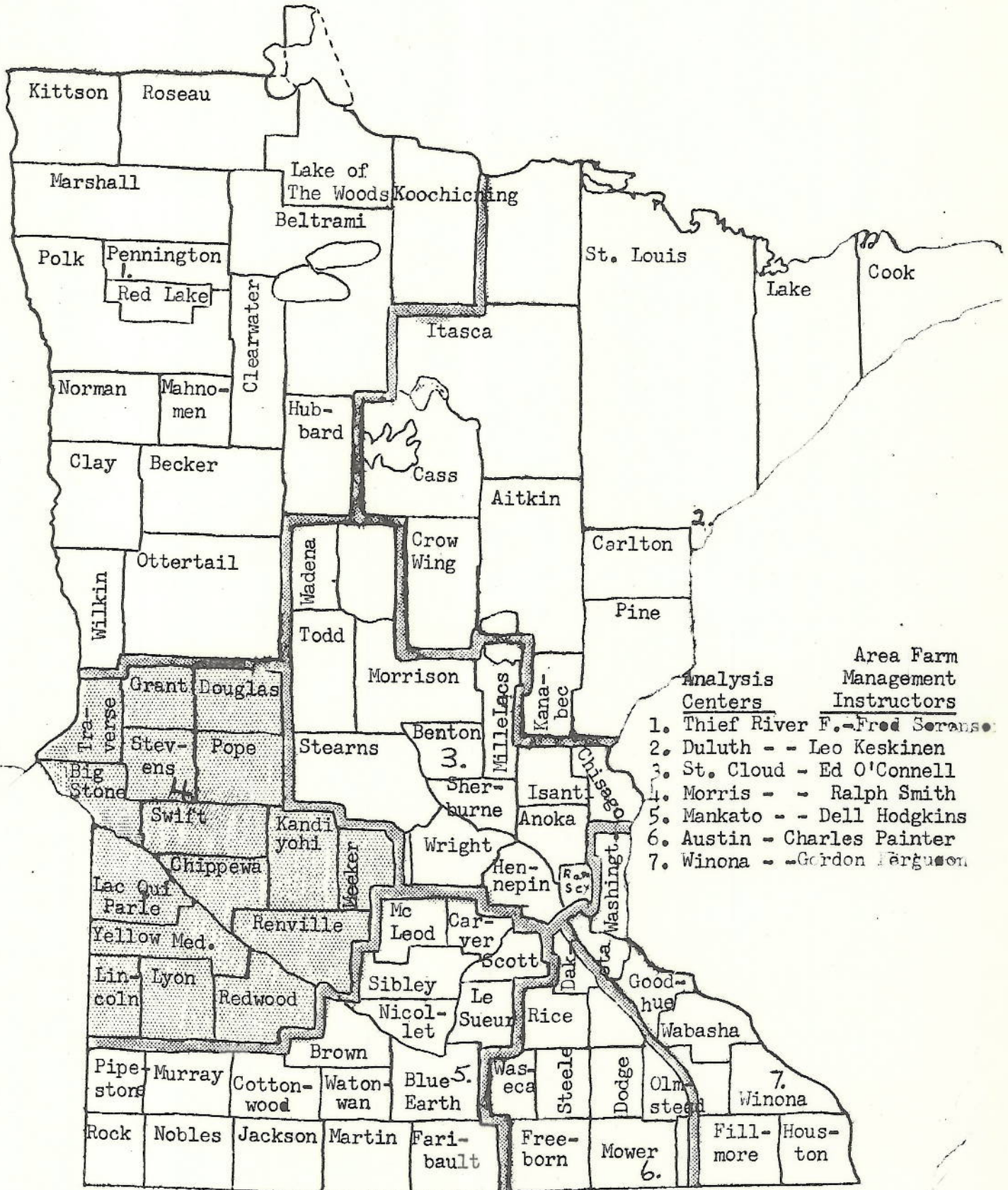


1962 REPORT  
ANNUAL REPORT  
WEST CENTRAL MINNESOTA  
FARM MANAGEMENT SERVICE

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

Report No. 268  
Department of Agricultural Economics  
Institute of Agriculture  
St. Paul 1, Minnesota  
April, 1963

# VO-AG FARM MANAGEMENT AREAS



\* Shaded Area Served By The Morris Analysis Center



1962 REPORT OF THE FARM MANAGEMENT SERVICE FOR VOCATIONAL  
AGRICULTURE IN WEST CENTRAL MINNESOTA

Ralph Smith and T. R. Nodland

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INTRODUCTION

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

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

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



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

This report deals with farmers enrolled in 10 schools in West Central Minnesota. The following tabulation shows by schools the number of 1962 farm records submitted:

SCHOOL	No. of Records	INSTRUCTOR
Alexandria . . . . .	2	Bernard Sonstegard
Appleton . . . . .	2	Norman Brakken
Bird Island . . . . .	2	Frank Saunders
Canby . . . . .	4	Dwain Englund
Danube . . . . .	1	James Becker
Evansville . . . . .	2	Dennis Lehto
Hoffman . . . . .	20	Edgar Persons
Madison . . . . .	7	Kermit Christenson
Morgan . . . . .	1	L. R. Ludtke
Willmar . . . . .	2	Mike Cullen

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. All types of tenure arrangements are represented ranging from full owners to partnerships in which the operator furnishes little or no capital.

#### FARM INVENTORIES

The capital investment per farm varied from \$19,952 to \$224,677. The average investment for all farms included this report and for the one-fourth high and the one-fourth low in operator's labor earnings is shown in Table 1.

Landlords or partners supplied some capital in 28 out of the 43 cases included in this report. The landlord's investment has been included in Table 1 in order to show the total amount used per farm.

