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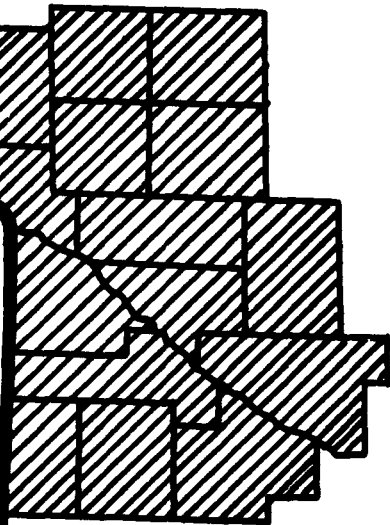
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1966
annual report

**West Central Minnesota
Farm Management Service**

COOPERATING AGENCIES

University of Minnesota, Institute of Agriculture
Minnesota Department of Education, Vocational Division
Willmar Area Vocational Technical School



REPORT NUMBER 288
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1966 Report of the Vocational Agriculture Farm Management
Program in West Central Minnesota

Edward Hartog and T. R. Nodland

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INTRODUCTION

The Willmar Area Vocational-Technical School in cooperation with the Minnesota Department of Education, Vocational Division, the University of Minnesota Agricultural Education Department, and the University of Minnesota Agricultural Economics Department operate and maintain the Vocational Agriculture Farm Management Program in West Central Minnesota. The program was initiated in 1952 and is available to farmers enrolled in Adult or Young Farmer classes in public schools. The area served by the Willmar analysis center is indicated on the front cover.

The purpose of the Vo-Ag Farm Management Program is to provide farmers and teachers of agriculture with farm record analysis information which will be helpful to them in studying farming operations and factors of management involved in successful farm operation. Each participating farmer is provided a copy of this report which lists his individual farm record analysis figures along with the averages of all farms, the high and low earnings farms. Each participating farmer pays an annual fee which covers clerical costs, data processing fees, and the cost of publishing the report.

The analysis of the records and preparation of the reports for the West Central Area are done under the direction of Edward C. Hartog, Vo-Ag Program Coordinator at the Willmar School, with the assistance of T. R. Nodland of the University of Minnesota, Department of Agricultural Economics. The program is supervised locally by Lowell Mellbye, Superintendent of Schools, and Michael Cullen, Director of the Willmar Area Vocational-Technical School. Cooperating agencies are represented by G. R. Cochran and S. K. Wick of the State Department of Education and Dr. Milo J. Peterson of the University of Minnesota Agricultural Education Department. Clerical assistants for this project were Mrs. Joyce Jacobson, and Mrs. Helen Cullen.

In keeping with the times and to speed the analysis procedure automatic data processing methods were used for the first time this year. Data is extracted from the individual farm record books at the Willmar analysis center and submitted to the Agricultural Records Cooperative at Madison, Wisconsin for processing by means of an IBM 1410 computer. Results of the individual farm analysis are returned to the farmer as soon as his analysis is completed. Averages and indexes found in this report are computed after all forms have been processed.

Records kept in the Minnesota Farm Account Book by all participating farmers include farm inventories, cash receipts and expenses, feed consumed by livestock, family living secured from the farm, household and personal expenses and receipts and the operators liabilities and assets other than farm capital.

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in nine schools in West Central Minnesota. The following tabulation shows by schools the number of 1966 farm records submitted:

| School | No. of Records | Instructor |
|-------------|----------------|--------------------|
| Alexandria | 26 | Bernard Sonstegard |
| Appleton | 2 | Norman Brakken |
| Canby | 1 | Norman Haugaard |
| Echo | 1 | Eugene Appledorn |
| Hoffman | 6 | John Evavold |
| Lake Benton | 2 | George Wilcox |
| Renville | 3 | Marlyn Wacholz |
| Tyler | 1 | Robert J. Hill |
| Willmar | 12 | David Shodean |
| | <u>54</u> | |

The data for 49 farms are shown in the tables on succeeding pages. Five farmers were omitted from the averages because the records were not sufficiently complete.

FARM INVENTORIES

The capital managed per farm varied from \$16,590 to \$180,617. The average investment for all farms included in this report and for the high group and the low group in labor earnings is shown in Table 1.

The landlords investment has been included in Table 1 in order to show the total amount used per farm.

FARM EARNINGS

Labor earnings is a measure of the relative financial success of a farm compared with other farms and represents the returns above all farm expenses and a charge for the use of the farm capital.

There are two methods of computing labor 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 differences in the two statements is 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.

RETURNS TO CAPITAL

The return to capital and family labor represents the amount available to the operator for living expenses, payment on indebtedness and savings. These figures are found in Table 4 and Table 6.

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1966

| Items | Your Farm | | Average of 49 Farms | |
|--------------------------------|-----------|---------|---------------------|----------|
| | Jan. 1 | Dec. 31 | Jan. 1 | Dec. 31 |
| Size of farm (acres) | | | 316 | |
| Size of Business (work units)* | | | 443 | |
| Dairy Cattle | \$ | | \$ 3,055 | \$3,258 |
| Other Dairy cattle | | | 1,715 | 2,111 |
| Beef cattle (incl. feeders) | | | 3,600 | 4,376 |
| Hogs | | | 2,048 | 2,143 |
| Sheep (incl. feeders) | | | 151 | 120 |
| Poultry (incl. Turkeys) | | | 173 | 172 |
| Total Productive Livestock | \$ | | \$10,742 | \$12,180 |
| Crops (Seed and Feed) | \$ | | \$ 5,360 | \$ 6,934 |
| Auto and Truck (Farm Share) | | | 927 | 895 |
| Tractors and Motors | | | 2,057 | 2,263 |
| Crop and General Machinery | | | 3,723 | 4,789 |
| Livestock Equipment | | | 1,316 | 1,920 |
| Total Machinery and Equipment | \$ | | \$ 8,023 | \$9,867 |
| Land | \$ | | \$29,611 | \$29,815 |
| Buildings - Fences - Etc. | | | 9,610 | 10,113 |
| TOTAL FARM CAPITAL | \$ | | \$63,346 | \$68,909 |

| Items | 10 Most Profitable | | 10 Least Profitable | |
|--------------------------------|--------------------|----------|---------------------|----------|
| | Jan. 1 | Dec. 31 | Jan. 1 | Dec. 31 |
| Size of Farm (acres) | 393 | | 239 | |
| Size of Business (work units)* | 660 | | 309 | |
| Dairy Cattle | \$ 2,487 | \$ 2,415 | \$ 3,031 | \$2,961 |
| Other dairy cattle | 2,043 | 2,488 | 1,695 | 1,555 |
| Beef cattle (incl. feeders) | 3,925 | 5,810 | 460 | 847 |
| Hogs | 5,052 | 4,600 | 510 | 409 |
| Sheep (incl. feeders) | | | | |
| Poultry (incl. turkeys) | 798 | 805 | 43 | 8 |
| Total Productive Livestock | \$ 14,305 | \$16,118 | \$ 5,739 | \$5,780 |
| Crops (Seed and Feed) | \$ 8,459 | \$13,119 | \$ 2,885 | 2,941 |
| Auto and truck (farm share) | 1,241 | 1,079 | 840 | 737 |
| Tractors and Motors | 2,611 | 3,433 | 1,295 | 1,378 |
| Crop and General machinery | 4,847 | 6,562 | 2,270 | 2,925 |
| Livestock Equipment | 1,866 | 2,749 | 628 | 555 |
| Total Machinery and Equipment | \$ 10,565 | \$13,823 | \$ 5,033 | \$5,595 |
| Land | \$ 28,146 | 28,746 | \$18,835 | \$18,835 |
| Buildings - Fences - Etc. | 12,808 | 14,388 | 7,007 | 6,658 |
| TOTAL FARM CAPITAL | \$ 74,283 | \$86,194 | \$39,499 | \$39,809 |

*See page 10 for an explanation of "work units."

