.2	12.0
Total cultivated crops		153	_____	233.8	233.8
Alfalfa hay	B	139	_____	26.0	28.6
Other legume hay	C	5	_____	.4	13.0
Other tame hay	D	3	_____	.3	13.3
Annual hay	D	12	_____	.7	9.1
Total tillable land in hay		141	_____	27.4	29.7
Alfalfa pasture	B	36	_____	3.1	13.2
Other tillable pasture	D	26	_____	1.4	8.1
Total tillable land in pasture		58	_____	4.5	11.8
Feed grain program (diverted acres)	B	107	_____	34.3	49.0
Tillable land not cropped	D	8	_____	.7	13.6
Total tillable land		153	_____	328.1	328.1
Wild hay		35	_____	1.7	7.2
Non-tillable pasture		79	_____	17.4	33.6
Timber not pastured		9	_____	.4	7.2
Roads and waste			_____	13.8	
Farmstead			_____	10.7	
Total acres in farm			_____	372.1	
Percent land tillable			_____	88.1	
Percent tillable land in high return crops			_____	67.5	

* 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, 1966

Items	Your farm	Average of farms growing each crop
Canning peas, dollars	\$ _____	\$35.20
Wheat, bu.	_____	27.0
Oats for silage, tons	_____	8.0
Oats for grain, bu.	_____	58.9
Barley, bu.	_____	-
Flax, bu.	_____	10.9
Corn grain, bu.	_____	84.0
Soybeans, bu.	_____	26.9
Sweet corn, tons	_____	4.9
Corn silage, tons	_____	13.2
Alfalfa hay, tons	_____	2.9
Other legume hay, tons	_____	1.6
Annual hay, tons	_____	2.3
Feed grain program, dollars	\$ _____	\$54.40
Wild hay, tons	_____	1.6

Table 12. Average Price of Feeds, 1966

Items	Value	Items	Value
Ear corn, per bu.	\$1.19	Alfalfa hay, per ton	\$21.00
Oats, per bu.	.66	Timothy hay, per ton	12.00
Barley, per bu.	1.02	Wild hay, per ton	10.50
Wheat, per bu.	1.65	Corn silage, per ton	7.30
Soybean meal, per cwt.	5.25	Pasture, per mo. per cow	3.00

TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

The total "return over feed costs" for each class of livestock is shown in table 13. 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 5. The value of milk consumed by calves is included in the total returns from dairy cows and in the total feed cost for other dairy cattle. The value of milk consumed by calves is not included in either the total returns or the feed cost of "all dairy" 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 13. Total Feed Costs and Returns from Your Livestock Enterprises, 1966

Items	Dairy cattle			Beef breeding herd
	Cows	Other	All	
Total returns	\$ _____	\$ _____	\$ _____	\$ _____
Total feed cost	_____	_____	_____	_____
Total return over feed	_____	_____	_____	_____

Items	Feeder cattle	Hogs	Farm flock of sheep	Chickens
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 percent of the total costs of maintaining dairy cattle and poultry, 50 percent in the case of a farm flock of sheep, and 75 to 90 percent 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 14. Feed Costs and Returns from Hogs, 1966

Items	Your farm	Average of 120 farms	104 farms with breeding stock			16 farms with purchased feeder pigs
			Average of 104 farms	21 farms highest in returns above feed	21 farms lowest in returns above feed	
Feed per cwt. hogs produced, lbs.:						
Corn	_____	304	298	277	356	345
Small grain	_____	33	35	44	38	17
Commercial feeds	_____	107	111	86	124	85
Total concentrates	_____	444	444	407	518	447
Feed cost per cwt. produced	\$ _____	\$12.75	\$12.82	\$11.64	\$14.94	\$12.32
Net increase in value per cwt. produced	_____	20.78	21.19	24.43	18.81	18.16
Return above feed cost per cwt. prod.	_____	8.03	8.37	12.79	3.87	5.84
RETURNS FOR \$100 FEED	\$ _____	\$166	\$169	\$212	\$127	\$150
Price received per cwt. sold	\$ _____	\$23.07	\$23.00	\$24.71	\$22.04	\$23.51
Total number of litters raised	_____	37	42	40	37	3
Number of pigs born per litter	_____	8.9	9.0	9.3	9.1	7.3
Number of pigs weaned per litter	_____	7.4	7.5	7.9	7.5	4.7
Number of feeder pigs bought	_____	41	6	5	19	270
Total weight of feeders purchased	_____	1670	222	186	748	11079
Price paid per feeder pig	\$ _____	\$19.44	\$16.88	\$16.04	\$17.09	\$20.63
Pounds of hogs produced	_____	73475	76582	74025	67791	53280

