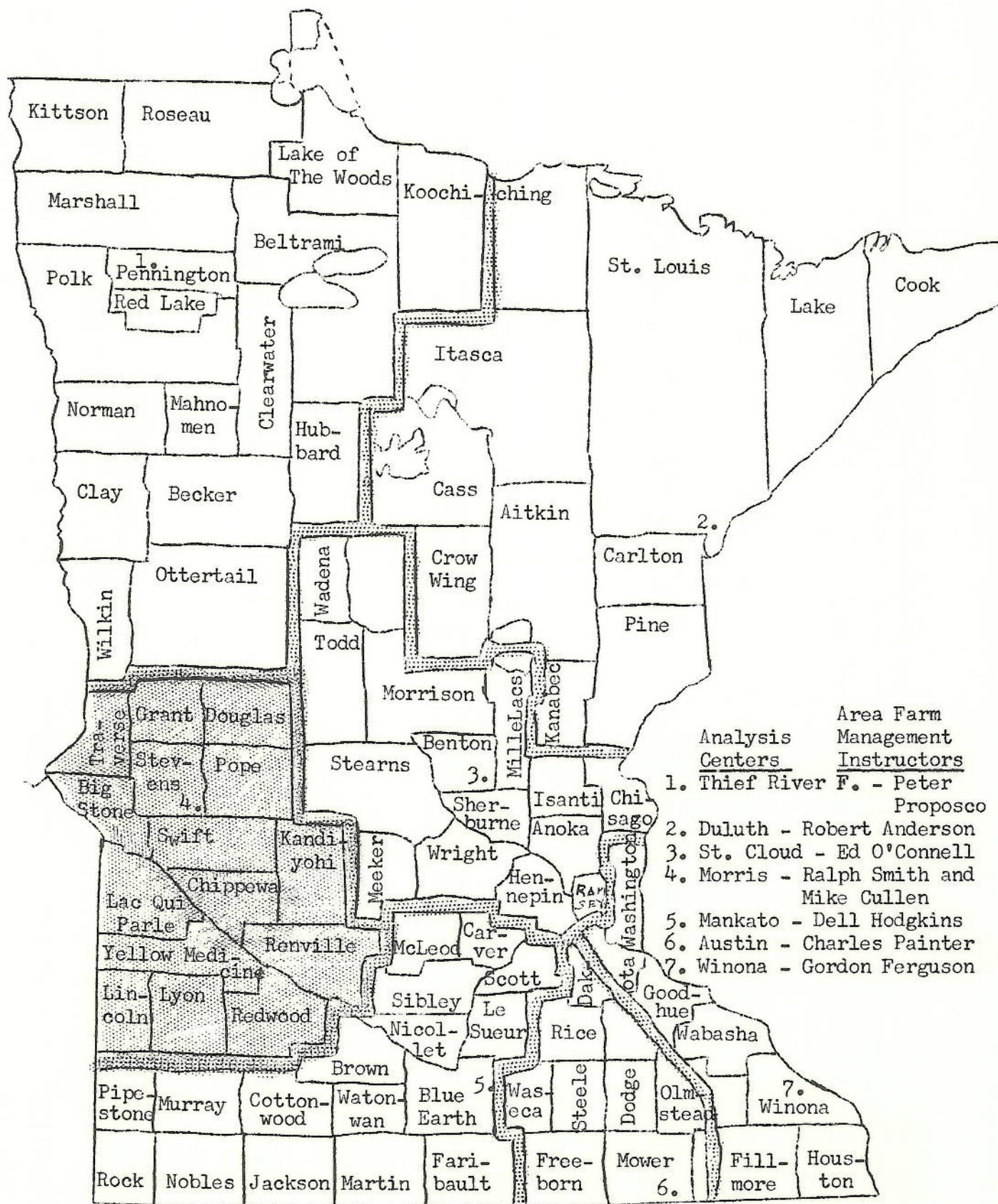


1963 REPORT  
ANNUAL REPORT  
WEST CENTRAL MINNESOTA  
FARM MANAGEMENT SERVICE

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

Report No. 273  
Department of Agricultural Economics  
Institute of Agriculture  
St. Paul 1, Minnesota  
March, 1964

# VO-AG FARM MANAGEMENT AREAS



\* Shaded Area Served By The Morris Analysis Center



1963 REPORT OF THE FARM MANAGEMENT SERVICE FOR VOCATIONAL  
AGRICULTURE IN WEST CENTRAL MINNESOTA

T.R. Nodland, R. E. Smith and Mike Cullen

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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 T. R. Nodland of the University of Minnesota Department of Agricultural Economics with assistance from Mike Cullen, Area Vo-Ag Coordinator, Willmar Community College, and R. E. Smith, West Central School and Experiment Station. The Department of Agricultural Education was represented by M. J. Peterson and the Agricultural Extension Service by Hal Routh. 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 8 schools in West Central Minnesota. The following tabulation shows by schools the number of 1963 farm records submitted:

SCHOOL	No. of Records	INSTRUCTOR
Alexandria . . . . .	18 . . . . .	Bernard Sonstegard
Appleton . . . . .	1 . . . . .	Norman Brakken
Canby . . . . .	3 . . . . .	Dwain Englund
Hoffman . . . . .	23 . . . . .	Edgar Persons
Madison . . . . .	3 . . . . .	James Bull
Renville . . . . .	3 . . . . .	Marlyn Wacholz
Walnut Grove . . . . .	1 . . . . .	Allen Buhler
Willmar . . . . .	2 . . . . .	Mike Cullen
TOTAL	54	

The data for 45 farms are shown in the tables on succeeding pages. Nine farmers were omitted from the averages because the records were not sufficiently complete.

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 a relatively small amount of capital.

#### FARM INVENTORIES

The capital investment per farm varied from \$24,989 to \$145,238. The average investment for all farms included in this report and for the one-third high and the one-third low in operator's labor earnings is shown in Table 1.

