

1959 ANNUAL REPORT

VOCATIONAL AGRICULTURE FARM MANAGEMENT PROGRAM

MANKATO AREA OF SOUTHERN MINNESOTA

UNIVERSITY OF MINNESOTA
INSTITUTE OF AGRICULTURE

and

MINNESOTA DEPARTMENT OF EDUCATION
VOCATIONAL DIVISION

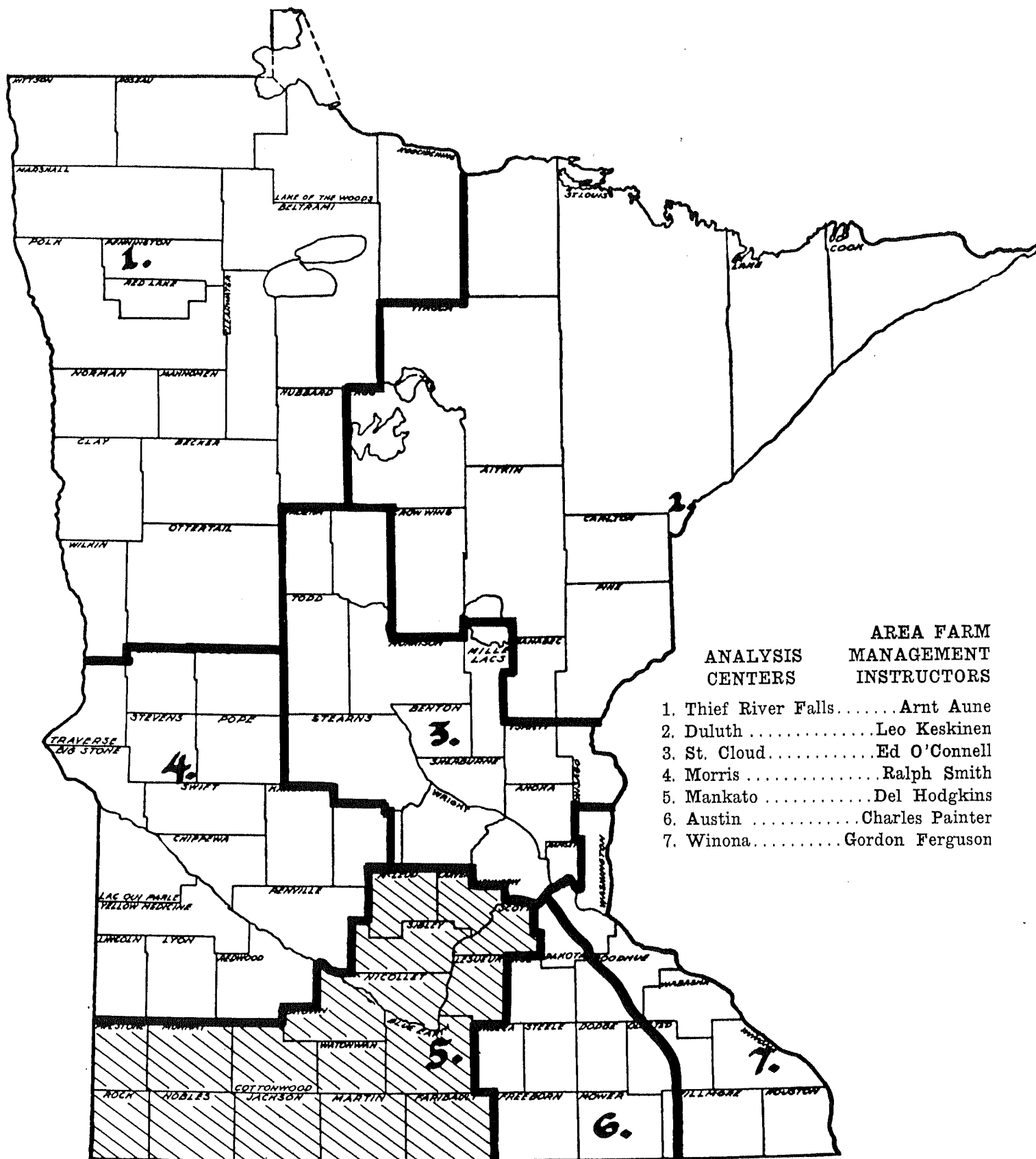
and

AREA VOCATIONAL TECHNICAL SCHOOL
MANKATO, MINNESOTA

Co-operating

APRIL 1960

VO-AG FARM MANAGEMENT AREAS



ANALYSIS CENTERS	AREA FARM MANAGEMENT INSTRUCTORS
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- | | |
|---------------------------|-----------------|
| 1. Thief River Falls..... | Arnt Aune |
| 2. Duluth | Leo Keskinen |
| 3. St. Cloud..... | Ed O'Connell |
| 4. Morris | Ralph Smith |
| 5. Mankato | Del Hodgkins |
| 6. Austin | Charles Painter |
| 7. Winona..... | Gordon Ferguson |

* Shaded Area Served By The Mankato Analysis Center

1959 Report of the Vocational Agriculture Farm Management
Program in the Mankato Area of Southern Minnesota

Del Hodgkins

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INTRODUCTION

The University of Minnesota, the Mankato Area Vocational-Technical School in cooperation with the Vocational Division, Minnesota Department of Education, operate and maintain the Vocational Agriculture Farm Management Program in the Mankato area of Southern Minnesota. This program was initiated in 1955 and is available to farmers who are enrolled in Vocational Agriculture, Adult, Young Farmer, and Veterans classes in the Public Schools. The area served by the Mankato analysis center is indicated on the map inside the front cover.

The purpose of the Program as far as the area school is concerned is: (1) to give assistance to the instructors in the mechanics of keeping farm records, (2) to aid in the analysis of the farm business through the use of records as a basis for vocational guidance. Enrollment is on a voluntary basis insofar as the number of schools participating and the number of farmers enrolled in the program.

The analysis of the records and the preparation of the reports for the Mankato Area are done under the direction of Delbert Hodgkins, Vocational Agriculture Adult Instructor at the Mankato School. Clerical assistants for this project were Mrs. Lucille Kleinbeck, Mrs. Julie Wildasin and Mrs. Rozella Olsen.

The Farm Management Program is supervised locally by Erling O. Johnson, Superintendent of Schools, and F. G. Kalin, Director of Vocational and Adult Education at Mankato.

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 Department of Agricultural Education. Dr. T. R. Nodland of the University Agricultural Economics Department has been available as a consultant.

Each farmer pays an annual fee which covers a portion of the cost of the record analysis. This fee covers the clerical costs of the analysis and the cost of publishing the report.

We are indebted to Truman Nodland for his assistance and advice in setting up this program and for many years of service rendered to vocational agriculture. Dr. Nodland and his associates in the Agriculture Economics Department have been most cooperative in this and other programs.

