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## 1959 DAIRY FARM BUSINESS SUMMARIES



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In 1959, dairy farmers in 28 counties kept farm business records in cooperation with the Agricultural Extension Service and the College of Agriculture at Cornell. The records are part of the Farm and Home Management Program. Part of the purpose of the program is to teach farmers to keep better farm business records. The main purpose, however, is to teach them to use these records to analyze their businesses and find weak points where improvement will increase their incomes.

In 18 of the counties, with a total of 542 records, the farm cash account and inventory books were sent to the college for summarization. The averages presented in this summary are from these 542 farms. Records from 10 other counties were summarized in the counties. Averages for the group in each county are included on the last two pages of this booklet.

It must be remembered that the averages presented in this summary do not represent the average for all dairy farms in the state or a particular county. They are representative of a group of farmers who are interested enough in their farms to take the time to keep good records and do some analysis of their businesses.

It is important for all farmers to keep good records and study their situation in order to compete in today's fast-changing agriculture. Here are some figures on what has happened to dairy farming in New York State from 1950 to 1960 :

The number of dairy cows in the state has remained the same Total milk production has increased 14 percent

Milk per cow has increased 14 percent or 1,000 pounds
Milk production per farm has increased 14 percent
The labor force per farm has remained the same
Milk per man has increased 54 percent
Cows per man has increased 40 percent
The total number of dairy farms has decreased 30 percent.
Changes in the $1960^{\prime} \mathrm{s}$ will probably be even more rapid than in the $1950^{\prime \prime}$ s. Are you prepared to meet the "challenge of change" in the future?

The individual farm records are kept confidential. The averages are widely used by extension workers, vocational agriculture teachers, farm credit representatives and others interested in agriculture. This summary has been prepared primarily for their use. The farmers in each county Farm Management Club already have received copies of their county summary. However, these and other farmers may have use for this summary. Blank spaces have been provided on each page to allow filling in of individual farm figures.

This summary has been prepared by the Farm Management Extension Staff, Department of Agricultural Economics.

The county summaries were prepared by G. L. Casler, C. W. Loomis, N. Rask, and R. S. Smith in cooperation with county agricultural agents.

## THINGS TO WORK WITH

The 542 farms included in this summary were scattered throughout the eighteen counties. All the farms had dairies, but there was considerable variation in the combination of other enterprises on these farms. The "resources" or things to work with are reported below:

THINGS TO WORK WITH
542 New York Dairy Farms, 1959

| Item | Number reporting | Average* | Range |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  | Low | High |
| Labor: |  |  |  |  |
| Man equivalent (No. men) |  | 1.8 | 0.7 | 4.5 |
| Cperator only | ( 28 farms) |  |  |  |
| Hired man 12 or more months | (117 farms) |  |  |  |
| Hired help part of year | (267 farms) |  |  |  |
| Unpaid family labor | (302 farms) |  |  |  |


| Livestock: (Number) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Cows |  | 35 | 6 | 103 |
| Heifers |  | 22 | 0 | 83 |
| Hens | ( 88 farms) | 537 | 10 | 9,636 |
| Crops: (Acres grown) |  |  |  |  |
| Hay | (541 farms) | 62 | 4 | 212 |
| Grass silage | (142 farms) | 17 | 2 | 120 |
| Corn for grain | (183 farms) | 15 | 1 | 185 |
| Corn for silage | (424 farms) | 15 | 2 | 68 |
| Oats | (346 farms) | 18 | 2 | 125 |
| Total cropland |  | 104 | 20 | 640 |

*Average for farms reporting
These were "family farms". The farm operator and members of the family made up most of the labor force. A total of 384 farms reported hiring some labor, 302 farms reported some unpaid labor, while only 28 farms had neither unpaid family labor nor hired labor. Some farms were operated by two or more individuals as partners. There were 478 single operators and 61 partnerships (3 with 3 operators).

Crops and livestock otber than those listed above were grown on some of the farms. Only the most common are shown above.

## CAPITAL INVESTMENT

In farming, "it takes money to make money:" This money we call "capital investment." In this report, the farm inventory is used as a measure of capital investment.

> FARM INVENTORY VALUES, JANUARY 1, 1960 542 New York Dairy Farms

| Item | Amount per farm |  | Amount per cow |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Av. } 542 \\ \text { ferms } \end{gathered}$ | $\begin{aligned} & \text { Your } \\ & \text { farm } \end{aligned}$ | Av. 542 farms | $\begin{aligned} & \text { Your } \\ & \text { farm } \end{aligned}$ |
| Lend and buildings | \$22,832 | \$ | \$ 652 | \$ |
| Machinery and equipment | 10,315 |  | 295 |  |
| Cattle | 12,522 |  | 358 |  |
| Other livestock | 157 |  | 4 |  |
| Feed and supplies | 3,471 |  | 99 |  |
| TCTAL INVESTMENT | \$49,297 |  | \$1,408 | \$ |

Total investment averaged $\$ 49,297$ per farm. The average investment per man on these farms was $\$ 27,387$. This is considerably more than the capital investment per worker in many industries.

The total investment per cow on these farms averaged $\$ 1,408$. Land and buildings was the largest item amounting to $\$ 652$ per cow or 46 percent of the total. Cattle made up 26 percent of the total investment, machinery 21 percent and feeds and supplies 7 percent.

High capital investment per "productive unit" (per cow) in a business tends to cause a heavier overhead cost per unit. In some cases, it may indicate that the capital resources are not being used to capacity.

The land and buildings investment per crop acre on these farms averaged $\$ 220$. On dairy farms, the buildings are a big factor affecting the total value of a farm. It is important, however, that there be sufficient cropland to provide roughage for the cattle kept.