Landlords or partners supplied some capital in 27 out of the 45 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

Labor 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 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 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, 1963\*

Items	Your Farm		Average of 45 Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farm (acres)			291	
Size of business (work units)**			513	
Dairy cows			\$ 3021	\$ 3003
Other dairy cattle			2029	1892
Beef cattle (incl. feeders)			6148	6543
Hogs			1210	1242
Sheep (incl. feeders)			169	214
Poultry (incl. turkeys)			425	428
Productive livestock (TOTAL)			13002	13322
Horses			16	16
Crop, seed and feed			4682	6065
Auto (farm share)			899	963
Tractors			1716	1621
Crop and general machinery			3712	3926
Livestock equipment			1473	1723
Machinery and equipment (TOTAL)			7800	8233
Land			21295	21295
Buildings, fences, etc.			9925	10814
Total farm capital managed			\$56720	\$59745

	15 Most Profitable Farms		15 Least Profitable	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farms (acres)	328		287	
Size of business (work units)**	632		508	
Dairy cows	\$ 3455	\$ 3514	\$ 2867	\$ 2839
Other dairy cattle	2310	2247	2126	2127
Beef cattle (incl. feeders)	8564	8881	6984	6003
Hogs	784	1069	1487	1193
Sheep (incl. feeders)	236	260	257	357
Poultry (incl. turkeys)	756	811	435	439
Productive livestock (TOTAL)	16105	16782	14156	12958
Horses	- -	- -	48	47
Crop, seed and feed	5311	6763	4060	5270
Auto (farm share)	982	962	797	818
Tractors	2040	1891	1342	1519
Crop and general machinery	3651	3937	3539	3956
Livestock equipment	1597	1671	1645	2042
Machinery & equipment (TOTAL)	8270	8461	7323	8335
Land	22495	22495	21012	21012
Buildings, fences, etc.	10878	11536	9375	11166
Total farm capital managed	\$63059	\$66037	\$55974	\$58788

\*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), 1963

Items	Your Farm	Average of 45 Farms	15 Most Profitable Farms	15 Least Profitable Farms
<b>FARM RECEIPTS</b>				
Dairy cattle	_____	\$ 1367	\$ 1910	\$ 1135
Dairy products	_____	4621	5437	4489
Beef cattle (incl. feeders)	_____	6301	5521	8753
Hogs	_____	3547	2712	3956
Sheep & wool (incl. feeders)	_____	238	350	340
Poultry (including turkeys)	_____	1579	4594	85
Eggs	_____	1361	2316	1475
Corn	_____	1774	3487	797
Small grain	_____	1283	1704	725
Other Crops	_____	1605	2060	890
Mach. & equip. sold & gas tax	_____	336	361	406
Income from work off the farm	_____	475	493	428
Miscellaneous	_____	348	325	373
(1) Total Farm Sales	_____	24835	31270	23852
(2) Increase in Farm Capital	_____	3025	2978	2814
(3) Family living from the farm	_____	306	279	319
(4) Total farm receipts 1+2+3	_____	\$28166	\$34527	\$26985
<b>FARM EXPENSES</b>				
Dairy Cattle Bought	_____	\$ 139	\$ 102	\$ 184
Beef cattle bought(feeders also)	_____	3493	2819	4557
Hogs bought	_____	295	77	276
Sheep bought(incl.feeders)	_____	47	40	88
Poultry bought	_____	461	885	486
Misc. livestock expense	_____	658	869	544
Feed bought	_____	5655	7131	6642
Fertilizers	_____	669	702	533
Other crop expenses	_____	796	903	786
Custom work hired	_____	859	942	992
Gas, oil, grease (farm share)	_____	982	1096	882
Rep. of mech. power(farm share)	_____	573	513	648
Rep. & upkeep of real estate	_____	271	310	179
Rep. & upkeep of crop-gen. mach.	_____	391	424	405
Rep. & upkeep of lvstk. equip.	_____	127	125	112
Wages of hired labor	_____	502	873	329
Electricity (farm share)	_____	257	313	233
Real estate-Per.Prop. Taxes	_____	946	1086	915
General farm expense	_____	287	338	284
(5) Total cash operating expense	_____	\$17408	\$19548	\$19075
(6) Cap.pur-mech pow.(f.share)	_____	542	441	686
(7) " " crop & gen.mach.	_____	999	1185	1082
(8) " " Livestock equip.	_____	495	347	618
(9) " " bldgs. & fencings	_____	1479	1264	2503
(10) Total Farm purchases 5-9	_____	\$20923	\$22785	\$23964
(11) Decrease in farm capital	_____	- -	- -	- -
(12) Interest farm capital	_____	2912	3227	2869
(13) Unpaid family labor	_____	604	512	742
(14) Board for hired labor	_____	65	95	75
(15) Total farm expenses 10-14	_____	24504	26619	27650
(16) Labor earnings 4-15	_____	\$ 3662	\$ 7908	\$ -665