TABLE 2 - SUMMARY OF FARM EARNINGS (CASH STATEMENT) - 1966

| Item | Your Farm | Average of 49 Farms | Most Profitable Farms | 10 -- Least Profitable Farms |
|---|-----------|---------------------|-----------------------|------------------------------|
| FARM RECEIPTS: | | | | |
| Dairy Cattle | \$ _____ | \$ 1,769 | \$ 3,088 | \$ 1,585 |
| Dairy Products | _____ | 5,457 | 5,652 | 3,869 |
| Beef Cattle (Incl. Feeders) | _____ | 4,659 | 4,726 | 39 |
| Hogs | _____ | 6,156 | 17,120 | 1,597 |
| Sheep and Wool | _____ | 187 | | |
| Poultry (Incl. Turkeys) | _____ | 51 | 228 | 12 |
| Eggs | _____ | 747 | 3,476 | 82 |
| Corn | _____ | 1,470 | 508 | 988 |
| Small Grain | _____ | 649 | 661 | 269 |
| Diverted Acre Income | _____ | 1,068 | 892 | 658 |
| Other Crops | _____ | 2,095 | 2,503 | 1,244 |
| Gas Tax Refunds + Cap. Assets Sold | _____ | 792 | 1,341 | 76 |
| Income From Work Off The Farm | _____ | 356 | 355 | 293 |
| Miscellaneous Farm Income | _____ | 430 | 622 | 201 |
| (1) Total Farm Sales | _____ | \$25,886 | \$41,172 | \$10,913 |
| (2) Increase in Farm Capital | _____ | 5,563 | 11,911 | 310 |
| (3) Family Living From the Farm | _____ | 330 | 523 | 279 |
| (4) Total Farm Receipts (1+2+3) | _____ | \$31,779 | \$53,606 | \$11,502 |
| FARM EXPENSES: | | | | |
| Dairy Cattle Bought | _____ | \$ 408 | \$ 404 | \$ 575 |
| Beef Cattle Bought (Incl. Feeders) | _____ | 2,624 | 3,155 | |
| Hogs Bought | _____ | 152 | 246 | 179 |
| Sheep Bought | _____ | 95 | | |
| Poultry Bought (Incl. Turkeys) | _____ | 82 | 335 | 17 |
| Miscellaneous Livestock Expense | _____ | 574 | 917 | 258 |
| Feed Bought | _____ | 4,200 | 8,213 | 1,308 |
| Fertilizer | _____ | 448 | 79 | |
| Other Crop Expense | _____ | 1,482 | 2,925 | 834 |
| Custom Work Hired | _____ | 741 | 969 | 351 |
| Gas, Oil, Grease Bought (Farm Share) | _____ | 1,038 | 1,364 | 696 |
| Repairs for Tractors, Trucks and Autos (Farm Share) | _____ | 681 | 798 | 589 |
| Repair + Upkeep of Farm Real Estate | _____ | 275 | 408 | 74 |
| Repair + Upkeep of Crop + Gen. Mach. | _____ | 424 | 431 | 367 |
| Repair + Upkeep of Livestock Equip. | _____ | 174 | 192 | 48 |
| Wages of Hired Labor | _____ | 435 | 864 | 164 |
| Electricity Expense | _____ | 285 | 397 | 198 |
| Personal Property + Real Est. Taxes | _____ | 922 | 1,048 | 632 |
| Telephone and General Farm Expense | _____ | 363 | 412 | 220 |
| (5) Total Cash Operating Expense | _____ | \$15,403 | \$23,157 | \$ 6,510 |
| (6) Mech. Power Bought (Farm Share) | _____ | 935 | 1,771 | 574 |
| (7) Crop and Gen. Machinery Bought | _____ | 1,885 | 2,270 | 1,177 |
| (8) Livestock Equipment Bought | _____ | 868 | 1,442 | 16 |
| (9) New Real Estate + Improvements | _____ | 1,739 | 3,448 | 13 |
| (10) Total Farm Purch. (5) thru (9) | _____ | \$20,830 | \$32,088 | \$ 8,290 |
| (11) Decrease in Farm Capital | _____ | | | |
| (12) Interest on Farm Capital | _____ | 3,306 | 4,012 | 1,983 |
| (13) Unpaid Family Labor | _____ | 489 | 1,194 | 461 |
| (14) Board Furnished Hired Labor | _____ | 68 | 128 | 18 |
| (15) Total Farm Exp. (10 - 14) | _____ | \$24,693 | \$37,422 | \$10,752 |
| (16) Labor Earnings (4 minue 15) | _____ | \$ 7,086 | \$16,184 | \$ 750 |

TABLE 3 - SUMMARY OF FARM EARNINGS (ENTERPRISE STATEMENT) 1966

| Item | Your Farm | Average of 49 Farms | 10 -- Most Profitable Farms | 10 - Least Profitable Farms |
|------------------------------------|-----------|---------------------|-----------------------------|-----------------------------|
| <u>RETURNS AND NET INCREASES</u> | | | | |
| Dairy Cattle | _____ | \$ 5,706 | \$ 6,020 | \$ 3,995 |
| Other Dairy Cattle | _____ | 2,023 | 2,964 | 911 |
| Beef Breeding Cattle | _____ | 299 | 424 | 88 |
| Feeder Cattle | _____ | 2,551 | 3,171 | 357 |
| Hogs | _____ | 6,146 | 16,544 | 1,355 |
| Sheep | _____ | 62 | | |
| Turkeys | _____ | | | |
| Chickens | _____ | 737 | 3,439 | 55 |
| All Productive Livestock | _____ | 17,524 | \$32,562 | 6,761 |
| Value of Feed Fed to Livestock | _____ | 11,119 | 18,161 | 5,481 |
| Return over Feed From Livestock | _____ | 6,405 | 14,401 | 1,280 |
| Crop, Seed and Feed | _____ | 11,756 | 16,094 | 6,528 |
| Income From Labor Off the Farm | _____ | 125 | 128 | 104 |
| Agricultural Conservation Payments | _____ | 9 | | 21 |
| Miscellaneous | _____ | 420 | 622 | 180 |
| Total Returns and Net Increases | _____ | \$18,715 | \$31,245 | 8,113 |
| <u>EXPENSES AND NET DECREASES</u> | | | | |
| Truck | _____ | \$ 269 | \$ 328 | \$ 232 |
| Auto (Farm Share) | _____ | 529 | 491 | 476 |
| Tractor | _____ | 1,384 | 2,012 | 1,019 |
| Electric and Gas Engines | _____ | 287 | 397 | 203 |
| Hired Power | _____ | 348 | 450 | 163 |
| Total Power | _____ | 2,817 | 3,678 | 2,093 |
| Crop and General Machinery | _____ | 1,272 | 1,082 | 840 |
| Livestock Equipment | _____ | 438 | 731 | 136 |
| Buildings, Fences and Tiling | _____ | 898 | 1,276 | 437 |
| Bare Land | _____ | 204- | 600- | |
| Misc. Livestock Expense | _____ | 574 | 917 | 258 |
| Labor | _____ | 1,242 | 2,507 | 761 |
| Real Estate Taxes | _____ | 754 | 830 | 506 |
| Personal Property Tax | _____ | 167 | 218 | 126 |
| Insurance | _____ | | | |
| General Farm Expense | _____ | 363 | 412 | 220 |
| Interest on Farm Capital | _____ | 3,306 | 4,012 | 1,983 |
| Total Expenses and Net Decreases | _____ | \$11,627 | \$15,063 | \$ 7,360 |
| Labor Earnings | _____ | \$ 7,088 | \$16,182 | \$ 753 |

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.

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES FOR THOSE FARMS WHICH KEPT COMPLETE ACCOUNTS OF THESE EXPENSES - 1966

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 4. These farmers spent an average of \$315.00 per month for family living in addition to the food, fuel, and housing furnished by the farm.

| Item | Your Farm | Average of 23 Farms |
|-------------------------------------|-----------|---------------------|
| Number of Persons - Family | _____ | 4.7 |
| Number of Adult Equivalent - Family | _____ | 3.4 |
| Food and Meals Bought | _____ | \$ 1,183 |
| Operating and Supplies | _____ | 315 |
| Furnishings and Equipment | _____ | 250 |
| Clothing and Clothing Materials | _____ | 365 |
| Personal Care, Personal Spending | _____ | 126 |
| Education and Recreation | _____ | 185 |
| Gifts and Special Events | _____ | 121 |
| Medical Care and Health Insurance | _____ | 430 |
| Church and Welfare | _____ | 138 |
| Pers. Share Truck and Auto Exp. | _____ | 203 |
| Oper. Share Upkeep on Dwelling | _____ | 112 |
| Pers. Share Tel. and Elect. Exp. | _____ | |
| Total Cash Living Expenses | _____ | \$ 3,545 |
| Pers. Share New Truck and Auto | _____ | |
| New Dwelling Bought | _____ | 137 |
| Taxes and Other Deductions | _____ | 95 |
| Life Insurance | _____ | |
| Other Savings and Investments | _____ | |
| Total Household + Pers. Cash Exp. | _____ | \$ 3,777 |
| Total Family Living From the Farm | _____ | 353 |
| Total Cash Exp. and Perquisites | _____ | \$4,130 |
| Income-Operators Labor Earnings | _____ | \$ 5,588 |
| Return to Capital and Labor | _____ | 6,864 |
| Total Money Borrowed | _____ | 9,403 |
| Paid on Debts - Principal | _____ | \$ 8,332 |

