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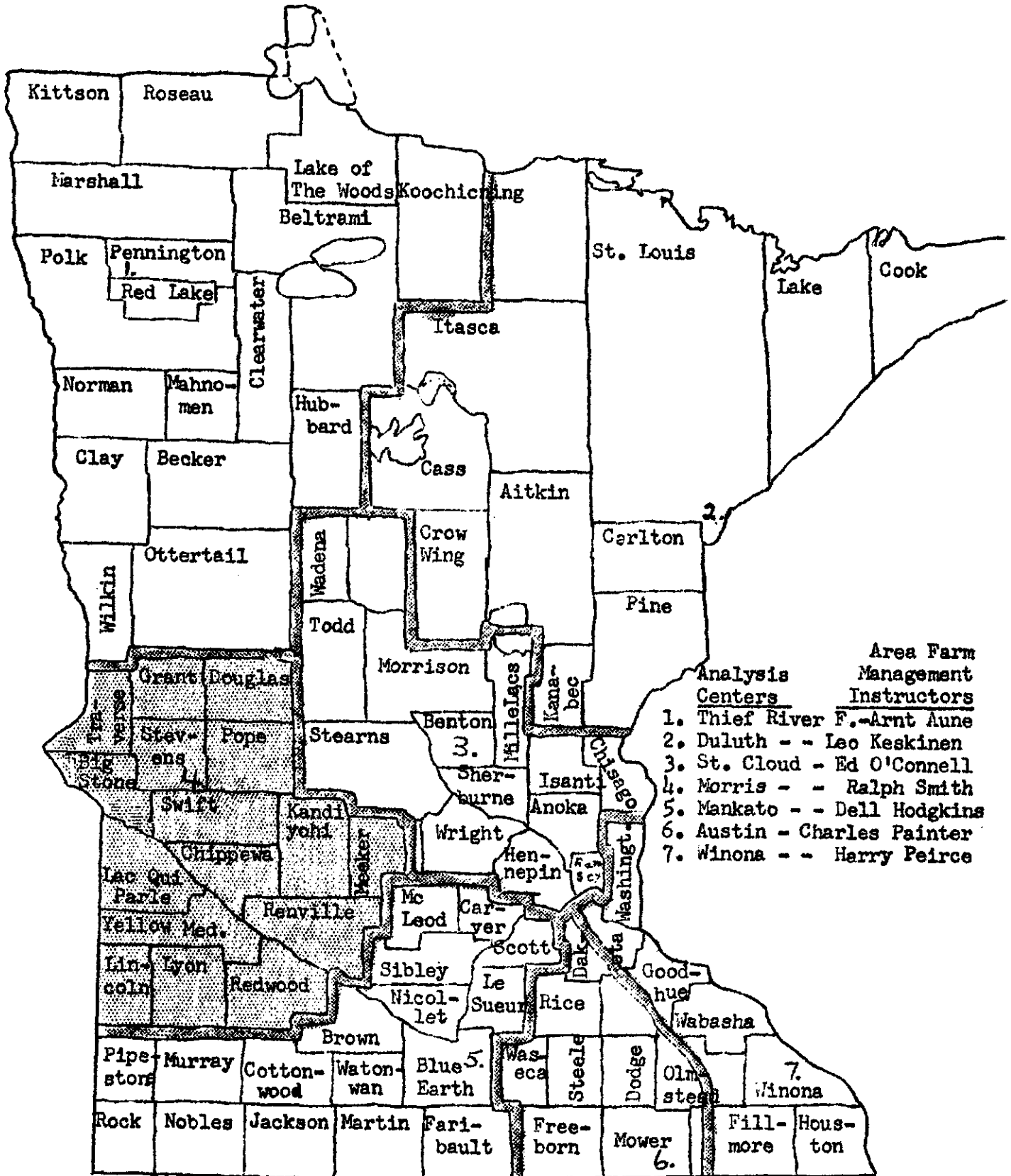
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1958 REPORT
VOCATIONAL AGRICULTURE
FARM MANAGEMENT SERVICE
WEST CENTRAL MINNESOTA

UNIVERSITY OF MINNESOTA
Institute of Agriculture
and
Vocational Division
MINNESOTA DEPARTMENT OF EDUCATION
Cooperating

Report No. 244
Department of Agricultural Economics
Institute of Agriculture
St. Paul 1, Minnesota
April, 1959

VO-AG FARM MANAGEMENT AREAS



* Shaded Area Served By The Morris Analysis Center

Each farmer pays an annual fee which covers a portion of the cost. The balance of the costs were defrayed by the University of Minnesota.

This report deals with farmers enrolled in 10 schools in West Central Minnesota. The following tabulation shows by schools the number of 1958 farm records submitted:

SCHOOL	No. of Records	INSTRUCTOR
Bird Island	1	Frank T. Saunders
Alberta	1	Howard Johnson
Alexandria	13	Bernard Sonstegard
Canby	5	Dwaine Englund
Cyrus	1	Donald Walker
Madison	3	Dwight Quam
Morris	1	Ralph Smith
Sacred Heart	5	Earl Northouse
Olivia	1	Edell Barduson
Odessa	1	Francis Wiley

The records kept included farm inventories, cash receipts and expense, feed consumed by the various classes of livestock, family living secured from the farm, household and personal expenses and receipts and the operator's liabilities and assets other than farm capital. All types of tenure arrangements are represented ranging from full owners to partnerships in which the operator furnishes little or no capital.

FARM INVENTORIES

The capital investment per farm varied from \$13,247 to \$115,649. The average investment for all farms included this report and for the one-fourth high and the one-fourth low in operator's labor earnings is shown in Table 1.

Landlords or partners supplied some capital in 20 out of the 32 cases included in this report. The landlord's investment has been included in Table 1 in order to show the total amount used per farm.

FARM EARNINGS

Operator's earnings is a measure of the relative financial success of a farmer as compared with other farmers and represents the returns above all farm expenses and a charge for the use of farm capital. For purposes of comparison, the earnings are presented on a full owner basis.

There are two methods of computing operator's earnings. Table 2 shows the earnings statement on a cash basis and Table 3 shows the earnings on an enterprise or accrual basis. The principal difference in the two statements is in the method of handling the net increase or decrease in the value of farm capital. In the cash statement the net increase or decrease in farm capital is entered as one item. In the enterprise statement the net change in the inventory has been included in each enterprise in order to compute "total returns and net increases", or "total expenses and net decreases" by enterprises.

1958 REPORT OF THE FARM MANAGEMENT SERVICE FOR VOCATIONAL
AGRICULTURE IN WEST CENTRAL MINNESOTA

Ralph Smith and T. R. Nodland

INDEX

	Page
Introduction	1
Farm Inventories	2
Farm Earnings.	2
Family Living From the Farm.	6
Household and Personal Expenses and Receipts	6
Net Worth.	7
Summary of Farm Earnings by Tenure	9
Returns to Capital and Family Labor.	10
Range in Earnings.	10
Cumulative Effect of Excelling in a Number of Management Factors	11
Measures of Farm Organization and Management Efficiency.	12
Thermometer Chart.	13
Distribution of Acres in Farm.	14
Crop Yields.	15
Power and Machinery Expenses	15
Amount of Livestock.	15
Total Feed Costs and Returns from Livestock Enterprises.	16
Hogs	16
Dairy Cattle	17
Beef Cattle.	20
Chickens	21
Summary of Miscellaneous Items by Years.	22
Explanation of "Work Units".	23
Summary of Farm Earnings by Years.	24

INTRODUCTION

The Departments of Agricultural Economics and Agricultural Education, the West Central School and Station and the Agricultural Extension Service of the University of Minnesota are cooperating with the Vocational Division, Minnesota Department of Education in maintaining a farm management service. The service was initiated during 1952 and is available to farmers who are enrolled in adult or young farmer classes in the public schools.