Table 3. Summary of Farm Earnings (Enterprise Statement), 1963\*

Items	Your Farm	Average of 45 Farms	15 Most Profitable Farms	15 Least Profitable Farms
<b>RETURNS &amp; NET INCREASES</b>				
Dairy cows	_____	\$ 4721	\$ 5629	\$ 4476
Other dairy cattle	_____	1511	1891	1332
Beef breeding herd	_____	601	1439	291
Feeder cattle	_____	2393	1649	2866
Hogs	_____	3318	2949	3418
Sheep-farm flock	_____	237	335	351
Chickens & turkeys	_____	2508	6098	1110
All productive livestock	_____	15289	19990	13844
Value of feed fed to livestock	_____	11604	13657	12550
Ret. over feed from livestock	_____	3685	6333	1294
Crops, seed, and feed	_____	10448	13507	8140
Income from labor off farm	_____	224	259	219
Agricultural conservation pay	_____	13	8	8
Miscellaneous	_____	335	317	365
(1) Total Ret's and Net Increase	_____	\$ 14705	\$ 20424	\$ 10026
<b>EXPENSES AND NET INCREASES</b>				
Truck	_____	\$ 343	\$ 372	\$ 354
Auto (farm share)	_____	420	439	398
Tractor	_____	1087	1193	1002
Elec. & gas engine exp.(farm)	_____	237	253	234
Hired Power	_____	368	442	375
Total Power	_____	2455	2699	2363
Crop & general machinery	_____	1070	1222	907
Livestock equipment	_____	363	388	331
Buildings, fencing, tiling	_____	851	890	888
Misc. productive livestock exp.	_____	658	870	544
Labor	_____	1501	1796	1590
Real estate taxes	_____	737	848	719
Personal property tax	_____	209	238	196
Insurance	_____	132	165	133
General Farm	_____	155	173	151
Interest on farm capital	_____	2912	3227	2869
(2) Total expenses & net dec.	_____	11043	12516	10691
(3) Labor earnings (1) - (2)	_____	\$ 3662	\$ 7908	\$ -665

\*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 slightly more than 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, 1963.

Items	Your Farm	Average of 45 Farms	Your Farm	Average of 45 Farms
Adult equiv. - family	_____			
- others	_____			
Whole milk	_____	1028 qts.	_____	\$ 85
Cream	_____	4 pts.	_____	2
Beef	_____	714 lbs.	_____	141
Hogs	_____	318 lbs.	_____	52
Lamb and mutton	_____	2 lbs.	_____	- -
Poultry	_____	76 lbs.	_____	16
Eggs	_____	39 doz.	_____	10
				\$306

## 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 \$364 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, 1963

Items	Your Farm	Average of 21 Farms
Number of persons - family	_____	5.0
Number of adult equiv. - family	_____	3.9
- other*	_____	.1
Food and meals bought	_____	\$ 964
Operating and supplies	_____	308
Furnishings and equipment	_____	249
Clothing and clothing materials	_____	322
Personal care, personal spending	_____	110
Education, recreation and devel.	_____	167
Gifts and special events	_____	158
Medical care and health ins.	_____	331
Church, welfare	_____	242
Personal share auto expense	_____	181
Operator's share of upkeep dwelling	_____	64
Household share of electric expense	_____	140
Total cash living expense	_____	\$3236
Household and personal share of new auto	_____	230
New dwelling	_____	190
Taxes and other deductions	_____	173
Life Insurance	_____	208
Other savings and investments	_____	337
Total Household and personal cash expense	_____	\$4374
Total family living from the farm	_____	299
Total cash expense and prequis.	_____	\$4673
Receipts:		
Return to capital and family labor	_____	\$3300
Income from outside investments	_____	59
Sale of investments	_____	66
Miscellaneous	_____	650

\*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, 1963 (Operator's Share)

Items	Your Farm		10 Owners	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total acres in farm			240	
Owned			240	
Rented			---	
Total farm capital			\$51896	\$56912
Stocks and Bonds			804	831
Life insurance			1482	1540
Accounts receivable			- - -	27
Shares in co-ops			1691	1758
Outside real estate			- - -	233
Cash on hand			722	1059
Household furn. & clothing			2809	2928
Auto (pers. share)			572	582
Dwelling			4069	4212
Total h.h. & pers. assets			\$12149	\$13170
TOTAL ASSETS			\$64045	\$70082
Federal Land Bank Mortgage			3237	4167
Other mortgage on land operated			13331	13292
FHA chattel mortgages			- - -	130
Production Credit Association			2599	4705
Other chattel mortgages			722	1941
Notes payable			567	1031
Accounts payable			151	305
TOTAL LIABILITIES			\$20607	\$25571
Farmers net worth			43438	44511
Gain in net WORTH				+1073

Items	15 Part Owners		5 renters	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total acres in farm	370		265	
Owned	214		---	
Rented	156		265	
Total Farm Capital	\$48663	\$48227	\$23554	\$24005
Stocks & bonds	802	977	43	45
Life insurance	2148	2246	452	473
Accounts receivable	25	59	46	113
Shares in co-ops	922	1115	141	185
Outside real estate	10	1590	---	---
Cash on hand	2558	2812	485	899
Household furn. & clothing	2710	2756	2660	2908
Auto (pers. share)	388	391	244	390
Dwelling	3814	3650	---	---
Total h.h. & pers. assets	\$13377	\$15596	\$4071	\$5013
TOTAL ASSETS	\$62040	\$63823	\$27625	\$29018
Federal Land Bank Mortgage	2371	2283	---	---
Other mortgages on land opr.	8727	9717	---	---
FHA chattel mortgage	- - -	- - -	1297	1724
Production Credit Association	4470	4119	---	---
Other chattel mortgages	5249	5453	660	1000
Notes Payable	5171	5285	9490	10939
Accounts Payable	1300	1201	1132	811
TOTAL LIABILITIES	\$27288	\$28058	\$12579	\$14474
Farmers net worth	34752	35765	15046	14544
Gain in net WORTH		\$+1013		\$ -502



Table 7. Summary of Farm Earnings by Tenure, 1963 (Operator's Share)