#### FARM EARNINGS

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

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



Table 1. Summary of Farm Inventories, 1962\*

Items	Your Farm		Average of 43 Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farm (acres)			342	
Size of business (work Units)**			470	
Dairy and dual purpose cows			\$ 2225	\$ 2240
Other dairy and dual purpose			1046	1210
Beef cattle (incl. feeders)			5575	6876
Hogs			1773	1990
Sheep (incl. feeders)			229	147
Poultry (incl. turkeys)			392	509
Productive livestock (TOTAL)			11240	12972
Crop, seed and feed			5464	5710
Power mach. (farm share)			3353	3331
Crop and general machinery			4146	4320
Livestock equipment			1325	1467
Machinery and equipment (TOTAL)			8824	9118
Land			27902	27902
Buildings, fences, etc.			10111	10287
Total Farm Capital			\$63541	\$65989

	10 Most Profitable Farms		10 Least Profitable	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farms (acres)	481		301	
Size of business (work units)**	449		438	
Dairy and dual purpose cows	\$ 733	\$ 1165	\$ 3268	\$ 2703
Other dairy and dual purpose	274	572	1349	1593
Beef cattle (incl. feeders)	8642	10554	6633	5245
Hogs	2259	2380	1794	2278
Sheep (incl. feeders)	381	125	224	132
Poultry (incl. turkeys)	8	390	8	
Productive livestock (TOTAL)	12297	15186	13276	11951
Crop, seed, and feed	5417	5942	6775	6073
Power mach. (farm share)	4357	4463	4238	4110
Crop and general machinery	4740	5278	5419	5695
Livestock equipment	1240	1190	990	1401
Machinery and equipment (TOTAL)	10337	10931	10647	11206
Land	50730	50730	27235	27235
Buildings, fences, etc.	9517	9594	12810	12659
Total Farm Capital	\$88298	\$92383	\$70743	\$69124

\*For the purpose of comparison, all the data shown in this report with the exception of tables 6 and 7 are presented on a full-owner basis. The assets, expenses and receipts of the landlord were included in the records from rented farms.

\*\*See page 11 for an explanation of "work units."



Table 2. Summary of Farm Earnings (cash statement), 1962

Items	Your Farm	Average of 43 Farms	10 Most Profitable Farms	10 Least Profitable Farms
<b>FARM RECEIPTS</b>				
Dairy and dual-purpose cattle	_____	\$ 997	\$ 170	\$ 1674
Dairy products	_____	3412	1478	4248
Beef cattle (incl. feeders)	_____	6789	8876	5233
Hogs	_____	5452	5855	6118
Sheep and wool (incl. feeders)	_____	313	733	314
Poultry	_____	76	3	7
Eggs	_____	1394	40	3
Corn	_____	2511	4880	2456
Small grain	_____	1883	3446	1562
Other crops	_____	1931	2888	2605
Mach. & equip. sold & gas tax	_____	487	1193	274
Income from work off the farm	_____	414	639	508
Miscellaneous	_____	856	1224	1227
(1) Total farm sales	_____	26515	31425	26229
(2) Increase in farm capital	_____	2448	4085	----
(3) Family living from the farm	_____	295	230	315
(4) Total farm receipts 1+2+3	_____	\$29258	\$35740	\$26544
<b>FARM EXPENSES</b>				
Dairy & dual purpose cattle bought	_____	239	337	312
Beef cattle bought (feeders too)	_____	3922	4852	1535
Hogs bought	_____	607	205	1563
Sheep bought (incl. feeders)	_____	49	190	4
Horses bought	_____	2	----	----
Poultry bought	_____	282	9	----
Misc. livestock expense	_____	612	533	738
Feed bought	_____	4701	4074	4467
Fertilizers	_____	795	903	1210
Other crop expenses	_____	953	990	1216
Custom work hired	_____	636	531	619
Gas, oil, grease (farm share)	_____	1164	1583	1192
Rep. of mech. power (farm share)	_____	624	653	720
Repair & upkeep of real estate	_____	321	373	469
Rep. & upkeep of crop-gen. mach.	_____	502	692	510
Rep. & upkeep of livestock equip.	_____	129	84	136
Wages of hired labor	_____	799	1269	634
Electricity (farm share)	_____	255	252	286
Real estate-Per. Prop. Taxes	_____	983	1081	1077
General farm expense	_____	304	251	440
(5) Total cash operating expense	_____	\$17879	\$18862	\$17128
(6) Cap. pur-mech pow. (f. share)	_____	939	1317	683
(7) " " crop & gen. mach.	_____	1328	1882	1540
(8) " " Livestock equip.	_____	476	179	663
(9) " " bldgs. & fencing	_____	989	704	564
(10) Total farm purchases 5-9	_____	\$21611	\$22944	\$20578
(11) Decrease in farm capital	_____	-----	-----	1619
(12) Interest farm capital	_____	3238	4517	3497
(13) Unpaid family labor	_____	341	121	561
(14) Board for hired labor	_____	147	194	137
(15) Total farm expense 10-14	_____	25337	27776	26392
(16) Labor earnings 4-15	_____	\$ 3921	\$ 7964	\$ 152

Table 3. Summary of Farm Earnings (Enterprise Statement) 1962\*

Items	Your Farm	Average of 43 farms	10 Most Profitable Farms	10 Least Profitable Farms
<b>RETURNS AND NET INCREASES</b>				
Dairy & dual purpose cows	_____	\$ 3457	\$ 1553	\$ 4169
Other dairy and dual purpose cows	_____	1169	585	1537
Beef breeding herd	_____	857	2165	405
Feeder cattle	_____	3329	3864	1822
Hogs	_____	5111	5828	5090
Sheep-farm flock & feeders	_____	264	640	217
Chickens	_____	1243	76	3
All productive livestock	_____	15430	14711	13243
Value of feed fed to livestock	_____	9474	8479	9464
Return over feed from livestock	_____	5956	6232	3779
Crops, seed, and feed	_____	9528	14220	8426
Income from labor off farm	_____	220	414	190
Agricultural conservation pay	_____	59	69	72
Miscellaneous	_____	797	1154	1155
(1) Total Retns and Net Increases	_____	\$16560	\$22089	\$13622
<b>EXPENSES AND NET DECREASES</b>				
Truck	_____	354	253	650
Auto (farm share)	_____	498	433	629
Tractor	_____	1462	1924	1021
Elec. & gas engine exp. (farm)	_____	253	252	286
Hired Power	_____	291	229	300
Total Power	_____	2858	3091	2886
Crop and general machinery	_____	1582	1591	1719
Livestock equipment	_____	427	301	380
Buildings, fencing, tiling	_____	1123	984	1185
Misc. productive livestock exp.	_____	612	533	738
Labor	_____	1512	1776	1548
Real estate taxes	_____	802	882	898
Personal property tax	_____	181	199	179
Insurance	_____	125	85	129
General farm	_____	179	166	311
Interest on farm capital	_____	3238	4517	3497
(2) Total expenses & net dec.	_____	12639	14125	13470
(3) Operator's earnings (1) - (2)	_____	\$ 3921	\$ 7964	\$ 152

\*Cash receipts and expenses are adjusted for changes in inventory for each enterprise and for each item of expense in order to show total receipts and net increases, and total expenses and net decreases. The operator's earnings are the same as those on page 4.



