

1964 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

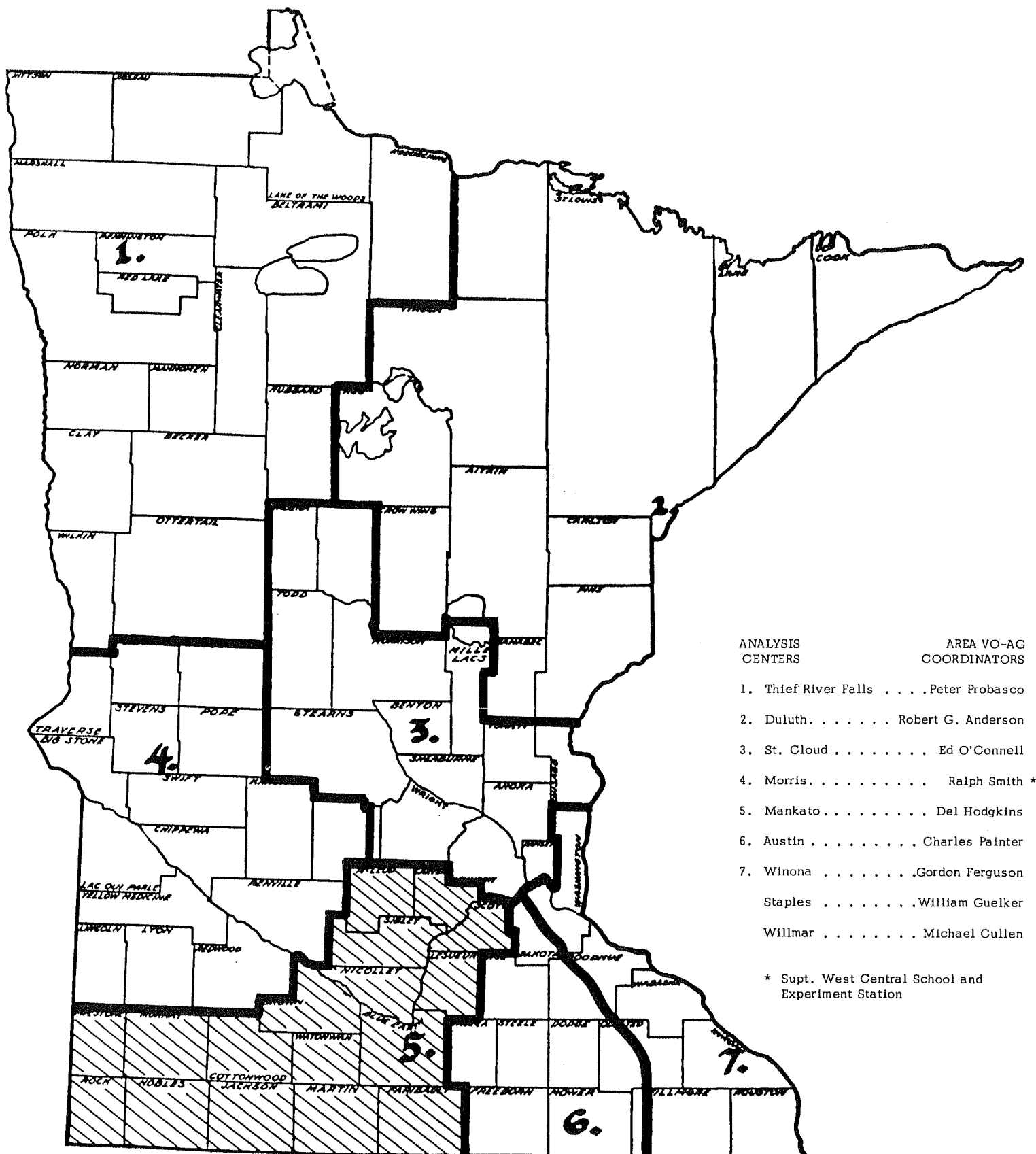
and

AREA VOCATIONAL TECHNICAL SCHOOL
MANKATO, MINNESOTA

Co-operating

APRIL 1965

VO-AG FARM MANAGEMENT AREAS



ANALYSIS CENTERS

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Shaded Area Served By The Mankato Analysis Center

1964 Report of the Vocational Agriculture Farm Management
Program in the Mankato Area of Southern Minnesota

Del Hodgkins

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INTRODUCTION

The Mankato Area Vocational-Technical School in cooperation with the Minnesota Department of Education Vocational Division, and the University of Minnesota Agricultural Education Department, operate and maintain the Vocational Agriculture Farm Management Program in the Mankato Area of Southern Minnesota. The program was initiated in 1955, thus making this the tenth annual farm management report. The area served by the Mankato analysis center is indicated on the map inside the front cover.

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

The analysis of the records and preparation of the reports for the Mankato Area are done under the direction of Delbert Hodgkins, Vo-Ag Program Coordinator at the Mankato School. The program is supervised locally by William J. Nigg, Superintendent of Schools, and F. G. Kalin, Director of Vocational and Adult Education at Mankato. Clerical assistants for this project were Mrs. Gertrude Gaarder, Mrs. Florence Zitzmann, and Mrs. Joan Turtle. Typist for the project was Mrs. Ivalee Hanson. Cooperating agencies are represented by G. R. Cochran and S. K. Wick of the State Department of Education, and Dr. Milo J. Peterson of the University of Minnesota Agricultural Education Department.

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

The milestone reached with the completion of ten years of farm record analysis at the Mankato Center is also marked by the introduction of automatic data processing methods in the analysis of farm records. Data taken from the individual farm records was sent to the Agricultural Records Cooperative, Madison, Wisconsin, where the analysis was completed by use of the IBM 1410 Electronic Computer. This innovation has made it possible to return the analysis to the cooperating farmer, as soon as it has been completed and before any averages and indexes are computed. It is hoped that in the future it will be possible to obtain additional analysis information which at present is impractical to obtain using manual methods.

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in 19 schools in the Mankato area. The following tabulation shows the number of 1964 records submitted from each school.

Amboy	1	Mapleton	4
Blue Earth	4	Minnesota Lake	1
Fairmont	4	Montgomery	2
Howard Lake	1	New Ulm	21
Jackson	27	Pipestone	1
Jasper	3	St. James	6
Keister	2	St. Peter	3
LeCenter	2	Waseca S.S.A.	1
Madelia	1	Windom	6
Mankato	9	TOTAL	<u>99</u>

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

FARM INVENTORIES

The Capital investment per farm varied from \$22,848 to \$318,035. The average investment for all farms included in this report and for the high 25% and the low 25% 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 the farm capital.

There are two methods of computing labor earnings. Table 2 shows the earnings statement on a cash basis and Table 3 shows the earnings on an enterprise or accrual basis. The principal 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 4 and Table 6.

