

1966 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

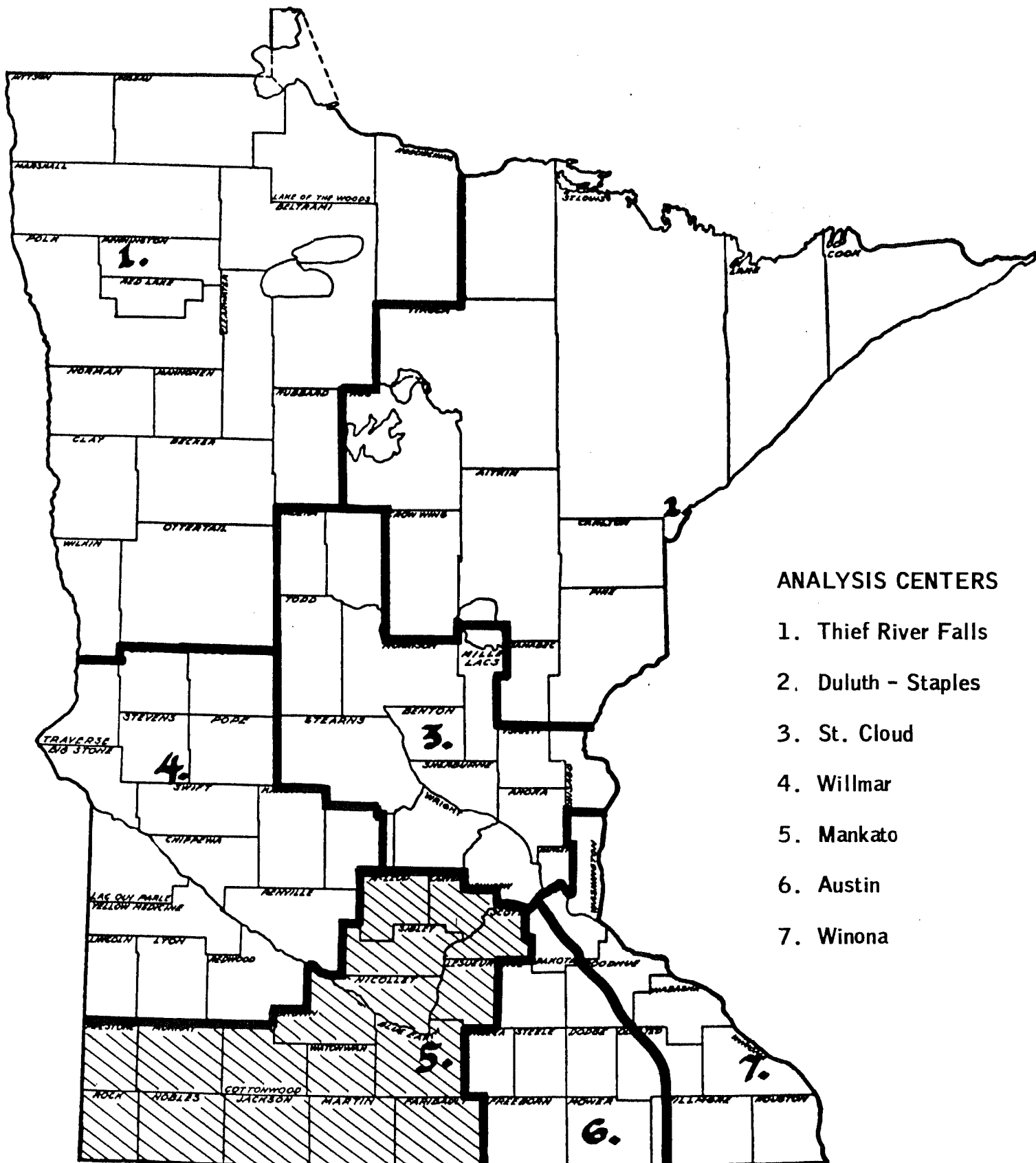
and

AREA VOCATIONAL TECHNICAL SCHOOL  
MANKATO, MINNESOTA

Co-operating

APRIL 1967

## VO-AG FARM MANAGEMENT AREAS



Shaded Area Served By The Mankato Analysis Center

1966 Report of the Vocational Agriculture Farm Management  
Program in the Mankato Area of Southern Minnesota

Del Hodgkins  
Area Vo-Ag. Coordinator

INDEX

Introduction . . . . .	1
Schools Participating . . . . .	2
Farm Inventories . . . . .	2
Farm Earnings . . . . .	2
Summary of Farm Inventories . . . . .	3
Summary of Farm Earnings (Cash Statements) . . . . .	4
Summary of Farm Earnings (Enterprise Statement) . . . . .	5
Household and Personal Expense and Receipts . . . . .	6
Net Worth . . . . .	7
Summary of Farm Earnings on Tenure Basis . . . . .	8
Range in Earnings . . . . .	9
Explanation of Work Units . . . . .	10
Power & Machinery Expense . . . . .	10
Measures of Farm Organization & Management Efficiency. . . . .	11
Thermometer Chart . . . . .	12
Distribution of Acres and Crop Yields . . . . .	13
Total Feed Costs & Returns from Livestock Enterprises. . . . .	14
Hogs . . . . .	15
Dairy Cattle . . . . .	16
Other Dairy Cattle . . . . .	17
Beef Cattle . . . . .	18
Sheep . . . . .	19
Chickens . . . . .	20
Turkeys . . . . .	21
Average Prices of Feeds . . . . .	22
Summary of Farm Earnings by Years . . . . .	23
Summary of Miscellaneous Items by Years . . . . .	24

## 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 twelfth 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, data processing fees, 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. Linda Wilker, and Mrs. Kathy Graedel. Cooperating agencies are represented by G. R. Cochran and S. K. Wick of the State Department of Education, Dr. Milo J. Peterson and Dr. Edgar Persons of the University of Minnesota Agricultural Education Department.

We are indebted to Dr. Truman Nodland for his advice 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.

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

## SCHOOLS PARTICIPATING

This report deals with farmers enrolled in 20 schools in the Mankato area. The following tabulation shows the number of 1966 records submitted from each school.

Amboy	2	Minnesota Lake	3
Blue Earth	5	New Prague	1
Blue Earth MDTA	14	New Ulm	22
Fairmont	4	Pipestone	6
Jackson	46	St. James	10
Jordan MDTA	10	Slayton	6
Lakefield	11	Springfield	1
LeCenter MDTA	14	Wells	3
Madelia	3	Windom	20
Mankato	8	Worthington	2
Mapleton	6		
		TOTAL	197

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 \$19,482 to \$332,588. The average investment for all farms included in this report and for the high 20% and the low 20% in labor earnings is shown in Table 1.