# FAMILY LIVING FROM THE FARM

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

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

Table 4. Family Living From the Farm, 1962

Items	Your Farm	Average of 43 Farms	Your Farm	Average of 43 Farms
Adult equiv. - family	_____	3.5		
- others	_____	.3		
Whole milk	_____	924 qts.	_____	\$ 78
Cream	_____	11 pts.	_____	3
Beef	_____	379 lbs.	_____	139
Hogs	_____	269 lbs.	_____	50
Lamb and mutton	_____	- -	_____	- -
Poultry	_____	42 lbs.	_____	8
Eggs	_____	36 doz.	_____	12
Potatoes	_____	- -	_____	- -
Vegetables & fruit	_____	- -	_____	5
Farm Fuel	_____	- -	_____	- -
Total	_____	_____	_____	\$295

## 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 \$371 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, 1962

Items	Your Farm	Average of 19 Farms
Number of persons - family	_____	4.4
Number of adult equiv. - family	_____	3.2
- other*	_____	.9
Food and meals bought	_____	\$1062
Operating and supplies	_____	370
Furnishings and equipment	_____	318
Clothing and clothing materials	_____	333
Personal care, personal spending	_____	135
Education, recreation and devel.	_____	130
Gifts and special events	_____	140
Medical care and health ins.	_____	365
Church, welfare	_____	164
Personal share auto expense	_____	182
Operator's share of upkeep dwelling	_____	214
Household share of electric expense	_____	124
Total cash living expense	_____	\$3537
Household and personal share of new auto	_____	59
New dwelling	_____	- -
Taxes and other deductions	_____	307
Life insurance	_____	225
Other savings and investments	_____	328
Total Household and personal cash expense	_____	\$4456
Total family living from the farm	_____	281
Total cash expense and prequis.	_____	\$4737
Receipts:		
Return to capital and family labor	_____	4618
Miscellaneous income	_____	560
Income from investments	_____	141

\*Hired help or others boarded.

#### NET WORTH

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

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

Table 6. Net Worth Statement for Those Farmers Who Kept a Complete Record of all Assets and Liabilities, 1962 (Operator's Share)

Items	Your Farm		13 Owners	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total acres in farm			237	
Owned			237	
Rented			---	
Total farm capital			\$48791	\$49284
Stocks and bonds			471	791
Life insurance			1076	1045
Accounts receivable			---	---
Outside real estate			231	---
Other outside investments			962	1129
Total outside investments			2740	2965
Dwelling			3234	3284
Cash on hand and in bank			776	525
Other household & pers. assets			2574	2419
Total cash, h.h. & pers. assets			9324	9193
TOTAL ASSETS			\$58115	\$58477
Federal Land Bank Mortgage			893	856
Other mortgage on land operated			15323	14932
Mortgage on other real estate			---	---
FHA chattel mortgages			692	546
Production Credit Association			1031	1016
crop loans			---	---
Other chattel mortgages			1946	1973
Notes payable			1412	1208
Accounts payable			578	394
TOTAL LIABILITIES			\$21875	\$20925
Farmers net worth			36240	37552
Gain in net WORTH				\$ 1312

Items	19 Part owners		4 renters	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total acres in farm	373		314	
Owned	237		---	
Rented	136		314	
Total farm capital	\$51502	\$56207	\$19542	\$24942
Stocks & bonds	2085	1897	54	55
Life insurance	2162	2257	178	202
Accounts receivable	9	9	---	---
Other outside investments	802	922	79	1506
Total outside investments	5058	5085	311	1763
Dwelling	3937	3812	---	---
Cash on hand & in bank	2246	2650	2806	2495
Other h.h. & Pers. assets	2737	2930	1965	1913
Total cash, h.h. & pers. assets	13978	14477	5082	6171
TOTAL ASSETS	\$65480	\$70684	\$24624	\$31113
Federal Land Bank Mortgage	5250	5235	---	---
Other mortgages on land opr.	7326	6423	---	---
Mortgages on other real estate	---	---	---	---
FHA chattel Mortgage	---	---	---	---
Production Crdit Association	2368	3276	---	3737
Crop loans	---	---	---	---
Other chattel mortgages	5649	7544	2125	2095
Notes payable	2470	4887	2638	2756
Accounts payable	2772	3157	237	1296
TOTAL LIABILITIES	\$25835	\$30522	\$ 5000	\$ 9884
Farmers net worth	39645	40162	19624	21229
Gain in net WORTH		\$ 517		\$ 1605



Table 7. Summary of Farm Earnings by Tenure, 1962 (Operator's Share)

Items	Your Farm	13 Owners	19 part owners	4 renters
<b>FARM RECEIPTS</b>				
Dairy and dual purpose cows		\$ 1107	\$ 955	\$ 362
Dairy products		3856	3175	1102
Beef cattle (incl. feeders)		2585	10298	2043
Hogs		5010	5407	4891
Sheep & wool (incl. feeders)		198	454	---
Poultry (incl. turkeys)		49	72	318
Eggs		1014	1159	5945
Corn		1167	2686	1366
Small grain		567	2178	2066
Other crops		1153	2005	2182
Mach. & equip. sold, gas tax		243	302	240
Income from work off the farm		213	578	286
Miscellaneous		424	1126	417
(1) Total farm sales		17586	30395	21218
(2) Increase in farm capital		493	4705	5400
(3) Family living from the farm		323	332	164
(4) Total farm receipts 1+2+3		18402	35432	26782
<b>FARM EXPENSES</b>				
Dairy and dual purpose bought		236	199	843
Beef cattle bought (Inc. Feeder)		1146	6900	835
Hogs bought		165	1086	485
Sheep bought (incl. feeders)		2	113	---
Poultry bought (incl. turkeys)		89	383	921
Miscellaneous livestock expense		610	531	769
Feed bought		3244	5913	5675
Fertilizers bought		569	1021	442
Other crop expense		504	1254	1109
Custom work hired		631	716	399
Gas, oil, grease bought (farm)		737	1310	1059
Rep. of mech. power (farm)		426	747	488
Rep. & upkeep of real estate		289	291	211
Rep. & upkeep crop & gen. mach.		347	576	234
Rep. & upkeep of livestock equip.		138	122	178
Wages of hired labor		341	953	680
Electric expense (farm share)		202	262	236
Real estate & pers. prop. tax		810	837	638
Cash rent		---	521	897
General farm expense		251	341	215
Interest paid		951	1179	288
(5) Total cash operating exp.		11688	25255	16602
(6) Capital purchases-Mech. p.		314	1557	1143
(7) Cap. purchases-crop-g. mach.		527	1542	1499
(8) Cap. purchases-lvstck equip		590	472	817
(9) Cap. purchases-bldgs.-fences		702	1374	164
(10) Total farm purchases 5-9		13821	30200	20225
(11) Decrease in farm capital		---	---	---
(12) Interest on farm capital		1501	1514	824
(13) Unpaid family labor		496	354	206
(14) Board for hired labor		89	172	99
(15) Total farm expense 10-14		15907	32240	21354
(16) Labor Earnings 4-15		2495	3192	5428
(17) Return to capital and family labor 16		4492	5060	6458