Items	Your Farm	10 Owners	15 part owners	5 renters
<b>FARM RECEIPTS</b>				
Dairy Cattle		\$ 1287	\$ 856	\$ 887
Dairy Products		4401	2823	2000
Beef Cattle (incl. feeders)		4849	11532	4741
Hogs		2666	4387	4161
Sheep & wool (incl. feeders)		51	672	18
Poultry (incl. turkeys)		11	4577	295
Eggs		108	2036	5382
Corn		661	2754	232
Small grain		765	1947	1116
Other crops		1742	1417	1738
Mach. & equip. sold, gas tax		204	364	182
Income from work off the farm		277	738	516
Miscellaneous		218	444	480
(1) Total farm sales		17240	34547	21748
(2) Increase in farm capital		5016	- -	451
(3) Family living from the farm		270	272	260
(4) Total farm receipts 1+2+3		22526	34819	22459
<b>FARM EXPENSES</b>				
Dairy and dual purpose bought		\$ 176	\$ 71	\$ 183
Beef cattle bought(Incl.Feeder)		3184	5572	2439
Hogs bought		380	260	153
Sheep bought (incl. feeders)		26	124	- -
Poultry bought (incl. turkeys)		2	1193	552
Miscellaneous livestock exp.		686	691	795
Feed bought		2621	9614	7123
Fertilizers bought		814	849	738
Other crop expense		606	995	552
Custom work hired		792	1215	709
Gas,Oil,Grease bought(farm)		831	1222	1041
Rep. of mech. power(farm)		566	654	501
Rep. & upkeed of real estate		208	228	312
Rep. & upkeep crop & gen.mach.		294	497	362
Rep. & upkeep of lvstock equip.		102	154	128
Wages of hired labor		99	872	374
Electric expense(farm share)		194	238	266
Real estate & pers.prop. tax		834	754	199
Cash rent		---	478	616
General farm expense		307	257	232
Interest paid		1008	1319	494
(5)Total cash operating exp.		13730	27257	17769
(6)Capital purchases-Mech.P.		466	452	271
(7)Cap. purchases-crop-g.mach.		654	959	492
(8)Cap. purchases-lvstck equip.		721	173	546
(9)Cap. purchases-bldgs.-land		2294	264	149
(10)Total farm purchases 5-9		17865	29105	19227
(11)Decrease in farm capital		- - -	436	- - -
(12)Interest on farm capital		1712	1103	695
(13)Unpaid family labor		520	472	360
(14)Board for hired labor		7	142	33
(15)Total farm expense 10-14		20104	31258	20315
(16)Labor Earnings 4-15		2422	3561	2144
(17)Return to capital and family labor 16		4654	5116	3199

## RETURNS TO CAPITAL AND FAMILY LABOR

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

The average return to capital and family labor for 10 owners, 15 part owners, and 5 renters is shown in Table 7. The statement includes only the operator's share of the earnings of the partnership. The earnings as shown in Table 7 are on an actual basis as compared to the full-owner basis in 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 labor earnings of those farmers ranking in the upper 33 percent of the range according to earnings was \$7908 and of those in the lower 33 percent was \$ -665. This is a range of \$8573 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   |                          |

### Labor Earnings:

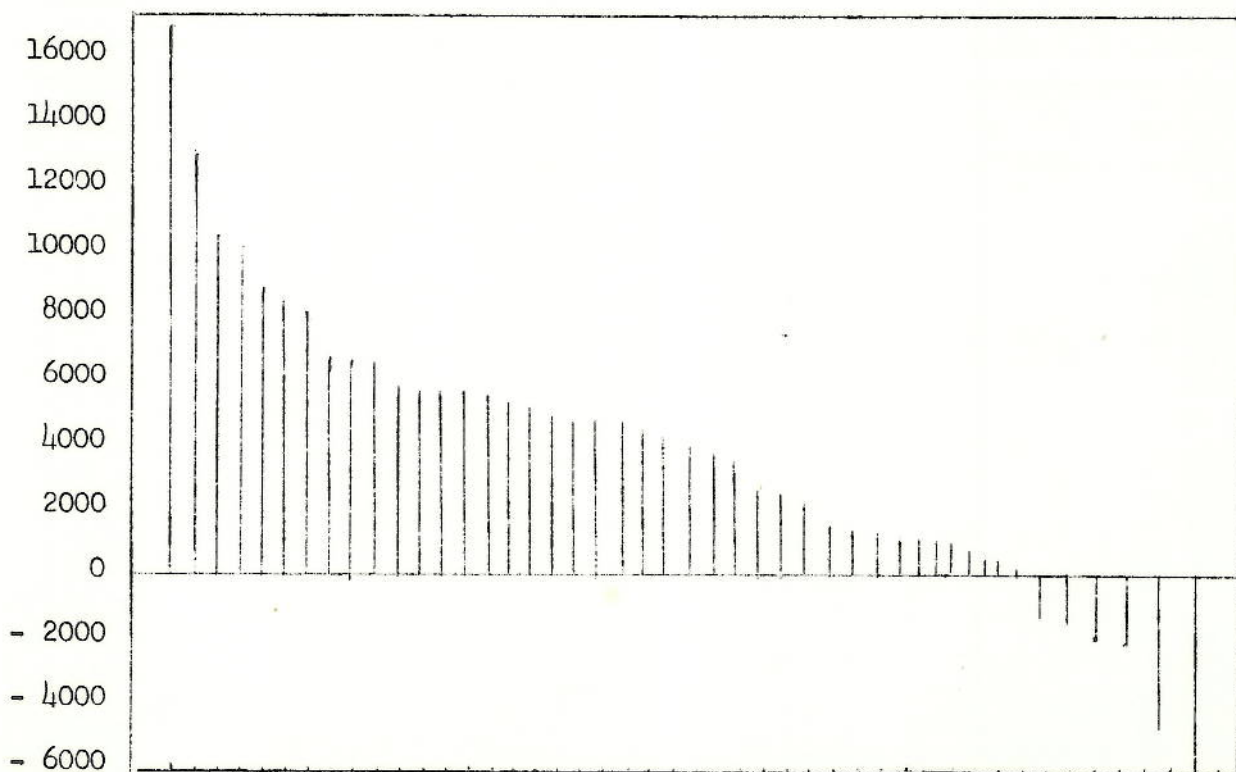


Figure 1. Range in Labor Earnings. Each line represents the earning of one farmer.

\*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." U of M, Dept. Ag. Econ., No. 219, Nov., 1954.