## FARM EARNINGS

Labor earnings is a measure of the relative financial success of a farm as compared with other farms and represents the returns above all farm expenses and a charge for the use of 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\* - 1966

Items	Average of 163 Farms	
	Jan. 1 - - - - -	Dec. 31
Size of farm (acres)		321
Size of Business (work units)**		464
Dairy cattle	\$1,537	\$1,515
Other dairy cattle	718	894
Beef cattle (incl. feeders)	7,112	8,281
Hogs	4,590	4,211
Sheep (incl. feeders)	465	343
Poultry (incl. turkeys)	135	88
Total Productive Livestock	\$ 14,557	\$ 15,332
Crops (Seed and Feed)	\$ 8,585	\$ 14,186
Auto and Truck (Farm Share)	1,392	1,630
Tractors and Motors	3,725	4,393
Crop and General Machinery	5,326	6,403
Livestock Equipment	1,498	1,703
Total Machinery and Equipment	\$ 11,941	\$ 14,129
Land	\$ 60,418	\$ 63,050
Buildings - Fences - Etc.	16,172	16,978
TOTAL FARM CAPITAL	\$111,673	\$123,675

Items	35 Most Profitable		35 Least Profitable	
	Jan. 1 - -	Dec. 31	Jan. 1 - -	Dec. 31
Size of farm (acres)		485		246
Size of business (work units)		585		395
Dairy Cattle	\$ 726	\$ 720	\$ 2,026	\$ 1,811
Other Dairy Cattle	397	500	861	974
Beef Cattle (incl. feeders)	11,339	12,344	7,954	8,757
Hogs	7,812	6,808	3,315	2,831
Sheep (incl. feeders)	1,047	662	124	232
Poultry (incl. turkeys)	110	69	94	97
Total Productive Livestock	\$ 21,431	\$ 21,103	\$14,374	\$14,702
Crops (Seed and Feed)	\$ 14,467	\$ 27,463	\$ 6,295	8,288
Auto and Truck (Farm Share)	1,785	1,945	1,314	1,495
Tractors and Motors	5,587	6,757	2,721	3,736
Crop and General Machinery	7,445	8,839	4,476	5,949
Livestock Equipment	1,609	2,125	1,462	1,621
Total Machinery and Equipment	\$16,426	\$ 19,666	\$ 9,973	\$12,801
Land	\$ 89,514	\$ 91,343	\$44,480	\$47,023
Buildings - Fences - Etc.	17,816	19,877	16,130	16,634
TOTAL FARM CAPITAL	\$ 159,654	\$ 179,452	\$91,252	\$99,448

\*Includes Landlords share of investment for rented farms

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

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

Item	Average of - 163 Farms	35 --Most Profitable Farm	35- Least Profitable Farm
<b>FARM RECEIPTS:</b>			
Dairy Cattle	\$ 903	\$ 386	\$ 1,338
Dairy Products	2,790	1,221	3,169
Beef Cattle (Incl. Feeders)	10,666	17,381	10,325
Hogs	11,288	19,424	7,886
Sheep and Wool	721	1,432	216
Poultry (Incl. Turkeys)	60	43	46
Eggs	585	591	448
Corn	5,435	9,045	2,755
Other Crops	476	514	431
Diverted Acre Income	2,092	3,168	1,349
Soybeans	5,041	9,730	2,694
Gas Tax Refunds + Cap. Assets Sold	377	315	466
Income From Work Off the Farm	709	565	649
Miscellaneous Farm Income	367	519	312
(1) Total Farm Sales	\$ 41,510	\$ 64,334	\$ 32,084
(2) Increase In Farm Capital	12,002	19,798	8,196
(3) Family Living From The Farm	231	218	208
(4) Total Farm Receipts (1+2+3)	\$ 53,743	\$ 84,350	\$ 40,488
<b>FARM EXPENSES:</b>			
Dairy Cattle Bought	271	22	\$ 470
Beef Cattle Bought (Incl. Feeders)	6,572	\$ 10,372	6,483
Hogs Bought	1,485	2,343	1,504
Sheep Bought	316	612	186
Poultry Bought (Incl. Turkeys)	71	67	44
Miscellaneous Livestock Expense	577	677	624
Feed Bought	6,730	9,530	5,966
Fertilizer	1,890	2,687	1,504
Other Crop Expense	2,059	3,972	1,482
Custom Work Hired	789	904	873
Gas, Oil, Grease Bought (Farm Share)	1,251	1,682	1,012
Repairs for Tractors, Trucks and Autos (Farm Share)	793	1,036	613
Repair + Upkeep Of Farm Real Estate	337	503	261
Repair + Upkeep Of Crop + Gen..Mach.	665	1,014	586
Repair + Upkeep Of Livestock Equip.	184	227	163
Wages Of Hired Labor	609	836	440
Electricity Expense	266	320	259
Personal Property + Real Est. Taxes	1,644	2,437	1,303
Telephone and General Farm Expense	401	557	339
(5) Total Cash Operating Expense	\$ 26,910	\$ 39,798	\$ 24,112
(6) Mech. Power Bought (Farm Share)	2,073	2,854	2,147
(7) Crop and Gen. Machinery Bought	2,320	3,318	2,542
(8) Livestock Equipment Bought	495	849	443
(9) New Real Estate + Improvements	4,684	5,033	4,680
(10) Total Farm Purch. (5) thru (9)	\$ 36,482	\$ 51,852	\$ 33,924
(11) Decrease In Farm Capital			
(12) Interest On Farm Capital	5,884	8,478	4,768
(13) Unpaid Family Labor	565	1,045	580
(14) Board Furnished Hired Labor	44	45	55
(15) Total Farm Exp. (10 - 14)	\$ 42,975	\$ 61,420	\$ 39,327
(16) Labor Earnings (4 - 15)	\$ 10,768	\$ 22,930	\$ 1,161