## RETURNS TO CAPITAL AND FAMILY LABOR

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

The average return to capital and family labor for 14 owners, 18 part owners, and 4 renters is shown in Table 7. The statement includes only the operator's share of the earnings of the partnership. The earnings as shown in Table 7 are on an actual basis as compared to the full-owner basis in Table 2 and 3.

### RANGE IN EARNINGS

Every study of farm earnings shows a wide variation in earnings among farmers in a given year (figure 1). The average operator's earnings of those farmers ranking in the upper 25 percent of the range according to earnings was \$7964 and of those in the lower 25 percent was \$152. This is a range of \$7812 between the average earnings of these two groups. Some of these causes for these differences in earnings, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The more important management factors affecting earnings are as follows: (These factors vary from year to year in their relative influence on earnings.)\*

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

Operator's  
Earnings

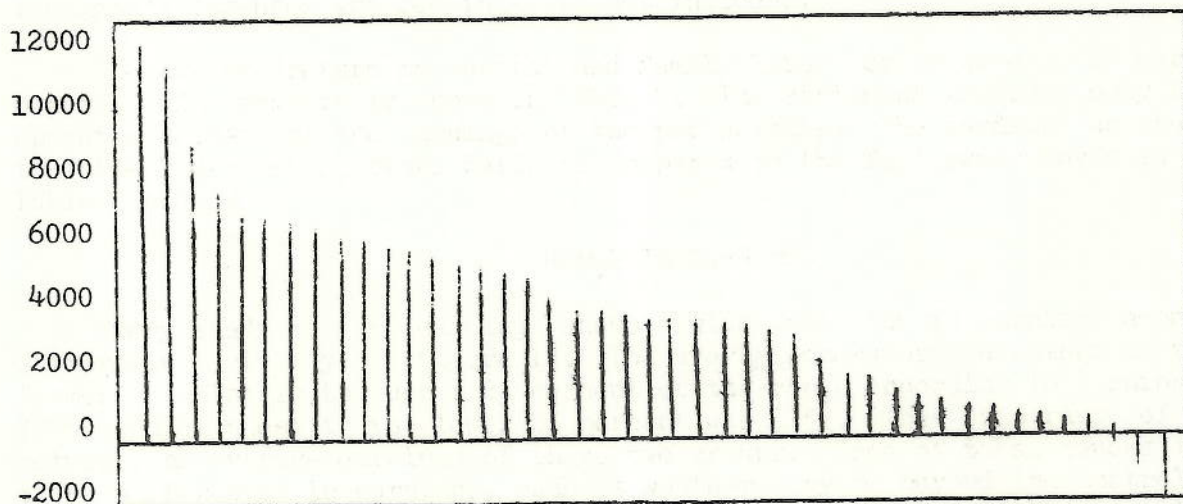


Figure 1. Range in Operator's Earnings.  
Each line represents the earning of one farmer.

\* See Pond, G. A. "Why Farm Earnings Vary." Minn. Agric. Expt. Sta. Bul. 386, June 1945

Nodland, T. R. and Pond, G. A. "Some Factors Affecting the Earnings of Farmers in Southwestern Minnesota." Univ. of Minn., Dept. Ag. Econ., Report No. 219, November, 1954.



# Cumulative Effect of Excelling with Number of Management Factors

Studies of earnings of farmers in this area show that there are seven major management factors causing variations in earnings among farmers within a given year. These seven factors are (1) crop yields, (2) choice of crops, (3) return from livestock, (4) amount of livestock, (5) size of business, (6) work accomplishments per worker, and (7) control over expenses. The combined or cululative influence of these seven management factors on earning is shown in Figure 2.

FIGURE 2

No. of Factors in which Farmers Excelled	No. of Farms		
0 - 1	8		\$2443
2 - 3	14		\$2607
4 - 5	16		\$4791
6 - 7	5		\$6955

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

## 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 of ten hours of work off the farm for pay. The number of work units for each class of livestock and each acre of crop are presented in Table 8.

Table 8. Number of Work Units for Each Class of Livestock and Each Acre of Crop

Item	No. of work units	Item	No. of work units
Dairy & dual purpose cows	10.0 per cow	Small grain	.5 per acre
Other dairy & dual-purpose cattle	3.5 per an. unit*	Sugar Beets	1.5 per acre
Beef breeding herd	3.5 per an. unit*	Sweet Corn	.7 per acre
Feeder cattle	.25 per 100 lbs.	Corn husked	.7 per acre
Sheep farm flock	1.5 per an. unit*	Corn hogged	.4 per acre
Sheep feeders	.3 per 100 lbs.	Corn, (shredded)	1.5 per acre
Hogs	.2 per 100 lbs.	Corn silage	1.0 per acre
Turkeys	.5 per 100 lbs	Corn fodder	1.0 per acre
Hens	20.0 per 100 hens	Alfalfa hay	.6 per acre
Canning Peas	.5 per acre	Soybean hay	.8 per acre
Soybeans for grain	.5 per acre	Other hay crop	.4 per acre

\*Animal-unit represents one dairy cow or bull, two other dairy cattle, 1 1/4 beef cows or bull, 1 feeder steer or heifer, 3 1/3 other beef cattle, 7 sheep, 14 lambs, 2 1/2 hogs, 5 pigs, 50 hens or 1,100 lbs. of turkeys produced.