# 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#	Corn husked	.7 per acre
Sheep farm flock	1.5 per an. unit*	Corn silage	1.0 per acre
Sheep feeders	.3 per 100#	Alfalfa hay	.6 per acre
Hogs	.2 per 100#	Soybean hay	.8 per acre
Turkeys	.5 per 100#	Other hay crop	.4 per acre
Hens	20.0 per 100 hens		
Canning Peas	.5 per acre		
Soybeans for grain	.5 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, 1963

Measures used in chart on page 13	Your Farm	Average of 45 Farms	15 Most Profitable Farms	15 Least Profitable Farms
Labor earnings	\$ _____	\$ 3662	\$7908	\$ -665
(1)Crop Yields	_____	100	106	91
(2)Percent tillable land in high ret. crops*	_____	55.3	54.6	55.8
(3)Ret. for \$100 feed to prod. livestock**	_____	100	108	84
(4)Prod. livestock units per 100 A.***	_____	29.5	27.1	35.3
(5)Size of business - work units	_____	513	632	508
(6) Work units per worker	_____	342	395	317
(7) Pow. Mach., Equip., Bldg. Expense per work unit	_____	\$ 10.47	\$ 9.41	\$ 10.20

Items related to some of the above measures:

3. Index of return for \$100 Feed from:

Dairy cattle(Pp. 18 & 19)	_____	100	117	87
Beef brd. herd -Page 20	_____	100	---	95
Beef cattle feeders-P.20	_____	100	59	97
Hogs - Page 17	_____	100	107	90
Sheep-Farm flock-p. 21	_____	100	---	---
Turkeys	_____	100	---	---
Chickens	_____	100	---	---
4.Number of animal units	_____	83.2	97.3	92.2
5. Work units on crops	_____	130	149	119
Work units on prod.lvstk.	_____	361	457	367
Other work units	_____	22	26	22
6. Number of family workers	_____	1.3	1.2	1.4
Number of hired workers	_____	.2	.4	.2
Total number of workers	_____	1.5	1.6	1.6
7.Power expense per work unit	_____	5.47	4.98	5.43
Crop mach.exp.per work unit	_____	2.31	2.16	2.01
Lvstk equip. exp. per wk. unit	_____	.74	.59	.63
Bdgs-fenc.exp. per wk.unit	_____	1.95	1.68	2.13

\*Crops are marked in Table 10 as A, B, C, and D. All of the 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 45 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 Per Worker	Pow.Mach Eq.Bldgs exp. per Work Unit	
11000	140	71	140	54	900	550	3
10000	135	69	135	51	850	525	4
9000	130	67	130	48	800	500	5
8000	125	65	125	45	750	475	6
7000	120	63	120	42	700	450	7
6000	115	61	115	39	650	425	8
5000	110	59	110	36	600	400	9
4000	105	57	105	33	550	375	10
3000	100	55	100	30	500	350	11
2000	95	53	95	27	450	325	12
1000	90	51	90	24	400	300	13
0	85	49	85	21	300	275	14
-1000	80	47	80	18	300	250	15
-2000	75	45	75	15	250	225	16
-3000	70	43	70	12	200	200	17
-4000	65	41	65	9	150	175	18
-5000	60	39	60	6	100	150	19

Table 10. Distribution of Acres in Farm, 1963

		No. Crop Raising Ratings* Each Crop	Your Farm	Average of 45 farms
Flax	C	15	_____	11.1
Barley	C	7	_____	4.1
Wheat	C	31	_____	10.8
Oat Silage	C	3	_____	.7
Oats & Oat Mixture	D	43	_____	39.6
Miscellaneous	D	1	_____	.1
Total Small Grain & Peas		45	_____	66.4
Potatoes	A	1	_____	.1
Corn Grain	A	45	_____	70.0
Soybeans for Grain	B	13	_____	10.2
Sweet Corn	A	1	_____	.9
Corn or Sorghum Silage	B	36	_____	17.0
Total Cultivated Crops		45	_____	98.2
Alfalfa Hay	B	44	_____	37.1
Other Hay & Seed Crops	D	4	_____	.8
Total Tillable Land in Hay		44	_____	37.9
Alfalfa Pasture	B	23	_____	9.7
Other Tillable pasture	D	5	_____	.8
Total Tillable Land -Pasture		25	_____	10.5
Soil Bank	B	21	_____	11.8
Tillable Land Not Cropped	D	6	_____	1.1
Total Tillable Land		45	_____	225.9
Wild Hay		16	_____	3.5
Non-Tillable Pasture		34	_____	30.7
Timber (not pastured)		9	_____	5.6
Roads and Waste			_____	17.0
Farmstead			_____	8.4
Total Acres in Farm			_____	291.1
Percent Land Tillable			_____	76.7
Percent Tillable Land in High Return Crops			_____	55.3

\*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, 1963

	Your Farm	No. of Farms growing each crop	Average of farms growing each crop
Flax	_____	15	12.5
Barley, Bu.	_____	7	44.9
Wheat, Bu.	_____	31	26.6
Oat Silage, Tons	_____	3	9.2
Oats, Bu.	_____	43	55.8
Corn grain	_____	45	65.0
Soybeans, Bu.	_____	13	24.8
Corn Silage, Tons	_____	36	10.2
Alfalfa Hay, Tons	_____	44	3.4
Soil Bank	_____	21	40.64
Wild Hay, Tons	_____	16	.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 106 to 717 with an average of 206 (Table 12). The expenses are high on the farms with a small acreage. In some cases, the 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, 1963

	Your Farm	Average of 45 farms	15 Most Profitable Farms	15 Least Profitable Farms
Crop acres per farm	_____	206	237	185
Tractor exp. per Crop A.	_____	\$5.45	\$5.15	\$5.74
Crop & gen. mach. exp. per crop A.	_____	5.66	5.31	6.01

## AMOUNT OF LIVESTOCK

Table 13 Amount of Livestock, 1963

	Your Farm	Average of 45 farms	15 Most Profitable Farms	15 Least Profitable Farms
Number of milk cows	_____	15.0	17.1	15.5
Number of other dairy cattle	_____	19.4	20.9	22.3
Number of beef cows	_____	3.6	5.5	4.2
Number of feeder cattle	_____	27.8	25.1	35.5
Ewes	_____	10.3	14.1	16.0
Number of hens	_____	229	304	313
Litter of pigs raised	_____	12.7	13.1	13.5
Pounds of hogs produced	_____	23261	18899	23954
Pounds of feeder cattle produced	_____	15067	13809	17040