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

Item	Average of - 163 Farms	35 -- Most Profitable Farms	35 - Least Profitable Farms
<u>RETURNS AND NET INCREASES</u>			
Dairy Cattle	\$ 2,854	\$ 1,215	\$ 3,204
Other Dairy Cattle	915	523	1,028
Beef Breeding Cattle	325	389	434
Feeder Cattle	4,927	7,712	4,105
Hogs	9,475	16,145	5,937
Sheep	283	436	138
Turkeys			
Chickens	541	540	460
All Productive Livestock	\$ 19,320	\$ 26,960	\$ 15,306
Value of Feed Fed to Livestock	13,503	18,277	12,302
Return over Feed From Livestock	\$ 5,817	\$ 8,683	\$ 3,004
Crop, Seed and Feed	21,453	37,536	12,543
Income From Labor Off The Farm	341	268	282
Agricultural Conservation Payments	5	10	1
Miscellaneous	362	509	312
Total Returns and Net Increases	\$ 27,978	\$ 47,006	\$ 16,142
<u>EXPENSES AND NET DECREASES</u>			
Truck	\$ 362	486	\$ 335
Auto (Farm Share)	604	668	565
Tractor	1,849	2,672	1,246
Electric and Gas Engines	270	322	261
Hired Power	309	340	316
Total Power	3,394	\$ 4,488	\$ 2,723
Crop and General Machinery	1,916	2,964	1,796
Livestock Equipment	451	553	398
Buildings, Fences and Tiling	1,444	1,632	1,666
Bare land	10-		
Misc. Livestock Expense	577	677	624
Labor	1,510	2,285	1,361
Real Estate Taxes	1,456	2,191	1,127
Personal Property Tax	189	246	175
Insurance	168	253	146
General Farm Expense	233	304	194
Interest on Farm Capital	5,884	8,478	4,767
Total Expenses and Net Decreases	\$ 17,212	\$ 24,071	\$ 14,977
Labor Earnings	\$ 10,766	\$ 22,935	\$ 1,165

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



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

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in Table 4. These farmers spent an average of \$408.17 per month for family living in addition to the food, fuel, and housing furnished by the farm.

Item	Average of - 98 Farms	16 --Most Profitable Farms	22 - Least Profitable Farms
Number of Persons - Family	4.4	3.9	4.6
Number of Adult Equivalent - Family	3.2	2.8	3.4
Food and Meals Bought	\$ 1,255	\$ 1,156	\$ 1,182
Operating and Supplies	334	294	276
Furnishings and Equipment	360	342	289
Clothing and Clothing Materials	426	410	347
Personal Care, Personal Spending	151	140	146
Education and Recreation	268	191	226
Gifts and Special Events	178	169	137
Medical Care and Health Insurance	475	443	446
Church and Welfare	224	260	130
Pers. Share Truck and Auto Exp.	170	154	194
Oper. Share Upkeep on Dwelling	86	76	41
Pers. Share Tel and Elect. Exp.	100	109	90
Total Cash Living Expenses	\$ 4,027	\$ 3,744	\$ 3,507
Pers. Share New Truck and Auto	179	155	117
New Dwelling Bought	224	188	752
Taxes and Other Deductions	30	48	39
Life Insurance	313	381	273
Other Savings and Investments	124	53	91
Total Household + Pers. Cash Exp.	\$ 4,897	\$ 4,569	\$ 4,779
Total Family Living From The Farm	207	185	178
Total Cash Exp. and Perquisites	\$ 5,104	\$ 4,754	\$ 4,957
Income-Operators Labor Earnings	12,544	13,380	2,293-
Return to Capital and Labor	13,527	15,487	4,884
Total Money Borrowed	12,551	13,204	16,800
Paid on Debts - Principal	13,449	16,954	15,128

#### NET WORTH

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

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

TABLE 5 - NET WORTH STATEMENT FOR THOSE FARMERS WHO KEPT A COMPLETE RECORD OF ALL ASSETS AND LIABILITIES - 1966 (OPERATOR'S SHARE - TENURE BASIS)

Items	<u>Owner Average</u>	
	Average of 39 Farms Jan 1 - - - - - Dec. 31	
Total Farm Capital	\$74,972	\$ 86,092
Auto - Personal Share	383	476
Dwelling	3,478	3,631
Other Personal Assets	<u>12,352</u>	<u>13,720</u>
TOTAL ASSETS	\$91,185	\$103,919
Real Estate Mortgages	25,268	26,167
Chattel Mortgages	9,055	11,509
Notes	3,124	2,619
Accounts Payable	<u>1,821</u>	<u>3,602</u>
TOTAL LIABILITIES	\$39,268	\$ 43,897
FARMER'S NET WORTH	\$51,917	\$ 60,022
GAIN IN NET WORTH		\$ 8,105

Items	<u>Part Owner Average</u>	
	Average of 66 Farms Jan. 1 - - - - - Dec. 31	
Total Farm Capital	\$ 95,073	\$112,307
Auto - Personal Share	382	391
Dwelling	3,379	3,555
Other Personal Assets	<u>8,621</u>	<u>9,039</u>
TOTAL ASSETS	\$107,455	\$125,292
Real Estate Mortgages	\$ 28,101	\$ 33,087
Chattel Mortgages	12,449	13,969
Notes	4,903	6,459
Accounts Payable	<u>3,547</u>	<u>4,079</u>
TOTAL LIABILITIES	\$ 49,000	\$ 57,594
FARMER'S NET WORTH	\$ 58,455	\$ 67,698
GAIN IN NET WORTH		\$ 9,243