Table 9. Measure of Farm Organization and Management Efficiency, 1962

Measures used in chart on page 13	Your Farm	Average of 43 Farms	10 Most Profitable Farms	10 Least Profitable Farms
Operator's earnings	\$ _____	\$3921	\$7964	\$ 152
(1) Crop Yields	_____	100	108	95
(2) Percent tillable land in high ret. crops*	_____	55.8	61.1	55.3
(3) Ret. for \$100 feed to prod. livestock **	_____	100	97	84
(4) Prod. livestock units per 100 A. ***	_____	24.3	21.6	24.8
(5) Size of business - work units	_____	470	449	438
(6) Work units per worker	_____	297	288	309
(7) Pow. Mach., Equip., Bldg. Expense per work unit	_____	13.52	14.12	14.23
Items related to some of the above measures:				
(3) Index of return for \$100 Feed from:				
Dairy cattle (see pgs 18 & 19)	_____	100	102	93
Beef brd. herd - Page 20	_____	100	172	34
Beef cattle feeders - Page 20	_____	100	98	74
Hogs - Page 17	_____	100	115	83
Sheep-farm flock-Page 21	_____	100	75	135
Chickens	_____	100	91	---
(4) Number of animal units	_____	70.5	79.2	59.5
(5) Work units on crops	_____	154	204	142
Work units on prod. lvstk	_____	307	236	288
Other work units	_____	9	9	8
(6) Number of family workers	_____	1.2	1.1	1.1
Number of hired workers	_____	.4	.5	.3
Total number of workers	_____	1.6	1.6	1.4
(7) Power expense per work unit	_____	6.47	7.52	6.68
Crop mach. exp. per work unit	_____	3.45	3.62	3.30
Lvstk equip. exp. per wk. unit	_____	.89	.62	1.02
Bldgs-fenc. exp. per wk. unit	_____	2.71	2.36	3.23

\*Crops are marked in Table 10 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 percent of tillable land in high return crops.

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

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



# THERMOMETER CHART

Using your figures from page 12, locate your standing with respect to the various measures of farm organization and management efficiency. The average from the 43 farms included in this summary are located between the dotted lines across the center of this page.

Oper. labor earn- ings	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.-bldgs exp. per Work unit
12000	140	71	140	40	675	380	5
11000	135	69	135	38	650	370	6
10000	130	67	130	36	625	360	7
9000	125	65	125	34	600	350	8
8000	120	63	120	32	575	340	9
7000	115	61	115	30	550	330	10
6000	110	59	110	28	525	320	11
5000	105	57	105	26	500	310	12
4000	100	55	100	24	475	300	13
3000	95	53	95	22	450	290	14
2000	90	51	90	20	425	280	15
1000	85	49	85	18	400	270	16
0	80	47	80	16	375	260	17
-1000	75	45	75	14	350	250	18
-2000	70	43	70	12	325	240	19
-3000	65	41	65	10	300	230	20
-4000	60	39	60	8	275	220	21

Table 10.

Distribution of Acres in Farm, 1962

	Crop Ratings*	Your Farm	Average of 43 farms
Flax	C	_____	14
Barley	C	_____	13
Wheat	C	_____	14
Oats & oat mixtures	D	_____	33
Rye	D	_____	2
Oat Silage	C	_____	1
Buckwheat	D	_____	__
Total small grain and peas		_____	77
Sugar Beets	A	_____	3
Corn grain	A	_____	79
Soybeans for grain	B	_____	32
Sweet Corn	A	_____	1
Corn or sorghum silage	B	_____	14
Total cultivated crops		_____	129
Alfalfa hay	B	_____	34
Other legume & mixtures	C	_____	1
Timothy & brome hay & seed	D	_____	__
Annual hay	D	_____	__
Total tillable land in hay		_____	35
Alfalfa pasture	B	_____	10
Other legume & mixtures	C	_____	1
Sudan and/or rape	C	_____	__
Other tillable pasture	D	_____	__
Total tillable land in pasture		_____	11
Soil Bank	A	_____	28
Tillable land not cropped	D	_____	1
Total tillable land		_____	281
Wild hay		_____	2
Non-tillable pasture		_____	30
Timber (not pastured)		_____	1
Roads and waste		_____	18
Farmstead		_____	9
Total acres in farm		_____	341
Percent land tillable		_____	77.8
Percent tillable land in high return crops		_____	55.2

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



Table 11 Crop Yields Per Acre, 1962

	Your Farm	No. of Farms growing each crop	Average of farms growing each crop
Flax, Bu.	_____	18	9.7
Barley, Bu.	_____	15	29.5
Wheat, Bu.	_____	37	22.0
Oats, Bu.	_____	39	51.5
Rye, Bu.	_____	1	29.9
Oat Silage, Tons	_____	1	9.0
Corn grain	_____	41	49.5
Sweet corn	_____	2	2.5
Soybeans, Bu.	_____	21	17.2
Corn Silage, Tons	_____	28	10.8
Alfalfa hay, Tons	_____	39	2.8
Timothy or brome hay, Tons	_____	2	1.9

## POWER AND MACHINERY EXPENSES

Power and machinery expense per crop acre is an indication of the economy with which capital is invested in these items. The crop acres per farm ranged from 126 to 1131 with an average of 241 (Table 12). The expenses are high on the farms with a small acreage. In some cases, low expenses for labor might be offset by high power and equipment costs. The farmer is interested in operating at the lowest cost for power, machinery and labor combined.

Table 12. Power and Machinery Expenses Per Crop Acre, 1962

	Your Farm	Average of 43 farms	10 most profitable farms	10 most profitable farms
Crop acres per farm	_____	241	351	206
Tractor and Horse exp. per Crop A.	_____	11.92	9.50	13.94
Crop & gen. mach. exp. per crop A.	_____	6.50	4.41	7.51

## AMOUNT OF LIVESTOCK

Table 13 Amount of Livestock, 1962

	Your Farm	Average of 43 farms	10 most profitable farms	10 most profitable farms
Number of milk cows	_____	10.6	5.1	14.3
Number of other dairy cattle	_____	11.9	10.5	15.8
Number of beef cattle (incl. feeders)	_____	52.6	130	30.4
Number of sheep*	_____	12.7	30.1	7.4
Number of hens	_____	251	26	---
Litter of pigs raised	_____	17.4	19.7	11.2
Pounds of hogs produced	_____	29777	36214	34517
Pounds of feeder cattle produced	_____	12542	16445	8160

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



# TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

The total "return over feed costs" for each class of livestock is shown in Table 14. This differs from the "return over feed" shown in the enterprise statement in that it is the total for each class of livestock instead of a return per head "per unit" or "per 100 pounds". These data indicate the relative importance of different classes of livestock as a source of income and as a market for feed. The total return is the same as the returns and net increases shown on page 5. The value of milk consumed by calves is included in the total returns from dairy or dual purpose cows and in the total feed cost for other dairy or dual purpose cattle. The value of milk consumed by calves is not included in either the total returns or the feed cost of "all dairy" or "all dual purpose" cattle. The return over feed is not a net return, but rather the amount available from the gross income, after paying the feed bill, to cover the outlay for hired labor, power, equipment, taxes, insurance, interest and veterinary bills and to provide a return for the use of family labor and capital.