The purpose of the project as far as the schools are concerned is (1) to give assistance to the instructors in the mechanics of keeping farm records and (2) to aid in the analysis of the farm business through the use of records as a basis for vocational guidance. The enrollment is on a voluntary basis insofar as the number of schools participating and the number of farmers enrolled in the service.

The analysis of the records and the preparation of the reports for West Central Minnesota are handled by Ralph Smith of the West Central School and Experiment Station at Morris. The project is under the general direction of T. R. Nodland of the University of Minnesota Department of Agricultural Economics. The Department of Agricultural Education was represented by M. J. Peterson and the Agricultural Extension Service by E. Hartmans. The State Department of Education was represented by G. R. Cochran, State Supervisor of Agricultural Education.

Table 1. Summary of Farm Inventories, 1958.

Items	Your Farm		Average of 32 Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farm (acres)			261	
Size of business (work units)**			358	
Dairy and dual purpose cows			\$1843	\$2064
Other dairy & dual purpose			630	897
Beef cattle (incl. feeders)			4207	5519
Hogs			807	999
Sheep (incl. feeders)			30	92
Poultry (incl. turkeys)			210	241
Productive livestock (total)			7727	9812
Horses			--	--
Crop, seed and feed			3799	4796
Power mach. (farm share)			2844	2976
Crop and general machinery			3540	3657
Livestock equipment			840	875
Machinery & equipment (total)			7224	7508
Miscellaneous			--	--
Land			20586	20586
Buildings, fences, etc.			8720	8693
Total farm capital			48056	51395

Items	8 most profitable farms		8 least profitable	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farms (acres)	323		262	
Size of business (work units)**	403		287	
Dairy and dual purpose cows	\$1525	\$1381	\$1104	\$1521
Other dairy & dual purpose	401	652	456	763
Beef cattle (incl. feeders)	7552	7676	5392	5688
Hogs	699	2308	312	74
Sheep (incl. feeders)	52	73	69	101
Poultry (incl. turkeys)	44	26	164	284
Productive livestock (total)	10273	12116	7497	8431
Horses	--	--	--	--
Crop, seed, and feed	4518	6466	3679	3901
Power mach. (farm share)	3389	3828	2926	2933
Crop & gen. machinery	3252	3542	4840	4927
Livestock equipment	540	690	429	501
Machinery & equipment (total)	7181	8060	8195	8361
Land	31551	31551	13251	13251
Buildings, fences, etc.	8386	9110	10091	9818
Total farm capital	61909	67303	42713	43762

* For the purpose of comparison, all the data shown in this report with the exception of tables 6 and 7 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 11 for an explanation of "work units."

Table 2. Summary of Farm Earnings (Cash Statement), 1958

Items	Average Your of 32 farm farms	8 most profitable farms	8 least profitable farms
FARM RECEIPTS			
Dairy and dual-purpose cattle	\$ 786	\$ 766	\$ 321
Dairy products	2737	2415	1420
Beef cattle (incl. feeders)	7140	12819	8915
Hogs	2736	4190	1126
Sheep and wool (incl. feeders)	69	92	--
Horses	--	--	16
Poultry	120	34	132
Eggs	841	128	794
Corn	1480	2770	756
Small grain	1206	3006	330
Other crops	1666	2072	2439
Mach. & equip. sold & gas tax refund	230	226	108
Income from work off the farm	406	201	606
Miscellaneous	208	185	145
(1) Total farm sales	19625	28904	17108
(2) Increase in farm capital	3332	5394	1049
(3) Family living from the farm	237	210	200
(4) Total farm receipts (1)/(2)/(3)	23201	34508	18357
FARM EXPENSES			
Dairy and dual-purpose cattle bought	288	27	547
Beef cattle bought (incl. feeders)	4475	6446	4721
Hogs bought	589	1293	153
Sheep bought (incl. feeders)	93	54	--
Horses bought	--	--	--
Poultry bought	101	12	97
Misc. livestock expense	339	449	214
Feed bought	2440	3089	2427
Fertilizers	382	399	389
Other crop expenses	552	771	398
Custom work hired	575	506	685
Gas, oil & grease bought (f. share)	970	1264	857
Rep. of mech. power (farm share)	441	532	366
Repair and upkeep of real estate	224	201	362
Rep. & upkeep of crop & gen. mach.	380	505	357
Rep. & upkeep of livestock equip.	87	84	90
Wages of hired labor	499	794	233
Electricity expense (farm share)	171	196	103
Real estate & pers. prop. taxes	666	717	699
General farm expense	211	231	195
(5) Total cash operating expense	13483	17570	12893
(6) Cap. purchases-mech.pcw.(f.share)	770	1271	599
(7) " " -crops & gen.mach.	878	775	1197
(8) " " -livestock equip.	210	279	216
(9) " " -bldgs.& fencing	605	1353	630
(10) Total farm purchases (5) to (9)	15946	21248	15535
(11) Decrease in farm capital	--	--	--
(12) Interest in farm capital	2486	3230	2162
(13) Unpaid family labor	288	186	379
(14) Board furnished hired labor	101	94	153
(15) Total farm expenses (10)to(14)	18821	24758	18229
(16) Labor earnings (4) - (15)	4380	9750	128

Table 3. Summary of Farm Earnings (Enterprise Statement) 1958*

Items	Your farm	Average of 32 farms	8 most profitable farms	8 least profitable farms
RETURNS AND NET INCREASES				
Dairy and dual-purpose cows		52940	52555	1610
Other dairy & dual-purpose cattle		926	766	455
Beef breeding herd		626	1476	134
Feeder cattle		3404	5104	4382
Hogs		2380	4570	766
Sheep - farm flock & feeders		38	59	48
Chickens		918	144	980
All productive livestock		11232	14674	8375
Value of feed fed to livestock		6009	7519	5249
Return over feed from livestock		5223	7155	3126
Crops, seed, and feed		7957	13048	5745
Income from labor off the farm		232	80	247
Agricultural conservation pay.		8	7	9
Miscellaneous		200	178	136
(1) Total returns & net increases		13620	20468	9263
EXPENSES AND NET DECREASES				
Horses		\$ --	\$ --	\$ --
Truck		296	469	246
Auto (farm share)		430	571	368
Tractor		1090	1321	889
Elec. & gas engine exp. (farm)		172	199	103
Hired power		253	209	293
Total power		2241	2769	1899
Crop and general machinery		1139	1068	1469
Livestock equipment		230	210	235
Buildings, fencing, tiling		855	828	1264
Misc. productive livestock exp.		339	449	214
Labor		1073	1216	998
Real estate taxes		533	553	578
Personal property tax		133	164	121
Insurance		99	73	98
General farm		112	158	97
Interest on farm capital		2486	3230	2162
(2) Total expenses & net dec.		9240	10718	9135
(3) Operator's earnings (1)-(2)		4380	9750	128

* 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 earnings are the same as those on page 4.