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 on a tenure basis is presented in Table 5. 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 5 - NET WORTH STATEMENT FOR THOSE FARMERS WHO KEPT A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES - 1966 (OPERATOR'S SHARE - TENURE BASIS)

| Items | Owner Average | | | |
|-----------------------|---------------|----------|---------------------|----------|
| | Your Farm | | Average of 24 Farms | |
| | Jan. 1 - - | Dec. 31 | Jan. 1 - - | Dec. 31 |
| Total Farm Capital | \$ _____ | \$ _____ | \$49,342 | \$55,104 |
| Auto - Personal Share | _____ | _____ | 289 | 254 |
| Dwelling | _____ | _____ | 3,214 | 3,377 |
| Other Personal Assets | _____ | _____ | 7,188 | 7,851 |
| TOTAL ASSETS | _____ | _____ | 60,033 | 66,586 |
| Real Estate Mortgages | _____ | _____ | 15,239 | 16,221 |
| Chattel Mortgages | _____ | _____ | 8,410 | 9,143 |
| Notes | _____ | _____ | 2,645 | 2,255 |
| Accounts Payable | _____ | _____ | 1,437 | 1,647 |
| TOTAL LIABILITIES | _____ | _____ | \$27,732 | \$29,265 |
| FARMER'S NET WORTH | _____ | _____ | \$32,302 | \$37,321 |
| GAIN IN NET WORTH | _____ | _____ | _____ | 5,019 |

| Items | Part Owner Average | | | |
|-----------------------|--------------------|----------|--|--|
| | Your Farm | | | |
| | Jan. 1 - - | Dec. 31 | | |
| Total Farm Capital | \$ _____ | \$ _____ | | |
| Auto-Personal Share | _____ | _____ | | |
| Dwelling | _____ | _____ | | |
| Other Personal Assets | _____ | _____ | | |
| TOTAL ASSETS | _____ | _____ | | |
| Real Estate Mortgages | _____ | _____ | | |
| Chattel Mortgages | _____ | _____ | | |
| Notes | _____ | _____ | | |
| Accounts Payable | _____ | _____ | | |
| TOTAL LIABILITIES | _____ | _____ | | |
| FARMER'S NET WORTH | _____ | _____ | | |
| GAIN IN NET WORTH | _____ | _____ | | |

| Items | Renter Average | | | |
|-----------------------|----------------|----------|--------------------|----------|
| | Your Farm | | Average of 7 Farms | |
| | Jan. 1 - - | Dec. 31 | Jan. 1 - - | Dec. 31 |
| Total Farm Capital | \$ _____ | \$ _____ | \$25,265 | \$33,361 |
| Auto - Personal Share | _____ | _____ | 645 | 829 |
| Dwelling | _____ | _____ | | |
| Other Personal Assets | _____ | _____ | 3,939 | 4,326 |
| TOTAL ASSETS | _____ | _____ | \$29,849 | \$38,516 |
| Real Estate Mortgages | _____ | _____ | | |
| Chattel Mortgages | _____ | _____ | \$ 8,216 | \$ 9,916 |
| Notes | _____ | _____ | 6,989 | 8,253 |
| Accounts Payable | _____ | _____ | 2,023 | 2,321 |
| TOTAL LIABILITIES | _____ | _____ | \$17,227 | \$20,489 |
| FARMER'S NET WORTH | _____ | _____ | \$12,622 | \$18,027 |
| GAIN IN NET WORTH | _____ | _____ | _____ | \$ 5,405 |

TABLE 6 - SUMMARY OF FARM EARNINGS BY TENURE - 1966 (OPERATOR'S SHARE)

| Items | Your Farm | 42 Owners & Part Owners | 7 Renters |
|------------------------------------|-----------|-------------------------|-----------|
| FARM RECEIPTS: | | | |
| Dairy and Dual Purpose Cattle | \$ _____ | \$ 2,027 | \$ 218 |
| Dairy Products | _____ | 6,142 | 1,350 |
| Beef Cattle - Including Feeders | _____ | 3,897 | 6,893 |
| Hogs | _____ | 6,212 | 5,821 |
| Sheep and Wool - Including Feeders | _____ | 9 | 1,256 |
| Poultry - Including Turkeys | _____ | 59 | 1 |
| Eggs | _____ | 853 | 117 |
| Corn | _____ | 604 | 3,322 |
| Small Grain | _____ | 523 | 427 |
| Diverted Acre Income | _____ | 784 | 1,511 |
| Other Crops | _____ | 1,381 | 3,815 |
| Gas Tax Refund & Cap. Assets Sold | _____ | 182 | 162 |
| Income From Work Off the Farm | _____ | 324 | 462 |
| Miscellaneous | _____ | 447 | 255 |
| 1 Total Farm Sales | _____ | 23,445 | 25,611 |
| 2 Increase in Farm Capital | _____ | 5,678 | 8,096 |
| 3 Family Living from the Farm | _____ | 340 | 242 |
| 4 Total Farm Receipts 1+2+3 | _____ | 29,463 | 33,949 |
| FARM EXPENSES: | | | |
| Dairy and Dual Purpose Cattle | _____ | 448 | 171 |
| Beef Cattle - Including Feeders | _____ | 2,115 | 4,526 |
| Hogs | _____ | 109 | 409 |
| Sheep | _____ | 11 | 596 |
| Poultry | _____ | 93 | 14 |
| Misc. Livestock Expense | _____ | 588 | 454 |
| Feed | _____ | 4,054 | 4,891 |
| Fertilizers | _____ | 332 | 886 |
| Other Crop Expense | _____ | 1,343 | 1,643 |
| Custom Work Hired | _____ | 735 | 716 |
| Gas - Oil - Grease | _____ | 990 | 1,207 |
| Tractor-Truck-Auto Repairs | _____ | 670 | 711 |
| Real Estate Repairs | _____ | 280 | 108 |
| Crop and Gen. Mach. Repairs | _____ | 390 | 590 |
| Livestock Equip. Repairs | _____ | 172 | 152 |
| Wages of Hired Labor | _____ | 412 | 576 |
| Electricity Expense | _____ | 293 | 220 |
| Real Estate and Property Taxes | _____ | 734 | 154 |
| Cash Rent | _____ | 452 | 1,097 |
| General Farm | _____ | 357 | 347 |
| Interest Expense | _____ | 1,065 | 882 |
| Total Cash Operating Expenses | _____ | 15,644 | 20,349 |
| Mech. Power Bought | _____ | 856 | 1,410 |
| Crop and Gen. Mach. Bought | _____ | 1,342 | 5,084 |
| Livestock Equipment Bought | _____ | 901 | 672 |
| New Real Estate & Improvements | _____ | 1,976 | 312 |
| 5 Total Farm Purchases | _____ | 20,720 | 27,828 |
| 6 Decrease in Farm Capital | _____ | | |
| 7 Interest on Farm Capital | _____ | 1,443 | 584 |
| 8 Unpaid Family Labor | _____ | 552 | 110 |
| 9 Board For Hired Labor | _____ | 66 | 55 |
| 10 Total Farm Expenses 5+6+7+8+9 | _____ | \$22,781 | \$28,577 |
| 11 Labor Earnings 4-10 | _____ | 6,682 | 5,371 |
| 12 Ret. to Cap. and Labor 7+8+11 | _____ | \$ 8,677 | \$6,065 |