TABLE 1 - SUMMARY OF FARM INVENTORIES - 1964

Items	Your Farm		Average of 95 Farms	
	Jan. 1 - -	Dec. 31	Jan. 1 - -	Dec. 31
Size of farm (acres)			321	
Size of Business (work units)*			517	
Dairy cattle	\$		\$ 1,848	\$ 1,906
Other dairy cattle			906	829
Beef cattle (incl. feeders)			4,940	5,228
Hogs			3,656	4,173
Sheep (incl. feeders)			318	286
Poultry (incl. turkeys)			146	160
Total Productive Livestock	\$		\$11,814	\$12,582
Crops (Seed and Feed)	\$		\$10,160	\$11,636
Auto and Truck (Farm Share)			1,172	1,301
Tractors and Motors			2,980	3,235
Crop and General Machinery			4,781	5,341
Livestock Equipment			1,471	1,737
Total Machinery and Equipment	\$		\$10,404	\$11,614
Land	\$		\$56,215	\$56,215
Buildings - Fences - Etc.			15,509	15,739
TOTAL FARM CAPITAL	\$		\$104,102	\$107,786

Items	24 Most Profitable		24 Least Profitable	
	Jan. 1 - -	Dec. 31	Jan. 1 - -	Dec. 31
Size of farm (acres)	446		262	
Size of Business (work units)	618		463	
Dairy Cattle	\$ 648	569	\$ 3,133	\$ 3,250
Other Dairy Cattle	364	167	1,400	1,372
Beef Cattle (incl. feeders)	6,146	8,113	4,364	3,021
Hogs	4,219	5,784	2,345	2,634
Sheep (incl. feeders)	716	831	102	86
Poultry (incl. turkeys)	204	262	89	88
Total Productive Livestock	\$12,297	\$15,726	\$11,433	\$10,451
Crops (Seed and Feed)	\$15,478	\$20,327	\$ 8,346	\$ 7,906
Auto and Truck (Farm Share)	1,401	1,616	1,153	1,388
Tractors and Motors	4,450	4,687	2,759	3,109
Crop and General Machinery	6,084	6,534	4,354	4,491
Livestock Equipment	1,706	1,955	1,055	1,666
Total Machinery and Equipment	\$13,641	\$14,792	\$ 9,321	\$10,654
Land	\$79,920	\$79,920	\$50,130	\$50,130
Buildings - Fences - Etc.	22,952	22,477	12,061	11,958
TOTAL FARM CAPITAL	\$144,288	\$153,242	\$91,291	\$91,099

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

TABLE 2 - SUMMARY OF FARM EARNINGS (CASH STATEMENT) - 1964

Item	Your Farm	Average of - 95 Farms	24 -- Most Profitable Farms	24 - Least Profitable Farms
<u>FARM RECEIPTS:</u>				
Dairy Cattle	\$	\$ 825	\$ 598	\$ 1,161
Dairy Products		3,098	756	4,805
Beef Cattle (incl. feeders)		8,197	12,577	6,997
Hogs		10,076	14,224	6,487
Sheep and Wool		458	1,139	112
Poultry (incl. turkeys)		45	115	23
Eggs		709	1,424	255
Corn		5,646	10,654	3,498
Small Grain		235	221	293
Other Crops		4,824	7,455	3,428
Mach. + Equip. Sold & Gas Tax Refunds		400	446	327
Income From Work Off The Farm		406	437	291
Miscellaneous Farm Income		2,180	3,384	1,721
(1) Total Farm Sales		\$37,099	\$53,430	\$29,398
(2) Increase In Farm Capital		3,684	8,954	
(3) Family Living From The Farm		239	191	261
(4) Total Farm Receipts (1+2+3)		\$41,022	\$62,575	\$29,659
<u>FARM EXPENSES:</u>				
Dairy Cattle Bought		\$ 217	\$ 33	\$ 445
Beef Cattle Bought (incl. feeders)		4,484	7,997	3,151
Hogs Bought		711	1,060	412
Sheep Bought		210	755	11
Poultry Bought (incl. turkeys)		138	385	47
Miscellaneous Livestock Expense		582	600	621
Feed Bought		6,061	8,684	4,594
Fertilizer		1,849	2,879	1,428
Other Crop Expense		1,328	1,975	1,031
Custom Work Hired		826	962	927
Gas, Oil Grease Bought (Farm Share)		1,231	1,752	1,054
Repairs for Tractors, Trucks and Autos (Farm Share)		753	953	763
Repair + Upkeep of Farm Real Estate		334	557	273
Repair + Upkeep of Crop + Gen. Mach.		539	757	473
Repair + Upkeep of Livestock Equip.		185	245	133
Wages of Hired Labor		622	870	428
Electricity Expense		289	354	277
Personal Property + Real Estate Taxes		1,577	2,215	1,304
Telephone and General Farm Expense		386	567	337
(5) Total Cash Operating Expense		\$22,322	\$33,600	\$17,709
(6) Mech. Power Bought (Farm Share)		1,241	1,651	1,468
(7) Crop & Gen. Machinery Bought		1,766	1,967	1,385
(8) Livestock Equip. Bought		539	477	909
(9) New Real Estate Improvements		1,337	666	1,093
(10) Total Farm Purchases (5 - 9)		\$27,205	\$38,361	\$22,564
(11) Decrease in Farm Capital				192
(12) Interest on Farm Capital		5,297	7,438	4,560
(13) Unpaid Family Labor		355	683	298
(14) Board Furnished Hired Labor		55	110	22
(15) Total Farm Expense (10 - 14)		\$32,912	\$46,592	\$27,636
(16) Labor Earnings (4) minus (15)		8,110	15,983	2,023

TABLE 3 - SUMMARY OF FARM EARNINGS (ENTERPRISE STATEMENT) 1964

Item	Your Farm	Average of - 95 Farms	24 -- Most Profitable Farms	24 - Least Profitable Farms
<u>RETURNS AND NET INCREASES</u>				
Dairy Cattle		\$ 3,107	\$ 763	\$ 4,674
Other Dairy Cattle		786	303	1,132
Beef Breeding Cattle		202	110	176
Feeder Cattle		3,787	6,537	2,344
Hogs		9,931	14,780	6,406
Sheep		217	499	86
Turkeys				
Chickens		647	1,229	251
All Productive Livestock		\$18,677	\$24,221	\$15,069
Value of Feed Fed to Livestock		13,760	17,777	11,264
Return Over Feed From Livestock		4,917	6,444	3,805
Crop, Seed and Feed		16,681	27,420	10,975
Income From Labor Off The Farm		179	152	135
Agricultural Conservation Payments		1,736	2,931	1,339
Miscellaneous		444	453	382
TOTAL RETURNS & NET INCREASES		\$23,957	\$37,400	\$16,636
<u>EXPENSES AND NET DECREASES</u>				
Truck		\$ 299	\$ 543	\$ 294
Auto (Farm Share)		629	849	546
Tractor		1,487	1,916	1,534
Electric and Gas Engines		291	354	277
Hired Power		367	431	426
Total Power		\$ 3,073	\$ 4,093	\$ 3,077
Crop and General Machinery		1,793	2,341	1,770
Livestock Equipment		445	471	389
Buildings, Fences & Tiling		1,365	1,699	1,469
Misc. Livestock Expense		582	600	621
Labor		1,329	1,993	1,086
Real Estate Taxes		1,390	1,988	1,133
Personal Property Tax		187	227	171
Insurance		174	265	133
General Farm Expense		212	302	204
Interest on Farm Capital		5,297	7,438	4,560
TOTAL EXPENSES & NET DECREASES		\$15,847	\$21,417	\$14,613
LABOR EARNINGS		\$ 8,110	\$15,983	\$ 2,023

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

TABLE 4 - HOUSEHOLD AND PERSONAL EXPENSES FOR THOSE FARMS WHICH KEPT
COMPLETE ACCOUNTS OF THESE EXPENSES - 1964

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in Table 4. These farmers spent an average of \$380.00 per month for family living in addition to the food, fuel, and housing furnished by the farm.