Capital turnover (years required for receipts to equal capital) is sometimes used to measure efficiency in the use of capital. On these farms, it would require 2.2 years for the 1959 farm receipts to equal the capital investment.

## WHERE THE MONEY CAME FROM

FARM RECEIPTS
542 New York Dairy Farms, 1959

| Item | Your farm | Average of 542 farms | Fercent of total |
| :---: | :---: | :---: | :---: |
| Milk sales | \$ | \$15,475 | 79 |
| Livestock sold |  | 2,119 | 11 |
| Eggs sold |  | 507 | 2 |
| Crop sales |  | 605 | 3 |
| Miscellaneous* |  | 927 | 5 |
| Total cash receipts | $\$$ | \$19,633 | 100 |
| Increase in inventory |  | 2,915 |  |
| TOTAL FARM RECEIPIS | \$ | \$22,548 |  |

*Includes Work off farm, conservation payments, refunds, etc.

Total cash receipts on these farms amounted to $\$ 19,633$ per farm in 1959. This is equivalent to about $\$ 1,630$ per month or $\$ 54$ per day. Milk was the largest source of income making up 79 percent of the total cash receipts. Livestock, primarily calves and cull dairy cows, made up another 11 percent of the receipts. Thus, 90 percent of the cash receipts were from the dairy enterprise.

Increases in inventory due to expansion in the business are considered as a farm receipt. These items could have been sold and turned into cash receipts but the farmer decided to invest this in the business. The increase in inventory was about $\$ 2,900$. Machinery and equipment accounted for about $\$ 900$, cattle $\$ 500$ and land and buildings $\$ 1,100$ of the increase in inventory.

The average farm receipts per man was $\$ 12,527$.
Milk sales averaged $\$ 442$ per cow.
The average price per hundredweight of $3.7 \%$ milk sold was $\$ 4.73$.

## WHERE THE MONEY WENT

How the money is spent in a farm business affects the labor income. Expenses can be "too low" as well as "too high." It pays in studying a farm business to take a close look at the various expense items.

FARM EXPENSES
542 New York Dairy Farms, 1959

| Item | Your farm | Average of 542 farms | Percent of total |
| :---: | :---: | :---: | :---: |
| Dairy feed bought | \$ | \$ 3,969 | 32 |
| Other feed bought |  | 354 | 3 |
| Gas and oil |  | 693 | 6 |
| Machinery repairs, etc. |  | 770 | 6 |
| Auto expense (farm share) |  | 160 | 1 |
| Building repairs, etc. |  | 373 | 3 |
| Livestock bought |  | 951 | 8 |
| Fertilizer and lime |  | 778 | 6 |
| Machine hire |  | 131 | 1 |
| Other crop expenses |  | 429 | 3 |
| Dairy \& poultry expense* |  | 1,174 | 9 |
| Hired labor |  | 1,373 | 11 |
| Miscellaneous** |  | 1,380 | 11 |
| Total cash operating | \$ | \$12,535 | 100 |
| New machinery |  | 2,257 |  |
| New buildings |  | 1,180 |  |
| Unpaid family labor |  | 283 |  |
| Decrease in inventory |  | -= |  |
| TCTAL FARM EXPENSE | \$ | \$16,255 |  |

*Includes milk hauling $\$ 360$
**Taxes $\$ 513$, Insurance $\$ 235$, Electricity $\$ 262$, Telephone $\$ 61$, Rent $\$ 181$, Other \$128

## FINANCIAL SUMMARY OF YEAR'S BUSINESS

LABOR INCOMES
542 New York Dairy Farms, 1959

| Item | Your farm | Average of 542 farms |
| :--- | :---: | :---: |
| Total Farm Receipts | $\$$ | $\$ 22,548$ |
| Total Farm Expenses | $\$$ | $\$ 16,255$ |
| Farm Income | $\$$ | $\$ 6,293$ |
| Interest on average capital of |  |  |
| $\$ 47,840$ at 5\% |  |  |
| LABOR INCOME per farm | $\$$ | $\$ 2,392$ |
| Number of operators | $\$$ | $\$ 3,901$ |
| LABOR INCOME per operator | $\$$ | 606 |

"Labor Income" is a measure used to determine the return the farm operator receives for his labor and management. It is the amount left after paying all farm expenses, and deducting a charge for unpaid family labor and for interest on the capital invested. Labor income is the measure used most commonly when studying or comparing farm businesses.

Changes in inventories during the year are included in figuring labor income. Increases in inventories due to expanding the business are considered as farm receipts and decreases in inventories are included as farm expenses. Interest payments and payments on debts are not included in the farm expenses. On the other hand, to make all farms comparable, a five percent interest charge on the average capital investment (average of beginning and end inventories) is deducted to get labor income.

Of the 542 farms, 154 or 28 percent had labor incomes per operator of $\$ 5,000$ or more. On the other hand, 53 or 10 percent of the farms had a minus labor income per operator.

In addition to the labor income on a farm, the family usually has the use of a house, milk, eggs, meat, vegetables, and other products produced on the farm. The estimated value of these farm privileges for 1959 on 375 of these dairy farms averaged $\$ 1,005$ per operator. These items were valued at what they would sell for at the farm. If they were purchased in the city, they would cost considerably more.

If the operator's labor was figured at $\$ 3,600$ per year, the rate of return on the capital investment would be 4.7 percent.