RANGE IN EARNINGS

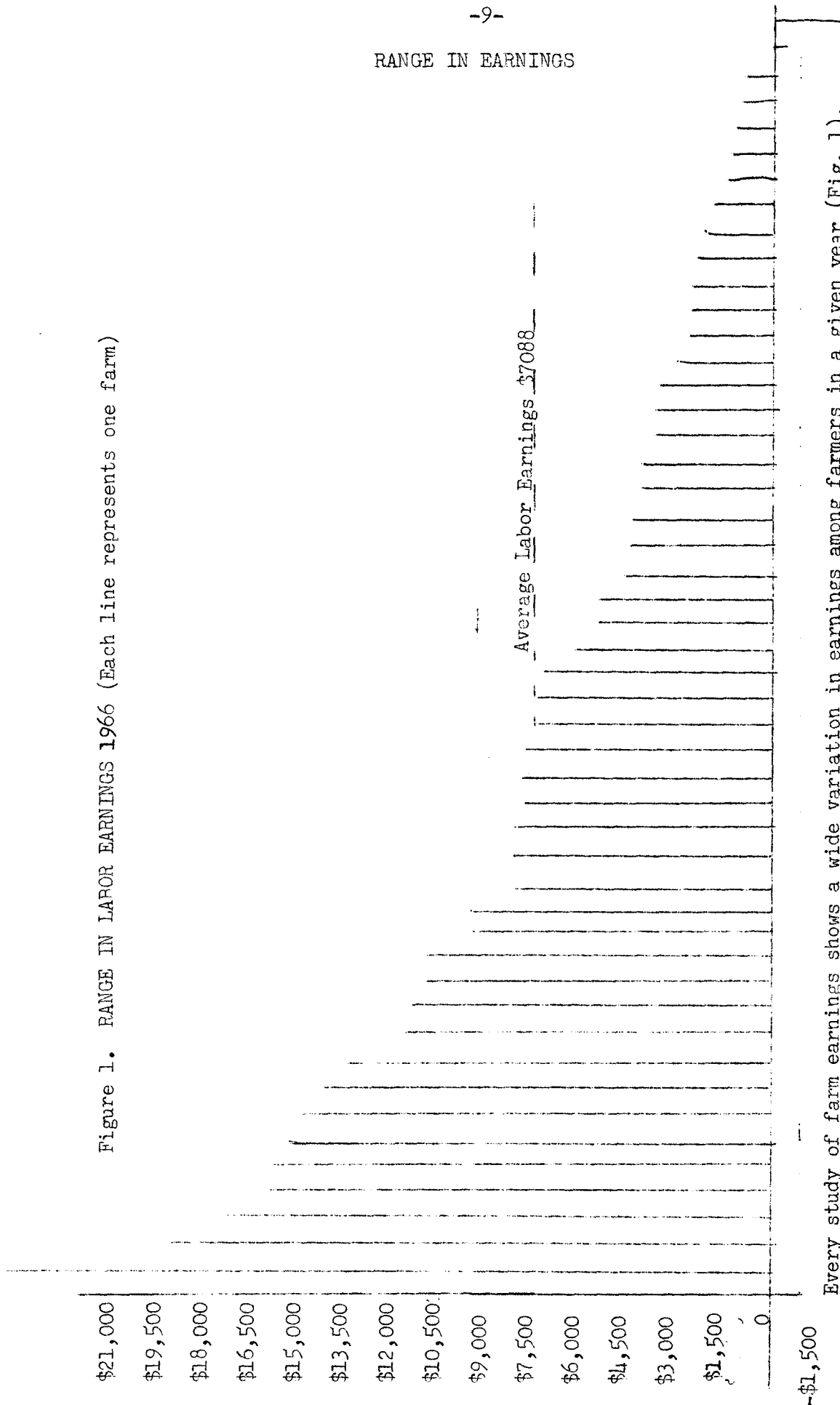


Figure 1. RANGE IN LABOR EARNINGS 1966 (Each line represents one farm)

Every study of farm earnings shows a wide variation in earnings among farmers in a given year (Fig. 1). The average labor earnings of those farmers ranking in the upper 25% of the range according to earnings was \$16,182 and of those in the lower 25% was \$753. This is a range of \$15,429 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 listed on Page 11.

EXPLANATION OF WORK UNITS AND ANIMAL UNITS

The total "work units" for any one farm is a measure of the size of that farm business. A work unit as used in this report is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive livestock at an average efficiency. The number of work units for each class of livestock and each acre of crop are presented below.

NUMBER OF WORK UNITS FOR EACH CLASS OF LIVESTOCK & EACH ACRE OF CROP

| Item | No. of Work Units | Item | No. of Work Units |
|--------------------|-------------------|--------------------|-------------------|
| Dairy Cattle | 10.0 Per Cow | Small Grain, Peas | .5 Per Acre |
| Other Dairy Cattle | 3.5 Per An. Unit* | Corn, Husked | .7 Per Acre |
| Beef Breeding Herd | 3.5 Per An. Unit | Corn Silage | 1.0 Per Acre |
| Feeder Cattle | .25 Per 100 lbs. | Sweet Corn | .7 Per Acre |
| Sheep-Farm Flock | 1.5 Per An. Unit | Soybean, Grain | .5 Per Acre |
| Sheep-Feeders | .3 Per 100 lbs. | Alfalfa Hay | .6 Per Acre |
| Hogs | .2 Per 100 lbs. | Other Hay and Seed | .4 Per Acre |
| Hens | 20.0 Per 100 Hens | Grass Silage | .4 Per Acre |
| Turkeys | .5 Per 100 lbs. | Soil Bank | .4 Per Acre |

* Animal unit represents one dairy cow or bull, two other dairy cattle, one and one-fourth beef cows or bulls, one feeder steer or heifer, three and one-third other beef cattle, seven sheep, fourteen lambs, two and one-half hogs, five pigs, fifty laying hens, twenty-five turkey hens, eleven hundred pounds of turkey produced.

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 expenses are high on 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. These figures are found at the bottom of Table 8.

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1966

| Measures Used In Chart On Page . . . 12 | Your Farm | Average of 49 Farms | 10 most profitable farms | 10 least profitable farms |
|---|--------------|---------------------------|--------------------------------|---------------------------------|
| Labor Earnings | \$ _____ | \$7,088 | \$16,185 | \$753 |
| (1) Crop yields* | _____ | 100 | 102 | 87 |
| (2) Percent tillable land in high return crops | _____ | 58.6 | 61.3 | 54.5 |
| Gross Return Per Acre | _____ | 57.35 | 61.13 | 47.05 |
| (3) Return for \$100 feed fed to productive livestock* | _____ | 103 | 114 | 81 |
| (4) Livestock Units per 100 Acres** | _____ | 24.5 | 32.8 | 15.3 |
| (5) Size of Business - Work Units | _____ | 442 | 660 | 308 |
| Work Units Per Worker | _____ | 313.8 | 356.7 | 237.2 |
| (6) Power, Mach., Equip., Bldg. Exp. Work Unit | \$ _____ | \$12.26 | \$10.25 | \$11.37 |

Items related to some of the above measures:

(3) Index of return for \$100 feed from*

| | | | | |
|---|-------|--------|--------|--------|
| Dairy Cattle | _____ | 100 | 103 | 74 |
| Beef Cattle - Breeders | _____ | 100 | 146 | 88 |
| Beef Cattle - Feeders | _____ | 99 | 112 | 98 |
| Hogs | _____ | 100 | 116 | 85 |
| Sheep | _____ | 100 | | |
| Chickens | _____ | 100 | 102 | 52 |
| (4) Number of Animal Units | _____ | 67.0 | 108.0 | 34.4 |
| Number of Workers | _____ | 1.4 | 1.9 | 1.3 |
| (5) Work Units On Crop | _____ | 133 | 178 | 95 |
| Work Units on Livestock | _____ | 301 | 473 | 207 |
| Other Prod. Work Units | _____ | 8 | 9 | 6 |
| (6) Power Expense Per Work Unit | _____ | \$6.36 | \$5.57 | \$6.79 |
| Mach. Expense Per Work Unit | _____ | 2.87 | 1.64 | 2.72 |
| Equip. Expense Per Work Unit | _____ | .99 | 1.11 | .44 |
| Bldg. Expense Per Work Unit | _____ | 2.03 | 1.93 | 1.42 |
| Tractor Expense Per Crop Acre | _____ | 7.23 | 7.88 | 7.41 |
| Crop - Gen. Mach. Exp. Per Crop Acre | _____ | 6.20 | 3.96 | 5.80 |

*Given as a percentage of the average.

**Acres in timber, roads, waste, farmstead not included.

THERMOMETER CHART

Using your figures from page 11, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the farms included in this summary are located between the solid lines across the center of this page.