FAMILY LIVING FROM THE FARM

The family living from the farm is the estimated value of the farm produce used in the house furnished the farmer and his family by the farm. It is a part of the income of the farm and a part of the expenses of operating the household even though cash transactions are not involved. The omission of the farm produce used in the home results in an incomplete record of both farm income and personal income.

The value of the family living as shown in Table 4 amounts to 1.0 percent of the total farm receipts on these farms. The values assigned are a conservative market price on the farm. If these products had been purchased, the amount paid out would have been considerably higher.

Table 4. Family Living from the Farm, 1958

Items	Your Farm	Average of 32 farms	Your Farm	Average of 32 farms
Adult equiv. - family	_____	2.8		
- others	_____	.2		
Whole milk	_____	461 qts.	_____	44
Cream	_____	24 pts.	_____	5
Beef	_____	503 lbs.	_____	110
Hogs	_____	216 lbs.	_____	39
Lamb and mutton	_____	--	_____	--
Poultry	_____	81 lbs.	_____	15
Eggs	_____	51	_____	13
Potatoes	_____	--	_____	--
Vegetables & fruit	_____		_____	11
Farm fuel	_____		_____	--
Total	_____		_____	237

HOUSEHOLD AND PERSONAL EXPENSES AND RECEIPTS

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in Table 5. These farmers spent an average of \$239 per month for family living in addition to the food, fuel and housing furnished by the farm.

Table 5. Household and Personal Expenses for
Those Farms Which Kept Complete Accounts of These Expenses, 1958

Item	Your Farm	Average of 18 farms	9 most profitable farms	9 least profitable farms
Number of persons - family	_____	4.0	3.3	3.7
Number of adult equiv. - family	_____	2.8	2.4	2.6
- other*	_____	.2	.1	.2
Food and meals bought	_____	\$ 744	\$ 803	\$ 686
Operating and supplies	_____	224	275	173
Furnishings and equipment	_____	217	184	250
Clothing and clothing materials	_____	213	249	177
Personal care, personal spending	_____	57	72	44
Education, recreation & develop.	_____	264	226	303
Gifts and special events	_____	164	129	199
Medical care and health ins.	_____	253	267	239
Church, welfare	_____	104	129	78
Personal share of auto expense	_____	130	141	120
Operator's share of upkeep dwell.	_____	30	56	4
Household share of ele. exp.	_____	82	85	80
Total cash living expense	_____	2482	2616	2353
H.H. & pers. share of new auto	_____	72	78	63
New dwelling	_____	--	--	--
Taxes and other deductions	_____	139	253	26
Life insurance	_____	158	192	124
Other savings and investments	_____	20	22	17
Total household & personal cash expense	_____	2871	3161	2583
Total family living from the farm	_____	219	215	222
Total cash expenses & prequis.	_____	3090	3376	2805
Receipts:				
Return to capital and fam. labor	_____	4692	6843	2541
Miscellaneous income	_____	725	404	1047
Income from investments	_____	7	7	7

* Hired help or others boarded.

NET WORTH

A net worth statement includes a listing of all the assets and liabilities as of a given date. The difference between the farmer's total assets and his liabilities is his net worth. A net worth statement for owners, part owners and renters is presented in Table 6. Both the farm and personal assets and liabilities are included.

The difference between the operator's net worth at the beginning and at the end of the year shows the gain in net worth. It represents the financial progress that has been made during the year.

Table 6. Net Worth Statement for Those Farmers Who Kept a Complete Record of all Assets and Liabilities, 1958 (Operator's Share)

Items	Your Farm		10 Owners	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total acres in farm			254	
Owned			254	
Rented			--	
Total farm capital			\$43417	\$47570
Stocks and bonds			340	335
Life insurance			865	862
Accounts receivable			--	--
Outside real estate			--	--
Other outside investments			702	716
Total outside investments			1907	1913
Dwelling			6176	5929
Cash on hand and in bank			490	794
Other household & personal assets			2245	2556
Total cash, h.h. & personal assets			10818	11192
TOTAL ASSETS			54235	58762
Federal Land Bank Mortgage			5057	4952
Other mortgage on land operated			7750	7500
Mortgages on other real estate			--	--
FHA chattel mortgages			90	135
Production Credit Association			1030	2379
Crop loans			--	--
Other chattel mortgages			1196	3720
Notes payable			2131	2678
Accounts payable			190	210
TOTAL LIABILITIES			17444	21574
Farmer's net worth			36791	37188
Gain in net worth				4397

Items	8 part owners*		5 renters**	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total acres in farm	229		290	
Owned	149		--	
Rented	80		290	
Total farm capital	\$40576	\$45555	\$24899	\$26551
Stocks and bonds	456	479	205	313
Life insurance	1284	1473	1689	1825
Accounts receivable	--	--	788	147
Other outside investments	509	317	4	5
Total outside investments	2249	2269	2686	2290
Dwelling	2995	2834	--	--
Cash on hand and in bank	688	542	713	999
Other h.h. and personal assets	2737	2849	2282	2692
Total cash, h.h. and pers. assets	8669	8494	5681	5981
TOTAL ASSETS	49245	54049	30580	32532
Federal Land Bank Mortgage	--	--	--	--
Other mortgages, on land operated	12822	12861	--	--
Mortgages on other real estate	--	--	--	--
FHA chattel mortgage	--	--	--	--
Production Credit Association	248	495	--	--
Crop loans	--	--	--	--
Other chattel mortgages	5977	7645	4003	3046
Notes payable	2539	2327	5251	6662
Accounts payable	2069	1511	885	542
TOTAL LIABILITIES	23655	24839	10139	10250
Farmer's net worth	25590	29210	20441	22282
Gain in net worth		3620		1841

*4 rented for cash, 4 crop share

**3 cash and crop share, 2 crop share

Table 7. Summary of Farm Earnings by Tenure, 1958 (Operator's Share)

Items	Your Farm	10 owners	8 part owners	5 renters
FARM RECEIPTS				
Dairy and dual-purpose cows		\$ 460	\$ 872	--
Dairy products		1731	3093	--
Beef cattle (incl. feeders)		6371	10383	11850
Hogs		1374	3693	6059
Sheep and wool (incl. feeders)		135	--	174
Poultry (incl. turkeys)		124	248	37
Eggs		584	1911	411
Horses		--	--	--
Corn		1274	1534	50
Small grain		594	867	465
Other crops		2428	668	1240
Mach. & equip. sold, gas tax refund		123	489	124
Income from work off the farm		248	104	1670
Miscellaneous		166	355	82
(1) Total farm sales		<u>15612</u>	<u>24217</u>	<u>22162</u>
(2) Increase in farm capital		4153	4979	1652
(3) Family living from the farm		241	249	215
(4) Total farm receipts (1)/(2)/(3)		<u>20006</u>	<u>29445</u>	<u>24029</u>
FARM EXPENSES				
Dairy and dual-purpose cows bought		523	470	--
Beef cattle bought (incl. feeders)		5707	6182	4231
Hogs bought		189	1289	3769
Sheep bought (incl. feeders)		98	--	86
Horses bought		--	--	--
Poultry bought (incl. turkeys)		96	210	58
Miscellaneous livestock expense		281	484	334
Feed bought		2004	3754	3349
Fertilizers bought		378	466	418
Other crop expense		416	522	678
Custom work hired		629	677	457
Gas, oil & grease bought (farm share)		884	1101	911
Rep. of mech. power (farm share)		398	486	540
Repair & upkeep of real estate		305	236	95
Rep. & upkeep of crop & gen. mach.		365	365	458
Rep. & upkeep of livestock equip.		131	93	30
Wages of hired labor		308	496	602
Electricity exp. (farm share)		126	189	142
Real estate & pers. property tax		702	422	138
Cash rent		--	459	707
General farm expense		191	192	205
Interest paid		500	776	603
(5) Total cash operating expense		<u>11231</u>	<u>18869</u>	<u>17811</u>
(6) Capital purchases - mech. pow.(fm)		357	1369	1315
(7) Capital purchases - crop & gen.mach.		999	876	743
(8) Capital purchases - livestock equip.		209	339	229
(9) Capital purchases - bldg. & fenc.		442	1259	--
(10) Total farm purchases (5) to (9)		<u>16238</u>	<u>22712</u>	<u>20098</u>
(11) Decrease in farm capital		--	--	--
(12) Interest on farm capital		1775	1377	683
(13) Unpaid family labor		366	379	279
(14) Board furnished hired labor		143	38	24
(15) Total farm expenses (10) to (14)		<u>18522</u>	<u>24506</u>	<u>21084</u>
(16) Labor earnings (4) - (15)		1484	4939	2945
(17) Return to capital & family labor				
(16) / (12) / (13)		3625	6695	3907