SELECTED FACTORS RELATED TO FEED COSTS
542 New York Dairy Farms, 1959

| Item | Average of 542 farms | Your farm |
| :--- | :---: | :--- |
| Number of cows | 35 |  |
| Number of heifers | 22 |  |
| Number of crop acres | 104 |  |
| Lime and fertilizer purchased | $\$ 778$ | $\$$ |
| Dollars received for milk | $\$ 15,475$ | $\$$ |

## Purchased Feed:

| Dairy feed bought (grain and hay) | $\$ 3,969$ | $\$$ |
| :--- | :---: | :---: |
| Feed bought per cow | $\$ 113$ | $\$$ |
| Feed bought as \% of milk receipts | $26 \%$ |  |

Roughage Harvested: (hay equivalent)


Feed bought is the largest single expense item on most dairy farms. The success of a dairy farm manager depends to a large degree on his ability to provide a good feeding program for his herd at reasonable cost. Because the feeding program includes both purchased and homegrown feed, and both roughage and concentrates, it is not easy to locate the weak spots in efforts to control feed costs. The items on this page all have a bearing on feed costs, and may be helpful in planning a more efficient feeding program.

LABOR AND MACHINERY COSTS
On these 542 farms, the average machinery cost was $\$ 3,872$. This was nearly as much as the amount spent for dairy feed. It pays to keep an "eye" on the machinery costs on a dairy farm.

MACHINERY COSTS*
542 New York Dairy Farms, 1959

*Does not include insurance, housing, or farm labor on repairs.
The fixed costs of depreciation and interest made up 46 percent of the total cost. These items are frequently overlooked by farmers. They are "real" costs to the business. Machinery repairs made up 20 percent of the total cost. This is an item to watch.

LABOR AND MACHINERY COST
542 New York Dairy Farms, 1959

| Item | Your farm | Average 542 farms |
| :---: | :---: | :---: |
| Labor costs: |  |  |
| Value operators labor | \$ | \$4,025 |
| Hired labor |  | 1,373 |
| Unpaid family labor |  | 283 |
| Total labor | \$ | \$5,681 |
| Machinery cost: |  |  |
| Total Machinery Cost | - | 3,872 |
| Total Labor and Machinery Cost | \$ | \$9,553 |
| Labor and Machinery Cost: |  |  |
| Per crop acre | \$ | \$ 92 |
| Per cow | \$ | \$ 273 |
| Per cwt. milk sold | \$ | \$ 2.92 |

Farmers frequently justify high machinery costs on the basis that the machinery has saved labor. To check on this, one can figure the combined labor and machinery cost per unit.

Since the operator is not paid, it is necessary to estimate the value of his labor. Here the operator ${ }^{t} s$ labor has been valued at $\$ 3,600$ per year. Since there was more than one operator on some farms, the value of the operators labor per farm was $\$ 4,025$.

## ANALYSIS OF FARM BUSINESS

Labor incomes for the 542 farms in this summary varied considerably as shown in the diagram below. Some of the factors causing this variation are examined in the following pages.


30 low - 30 farms with lowest labor incomes
30 high - 30 farms with highest labor incomes
Each farm included in the summary is represented by a dot on the above graph. Labor income per operator is plotted rather than the labor income per farm. The labor incomes per operator ranged from a minus $\$ 6,185$ to a high of $\$ 21,064$ or a difference of $\$ 27,249$.

In general, the farms with more cows had higher labor incomes.

## FACTORS AFFECTING PROFITS

Three important factors affecting profits are size of business, rates of production, and labor efficiency. On this page you can compare your farm with the average on each of these factors.

> BUSINESS FACTORS
> 542 New York Dairy Farms, 1959

| Factor | Your farm | Average |
| :---: | :---: | :---: |
| Size of Business: |  |  |
| Total work units |  | 557 |
| Man equivalent |  | 1.8 |
| Number of cows |  | 35 |
| Pounds of 3.7 milk sold |  | 327,428 |
| Labor Efficiency: |  |  |
| Work units per man |  | 309 |
| Cows per man |  | 19 |
| Pounds of 3.7 milk sold per man |  | 181,904 |
| Crop acres per man |  | 58 |
| Rates of Production: |  |  |
| Pounds of 3.7 milk sold per cow |  | 9,355 |
| Tons of hay per acre |  | 2.0 |
| Tons of corn silage per acre |  | 11.3 |
| Bushels of oats per acre |  | 60 |

Farm management studies show that, in general, larger farms pay better than smaller farms. Larger farms make it possible to make better use of labor and equipment. However, size alone does not always mean profitable operation.

High labor efficiency can be accomplished in many ways. Some farmers do it by long hours of work. Others get efficiency by wise use of labor saving equipment. Still others develop efficient work habits and practices.

Roughage is the cheapest source of nutrients available to New York dairymen. It is for this reason that high crop yields are important on a dairy farm. Crop yields are frequently a weak point in farm businesses.

Expenditures on a modern dairy farm are large. These 542 dairymen spent an average of $\$ 1,355$ per month, or about $\$ 45$ per day. The way this money is spent has an important effect on the operator's income.
"Cost control" is essential in any business. This means keeping check on all costs. One can spend "too little" as well as "too much". In trying to keep costs down, a farmer must guard against cutting costs which reduce the efficiency of the business.

Below are some "yardsticks" for checking the reasonableness of expenses on a dairy farm.

COST CONTROL MEASURES
542 New York Dairy Farms, 1959

| Item | Your farm | Average for 542 farms |
| :---: | :---: | :---: |
| \% Feed bought is of milk receipts | $\%$ | 26\% |
| Feed bought per cow | \$ | \$113 |
| Fertilizer \& lime cost per cow | \$ | \$ 22 |
| Machinery repairs per cow | \$ | \$ 22 |
| Taxes per cow | \$ | \$ 15 |
| Insurance per cow |  | \$ 7 |
| Electricity per cow | \$ | \$ 7 |
| Total farm expense per cow | \$ | \$464 |
| Machinery cost per crop acre | \$ | \$ 37 |
| Fertilizer \& lime per crop acre | \$ | \$7.48 |
| Gas \& oil per crop acre | \$ | \$6.66 |
| Taxes per crop acre | \$ | \$4.93 |
| \% Expenses are of receipts | \% | 72\% |

There is NO magic in keeping costs in line. All cost items must be watched. Littie "extra" costs add up over time.