Item	Your Farm	Average of - 52 Farms	17 -- Most Profitable Farms	13 - Least Profitable Farms
Number of Persons - Family		4.9	5.4	4.2
Number of Adult Equivalent - Family		3.6	4.0	3.2
Food and Meals Bought	\$	\$ 1,286	\$ 1,375	\$ 1,183
Operating and Supplies		355	407	360
Furnishings and Equipment		258	282	222
Clothing and Clothing Materials		444	434	363
Personal Care, Personal Spending		150	185	101
Education and Recreation		253	203	195
Gifts and Special Events		151	134	158
Medical Care and Health Insurance		472	569	467
Church and Welfare		274	325	202
Pers. Share Truck & Auto Expense		194	200	149
Oper. Share Upkeep on Dwelling		51	26	32
Pers. Share Tel. & Electric Exp.		118	133	98
Total Cash Living Expenses		\$ 4,006	\$ 4,273	\$ 3,530
Pers. Share New Truck and Auto		\$ 117	\$ 139	\$ 138
Taxes and Other Deductions		50	64	92
Life Insurance		362	396	223
Other Savings and Investments		23	37	38
Total Household + Pers. Cash Exp.		\$ 4,558	\$ 4,909	\$ 4,021
Total Family Living From Farm		234	202	241
Total Cash Exp. & Perquisites		\$ 4,792	\$ 5,111	\$ 4,262
Income-Operators Labor Earnings		14,036	14,215	990
Return to Capital & Labor		15,353	21,548	6,705
Total Money Borrowed		8,654	12,467	6,158
Paid on Debts - Principal		\$13,637	\$18,850	\$10,526

NET WORTH

A net worth statement includes a listing of all the assets and liabilities as of a given date. The difference between the farmer's total assets and his liabilities is his net worth. A net worth statement on a tenure basis is presented in Table 5. Both the farm and personal assets and liabilities are included.

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

TABLE 5 - NET WORTH STATEMENT FOR THOSE FARMERS WHO KEPT A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES - 1964 (OPERATOR'S SHARE - TENURE BASIS)

Items	<u>Owner Average</u>		<u>Average of 19 Farms</u>	
	<u>Your Farm</u>		<u>Jan. 1 - - Dec. 31</u>	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total Farm Capital	\$	\$	\$84,338	\$88,675
Auto - Personal Share			293	351
Dwelling			3,906	3,751
Other Personal Assets			5,608	7,275
TOTAL ASSETS			\$94,145	\$100,052
Real Estate Mortgages			\$26,068	\$28,175
Chattel Mortgages			5,768	3,673
Notes			4,461	4,225
Accounts Payable			1,413	1,055
TOTAL LIABILITIES			\$37,710	\$37,128
FARMER'S NET WORTH			\$56,435	\$62,924
GAIN IN NET WORTH				\$ 6,489

Items	<u>Part-Owner Average</u>		<u>Average of 33 Farms</u>	
	<u>Your Farm</u>		<u>Jan. 1 - - Dec. 31</u>	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total Farm Capital	\$	\$	\$89,709	\$94,600
Auto - Personal Share			368	398
Dwelling			4,078	3,918
Other Personal Assets			11,873	12,452
TOTAL ASSETS			\$106,028	\$111,368
Real Estate Mortgages			\$25,993	\$24,707
Chattel Mortgages			9,278	10,536
Notes			6,249	6,967
Accounts Payable			2,196	2,344
TOTAL LIABILITIES			\$43,716	\$44,554
FARMER'S NET WORTH			\$62,312	\$66,814
GAIN IN NET WORTH				\$ 4,502

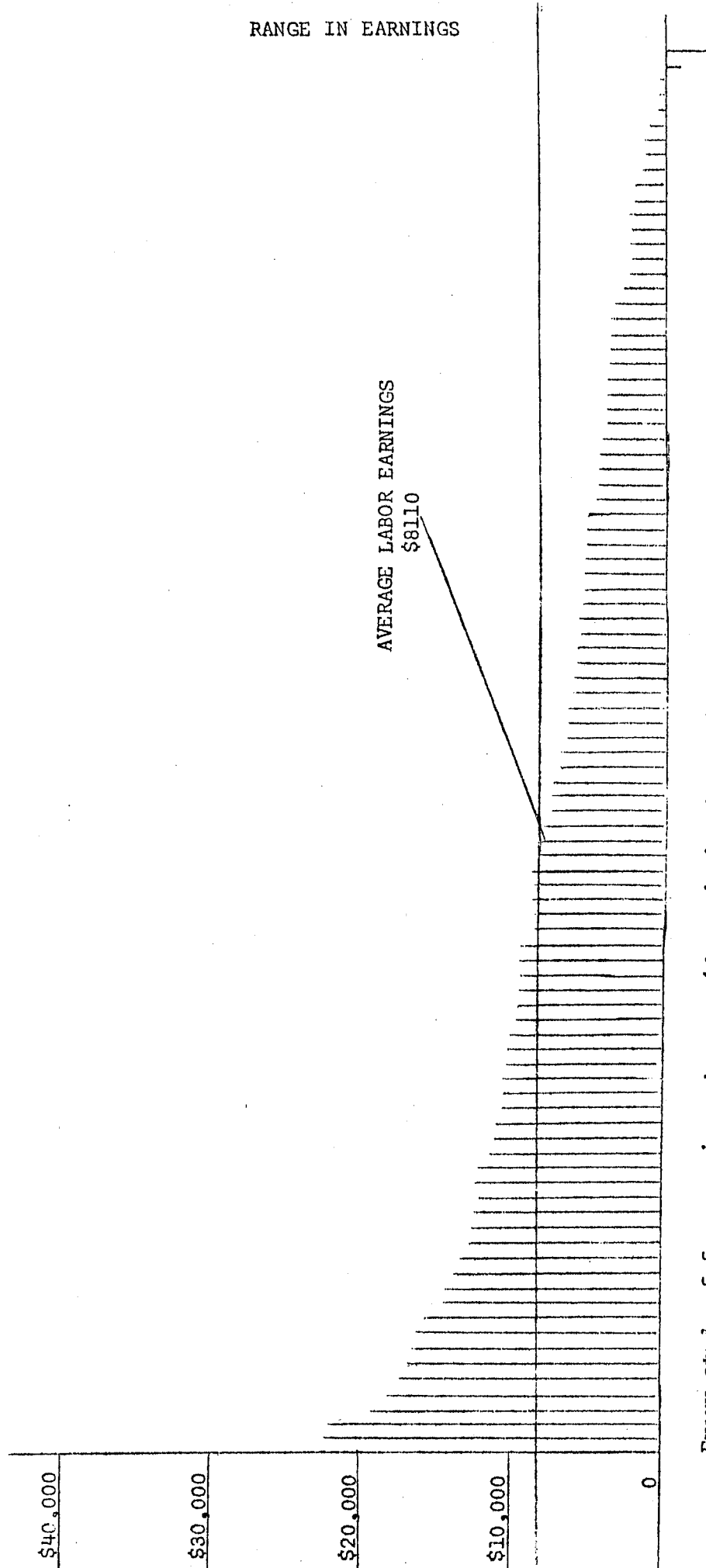
Items	<u>Renter Average</u>		<u>Average of 33 Farms</u>	
	<u>Your Farm</u>		<u>Jan. 1 - - Dec. 31</u>	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total Farm Capital	\$	\$	\$23,778	\$25,561
Auto - Personal Share			271	345
Dwelling				158
Other Personal Assets			5,421	7,390
TOTAL ASSETS			\$29,470	\$33,454
Real Estate Mortgages			\$ 298	\$ 277
Chattel Mortgages			6,244	6,781
Notes			3,624	2,613
Accounts Payable			1,962	2,256
TOTAL LIABILITIES			\$12,128	\$11,927
FARMER'S NET WORTH			\$17,342	\$21,527
GAIN IN NET WORTH				\$ 4,185

TABLE 6 - SUMMARY OF FARM EARNINGS BY TENURE - 1964 (OPERATOR'S SHARE)