This report deals with farmers enrolled in 11 schools in the Mankato area. The following tabulation shows the number of 1959 records submitted and the name of the instructor:

<u>SCHOOL</u>	<u>NO. OF RECORDS</u>	<u>INSTRUCTOR</u>
Buffalo	1	W. G. Streiff
Cleveland	1	Al Aho
Howard Lake	2	Leslie Hanson
Lake Crystal	11	Ernest Freier
Madelia	8	Malcomb Brandt
Mankato	13	Ed Tapio
		Del Hodgkins
Mapleton	1	Carl Ziebarth
New Ulm	33	Kermit Kleene
		George Whalin
St. James	5	Gene Bonzer
		Emery Krech
Sherburn	1	Leo Ardolf
Worthington	1	Walter Larson
		Kenneth Johnson
TOTAL	<u>77</u>	

The records kept included farm inventories, cash receipts and expenses, 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.

FARM INVENTORIES

The Capital investment per farm varied from \$23014 to \$182154. The average investment for all farms included in this report and for the high 20% and the low 20% in labor earnings is shown in Table 1.

FARM EARNINGS

Labor earnings is a measure of the relative financial success of a farm as compared with other farms and represents the returns above all farm expenses and a charge for the use of 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 difference 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 5.

TABLE 1 - SUMMARY OF FARM INVENTORIES, 1959

Items	Your farm		Average of all farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farm (acres)			217	
Size of business (work units)*			405	
Dairy cattle	\$		\$ 1626	\$ 1698
Other dairy cattle			807	861
Beef cattle (incl. feeders)			5263	5548
Hogs			2636	1894
Sheep (incl. feeders)			89	85
Poultry (incl. turkeys)			248	200
Total Productive Livestock	\$		\$10669	\$10286
Horses	\$		\$ ---	\$ 2
Crop, Seed and Feed	\$		\$ 6778	\$ 6264
Auto & truck (farm share)	\$		\$ 1126	\$ 1138
Tractors and motors			2456	2363
Crop and general machinery			3913	4064
Livestock equipment			732	1089
Total Machinery & Equipment	\$		\$ 8227	\$ 8654
Miscellaneous			---	---
Land			34237	34237
Buildings, fences, etc.			10369	10288
TOTAL FARM CAPITAL	\$		\$70280	\$69731

Items	20% most profitable		20% least profitable	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farm (acres)	243		241	
Size of business (work units)*	486		381	
Dairy cattle	\$ 3955	\$ 3967	\$ 241	\$ 212
Other dairy cattle	1702	2009	80	93
Beef cattle (incl. feeders)	269	222	7533	8304
Hogs	2213	2015	3670	2260
Sheep (incl. feeders)	39	23	148	174
Poultry (incl. turkeys)	354	336	333	208
Total Productive Livestock	\$ 8532	\$ 8572	\$12005	\$11251
Horses	\$ ---	\$ ---	\$ ---	\$ 9
Crop, Seed and Feed	\$ 6259	\$ 6241	\$ 7272	\$ 5151
Auto & truck (farm share)	\$ 1079	\$ 1487	\$ 1262	\$ 1145
Tractors and motors	2162	1905	2681	2369
Crop and general machinery	5034	4618	3433	3867
Livestock equipment	1083	1450	893	1053
Total Machinery & Equipment	\$ 9358	\$ 9460	\$ 8269	\$ 8434
Miscellaneous	---	---	---	---
Land	34689	34689	32826	32826
Buildings, fences, etc.	10739	10684	12573	12603
TOTAL FARM CAPITAL	\$69577	\$69646	\$72945	\$70274

* See page 13 for an explanation of "work units".

TABLE 2 - SUMMARY OF FARM EARNINGS (CASH STATEMENT), 1959

Items	Your farm	Average of all farms	20% most profitable farms	20% least profitable farms
<u>FARM RECEIPTS</u>				
Dairy cattle	\$ _____	\$ 763	\$ 1812	\$ 107
Dairy products	_____	2186	4886	242
Beef cattle (incl. feeders)	_____	8230	1693	11004
Hogs	_____	5727	4760	6976
Sheep and wool	_____	82	45	105
Poultry (incl. turkeys)	_____	1045	4790	116
Turkey eggs	_____	216	1048	---
Eggs	_____	706	310	1056
Corn	_____	1965	2457	1445
Small Grain	_____	327	250	425
Other crops	_____	1667	2261	1275
Mach. & equip. sold & gas tax refunds	_____	193	187	194
Income from work off the farm	_____	407	122	247
Miscellaneous farm income	_____	126	195	157
(1) Total farm sales	\$ _____	\$23640	\$24816	\$23349
(2) Increase in farm capital	_____	---	69	---
(3) Family living from the farm	_____	215	270	181
(4) Total farm receipts (1)+(2)+(3)	\$ _____	\$23855	\$25155	\$23530
<u>FARM EXPENSES</u>				
Dairy cattle bought	\$ _____	\$ 209	\$ 478	\$ 47
Beef cattle bought (incl. feeders)	_____	4763	1027	6307
Hogs bought	_____	234	51	309
Sheep bought	_____	21	---	45
Horses bought	_____	2	---	11
Poultry bought (incl. turkeys)	_____	308	1092	146
Miscellaneous livestock expense	_____	510	878	473
Feed bought	_____	4118	4491	4105
Fertilizer	_____	862	728	885
Other crop expense	_____	717	1068	567
Custom Work Hired	_____	641	666	489
Gas, oil, grease bought (farm share)	_____	930	895	864
Repairs for tractors, trucks, and autos (farm share)	_____	471	378	565
Repair & upkeep of farm real estate	_____	212	152	275
Repair & upkeep of crop & gen. mach.	_____	318	263	336
Repair & upkeep of livestock equipment	_____	119	115	134
Wages of hired labor	_____	322	120	419
Electricity expense	_____	211	267	201
Personal property & real estate taxes	_____	770	799	812
Telephone and general farm expense	_____	208	221	220
(5) Total cash operating expense	\$ _____	\$15946	\$13689	\$17210
(6) Mech. power bought (farm share)	_____	629	857	341
(7) Crop and General Machinery bought	_____	875	599	977
(8) Livestock equipment bought	_____	513	461	385
(9) New real estate improvements	_____	521	410	849
(10) Total farm purchases (5) to (9)	\$ _____	\$18484	\$16016	\$19762
(11) Decrease in farm capital	_____	549	---	2671
(12) Interest on farm capital	_____	3500	3480	3580
(13) Unpaid family labor	_____	63	183	86
(14) Board furnished hired labor	_____	36	6	15
(15) Total farm expense (10) to (14)	\$ _____	\$22632	\$19685	\$26114
(16) Labor earnings (4) - (15)	\$ _____	\$ 1223	\$ 5470	\$-2584