Table 14. Total Feed Costs and Returns From Your Livestock Enterprise, 1962

	Dairy or dual purpose cattle		Beef breeding	
	Cows	Other	All	Herd
Total returns	_____	_____	_____	_____
Total feed cost	_____	_____	_____	_____
Total return over feed	_____	_____	_____	_____
	Feeder Cattle	Hogs	Farm Flock of Sheep	Chickens
Total returns	_____	_____	_____	_____
Total feed cost	_____	_____	_____	_____

Feed is the largest single item of cost for all classes of livestock. However, the proportion of the total cost represented by feed varies considerably between classes of livestock. Feed makes up approximately 45 percent of the total costs of maintaining dairy cattle and poultry, 50 percent in the case of a farm flock of sheep; and 75 to 90 percent for hogs, feeder cattle and feeder lambs. Consequently, it is necessary to secure a relatively higher return over feed from dairy cattle and poultry than from the other livestock, enterprises in order to be able to cover all the costs other than feed.

## HOGS

The return over feed cost per 100 pounds of hogs produced varied from \$7.32 for those farmers ranking in the upper one half in feeding efficiency to a return of \$3.45 for those in the lower one half with an average return over feed of \$5.44. Some of the important factors that affected return over feed were:

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



Table 15. Feed Costs and Returns From Hogs, 1962

Items	Your Farm	Average of 30 Farms	15 Farms highest in returns above feed	15 Farms Lowest in Returns Above Feed
Feed per cwt. hogs produced, lbs.:				
Corn	—	315	261	370
Small grain	—	69	64	75
Commercial feeds	—	66	64	68
60% alfalfa	—	1	1	1
Total concentrates	—	451	390	514
Skim milk and buttermilk	—	—	—	—
Feed cost per cwt. hogs prod.				
Concentrates	—	\$10.79	\$9.66	\$11.93
Skim milk and buttermilk	—	—	—	—
Pasture	—	.01	.01	.01
TOTAL FEED COSTS	—	\$10.80	\$9.67	\$11.94
Net increase in val. per cwt. hogs produced	—	\$16.24	\$16.99	\$15.49
RETURNS ABOVE FEED COST PER CWT. HOGS PRODUCED	—	5.44	7.32	3.55
RETURNS FOR \$100 OF FEED	—	153	177	129
Price received per cwt. hogs sold	—	\$17.45	\$17.36	\$17.56
No. of spring litters raised	—	13.3	16.5	10.0
No. of fall litters raised	—	11.6	14.4	8.9
Total no. of litters raised	—	24.9	30.9	18.9
No. of pigs born per litter	—	8.6	10.1	7.1
No. of pigs weaned per litter	—	6.8	8.1	5.5
Hogs purchased	—	2544	751	4338
Pounds of hogs produced	—	42681	42156	43206

#### DAIRY AND DUAL PURPOSE CATTLE

The quantity of feed consumed, value of feeds and returns from dairy cattle are presented in Tables 16, 17, and 18.

The return over feed cost per cow varied from \$29.22 to \$249.94 among the 20 herds covered by this study. Some of the important factors that affected the return over feed were:

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

Table 16. Factors of Cost and Returns from Dairy Cows, 1962

Items	Your Farm	Average of 20 farms	10 farms highest in butterfat per cow	10 farms lowest in butterfat per cow
Pounds of butterfat per cow	_____	361	408	314
Pounds of milk per cow	_____	9293	10681	7906
Price rec. per lb. B. F. sold (cents)	_____	94.1	92.2	95.9
Price rec. per lb. B. F.-whole milk	_____	94.1	92.2	95.9
Price rec. per 100 lbs.-milk	_____	3.21	3.20	3.21
Feeds per cow, lbs.:				
Corn	_____	2732	2730	2734
Small grain	_____	1091	1154	1028
Commercial feeds	_____	512	612	412
Legume hay	_____	5243	5147	5340
Other hay	_____	133	103	163
Fodder and stover	_____	- -	- -	- -
Total concentrates	_____	4335	4496	4174
Total dry roughage	_____	5376	5250	5503
Silage	_____	7258	8975	5542
Feed cost per cow:				
Concentrates	_____	\$ 90.11	\$ 97.77	\$ 82.45
Roughages	_____	74.83	78.48	71.19
Pasture	_____	9.35	9.30	9.40
TOTAL FEED COSTS	_____	\$174.29	\$185.55	\$163.04
Value of produce per cow:				
B. F. sales	_____	\$324.47	\$363.55	\$285.40
Dairy produce used in house	_____	7.82	6.74	8.90
Milk to livestock	_____	8.68	8.38	8.98
Net increase in value of cows	_____	-8.85	-5.04	-12.66
TOTAL VALUE PRODUCED	_____	\$332.12	\$373.63	\$290.62
RETURNS ABOVE FEED COST PER COW	_____	\$157.83	\$188.08	\$127.58
RETURNS FOR \$100 OF FEED	_____	205	204	206
Feed cost per lb. B. F. (cents)	_____	48.5	44.9	52.1
Number of cows*	_____	22.9	24.8	21.0

\*All dairy cows which have at some time in the past freshened are included in the dairy herd, and affect the average number of cows used in computing this table. There is some variation in the number of months of dry period per cow; however, this variation is small for the majority of farms.