Items	Your Farm	23 Owners	35 Part Owners	37 Renters
<u>FARM RECEIPTS:</u>				
Dairy and Dual Purpose Cattle	\$	\$ 725	\$ 554	\$ 835
Dairy Products		3,510	2,379	2,866
Beef Cattle - Including Feeders		8,842	10,881	4,524
Hogs		9,789	11,451	7,396
Sheep & Wool Including Feeders		492	869	43
Poultry - Including Turkeys		13	76	30
Eggs		309	968	650
Corn		2,947	4,843	2,246
Small Grain		168	170	129
Other Crops		3,494	4,412	2,736
Machinery & Equipment Sold		579	359	230
Income From Work Off The Farm		149	490	479
Miscellaneous		1,768	2,681	982
1 Total Farm Sales		32,785	40,133	23,146
2 Increase in Farm Capital		4,176	5,218	2,021
3 Family Living From The Farm		220	236	202
4 Total Farm Receipts 1+2+3		\$37,181	\$45,587	\$25,369
<u>FARM EXPENSES:</u>				
Dairy & Dual Purpose Cattle		\$ 141	\$ 77	\$ 344
Beef Cattle - Including Feeders		4,077	6,564	2,217
Hogs		614	979	473
Sheep		4	547	20
Poultry		57	265	63
Misc. Livestock Expense		592	569	468
Feed		6,357	6,797	4,388
Fertilizers		1,350	2,287	1,096
Other Crop Expense		1,243	1,363	984
Custom Work Hired		792	874	688
Gas - Oil - Grease		976	1,493	1,012
Tractor-Truck-Auto Repairs		526	955	632
Real Estate Repairs		439	392	100
Crop & Gen. Mach. Repairs		424	676	427
Livestock Equip. Repairs		199	232	115
Wages of Hired Labor		495	905	393
Electricity Expense		270	313	240
Real Estate & Property Taxes		1,202	1,094	171
Cash Rent		104	771	1,061
General Farm		386	504	228
Interest Expense		1,447	2,056	697
Total Cash Operating Expenses		\$21,695	\$29,713	\$15,817
Mech. Power Bought		920	1,856	686
Crop & Gen. Mach. Bought		1,348	2,085	1,617
Livestock Equipment Bought		819	363	524
New Real Estate Improvements		3,507	842	246
5 Total Farm Purchases		\$28,289	\$34,859	\$18,890
6 Decrease in Farm Capital				
7 Interest on Farm Capital		2,748	2,792	634
8 Unpaid Family Labor		331	594	145
9 Board For Hired Labor		55	69	39
10 Total Farm Expenses 5+6+7+8+9		\$31,423	\$38,314	\$19,708
11 Labor Earnings 4-10		5,758	7,273	5,661
12 Ret. To Cap. & Labor 7+8+11		8,837	10,659	6,440

RANGE IN EARNINGS

Figure 1. RANGE IN LABOR EARNINGS 1964 (Each line represents one farm.)



Every study of farm earnings shows a wide variation in earnings among farmers in a given year (Fig. 1). The average labor earnings of those farmers ranking in the upper 25% of the range according to earnings was \$15,983 and of those in the lower 25% was \$2023. This is a range of \$13,960 between the average earnings of these two groups. Some of the causes for these differences in earnings, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The more important management factors affecting earnings are listed on Page 11.

EXPLANATION OF WORK UNITS AND ANIMAL UNITS

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

NUMBER OF WORK UNITS FOR EACH CLASS OF LIVESTOCK & EACH ACRE OF CROP			
Item	No. Of Work Units	Item	No. Of Work Units
Dairy Cattle	10.0 Per Cow	Peas, Small Grain	.5 Per Acre
Other Dairy Cattle	3.5 Per An. Unit*	Hybrid Seed Corn	2.0 Per Acre
Beef Breeding Herd	3.5 Per An. Unit	Corn, husked	.7 Per Acre
Feeder Cattle	.25 Per 100 Lbs.	Corn Silage	1.0 Per Acre
Sheep - Farm Flock	1.5 Per An. Unit	Sweet Corn	.7 Per Acre
Sheep - Feeders	.3 Per 100 Lbs.	Soybean Grain	.5 Per Acre
Hogs	.2 Per 100 Lbs.	Alfalfa Hay	.6 Per Acre
Hens	20.0 Per 100 Hens	Other Hay & Seed	.4 Per Acre
Turkeys	.5 Per 100 Lbs.	Grass Silage	.4 Per Acre
		Soil Bank	.4 Per Acre

*One 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.

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 7 - POWER AND MACHINERY EXPENSES PER CROP ACRE - 1964

Item	Your Farm	Average of 95 Farms	24 - Most Profitable Farms	24--Least Profitable Farms
Crop Acres Per Farm	_____	276.7	398.2	217.5
Tractor Expense Per Crop Acre	_____	\$ 5.37	\$ 4.81	\$ 7.05
Crop & General Machinery Expense Per Crop Acre	_____	\$ 6.48	\$ 5.88	\$ 8.14

TABLE 8 - MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY - 1964

Measures Used In Chart On Page . . . 12	Your Farm	Average of 95 Farms	24---Most Profitable Farms	24---Least Profitable Farms
Labor Earnings	\$ _____	\$ 8,110	\$15,983	\$ 2,023
(1) Crop yields*	_____	100	109	93
(2) Percent tillable land in high return crops	_____	75.9	80.6	72.2
Gross Return Per Acre	_____	77.20	85.42	70.51
(3) Return for \$100 feed fed to productive livestock*	_____	100	99	99
(4) Livestock Units per 100 Acres**	_____	31	28	30
(5) Size of Business - Work Units	_____	517	618	463
Work Units Per Worker	_____	327.7	336.5	298.3
(6) Power,Mach.Equip.,Bldg. Exp. Work Unit	\$ _____	\$ 12.92	\$ 13.92	\$ 14.47

Items related to some of the above measures:

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

Dairy Cattle	_____	100	90	93
Beef Cattle - Breeders	_____	100		
Beef Cattle - Feeders	_____	100	105	85
Hogs	_____	100	108	103
Sheep	_____	100	119	89
Chickens	_____	100	99	78
(4) Number of Animal Units	_____	91.0	116.1	73.0
(5) Work Units On Crop	_____	179	241	141
Work Units On Livestock	_____	338	377	322
(6) Power Expense Per Work Unit	_____	\$5.95	\$ 6.62	\$ 6.64
Mach. Expense Per Work Unit	_____	3.47	3.79	3.82
Equip. Expense Per Work Unit	_____	.86	.76	.84
Bldg. Expense Per Work Unit	_____	\$2.64	\$ 2.75	\$ 3.17

*Given as a percentage of the average.