Table 15. Factors of Cost and Returns from Dairy Cows, 1966

Items	Your farm	Average of 30 farms	15 farms highest in butterfat per cow	15 farms lowest in butterfat per cow
Pounds of butterfat per cow	_____	372	417	327
Pounds of milk per cow*	_____	10361	11636	9086
Percent of butterfat in milk	_____	3.6	3.5	3.7
Price received per pound BF sold (¢)	_____	114.0	115.6	112.3
Price received per cwt. milk sold	\$ _____	\$4.07	\$4.07	\$4.07
Feeds per cow, lbs.:				
Corn	_____	3493	3705	3281
Small grain	_____	578	662	494
Commercial feeds	_____	563	639	486
Legume hay	_____	5510	6006	5014
Other hay	_____	391	202	581
Total concentrates	_____	4634	5006	4261
Total hay	_____	5901	6208	5595
Silage	_____	10772	11711	9833
Feed cost per cow:				
Concentrates	\$ _____	\$115.68	\$126.85	\$104.51
Roughages	_____	98.86	105.43	92.29
Pasture	_____	7.87	8.48	7.27
TOTAL FEED COST	\$ _____	\$222.41	\$240.76	\$204.07
Value of produce per cow:				
Dairy product sales	\$ _____	\$409.40	\$462.24	\$356.57
Dairy produce used in home	_____	5.97	5.45	6.49
Milk to livestock	_____	5.63	6.91	4.36
Net increase in value of cows	_____	-1.30	-.31	-2.29
TOTAL VALUE PRODUCED	\$ _____	\$419.70	\$474.29	\$365.13
RETURNS ABOVE FEED COST PER COW	\$ _____	\$197.29	\$233.53	\$161.06
RETURNS FOR \$100 OF FEED	\$ _____	\$194	\$202	\$187
Feed cost per pound of BF (cents)	_____	59.8	57.7	62.4
Number of cows**	_____	30.9	29.6	32.1

* Average for farms selling whole milk.

** 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, 1966

Items	Your farm	Average of 30 farms	15 farms highest in butterfat per cow	15 farms lowest in butterfat per cow
Feed per head, lbs.:				
Concentrates	_____	1017	908	1125
Hay	_____	1707	1650	1764
Silage	_____	3786	3734	3839
Whole milk	_____	203	306	100
TOTAL FEED COST PER HEAD	\$ _____	\$64.79	\$68.52	\$61.07
Net increase in value of other dairy cattle	\$ _____	\$109.61	\$112.04	\$107.19
RETURNS ABOVE FEED COST PER HEAD	\$ _____	\$44.82	\$43.52	\$46.12
RETURNS FOR \$100 OF FEED	\$ _____	\$175	\$176	\$174
Number of head of other dairy	_____	36.6	36.4	36.8

Table 17. Feed Costs and Returns from All Dairy Cattle, 1966

Items	Your farm	Average of 30 farms	15 farms highest in butterfat per cow	15 farms lowest in butterfat per cow
Feed per cow, lbs.:				
Concentrates	_____	5938	6176	5701
Hay	_____	7854	8239	7470
Silage	_____	15835	17080	14589
TOTAL FEED COST PER COW	_____	\$298.32	\$316.82	\$279.84
Value of produce per cow:				
Dairy products	\$ _____	\$415.37	\$467.69	\$363.06
Net increase in value of dairy cattle	_____	128.13	125.18	131.09
TOTAL VALUE PRODUCED	\$ _____	\$543.50	\$592.87	\$494.15
RETURNS ABOVE FEED PER COW	\$ _____	\$245.18	\$276.05	\$214.31
RETURNS PER \$100 OF FEED	\$ _____	\$187	\$192	\$182