TABLE 3 - SUMMARY OF FARM EARNINGS (ENTERPRISE STATEMENT), 1959

Items	Your farm	Average of all farms	20% most profitable farms	20% least profitable farms
<u>RETURNS AND NET INCREASES</u>				
Dairy cows	\$ _____	\$ 2256	\$ 4909	\$ 230
Other dairy cattle	_____	751	1846	74
Beef breeding herd	_____	70	29	185
Feeder cattle	_____	3712	640	5377
Hogs	_____	4791	4551	5305
Sheep - farm flock	_____	58	29	87
Turkeys	_____	983	4763	---
Chickens	_____	640	278	916
ALL PRODUCTIVE LIVESTOCK	\$ _____	\$13261	\$17045	\$12174
Value of feed fed to livestock	_____	9542	10273	10640
Return over feed from livestock	\$ _____	\$ 3719	\$ 6772	\$ 1534
Crop, seed, and feed	_____	7280	8897	6112
Income from labor off the farm	_____	148	59	168
Agricultural conservation payments	_____	31	13	46
Miscellaneous	_____	95	182	111
(1) TOTAL RETURNS & NET INCREASES	\$ _____	\$11273	\$15923	\$ 7971
<u>EXPENSES AND NET DECREASES</u>				
Horses	\$ _____	\$ ---	\$ ---	\$ 2
Truck	_____	252	194	249
Auto (farm share)	_____	437	459	422
Tractor	_____	1062	1059	1253
Elec. & gas engine exp. (farm share)	_____	214	273	201
Hired power	_____	315	335	224
Total power	\$ _____	\$ 2280	\$ 2320	\$ 2351
Crop and general machinery	_____	1062	1379	1003
Livestock equipment	_____	265	209	359
Buildings, fences and tiling	_____	808	618	1065
Misc. productive livestock expense	_____	510	878	473
Labor	_____	647	549	692
Real estate taxes	_____	626	662	599
Personal property tax	_____	144	137	213
Insurance	_____	92	91	96
General farm expense	_____	116	130	124
Interest on farm capital	_____	3500	3480	3580
(2) TOTAL EXPENSES & NET DECREASES	\$ _____	\$10050	\$10453	\$10555
(3) LABOR EARNINGS (1) - (2)	\$ _____	\$ 1223	\$ 5470	\$ -2584

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 and shelter furnished the farmer and his family by the farm. It is a part of the income of the farm and a part of the expense 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 expense.

The value of the family living is shown in Table 4. 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, 1959

Items	Your farm	Average of all farms	Your farm	Average of all farms
Whole milk	_____	388 qts.	\$ _____	\$ 31
Cream	_____	2 pts.	_____	1
Beef	_____	550 lbs.	_____	123
Hogs	_____	293 lbs.	_____	40
Lamb and mutton	_____	---	_____	---
Poultry	_____	21 lbs.	_____	3
Eggs	_____	35 doz.	_____	8
Potatoes	_____	2 bu.	_____	2
Vegetables & fruit	_____	---	_____	4
Farm fuel	_____	---	_____	3
TOTAL			\$ _____	\$215

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 \$288.25 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 - 1959

Items	Your farm	Average of all farms	Most profitable farms	Least profitable farms
Number of persons - family	_____	4.7	4.5	6.0
Number of adult equiv. - family	_____	3.2	3.1	4.1
Food and meals bought	\$ _____	\$ 794	\$ 843	\$ 877
Operating and supplies	_____	283	249	337
Furnishing and equipment	_____	309	254	469
Clothing and clothing materials	_____	266	270	283
Personal care, personal spending	_____	137	167	105
Education, recreation & development	_____	228	95	347
Gifts and special events	_____	70	43	50
Medical care and health insurance	_____	401	377	447
Church, welfare	_____	154	170	148
Personal share of auto & truck expense	_____	170	182	124
Operator's share of upkeep on dwelling	_____	30	70	27
Household share of electricity and telephone expense	_____	92	79	105
TOTAL CASH LIVING EXPENSE	\$ _____	\$2934	\$2799	\$3319
Household & personal share of new auto	\$ _____	\$ 87	\$ 29	\$ 111
New dwelling	_____	56	--	250
Taxes and other deductions	_____	44	--	13
Life insurance	_____	211	299	165
Other savings and investments	_____	127	86	26
TOTAL HOUSEHOLD & PERSONAL CASH EXP.	\$ _____	\$3459	\$3213	\$3884
Total family living from the farm	_____	198	307	166
TOTAL CASH EXPENSE & PERQUISITES	\$ _____	\$3657	\$3520	\$4050
RETURN TO CAPITAL & FAMILY LABOR	\$ _____	\$2973	\$6026	\$ -557

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 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, 1959 (OPERATOR'S SHARE, TENURE BASIS)

Items	Your Farm		13 Owners	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total Farm Capital (1)	\$	\$	\$64978	\$65837
Stocks and Bonds			1266	888
Life Insurance			957	1019
Notes & Accounts Receivable			299	428
Shares in Marketing			293	328
Outside Real Estate			--	39
Cash on Hand and in Bank			400	541
Household Goods			2231	2440
Personal Share of Auto			615	494
Farm Dwelling			3383	3352
Miscellaneous			54	92
Total Non-Farm Assets (2)	\$	\$	\$ 9498	\$ 9621
TOTAL ASSETS (1) + (2) = (3)	\$	\$	\$74476	\$75458
Fed. Land Bank Mortgages			386	347
F.H.A. Real Estate Mortgages			--	--
Other Mortgages			9924	9431
Loans on Real Estate			--	--
Production Credit Assoc. Loans			645	585
Miscellaneous			--	--
Crop Loans (Sealed)			--	--
Other Chattel Mortgages			2512	3408
Notes Payable			4851	5501
Accounts Payable			377	279
TOTAL LIABILITIES (4)	\$	\$	\$18695	\$19551
FARMERS'S NET WORTH = (3) - (4)	\$	\$	\$55781	\$55907
Change in Net Worth				\$ 126

Items	8 Part-Owners		23 Renters	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total Farm Capital (1)	\$60654	\$61801	\$21161	\$22331
Stocks and Bonds	790	1028	300	342
Life Insurance	1017	1208	373	437
Notes & Accounts Receivable	--	--	248	248
Shares in Marketing	40	115	86	154
Outside Real Estate	3760	3621	113	113
Cash on Hand and in Bank	900	1055	1054	1145
Household Goods	2759	2826	1446	1467
Personal Share of Auto	546	429	398	477
Farm Dwelling	2205	3646	177	172
Miscellaneous	--	--	--	--
Total Non-Farm Assets (2)	\$12017	\$13928	\$ 4195	\$ 4555
TOTAL ASSETS (1) + (2) = (3)	\$72671	\$75729	\$25356	\$26886
Fed. Land Bank Mortgages	--	--	--	--
F.H.A. Real Estate Mortgages	1250	1250	261	217
Other Mortgages	6750	6437	--	94
Loans on Other Real Estate	5922	5922	--	--
Production Credit Assoc. Loans	--	1861	1163	2845
F.H.A. Chattel Mortgages	--	--	--	--
Crop Loans (Sealed)	102	52	310	200
Other Chattel Mortgages	6733	6743	3887	2086
Notes Payable	2000	4383	1565	1073
Accounts Payable	365	349	495	456
TOTAL LIABILITIES (4)	\$23122	\$26997	\$ 7681	\$ 6971
FARMER'S NET WORTH = (3) - (4)	\$49549	\$48732	\$17675	\$19915
Change in Net Worth		\$ -817		\$ 2240