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

THERMOMETER CHART

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

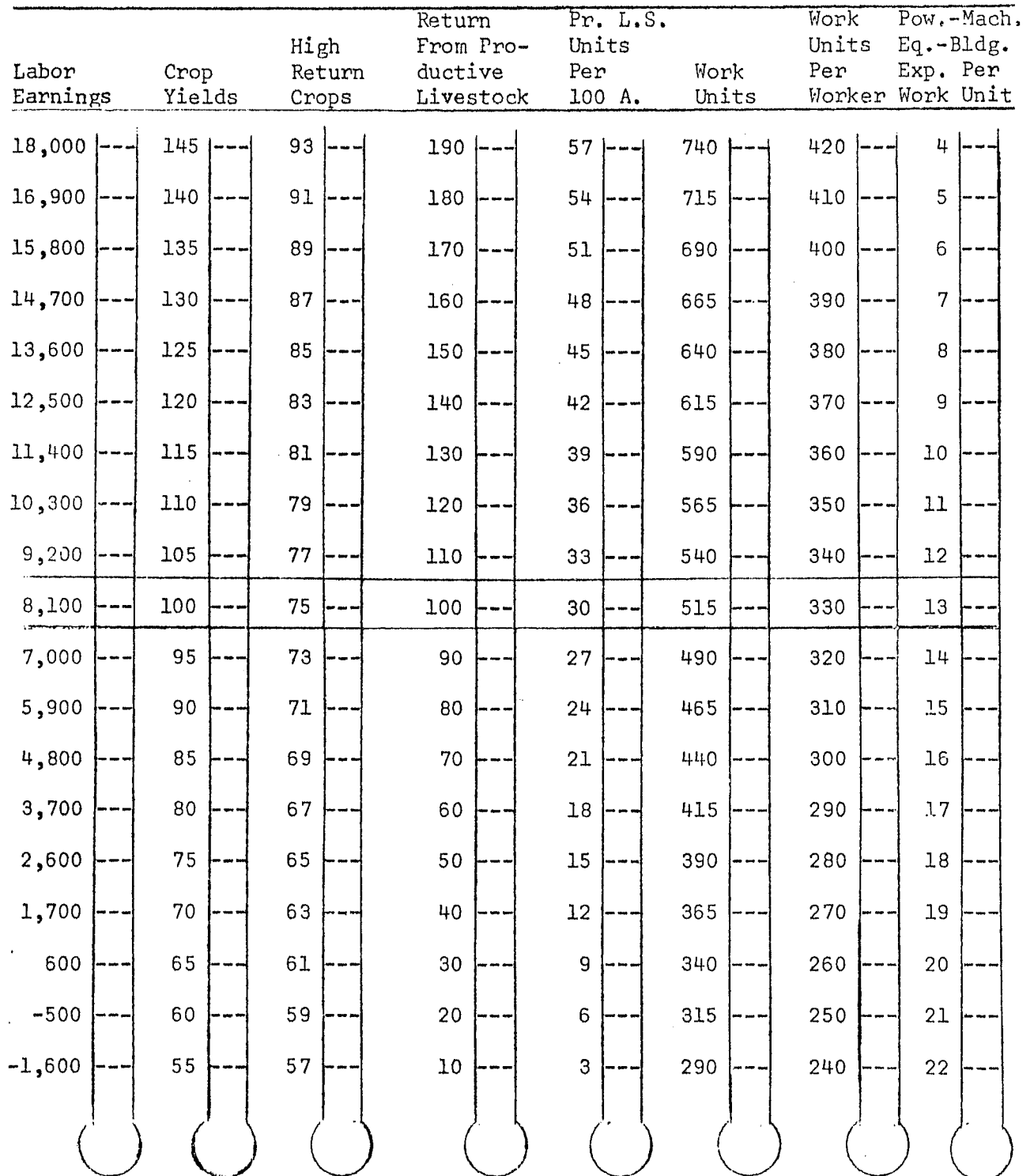


TABLE 9 - DISTRIBUTION OF ACRES AND YIELD - 1964

Crop	Crop Rating	Number Growing	Acres Your Farm	Average Acres of 95 Farms	Your Yield Per Acre	Average Yield Per Acre
Oats and Mixtures	D	58	_____	12.3	_____	60.9 Bu.
Oats Silage		3	_____	.3	_____	4.7 Ton
Canning Peas		3	_____	.7	_____	\$23.26
Wheat		22	_____	2.8	_____	27.3 Bu.
Barley			_____		_____	
Flax	C	1	_____	.4	_____	18.0 Bu.
Total Small Grain & Peas			_____	16.5		
Canning Corn		7	_____	2.5	_____	\$58.50
Corn Grain & Seed Corn	A	95	_____	126.0	_____	87.9 Bu.
Soybeans - Grain	B	85	_____	65.4	_____	28.3 Bu.
Corn Silage	B	55	_____	8.8	_____	12.3 Ton
Corn & Cane Fodder			_____		_____	
Other Cultivated Crops		1	_____		_____	13.3 Ton
Total Cultivated Crops			_____	202.7		
Alfalfa Hay	B	87	_____	22.5	_____	3.3 Ton
Other Legumes & Mixtures		1	_____	.1	_____	2.3 Ton
*Misc. Hay & Seed		1	_____	.2	_____	2.3 Ton
Total Hay			_____	22.8		
Alfalfa Pasture		22	_____	3.7		
Other Legume Pasture		1	_____	.2		
Other Tillable Pasture		5	_____	.3		
Total Tillable Pasture			_____	4.2		
Government Program		64	_____	34.7	_____	\$48.97
Tillable Land Idle		1	_____			
TOTAL TILLABLE LAND			_____	280.9		
Wild Hay		13	_____	1.3		
Non-Tillable Pasture		39	_____	12.6		
Timber		16	_____	2.0		
Roads & Waste		90	_____	13.5		
Farmstead		92	_____	10.3		
TOTAL ACRES IN FARM			_____	320.6		
Percent Land Tillable			_____	87.6		
Percent In High Return Crops			_____	75.9		

TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

The total "return over feed costs" for each class of livestock is shown in Table 10. This differs from the "return over feed" shown in the enterprise statement in that it is the total for each class of livestock instead of a return "per head," "per unit," or "per 100 pound." These data indicate the relative importance of different classes of livestock as a source of income and as a market for feed. The total return is the same as the returns and 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 10 - TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES - 1964

	Dairy Cattle			Beef
	Cows	Other	All	Breeding Herd
Total Returns	\$ _____	_____	_____	\$ _____
Total Feed Cost	_____	_____	_____	_____
Total Return Over Feed	\$ _____	_____	_____	\$ _____

	Feeder	Hogs	Farm Flock	Chickens
	Cattle		Of Sheep	
Total Returns	\$ _____	\$ _____	\$ _____	\$ _____
Total Feed Cost	_____	_____	_____	_____
Total Return Over Feed	\$ _____	\$ _____	\$ _____	\$ _____

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

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

TABLE 1.1 - FEED COSTS AND RETURNS FROM HOGS - 1964

Items	Your Farm	Average of 73 Farms Raising Hogs	37 Farms Highest In Returns Above Feed	36 Farms Lowest In Returns Above Feed
Lbs. Feed Per Cwt. Hogs Produced				
Corn	_____	301	271	333
Small Grain	_____	16	16	16
Commercial Feeds	_____	64	60	69
Total Concentrates*	_____	381	347	418
Forages	_____	12	7	17
Feed Cost Per Cwt. Hogs Produced				
Concentrates & Forages	_____	\$10.92	\$10.01	\$11.94
Pasture	_____			.01
Total Feed Costs	_____	\$10.92	\$10.01	\$11.95
Net Inc.-Dec. In Value Per Cwt.	_____	\$14.55	\$15.02	\$14.02
Returns Over Feed Cost Per Cwt.	_____	\$ 3.63	\$ 5.01	\$ 2.07
Return For \$100 Of Feed	_____	\$133.24	\$150.05	\$117.32
Price Received Per Cwt.	_____	\$14.84	\$14.92	\$14.75
Number Of Litters Farrowed	_____	37	42	31
Number Of Pigs Born Per Litter**	_____	9.8	9.8	9.8
Number Of Pigs Weaned Per Litter	_____	7.7	8.1	7.1
POUNDS OF HOGS PRODUCED	_____	82,242	85,597	78,793