Table 18. Feed Costs and Returns from Beef Cattle, 1966

Items	Your farm	Average of all farms
Beef breeding herd: Number of farms:		19
Feed per animal unit, lbs.:		
Concentrates	_____	225
Legume hay	_____	2518
Other hay	_____	105
Silage	_____	4262
Feed cost per animal unit:		
Concentrates	\$ _____	\$7.69
Roughages	_____	42.49
Pasture	_____	19.42
TOTAL FEED COST	\$ _____	\$69.60
TOTAL VALUE PRODUCED	\$ _____	\$122.36
RETURNS ABOVE FEED COST PER ANIMAL UNIT	\$ _____	\$52.76
RETURNS FOR \$100 OF FEED	\$ _____	\$205
Pounds of beef produced	_____	11586
Number of cows and herd bulls	_____	29.4
Number of other beef cattle	_____	19.7
Number of animal units in the herd	_____	28.3
Feeder cattle: Number of farms:		105
Feeds per cwt. beef produced, lbs.:		
Corn	_____	653
Small grain	_____	11
Commercial feeds	_____	49
Legume hay	_____	245
Other hay	_____	22
Total concentrates	_____	713
Total hay	_____	267
Silage	_____	633
Feed cost per cwt. beef produced		
Concentrates	\$ _____	\$16.79
Roughages	_____	4.98
Pasture	_____	.32
TOTAL FEED COSTS	\$ _____	\$22.09
NET INCREASE IN VALUE OF FEEDERS	\$ _____	\$22.77
RETURNS ABOVE FEED COST PER CWT. BEEF PRODUCED	\$ _____	.68
RETURNS FOR \$100 OF FEED	\$ _____	\$111
Price paid per cwt. beef bought	\$ _____	\$27.10
Price received for feeder cattle sold	\$ _____	\$24.39
Number of animal units	_____	108
Pounds of beef produced	_____	68212

Table 19. Feed Costs and Returns from a Farm Flock of Sheep, 1966

Items	Your farm	Average of 14 farms
Feeds per ewe, lbs.:		
Concentrates	_____	218
Legume hay	_____	671
Other hay	_____	40
Silage	_____	256
Feed cost per ewe:		
Concentrates	\$ _____	\$5.99
Roughages	_____	8.30
Pasture	_____	2.72
TOTAL FEED COSTS	\$ _____	\$17.01
Value of produce per ewe:		
Wool	\$ _____	\$7.11
Net increase in value of sheep	_____	22.10
TOTAL VALUE PRODUCED	\$ _____	\$29.21
RETURNS ABOVE FEED COST PER EWE	\$ _____	\$12.20
RETURNS FOR \$100 OF FEED	\$ _____	\$210
Price per cwt. of lambs sold	\$ _____	\$23.52
Price per pound of wool sold (cents)	_____	66.3
Pounds of wool per sheep sheared	_____	8.8
Percent lamb crop*	_____	119
Percent death loss*	_____	6.2
Pounds of sheep produced	_____	4130
Number of head of ewes	_____	41

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

Table 20. Feed Costs and Returns from Chickens, 1966*

Items	Your farm	Average of 32 farms	16 farms highest in returns above feed	16 farms lowest in returns above feed
Feed per hen, lbs.:				
Grain		80	75	85
Commercial feed		42	44	39
Total concentrates		122	119	124
TOTAL FEED COST PER HEN	\$	\$4.01	\$3.85	\$4.18
Value of produce per hen:				
Eggs sold and used in home	\$	\$5.86	\$6.39	\$5.33
Net increase in value of chickens		-.53	-.23	-.83
TOTAL VALUE PRODUCED	\$	\$5.33	\$6.16	\$4.50
RETURNS ABOVE FEED COST PER HEN	\$	\$1.32	\$2.31	\$.32
RETURNS FOR \$100 OF FEED	\$	\$137	\$164	\$110
Price rec'd per doz. eggs sold (¢)		31.4	31.2	31.5
Eggs laid per hen		224	246	203
Average no. of hens on farm during year		849	913	785
Percent of hens that are pullets		76	82	71
Percent death loss of hens		7	7	6
Number of chicks started:				
Pullets		847	1267	427
Cockerels		22	25	20
Number of pullet hens bought		136	30	242

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

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 21.

Table 21. 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	10.0 per cow	Small grain	.5 per acre
Other dairy 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

* An animal unit represents one dairy cow or bull, two other dairy cattle, 1 1/4 beef cows or bulls, 1 feeder steer or heifer, 3 1/3 other beef cattle, 7 sheep, 14 lambs, 2 1/2 hogs, 5 pigs, 50 hens, or 1100 pounds of turkeys produced.