Table 17. Feed Costs and Returns from Other Dairy and Dual Purpose Cattle, 1962

Items	Your Farm	Average of 20 farms	10 farms highest in butterfat per cow	10 farms lowest in butterfat per cow
Feeds per head, lbs.:				
Concentrates	_____	1640	2168	1112
Hay and fodder	_____	2464	2552	2377
Silage	_____	4980	2884	2148
Skim milk	_____	- -	- -	- -
Whole milk	_____	335	234	437
Feed cost per head:				
Concentrates	_____	\$ 29.35	\$ 31.61	\$ 27.09
Roughages	_____	30.05	32.85	27.24
Milk	_____	7.76	7.22	8.31
Pasture	_____	3.84	4.53	3.16
TOTAL FEED COSTS PER HEAD	_____	71.00	76.21	65.80
Net inc. in value of other cattle	_____	121.47	130.58	112.37
RETURNS ABOVE FEED COST PER HEAD	_____	50.47	54.37	46.57
RETURNS FOR \$100 OF FEED	_____	201	197	204
Number of head of other cattle	_____	25.5	28.5	22.5

Table 18. Feed Costs and Returns from all Dairy and Dual Purpose Cattle, 1962

Items	Your Farm	Average of 20 farms	10 farms highest in butterfat per cow	10 farms lowest in butterfat per cow
Feeds per animal units, lbs.:				
Concentrates	_____	3348	3052	3643
Hay and fodder	_____	4835	4960	4710
Silage	_____	6132	7097	5130
TOTAL FEED COSTS PER ANIMAL UNIT	_____	\$156.47	\$162.48	\$150.47
Value of produce per animal unit:				
Dairy products	_____	221.64	236.59	206.69
Net inc. in value dairy cattle	_____	68.05	66.89	69.21
TOTAL VALUE PRODUCED	_____	\$289.69	\$303.48	\$275.90
RETURNS ABOVE FEED PER ANIMAL UNIT	_____	\$133.22	\$141.00	\$125.43
RETURNS PER \$100 OF FEED	_____	198	191	206
Animal units of cattle	_____	31.4	34.2	28.7

Table 19. Feed Costs and Returns from Beef Cattle, 1962

Items	Your Farm	Average of all Farms
Beef breeding herd: No. of farms:		8
Feeds per animal unit, lbs.:		
Concentrates	_____	537
Legumes	_____	2238
Other hay	_____	585
Fodder and stover	_____	- -
Silage	_____	4911
Feed cost per animal unit:		
Concentrates	_____	\$11.99
Roughages	_____	41.12
Pasture	_____	16.07
TOTAL FEED COSTS	_____	\$69.18
Value of produce per animal unit:		
Dairy products	_____	- -
Net increase in value of animals	_____	95.23
TOTAL VALUE PRODUCED	_____	\$95.23
RETURNS ABOVE FEED COST PER ANIMAL UNIT	_____	26.05
RETURNS FOR \$100 OF FEED	_____	142
Number of cows and her bulls	_____	40.5
Number of animal units in the herd	_____	43.5
Lbs. beef produced	_____	18838
Feeding Cattle: No. of farms:		15
Feeds per cwt. beef produced:		
Corn	_____	575
Small grain	_____	16
Commercial feeds	_____	49
Legume hay	_____	259
Other hay	_____	35
Total concentrates	_____	640
Total hay and fodder	_____	294
Silage	_____	446
Feed cost per cwt. beef produced:		
Concentrates	_____	\$12.79
Roughages	_____	4.93
Pasture	_____	.09
TOTAL FEED COSTS	_____	\$17.81
Net increase in value of feeders	_____	26.15
RETURNS ABOVE FEED COST PER CWT. BEEF PRODUCED	_____	8.34
RETURNS FOR \$100 OF FEED	_____	151
Price paid per cwt. beef bought	_____	25.40
Price rec'd for feeder cattle sold	_____	23.93
Number of animal units	_____	64.8
Pounds of beef produced	_____	35952



Table 20. Feed Costs and Returns from a Farm Flock of Sheep, 1962

Items	Your Farm	Average of 4 Farms
Feeds per head,* lbs.:		
Concentrates	_____	313
Legume hay	_____	781
Other hay	_____	16
Silage	_____	124
Feed cost per head:		
Concentrates	_____	\$ 6.40
Roughages	_____	7.91
Pasture	_____	.93
TOTAL FEED COSTS	_____	<u>15.24</u>
Value of produce per head:		
Wool	_____	6.25
Net increase in value of sheep	_____	<u>18.91</u>
TOTAL VALUE PRODUCED	_____	<u>25.16</u>
RETURNS ABOVE FEED COST PER HEAD	_____	9.92
Returns for \$100 of Feed	_____	\$195
Price per cwt. of lambs sold	_____	\$ 19.09
Price per lb. wool sold (cents)	_____	43.6
Pounds of wool per sheep sheared	_____	11.2
Number of ewes kept for lambing	_____	100
Per cent of lamb crop**	_____	90
Per cent of death loss***	_____	12.7
Pounds of sheep produced	_____	10839
No. of head of sheep*	_____	132

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

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

# CHICKENS

The average return over feed from the 10 flocks included in this report was \$.98 cents per hen (Table 21).

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. Per cent of hens that are pullets.
5. Percentage death loss of hens

Table 21. Feed Costs and Returns from Chickens, 1962\*

Items	Your Farm	Average of 10 Farms
Feed per hen, lbs.:		
Grain	_____	59
Commercial feed	_____	65
Total concentrates	_____	124
Skim milk and buttermilk	_____	_____
TOTAL FEED COST PER HEN	_____	\$3.44
Value of produce per hen:		
Eggs sold and used in house	_____	4.35
Net increase in value of chickens	_____	.07
TOTAL VALUE PRODUCED	_____	\$4.42
RETURNS ABOVE FEED COST PER HEN	_____	\$ .98
RETURNS FOR \$100 OF FEED		\$126
Price rec'd, per doz. eggs sold (cts)	_____	.26.8
Eggs laid per hen	_____	204
Ave. no. hens on farm during year	_____	1080
Per cent of hens that are pullets	_____	89
Per cent death loss of hens	_____	9