COMPARISON OF SELECTED FARM BUSINESS SUMMARY FACTORS
New York Dairy Farms, 1955, 1956, 1957, 1958 and 1959

| Item | 1955 | 1956 | 1957 | 1958 | 1959 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of farms | 201 | 342 | 464 | 559 | 542 |
| Things to work with: |  |  |  |  |  |
| Number of cows | 33 | 34 | 33 | 33 | 35 |
| Number of heifers | 20 | 20 | 20 | 20 | 22 |
| Acres of hay | 54 | 56 | 58 | 59 | 62 |
| Acres of corn silage** | 16 | 13 | 14 | 14 | 15 |
| Acres of oats** | 20 | 13 | 18 | 17 | 18 |
| Total crop acres | 105 | 98 | 100 | 104 | 104 |
| Size of business: |  |  |  |  |  |
| Man equivalent | 1.8 | 1.8 | 1.8 | 1.8 | 1.8 |
| Total work units | 573 | 575 | 576 | 523* | 557* |
| Lbs. of milk sold | 288,700 | 302,500 | 293,200 | 310,900 | 327,400 |
| Rates of production: |  |  |  |  |  |
| Lbs. milk sold/cow | 8,747 | 8,897 | 8,885 | 9,421 | 9,355 |
| Tons hay/acre | 2.2 | 2.1 | 2.1 | 2.3 | 2.0 |
| Tons corn silage/acre | 9.9 | 9.5 | 11.4 | 10.1 | 11.3 |
| Bu. oats/acre | 50 | 52 | 58 | 51 | 60 |
| Work per man: |  |  |  |  |  |
| Number cows/man | 18 | 19 | 18 | 18 | 19 |
| Work units/man | 318 | 319 | 320 | 291* | 309* |
| Lbs. of milk sold/man | 160,400 | 168,100 | 162,900 | 172,700 | 181,900 |
| Financial summary: |  |  |  |  |  |
| Average capital | \$39,552 | \$39,708 | \$42,012 | \$45,062 | \$47,840 |
| Total farm receipts | \$16,443 | \$17,654 | \$20,166 | \$21,512 | \$22,548 |
| Total farm expenses | \$11,539 | \$12,397 | \$13,798 | \$15,012 | \$16,255 |
| LABOR INCOME/operator | \$2,482 | \$2,870 | \$3,764 | \$3,817 | \$3,489 |
| Cost control factors: |  |  |  |  |  |
| Machinery investment | \$8,475 | \$8,438 | \$9,163 | \$9,636 | \$10,315 |
| Machinery cost | \$3,252 | \$3,225 | \$3,477 | \$3,611 | \$3,872 |
| Machinery cost/cow | \$99 | \$95 | \$105 | \$109 | \$111 |
| Feed bought/cow | \$90 | \$96 | \$107 | \$109 | \$113 |
| Fertilizer/ crop acre | \$6 | \$6 | \$6 | \$7 | \$7 |
| \% Expenses are of receipts | 70\% | 70\% | 68\% | 70\% | 72\% |
| Ave. price/cwt. milk | \$4.09 | \$4.18 | \$4.65 | \$4.68 | \$4.73 |

[^0]COMPARISON OF BUSINESS SUMMARIES OF 30 FARMS WITH HIGHEST LABOR INCOMES AND THE 30 FARMS WITH LOWEST LABOR INCOMES 542 New York Dairy Farms, 1959

|  | Average of the 542 farms | Average of Highest labor incomes | farms with: <br> Lowest <br> labor incomes |
| :---: | :---: | :---: | :---: |
| Capital Investment (End of year): F |  |  |  |
| Land and buildings | \$22,832 | \$38,544 | \$26,050 |
| Cattle | 12,522 | 22,335 | 10,360 |
| Machinery | 10,315 | 15,529 | 9,637 |
| Feed and supplies | 3,471 | 6,488 | 2,564 |
| Other | 157 | 107 | 409 |
| TOTAL END INVENTORY | \$49,297 | \$83,003 | \$49,020 |
| Farm Receipts: |  |  |  |
| Milk sales | \$15,475 | \$29,461 | \$11,773 |
| Livestock sold | 2,119 | 4,392 | 1,594 |
| All other sales and income | 2,039 | 3,062 | 3,545 |
| Total Cash Receipts | \$19,633 | \$36,915 | \$16,912 |
| Increase in Inventory | 2,915 | 7,082 | 1,844 |
| TOTAL FARM RECEIPTS | \$22,548 | \$43,997 | \$18,756 |
| Farm Expenses: |  |  |  |
| Feed bought | \$ 4,323 | \$ 7,175 | \$ 5,262 |
| Hired labor | 1,373 | 3,298 | 1,526 |
| Machinery repairs and auto | 930 | 1,605 | 878 |
| Gas and oil | 693 | 1,123 | 620 |
| Milk hauling | 360 | 577 | 419 |
| Dairy expense | 814 | 1,525 | 695 |
| Fertilizer and lime | 778 | 1,527 | 706 |
| Other crop expense | 560 | 1,064 | 508 |
| Livestock bought | 951 | 1,718 | 1,661 |
| Building repairs | 373 | 631 | 453 |
| Miscellaneous | 1,380 | 2,191 | 1,482 |
| Total Cash Operating | \$12,535 | \$22,434 | \$14,210 |
| New machinery | 2,257 | 4,334 | 2,269 |
| New buildings | 1,180 | 1,818 | 1,525 |
| Unpaid labor | 283 | 486 | 411 |
| TOTAL FARM EXPENSES | \$16,255 | \$29,072 | \$18,415 |
| Financial Summary: |  |  |  |
| Total farm receipts | \$22,548 | \$43,997 | \$18,756 |
| Total farm expenses | 16,255 | 29,072 | 18,415 |
| Farm Income | \$ 6,293 | \$14,925 | \$ 341 |
| 5\% on Ave. Capital | 2,392 | 3,973 | 2,405 |
| Labor Income per Farm | \$ 3,901 | \$10,952 | \$-2,064 |
| Number of Cperators | 606 | 31 | 30 |
| LABOR INCOME per Operator | \$ 3,489 | \$10,598 | \$-2,064 |