RANGE IN EARNINGS

Every study of farm earnings shows a wide variation in earnings among farmers in a given year (figure 1). The average labor earnings of those farmers ranking in the upper 20 per cent of the range according to earnings was \$5470 and of those in the lower 20 per cent was -\$2584. This is a range of \$8054 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:

- | | |
|--------------------------|--------------------------|
| 1. Crop Yields | 5. Size of Business |
| 2. Choice of Crops | 6. Work Units per Worker |
| 3. Return from Livestock | 7. Control over Expense |
| 4. Amount of Livestock | |

(These factors vary from year to year in their relative influence on earnings.) ^{1/}

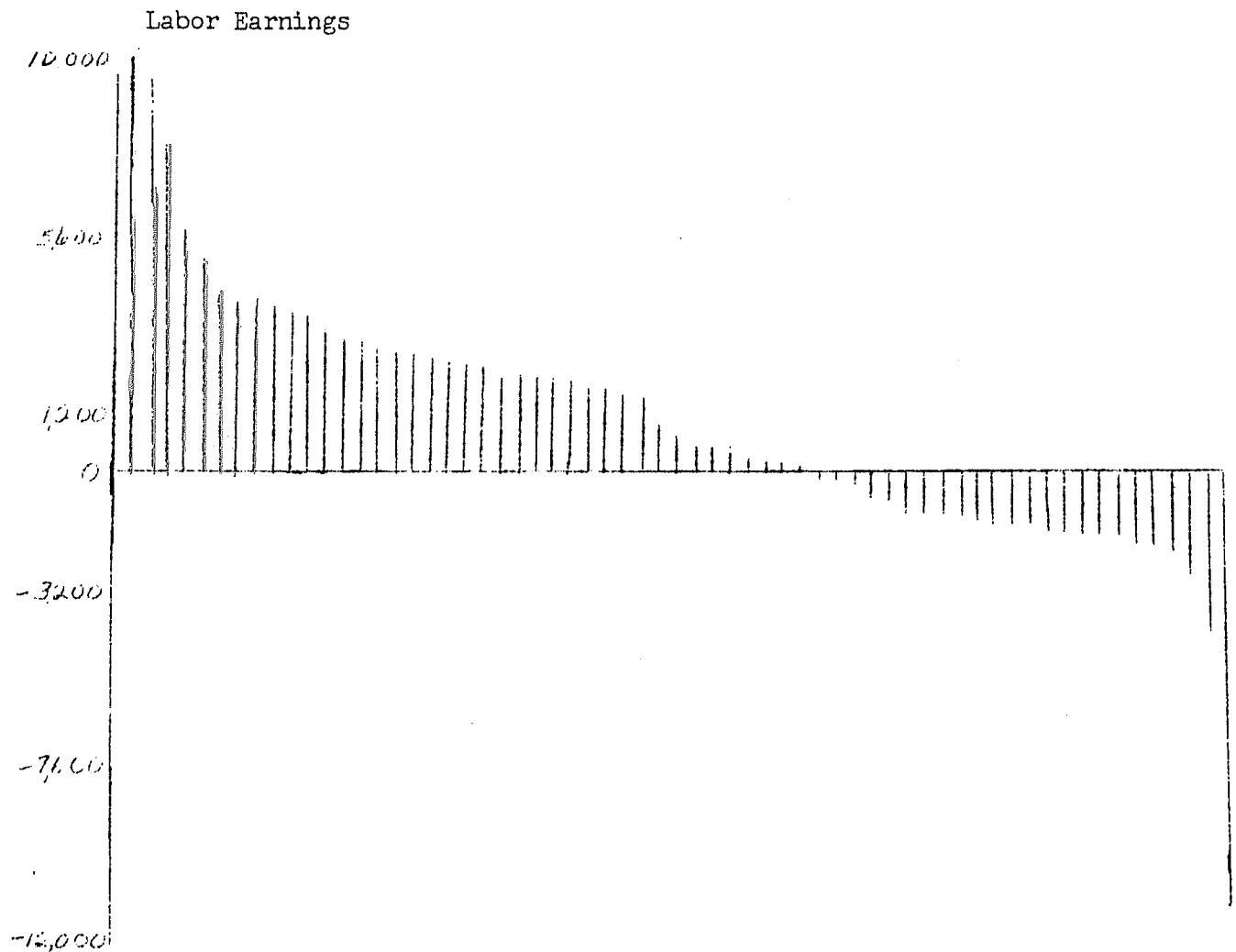


Figure 1. - Range in Labor Earnings
Each line represents the earnings of one farmer.

^{1/} See Pond, G. A. "Why Farm Earnings Vary." Minn. Agri. 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.

TABLE 7 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY, 1959

Measures used in chart on page 11	Your farm	Average of all farms	20% most profitable farms	20% least profitable farms
Labor earnings	_____	\$1223	\$5470	\$ -2584
(1) Crop yields*	_____	100	106	90
(2) Per cent tillable land in high return crops**	_____	70	72	69
(3) Return for \$100 feed to productive livestock***	_____	100	107	75
(4) Productive livestock units per 100 acres****	_____	36	34	37
(5) Size of business - work units	_____	405	486	381
(6) Work units per worker	_____	303	351	284
(7) Power, mach., equip., and build. exp. per work unit	_____	\$11.70	\$9.50	\$12.62

Items related to some of the above measures:

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

Dairy cattle (see p. 16 & 17)	_____	100	102	87
Beef breeding herd (see p. 18)	_____	100	---	---
Feeder cattle (see p. 18)	_____	100	95	106
Hogs (see p. 15)	_____	100	103	89
Sheep - farm flock (see p. 19)	_____	100	---	---
Chickens (see p. 20)	_____	100	92	82
(4) Number of animal units	_____	73	67	85
(5) Work units on crops	_____	120	126	125
Work units on prod. livestock	_____	270	354	239
Work units from other prod. work	_____	15	6	17
(6) Number of family workers	_____	1.2	1.4	1.1
Number of hired workers	_____	.1	.0	.2
Total number of workers	_____	1.3	1.4	1.3
(7) Power expense per work unit	_____	6.09	4.91	6.04
Crop mach. exp. per work unit	_____	2.79	2.79	2.82
Livestock equip. exp. per w.u.	_____	.65	.40	1.00
Bldgs. & fences exp. per w.u.	_____	2.17	1.40	2.76

* Given as percentage of the average

** Crops are marked in table 9 as A, B, C, and D. All of acres in A crops, one-half of acres in B crops, and one-fourth of acres in C crops are used in calculating per cent of tillable land in high return crops.