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

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

DAIRY CATTLE

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

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

TABLE 12 - FACTORS OF COST AND RETURNS FROM DAIRY COWS - 1964

Items	Your Farm	Average of 33 Farms	8 Farms Highest In Returns Above Feed	8 Farms Lowest In Returns Above Feed
Pounds of Butterfat Per Cow	_____	355	394	307
Pounds of Milk Per Cow	_____	10228	11048	8931
Percent of Butterfat in Milk	_____	3.5	3.6	3.4
Price Per Pound of Butterfat Sold	_____	93.6	94.3	94.6
Price Per Hundred Pounds Milk Sold	_____	3.08	2.97	3.08
Feed Per Cow - Pounds				
Corn	_____	3297	2998	3645
Small Grain	_____	411	671	338
Commercial Feeds	_____	407	359	418
Legume Hay	_____	5817	4822	6338
Other Hay	_____	5	19	
Total Concentrates*	_____	4115	4028	4401
Total Dry Roughages	_____	5822	4841	6338
Total Silage	_____	8294	6433	11980
Feed Cost Per Cow				
Concentrates*	_____	\$94.16	\$89.06	\$103.52
Roughages	_____	84.10	68.69	101.21
Pasture	_____	5.64	5.92	3.33
Total Feed Costs	_____	\$183.90	\$163.67	\$208.06
Value of Produce Per Cow				
Butterfat Sales	_____	\$326.36	\$364.39	\$287.75
Dairy Products Used In Home	_____	3.99	4.02	2.86
Milk Fed To Livestock	_____	2.20	3.38	
Net Increases In Value of Cows	_____	6.75-	.46-	17.56-
Total Value Produced	_____	\$325.80	\$371.33	\$273.05
Returns Over Feed Cost Per Cow	_____	\$141.90	\$207.66	\$ 64.99
Returns For \$100 Of Feed	_____	\$177.10	\$226.80	\$131.20
Feed Cost Per Pound Of Butterfat	_____	51.8	41.5	67.9
Number Of Cows	_____	23.5	27.0	20.3

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

DAIRY COW SUPPLEMENT

1964 Mankato Area Farm Management Report
Replaces Page 16 1964 Annual Report.

TABLE 12 - FACTORS OF COST AND RETURNS FROM DAIRY COWS - 1964

Items	Average of 31 Farms	8 Farms Highest In Butterfat Per Cow	8 Farms Lowest In Butterfat Per Cow
Pounds of Butterfat Per Cow	348	412	239
Pounds of Milk Per Cow	9873	11867	6726
Percent of Butterfat in Milk	3.4	3.2	3.5
Price Per Pound of Butterfat Sold	92.3¢	92.1¢	90.3¢
Price Per Hundred Pounds Milk Sold	\$3.28	\$3.44	\$3.19
Feed Per Cow - Pounds			
Corn	3352	3637	3235
Small Grain	401	582	185
Commercial Feeds	404	467	287
Legume Hay	6228	6827	5680
Other Hay	6	22	-
Total Concentrates*	4157	4686	3707
Total Dry Roughages	6234	6849	5680
Total Silage	6573	5851	5550
Feed Cost Per Cow			
Concentrates*	\$94.18	\$106.46	\$81.26
Roughages	84.68	86.86	73.11
Pasture	5.52	5.37	5.46
Total Feed Costs	<u>\$184.38</u>	<u>\$198.69</u>	<u>\$159.83</u>
Value of Produce Per Cow			
Butterfat Sales	\$315.04	\$391.16	\$212.73
Dairy Products Used In Home	4.46	6.58	2.95
Milk Fed To Livestock	3.01	6.80	.35
Net Increases In Value of Cows	-3.29	5.88	-7.70
Total Value Produced	<u>\$319.22</u>	<u>\$410.42</u>	<u>\$208.33</u>
Returns Over Feed Cost Per Cow	\$134.84	\$211.73	\$48.50
Returns For \$100 Of Feed	\$176	\$209	\$131
Feed Cost Per Pound Of Butterfat	55.1¢	45.7¢	69.4¢
Number Of Cows	23.2	20.9	20.0

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

TABLE 13 - FEED COSTS AND RETURNS FROM OTHER DAIRY CATTLE - 1964

Items	Your Farm	Average of 32 Farms	8 Farms Highest In Returns Above Feed	7 Farms Lowest In Returns Above Feed
Feed Per Head Lbs.				
Concentrates*	_____	26	18	29
Hay And Fodder	_____	2374	1632	3438
Silage	_____	8251	7618	15453
Milk	_____	68	122	
Feed Cost Per Head				
Concentrates*	_____	\$ 15.12	\$ 1.90	\$ 22.92
Roughages	_____	31.50	21.16	47.32
Milk	_____	2.18	4.00	
Pasture	_____	1.04	1.32	.43
Total Feed Costs Per Head	_____	49.84	28.38	70.67
Net Inc.-Dec. In Value	_____	\$ 82.40	\$ 85.22	\$ 86.47
Returns Over Feed Cost Per Head	_____	\$ 32.56	\$ 56.84	\$ 15.80
Returns For \$100 Of Feed	_____	\$165.33	\$300.28	\$122.36
Number Of Head	_____	24.4	22.8	18.0

TABLE 14 - FEED COSTS AND RETURNS FROM ALL DAIRY CATTLE - 1964

Items	Your Farm	Average of 32 Farms	Highest In Returns Above Feed 8 Farms	Lowest In Returns Above Feed 7 Farms
Feed Per Animal Units Lbs.				
Concentrates*	_____	3431	3251	3709
Hay And Fodder	_____	5488	4367	6734
Silage	_____	6288	5516	6411
Total Feed Costs Per Animal Unit	_____	\$162.45	\$141.36	\$192.28
Value Of Produce Per Animal Unit				
Dairy Products	_____	\$220.32	\$261.08	\$204.22
Net Inc.-Dec. In Value	_____	51.46	50.20	39.38
Total Value Produced	_____	\$271.78	\$311.28	\$243.60
Returns Over Feed Cost Per Unit	_____	\$109.33	\$169.92	\$ 51.32
Returns Per \$100 Feed Cost	_____	\$167.30	\$220.20	\$126.69
Animal Units Of Cattle	_____	36.0	38.5	29.9

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

Table 13 - Other Dairy Concentrates is erroneous. Table 14 is correct.

OTHER DAIRY CATTLE SUPPLEMENT
Replaces Page 17 1964 Annual Report

TABLE 13 - FEED COSTS AND RETURNS FROM OTHER DAIRY CATTLE - 1964

Items	Average of 31 Farms	8 Farms Highest In Butterfat	8 Farms Lowest In Butterfat
Feed Per Head Lbs.			
Concentrates	1237	1509	1357
Hay And Fodder	2685	3375	2274
Silage	2041	2141	1457
Milk	106	276	13
Feed Cost Per Head			
Concentrates*	\$30.00	\$40.46	\$30.18
Roughages	33.47	38.91	27.84
Milk	3.37	8.73	.43
Pasture	1.01	1.12	.97
Total Feed Costs Per Head	\$67.85	\$89.22	\$59.42
Net Inc. -Dec. In Value	\$90.25	\$104.94	\$95.74
Returns Over Feed Cost Per Head	\$22.40	\$15.72	\$36.32
Returns For \$100 of Feed	\$150	\$128	\$176
Number of Head	24.2	21.7	17.7

TABLE 14 - FEED COSTS AND RETURNS FROM ALL DAIRY CATTLE - 1964

Items	Average of 31 Farms	8 Farms Highest In Butterfat	8 Farms Lowest In Butterfat
Feed Per Animal Units Lbs.			
Concentrates	3463	4140	3419
Hay And Fodder	5896	6719	5256
Silage	5718	5380	4761
Total Feed Costs Per Animal Unit	\$167.58	\$189.53	\$147.07
Value Of Produce Per Animal Unit			
Dairy Products	\$214.92	\$269.93	\$146.33
Net Inc.-Dec. In Value	55.51	69.80	55.59
Total Value Produced	\$270.43	\$339.73	\$201.92
Returns Over Feed Cost Per Unit	\$102.85	\$150.20	\$54.85
Returns Per \$100 Feed Cost	\$163	\$182	\$139
Animal Units Of Cattle	35.3	31.8	28.9