COMPARISON OF FARM BUSINESS FACTORS OF 30 FARMS WITH HIGHEST LABOR INCOMES AND THE 30 FARMS WITH LOWEST LABOR INCOMES 542 New York Dairy Farms, 1959

|  | Average of the 542 farms | $\begin{aligned} & \text { Average of } 30 \\ & \text { Highest } \\ & \text { labor incomes } \end{aligned}$ | $\begin{aligned} & \text { farms with: } \\ & \text { Lowest } \\ & \text { labor incomes } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Farm Business Factors: |  |  |  |
| Size: |  |  |  |
| Man equivalent | 1.8 | 2.5 | 1.8 |
| Average number cows | 35 | 57 | 28 |
| Pounds of milk sold ( $3.7 \%$ equiv.) | 327,428 | 610,287 | 244,917 |
| Total crop acres | 104 | 169 | 98 |
| Total man work units | 557 | 895 | 491 |
| Rates of Production: |  |  |  |
| Pounds milk sold per cow | 9,355 | 10,707 | 8,747 |
| Tons hay per acre | 2.0 | 2.3 | 1.6 |
| Tons corn silage per acre | 11 | 13 | 9.6 |
| Bushels oats per acre | 60 | 65 | 41 |
| Labor Efficiency: |  |  |  |
| Man work units per man | 309 | 358 | 273 |
| Pounds milk sold per man ( $3.7 \%$ ) | 181,904 | 244,115 | 136,065 |
| Use of Capital: |  |  |  |
| Total capital per man | \$27,387 | \$33,201 | \$27,233 |
| Total capital per cow | \$1,408 | \$1,456 | \$1,751 |
| Land \& buildinge per cow | \$652 | \$676 | \$930 |
| Machinery investment: per man | $\$ 5,731$ | $\$ 6,212$ |  |
| per cow | \$295 | $\$ 272$ | $\$ 344$ |
| Feed Costs: |  |  |  |
| Dairy feed bought per cow | \$113 |  |  |
| \% Feed bought was of milk receipts | $26 \%$ | $24 \%$ | $30 \%$ |
| Crop acres per cow | 3.0 | 3.0 | 3.5 |
| Fertilizer \& lime expense/crop acre | \$7 | \$9 | \$7 |
| Hay equivalent harvested per cow | 6.3 | 5.6 | 5.4 |
| Number heifers per 10 cows | 6.3 | 6.8 | 6.1 |
| Machinery Costs: |  |  |  |
| Total machinery cost | \$3,872 | \$6,072 | \$3,511 |
| Machinery cost per cow | \$111 | \$107 | \$125 |
| Machinery cost per man | \$2,151 | \$2,429 | \$1,951 |
| Prices: |  |  |  |
| Ave. price received for milk (3.7\%) | \$4.73 | \$4.83 | \$4.81 |
| Other: |  |  |  |
| \% Real estate is of total capital | 46\% | 46\% | 53\% |
| \% Expenses are of receipts | $72 \%$ | 66\% | 98\% |
| expense \& interest on investment | 21\% | 18\% | 17\% |

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959
18 Counties Included in General Farm Business Summary

| Item | Albany | Chenango County |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | County | Group I | Group III | Group IV | Group V |
| Number of farms | 24 | 21 | 5 | 21 | 17 |
| Things to work with: |  |  |  |  |  |
| Number of cows | 30 | 42 | 45 | 29 | 33 |
| Number of heifers | 19 | 29 | 26 | 19 | 16 |
| Acres of hay* | 83 | 78 | 62 | 56 | 51 |
| Acres of corn silage* | 15 | 15 | 11 | 11 | 13 |
| Acres of oats* | 14 | 24 | 15 | 15 | 17 |
| Total crop acres | 120 | 119 | 95 | 78 | 81 |
| Size of business: |  |  |  |  |  |
| Man equivalent | 1.7 | 2.0 | 2.0 | 1.5 | 1.7 |
| Total work units | 485 | 638 | 656 | 480 | 496 |
| Lbs. of milk sold | 265,100 | 402,200 | 434,300 | 258,500 | 319,300 |
| Rates of production: |  |  |  |  |  |
| Liss. milk sold/cow | 8,838 | 9,577 | 9,652 | 8,915 | 9,675 |
| Tons hay/acre | 1.6 | 1.9 | 2.2 | 1.9 | 2.2 |
| Tons corn silage/acre | 9.2 | 11.9 | 14.8 | 11.6 | 8.8 |
| Bu . oats/acre | 42 | 51 | 69 | 53 | 66 |
| Work per man: |  |  |  |  |  |
| Number cows/man | 18 | 21 | 22 | 19 | 19 |
| Work units/man | 285 | 319 | 328 | 320 | 292 |
| Lbs. of milk sold/man | 156,000 | 201,100 | 217,200 | 172,400 | 187,800 |
| Financial summary: |  |  |  |  |  |
| Average capital | \$40,437 | \$54,397 | \$61,356 | \$37,926 | \$38,645 |
| Total farm receipts | \$19,165 | \$27,424 | \$31,829 | \$20,041 |  |
| Total farm expenses | \$15,000 | \$20,923 | \$22,984 | \$14,026 | $\$ 16,553$ |
| LABOR INCOME/operator | \$2,058 | \$3,308 | \$3,611 | \$3,760 | \$3,664 |
| Cost control factors: |  |  |  |  |  |
| Machinery investment | \$9,145 | \$11,750 | \$11,157 | \$7,954 | \$8,672 |
| Machinery cost | \$3,362 | \$4,421 | \$4,084 | \$2,949 | \$3,385 |
| Machinery cost/cow | \$112 | \$105 | \$91 | \$102 | \$103 |
| Feed bought/cow | \$103 | \$131 | \$123 | \$118 | \$135 |
| Fertilizer/crop acre | \$5.00 | \$9.09 | \$11.08 | \$7.92 | \$5.77 |
| \% Expenses are of receipts | $78 \%$ | $76 \%$ | $72 \%$ | 70\% | 75\% |
| Ave. price/cwt. milk | \$4.79 | \$4.70 | \$4.68 | \$4.69 | \$4.70 |