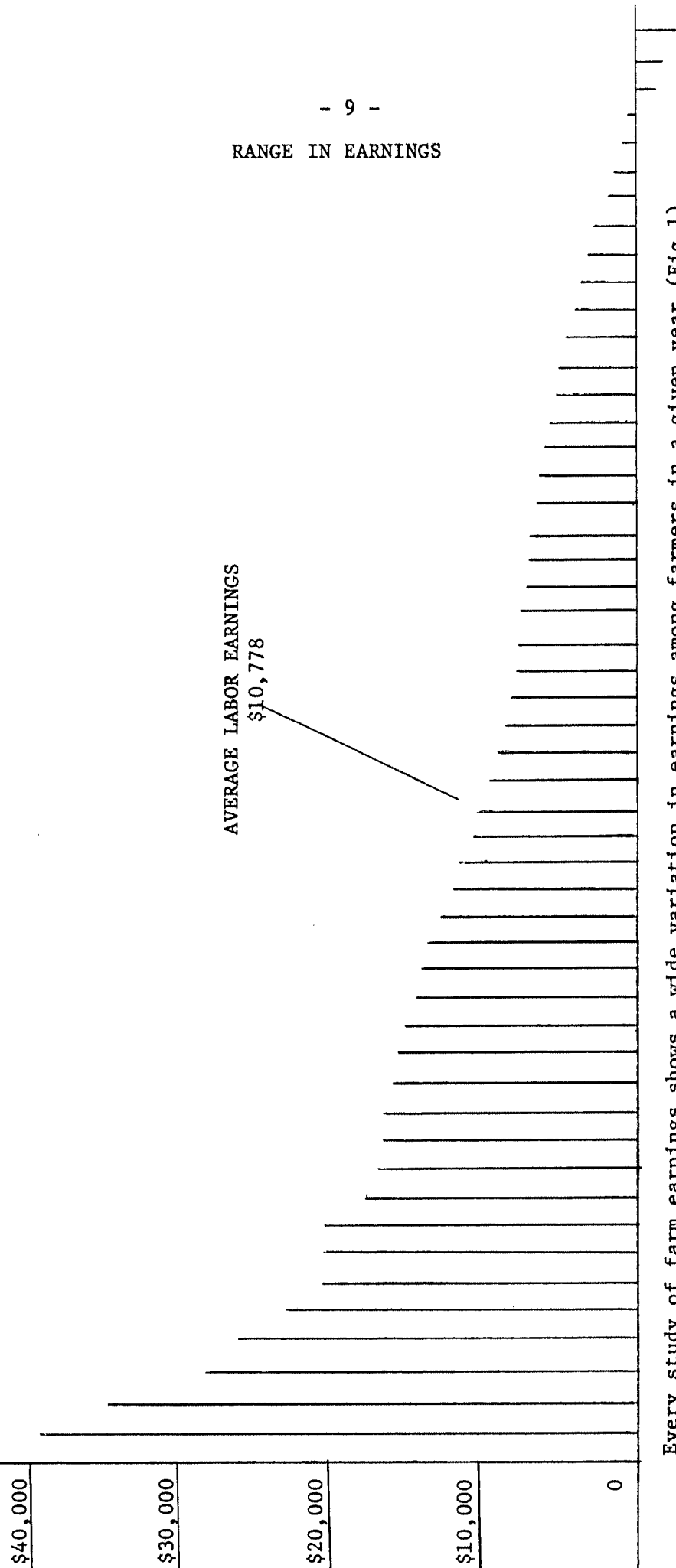
Items	<u>Renter Average</u>	
	Average of 54 Farms Jan 1 - - - - - Dec. 31	
Total Farm Capital	\$ 24,635	\$ 31,391
Auto - Personal Share	327	398
Dwelling	214	198
Other Personal Assets	<u>5,678</u>	<u>6,302</u>
TOTAL ASSETS	\$ 30,854	\$ 38,289
Real Estate Mortgages	\$ 1,495	1,837
Chattel Mortgages	5,828	6,209
Notes	2,955	3,724
Accounts Payable	<u>1,733</u>	<u>2,482</u>
TOTAL LIABILITIES	\$ 12,011	\$ 14,252
FARMER'S NET WORTH	\$ 18,843	\$ 24,037
GAIN IN NET WORTH		\$ 5,194

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

Items	39 Owners	70 Part Owners	54 Renters
<u>FARM RECEIPTS:</u>			
Dairy and Dual Purpose Cattle	\$ 1,227	\$ 766	\$ 772
Dairy Products	2,893	2,310	3,189
Beef Cattle - Including Feeders	9,525	15,295	4,171
Hogs	9,856	12,463	9,576
Sheep and Wool - Including Feeders	1,137	786	246
Poultry - Including Turkeys	16	106	33
Eggs	243	773	557
Corn	2,433	4,386	1,743
Other Crops	264	427	237
Diverted Acre Income	1,429	2,225	1,114
Soybeans	3,001	4,991	2,933
Gas Tax Refund & Cap. Assets Sold	231	438	124
Income From Work Off The Farm	576	900	498
Miscellaneous	431	435	217
1 Total Farm Sales	\$ 33,262	\$46,301	\$ 25,410
2 Increase in Farm Capital	11,120	16,725	6,756
3 Family Living From The Farm	239	239	186
4 Total Farm Receipts 1+2+3	\$ 44,621	\$63,265	\$ 32,352
<u>FARM EXPENSES:</u>			
Dairy and Dual Purpose Cattle	303	203	335
Beef Cattle - Including Feeders	6,712	9,406	1,968
Hogs	818	1,953	1,178
Sheep	520	373	86
Poultry	19	90	83
Misc. Livestock Expense	605	545	546
Feed	5,948	7,602	5,513
Fertilizers	1,551	2,022	1,205
Other Crop Expense	1,531	2,385	1,365
Custom Work Hired	850	777	681
Gas - Oil - Grease	1,088	1,489	957
Tractor-Truck-Auto Repairs	643	934	657
Real Estate Repairs	317	429	156
Crop and Gen. Mach. Repairs	574	825	483
Livestock Equip. Repairs	140	213	166
Wages of Hired Labor	382	927	356
Electricity Expense	260	290	217
Real Estate and Property Taxes	1,040	1,095	142
Cash Rent	454	1,034	1,521
General Farm	401	481	262
Interest Expense	1,811	2,468	595
Total Cash Operating Expenses	\$ 25,967	\$35,541	\$ 18,472
Mech. Power Bought	1,697	2,670	1,477
Crop and Gen. Mach. Bought	2,014	2,738	1,706
Livestock Equipment Bought	379	663	334
New Real Estate & Improvements	3,702	8,030	874
5 Total Farm Purchases	\$ 33,759	\$49,642	\$ 22,863
6 Decrease In Farm Capital			
7 Interest On Farm Capital	2,214	2,643	808
8 Unpaid Family Labor	526	817	266
9 Board For Hired Labor	26	56	41
10 Total Farm Expenses 5+6+7+8+9	\$ 36,525	\$53,158	\$ 23,978
11 Labor Earnings 4-10	8,096	10,107	8,374
12 Ret. to Cap. and Labor 7+8+11	10,836	13,567	9,448

RANGE IN EARNINGS

Figure 1. RANGE IN LABOR EARNINGS - 1966



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 20% of the range according to earnings was \$22,934 and of those in the lower 20% was \$1,165. This is a range of \$21,769 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	Sugar Beets	3.0	Per Acre
Other Dairy Cattle	3.5	Per An. Unit*	Potatoes	4.0	Per Acre
Beef Breeding Herd	3.5	Per An. Unit	Peas, Small Grain	.5	Per Acre
Feeder Cattle	.25	Per 100 lbs.	Hybrid Seed Corn	2.0	Per Acre
Sheep - Farm Flock	1.5	Per An. Unit	Corn, husked	.7	Per Acre
Sheep - Feeders	.3	Per 100 lbs.	Corn Silage	1.0	Per Acre
Hogs	.2	Per 100 lbs.	Sweet Corn	.7	Per Acre
Hens	20.0	Per 100 Hens	Soybean Grain	.5	Per Acre
Turkeys	.5	Per 100 lbs.	Alfalfa Hay	.6	Per Acre
			Other Hay & Seed	.4	Per Acre
			Grass Silage	.4	Per Acre
			Soil Bank	.2	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. These figures are found at the bottom of Table 8.