TABLE 15 BEEF BREEDING CATTLE

Items	Your Farm
Feeds Per Animal Unit Lbs.	
Concentrates*	_____
Legume	_____
Silage	_____
Other Hay	_____
Feed Cost Per Animal Unit	
Concentrates*	_____
Roughages	_____
Pasture	_____
Total Feed Costs	_____
Net Increase In Value of Animals	_____
Returns Above Feed Cost Per Animal Unit	_____
Returns For \$100 Of Feed	
Number Of Cows And Bulls	_____
Number Of Animal Units	_____
Pounds Of Beef Produced	_____

TABLE 15 - FEED COSTS AND RETURNS FROM FEEDER CATTLE - 1964

Items	Your Farm	Average of 29 Farms	13 Farms Highest In Returns Above Feed	16 Farms Lowest In Returns Above Feed
Feeds Per Cwt Beef Produced Lbs				
Corn	_____	531	484	595
Small Grain	_____	9	6	13
Commercial Feeds	_____	43	41	46
Legume Hay	_____	230	228	231
Other Hay And Fodder	_____	14	18	8
Total Concentrates*	_____	583	531	654
Total Hay And Fodder	_____	244	246	239
Silage	_____	550	450	584
Feed Cost Per Cwt. Beef Produced				
Concentrates*	_____	\$ 13.42	\$ 11.96	\$ 15.37
Roughages	_____	4.26	3.92	4.70
Pasture	_____	.02		.04
Total Feed Costs	_____	\$ 17.70	\$ 15.88	\$ 20.11
Net Increase In Value Of Animals	_____	\$ 19.80	\$ 20.62	\$ 18.64
Returns Above Feed Cost Cwt. Beef Prod.	_____	2.10	4.74	1.47-
Returns For \$100 Of Feed	_____	111.92	129.87	92.68
Price Paid Cwt Beef Bought	_____	18.89	20.49	17.59
Price Received For Beef Sold	_____	20.74	22.52	19.29
Number Of Animal Units	_____	77.9	96.7	62.6
Pounds Of Beef Produced	_____	48,691	62,506	37,466

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

TABLE 16 - FEED COSTS AND RETURNS FROM FARM FLOCK OF SHEEP - 1964

Items	Your Farm	Average of 11 Farms	4 Farms Highest In Returns Above Feed	5 Farms Lowest In Returns Above Feed
Feeds Per Ewe Lbs				
Concentrates	_____	152	146	172
Legume Hay	_____	733	443	960
Other Hay	_____			
Silage	_____	32	85	
Feed Cost Per Ewe				
Concentrates	_____	\$ 3.59	\$ 3.09	\$ 4.36
Roughages	_____	7.43	4.72	9.60
Pasture	_____	1.09	1.35	1.10
Total Feed Costs	_____	\$ 12.11	\$ 9.16	\$ 15.06
Value Of Produce Per Head				
Wool	_____	\$ 4.78	\$ 5.00	\$ 4.85
Net Increase In Value Of Animals	_____	10.43	11.24	9.85
Total Value Produced	_____	\$ 15.21	\$ 16.24	\$ 14.70
Returns Above Feed Cost Per Head	_____	\$ 3.10	\$ 7.08	\$.36-
Returns For \$100 Of Feed	_____	\$125.75	\$176.83	\$ 97.76
Price Per Cwt Lamb & Mutton Sold	_____	12.13	4.91	19.16
Price Per Lb. Wool Sold	_____	.57	.57	.60
Pounds Of Wool Per Sheep	_____	7.3	7.2	8.8
Number Of Ewes Kept For Lambing	_____	12.3	13.3	15.4
Per Cent Lamb Crop	_____	103.3	123.0	100.9
Per Cent Death Loss	_____	12.7	11.1	16.1
Average Number Of Ewes	_____	27.6	28.2	32.6

FEED COSTS AND RETURNS FROM FEEDER LAMBS - 1964

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	_____

In most cases poultry is a so-called minor enterprise, providing eggs and poultry meat for family consumption plus an additional amount of each income. Only those flocks averaging 200 or more hens with a full years production are included in the averages in Table 17.

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 17 - FEED COSTS AND RETURNS FROM CHICKENS* - 1964

Items	Your Farm	Average of 17 Farms	9 Farms Highest In Returns Above Feed	8 Farms Lowest In Returns Above Feed
Feed - Per Hen - Lbs.				
Grain		86	86	85
Commercial Feeds		27	25	30
Total Concentrates		113	111	115
Total Feed Cost Per Hen		\$ 3.57	\$ 3.51	\$ 3.75
Value Of Produce Per Hen				
Eggs Sold And Used		\$ 4.79	\$ 5.05	\$ 4.04
Inc.-Dec. In Value Of Flock		.50-	.47-	.59-
Total Value Produced		\$ 4.29	\$ 4.58	\$ 3.45
Returns Over Feed Cost Per Hen		\$.72	\$ 1.07	\$.30-
Returns For \$100 Of Feed		\$120.17	\$130.48	\$ 92.00
Price Per Dozen Eggs Sold - Cents		27.4	27.0	28.9
Eggs Laid Per Hen		210	224	168
Average Number Of Hen		748	1048	412
Per Cent Death Loss		4.3	2.4	9.9

*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 18 - 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	
Percent death loss	
Price received per lb. turkeys sold	
Weight per bird sold (lbs.)	
Pounds of turkey produced	

AVERAGE PRICES OF FEEDS - 1964

Table 19 lists the average prices of farm grown feeds used in livestock summaries in this report. Prices paid for feeds bought were used whenever possible.

TABLE 19 - AVERAGE PRICES OF FEEDS - 1964

<u>Farm Grown Grains</u>		<u>Other Roughages</u>	
Corn	\$1.08 Per Bu.	Corn Silage	\$7.00 Per Ton
Oats	.63 Per Bu.	Grass Silage	6.00 Per Ton
Barley	.90 Per Bu.		
 <u>Hay</u>		 <u>Pasture per Head per Month</u>	
Alfalfa	\$20.00 Per Ton	Cows	\$3.00
Red or Alsike Clover	17.00 Per Ton	Young Cattle	1.50
Brome or Timothy	11.60 Per Ton	Hogs	.20
Wild Hay	10.00 Per Ton	Pigs (under 6 mos.)	.10
		Sheep	.50
		Lambs	.25
 Unpaid Family Labor		\$150.00 Per Mo.	
Board Furnished Hired Labor		\$ 40.00 Per Mo.	
2nd or 3rd Operator		\$200.00 Per Mo.	