RETURNS TO CAPITAL AND FAMILY LABOR

The return to capital and family labor represents the amount available to the operator for living expenses, payment on indebtedness, and savings. The landlord's expenses and receipts are not included.

The average return to capital and family labor for 10 owners, 8 part owners, and 5 renters is shown in Table 7. The statement includes only the operator's share of the earnings of the partnership. The earnings as shown in Table 7 are on an actual basis as compared to the full-owner basis in Tables 2 and 3.

RANGE IN EARNINGS

Every study of farm earnings shows a wide variation in earnings among farmers in a given year (figure 1). The average operator's earnings of those farmers ranking in the upper 25 percent of the range according to earnings was \$9750 and of those in the lower 25 percent was \$128. This is a range of \$9622 between the average earnings of these two groups. Some of the causes for these differences in earnings, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The more important management factors affecting earnings are as follows: (These factors vary from year to year in their relative influence on earnings).*

- | | |
|--------------------------|--------------------------|
| 1. Crop yields | 5. Size of business |
| 2. Choice of crops | 6. Work units per worker |
| 3. Return from livestock | 7. Control over expenses |
| 4. Amount of livestock | |

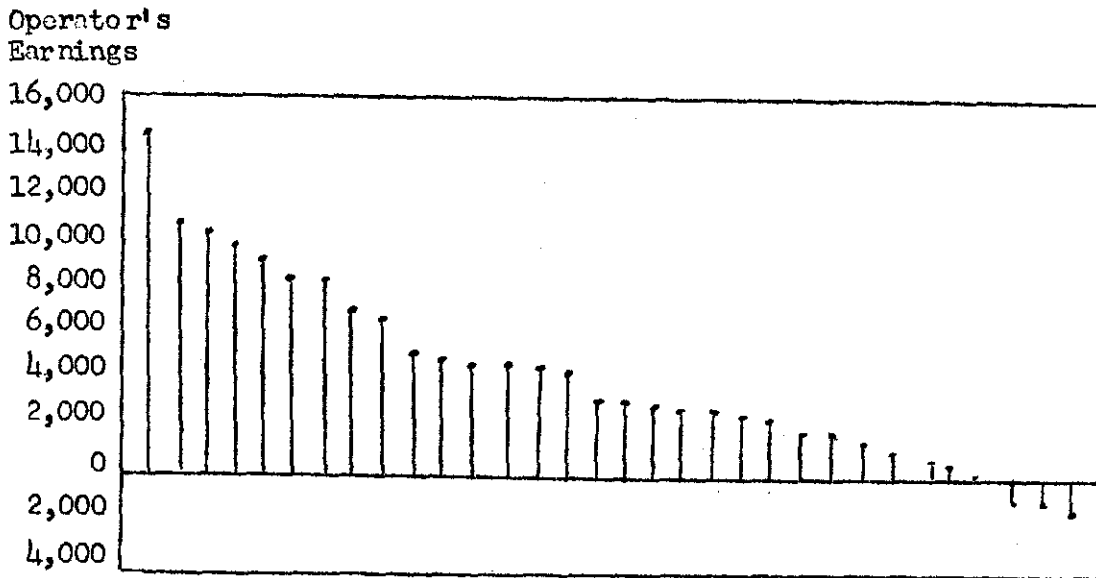


Fig. 1. Range in operator's earnings.
Each line represents the earning of one farmer.

* See Pond, G. A. "Why Farm Earnings Vary". Minn. Agric. Expt. Sta. Bul. 386, June, 1945
Nodland, T. R. and Pond, G. A. "Some Factors Affecting the Earnings of Farmers in Southwestern Minnesota". Univ. of Minn., Dept. of Ag. Econ., Report No. 219, November, 1954

Cumulative Effect of Excelling with Number of Management Factors

Studies of earning 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) return 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 Figure 2. The farmer's earnings are determined to a considerable extent by his accomplishments in these seven factors.

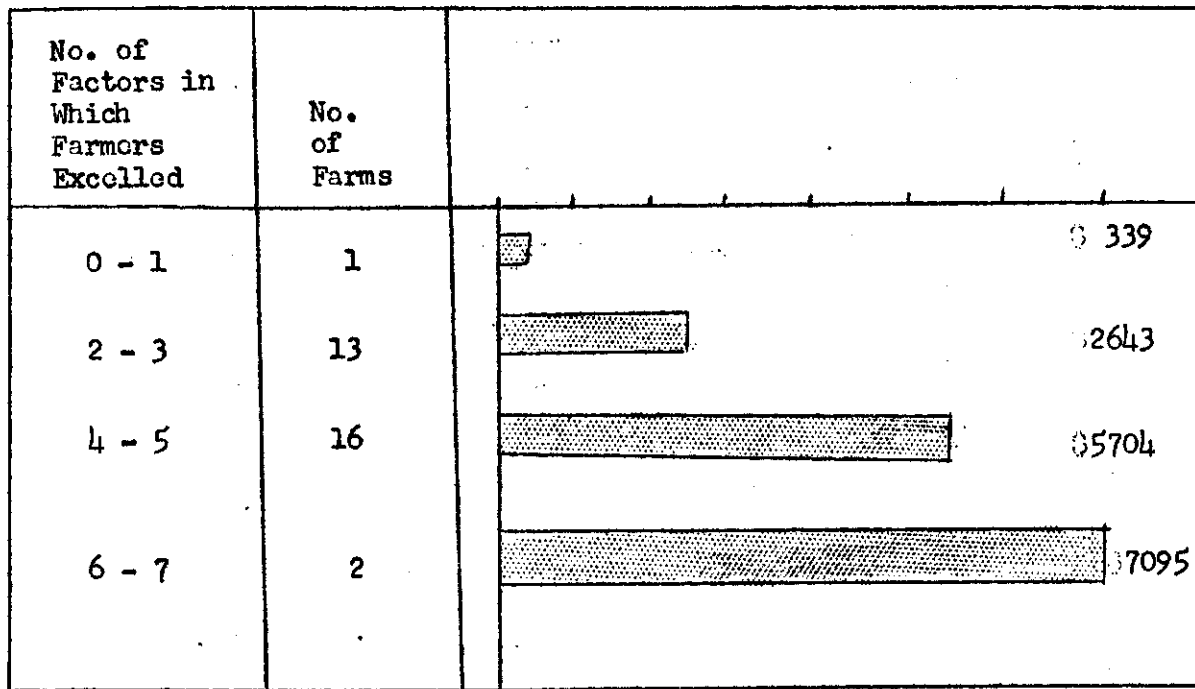


Figure 2, Relation of labor earnings to the number of factors in which the farmer excell, indicates that it will be well worth while for each cooperator to study carefully his ranking on pages 10 and 11 and learn his standing in respect to each of the above factors and the elements of strength and weakness in his farm business.