*Average per farm reporting

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959 18 Counties Included in General Farm Business Summary

| Item | Cayuga County | Clinton County | Cortland County | Delaware County |
| :---: | :---: | :---: | :---: | :---: |
| Number of farms | 26 | 19 | 30 | 41 |
| Things to work with: |  |  |  |  |
| Number of cows | 31 | 38 | 43 | 36 |
| Number of heifers | 23 | 27 | 31 | 19 |
| Acres of hay* | 58 | 86 | 59 | 57 |
| Acres of corn silage* | 13 | 20 | 20 | 9 |
| Acres of oats* | 28 | 20 | 19 | 7 |
| Total crop acres | 140 | 123 | 111 | 71 |
| Size of business: |  |  |  |  |
| Man equivalent | 1.7 | 2.1 | 2.0 | 1.7 |
| Total work units | 565 | 609 | 671 | 539 |
| Lbs. of milk sold | 301,900 | 346,200 | 420,300 | 332,500 |
| Rates of production: |  |  |  |  |
| Lbs. milk sold/cow | 9,739 | 9,111 | 9,773 | 9,235 |
| Tons hay/acre | 2.3 | 1.9 | 2.6 | 1.7 |
| Tons corn silage/acre | 12.5 | 10.0 | 13.2 | 11.4 |
| Bu. oats/acre | 66 | 57 | 61 | 50 |
| Work per man: |  |  |  |  |
| Number cows/man | 18 | 18 | 22 | 21 |
| Work units/man | 332 | 290 | 335 | 317 |
| Lbs. of milk sold/man | 177,600 | 164,900 | 210,100 | 195,600 |
| Financial summary: |  |  |  |  |
| Average capital | \$50,791 | \$55,824 | \$53,960 | \$42,014 |
| Total farm receipts | \$21,214 | \$22,532 | \$28,491 | \$21,347 |
| Total farm expenses | \$13,529 | \$15,148 | \$20,912 | \$15,357 |
| LABOR INCOME/operator | \$4,614 | \$3,491 | \$4,881 | \$3,792 |
| Cost control factors: |  |  |  |  |
| Machinery investment | \$11,736 | \$11,498 | \$10,294 | \$9,181 |
| Machinery cost | \$4,558 | \$3,869 | \$4,558 | \$3,191 |
| Machinery cost/cow | \$147 | \$102 | \$106 | \$89 |
| Feed bought/cow | \$70 | \$112 | \$123 | \$143 |
| Fertilizer/crop acre | \$5.48 | \$3.82 | \$9.56 | \$10.48 |
| \% Expenses are of receipts | 64\% | 67\% | 73\% | 72\% |
| Ave. price/cwt. milk | \$4.46 | \$4.55 | \$4.66 | \$4.76 |

*Average per farm reporting

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959 18 Counties Included in General Farm Business Summary

| Item | Greene County | Madison County | Monroe County | Niagara County |
| :---: | :---: | :---: | :---: | :---: |
| Number of farms | 43 | 76 | 23 | - 7 |
| Things to work with: |  |  |  |  |
| Number of cows | 34 | 36 | 40 | 25 |
| Number of heifers | 18 | 20 | 30 | 18 |
| Acres of hay* | 63 | 51 | 69 | 51 |
| Acres of corn silage\% | 11 | 16 | 24 | 13 |
| Acres of oats* | 10 | 21 | 20 | 25 |
| Total crop acres | 93 | 98 | 157 | 132 |
| Size of business: |  |  |  |  |
| Man equivalent | 1.8 | 1.9 | 2.3 | 1.6 |
| Total work units | 533 | 581 | 712 | 465 |
| Lbs. of milk sold | 285,400 | 325,900 | 414,700 | 270,200 |
| Rates of production: |  |  |  |  |
| Lbs. milk sold/cow | 8,394 | 9,053 | 10,367 | 10,808 |
| Tons hay/acre | 1.4 | 2.5 | 2.3 | 2.8 |
| Tons corn silage/acre | 10.4 | 11.6 | 9.7 | 10.2 |
| Bu. oats/acre | 39 | 61 | 63 | 66 |
| Work per man: |  |  |  |  |
| Number cows/man | 19 | 19 | 17 | 16 |
| Work units/man | 296 | 306 | 310 | 291 |
| Lbs. of milk sold/man | 158,500 | 171,500 | 180,300 | 168,500 |
| Financial summary: |  |  |  |  |
| Average capital | \$40,785 | \$45,243 | \$72,326 | \$47,813 |
| Total farm receipts | \$18,036 | \$21,952 | \$30,450 | \$21,673 |
| Total farm expenses | \$13,939 | \$15,559 | \$21,430 | \$14,234 |
| LABOR INCOME/operator | \$2,011 | \$3,568 | \$4,439 | \$3,926 |
| Cost control factors: |  |  |  |  |
| Machinery investment | \$8,922 | \$9,365 | \$13,358 | \$11,041 |
| Machinery cost | \$3,270 | \$3,854 | \$5,757 | \$4,715 |
| Machinery cost/cow | \$96 | \$107 | \$144 | \$189 |
| Feed bought/cow | \$127 | \$97 | \$86 | \$56 |
| Fertilizer/crop acre | \$5.12 | \$6.43 | \$8.83 | \$11.28 |
| \% Expenses are or receipts | $77 \%$ | $71 \%$ | 70\% | 64\% |
| Ave. price/cwt. milk | \$4.86 | \$4.61 | \$4.87 | \$5.01 |