TABLE 20 - SUMMARY OF FARM EARNINGS BY YEARS - MANKATO AREA

Items	1955-59 5 Yr Av	1960	1961	1962	1963	1964
FARM RECEIPTS:						
Dairy Cattle	\$ 650	\$ 1013	\$ 1087	\$ 845	\$ 829	\$ 825
Dairy Products	2209	2923	3676	3298	2908	3098
Beef Cattle (incl. feeders)	5175	8962	6940	7818	6051	8197
Hogs	5116	7606	9618	9865	10476	10076
Sheep & Wool	251	76	82	169	93	458
Poultry (incl. turkeys)	649	42	37	50	40	45
Turkey Eggs	43					
Eggs	822	478	733	636	632	709
Corn	2253	1827	2674	4127	5775	5646
Small Grain	279	357	748	627	655	235
Other Crops	1648	1463	2367	3004	4058	4824
Misc. Equip sold, gas tax refund	235	296	234	483	341	400
Income from work off the farm	224	320	231	358	442	406
Miscellaneous	121	273	259	387	342	2180
(1) Total Farm Sales	\$19675	\$25636	\$28686	\$31667	\$32642	\$37099
(2) Increase in Farm Capital	1331	2371	3377	3553	2978	3684
(3) Family Living From The Farm	261	281	252	272	258	239
(4) Total Farm Receipts	\$21267	\$28288	\$32315	\$35492	\$35878	\$41022
FARM EXPENSES:						
Dairy Cattle Bought	\$ 208	\$ 151	\$ 332	\$ 162	\$ 182	\$ 217
Beef Cattle Bought (incl. feeders)	2893	4191	3510	4197	3520	4484
Hogs Bought	325	634	634	699	510	711
Sheep Bought (incl. feeders)	62	4	14	14	3	210
Horses Bought	1					
Poultry Bought (incl. turkeys)	201	66	64	73	118	138
Miscellaneous Livestock Expense	380	518	627	664	596	582
Feed Bought	3088	4555	5398	5358	5781	6061
Fertilizers	604	1354	1485	1497	1557	1849
Other Crop Expense	548	776	888	878	1124	1328
Custom Work Hired	588	777	783	812	755	826
Gas, oil & grease bought (farm share)	802	1039	931	1146	1105	1231
Repr. & Opr. of Tractor, Truck & Auto	400	575	544	716	667	753
Repr. & Upkeep of Real Estate	204	167	294	377	385	334
Repr. & Upkeep of Crop & Gen. Mach.	278	385	426	535	513	539
Repr. & Upkeep of Livestock Equipment	110	150	131	145	130	185
Wages of Hired Labor	336	369	396	687	649	622
Electricity Expense	179	227	244	264	285	289
Real Estate & Per. Property Tax	581	864	1005	1310	1513	1577
Telephone & General Farm Expense	216	249	288	361	332	386
(5) Total Cash Operating Expense	\$12004	\$17051	\$17994	\$19895	\$19725	\$22322
(6) Mech. Power Bought (farm share)	725	795	837	1246	1507	1241
(7) Crop & Gen. Mach. Bought	865	652	1084	1431	1268	1766
(8) Livestock Equipment Bought	222	348	400	698	442	539
(9) New Real Estate Improvements	554	477	1039	1427	740	1337
(10) Total Farm Purchases	\$14370	\$19323	\$21354	\$24697	\$23682	\$27205
(11) Decrease in Farm Capital						
(12) Interest on Farm Capital	2846	3761	3955	4821	4836	5297
(13) Unpaid Family Labor	126	197	94	115	192	355
(14) Board Furnished Hired Labor	52	64	33	85	76	55
(15) Total Farm Expense	\$17394	\$23345	\$25436	\$29718	\$28786	\$32912
(16) Labor Earnings 4 - 15	\$ 3873	\$ 4943	\$ 6879	\$ 5774	\$ 7092	\$ 8110

TABLE 21 - SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Items	1955-59 5 Yr Av	1960	1961	1962	1963	1964
<u>MEASURES OF FARM ORGANIZATION AND MANAGEMENT</u>						
Percent High Return Crops	65	69	70	70	72	76
Livestock Units Per 100 Acres	32	43	39	39	36	31
Work Units	362	416	433	474	483	517
Work Units Per Worker	273	317	333	365	356	328
Expenses Per Work Unit	\$ 12.34	\$13.05	\$13.12	\$13.78	\$ 13.34	\$12.92
<u>RETURN ABOVE FEED COST PER:</u>						
Dairy Cow	\$130.23	\$161.01	\$189.96	\$155.70	\$145.83	\$141.90
Cwt. Feeder Cattle Produced	8.05	5.56	3.97	9.13	2.88	2.10
Head of Sheep	6.19	12.20	2.90	4.11	4.14	3.10
Cwt. Hogs Produced	5.06	7.34	6.53	5.31	3.32	3.63
Hen	.92	1.68	1.18	.79	.73	.72
<u>FEED COST PER:</u>						
Dairy Cow	\$151.96	\$163.66	\$159.72	\$174.78	\$186.90	\$183.90
Cwt. Feeder Cattle Produced	16.74	14.75	16.24	16.81	15.82	17.70
Head of Sheep	10.33	10.14	11.84	10.60	16.56	12.11
Cwt. Hogs Produced	10.31	9.61	10.07	10.75	11.08	10.92
Hen	3.75	3.43	3.14	3.47	3.96	3.57
<u>MISCELLANEOUS LIVESTOCK INFORMATION</u>						
Number of Dairy Cows	13.0	8.9	11.0	10.2	8.1	23.5
Pounds Feeder Cattle Produced	23122	17830	13479	15571	15582	48691
Pounds Hogs Produced	36527	52110	57367	60740	70312	82242
Number of Hens	241	90	143	131	126	748
Pounds Butterfat Per Cow	316.4	371.6	364.3	363.1	370.4	355
No. Pigs Weaned Per Litter	7.1	7.4	7.4	7.6	7.8	7.7
Percent Lamb Crop	119.4	149.0	128.0	101.0	130.0	103.3
Eggs Per Hen	188	191	210	209	220	210
<u>PRICE RECEIVED PER:</u>						
Pound Butterfat in Milk	88.5¢	90.0¢	96.0¢	93.0¢	92.0¢	93.6¢
Cwt. Fat Cattle	\$21.60	\$23.55	\$22.91	\$25.59	\$22.15	\$20.74
Dozen Eggs	29 ¢	28 ¢	27.7¢	20.8¢	25.9¢	27.4¢
Cwt. Hogs Sold	\$16.18	\$15.49	\$16.72	\$16.52	\$15.00	\$14.84
<u>PRICE OF FEED:</u>						
Corn, bushel	\$ 1.07	\$.90	\$.87	\$.96	\$ 1.05	\$ 1.08
Oats, bushel	.58	.58	.58	.60	.60	.63
Barley, bushel	.91	.83	.86	.96	.84	.90
Alfalfa Hay, ton	18.50	18.00	18.00	18.00	19.00	20.00
Corn Silage, ton	6.30	7.50	7.50	7.00	7.00	7.00

TABLE 21 - SUMMARY OF MISCELLANEOUS ITEMS BY YEARS (Cont.)

Items	1955-59					
	5 Yr Av	1960	1961	1962	1963	1964
<u>ACRES PER FARM:</u>						
Small Grain	29.3	26.3	26.4	25.4	24.6	16.5
Cultivated Crops	113.6	148.2	146.8	161.1	178.1	202.7
Tillable Land in Hay	19.8	19.3	19.0	18.0	18.2	22.8
Tillable Land in Pasture	6.1	5.8	6.6	5.7	4.5	4.2
Tillable Land Not Cropped	1.0	1.0	.8	1.5		
Soil Bank	.6		12.7	20.9	24.2	34.7
Total Tillable Land	169.5	200.6	212.3	232.6	249.6	280.9
Non-Tillable Land	38.9	27.1	30.9	37.0	38.6	39.7
Total Acres in Farm	208.4	227.7	243.2	269.6	288.2	320.6
<u>YIELDS PER ACRE:</u>						
Canning Peas	\$57.06	\$26.83	\$34.37	\$38.13	\$28.82	\$23.26
Wheat, bushel	27.2	26.8	33.9	26.9	30.3	27.3
Oats, bushel	50.6	53.6	58.9	55.8	62.8	60.9
Corn Grain, bushel	67.9	67.6	84.8	81.5	90.2	87.9
Sweet Corn	\$44.08	\$37.72	\$46.85	\$41.12	\$58.57	\$58.50
Soybeans, bushel	25.6	24.5	29.4	25.9	30.5	28.3
Corn Silage, ton	10.7	10.8	14.3	12.2	12.6	12.3
Alfalfa Hay, ton	3.0	3.2	2.9	3.8	3.5	3.3