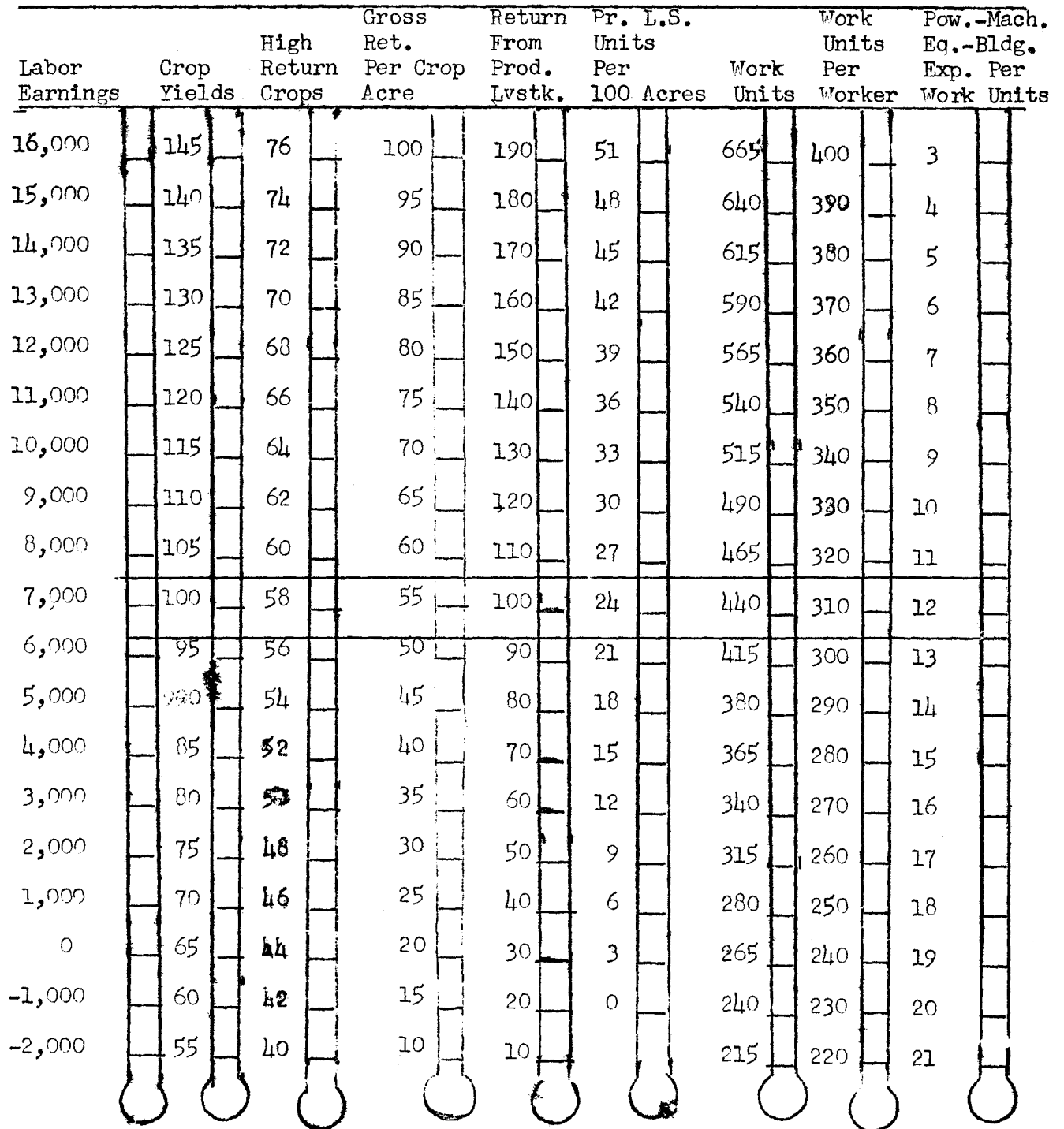


TABLE 9 - DISTRIBUTION OF ACRES AND YIELD - 1966

| Crop | Crop Rating | Number Growing | Acres Your Farm | Average acres of 49 Farms | Your Field Per Acre | Your Yield Per Acre |
|------------------------------|-------------|----------------|-----------------|---------------------------|---------------------|---------------------|
| Oats and Mixtures | D | 41 | _____ | 30.0 | _____ | 42.3 |
| Rye | | 1 | _____ | .1 | _____ | 31.8 |
| Oats Silage | | 7 | _____ | 2.9 | _____ | 4.7 |
| Canning Peas | | 1 | _____ | .5 | _____ | 44.00 |
| Wheat | | 20 | _____ | 6.3 | _____ | 20.5 |
| Barley | | 3 | _____ | .9 | _____ | 38.0 |
| Flax | | 11 | _____ | 8.4 | _____ | 8.7 |
| Total Small Grain and Peas | | | | 49.1 | | |
| Canning Corn | | | | | | |
| Corn Grain & Seed Corn | A | 48 | _____ | 64.2 | _____ | 71.1 |
| Soybeans - Grain | B | 30 | _____ | 37.3 | _____ | 22.3 |
| Corn Silage | B | 38 | _____ | 15.1 | _____ | 9.8 |
| Corn and Cane Fodder | | | _____ | | _____ | |
| Other Cultivated Crops | | | | | | |
| Total Cultivated Crops | | | | 116.7 | | |
| Potatoes | | 1 | _____ | .1 | | 277.8 |
| Alfalfa Hay | B | 47 | _____ | 35.6 | | 2.6 |
| Other Legumes and Mixtures | | 7 | _____ | 2.3 | | 1.5 |
| Annual Hay | | 4 | _____ | 1.2 | | 1.2 |
| Legume and/or Grass Seed-Lbs | | 2 | _____ | .4 | | 31.5 |
| Total Hay | | | | 39.5 | | |
| Alfalfa Pasture | | | | | | |
| Alfalfa Pasture | | 10 | _____ | 3.0 | | |
| Other Legume Pasture | | 2 | _____ | .2 | | |
| Other Tillable Pasture | | 4 | _____ | 1.6 | | |
| Total Tillable Pasture | | | | 4.8 | | |
| Diverted Acres | | | | | | |
| Diverted Acres | A | 33 | _____ | 26.7 | | 37.02 |
| Tillable Land Idle | | 7 | _____ | 2.8 | | |
| TOTAL TILLABLE LAND | | | | 239.6 | | |
| Wild Hay Ton | | | | | | |
| Wild Hay | | 16 | _____ | 3.4 | | 1.0 |
| Non-Tillable Pasture | | | | | | |
| Non-Tillable Pasture | | 32 | _____ | 30.8 | | |
| Timber | | | | | | |
| Timber | | 15 | _____ | 9.9 | | |
| Roads and Waste | | | | | | |
| Roads and Waste | | 46 | _____ | 22.4 | | |
| Farmstead | | | | | | |
| Farmstead | | 45 | _____ | 10.2 | | |
| TOTAL ACRES IN FARM | | | | 316.3 | | |
| Percent Land Tillable | | | | 75.8 | | |
| Percent in High Return Crops | | | | 58.6 | | |

TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

The total "return over feed costs" for each class of livestock is shown in Table 10. 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 pound." 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 not 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 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.

1966

TABLE 10 - TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

| | Dairy Cattle | | | Beef |
|-------------------------|--------------|-------|-------|---------------|
| | Cows | Other | All | Breeding Herd |
| Total Returns | \$ _____ | _____ | _____ | \$ _____ |
| Total Feed Costs | _____ | _____ | _____ | _____ |
| Total Returns Over Feed | \$ _____ | _____ | _____ | \$ _____ |

| | Feeder | Hogs | Farm Flock | Chickens |
|------------------------|----------|----------|------------|----------|
| | Cattle | | of Sheep | |
| Total Returns | \$ _____ | \$ _____ | \$ _____ | \$ _____ |
| Total Feed Costs | _____ | _____ | _____ | _____ |
| 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 cost 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.

Raising hogs is a major enterprise on most farms in Southern Minnesota. Table 11 below summarizes the results of the hog enterprise analysis.

TABLE 11 - FEED COSTS AND RETURNS FROM HOGS - 1966

| Items | Your Farm | Average of | 10 Farms | 9 Farms |
|----------------------------------|-----------|-----------------------|-------------------------------|------------------------------|
| | | 19 Farms Raising Hogs | Highest In Returns Above Feed | Lowest In Returns Above Feed |
| Lbs. Feed Per Cwt. Hogs Produced | | | | |
| Corn | _____ | 250 | 278 | 219 |
| Small Grain | _____ | 49 | 54 | 43 |
| Commercial Feeds | _____ | 120 | 63 | 183 |
| Total Concentrates* | _____ | 419 | 395 | 445 |
| Forages | _____ | 11 | 6 | 16 |
| Feed Cost Per Cwt. Hogs Produced | | | | |
| Concentrates and Forages | _____ | 12.62 | 11.07 | 14.32 |
| Pasture | _____ | | | |
| Total Feed Costs | _____ | 12.62 | 11.07 | 14.32 |
| Net Inc.-Dec. In Value Per Cwt. | _____ | 21.93 | 22.85 | 20.91 |
| Returns Over Feed Costs Per Cwt. | _____ | 9.31 | 11.78 | 6.59 |
| Return For \$100 of Feed | _____ | 173.77 | 206.41 | 146.02 |
| Price Received Per Cwt. | _____ | 23.48 | 23.75 | 23.16 |
| Number of Litters Farrowed | _____ | 38 | 36 | 40 |
| Number of Pigs Born Per Litter** | _____ | 9.7 | 9.6 | 9.7 |
| Number of Pigs Weaned Per Litter | _____ | 7.9 | 8.0 | 7.7 |
| POUNDS OF HOGS PRODUCED | _____ | 69,819 | 69,508 | 70,164 |

* Concentrates refer to the total of corn, small grain, and commercial feeds fed
 ** From records with accurate litter information only.