Table 22. Summary by Years

Items	Average 1940-44	Average 1945-49	Average 1950-54	Average 1955-59	1960	1961	1962	1963	1964	1965	1966
Number of farms	165	140	138	135	121	127	136	143	148	156	153
Total farm capital managed	\$36133	\$40590	\$57692	\$75246	\$89567	\$92876	\$100800	\$107166	\$109125	\$118992	\$122684
Monthly charge for											
Unpaid family labor*	63	118	130	134	135	150	150	150	150	160	160
Second operator	63	118	130	134	135	150	150	200	200	275	300
Board for hired labor	23	33	36	38	38	40	40	40	40	45	45
FARM EXPENSES											
Dairy cattle bought	\$ 120	\$ 175	\$ 215	\$ 151	\$ 206	\$ 190	\$ 128	\$ 52	\$ 156	\$ 145	\$ 135
Beef cattle bought	1405	2027	4097	7619	10558	12429	12583	10854	9343	10975	12295
Hogs bought	275	447	448	473	635	672	704	830	774	738	827
Sheep bought (incl. feeders)	596	365	599	517	54	207	13	50	21	27	16
Poultry bought (incl. turkeys)	140	165	190	225	212	235	238	239	297	238	186
Horses bought	39	11	6	5	3	3	2	2	3	6	2
Miscellaneous livestock expense	140	248	378	525	560	607	594	562	637	644	660
Miscellaneous crop expense	402	869	1234	1814	2027	2106	2203	2648	3053	3727	4299
Feed bought	2041	3191	4323	5503	6250	6233	7707	8334	7599	8191	9588
Custom work hired	193	356	438	694	827	854	929	827	934	1041	1050
Power and crop machinery (new)	655	1669	1864	1891	1604	1765	2169	2344	2401	3881	4151
Power and crop machinery (upkeep)	675	1365	1735	2200	2621	2528	2731	2886	2824	3164	3279
Livestock equipment (new)	112	99	164	327	364	388	503	413	407	505	565
Livestock equipment (upkeep)	55	111	135	194	176	215	218	223	203	235	252
Buildings and fencing (new)	341	676	881	832	828	1424	1126	863	848	1172	1353
Buildings and fencing (upkeep)	149	319	312	320	311	326	353	351	349	377	425
Hired labor	593	794	883	993	1017	1072	1074	1134	1161	1175	1223
Taxes	330	403	622	910	1245	1287	1413	1579	1723	1843	1841
General farm expense	98	174	260	364	415	418	431	417	469	517	518
Total farm purchases	\$ 8359	\$13464	\$18784	\$25557	\$29913	\$32959	\$35119	\$34608	\$33202	\$38601	\$42665
Decrease in farm capital	-	-	-	-	-	-	-	997	844	-	-
Interest on farm capital	1806	2030	2885	3762	4454	4644	5040	5358	5456	5950	6134
Unpaid family labor	310	377	358	379	464	492	464	586	494	702	657
Board furnished hired labor	142	107	91	92	103	69	76	77	85	89	72
Total farm expense	\$10617	\$15978	\$22118	\$29790	\$34934	\$38164	\$40699	\$41626	\$40081	\$45342	\$49528

*These adjustments should be considered in comparing 1965 results with previous years.

Table 22. Summary by Years (continued)