# 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, 1963

	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 averaged \$3.77 for 21 farms with breeding stock. Ten farms with purchased feeder pigs averaged \$3.08 return over feed. 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, 1963

Items	Your farm	Average of 21 farms with breeding stock	Average of 10 farms with purchased feeder pigs
Feed per cwt. hogs produced, lbs.:			
Corn	_____	253	329
Small grain	_____	88	70
Commercial feeds	_____	88	43
Total concentrates	_____	429	442
Feed cost per cwt. produced	\$ _____	\$11.23	\$10.20
Net increase in value per cwt. produced	\$ _____	\$15.00	\$13.28
Return above feed cost per cwt. produced	\$ _____	\$ 3.77	\$ 3.08
RETURN FOR \$100 FEED	\$ _____	142.00	136.00
Price received per cwt. sold	\$ _____	\$15.31	\$15.20
Total number of litters raised	_____	27	1
No. of pigs born per litter	_____	9.6	7.7
No. of pigs weaned per litter	_____	7.8	5.8
No. of feeder pigs purchased	_____	- -	79
Total weight of feeders purchased	_____	- -	3434
Price paid per feeder pig	\$ _____	- -	\$10.50
Pounds of hogs produced	_____	40856	18656

#### 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 \$18.07 to \$234.73 among the 29 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, 1963

Items	Your Farm	Average of 29 farms	14 farms highest in butterfat per cow	14 farms lowest in butterfat per cow
Pounds of butterfat per cow	_____	354	405	301
Pounds of milk per cow	_____	9835	11286	8542
Percent fat in milk	_____	3.6	3.6	3.5
Price rec. per lb. B.F. sold (¢)	_____	87.7	87.6	87.5
Price rec. per 100 lbs. milk	_____	\$3.16	\$3.14	\$3.09
Feeds per cow, lbs.:				
Corn	_____	2335	2288	2468
Small grain	_____	1137	1302	987
Commercial feeds	_____	518	701	336
Legume hay	_____	4687	4650	4917
Other hay	_____	39	80	---
Total concentrates	_____	3990	4291	3791
Total dry roughage	_____	4726	4730	4917
Silage	_____	9598	9116	9810
Feed cost per cow:				
Concentrates	_____	\$ 90.95	\$ 99.50	\$ 83.80
Roughages	_____	73.83	72.93	75.93
Pasture	_____	10.89	10.25	11.46
TOTAL FEED COSTS	_____	\$175.67	\$182.68	\$171.19
Value of produce per cow:				
B. F. sales	_____	\$294.45	\$335.26	\$250.81
Dairy produce used in house	_____	6.66	5.28	8.21
Milk to livestock	_____	6.29	6.46	6.56
Net increase in value of cows	_____	-6.85	-3.14	-10.40
TOTAL VALUE PRODUCED	_____	\$300.55	\$343.86	\$255.18
RETURNS ABOVE FEED COST PER COW	_____	\$124.88	\$161.18	\$83.99
RETURNS FOR \$100 OF FEED	_____	\$177	\$193	\$156
Feed cost per lb. B. F. (cents)	_____	49.6	45.1	56.9
Number of cows*	_____	23.2	25.5	19.9

\*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 Cattle, 1963

Items	Your Farm	Average of 29 farms	14 farms highest in butterfat per cow	14 farms lowest in butterfat per cow
Feeds per head, lbs.:				
Concentrates	_____	895	946	889
Hay and fodder	_____	1902	1868	1995
Silage	_____	2811	2678	2997
Whole milk	_____	252	336	186
Feed cost per head:				
Concentrates	_____	\$21.51	\$21.71	\$22.09
Roughages	_____	26.59	25.46	28.46
Milk	_____	5.87	5.92	6.23
Pasture	_____	4.11	3.59	4.24
TOTAL FEED COSTS PER HEAD	_____	\$58.08	\$56.68	\$61.02
Net inc. in value of other cattle	_____	83.33	87.18	82.30
RETURNS ABOVE FEED COST PER HEAD	_____	25.25	30.50	21.28
RETURNS FOR \$100 OF FEED	_____	\$153	\$157	\$151
Number of head of other cattle	_____	30.1	31.9	27.7

Table 18. Feed Costs and Returns from all Dairy Cattle, 1963

Items	Your Farm	Average of 29 farms	14 farms highest in butterfat per cow	14 farms lowest in butterfat per cow
Feeds per cow, lbs.:				
Concentrates	_____	5087	5337	4995
Hay and fodder	_____	7257	7064	7745
Silage	_____	14055	12842	15160
TOTAL FEED COSTS PER COW	_____	\$243.29	\$244.42	\$246.79
Value of produce per cow:				
Dairy products	_____	301.60	341.52	259.02
Net inc. in value dairy cattle	_____	96.80	101.45	96.43
TOTAL VALUE PRODUCED	_____	\$398.40	\$442.97	\$355.45
RETURNS ABOVE FEED PER COW	_____	\$155.11	\$198.55	\$108.66
RETURNS PER \$100 OF FEED	_____	\$169	\$184	\$150