Table 8. Measures of Farm Organization and Management Efficiency, 1958

Measures used in chart on page 13	Four farm	Average of 32 farms	8 most profitable farms	8 least profitable farms
Operator's earnings	\$ _____	\$4830	\$9750	\$ 128
(1) Crop Yields*	_____	100	115	86.3
(2) Percent tillable land in high ret. crops**	_____	53.2	55.5	49.0
(3) Ret. for 100 feed to prod. livestock***	_____	100	110	88
(4) Prod. livestock units per 100 A.***	_____	22.6	21.9	20.6
(5) Size of business - work units	_____	362	404	301
(6) Work units per worker	_____	256	251	231
(7) Pow., Mach., Equip., Bldg. exp. per work unit	_____	13.36	13.44	16.92
Items related to some of the above measures:				
(3) Index of return for 100 feed from:				
Dairy cattle (see pages 18 & 19)	_____	100	11.6	84
Beef cattle brdg. herd (See pg. 20)	_____	100	119	54
Beef cattle-feeders (see p. 20)	_____	100	100	116
Hogs (see page 17)	_____	100	97	94
Sheep-farm flock (see p. 21)	_____	100	--	--
Chickens	_____	100	79	115
(4) Number of animal units	_____	53.5	69.0	46.2
(5) Work units on crops	_____	116	159	97
Work units on prod. livestock	_____	240	243	187
Other work units	_____	6	2	17
(6) Number of family workers	_____	1.2	1.4	1.2
Number of hired workers	_____	.2	.2	.1
Total number of workers	_____	1.4	1.6	1.3
(7) Power expense per work unit	_____	6.46	7.27	7.04
Crop mach. exp. per work unit	_____	3.61	3.46	4.72
Livestock equip., exp. per wk. unit	_____	.69	.48	.75
Bldgs. & fenc. exp. per wk. unit	_____	2.60	2.23	4.41

*Given as a percentage of the average.

**Crops are marked in Table 10 as (1), (B), (C), and (D). All of acres in (A) crops, one-half of acres in (B) crops, and one-fourth of acres in (C) crops are used in calculating percent of tillable land in high return crops.

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

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

THERMOMETER CHART

Using your figures from page 12, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the 32 farms included in this summary are located between the dotted lines across the center of this page.

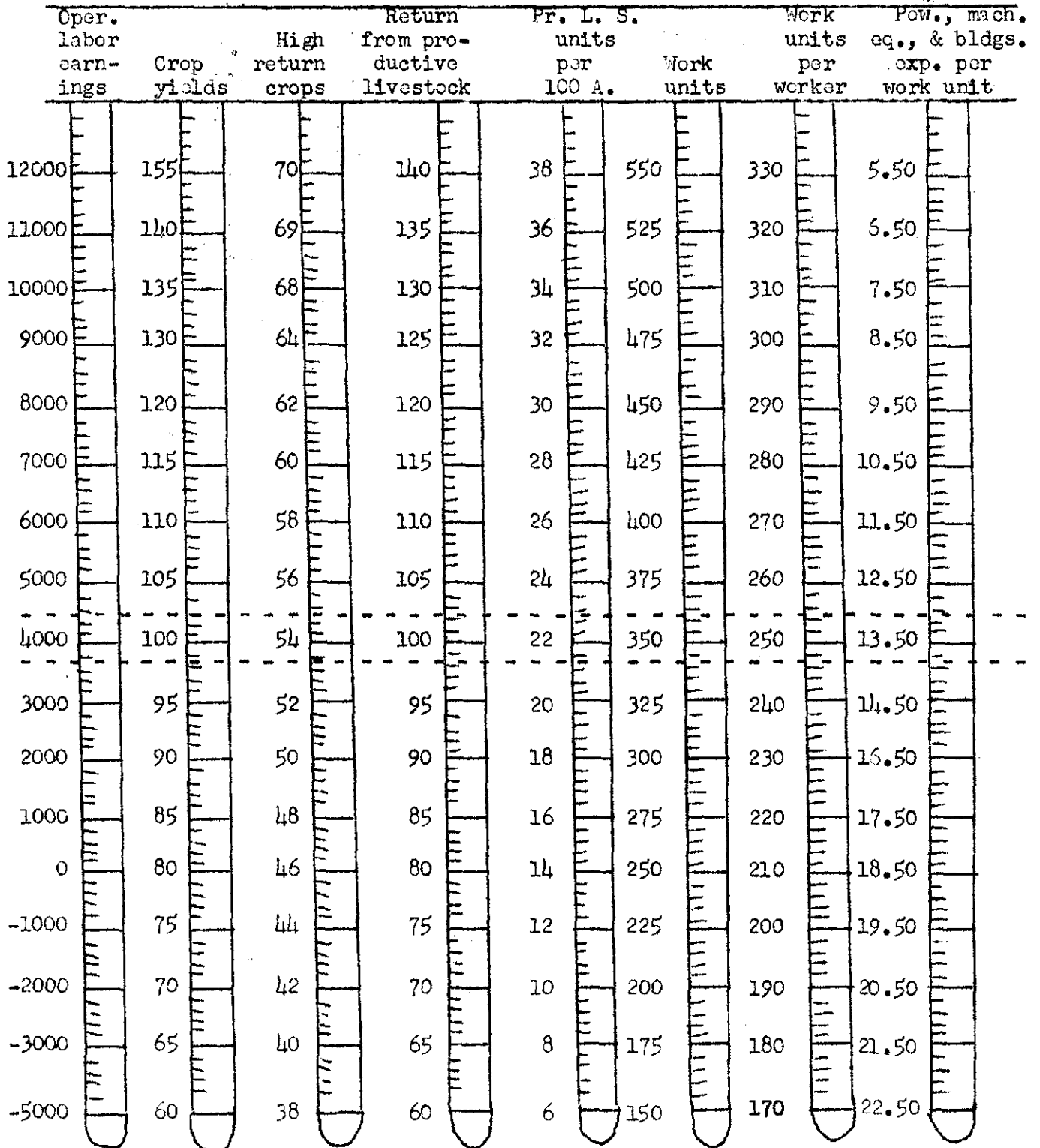


Table 9. Distribution of Acres in Farm, 1958.