Items	Average 1940-44	Average 1945-49	Average 1950-54	Average 1955-59	1960	1961	1962	1963	1964	1965	1966
FARM RECEIPTS											
Dairy cattle	\$ 383	\$ 573	\$ 695	\$ 585	\$ 593	\$ 614	\$ 496	\$ 546	\$ 565	\$ 626	\$ 628
Dairy products	783	988	1085	1450	1761	2027	1608	1694	2348	2199	2633
Beef cattle	3140	4246	7918	13025	19601	18855	21109	20512	20825	21094	21099
Hogs	3622	6775	7455	7158	7251	8528	9038	8639	8701	11321	13877
Sheep and wool	928	651	978	981	305	279	318	213	200	174	137
Poultry (incl. turkeys)	563	525	526	530	672	429	448	485	492	440	432
Eggs	597	1035	965	1013	1078	989	1157	1094	1051	863	1103
Horses	44	23	8	5	10	3	4	-	4	1	1
Corn	584	1138	1855	3149	2443	2799	3427	3932	4402	3961	4707
Small grain	1031	2055	1236	807	1022	1147	708	873	659	598	594
Other crops	400	879	1023	1759	1816	2995	3421	4862	6180	6452	7049
Machinery and equipment sold	196	364	367	266	289	417	298	313	550	457	267
Agricultural adjustment payment	370	65	64	44	96	34	25	34	28	33	-
Income from work off the farm	174	313	349	398	350	305	346	502	476	593	665
Miscellaneous	224	78	137	306	293	358	444	462	372	503	678
Total farm sales	\$13039	\$19708	\$24661	\$31476	\$37580	\$39779	\$42847	\$44161	\$46853	\$49315	\$53870
Increase in farm capital	1098	2395	1845	1157	2136	3483	2243	-	-	6359	7896
Family living from the farm	553	666	553	278	309	284	299	277	271	274	279
Total farm receipts	\$14690	\$22769	\$27059	\$32911	\$40025	\$43546	\$45389	\$44438	\$47124	\$55948	\$62045
Total farm expenses	10617	15978	22118	29790	34934	38164	40699	41626	40081	45342	49528
Labor earnings	\$ 4073	\$ 6791	\$ 4941	\$ 3121	\$ 5091	\$ 5382	\$ 4690	\$ 2812	\$ 7043	\$10606	\$12517
MEASURES OF FARM ORGANIZATION AND MANAGEMENT											
Percent high return crops*	41.2	56.4	59.7	63.4	67.0	69.9	69.4	67.1	67.1	65.4	67.5
Lvstk. units per 100 acres**	23.6	20.3	30.3	39.4	41.7	44.2	43.6	44.8	40.6	37.4	38.7
Work units***	588	501	470	469	514	510	510	567	566	556	576
Work units per worker***	273	285	283	279	302	300	300	334	354	321	360
Expenses per work unit***	\$3.02	\$6.23	\$9.49	\$12.81	\$13.45	\$13.73	\$14.30	\$13.07	\$12.56	\$14.95	\$15.74

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

** The basis for computing animal units was revised in 1951.

*** The basis for computing work units was revised in 1953.

Table 23. Summary of Miscellaneous Items by Years

Items	Average 1940-44	Average 1945-49	Average 1950-54	Average 1955-59	1960	1961	1962	1963	1964	1965	1966
RETURN ABOVE FEED COST PER											
Dairy cow	\$61.87	\$114.96	\$111.51	\$125.34	\$155.52	\$156.03	\$115.38	\$129.56	\$148.35	\$141.25	\$197.29
Animal unit in beef herd	21.90	46.46	42.51	30.08	71.65	23.81	27.49	19.05	11.87	10.75	52.76
100 lbs. feeder cattle produced	3.11	8.87	5.26	5.88	5.77	2.48	6.18	-6.09	1.38	7.12	.68
Ewe	-	-	-	-	7.14	2.93	4.80	12.27	6.88	11.06	12.20
100 lbs. hogs produced	4.05	6.29	6.23	4.52	6.10	5.44	4.53	1.85	3.50	11.22	8.03
Hen	1.72	2.15	1.09	1.05	1.63	.97	.64	.69	.63	.28	1.32
FEED COST PER											
Dairy cow	67.74	121.21	142.90	147.40	152.64	177.88	203.16	181.76	193.17	213.32	222.41
Animal unit in beef herd	38.90	68.30	97.48	83.69	73.70	76.40	65.04	77.43	72.28	72.46	69.60
100 lbs. feeder cattle produced	14.56	21.66	22.68	17.70	16.69	17.59	19.33	19.15	18.84	21.12	22.09
Ewe	-	-	-	-	12.94	12.92	13.06	13.68	14.48	15.10	17.01
100 lbs. hogs produced	7.36	12.70	12.95	10.48	10.16	10.20	10.73	11.40	10.76	12.22	12.75
Hen	2.28	4.28	4.66	3.89	3.22	3.56	3.50	3.51	3.44	3.48	4.01
MISCELLANEOUS LIVESTOCK INFORMATION											
Number of dairy cows	8.1	5.3	4.7	5.2	5.5	5.9	5.1	5.4	6.7	6.1	6.2
Head in beef breeding herd	10.5	9.4	11.1	10.6	4.1	5.3	4.5	4.9	5.9	4.3	6.2
Pounds feeder cattle produced	9336	6676	12137	27685	38554	39059	40633	47896	43504	43527	46887
Litters of pigs	18.5	19.5	21.7	24.6	25.6	28.9	28.2	30.0	27.5	27.8	29.1
Pounds of hogs produced	30411	34292	37265	44369	45578	51584	53713	56129	57134	52981	57697
Number of hens	197	202	187	204	210	190	239	232	224	193	179
Pounds of BF per dairy cow	246	257	282	311	344	352	340	346	362	365	372
Pigs weaned per litter	6.1	6.3	6.7	7.2	6.7	7.2	7.0	7.1	7.2	7.2	7.4
Percent lamb crop	105	109	107	111	108	99	90	114	102	101	119
Eggs per hen	134	171	180	200	204	208	209	208	211	205	224