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

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

THERMOMETER CHART

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

Labor Earnings	Crop Yields	High Return Crops	Return from pro-ductive livestock	Pr. L.S. units per 100 A.	Work Units	Work Units per Worker	Pow., Mach., eq., bldg. exp. per work unit
8,000	140	94	180	68	800	460	4
6,800	135	91	170	64	750	440	5
5,700	130	88	160	60	700	420	6
4,700	125	85	150	56	650	400	7
3,800	120	82	140	52	600	380	8
3,000	115	79	130	48	550	360	9
2,300	110	76	120	44	500	340	10
1,700	105	73	110	40	450	320	11
1,200	100	70	100	36	400	300	12
700	95	67	90	32	350	280	13
100	90	64	80	28	300	260	14
-600	85	61	70	24	250	240	15
-1,400	80	58	60	20	200	220	16
-2,300	75	55	50	16	150	200	17
-3,300	70	52	40	12	100	180	18
-4,400	65	49	30	8	50	160	19
-5,600	60	46	20	4	0	140	20

TABLE 8 - DISTRIBUTION OF ACRES AND YIELD - 1959

Crop	Crop rating	Number growing	Acres your farm	Average Acres of all farms	Your yield	Average of farms growing each crop
Canning peas	B	3	_____	.6	_____	\$ 62.34
Wheat	C	26	_____	6.3	_____	19.7 bu.
Oats for silage	C	7	_____	1.7	_____	4.9 tons
Oats & Mix. for grain	D	50	_____	17.4	_____	44.0 bu.
Flax	C	1	_____	.2	_____	12.7 bu.
Total small grain and peas				26.2		
Corn, grain	A	60	_____	99.9	_____	57.7 bu.
Sweet corn	B	5	_____	1.9	_____	\$ 36.89
Soybeans for grain	B	43	_____	25.5	_____	28.2 bu.
Corn & Cane silage	B	29	_____	7.7	_____	10.8 tons
Corn & Cane fodder	D	1	_____	.1	_____	
Total cultivated crops				135.1		
Alf. & alf. mix. hay	B	47	_____	15.2	_____	3.0 tons
Other leg. & leg. mix	C	2	_____	.2	_____	1.6 tons
Other annual hay	D	6	_____	1.3	_____	1.5 tons
Total tillable land in hay				16.7		
Alf. & Alf. brome past.	B	14	_____	2.9		
Other leg. & mix.	C	1	_____	.4		
Other tillable pasture	D	9	_____	1.5		
Total tillable land in pasture				4.8		
Soil bank	A		_____			
Till. land not cropped	D		_____			
Total tillable land				182.8		
Wild hay (non-till.)		13	_____	1.4		
Non-till. pasture		27	_____	12.2		
Timber (not pasture)		11	_____	3.5		
Roads & waste		48	_____	9.0		
Farmstead		56	_____	8.0		
TOTAL ACRES IN FARM				216.9		
Per cent land tillable					84.3%	
Per cent tillable land in high return crops					70.8%	

EXPLANATION OF WORK UNITS

The total "work units" for any one farm is a measure of the size of that farm business. A work unit as used in this report is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive livestock at an average efficiency. The number of work units for each class of livestock and each acre of crop are presented in Table 9.

TABLE 9 - 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	Peas, small grain	.5 per A.
Other dairy cattle	3.5 per an. unit*	Hybrid seed corn	2.0 per A.
Beef breeding herd	3.5 per an. unit*	Corn husked	.7 per A.
Feeder cattle	.25 per 100 lbs.	Corn silage	1.0 per A.
Sheep - farm flock	1.5 per an. unit*	Sweet corn	.7 per A.
Sheep - feeders	.3 per 100 lbs.	Soybean grain	.5 per A.
Hogs	.2 per 100 lbs.	Alfalfa hay	.6 per A.
Hens	20.0 per 100 hens	Other hay & seed	.4 per A.
Turkeys	.5 per 100 lbs.	Grass silage	.4 per A.

* One animal unit represents one dairy cow or bull, two other dairy cattle, 1 $\frac{1}{4}$ beef cows or bull, 1 feeder steer or heifer, 3 $\frac{1}{3}$ other beef cattle, 7 sheep, 14 lambs, 2 $\frac{1}{2}$ hogs, 5 pigs, 50 hens, or 1,100 lbs. of turkeys 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.

TABLE 10 - POWER AND MACHINERY EXPENSES PER CROP ACRE, 1959

Items	Your farm	Average of all farms	20% most profitable farms	20% least profitable farms
Crop acres per farm		186	193.8	195.6
Tractor expense per crop acre	\$ _____	\$5.85	\$5.94	\$5.77
Crop and general machinery expense per crop acre	\$ _____	\$5.73	\$8.14	\$4.84

AMOUNT OF LIVESTOCK

The farmers cooperating in this study are predominatly livestock farmers. 48% of these farmers maintained dairy cattle, 50% kept poultry, 16% raised sheep, 46% fed beef cattle, and 94% raised hogs.

TABLE 11 - AMOUNT OF LIVESTOCK, 1959

Items	Your farm	Average of all farms	20% most profitable farms	20% least profitable farms
Number of milk cows	_____	7.4	15.7	1.2
Number of other dairy cattle	_____	8.2	18.3	1.0
Number of beef cattle (incl. feeders)	_____	29.5	4.9	45.4
Number of ewes	_____	5.1	2.1	8.0
Number of hens	_____	167	71	23
Pounds of hogs produced	_____	41130	36390	46780
Pounds of beef produced	_____	19330	3490	29720

TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

The total "return over feed costs" for each class of livestock is shown in Table 12. This differs from the "return over feed" shown in the enterprise statement in that it is the total for each class of livestock instead of a return "per head", "per unit", or "per 100 pounds". These data indicate the relative importance of different classes of livestock as a source of income and as a market for feed. The total return is the same as the returns and net increases shown on page 5. The value of milk consumed by calves is included in the total returns from dairy cows and in the total feed cost for other dairy cattle. The value of milk consumed by calves is not included in the total returns or the feed cost of "all dairy" cattle. The return over feed is not a net return, but rather the amount available from the gross income, after paying the feed bill, to cover the outlay for hired labor, power, equipment, taxes, insurance, interest and veterinary bills and to provide a return for the use of family labor and capital.

TABLE 12 - TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES, 1959

	Dairy Cattle			Beef
	Cows	Other	All	Breeding Herd
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 per cent of the total costs of maintaining dairy cattle and poultry; 50 per cent in the case of a farm flock of sheep; and 75 to 90 per cent for hogs, feeder cattle and feeder lambs. Consequently it is necessary to secure a relatively higher return over feed from dairy cattle and poultry than from the other livestock enterprises in order to be able to cover all the costs other than food.

HOGS

Raising hogs is a major enterprise on most farms in Southern Minnesota. Ninety-four per cent of the farms in this study raised hogs for market. Table 14 below summarizes the results of the hog enterprise analysis.