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

Measures Used In Chart On Page . . . 12	Average of 163 Farms	35 --Most Profitable Farms	35---Least Profitable Farms
Labor Earnings	\$ 10,778	\$ 22,934	\$ 1,165
(1) Crop Yields*	100	110	90
(2) Percent tillable land in high return crops	74.9	77.8	72.1
Gross Return Per Acre	94.06	105.62	82.97
(3) Return for \$100 feed fed to productive livestock*	100	102	89
(4) Livestock Units per 100 Acres**	28.4	27.1	34.2
(5) Size of Business - Work Units	463	584	394
Work Units Per Worker	317.3	336.9	278.7
(6) Power, Mach., Equip., Bldg. Esp. Work Unit	\$15.54	\$16.49	\$16.70

Items related to some of the above measures:

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

Dairy Cattle	100	122	88
Beef Cattle - Breeders	100	134	76
Beef Cattle - Feeders	100	113	84
Hogs	100	116	86
Sheep	100	134	94
Chickens	100	123	79
(4) Number of Animal Units	84.6	117.8	76.6
Number of Workers	1.5	1.7	1.4
(5) Work Units on Crop	161	238	121
Work Units On Livestock	279	328	254
Other Prod. Work Units	23	18	19
(6) Power expense Per Work Unit	\$ 7.33	\$ 7.68	\$ 6.91
Mach. Expense Per Work Unit	4.14	5.07	4.56
Equip. Expense Per Work Unit	.97	.95	1.01
Bldg. Expense Per Work Unit	3.10	2.79	4.23
Tractor Expense Per Crop Acre	8.16	7.96	7.36
Crop - Gen. Mach. Exp. Per Crop Acre	7.91	8.24	9.90

\* 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.

Labor Earnings	Crop Yields	High Return Crops	Gross Ret. Per Crop Acre		Return Pr. L.S. From Units Prod. Per Lvstk. 100 Acres		Work Units Per Worker		Pow.-Mach. Eq.-Bldg Exp. Per Work Unit	
33,800	145	93	139	127	57	650	410	6		
29,300	140	91	130	124	54	630	400	7		
25,300	135	89	112	121	51	610	390	8		
21,800	130	87	115	118	48	590	380	9		
18,300	125	85	109	115	45	570	370	10		
15,800	120	83	104	112	42	550	360	11		
13,800	115	81	100	109	39	530	350	12		
12,300	110	79	97	106	36	510	340	13		
11,300	105	77	95	103	33	490	330	14		
10,800	100	75	94	100	30	470	320	15		
10,300	95	73	93	97	27	450	310	16		
9,300	90	71	91	94	24	420	300	17		
7,800	85	69	88	91	21	400	290	18		
5,800	80	67	84	88	18	380	280	19		
3,300	75	65	79	85	15	360	270	20		
300	70	63	73	82	12	340	260	21		
-3,200	65	61	66	79	9	320	250	22		
-6,200	60	59	58	76	6	310	240	23		

TABLE 9 - DISTRIBUTION OF ACRES AND YIELD - 1966

Crop	Crop Rating	Number Growing	Average Acres of 163 Farms	Average Yield Per Acre
Oats - and Mixtures	D	101	11.7	60.3 Bu.
Oats Silage	C	18	1.7	4.5 Ton
Canning Peas	B	2	.2	\$61.30
Wheat	C	11	.6	28.5 Bu.
Flax	C	5	1.0	9.3 Bu.
Total Small Grain and Peas			15.2	
Canning Corn	B	9	1.9	\$72.83
Corn Grain & Seed Corn	A	162	119.2	94.5 Bu.
Soybeans - Grain	B	151	75.1	30.2 Bu.
Corn Silage	B	97	11.0	15.3 Ton
Potatoes	A	1	.2	100.0 Cwt.
Other Cultivated Crops	A	1	.1	\$31.33
Total Cultivated Crops			207.5	
Alfalfa Hay	B	132	18.4	3.6 Ton
Other Legumes & Mixtures	C	3	.6	2.6
Annual Hay	D	17	.8	3.4 Ton
Legume and/or Grass Seed	D			
Total Hay			19.8	
Alfalfa Pasture	B	35	2.4	
Other Legume Pasture	C	5	.5	
Other Tillable Pasture	D	4	.3	
Total Tillable Pasture			3.2	
Diverted Acres Income	A	122	36.9	\$56.17
Tillable Land Idle	D	4	.4	
Total Tillable Land			283.0	
Wild Hay		30	1.8	.3 Ton
Non-tillable Pasture		74	13.7	
Timber		17	1.3	.36
Roads and Waste		137	11.6	
Farmstead		149	9.8	
TOTAL ACRES IN FARM			321.2	
Percent Land Tillable			88.1	
Percent In High Return Crops			74.8	



# 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 of 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 - 1966

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

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

Feed is the largest single item of cost for all classes of livestock. However, the proportion of the total cost represented by feed varies considerably between classes of livestock. Feed makes up approximately 45 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.

TABLE 11 - FEED COSTS AND RETURNS FROM HOGS - 1966

Items	Average of 89 Farms Raising Hogs	44 Farms Highest In Returns Above Feed	44 Farms Lowest In Returns Above Feed
Lbs. Feed Per Cwt. Hogs Produced			
Corn	327	306	348
Small Grain	16	24	9
Commercial Feeds	79	71	87
Total Concentrates*	<u>422</u>	<u>401</u>	<u>444</u>
Forages	5	5	6
Feed Cost Per Cwt. Hogs Produced			
Concentrates and Forages	12.63	11.16	14.16
Pasture			<u>.01</u>
Total Feed Costs	12.63	11.16	14.17
Net Inc.-Dec. In Value Per Cwt.	20.48	21.01	19.79
Returns over Feed Costs Per Cwt.	7.85	9.85	5.62
Return For \$100 Of Feed	162.15	188.26	139.66
Price Received Per Cwt.	22.87	23.02	22.67
Number of Litters Farrowed	35	32	37
Number of Pigs Born Per Litter**	9.7	10.1	9.3
Number of Pigs Weaned Per Litter	7.8	8.2	7.4
POUNDS OF HOGS PRODUCED	67,451	68,837	65,333

\* 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.