Table 19. Feed Costs and Returns from Beef Cattle, 1963

Items	Your Farm	Average of all farms
Beef breeding herd: No. of farms:		6
Feeds per animal unit, lbs.:		
Concentrates		1293
Legumes		2997
Other hay		284
Silage		5894
Feed cost per animal unit:		
Concentrates		\$29.17
Roughages		47.66
Pasture		22.16
TOTAL FEED COSTS		\$98.99
Value of produce per animal unit:		
Dairy products		---
Net increase in value of animals		122.42
TOTAL VALUE PRODUCED		\$122.42
RETURNS ABOVE FEED COST PER ANIMAL UNIT		23.43
RETURNS FOR \$100 OF FEED		\$121
Lbs. beef produced		18315
Number of cows and her bulls		27.4
Number of other beef cattle		29.0
Number of animal units in the herd		29.1
Feeding Cattle: No. of farms:		19
Feeds per cwt. beef produced:		
Corn		549
Small grain		27
Commercial feeds		55
Legume hay		411
Other hay		26
Total concentrates		631
Total hay and fodder		437
Silage		796
Feed cost per cwt. beef produced:		
Concentrates		\$13.91
Roughages		6.48
Pasture		.20
TOTAL FEED COSTS		\$20.59
Net increase in value of feeders		17.53
RETURNS ABOVE FEED COST PER CWT. BEEF PRODUCED		-3.06
RETURNS FOR \$100 OF FEED		\$94
Price paid per cwt. beef bought		\$23.01
Price rec'd for feeder cattle sold		\$20.52
Number of animal units		65.8



Table 20. Feed Costs and Returns from a Farm Flock of Sheep, 1963

Items	Your Farm	Average of 4 Farms
Feeds per ewe, lbs.:		
Concentrates	_____	402
Legume hay	_____	2159
Feed cost per ewe:		
Concentrates	\$ _____	\$ 9.85
Roughages	_____	6.16
Pasture	_____	4.28
TOTAL FEED COSTS	_____	20.29
Value of produce per ewe	_____	
Wool	_____	5.57
Net increase in value of sheep	_____	19.75
TOTAL VALUE PRODUCED	_____	25.32
RETURNS ABOVE FEED COST PER EWE	\$ _____	5.03
Returns for \$100 of Feed	_____	\$129
Price per cwt. of lambs sold	\$ _____	\$19.81
Price per lb. wool sold (cents)	_____	55.1
Pounds of wool per sheep sheared	_____	9.4
Per cent of lamb crop	_____	108
Per cent of death loss	_____	3.7
Pounds of sheep produced	_____	10592
No. of head of ewes	_____	116

# CHICKENS

The average return over feed from the 7 flocks included in this report was \$ .72 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, 1963\*

Items	Your Farm	Average of 7 farms
Feed per hen, lbs.:		
Grain	_____	63
Commercial feed	_____	58
Total Concentrates	_____	121
TOTAL FEED COST PER HEN	_____	\$3.43
Value of produce per hen:		
Eggs sold & used in house	_____	4.60
Net increase in value of chickens	_____	-.45
TOTAL VALUE PRODUCED	_____	4.15
RETURNS ABOVE FEED COST PER HEN	_____	\$ .72
RETURNS FOR \$100 OF FEED	_____	\$133
Price rec'd per doz. eggs sold(cts)	_____	26.8
Eggs laid per hen	_____	206
Ave. No. hens on farm during year	_____	1432
Per cent of hens that are pullets	_____	91
Per cent death loss of hens	_____	9
No. of chicks bought - pullets	_____	1112
- cockerels	_____	95
No. of hens bought	_____	457

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



Table 21. Summary of Miscellaneous Items by Years

	1953-58	1959	1960	1961	1962	1963
<b>Acres in Farm</b>						
Small grains	72.1	34.3	64.5	83	76.6	66.4
Cultivated crops	88.8	172.2	153.7	146	129.6	98.2
Tillable land in hay	31.8	30.9	32.7	31	35.2	37.9
Tillable land in pasture	12.1	5.2	7.6	9	11.1	10.5
Soil Bank	1.5	---	---	25	27.9	11.8
Tillable land not cropped	2.0	---	1.9	1	.9	1.1
Total tillable land	208.3	242.6	260.4	295	281.3	225.9
Wild hay & non-tillable pasture	28.9	22.9	32.8	26	32.4	34.2
Other non-tillable land	32.2	37.5	25.5	27	27.5	31.0
Total acres in farm	269.4	303.0	318.7	348	341.2	291.1
<b>Yields per acre</b>						
Flax, bu.	10.5	8.9	13.1	11.2	9.7	12.5
Barley, bu.	32.2	38.1	37.7	39.5	29.5	44.9
Wheat, bu.	20.9	22.4	26.1	27.0	22.0	26.6
Oats, bu.	41.4	43.1	55.6	56.6	51.5	55.8
Oat silage, ton	.8	5.8	5.8	8.6	9.0	9.2
Corn grain, bu.	49.1	48.8	57.7	55.0	49.5	65.0
Soybeans, bu.	19.5	19.7	20.8	20.3	17.2	24.8
Corn silage, tons	8.8	10.3	10.3	10.5	10.8	10.2
Alfalfa hay, tons	2.6	2.6	2.8	2.0	2.8	3.4
<b>Measures of farm org. &amp; management:</b>						
Percent of land in high return crops	51.6	67.2	59.2	57.5	55.8	55.3
Prod. L.S. units per 100 A	19.3	38.0	23.3	24.6	24.3	29.5
Size of business, work units	347.8	519	469	540	470	513
Work units per worker	235.2	325	312	338	297	324
Exp. per work unit	\$11.26	\$11.64	\$10.64	\$10.44	\$13.52	\$10.47
<b>Return above feed cost per:</b>						
Dairy cow	\$86.30	\$145.92	\$119.44	\$171.15	\$157.43	\$124.88
An. unit in beef breeding herd	25.22	76.52	53.59	4.23	26.05	23.43
100 lbs. feeder cattle prod.	3.41	2.30	3.92	5.41	8.34	-3.06
100 lbs. hogs produced	6.11	1.07	6.65	5.34	5.44	3.55
Head native sheep	4.65	---	.97	3.79	9.92	5.03
Hen	1.20	- .14	.78	1.64	.98	.72
<b>Feed cost per:</b>						
Dairy cow	\$135.00	\$136.18	\$147.80	\$174.51	\$174.29	\$175.67
An. unit in beef breeding herd	13.52	57.94	51.84	73.54	69.18	98.99
100 lbs. feed cattle produced	19.21	17.92	16.22	15.56	17.81	20.59
100 lbs. hogs produced	11.81	9.91	10.05	9.83	10.80	10.90
Head native sheep	7.91	---	10.83	9.39	15.24	20.29
Hen	3.75	3.95	2.98	3.54	3.44	3.43