Operators producing less than 10,000 pounds of pork are omitted from hog averages. Questionable records were also omitted, including those who produced hogs for only a portion of the year.

DAIRY CATTLE

The quantity of feed consumed, value of feeds and returns from dairy cattle are presented in Tables 12, 13 and 14. Some of the important factors that affected the return over feed were:

1. Rate of production (pounds of milk and 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 12 - FACTORS OF COST AND RETURNS FROM DAIRY COWS - 1966

| Items | Your Farm | Average of 28 Farms | 8 Farms | 8 Farms |
|------------------------------------|--------------|---------------------------|-------------------------------------|-----------------------------------|
| | | | Highest In Returns Above Feed | Lowest In Return Above Feed |
| Pounds of Butterfat Per Cow | _____ | 355 | 433 | 258 |
| Pounds Of Milk Per Cow | _____ | 9820 | 11596 | 7267 |
| Percent of Butterfat in Milk | _____ | 3.6 | 3.7 | 3.5 |
| Price Per Pound of Butterfat Sold | _____ | 107.0 | 106.1 | 107.4 |
| Price Per Hundred Pounds Milk Sold | _____ | 3.87 | 3.96 | 3.80 |
| Feed Per Cow - Pounds | | | | |
| Corn | _____ | 2129 | 2150 | 1483 |
| Small Grain | _____ | 1310 | 1368 | 1471 |
| Commercial Feeds | _____ | 885 | 1537 | 686 |
| Legume Hay | _____ | 6309 | 6021 | 5106 |
| Other Hay and Fodder | _____ | 47 | | 96 |
| Total Concentrates | _____ | 4324 | 5055 | 3640 |
| Total Dry Roughages | _____ | 6356 | 6021 | 5202 |
| Total Silage | _____ | 12025 | 13307 | 13345 |
| Feed Cost Per Cow | | | | |
| Concentrates* | _____ | 107.65 | 132.85 | 83.88 |
| Roughages | _____ | 108.24 | 118.62 | 96.76 |
| Pasture | _____ | 7.85 | 4.66 | 10.73 |
| Total Feed Cost | _____ | \$223.74 | 256.13 | 191.37 |
| Value of Produce Per Cow | | | | |
| Butterfat Sales | _____ | 367.69 | 444.34 | 268.11 |
| Dairy Products Used in Home | _____ | 4.76 | 4.56 | 5.24 |
| Milk Fed To Livestock | _____ | 6.94 | 9.44 | 3.20 |
| Net Inc. in Value of Cows | _____ | 4.10 | 8.13 | 8.18- |
| Total Value Produced | _____ | \$383.49 | 466.77 | 268.37 |
| Returns Over Feed Cost Per Cow | _____ | 159.75 | 210.64 | 77.00 |
| Returns for \$100 of Feed | _____ | \$171.30 | 182.20 | 140.20 |
| Feed Cost Per Pound of Butterfat | _____ | 63.0 | 59.1 | 74.3 |
| Number of Cows | _____ | 24.2 | 28.1 | 20.8 |

*Concentrates refer to total of corn, small grain and commercial feed fed.

TABLE 13 - FEED COSTS AND RETURNS FROM OTHER DAIRY CATTLE - 1966

| Items | Your Farm | Average of 28 Farms | 8 Farms | 8 Farms |
|---------------------------------|--------------|---------------------------|-------------------------------------|------------------------------------|
| | | | Highest In Returns Above Feed | Lowest In Returns Above Feed |
| Feed Per Head Lbs. | | | | |
| Concentrates* | _____ | 1073 | 1550 | 711 |
| Hay and Fodder | _____ | 2830 | 2677 | 2160 |
| Silage | _____ | 4363 | 5398 | 4986 |
| Milk | _____ | 145 | 177 | 83 |
| Feed Cost Per Head | | | | |
| Concentrates* | _____ | 27.16 | 38.22 | 16.28 |
| Roughages | _____ | 42.65 | 47.07 | 37.71 |
| Milk | _____ | 5.29 | 6.54 | 3.07 |
| Pasture | _____ | 3.46 | 3.49 | 3.81 |
| Total Feed Costs Per Head | _____ | 78.56 | 95.32 | 60.87 |
| Net Inc.-Dec. In Value | _____ | 106.20 | 119.44 | 75.43 |
| Returns Over Feed Cost Per Head | _____ | 27.64 | 24.12 | 14.56 |
| Returns For \$100 of Feed | _____ | 135.18 | 125.30 | \$123.92 |
| Number of Head | _____ | 31.5 | 40.6 | 21.7 |

TABLE 14 - FEED COSTS AND RETURNS FROM ALL DAIRY CATTLE - 1966

| Items | Your Farm | Average of 28 Farms | Highest In | Lowest In |
|--------------------------------|--------------|---------------------------|----------------------------------|----------------------------------|
| | | | Returns Above Feed 8 Farms | Returns Above Feed 8 Farms |
| Feed Per Cow - Lbs. | | | | |
| Concentrates* | _____ | 5721 | 7294 | 4381 |
| Hay and Fodder | _____ | 10041 | 9888 | 7456 |
| Silage | _____ | 17705 | 21103 | 18547 |
| Total Feed Costs Per Cow | _____ | 326.00 | \$393.79 | \$254.86 |
| Value of Products Per Cow | | | | |
| Dairy Products | _____ | 379.40 | 458.33 | 276.55 |
| Net Inc.-Dec. In Value | _____ | 142.35 | 180.94 | 70.50 |
| Total Value Produced | _____ | \$521.75 | \$639.27 | \$347.05 |
| Returns Over Feed Cost Per Cow | _____ | \$195.75 | 245.48 | 92.19 |
| Returns Per \$100 Feed Cost | _____ | \$160.05 | 162.34 | 136.17 |
| Animal Units of Cattle | _____ | 39.9 | 48.4 | 31.7 |

*Concentrates refer to total of corn, small grain, and commercial feed fed.
Table 13 - Other Dairy Concentrates is erroneous. Table 14 is correct.

TABLE 15 BEEF BREEDING CATTLE

| Items | Your Farm | Average of 6 Farms |
|---|-----------|--------------------|
| Feeds Per Animal Unit Lbs. | | |
| Concentrates* | _____ | 452 |
| Legume | _____ | 2,381 |
| Silage | _____ | 4,618 |
| Other Hay | _____ | 493 |
| Feed Cost Per Animal Unit | | |
| Concentrates* | _____ | 9.72 |
| Roughages | _____ | 43.73 |
| Pasture | _____ | 13.94 |
| Total Feed Costs | _____ | 65.39 |
| Net Increase in Value of Animals | _____ | 72.14 |
| Returns Above Feed Cost Per Animal Unit | _____ | 6.75 |
| Returns for \$100 of Feed | _____ | 110.35 |
| Number of Cows and Bulls | _____ | 32.2 |
| Number of Animal Units | _____ | 29.0 |
| Pounds of Beef Produced | _____ | 8,155 |

TABLE 15 - FEED COSTS AND RETURNS FROM FEEDER CATTLE - 1966

| Items | Your Farm | Average of 13 Farms | 7 Farms Highest In Returns Above Feed | 6 Farms Lowest In Returns Above Feed |
|---|-----------|---------------------|---------------------------------------|--------------------------------------|
| Feeds Per Cwt Beef Produced Lbs. | | | | |
| Corn | _____ | 562 | 514 | 666 |
| Small Grain | _____ | 37 | 40 | 29 |
| Commercial Feeds | _____ | 47 | 40 | 63 |
| Legume Hay | _____ | 220 | 206 | 251 |
| Other Hay and Fodder | _____ | 21 | 31 | 1 |
| Total Concentrates* | _____ | 646 | 594 | 758 |
| Total Hay and Fodder | _____ | 241 | 237 | 252 |
| Silage | _____ | 675 | 594 | 851 |
| Feed Cost Per Cwt. Beef Prod. | | | | |
| Concentrates* | _____ | 16.33 | 14.80 | \$19.60 |
| Roughages | _____ | 4.50 | 4.07 | 5.40 |
| Pasture | _____ | .07 | .10 | |
| Total Feed Costs | _____ | 20.90 | 18.97 | \$25.00 |
| Net Increase In Value of An. | _____ | 25.70 | 25.74 | 25.63 |
| Returns Above Feed Cost Cwt. Beef Prod. | _____ | 4.80 | 6.77 | .63 |
| Returns For \$100 of Feed | _____ | 123.01 | \$135.62 | \$102.50 |
| Price Paid Cwt. Beef Bought | _____ | 19.64 | 21.90 | 17.00 |
| Price Received For Beef Sold | _____ | 21.74 | 24.09 | 19.00 |
| Number of Animal Units | _____ | 56.4 | 68.3 | 42.4 |
| Pounds of Beef Produced | _____ | 33,742 | 42,775 | 23,204 |

Not enough records were submitted to prepare averages for the farm flock or feeder lambs. Tables are included so individual farmers may insert their own figures.