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



Table 21. Summary of Miscellaneous Items by Years

	1953-58	1959	1960	1961	1962
<b>Acres in Farm</b>					
Small grains	72.1	34.3	64.5	83	76.6
Cultivated crops	88.8	172.2	153.7	146	129.6
Tillable land in hay	31.8	30.9	32.7	31	35.2
Tillable land in pasture	12.1	5.2	7.6	9	11.1
Soil Bank	1.5	-----	-----	25	27.9
Tillable land not cropped	2.0	-----	1.9	1	.9
Total tillable land	208.3	242.6	260.4	295	281.3
Wild hay & non-tillable pasture	28.9	22.9	32.8	26	32.4
Other non-tillable land	32.2	37.5	25.5	27	27.5
Total acres in farm	269.4	303.0	318.7	348	341.2
<b>Yields per acre</b>					
Flax, bu.	10.5	8.9	13.1	11.2	9.7
Barley, bu.	32.2	38.1	37.7	39.5	29.5
Wheat, bu.	20.9	22.4	26.1	27.0	22.0
Oats, bu.	41.4	43.1	55.6	56.6	51.5
Oat silage, ton	.8	5.8	5.8	8.6	9.0
Corn grain, bu.	49.1	48.8	57.7	55.0	49.5
Soybeans, bu.	19.5	19.7	20.8	20.3	17.2
Corn silage, tons	8.8	10.3	10.3	10.5	10.8
Alfalfa hay, tons	2.6	2.6	2.8	2.0	2.8
<b>Measures of fm. org. &amp; management:</b>					
Percent of land in high ret. crops	51.6	67.2	59.2	57.5	55.8
Prod. L.S. units per 100 A.	19.3	38.0	23.3	24.6	24.3
Size of business, work units	347.8	519	469	540	470
Work units per worker	235.2	325	312	338	297
Exp. per work unit	\$11.26	\$11.64	\$10.64	\$10.44	\$13.52
<b>Return above feed cost per:</b>					
Dairy cow	\$86.30	\$145.92	\$119.44	\$171.15	\$157.43
An. unit in beef breeding herd.	25.22	76.52	53.59	4.23	26.05
100 lbs. feeder cattle prod.	3.41	2.30	3.92	5.41	8.34
100 lbs. hogs produced	6.11	1.07	6.65	5.34	5.44
Head native sheep	4.65	-----	.97	3.79	9.92
Hen	1.20	-.14	.78	1.64	.98
<b>Feed cost per:</b>					
Dairy cow	\$135.00	\$136.18	\$147.80	\$174.51	\$174.29
An. unit in beef breeding herd	13.52	57.94	51.84	73.54	69.18
100 lbs. feed cattle produced	19.21	17.92	16.22	15.56	17.81
100 lbs. hogs produced	11.81	9.91	10.05	9.83	10.80
Head native sheep	7.91	-----	10.83	9.39	15.24
Hen	3.75	3.95	2.98	3.54	3.44

Table 21. Summary of Miscellaneous Items by Years (continued)

	1953-58	1959	1960	1961	1962
Misc. livestock information					
No. dairy & dual purpose cows	14.30	17	10.4	8.7	10.6
Lbs. beef produced	11780	30424	12299	13624	12542
Litter of pigs	9.3	--	13.0	19.3	17.4
Lbs hogs produced	18198	33173	27936	40612	29777
Number of hens	247	291	276	317	251
Lbs. butterfat per milk cow	280	311	324	364.6	361
No. of pigs weaned per litter	6.5	7.3	6.5	106.6	6.8
Percent lamb crop	--	--	197	101	90
Eggs per hen	180	199	161	215	204
Price received per:					
Lb. butterfat sold as milk	.865	.887	.873	.888	94.1
100 lbs fat cattle	19.58	25.10	22.89	22.36	23.93
100 lbs hogs	18.29	14.05	15.37	16.24	17.45
100 lbs lambs	15.63	--	17.84	14.26	19.09
Lbs. of wool	.336	--	.443	.50	44.7
Dozen eggs	.321	.248	.282	.295	26.8
Price of feed:					
Corn, bu.	1.20	.98	.96	.94	.96
Oats	.63	.58	.58	.60	.61
Barley, bu.	.97	.92	.87	.93	.99
Alfalfa hay, ton	17.46	22.00	19.50	19.50	19.
Timothy hay, ton	10.22	14.15	11.10	13.90	13.55
Corn silage, ton	5.90	6.60	6.50	6.75	6.50
Soybean meal, cwt.	3.84	3.85	3.83	4.35	4.40



Table 22. Summary of Farm Earnings by Years

	1953-58	1959	1960	1961	1962
No. of farms	39	16	38	35	43
Farm receipts:					
Dairy & dual purpose cattle	\$ 726	\$ 724	\$ 768	\$ 970	\$ 997
Dairy products	2342	2682	2856	2966	3412
Beef cattle	3000	15373	6033	5802	6789
Hogs	2742	5906	4535	6551	5452
Sheep and wool	131	65	182	1020	313
Horses	6	-----	-----	-----	-----
Poultry	103	90	112	146	76
Eggs	825	1369	1364	2371	1394
Corn	1537	2290	3268	3878	2511
Small grain	1315	753	1342	2611	1883
Other crops	995	1190	1558	2297	1931
Machinery & equipment sold	203	265	256	361	487
Income from work off farm	339	319	347	572	414
Miscellaneous	185	217	180	526	856
Total farm sales	\$17749	\$31243	\$22801	\$29471	\$26515
Increase in farm capital	1612	920	4044	1473	2448
Family living from the farm	249	244	286	316	295
Total farm receipts	\$16310	\$32407	\$27131	\$31260	\$29258
Farm expenses:					
Dairy & dual purpose cattle	\$ 226	\$ -----	\$ 236	\$ 140	\$ 239
Beef cattle bought	1630	5250	3549	3477	3922
Hogs bought	307	4165	745	761	607
Sheep bought	38	591	345	42	49
Horses bought	4	-----	-----	-----	2
Poultry bought	101	253	118	321	282
Misc. livestock expense	256	530	482	597	612
Feed bought	1796	6489	3877	4623	4701
Fertilizers	341	901	714	933	795
Other crop expenses:	529	874	790	855	953
Custom work hired	478	674	588	752	636
Gas, oil, & grease bought	821	1127	1130	1123	1164
Repairs for mechanical power	363	555	562	620	624
Repair & upkeep of real estate	166	141	166	257	321
Rep. & upkeep of crop mach.	296	498	388	565	502
Rep. & upkeep of livestock	85	156	92	146	129
Wages of hired labor	434	896	431	876	799
Electricity expense	148	246	238	278	255
Real estate & per. prop. tax	558	943	966	1169	983
General farm expense	174	321	240	304	304
Total cash operating expense	\$8751	\$24610	\$15657	\$17839	\$17879
Capital purchases-mech. power	667	804	487	614	939
-crop and gen. mach.	894	1400	1214	1152	1328
-livestock equipment	215	688	369	424	476
-bldg. and fencing	561	603	602	1566	989
Total farm purchases	\$11088	\$28105	\$18329	\$21595	\$21611
Decrease in farm capital	-----	-----	-----	-----	-----
Interest on farm capital	2118	3609	3240	3530	3238
Unpaid family labor	321	263	381	345	341
Board furnished hired labor	97	135	40	100	147
Total farm expense	\$13624	\$32112	\$21990	\$25570	\$25337
Labor earnings	2686	295	5141	5690	3921
N Net Cash Income	\$3361	\$3138	\$4472	\$7876	\$4904