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

	1953-58	1959	1960	1961	1962	1963
Misc. livestock information						
No. dairy cows	14.30	17	10.4	8.7	10.6	15.0
Lbs. beef produced	11780	30424	12299	13624	12542	15067
Litter of pigs	9.3	---	13.0	19.3	17.4	12.7
Lbs. hogs produced	18198	33173	27936	40612	29777	23261
Number of hens	247	291	276	317	251	187
Lbs. butterfat per milk cow	280	311	324	364.6	361	354
No. pigs weaned/litter	6.5	7.3	6.5	6.6	6.8	7.5
Percent lamb crop	---	---	197	101	90	108
Eggs per hen	180	199	161	215	204	206
Price received per:						
Lb. butterfat sold as milk	.865	.887	.873	.888	.941	.877
100 lbs. fat cattle	19.58	25.10	22.89	22.36	23.93	20.52
100 lbs. hogs	18.29	14.05	15.37	16.24	17.45	15.27
100 lbs. lambs	15.63	---	17.84	14.26	19.09	19.81
Lbs. of wool	.336	---	.443	.50	.447	.551
Dozen eggs	.321	.248	.282	.295	.268	.268
Price of feed:						
Corn, bu.	1.20	.98	.96	.94	.96	1.05
Oats	.63	.58	.58	.60	.61	.62
Barley, bu.	.97	.92	.87	.93	.99	.84
Alfalfa hay, ton	17.46	22.00	19.50	19.50	19.00	18.50
Timothy hay, ton	10.22	11.50	11.10	11.30	11.00	10.70
Corn silage, ton	5.90	6.60	6.50	6.75	6.50	6.25
Soybean meal, cwt.	3.84	3.85	3.83	4.35	4.40	4.60



Table 22. Summary of Farm Earnings by Years

	1953-58	1959	1960	1961	1962	1963
No. of farms	39	16	38	35	43	45
Farm receipts:						
Dairy cattle	\$ 726	\$ 724	\$ 768	\$ 970	\$ 997	\$1367
Dairy products	2342	2682	2856	2966	3412	4621
Beef cattle	3000	15373	6033	5802	6789	6301
Hogs	2742	5906	4535	6551	5452	3547
Sheep and wool	131	65	182	1020	313	238
Horses	6	---	---	---	---	---
Poultry	103	90	112	146	76	1579
Eggs	825	1369	1364	2371	1394	1361
Corn	1537	2290	3268	3278	2511	1774
Small grain	1315	753	1342	2611	1883	1283
Other crops	995	1190	1558	2297	1931	1605
Machinery & equipment sold	203	265	256	361	487	336
Income from work off farm	339	319	347	572	414	475
Miscellaneous	185	217	180	526	856	348
Total farm sales	<u>\$14449</u>	<u>\$31243</u>	<u>\$22801</u>	<u>\$29471</u>	<u>\$26515</u>	<u>\$24835</u>
Increase in farm capital	1612	920	4044	1473	2448	3025
Family living from the farm	249	244	286	316	295	306
Total farm receipts	<u>\$16310</u>	<u>\$32407</u>	<u>\$27131</u>	<u>\$31260</u>	<u>\$29258</u>	<u>\$28166</u>
Farm expenses:						
Dairy cattle	\$ 226	\$ ---	\$ 236	\$ 140	\$ 239	\$ 139
Beef cattle bought	1630	5250	3549	3477	3922	3493
Hogs bought	307	4165	745	761	607	295
Sheep bought	38	591	345	42	49	47
Horses bought	4	---	---	---	2	---
Poultry bought	101	253	118	321	282	461
Misc. livestock expense	256	530	482	597	612	658
Feed bought	1796	6489	3877	4623	4701	5655
Fertilizers	341	901	714	933	795	669
Other crop expenses	529	874	790	855	953	796
Custom work hired	478	674	588	752	636	859
Gas, oil, & grease bought	821	1127	1130	1123	1164	982
Repairs for mechanical power	363	555	562	620	624	573
Repair & upkeep of real estate	166	141	166	257	321	271
Rep. & upkeep of crop mach.	296	498	388	565	502	391
Rep. & upkeep of livestock equip.	85	156	92	146	129	127
Wages of hired labor	434	896	431	876	799	502
Electricity expense	148	246	238	278	255	257
Real estate & per. prop. tax	558	943	966	1169	983	946
General farm expense	174	321	240	304	304	287
Total cash operating expense	<u>\$8751</u>	<u>\$24610</u>	<u>\$15657</u>	<u>\$17839</u>	<u>\$17879</u>	<u>\$17408</u>
Capital purchases-mech. power	667	804	487	614	939	542
-crop and gen. mach.	894	1400	1214	1152	1328	999
-livestock equipment	215	688	369	424	476	495
-bldg. and fencing	561	603	602	1566	989	1479
Total farm purchases	<u>\$11088</u>	<u>\$28105</u>	<u>\$18329</u>	<u>\$21595</u>	<u>\$21611</u>	<u>\$20923</u>
Decrease in farm capital	---	---	---	---	---	---
Interest on farm capital	2118	3609	3240	3530	3238	2912
Unpaid family labor	321	263	381	345	341	604
Board furnished hired labor	97	135	40	100	147	65
Total farm expense	<u>\$13624</u>	<u>\$32112</u>	<u>\$21990</u>	<u>\$25570</u>	<u>\$25337</u>	<u>\$24504</u>
Labor earnings	2686	295	5141	5690	3921	3662
Net Cash Income	\$3361	\$3138	\$4472	\$7876	\$4904	\$3912