*Average per Iarm reporting

COMPARISON OF SEIECTED FARM BUSINESS FACTORS FOR 1959
18 Counties Included in General Farm Business Summary

| Item | Onondaga County | Oswego County | Otsego County | Schenectady County |
| :---: | :---: | :---: | :---: | :---: |
| Number of farms | 37 | 18 | 40 | 18 |
| Things to work with: |  |  |  |  |
| Number of cows | 33 | 29 | 37 | 24 |
| Number of heifers | 23 | 20 | 23 | 18 |
| Acres of hay* | 57 | 47 | 56 | 64 |
| Acres of corn silage* | 16 | 16 | 16 | 18 |
| Acres of oats* | 24 | 13 | 13 | 11 |
| Total crop acres | 122 | 79 | 90 | 98 |
| gate of business: |  |  |  |  |
| Man equivalent | 1.8 | 1.5 | 1.7 | 1.4 |
| Total work units | 555 | 441 | 590 | 389 |
| Lbs. of milk sold | 317,800 | 277,900 | 347,800 | 226,500 |
| Rates of production: |  |  |  |  |
| Libs. milk sold/cow | 9,629 | 9,583 | 9,401 | 9,438 |
| Tons hay/acre | 2.5 | 2.6 | 1.9 | 1.4 |
| Tons corn silage/acre | 11.5 | 9.9 | 11.2 | 6.9 |
| Bu. oats/acre | 63 | 48 | 55 | 45 |
| Work per man: |  |  |  |  |
| Number cows/man | 18 | 19 | 22 | 17 |
| Work units/man | 308 | 294 | 347 | 278 |
| Lbs. of milk sold/men | 176,500 | 185,300 | 204,600 | 161,800 |
| Financial summary: |  |  |  |  |
| Average capital | \$51,858 | \$42,247 | \$51,765 | \$38,643 |
| Total farm receipts | \$23,160 | \$16,871 | \$23,063 | \$14,412 |
| Total farm expenses | \$15,831 | \$11,687 | \$16,423 | \$10,676 |
| LABOR INCOME/operator | \$4,172 | \$2,765 | \$3,524 | \$1,805 |
| Cost control factors: |  |  |  |  |
| Machinery investment | \$11,671 | \$9,293 | \$12,551 | \$8,131 |
| Machinery cost | \$4, 421 | \$3,242 | \$3,585 | \$3,146 |
| Machinery cost/cow | \$134 | \$112 | \$97 | \$131 |
| Feed bought/cow | \$85 | \$125 | \$128 | \$110 |
| Fertilizer/crop acre | \$6.27 | \$7.85 | \$9.12 | \$5.36 |
| \% Expenses are of receipts | 68\% | 69\% | $71 \%$ | 74\% |
| Ave. price/cwt, milk | \$4.72 | \$4.66 | \$4.76 | \$4.76 |

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959
18 Counties Included in General Farm Business Summary

| Item | Schoharie County | Sullivan County | Washington County | Yates County |
| :---: | :---: | :---: | :---: | :---: |
| Number of farms | 26 | 21 | 21 | 8 |
| Things to work with: |  |  |  |  |
| Number of cows | 29 | 31 | 42 | 28 |
| Number of heifers | 19 | 16 | 27 | 24 |
| Acres of hay* | 68 | 59 | 92 | 50 |
| Acres of corn silage* | 15 | 10 | 22 | 15 |
| Acres of oats* | 14 | --- | 14 | 20 |
| Total crop acres | 105 | 78 | 133 | 133 |
| Size of business: |  |  |  |  |
| Man equivalent | 1.8 | 1.7 | 2.3 | 1.9 |
| Total work units | 465 | 444 | 733 | 522 |
| Lbs. of milk sold | 281,900 | 305,700 | 452,600 | 311,300 |
| Rates of production: |  |  |  |  |
| Lbs. milk sold/cow | 9,722 | 9,860 | 10,775 | 11,116 |
| Tons hay/acre | 1.6 | 1.8 | 1.8 | 3.0 |
| Tons corn silage/acre | 10.2 | 11.9 | 9.6 | 12.1 |
| Bu . oats/acre | 47 | -- | 46 | 65 |
| Work per man: |  |  |  |  |
| Number cows/man | 16 | 18 | 18 | 15 |
| Work units/man | 258 | 261 | 319 | 275 |
| Lbs . of milk sold/man | 156,600 | 179,800 | 196,800 | 163,800 |
| Financial summary: |  |  |  |  |
| Average capital | \$46,141 | \$41,636 | \$58,511 | \$49,371 |
| Total farm receipts | \$20,703 | \$19,733 | \$35,119 |  |
| Total farm expenses | \$15,699 | \$13,971 | \$27,306 | \$16,164 |
| LABOR INCOME/operator | \$2,420 | \$3,220 | \$3,948 | \$4,618 |
| Cost control factors: |  |  |  |  |
| Machinery investment | \$10,392 | \$8,928 | \$12,880 | \$11,113 |
| Machinery cost | \$3,258 | \$3,518 | \$5,267 | \$4,376 |
| Machinery cost/cow | \$112 | \$113 | \$125 | \$156 |
| Feed bought/cow | \$128 | \$153 | \$136 | \$73 |
| Fertilizer/crop acre | \$7.75 | \$9.54 | \$9.39 | \$10.48 |
| \% Expenses are of receipts | $76 \%$ | 71\% | 78\% | 68\% |
| Ave. price/cwt. milk | \$4.72 | \$5.00 | \$4.91 | \$4.59 |