Table 23. Summary of Miscellaneous Items by Years (continued)

Items	Average 1940-44	Average 1945-49	Average 1950-54	Average 1955-59	1960	1961	1962	1963	1964	1965	1966
PRICE RECEIVED FOR											
Pound of BF in milk	\$.64	\$.98	\$.94	\$.91	\$.92	\$.97	\$.94	\$.93	\$.95	\$.98	\$ 1.14
100 pounds fat cattle	11.73	21.71	26.61	22.51	23.63	22.43	24.46	22.33	21.46	23.72	24.39
Pound of wool	.38	.41	.60	.51	.59	.54	.62	.56	.61	.53	.66
Dozen eggs	.26	.37	.35	.29	.29	.29	.26	.26	.26	.25	.31
100 pounds hogs sold	10.86	19.54	19.43	15.96	15.18	16.43	16.17	14.80	14.65	20.34	23.07
PRICE OF FEED											
Corn, bu.	.70	1.24	1.31	1.11	.96	.94	.96	1.05	1.06	1.13	1.19
Oats, bu.	.46	.74	.74	.59	.58	.60	.61	.62	.63	.63	.66
Barley, bu.	.58	1.31	1.15	.92	.87	.93	.99	.84	.90	.98	1.02
Alfalfa hay, ton	10.00	18.60	18.30	18.20	19.50	19.50	19.00	19.00	20.00	23.00	21.00
Timothy hay, ton	6.24	10.86	10.60	10.58	11.20	11.30	11.00	11.00	11.60	13.00	12.20
Corn silage, ton	3.20	6.07	6.00	6.08	6.50	6.75	6.50	6.50	6.75	7.75	7.30
Soybean meal, cwt.	2.51	4.15	4.50	-	3.85	4.35	4.40	4.60	4.60	4.60	5.25
ACRES PER FARM											
Small grains	89.9	73.9	70.5	48.8	48.3	40.4	40.7	40.5	27.4	26.3	27.4
Cultivated crops	89.5	100.3	107.0	153.7	185.9	167.6	169.7	198.3	213.3	228.9	233.8
Tillable land in hay	27.4	19.1	28.1	34.9	34.7	29.5	28.7	30.6	31.5	29.1	27.4
Tillable land in pasture	24.5	15.2	14.8	13.2	6.7	8.3	7.3	5.7	6.0	6.1	4.5
Tillable land not cropped	5.1	2.4	1.4	2.2	1.6	26.1*	39.2*	26.1*	36.6*	46.4*	35.0*
Total tillable land	236.4	210.9	221.8	252.8	277.2	271.9	285.6	301.2	314.8	336.8	328.1
Non-tillable land	45.6	43.1	43.4	40.5	43.3	41.5	45.6	45.1	47.7	48.2	44.0
Total acres per farm	282.0	254.0	265.2	293.3	320.5	313.4	331.2	346.3	362.5	385.0	372.1
YIELDS PER ACRE											
Flax, bu.	10.5	13.7	11.5	13.0	16.1	16.8	9.8	12.8	12.7	18.2	10.9
Oats, bu.	40.4	46.3	41.4	51.7	56.0	59.9	48.6	50.1	59.2	61.2	58.9
Corn grain, bu.	49.7	47.8	53.7	57.1	64.7	74.6	66.2	78.0	73.2	62.7	84.0
Corn silage, tons	8.9	8.4	9.2	9.7	10.2	13.9	10.8	12.3	11.7	10.7	13.2
Soybeans, bu.	17.8	14.4	19.8	22.5	24.7	27.4	23.2	27.7	24.7	20.2	26.9
Alfalfa hay, tons	2.2	2.1	2.5	2.5	2.8	3.1	3.0	3.1	2.8	2.8	2.9

* Including feed grain program.