TABLE 11a - FEED COSTS AND RETURNS FROM FEEDER HOGS\*

Items	Average of 24 Farms Raising Feeder Hogs	6 Farms Highest In Returns Above Feed	6 Farms Lowest In Returns Above Feed
Lbs. Feed Per Cwt. Hogs Produced			
Corn	332	313	365
Small Grain	19	27	18
Commercial Feeds	67	65	59
Total Concentrates	<u>418</u>	<u>405</u>	<u>442</u>
Forages			
Feed Cost Per Cwt. Hogs Produced			
Concentrates and Forages	\$11.88	\$10.86	\$12.91
Pasture			
Total Feed Costs	11.88	10.86	12.91
Net Inc.-Dec. In Value Per Cwt.	15.36	16.57	14.19
Returns Over Feed Costs Per Cwt.	3.48	5.71	1.28
Return For \$100 Of Feed	130.55	154.12	109.59
Price Received Per Cwt. Sold	22.73	22.24	21.83
Average Wt. Pigs Purchased	40	40	37
Average Price Paid Per Pig	19.41	18.20	18.56
Lbs. of Hogs Produced	66,766	60,274	73,867
Number of Pigs Purchased	384	427	363

\* Includes only those farms buying all hogs fed.

# DAIRY CATTLE

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

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

TABLE 12 - FACTORS OF COST AND RETURNS FROM DAIRY COWS - 1966

Items	Average of 47 Farms	12 Farms Highest In Returns Above Feed	12 Farms Lowest In Returns Above Feed
Pounds of Butterfat Per Cow	353	421	294
Pounds of Milk Per Cow	10196	11908	8055
Percent of Butterfat in Milk	3.5	3.6	3.7
Price Per Pound of Butterfat Sold	112.6	106.2	106.3
Price Per Hundred Pounds Milk Sold	4.06	3.79	3.86
Feed Per Cow - Pounds			
Corn	3578	3530	3573
Small Grain	480	639	288
Commercial Feeds	701	587	467
Legume Hay	5325	4706	5122
Other Hay and Fodder	1200		1547
Total Concentrates	4759	4756	4328
Total Dry Roughages	6525	4706	6669
Total Silage	13291	8756	11902
Feed Cost Per Cow			
Concentrates*	122.85	117.86	116.23
Roughages	114.46	85.72	110.08
Pasture	4.44	8.74	5.71
Total Feed Costs	241.75	212.32	232.02
Value of Produce Per Cow			
Butterfat Sales	387.00	426.98	305.73
Dairy Products Used in Home	4.50	5.76	3.61
Milk Fed To Livestock	4.17	7.00	2.22
Net Inc. in Value of Cows	2.26-	7.46	-10.56
Total Value Produced	393.41	447.20	301.00
Returns Over Feed Cost Per Cow	151.66	234.88	68.98
Returns For \$100 of Feed	162.70	218.01	131.49
Feed Cost Per Pound of Butterfat	67.2	50.2	78.5
Number of Cows	22.0	21.0	20.5

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

TABLE 12a - FEED COSTS AND RETURNS FROM DAIRY COWS  
1966

Based on Butterfat Per Cow

Items	Average of 47 Farms	12 Farms Highest In Butterfat Per Cow	12 Farms Lowest In Butterfat Per Cow
Pounds of Butterfat Per Cow	353	453	261
Pounds of Milk Per Cow	10196	12585	7244
Percent of Butterfat in Milk	3.5	3.6	3.6
Price Per Pound of Butterfat Sold	112.6	105.1¢	109.5
Price Per Hundred Pounds Milk Sold	\$ 4.06	\$ 3.80	\$ 3.97
Feed Per Cow - Pounds			
Corn	3578	4219	2740
Small Grain	480	698	282
Commercial Feeds	701	767	538
Legume Hay	5325	7338	4269
Other Hay and Fodder	1200		1437
Total Concentrates	4759	5684	3560
Total Dry Roughages	6525	7338	5706
Total Silage	13291	8109	5973
Feed Cost Per Cow			
Concentrates	\$122.85	\$143.63	\$ 93.45
Roughages	114.46	112.09	99.88
Pasture	4.44	5.72	5.06
Total Feed Costs	\$241.75	\$261.44	\$198.39
Value of Produce Per Cow			
Butterfat Sales	\$387.00	\$456.45	\$281.05
Dairy Products Used In Home	4.50	5.24	3.63
Milk Fed to Livestock	4.17	6.57	2.64
Net Increases In Value of Cows	2.26-	9.29	-5.28
Total Value Produced	\$393.41	\$477.55	\$282.04
Returns Over Feed Cost Per Cow	\$151.66	\$216.11	\$ 83.65
Returns For \$100 of Feed	\$162.70	\$189.64	\$146.78
Feed Cost Per Pound of Butterfat	67.2	57.8¢	75.1¢
Number of Cows	22.0	18.9	20.7

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

Items	Average of 47 Farms	12 Farms Highest In Returns Above Feed	12 Farms Lowest In Returns Above Feed
Feed Per Head Lbs.			
Concentrates*	1088	1586	1064
Hay and Fodder	1801	1798	1801
Silage	2824	2563	2136
Milk	160	339	72
Feed Cost Per Head			
Concentrates*	29.94	40.06	27.98
Roughages	30.16	28.92	27.22
Milk	3.74	6.53	2.66
Pasture	<u>1.72</u>	<u>3.14</u>	<u>2.92</u>
Total Feed Costs Per Head	65.56	78.65	60.78
Net Inc.-Dec. In Value	109.83	116.43	111.10
Returns Over Feed Cost Per Head	44.27	37.78	50.32
Returns For \$100 Of Feed	167.53	187.35	180.86
Number Of Head	24.6	21.9	24.8

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

Items	Average of 48 Farms	Highest In Returns Above Feed 12 Farms	Lowest In Returns Above Feed 12 Farms
Feed Per Cow - Lbs.			
Concentrates*	5985	6453	5858
Hay and Fodder	8564	6474	8903
Silage	16446	11504	14609
Total Feed Costs Per Cow	315.48	295.19	310.72
Value of Produce Per Cow			
Dairy Products	395.82	439.74	311.56
Net Inc.-Dec. In Value	<u>120.97</u>	<u>117.13</u>	<u>125.54</u>
Total Value Produced	516.79	556.87	437.10
Returns Over Feed Cost Per Cow	201.31	261.68	126.38
Returns Per \$100 Feed Cost	163.81	200.59	144.50
Animal Units Of Cattle	33.6	32.0	32.9

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

TABLE 15 - BEEF BREEDING CATTLE

Items	Average of 13 Farms
Feeds Per Animal Unit Lbs.	
Concentrates*	468
Legume	2,243
Silage	4,882
Other Hay	20
Feed Cost Per Animal Unit	
Concentrates*	11.89
Roughages	44.37
Pasture	9.12
Total Feed Costs	65.38
Net Increase In Value of Animals	108.10
Returns Above Feed Cost Per Animal Unit	42.72
Returns For \$100 Of Feed	165.38
Number Of Cows and Bulls	27.4
Number of Animal Units	26.6
Pounds Of Beef Produced	10,584