TABLE 14 - FEED COSTS AND RETURNS FROM HOGS, 1959

Items	Your farm	Average of all farms raising hogs	20% of farms highest in returns above feed	20% of farms lowest in returns above feed
Feed per cwt. hogs produced, lbs.:				
Corn	_____	296.5	233.7	353.8
Small grain	_____	50.5	46.9	58.9
Commercial feeds	_____	54.5	52.8	55.3
Total concentrates*	_____	401.5	333.4	468.0
Alfalfa hay	_____	6.1	5.2	10.2
Milk	_____	3.1	13.0	0.0
Feed cost per cwt. hogs produced:				
Concentrates*	\$ _____	\$ 9.50	\$ 7.88	\$ 11.32
Milk	_____	.01	.05	0.00
Pasture	_____	.01	.01	.01
Alfalfa hay	_____	.06	.05	.09
TOTAL FEED COST	\$ _____	\$ 9.58	\$ 7.99	\$ 11.42
Net increase in value per cwt. hogs produced	\$ _____	\$ 11.89	\$ 12.70	\$ 10.56
RETURNS ABOVE FEED COST PER CWT. HOGS PRODUCED	\$ _____	\$ 2.31	\$ 4.71	\$ -.86
RETURNS FOR \$100 OF FEED	\$ _____	\$128.00	\$160.00	\$ 93.00
Price received per cwt. hogs sold	\$ _____	\$ 13.76	\$ 14.03	\$ 13.57
No. of spring litters raised	_____	15.9	12.5	11.5
No. of fall litters raised	_____	13.5	15.5	11.3
Total no. of litters raised	_____	29.4	28.0	22.8
No. of pigs born per litter**	_____	8.6	8.6	8.7
No. of pigs weaned per litter**	_____	7.5	7.3	7.2
POUNDS OF HOGS PRODUCED	_____	46,588.7	42,467	34,457.1

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

** From records with accurate litter information only.

DAIRY CATTLE

The quantity of feed consumed, value of feeds and returns from dairy cattle are presented in Tables 14, 15, and 16. 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 14 - FACTORS OF COST AND RETURNS FROM DAIRY COWS, 1959

Items	Your farm	Average of all farms	20% of farms highest in butterfat per cow	20% of farms lowest in butterfat per cow
Pounds of milk per cow		9703.9	11330.1	8212.3
Pounds of butterfat per cow		343.8	419.9	276.6
Price received per pound butterfat sold (cts.)	¢	88.3¢	90.8¢	88.5¢
Feed per cow, lbs.:				
Corn		2307.4	2628.9	2522.4
Small grain		746.6	754.7	409.7
Commercial feed		347.8	450.9	200.2
Total concentrates*		3401.8	3834.5	3132.3
Legume hay		5383.9	4839.1	5861.6
Other hay		197.2	33.5	---
Total dry roughages		5581.1	4872.6	5861.6
Silage		6158.9	6117.8	8215.5
Feed cost per cow:				
Concentrates*	\$	\$ 72.47	\$ 81.04	\$ 64.64
Roughages		82.01	78.03	95.99
Pasture		8.06	9.48	6.38
TOTAL FEED COSTS	\$	\$162.54	\$168.55	\$167.01
Value of produce per cow:				
Butterfat sales	\$	\$297.45	\$380.20	\$233.06
Dairy produce used in house		4.23	2.21	13.15
Milk fed to livestock		2.94	.43	.63
Net increases in value of cows		1.29	-12.24	1.42
TOTAL VALUE PRODUCED	\$	\$305.91	\$370.60	\$248.26
RETURNS ABOVE FEED COST PER COW	\$	\$143.37	\$202.05	\$ 81.25
RETURNS FOR \$100 OF FEED	\$	\$201.00	\$220.00	\$150.00
Feed cost per lb. Butterfat (cents)	¢	48.1¢	40.1¢	60.5¢
Number of cows		19.8	28.8	13.2

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

TABLE 15 - FEED COSTS AND RETURNS FROM OTHER DAIRY CATTLE, 1959

Items	Your farm	Average of all farms	20% of farms highest in butterfat per cow	20% of farms lowest in butterfat per cow
Feed per head, lbs.:				
Concentrates*	_____	774.4	897.9	859.3
Hay and fodder	_____	2029.1	2901.9	2102.4
Silage	_____	2216.2	2141.8	2480.5
Whole milk	_____	80.6	14.7	27.6
Feed cost per head:				
Concentrates*	\$ _____	\$ 17.48	\$ 19.34	\$ 17.44
Roughages	_____	26.95	36.94	29.34
Milk	_____	2.41	.44	.83
Pasture	_____	1.22	.74	1.04
TOTAL FEED COSTS PER HEAD	\$ _____	\$ 48.06	\$ 57.46	\$ 48.65
Net increase in value of other cattle	_____	\$ 99.90	\$ 96.24	\$ 132.68
RETURNS ABOVE FEED COST PER HEAD	\$ _____	\$ 51.84	\$ 38.78	\$ 84.03
RETURNS FOR \$100 OF FEED	\$ _____	\$ 228.00	\$ 173.00	\$ 301.00
No. of head of other cattle	_____	21.7	26.7	11.0

TABLE 16 - FEED COSTS AND RETURNS FROM ALL DAIRY CATTLE, 1959

Items	Your farm	Average of all farms	20% of farms highest in butterfat per cow	20% of farms lowest in butterfat per cow
Feed per animal unit, lbs.:				
Concentrates*	_____	2837.3	3158.7	2709.9
Hay and fodder	_____	4961.6	5220.7	5416.8
Silage	_____	5883.3	6822.9	7358.9
TOTAL FEED COSTS PER ANIMAL UNIT	\$ _____	\$ 137.76	\$ 151.50	\$ 146.79
Value of produce per animal unit:				
Dairy products	\$ _____	\$ 197.34	\$ 259.73	\$ 175.25
Net increase in value of dairy cattle	_____	67.65	52.08	77.72
TOTAL VALUE PRODUCED	\$ _____	\$ 264.99	\$ 311.81	\$ 252.97
RETURNS ABOVE FEED PER ANIMAL UNIT	\$ _____	\$ 127.23	\$ 160.31	\$ 106.18
RETURNS PER \$100 OF FEED	\$ _____	\$ 197.00	\$ 206.00	\$ 174.00
Animal units of cattle	_____	30.6	42.1	18.7

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

TABLE 17 - FEED COSTS AND RETURNS FROM FEEDER CATTLE, 1959

Items	Your farm	Average of all farms	20% of farms highest in return above feed	20% of farms lowest in return above feed
Feeds per cwt. beef produced, lbs.:				
Corn		533.9	441.5	689.1
Small grain		14.3	7.0	10.7
Commercial feeds		66.5	83.0	69.5
Total Concentrates*		614.7	531.5	769.3
Legume hay		177.1	188.9	250.4
Other hay		9.2	---	---
Total Hay		186.3	188.9	250.4
Silage		490.4	796.9	583.3
Feed cost per cwt. beef produced:				
Concentrates*	\$	\$ 12.37	\$ 11.05	\$ 14.78
Roughages		3.50	4.32	4.66
Pasture		.10	.12	---
TOTAL FEED COSTS	\$	\$ 15.97	\$ 15.49	\$ 19.44
Net increase in value of feeders		19.40	24.98	16.75
RETURNS ABOVE FEED COST PER CWT. BEEF PRODUCED	\$	\$ 3.43	\$ 9.49	\$ -2.69
RETURNS FOR \$100 OF FEED	\$	\$124.00	\$162.00	\$ 86.00
Price paid per cwt. beef bought	\$	\$ 26.98	\$ 27.63	\$ 25.93
Price received for feeder cattle sold	\$	23.66	26.50	15.00
Number of animal units		74.7	40.7	43.1
POUNDS OF BEEF PRODUCED		49,855.5	24,369.6	25,799.4