	Crop ratings*	No. Farmers Raising Each Crop	Your Farm	Average of 32 farms
Flax	C	10	_____	10.4
Barley	C	6	_____	4.7
Wheat	C	20	_____	9.8
Oats & oat mixtures	D	27	_____	27.4
Oat Silage	C	3	_____	1.3
Total small grain and peas			_____	53.6
Sweet corn and canning peas	A	1	_____	1.2
Corn grain	A	30	_____	60.0
Soybeans for grain	B	21	_____	36.0
Corn or sorghum silage	B	18	_____	11.0
Total cultivated crops			_____	108.2
Alfalfa hay	B	28	_____	27.8
Other legume & mixtures	C	2	_____	1.4
Timothy & brome hay & seed	D	2	_____	1.2
Total tillable land in hay			_____	30.4
Alfalfa pasture	B		_____	8.1
Other legume & mixtures	C		_____	1.8
Sudan and/or rape	C		_____	1.0
Other tillable pasture	D		_____	--
Total tillable land in pasture			_____	10.9
Soil Bank	A		_____	5.1
Tillable land not cropped	D		_____	1.8
Total tillable land			_____	210.0
Wild hay			_____	2.5
Non-tillable pasture			_____	20.3
Timber (not pastured)			_____	10.5
Roads and waste			_____	11.3
Farmstead			_____	6.9
Total acres in farm			_____	261.5
Percent land tillable			_____	80.2
Percent tillable land in high return crops			_____	53.2

*The crops are classified as A, B, C, or D crops on the basis of their average net returns per acre.

Table 10. Crop Yields Per Acre, 1958

Crop	Your farm	Average of farms growing each crop
Flax, bu.	_____	13.8
Barley, bu.	_____	46.9
Wheat, bu.	_____	31.0
Oats, bu.	_____	55.8
Rye, bu.	_____	--
Oat silage, tons	_____	5.8
Millet, bu.	_____	--
Corn grain, bu.	_____	50.0
Soybeans, bu.	_____	18.7
Corn silage, tons	_____	10.1
Alfalfa hay, tons	_____	2.5
Other legumes & mixtures, tons	_____	2.6
Timothy or brome hay, tons	_____	1.9
Wild hay, tons	_____	--

POWER AND MACHINERY EXPENSES

Power and machinery expense per crop acre is an indication of the economy with which capital is invested in these items. The crop acres per farm ranged from 76 to 381 with an average of 192 (Table 11). The expenses are high on the farms with a small acreage. In some cases, low expenses for labor might be offset by high power and equipment costs. The farmer is interested in operating at the lowest cost for power, machinery and labor combined.

Table 11. Power and Machinery Expenses Per Crop Acre, 1958

Items	Your farm	Average of 32 farms	8 most profitable farms	8 least profitable farms
Crop acres per farm	_____	192	260	164
Tractor and horse exp. per crop A.	_____	6.08	4.71	5.35
Crop & gen. mach. exp. per crop A.	_____	6.02	3.93	8.42

AMOUNT OF LIVESTOCK

A large proportion of the farmers maintained some dairy cattle and hogs (Table 12). Forty-four percent of the farmers kept poultry.

Table 12. Amount of Livestock, 1958

	Your farm	Average of 32 farms	8 most profitable farms	8 least profitable farms
Number of milk cows	_____	10.3	7.3	6.7
Number of other dairy cattle	_____	10.6	6.9	8.5
Number of beef cattle (incl. feeders)	_____	27.2	48.1	28.6
Number of sheep*	_____	4.0	3.3	4.3
Number of hens	_____	140	50	184
Litter of pigs raised	_____	5.7	10.8	1.5
Pounds of hogs produced	_____	14621	27872	6590
Pounds of feeder cattle produced	_____	14777	23550	17038

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

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 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 13. Total Feed Costs and Returns From Your Livestock Enterprises, 1958

	Dairy or dual purpose cattle			Beef Breeding herd
	Cows	Other	All	
Total returns	_____	_____	_____	_____
Total feed cost	_____	_____	_____	_____
Total return over feed	_____	_____	_____	_____
	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.

HOGS

The return over feed cost per 100 pounds of hogs produced varied from \$10.70 for those farmers ranking in the upper one-half in feeding efficiency to a return of \$7.34 for those in the lowest one-half. Some of the important factors that affected return over feed were:

1. Quantity of feed required to produce 100 pounds of hogs.
2. Price received.
3. Number of pigs born per litter.
4. Number of pigs weaned per litter.

Table 14. Feed Costs and Returns from Hogs, 1958

	Your farm	Average of 18 farms	9 farms highest in returns above feed	9 farms lowest in returns above feed
Feed per cwt. hogs produced. lbs.:				
Corn		301	204	398
Small grain		116	99	133
Commercial feeds		54	66	43
60% alfalfa		4	7	--
Total concentrates		475	376	574
Skim milk and buttermilk		--	--	--
Feed cost per cwt. hogs produced:				
Concentrates	\$	\$ 9.98	\$ 8.25	\$ 11.70
Skim milk and buttermilk		--	--	--
Pasture		.04	.08	--
TOTAL FEED COSTS		10.02	8.33	11.70
Net increase in val. per cwt. hogs prod.		\$ 19.04	\$ 19.03	\$ 19.04
RETURNS ABOVE FEED COST PER CWT. HOGS PRODUCED	\$	9.02	10.70	7.34
RETURNS FOR \$100 OF FEED	\$	\$202	\$241	\$163
Price received per cwt. hogs sold	\$	20.15	20.42	19.88
No. of spring litters raised		6.1	8.3	3.9
No. of fall litters raised		3.9	6.5	1.3
Total no. of litters raised		10.0	14.8	5.2
No. of pigs born per litter		7.4	8.3	6.4
No. of pigs weaned per litter		6.3	6.8	5.7
Pounds of hogs produced		24982	27939	22025

DAIRY AND DUAL PURPOSE CATTLE

The quantity of feed consumed, value of feeds and returns from dairy cattle are presented in Tables 15, 16, and 17. The statements include one herd which was classified as dual purpose cattle.

The return over feed cost per cow varied from \$1.75 to \$275.72 among the 15 herds covered by this study. Some of the important factors that affected the return over feed were:

1. Rate of production (pounds butterfat per cow)
2. Price received for butterfat
3. Feeding efficiency
4. Quality of ration
5. Economy of ration (feed cost per pound butterfat)

Table 15. Factors of Cost and Returns from Dairy Cows, 1958

Items	Your farm	Average of 15 farms	7 farms highest in butterfat per cow	8 farms lowest in butterfat per cow
Pounds of butterfat per cow		305	360	257
Price rec. per lb. B.F. sold(cts.)		84.6	87.4	82.1
Price rec. per lb. B.F.-wh.milk		86.2	87.4	84.9
Price rec. per lb. B.F.-cream		62.2	--	62.2
Feeds per cow, lbs.:				
Corn		1373	1148	1569
Small grain		1009	1256	793
Commercial feeds		339	474	220
Legume hay		5896	6874	5040
Other hay		155	--	290
Fodder and stover		--	--	--
Total concentrates		2721	2878	2582
Total dry roughage		6051	6874	5330
Silage		8995	10464	7710
Feed cost per cow:				
Concentrates		\$ 53.49	\$ 58.50	\$ 49.11
Roughages		78.84	92.30	67.06
Pasture		9.95	8.97	10.81
TOTAL FEED COSTS		<u>142.28</u>	<u>159.77</u>	<u>126.98</u>
Value of produce per cow:				
B.F. sales		\$250.91	\$307.45	\$201.44
Dairy produce used in house		3.65	1.86	5.21
Milk to livestock		5.28	3.82	6.55
Net increase in value of cows		14.68	7.07	21.34
TOTAL VALUE PRODUCED		<u>274.52</u>	<u>320.20</u>	<u>234.54</u>
RETURNS ABOVE FEED COST PER COW		132.24	160.43	107.56
RETURNS FOR \$100 OF FEED		198	208	189
Feed cost per lb. B.F. (cents)		48.1	45.6	50.3
Number of cows*		21.8	25.2	18.8