TABLE 16 - FEED COSTS AND RETURNS FROM FARM FLOCK OF SHEEP - 1966

| Item | Your Farm |
|--|-----------|
| Feeds Per Ewe lbs. | |
| Concentrates | _____ |
| Legume Hay | _____ |
| Other Hay | _____ |
| Silage | _____ |
| Feed Cost Per Ewe | |
| Concentrates | _____ |
| Roughages | _____ |
| Pasture | _____ |
| Total Feed Costs | _____ |
| Value of Produce Per Head | |
| Wool | _____ |
| Net Inc. In Value of Animals | _____ |
| Total Value Produced | _____ |
| Returns Above Feed Cost Per Head | _____ |
| Returns For \$100 of Feed | _____ |
| Price Per Cwt. Lamb and Mutton Sold | _____ |
| Price Per lb. Wool Sold | _____ |
| Pounds of Wool Per Sheep | _____ |
| Number of Ewes Kept for Lambing | _____ |
| Per Cent Lamb Crop | _____ |
| Per Cent Death Loss | _____ |
| Average Number of Ewes | _____ |
| <hr/> | |
| Item | Your Farm |
| Feed per cwt lambs produced, lbs. | _____ |
| Concentrates | _____ |
| Legume Hay | _____ |
| Other Hay | _____ |
| Fodder and Stover | _____ |
| Silage | _____ |
| Feed cost per cwt. Lambs produced | _____ |
| Net increases in value per cwt. produced | _____ |
| Return above feed cost per cwt. produced | _____ |
| Returns for \$100 of Feed | _____ |

Not enough records were submitted to provide averages for the chicken enterprise.

TABLE 17 - FEED COSTS AND RETURNS FROM CHICKENS - 1966

| Item | Your Farm |
|-----------------------------------|-----------|
| Feed -Per Hen- lbs. | |
| Grain | _____ |
| Commercial Feeds | _____ |
| Total Concentrates | _____ |
| Total Feed Costs Per Hen | _____ |
| Value of Produce Per Hen | |
| Eggs sold and Used | _____ |
| Inc-Dec. In Value of Flock | _____ |
| Total Value Produced | _____ |
| Returns Over Feed Cost Per Hen | _____ |
| Returns For \$100 of Feed | _____ |
| Price Per Dozen Eggs Sold - Cents | _____ |
| Eggs Laid Per Hen | _____ |
| Average Number of Hens | _____ |
| Per Cent Death Loss | _____ |

Table 18. Summary of Miscellaneous Items by Years

| | Average 1953-54 | Average 1955-59 | Average 1960-64 | 1963 | 1964 | 1965 | 1966 |
|--|--------------------|--------------------|--------------------|--------------|--------------|--------------|--------------|
| Acres In Farm | | | | | | | |
| Small grains | 91.6 | 56.8 | 69.4 | 66.4 | 56.6 | 42.6 | 49.1 |
| Cultivated Crops | 65.6 | 114.8 | 129.0 | 98.2 | 117.6 | 110.4 | 116.7 |
| Tillable land in hay | 31.6 | 31.7 | 36.2 | 37.9 | 44.0 | 35.2 | 39.5 |
| Tillable land in pasture | 9.7 | 11.6 | 9.1 | 10.5 | 7.5 | 8.6 | 4.8 |
| Soil Bank | -- | 1.8 | 15.0 | 11.8 | 10.3 | 20.3 | 26.7 |
| Tillable land not cropped | 2.7 | 1.3 | 1.1 | 1.1 | .5 | 2.2 | 2.8 |
| Total tillable land | <u>201.2</u> | <u>218.0</u> | <u>259.8</u> | <u>225.9</u> | <u>236.5</u> | <u>219.3</u> | <u>239.6</u> |
| Wild hay & non-till. past | 31.8 | 26.6 | 32.5 | 34.2 | 37.1 | 34.5 | 34.2 |
| Other non-tillable land | 31.4 | 33.6 | 29.4 | 31.0 | 35.8 | 36.6 | 42.5 |
| Total acres in farm | <u>264.4</u> | <u>278.2</u> | <u>321.7</u> | <u>291.1</u> | <u>309.4</u> | <u>290.4</u> | <u>316.3</u> |
| Yields per acre | | | | | | | |
| Flax, bu. | 10.0 | 10.4 | 11.8 | 12.5 | 12.5 | 16.2 | 8.7 |
| Barley, Bu. | 27.0 | 35.4 | 40.1 | 44.9 | 48.8 | 66.9 | 38.0 |
| Wheat, bu. | 13.8 | 24.0 | 24.3 | 26.6 | 19.6 | 21.9 | 20.5 |
| Oats, bu. | 34.6 | 44.2 | 52.8 | 55.8 | 44.6 | 60.1 | 42.9 |
| Corn grain, bu. | 46.0 | 50.3 | 52.8 | 65.0 | 36.7 | 48.8 | 71.1 |
| Soybeans, bu. | 20.1 | 19.2 | 19.2 | 24.8 | 13.1 | 14.2 | 22.3 |
| Corn silage, tons | 8.2 | 9.3 | 9.9 | 10.2 | 7.5 | 7.4 | 9.8 |
| Alfalfa hay, tons | 2.6 | 2.6 | 2.7 | 3.4 | 2.4 | 2.9 | 2.6 |
| Measures of farm org. & management: | | | | | | | |
| Percent of land in high return crops | 47.8 | 56.2 | 56.5 | 55.3 | 54.9 | 56.9 | 58.6 |
| Prod. L. S. Units per 100A | 19.0 | 23.1 | 26.8 | 29.5 | 32.1 | 24.8 | 24.5 |
| Size of bus. work units | 342 | 384 | 507 | 513 | 545 | 460 | 442 |
| Work units per worker | 230 | 255 | 326 | 342 | 341 | 329 | 313 |
| Exp. per work unit | \$9.94 | \$11.86 | \$10.99 | \$10.47 | \$9.86 | \$10.59 | 12.26 |
| Return above feed cost per: | | | | | | | |
| Dairy cow | \$60.33 | \$108.62 | \$144.94 | \$124.88 | \$151.81 | \$98.72 | \$159.75 |
| An. unit in beef breeding herd | -10.66 | 49.83 | 19.27 | 23.43 | -10.97 | 8.66 | 6.75 |
| 100 lbs. feeder cattle prod. | -3.14 | 3.93 | 3.25 | -3.06 | 1.62 | 6.02 | 4.80 |
| 100 lbs. hogs produced | 8.12 | 4.30 | 4.83 | 3.55 | 3.15 | 12.06 | 9.31 |
| Hen | 1.00 | 1.02 | .94 | .72 | .57 | .60 | 2.67 |
| Feed cost per: | | | | | | | |
| Dairy cow | \$127.42 | \$138.27 | \$173.73 | \$175.67 | \$196.37 | \$187.22 | 223.74 |
| An unit in beef breeding herd | 76.89 | 75.41 | 77.14 | 98.99 | 92.15 | 88.06 | 65.39 |
| 100 lbs. feed cattle produced | 19.92 | 18.77 | 17.47 | 20.59 | 17.19 | 17.83 | 20.90 |
| 100 lbs. hogs produced | 13.34 | 10.81 | 10.68 | 10.90 | 11.82 | 12.50 | 12.62 |
| Hen | 4.20 | 3.62 | 3.31 | 3.43 | 3.16 | 3.28 | 3.36 |