BEEF BREEDING CATTLE

Items	Your farm	Average of 4 farms including 3 farms from Austin and Winona areas
Feeds per animal unit, lbs.:		
Concentrates*		234.0
Legume hay		2808.1
Other hay		294.1
Silage		3707.3
Feed cost per animal unit:		
Concentrates*	\$	\$ 4.76
Roughages		38.04
Pasture		18.38
TOTAL FEED COST	\$	\$ 61.18
Value of produce per animal unit		
Dairy products	\$	\$ ---
Net increase in value		110.59
TOTAL VALUE PRODUCED	\$	\$110.59
RETURNS ABOVE FEED COST PER A.U.		49.41
RETURNS FOR \$100 OF FEED		184.00
Number of cows and herd bulls		35.0
Number of animal units in the herd		35.0

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

TABLE 18 - FEED COSTS AND RETURNS FROM FARM FLOCK OF SHEEP, 1959

Items	Your farm	Average of 5 farms
Feeds per head,* lbs.		
Concentrates (grain & commercial feeds)	_____	119.9
Legume hay	_____	509.3
Other hay	_____	---
Silage	_____	89.5
Feed cost per head:		
Concentrates (grain & commercial feeds)	\$ _____	\$ 3.25
Roughages	_____	5.25
Pasture	_____	1.26
TOTAL FEED COSTS	\$ _____	\$ 9.76
Value of produce per head:		
Wool	\$ _____	\$ 3.57
Value of mutton	_____	10.26
TOTAL VALUE PRODUCED	\$ _____	\$ 13.83
RETURNS ABOVE FEED COST PER HEAD	\$ _____	\$ 4.07
RETURNS FOR \$100 OF FEED	\$ _____	\$166.00
Price per cwt. of lambs sold	\$ _____	\$ 17.95
Price per lb. wool sold (cents)	_____¢	50.4¢
Pounds of wool per sheep sheared	_____	9.3
Number of ewes kept for lambing	_____	36.4
Per cent lamb crop**	_____	130.0%
Per cent death loss**	_____	8.6%
Pounds of sheep produced	_____	3,817
Head of Native Sheep	_____	51.4

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

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

TABLE 19 - FEED COSTS AND RETURNS FROM FEEDER LAMBS, 1959

Items	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	\$ _____
RETURN FOR \$100 OF FEED	\$ _____
Price paid per cwt. lambs produced	\$ _____
Price received per cwt. lambs sold	\$ _____
% death loss	_____
Pounds of lambs produced	_____

Fifty percent of the farmers cooperating in this analysis kept some chickens. In most cases poultry is a so-called minor enterprise, providing eggs and poultry meat for family consumption plus an additional amount of cash income.

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. Percentage of death loss of hens

TABLE 20 - FEED COSTS AND RETURNS FROM CHICKENS*, 1959

Items	Your farm	Average of 23 farms	5 farms highest in return above feed	5 farms lowest in return above feed
Feed per hen, lbs.:				
Grain	_____	93.1	87.4	108.7
Commercial feed	_____	36.1	33.0	58.4
Total feed	_____	129.2	120.4	167.1
TOTAL FEED COST PER HEN	\$ _____	\$ 3.58	\$ 3.40	\$ 4.12
Value of produce per hen:				
Eggs sold and used in home	\$ _____	\$ 4.02	\$ 4.12	\$ 4.06
Net increase in value of chickens	_____	-.37	-.11	-.59
Total Value Produced	\$ _____	\$ 3.65	\$ 4.01	\$ 3.47
RETURNS ABOVE FEED COST PER HEN	\$ _____	\$.07	\$.61	\$ -.65
RETURNS FOR \$100 OF FEED	\$ _____	\$104.00	\$120.00	\$84.00
Price received per dozen eggs sold (cts)	_____¢	23.9¢	24.7¢	24.1¢
Eggs laid per hen	_____	203	209	202
Average number hens on farm during year	_____	418	450.7	402.2
Per cent death loss of hens	_____	12%	12%	6%
Per cent of laying flock that are pullets	_____	59%	70%	50%
Number of pullets started	_____	416	460	440
Straight run	_____	--	--	--
Cockerels	_____	--	--	--

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

Turkeys are produced on many farms in the Mankato area. Not enough suitable records were available, however, to calculate averages for this enterprise.

TABLE 21 - FEED COSTS AND RETURNS FOR TURKEYS

Items	Your farm
Feed per cwt. turkeys produced, lbs.:	
Grain	_____
Commercial Feed	_____
Total concentrates	_____
Feed cost per cwt. turkeys produced	\$ _____
Net increase in value per cwt. turkeys produced	_____
RETURNS ABOVE FEED COST PER CWT. PRODUCED	\$ _____
RETURNS PER \$100 OF FEED	\$ _____
No. of poults put on feed	
Price paid per poult purchased	\$ _____
Per cent death loss	_____
Price received per lb. turkeys sold (cents)	_____¢
Weight per bird sold (lbs.)	_____
 Pounds of turkey produced	 _____

TABLE 22 - SUMMARY OF FARM EARNINGS BY TENURE, 1959 (OPERATOR'S SHARE)

Items	Your Farm	Owners	Part Owners	Renters
<u>FARM RECEIPTS</u>				
Dairy cattle	\$	\$ 1048	\$ 109	\$ 702
Dairy products		2953	266	2014
Beef cattle (including feeders)		5253	15899	5235
Hogs		5724	6478	4468
Sheep and wool (including feeders)		146	59	50
Turkey eggs		681	---	---
Poultry (including turkeys)		3191	35	48
Eggs		779	313	718
Corn		1621	2120	971
Small grain		283	424	214
Other crops		1372	1265	1262
Mach. & equip. sold & gas tax refunds		188	210	157
Income from work off the farm		145	584	279
Miscellaneous		218	126	49
(1) Total farm sales	\$	\$23602	\$27888	\$16167
(2) Increase in farm capital		---	---	801
(3) Family living from the farm		256	149	201
(4) Total Farm Receipts (1)+(2)+(3)	\$	\$23858	\$28037	\$17169
<u>FARM EXPENSES</u>				
Dairy cattle bought	\$	\$ 399	\$ 22	\$ 153
Beef cattle bought (including feeders)		3570	8023	3169
Hogs bought		165	568	129
Sheep bought (including feeders)		57	8	2
Horses bought		---	11	---
Poultry bought (including turkeys)		789	89	80
Miscellaneous livestock expense		680	421	364
Feed bought		4845	3718	3235
Fertilizers		819	1285	508
Other crop expense		570	879	634
Custom work hired		642	671	442
Gas, oil & grease bought (farm share)		902	1148	754
Repair & operation tractor, truck, and auto (farm share)		395	709	340
Repair and upkeep of real estate		296	390	68
Repair & upkeep of crop & gen. mach.		281	575	197
Repair & upkeep of livestock equipment		117	170	92
Wages of hired labor		354	621	141
Electricity expense (farm share)		246	200	174
Real estate & personal property tax		780	751	255
Cash rent		7	441	992
Gen. farm exp. & telephone expense		255	300	114
Interest paid		758	852	271
Total cash operating expense	\$	\$16927	\$21852	\$12114
Mechanical power bought (farm share)		369	984	561
Crop & general machinery bought		699	851	946
Livestock equipment bought		368	721	501
New real estate improvements		561	844	309
(5) Total farm purchases	\$	\$18924	\$25252	\$14431
(6) Decrease in farm capital		1038	1547	---
(7) Interest on farm capital		2736	2447	959
(8) Unpaid family labor		91	63	44
(9) Board furnished hired labor		38	46	21
(10) Total Farm Expenses (5) to (9)	\$	\$22827	\$29355	\$15455
(11) Labor Earnings (4) - (10)		1031	-1318	1714
(12) Return to Capital and Family Labor (7)+(8)+(11)	\$	\$ 3858	\$ 1192	\$ 2717