*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 and Dual Purpose Cattle, 1958

Items	Your Farm	Average of 15 farms	7 farms highest in butterfat per cow	8 farms lowest in butterfat per cow
Feeds per head, lbs.:				
Concentrates	_____	760	856	677
Hay and fodder	_____	2089	2274	1926
Silage	_____	2566	2891	2282
Skim milk	_____	--	--	--
Whole milk	_____	200	151	243
Feed cost per head:				
Concentrates	\$ _____	\$ 15.94	\$ 19.01	\$ 13.26
Roughages	_____	23.27	25.65	21.18
Milk	_____	5.50	4.15	6.68
Pasture	_____	4.64	4.14	5.09
TOTAL FEED COSTS PER HEAD	_____	49.35	52.95	46.21
Net inc. in value of other cattle	_____	93.05	94.50	91.77
RETURNS ABOVE FEED COST PER HEAD	_____	43.70	41.55	45.56
RETURNS FOR \$100 OF FEED	_____	194	179	207
Number of head of other cattle	_____	22.1	25.1	19.6

Table 17. Feed Costs and Returns from All Dairy and Dual Purpose Cattle, 1958

Items	Your Farm	Average of 15 farms	7 farms highest in butterfat per cow	8 farms lowest in butterfat per cow
Feeds per animal unit, lbs.:				
Concentrates	_____	2408	2549	2285
Hay and fodder	_____	5337	6001	4756
Silage	_____	6691	6767	6624
TOTAL FEED COSTS PER ANIMAL UNIT	\$ _____	125.88	140.08	113.46
Value of produce per animal unit:				
Dairy products	_____	171.09	207.82	138.95
Net increase in value of dairy cattle	_____	66.80	66.31	67.23
TOTAL VALUE PRODUCED	_____	237.89	274.13	206.18
RETURNS ABOVE FEED PER ANIMAL UNIT	\$ _____	112.01	134.05	92.72
RETURNS PER \$100 OF FEED	\$ _____	197	205	190
Animal units of cattle	_____	32.8	37.7	28.6

Table 18. Feed Costs and Returns from Beef Cattle, 1958

Items	Your farm	Average of all farms
Beef breeding herd: No. of farms:		6
Feeds per animal unit, lbs.:		
Concentrates	_____	798
Legume	_____	4394
Other hay	_____	50
Fodder and stover	_____	--
Silage	_____	1620
Feed cost per animal unit:		
Concentrates	\$ _____	\$ 16.03
Roughages	_____	43.09
Pasture	_____	8.08
TOTAL FEED COSTS	_____	67.20
Value of produce per animal unit:		
Dairy products	\$ _____	
Net increase in value of animals	_____	154.23
TOTAL VALUE PRODUCED	_____	154.23
RETURNS ABOVE FEED COST PER ANIMAL UNIT	\$ _____	87.03
RETURNS FOR \$100 OF FEED	\$ _____	231
Number of cows and herd bulls	_____	25.0
Number of animal units in the herd	_____	23.2
Lbs. beef produced	_____	10987
Feeding Cattle: No. of farms:		13
Corn	_____	462
Small grain	_____	44
Commercial feeds	_____	55
Legume hay	_____	348
Other hay	_____	24
Total concentrates	_____	561
Total hay and fodder	_____	372
Silage	_____	664
Feed per cwt. beef produced:		
Concentrates	\$ _____	10.51
Roughages	_____	3.42
Pasture	_____	.26
TOTAL FEED COSTS	_____	14.19
Net increase in value of feeders	_____	24.14
RETURNS ABOVE FEED COST PER CWT. BEEF PROD.	_____	9.95
RETURNS FOR \$100 OF FEED	_____	185
Price paid per cwt. beef bot	_____	29.51
Price recd. for feeder cattle sold	_____	24.86
Number of animal units	_____	53.1
Pounds of beef produced	_____	36378

CHICKENS

Four of the 14 farmers raising chickens failed to receive a return large enough to cover the cost of feed. The average return over feed from the 14 flocks included in this report was \$1.13 cents per hen (Table 19).

Some of the important factors that affected the return over feed were:

1. Quantity of feed required per hen
2. Price received per dozen eggs sold
3. Eggs laid per hen
4. Percent of hens that are pullets
5. Percentage death loss of hens

Table 19. Feed Costs and Returns from Chickens, 1958

Items	Your farm	Average of 14 farms	7 farms highest in ret. over feed	7 farms lowest in ret. over feed
Feed per hen, lbs.:				
Grain		75	89	61
Commercial feeds		45	43	47
Total concentrates		120	132	108
Skim milk and buttermilk		--	--	--
TOTAL FEED COST PER HEN	\$	\$ 3.28	\$ 3.41	\$ 3.15
Value of produce per hen:				
Eggs sold and used in house		4.23	5.52	2.94
Net inc. in value of chicken		.18	.18	.17
TOTAL VALUE PRODUCED		4.41	5.70	3.11
RETURN ABOVE FEED COST PER HEN	\$	1.13	2.29	-.04
RETURNS FOR \$100 OF FEED				
Price recd. per doz. eggs sold (cents)		30.3	31.9	28.8
Eggs laid per hen		164	207	122
Ave. no. hens on farm during year		391	609	173
Percent of hens that are pullets		87.1	82.8	91.4
Percent death loss of hens		8.7	8.8	8.6
Number of chickens started:		379	639	119
Lbs. chickens produced		1883	2991	776