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

Items	Average of 64 Farms	31 Farms Highest In Returns Above Feed	28 Farms Lowest In Returns Above Feed
Feeds Per Cwt Beef Produced Lbs.			
Corn	583	541	637
Small Grain	8	10	6
Commercial Feeds	48	48	49
Legume Hay	158	116	212
Other Hay and Fodder	94	96	95
Total Concentrates*	639	599	692
Total Hay and Fodder	252	212	307
Silage	788	735	844
Feed Cost Per Cwt. Beef Prod.			
Concentrates*	13.85	12.98	14.96
Roughages	5.04	4.42	5.80
Pasture	.09	.03	.19
Total Feed Costs	18.98	17.43	20.95
Net Increase in Value of An.	22.68	23.69	21.19
Returns Above Feed Cost Cwt. Beef Prod.	3.70	6.26	.24
Returns for \$100 of Feed	119.43	135.90	101.14
Price Paid Cwt. Beef Bought	21.48	22.92	22.19
Price Received For Beef Sold	23.99	24.69	24.10
Number of Animal Units	83.8	93.5	84.6
Pounds of Beef Produced	50,917	59,853	48,645

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

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

Items	Average of 15 Farms	6 Farms Highest In Returns Above Feed	5 Farms Lowest In Returns Above Feed
Feeds Per Ewe Lbs.			
Concentrates	356	213	421
Legume Hay	512	629	471
Other Kay			
Silage	509	362	567
Feed Cost Per Ewe			
Concentrates	9.71	4.78	11.89
Roughages	7.93	8.29	7.51
Pasture	1.41	2.33	.99
Total Feed Costs	19.05	15.40	20.39
Value of Produce Per Head			
Wool	5.62	6.21	5.45
Net Inc. In Value Of Animals	20.78	22.58	21.28
Total Value Produced	26.40	28.79	26.73
Returns Above Feed Cost Per Head	7.35	13.39	6.34
Returns For \$100 Of Feed	138.50	186.90	131.02
Price Per Cwt. Lamb And Mutton Sold	12.36	14.61	13.35
Price Per Lb. Wool Sold	.47	.52	.41
Pounds Of Wool Per Sheep	5.3	6.5	2.5
Number of Ewes Kept For Lambing	22.5	29.5	26.0
Percent Lamb Crop	90.2	104.2	62.4
Percent Death Loss	21.1	20.2	19.3
Average Number Of Ewes	55.2	32.2	117.7

FEED COSTS AND RETURNS FROM FEEDER LAMBS - 1966

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 co-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\* - 1966

Items	Average of 29 Farms	15 Farms Highest In Returns Above Feed	14 Farms Lowest In Returns Above Feed
Feed - Per Hen - Lbs.			
Grain	82	82	82
Commercial Feeds	36	33	40
Total Concentrates	<u>118</u>	<u>115</u>	<u>122</u>
Total Feed Cost Per Hen	3.71	3.45	3.97
Value Of Produce Per Hen			
Eggs Sold and Used	5.66	6.31	5.02
Inc.-Dec. In Value Of Flock	<u>.45-</u>	<u>.34-</u>	<u>.56-</u>
Total Value Produced	<u>5.21</u>	<u>5.97</u>	<u>4.46</u>
Returns Over Feed Cost Per Hen	1.50	2.52	.49
Returns For \$100 Of Feed	140.43	173.04	112.34
Price Per Dozen Eggs Sold - Cents	32.6	32.4	32.9
Eggs Laid Per Hen	208	234	183
Average Number Of Hens	484	467	503
Per Cent Death Loss	7.4	5.3	9.4

\*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 - 1966

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 - 1966

<u>Farm Grown Grains</u>		<u>Other Roughages</u>	
Corn	\$1.12 Per Bu.	Corn Silage	8.00 Per Ton
Oats	.64 Per Bu.	Grass Silage	6.00 Per Ton
Barley	.96 Per Bu.		
 <u>Hay</u>		 <u>Pasture per Head per Month</u>	
Alfalfa	\$22.00 Per Ton	Cows	\$3.00
Red or Alsike Clover	19.00 Per Ton	Young Cattle	1.50
Brome or Timothy	15.00 Per Ton	Hogs	.20
Wild Hay	10.00 Per Ton	Pigs (under 6 mos.)	.10
		Sheep	.50
		Lambs	.25
 Unpaid Family Labor . . . . .		\$200.00 Per Mo.	
Board Furnished Hired Labor . . . . .		40.00 Per Mo.	
2nd or 3rd Operator . . . . .		.250.00 Per Mo.	

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

Items	1960	1961	1962	1963	1964	1965
<b>FARM RECEIPTS:</b>						
Dairy Cattle	\$ 1013	\$ 1087	\$ 845	\$ 829	\$ 825	\$ 711
Dairy Products	2923	3676	3298	2908	3098	2422
Beef Cattle (incl. Feeders)	8962	6940	7818	6051	8197	8865
Hogs	7606	9613	9865	10476	10076	11774
Sheep & Wool	76	82	169	93	458	102
Poultry (incl. turkeys)	42	37	50	40	45	42
Eggs	478	733	636	632	709	779
Corn	1827	2674	4127	5775	5646	4184
Small Grain	357	748	627	655	235	124
Div. Acre Income						1967
Other Crops	1463	2367	3004	4058	4824	4229
Misc. Equip. sold, gas tax ref.	296	234	483	341	400	1012
Income from work off the farm	320	231	358	442	406	542
Miscellaneous	273	259	387	342	2180	364
(1) Total Farm Sales	\$25636	\$28686	\$31667	\$32642	\$37099	\$37117
(2) Increase in Farm Capital	2371	3377	3553	2978	3684	5703
(3) Family Living From the Farm	281	252	272	258	239	206
(4) Total Farm Receipts	\$28288	\$32315	\$35492	\$35878	\$41022	\$43026
<b>FARM EXPENSES:</b>						
Dairy Cattle Bought	\$ 151	\$ 332	\$ 162	\$ 182	\$ 217	\$ 214
Beef Cattle Bght. (incl. feeders)	4191	3510	4197	3520	4484	4785
Hogs Bought	634	634	699	510	711	911
Sheep Bght. (incl. feeders)	4	14	14	3	210	7
Poultry Bght. (incl. turkeys)	66	64	73	118	138	205
Miscellaneous Livestock Expense	518	627	664	596	582	520
Feed Bought	4555	5398	5358	5781	6061	6168
Fertilizers	1354	1485	1497	1557	1849	1835
Other Crop Expense	776	888	878	1124	1328	1502
Custom Work Hired	777	783	812	755	826	675
Gas, oil & Gr. Bght. (Farm Share)	1039	931	1146	1105	1231	1190
Repr. & Opr. of Trac., Tr. & Auto	575	544	716	667	753	837
Repr. & Upkeep of Real Estate	167	294	377	385	334	334
Repr. & Upkeep of Crop. & Gen. Ma.	385	426	535	513	539	600
Repr. & Upkeep of Live. Equip.	150	131	145	130	185	177
Wages of Hired Labor	369	396	687	649	622	618
Electricity Expense	227	244	264	285	289	290
Real Est. & Per. Property Tax	864	1005	1310	1513	1577	1669
Tele. & General Farm Expense	249	288	361	332	386	394
(5) Total Cash Oper. Expense	\$17051	\$17994	\$19895	\$19725	\$22322	\$22931
(6) Mech. Pwr. Bght. (Farm. Sh)	795	837	1246	1507	1241	2166
(7) Crop & Gen. Mach. Bought	652	1084	1431	1268	1766	1956
(8) Livestock Equip. Bought	348	400	698	442	539	264
(9) New Real Est. Improvements	477	1039	1427	740	1337	2001
(10) Total Farm Purchases	\$19323	\$21354	\$24697	\$23682	\$27205	\$29318
(11) Dec. in Farm Capital						
(12) Interest on Farm Capital	3761	3955	4821	4836	5297	5372
(13) Unpaid Family Labor	197	94	115	192	355	402
(14) Board Furn. Hired Labor	64	33	85	76	55	34
(15) Farm Expense (Total)	\$23345	\$25436	\$29718	\$28786	\$32912	\$35126
(16) Labor Earnings 4 - 15	\$ 4943	\$ 6879	\$ 5774	\$ 7092	\$ 8110	\$ 7900