TABLE 23 - SUMMARY OF FARM EARNINGS BY YEARS - MANKATO AREA

Items	1955	1956	1957	1958	1959
FARM RECEIPTS					
Dairy cattle	\$ 520	\$ 634	\$ 678	\$ 653	\$ 763
Dairy products	2144	2575	2757	1386	2186
Beef cattle (incl. feeders)	3582	2714	2634	8717	8230
Hogs	4359	3933	4791	6773	5727
Sheep and wool	373	294	156	350	82
Poultry (incl. turkeys)	210	1153	738	98	1045
Turkey Eggs	---	---	---	---	216
Eggs	968	832	602	1003	706
Corn	3198	2426	1967	1713	1965
Small grain	174	359	254	283	327
Other crops	1025	1717	2049	1782	1667
Mach. equip. sold & gas tax refund	395	230	195	163	193
Income from work off the farm	129	145	273	167	407
Miscellaneous	130	158	112	83	126
(1) Total farm sales	<u>\$17207</u>	<u>\$17170</u>	<u>\$17206</u>	<u>\$23171</u>	<u>\$23640</u>
(2) Increase in farm capital	---	1706	1933	4198	---
(3) Family living from the farm	<u>290</u>	<u>258</u>	<u>271</u>	<u>273</u>	<u>215</u>
(4) Total farm receipts (1)+(2)+(3)	<u>\$17497</u>	<u>\$19134</u>	<u>\$19410</u>	<u>\$27642</u>	<u>\$23855</u>
FARM EXPENSES					
Dairy cattle bought	\$ 126	\$ 218	\$ 250	\$ 239	\$ 209
Beef cattle bought (incl. feeders)	1855	1353	1452	5045	4763
Hogs bought	355	193	248	595	234
Sheep bought (incl. feeders)	159	17	16	99	21
Horses bought	---	3	---	---	2
Poultry bought (incl. turkeys)	104	278	220	99	308
Miscellaneous livestock expense	328	364	361	337	510
Feed bought	2597	2734	2774	3221	4118
Fertilizers	456	339	539	825	862
Other crop expense	529	473	480	541	717
Custom work hired	585	515	500	703	641
Gas, oil & grease bought (farm share)	734	740	781	826	930
Repair & oper. of tractor, truck & auto	371	371	346	444	471
Repair & upkeep of real estate	181	208	178	241	212
Repair & upkeep of crop & gen. mach.	250	274	247	302	318
Repair & upkeep of livestock equipment	86	106	91	152	119
Wages of hired labor	464	390	299	209	322
Electricity expense	178	169	158	183	211
Real estate & personal property tax	500	529	490	620	770
Telephone & general farm expense	237	190	200	245	208
(5) Total cash operating expense	<u>\$10095</u>	<u>\$ 9464</u>	<u>\$ 9630</u>	<u>\$14926</u>	<u>\$15946</u>
(6) Mech. power bought (farm share)	920	661	691	727	629
(7) Crop & general machinery bought	706	777	924	1043	875
(8) Livestock equipment bought	147	94	171	189	513
(9) New real estate improvements	465	490	514	780	521
(10) Total farm purchases (5) to (9)	<u>\$12333</u>	<u>\$11486</u>	<u>\$11930</u>	<u>\$17665</u>	<u>\$18484</u>
(11) Decrease in farm capital	630	---	---	---	549
(12) Interest on farm capital	2514	2545	2630	3043	3500
(13) Unpaid family labor	99	177	174	117	63
(14) Board furnished hired labor	62	69	59	35	36
(15) Total farm expense (10 to (14)	<u>\$15638</u>	<u>\$14277</u>	<u>\$14793</u>	<u>\$20860</u>	<u>\$22632</u>
(16) Labor earnings (4) - (15)	1859	4857	4617	6782	1223

AVERAGE PRICES OF FEEDS - 1959

Table 24 lists the average prices of feeds used in livestock summaries in this report. Prices paid for feeds bought were used whenever possible.

TABLE 24 - AVERAGE PRICES OF FEED, 1959

<u>Farm Grown Grains*</u>		<u>Other Roughages</u>	
Corn	\$.95 per bu.	Corn Silage	\$7.50 per Ton
Oats	.58 " "	Grass Silage	6.50 " "
Barley	.86 " "	Pea Silage*	3.50 " "
Wheat	1.90 " "	Sweet Corn Silage*	3.00 " "
Rye	.97 " "		
Soybeans	1.97 " "	<u>Pasture per Head Per Month</u>	
Flaxseed	2.92 " "		
<u>Hay</u>		Cows	\$2.50
Alfalfa	\$20.00 per Ton	Young cattle	1.25
Red or		Hogs	.16
Alsike Clover	17.00 " "	Pigs (under 6 mos.)	.08
Brome or		Sheep	.40
Timothy	11.50 " "	Lambs	.20
Wild Hay	10.00 " "	<u>Milk For Feed</u>	
		Whole Milk	\$3.00 per Cwt.
		Whole Milk used in home	.08 per Qt.

* Purchase price used whenever possible.

LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

Studies of earnings of farmers in this area show that there are seven major management factors causing variations in earnings among farmers within a given year. These seven factors are (1) crop yields, (2) choice of crops, (3) returns from livestock, (4) amount of livestock, (5) size of business, (6) work accomplishments per worker, and (7) control over expenses. The combined or cumulative influence of these seven management factors on earnings is shown in Table 25. The farmer's earnings are determined to a considerable extent by his accomplishments in these seven factors.

TABLE 25

No. of factors in which farmers excelled	No. of farms	Average Labor Earnings		
		\$-1000	\$1000	\$3000
0 or 1	8	XXXXXXXXXXXXXXXX		
2 or 3	25	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX		
4 or 5	23	XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX		
6 or 7	7	XX		

Table 25 indicates that it will be worth while for each co-operator 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.