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

Table 20. Summary of Miscellaneous Items by Years

	1953	1954	1955	1956	1957	1958
Acres in farm:						
Small grains	91.4	91.7	68.0	65.8	62.2	53.6
Cultivated crops	63.3	67.9	81.0	104.2	108.2	108.2
Tillable land in hay	28.3	34.8	32.5	28.5	36.9	30.4
Tillable land in pasture	8.5	11.0	14.6	11.4	15.8	10.9
Soil bank					3.8	5.1
Tillable land not cropped	.2	5.3	.2	3.6	.8	1.8
Total tillable land	191.7	210.7	196.3	213.5	227.7	210.0
Wild hay & non-tillable pasture	33.0	30.5	34.5	26.5	26.2	22.8
Other non-tillable land	29.6	33.3	33.9	30.4	37.5	28.7
Total acres in farm	254.3	274.5	264.7	270.4	291.4	261.5
Yields per acre:						
Flax, bu.	10.3	9.6	12.0	12.1	5.3	13.8
Barley, bu.	24.6	29.5	31.5	34.7	25.9	46.9
Wheat, bu.	10.1	17.6	24.8	21.6	20.4	31.0
Oats, bu.	5.1	34.1	40.9	42.5	38.6	55.8
Oat silage, ton					5.1	5.8
Corn grain, bu.	45.1	47.0	45.1	60.0	47.5	50.0
Soybeans, bu.	20.4	19.8	19.8	18.1	19.8	18.7
Corn silage, tons	8.3	8.2	8.4	9.9	8.0	10.1
Alfalfa hay, tons	2.7	2.4	2.4	2.7	2.6	2.5
Measures of fm. org. & management:						
Percent of land in high ret. crops	48.2	47.5	52.4	55.7	52.7	53.2
Prod. L.S. units per 100 A.	18.3	19.7	14.4	18.9	21.6	22.6
Size of business, work units	324	359	356	334	351	362
Work units per worker	220	239	255	223	218	256
Exp. per work unit	\$ 10.18	\$ 9.69	\$ 9.40	\$10.97	\$13.95	\$13.36
Return above feed cost per:						
Dairy cow	\$67.49	\$53.17	\$56.05	\$95.30	\$113.57	\$132.24
An. unit in beef breeding herd	-25.29	3.98	-2.25	-10.84	98.68	87.02
100 lbs. feeder cattle produced	-2.63	8.91	-4.68	1.21	10.91	9.95
100 lbs. hogs produced	10.07	6.18	.22	4.66	6.54	9.02
Head native sheep	4.80	2.70	6.43	8.39	--	--
Hen	2.27	.26	1.96	1.28	.87	1.13
Feed cost per:						
Dairy cow	\$127.24	\$127.61	\$133.61	\$130.91	\$148.37	\$142.28
An. unit in beef breeding herd	80.64	73.14	72.65	80.58	98.68	67.20
100 lbs. feed cattle produced	20.86	18.99	24.88	19.96	16.90	14.19
100 lbs. hogs produced	13.15	13.54	11.44	10.95	11.75	10.02
Head native sheep	7.63	8.86	10.23	11.22	--	--
Hen	4.19	4.20	3.83	3.80	3.24	3.28
Misc. livestock information:						
No. dairy & dual-purpose cows	10.6	10.9	11.0	10.0	21.5	21.8
Lbs. feeder cattle & herd bulls	1.8	?	13.9	6.7	13.9	25.0
Lbs. feeder cattle & herd bulls	2499	?	3036	4052	22072	36378
Litter of pigs	8	9	9.7	6.6	12.8	10.0
Lbs. hogs produced	11449	16255	16968	16349	23182	24982
No. of hens	160	191	128	161	450	391
Lbs. butterfat per milk cow	255	256	270	300	296	305
No. pigs weaned per litter	7.1	7.0	6.2	6.0	6.2	6.3
Percent lamb crop	99	97	116	90	--	--
Eggs per hen	174	174	187	201	179	164

Table 20. Summary of Miscellaneous Items by Years (Continued)

	1953	1954	1955	1956	1957	1958
Price received per:						
Lb. butterfat sold as cream	\$.72	\$.74	\$.615	\$.536	--	\$.622
Lb. butterfat sold as milk	.90	--	.824	.866	.88	.862
100 lbs. fat cattle	18.84	19.62	18.79	17.80	17.55	24.86
100 lbs. hogs	21.15	21.44	14.57	14.34	18.13	20.15
100 lbs. lambs	19.21	18.99	19.34	17.51	--	--
Lbs. of wool	.50	.46	.321	.329	--	--
Doz. eggs	.41	.30	.33	.305	.279	30.3
Price of feeds:						
Corn, bu.	\$ 1.31	\$ 1.34	\$ 1.23	\$ 1.25	\$ 1.10	\$.98
Oats	.71	.70	.61	.63	.61	.535
Barley, bu.	1.11	1.02	.93	.95	.91	.90
Alfalfa hay, ton	17.50	17.00	18.00	18.50	17.00	17.75
Timothy hay, ton	10.10	9.80	10.40	10.95	9.80	10.25
Corn silage, ton	5.85	5.75	6.00	6.00	5.80	6.00
Soybean meal, cwt.	4.05	4.20	4.10	3.68	3.52	3.50

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 as an 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	No. of work units	Item	No. of work units
Dairy and dual-purpose 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-feeders	.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 lbs.	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, 1½ beef cows or bull, 1 feeder steer or heifer, 3 1/3 other beef cattle, 7 sheep, 14 lambs, 2½ hogs, 5 pigs, 50 hens or 1,100 pounds of turkeys produced.

Table 22. Summary of Farm Earnings by Years

	1953	1954	1955	1956	1957	1958
No. of farms	52	46	38	39	25	32
Farm receipts:						
Dairy & dual-purpose cattle	\$ 690	\$ 811	\$ 626	\$ 629	\$ 814	\$ 786
Dairy products	2163	2081	2118	2252	2697	2737
Beef cattle	1094	2145	1291	1669	4661	7140
Hogs	2509	3390	2312	2243	3253	2736
Sheep and wool	147	187	251	98	31	69
Horses	2	12	--	1	19	--
Poultry	162	149	74	72	46	120
Eggs	917	776	680	801	941	841
Corn	1023	610	1488	2016	2604	1480
Small grain	1558	1597	1650	1080	798	1206
Other crops	351	597	488	1421	1447	1666
Mach. & equip. sold	219	234	104	132	297	230
Income from work off farm	309	485	408	205	223	406
Miscellaneous	139	204	161	200	201	208
Total farm sales	<u>11283</u>	<u>13278</u>	<u>11651</u>	<u>12819</u>	<u>18032</u>	<u>19625</u>
Increase in farm capital	1128	775	496	2863	1071	3339
Family living from the farm	289	294	238	232	205	237
Total farm receipts	<u>12700</u>	<u>14347</u>	<u>12385</u>	<u>15914</u>	<u>19308</u>	<u>23201</u>
Farm expenses:						
Dairy & dual-purpose cattle bot	236	118	158	154	400	288
Beef cattle bot	402	781	419	862	2839	4475
Hogs bot	130	233	260	282	346	589
Sheep bot	9	66	2	--	53	93
Horses bot	5	4	--	--	18	--
Poultry bot	107	118	79	102	103	101
Misc. livestock expense	159	219	254	242	319	339
Feed bot	1211	1790	1214	1689	2440	2440
Fertilizers		361	331	345	630	382
Other crop expenses:	620	438	445	515	600	552
Custom work hired	414	428	406	465	584	575
Gas, oil & grease bot	798	801	759	719	882	970
Repairs for mechanical power	304	301	332	328	473	441
Repair & upkeep of real estate	161	175	112	156	168	224
Rep. & upkeep of crop machinery	276	268	228	266	360	380
Rep. & upkeep of livestock	77	98	86	84	81	87
Wages of hired labor	341	542	390	295	537	499
Electricity expense	113	142	148	143	177	171
Real estate & person. prop. taxes	464	502	546	535	641	666
General farm expense	147	182	145	166	197	211
Total cash operating expense	<u>5974</u>	<u>7567</u>	<u>6314</u>	<u>7348</u>	<u>11848</u>	<u>13483</u>
Capital purchases - mech. power	592	697	719	617	606	770
-crop & gen. mach.	710	1069	765	745	1198	878
-livestock equipment	123	136	197	324	301	210
-bldg. & fencing	520	465	388	410	944	605
Total farm purchases	<u>7919</u>	<u>9934</u>	<u>8383</u>	<u>9104</u>	<u>14897</u>	<u>15946</u>
Decrease in farm capital	--	--	--	--	--	--
Interest on farm capital	1655	1972	1982	2216	2403	2486
Unpaid family labor	365	225	260	436	358	288
Board furnished hired labor	72	88	84	88	146	101
Total farm expenses	<u>10011</u>	<u>12219</u>	<u>10709</u>	<u>12184</u>	<u>17804</u>	<u>18821</u>
Labor earnings	2689	2128	1676	3730	1504	4380
Net cash income	3364	3344	3268	3375	3135	3679