TABLE 21 - SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Items	1960	1961	1962	1963	1964	1965
<u>MEASURES OF FARM ORGANIZATION AND MANAGEMENT</u>						
Percent High Return Crops	69	70	70	72	76	74.1
Livestock Units Per 100 Acres	43	39	39	36	31	30.0
Work Units	416	433	474	483	517	468
Work Units Per Worker	317	333	365	356	328	330
Expenses Per Work Unit	\$ 13.05	\$13.12	\$13.78	\$13.34	\$12.92	\$14.54
<u>RETURN ABOVE FEED COST PER:</u>						
Dairy Cow	\$161.01	\$189.96	\$155.70	\$146.83	\$141.90	\$123.74
Cwt. Feeder Cattle Prod.	5.56	3.97	9.13	2.88	2.10	8.97
Head of Sheep	12.20	2.90	4.11	4.14	3.10	11.71
Cwt. Hogs Produced	7.34	6.53	5.31	3.32	3.63	11.65
Hen	1.68	1.18	.79	.73	.72	.45
<u>FEED COST PER:</u>						
Dairy Cow	\$163.66	\$159.72	\$174.78	\$186.90	\$183.90	\$220.98
Cwt. Feeder Cattle Prod.	14.75	16.24	16.81	15.82	17.70	19.27
Head of Sheep	10.14	11.84	10.60	16.56	12.11	13.48
Cwt. Hogs Produced	9.61	10.07	10.75	11.08	10.92	12.06
Hen	3.43	3.14	3.47	3.96	3.57	3.17
<u>MISCELLANEOUS LIVESTOCK INFORMATION</u>						
Number of Dairy Cows	8.9	11.0	10.2	8.1	23.5	22.2
Pounds Feeder Cattle Prod.	17830	13479	15571	15582	48691	47765
Pounds Hogs Produced	52110	57367	60740	70312	82242	75724
Number of Hens	90	143	131	126	748	705
Pounds Butterfat Per Cow	371.6	364.3	363.1	370.4	355	370
No. Pigs Weaned Per Litter	7.4	7.4	7.6	7.8	7.7	7.4
Percent Lamb Crop	149.0	128.0	101.0	130.0	103.3	101.8
Eggs Per Hen	191	210	209	220	210	189
<u>PRICE RECEIVED PER:</u>						
Pound Butterfat in Milk	90.0¢	96.0¢	93.0¢	92.0¢	93.6¢	95.6¢
Cwt. Fat Cattle	\$ 23.55	\$ 22.91	\$ 25.59	\$ 22.15	\$ 20.74	\$ 21.82
Dozen Eggs	28.¢	27.7¢	20.8¢	25.9¢	27.4¢	27.6¢
Cwt. Hogs Sold	\$ 15.49	\$ 16.72	\$ 16.52	\$ 15.00	\$ 14.84	\$ 20.36
<u>PRICE OF FEED:</u>						
Corn, bushel	\$ .90	\$ .87	\$ .96	\$ 1.05	\$ 1.08	\$ 1.12
Oats, bushel	.58	.58	.60	.60	.63	.64
Barley, bushel	.83	.86	.96	.84	.90	.96
Alfalfa Hay, ton	18.00	18.00	18.00	19.00	20.00	22.00
Corn Silage, ton	7.50	7.50	7.00	7.00	7.00	7.00

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

Items	1960	1961	1962	1963	1964	1965
<u>ACRES PER FARM:</u>						
Small Grain	26.3	26.4	25.4	24.6	16.5	11.6
Cultivated Crops	148.2	146.8	161.1	178.1	202.7	211.5
Tillable Land in Hay	19.3	19.0	18.0	18.2	22.8	18.6
Tillable Land in Pasture	5.8	6.6	5.7	4.5	4.2	4.8
Tillable Land Not Cropped	1.0	.8	1.5			.4
Soil Bank		12.7	20.9	24.2	34.7	34.7
Total Tillable Land	200.6	212.3	232.6	249.6	280.9	281.6
Non-Tillable Land	27.1	30.9	37.0	38.6	39.7	35.1
Total Acres in Farm	227.7	243.2	269.6	288.2	320.6	316.7
<u>YIELDS PER ACRE:</u>						
Canning Peas	\$26.83	\$34.37	\$38.13	\$28.82	\$23.26	\$64.73
Wheat, bushel	26.8	33.9	26.9	30.3	27.3	19.9
Oats, bushel	53.6	58.9	55.8	62.8	60.9	57.8
Corn Grain, bushel	67.6	84.8	81.5	90.2	87.9	71.3
Sweet Corn	\$37.72	\$46.85	\$41.12	\$58.57	\$58.50	\$30.05
Soybeans, bushel	24.5	29.4	25.9	30.5	28.3	20.7
Corn Silage, ton	10.8	14.3	12.2	12.6	12.3	9.6
Alfalfa Hay, ton	3.2	2.9	3.8	3.5	3.3	4.2