*Average per farm reporting

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959
10 County Summaries Not in General Farm Business Summary*

| Item | Herkimer County | Jefferson County | $\begin{gathered} \text { Livingston } \\ \text { County } \\ \hline \end{gathered}$ | Oneida County | Oncario County |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of farms | 27 | 32 | 30 | 59 | 37 |
| Things to work with: |  |  |  |  |  |
| Number of cows | 44 | 31 | 35 | 34 | 32 |
| Acres of hay | 83 | 64 | 51 | 51 | 51 |
| Total acres of crops | 117 | 107 | 134 | 87 | 150 |
| Size of business: |  |  |  |  |  |
| Men equivalent | 1.9 | 1.6 | 2.1 | 1.8 | 2.0 |
| Lbs, of milk sold | 363,900 | 250,900 | 355,800 | 308,500 | 349,900 |
| Rates of production: |  |  |  |  |  |
| Lbs. milk sold/cow | 8,270 | 9,385 | 10,166 | 9,074 | 10,935 |
| Tons hay/acre | 2.0 | 2.3 | 2.7 | 2.6 | 2.9 |
| Work per man: |  |  |  |  |  |
| Number of cows/man | 23 | 19 | 17 | 19 | 16 |
| Lbs. of milk/man | 191,500 | 181,800 | 169,400 | 171,400 | 175,000 |
| Cost control factors: |  |  |  |  |  |
| Feed bought/cow | \$94 | \$81 | \$68 | \$80 | \$83 |
| Machinery cost/cow | \$92 | \$109 | \$153 | \$108 | \$170 |
| \% Expenses are of recelpts | 71\% | 67\% | 70\% | 66\% | 71\% |
| Financial summary: |  |  |  |  |  |
| Average capital | \$51,382 | \$39, 162 | \$59,563 | \$40,902 | \$64,261 |
| Total farm receipts | \$24,136 | \$17,873 | \$27,907 | \$19,831 | \$29,420 |
| Total farm expenses | \$17,060 | \$11,891 | \$19,504 | \$13,055 | \$20,967 |
| LABOR INCOME/operator | \$4,346 | \$4,024 | \$4,931 | \$3,988 | \$4,509 |

*County agricultural agents in these counties obtained farm business information from farmers in the counties, and in cooperation with farm management specialists summary reports were prepared for use with the cooperators and others in discussing farm business management problems.

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1959
10 County Summaries Not in General Farm Business Summary*

| Item | Rensselaer County | St. Lawrence County | Steuben County | Tompkins County | Wyoming County |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of farms | 32 | 30 | 39 | 27 | 53 |
| Things to work with: |  |  |  |  |  |
| Number of cows | 34 | 34 | 25 | 32 | 39 |
| Acres of hay | 67 | 69 | 59 | 59 | 63 |
| Total acres of crops | 110 | 106 | 110 | 126 | 139 |
| Size of business: |  |  |  |  |  |
| Man equivalent | 1.8 | 1.8 | 1.5 | 1.7 | 2.1 |
| Lbs. of milk sold | 339,900 | 330,488 | 258,374 | 322,888 | 380,253 |
| Rates of production: |  |  |  |  |  |
| Lbs. milk sold/cow | 9,996 | 9,720 | 10,335 | 10,090 | 9,750 |
| Tons bay/acre | 2.0 | 2.1 | 2.0 | 2.5 | 2.6 |
| Work per man: |  |  |  |  |  |
| Number of cows/man | 19 | 19 | 17 | 19 | 19 |
| Lbs. of milk/man | 188,800 | 183,604 | 172,249 | 189,934 | 181,073 |
| Cost control factors: |  |  |  |  |  |
| Feed bought/cow | \$97 | \$106 | \$87 | \$95 | \$84 |
| Machinery cost/cow | \$109 | \$97 | \$130 | \$122 | \$136 |
| \% Expenses are of receipts | 73\% | 66\% | 65\% | 73\% | 69\% |
| Financial summary: |  |  |  |  |  |
| Average capital | \$45,847 | \$37,600 | \$37,617 | \$50,943 | \$60,412 |
| Total farm receipts | \$23,803 | \$20,533 | \$19,152 | \$23,295 | \$28,045 |
| Total farm expenses | \$17,400 | \$13,629 | \$12,524 | \$16,960 | \$19,485 |
| LABOR INCOME/operator | \$3,654 | \$4,616 | \$4,408 | \$3,527 | \$4,697 |

*County agricultural agents in these counties obtained farm business informa.. tion from farmers in the counties, and in cooperation with farm management specialists summary reports were prepared for use with the cooperators and others in discussing farm business management problems.


[^0]:    *Work units for 1958 figured on basis of "1958 revision of Farm Business Chart"
    (i.e., revised work units per cow 11 compared with 12 units per cow formerly used.)
    **Average per farm reporting