Table 19. Summary of Miscellaneous Items by Years (Continued)

| | Average 1953-54 | Average 1955-59 | Average 1960-64 | 1963 | 1964 | 1965 | 1966 | |
|-----------------------------|--------------------|--------------------|--------------------|---------|---------|---------|-------------------|-------|
| Misc. Livestock information | | | | | | | | |
| No. dairy cows | 10.8 | 16.3 | 12.5 | 15.0 | 17.7 | 14.3 | 24.2 | 13.8 |
| Lbs. beef produced | * | * | 13297 | 15067 | 12952 | 9822 | 33,742 | 8952 |
| Litter of pigs | 8.5 | 9.9 | 15.7 | 12.7 | 16.2 | 14.9 | 38 | 14.7 |
| Lbs. hogs produced | 13852 | 22931 | 29804 | 23261 | 27436 | 25435 | 69,819 | 27073 |
| Number of hens | 176 | 284 | 283 | 229 | 343 | 259 | 1,58 | 124 |
| Lbs. butterfat per cow | 256 | 296 | 358 | 354 | 388 | 316 | 355 | |
| No. pigs weaned/litter | 7.0 | 6.4 | 7.0 | 7.5 | 7.7 | 7.6 | 7.9 | |
| Eggs per hen | 174 | 186 | 197 | 206 | 200 | 194 | 218 | |
| Price received per: | | | | | | | | |
| Lb. butterfat (cts.) | * | * | 89.9 | 87.7 | 91.6 | 91.0 | | 1.07 |
| 100 lbs. fat cattle | \$19.23 | \$20.82 | \$21.95 | \$20.52 | \$20.07 | \$21.90 | | 21.74 |
| 100 lbs. hogs | 21.30 | 16.25 | 15.93 | 15.27 | 15.33 | 21.67 | | 23.48 |
| Dozen eggs (cts) | 35.5 | 29.3 | 27.2 | 26.8 | 24.9 | 24.9 | | 33.7 |
| Price of feed: | | | | | | | | |
| Corn, bu. | \$1.32 | \$1.11 | \$.99 | \$1.05 | \$1.06 | \$1.14 | | 1.25 |
| Oats, bu. | .70 | .59 | .61 | .62 | .63 | .63 | | .64 |
| Barley, bu. | 1.06 | .92 | .91 | .84 | .90 | .98 | | 1.05 |
| Alfalfa hay, ton | 17.25 | 18.65 | 19.30 | 18.50 | 20.00 | 23.00 | | 20.00 |
| Timothy hay, ton | 9.95 | 11.10 | 11.15 | 10.70 | 11.60 | 13.00 | | 14.00 |
| Corn silage, ton | 5.80 | 6.10 | 6.55 | 6.25 | 6.75 | 7.75 | | 7.00 |
| Soybean meal, cwt. | 4.10 | 3.75 | 4.35 | 4.60 | 4.60 | 4.60 | | 5.20 |

*Information not available.

Table 20. Summary of Farm Earnings by Years

| | Average 1953-54 | Average 1955-59 | Average 1960-64 | 1962 | 1963 | 1964 | 1965 | 1966 |
|------------------------------|--------------------|--------------------|--------------------|---------|---------|---------|---------|---------|
| Number of farms | 49 | 30 | 40 | 43 | 45 | 46 | 62 | 49 |
| FARM RECEIPTS | | | | | | | | |
| Dairy Cattle | \$750 | \$760 | \$1185 | \$ 997 | \$ 1367 | \$ 1487 | \$ 1236 | 1769 |
| Dairy Products | 2122 | 2497 | 4010 | 3412 | 4621 | 6193 | 4205 | 5457 |
| Beef cattle | 1620 | 6027 | 6065 | 6789 | 6301 | 5401 | 4076 | 4659 |
| Hogs | 2950 | 2290 | 4886 | 5452 | 3547 | 4346 | 5081 | 6156 |
| Sheep and wool | 167 | 103 | 385 | 313 | 238 | 171 | 99 | 187 |
| Horses | 7 | 4 | - | - | - | - | - | - |
| Poultry | 155 | 81 | 399 | 76 | 1579 | 83 | 79 | 51 |
| Eggs | 846 | 926 | 1677 | 1394 | 1361 | 1896 | 1151 | 747 |
| Corn | 816 | 1976 | 2353 | 2511 | 1774 | 936 | 682 | 1470 |
| Small grain | 1578 | 1097 | 1562 | 1883 | 1283 | 689 | 671 | 649 |
| Other crops | 474 | 1242 | 1760 | 1931 | 1605 | 1407 | 2537 | 3163 |
| Machinery & equip. sold | 226 | 206 | 350 | 487 | 336 | 309 | 242 | 792 |
| Income from work off farm | 397 | 312 | 429 | 414 | 475 | 339 | 505 | 356 |
| Miscellaneous | 172 | 197 | 465 | 856 | 348 | 416 | 375 | 430 |
| Total farm sales | \$12280 | \$18674 | \$25459 | \$26515 | \$24835 | \$23673 | \$20939 | \$25886 |
| Increase in farm capital | 952 | 1738 | 2305 | 2448 | 3025 | 537 | 4252 | 5563 |
| Family living from farm | 292 | 231 | 301 | 295 | 306 | 302 | 274 | 330 |
| Total farm receipts | \$13524 | \$20643 | \$28065 | \$29258 | \$28166 | \$24512 | \$25465 | \$31779 |
| FARM EXPENSES | | | | | | | | |
| Dairy cattle bought | \$ 177 | \$ 200 | \$ 231 | \$ 239 | \$ 139 | \$ 399 | \$ 317 | 408 |
| Beef cattle bought | 592 | 2769 | 3375 | 3922 | 3493 | 2429 | 1878 | 2624 |
| Hogs bought | 182 | 1128 | 540 | 607 | 295 | 293 | 183 | 152 |
| Sheep bought | 37 | 148 | 97 | 49 | 47 | - | 15 | 95 |
| Horses bought | 4 | 4 | - | 2 | - | - | 7 | - |
| Poultry bought | 112 | 128 | 344 | 282 | 461 | 540 | 274 | 82 |
| Misc. livestock exp. | 189 | 337 | 594 | 612 | 658 | 621 | 511 | 574 |
| Feed bought | 1500 | 2854 | 4649 | 4701 | 5655 | 4385 | 4337 | 4200 |
| Fertilizers | 300 | 518 | 800 | 795 | 669 | 890 | 688 | 448 |
| Other crop expenses | 409 | 597 | 847 | 953 | 796 | 841 | 904 | 1482 |
| Custom work hired | 421 | 541 | 737 | 636 | 859 | 850 | 688 | 741 |
| Gas, oil, grease bought | 800 | 891 | 1077 | 1164 | 982 | 988 | 980 | 1038 |
| Rep. for mechanical power | 302 | 426 | 594 | 624 | 573 | 593 | 586 | 681 |
| Rep. & upkeep of real est. | 168 | 160 | 268 | 321 | 271 | 323 | 183 | 275 |
| Rep. of crop machinery | 272 | 346 | 446 | 502 | 391 | 384 | 418 | 424 |
| Rep. of livestock equip. | 88 | 99 | 128 | 129 | 127 | 149 | 106 | 174 |
| Wages of hired labor | 442 | 524 | 621 | 799 | 502 | 497 | 391 | 435 |
| Electricity expense | 128 | 177 | 265 | 255 | 257 | 298 | 257 | 285 |
| Real est. & pers. prop. tax | 483 | 666 | 1016 | 983 | 946 | 1046 | 935 | 922 |
| General farm exp. | 164 | 208 | 296 | 304 | 287 | 346 | 293 | 363 |
| Total cash operating exp. | \$6770 | \$12721 | \$16925 | \$17879 | \$17408 | \$15608 | \$13751 | \$15403 |
| Cap. purch.-mech. power | 644 | 703 | 669 | 939 | 542 | 765 | 976 | 935 |
| Cap. Purch.-cr. & gen. mach. | 890 | 997 | 1138 | 1328 | 999 | 999 | 1212 | 1885 |
| Cap. purch.-lvstk. equip. | 130 | 344 | 494 | 476 | 495 | 708 | 335 | 868 |
| Cap. purch.-bldg. & fencing | 492 | 590 | 1106 | 989 | 1479 | 892 | 380 | 1739 |
| Total farm purchases | \$8926 | \$15355 | \$20332 | \$21611 | \$20923 | \$19206 | \$16854 | \$20830 |
| Decrease in farm capital | - | - | - | - | - | - | - | - |
| Interest on farm capital | 1814 | 2539 | 3215 | 3238 | 2912 | 3147 | 2947 | 3306 |
| Unpaid family labor | 295 | 321 | 482 | 341 | 604 | 738 | 501 | 489 |
| Board for hired labor | 80 | 111 | 81 | 147 | 65 | 57 | 36 | 68 |
| Total farm exp. | \$11115 | \$18326 | \$24110 | \$25337 | \$24504 | \$23148 | \$20338 | \$24693 |
| Labor earnings | 2409 | 2317 | 3955 | 3921 | 3662 | 1364 | 5127 | 7086 |
| Net cash income | 3354 | 3319 | 5127 | 4904 | 3912 | 4467 | 4085 | 5056 |