

LET'S LOOK AT THE RECORD

1967 Annual Report

VOCATIONAL AGRICULTURE FARM MANAGEMENT PROGRAM

NORTHWESTERN MINNESOTA

REPORT NO. 13

AREA VOCATIONAL TECHNICAL SCHOOL

THIEF RIVER FALLS, MINNESOTA

In Cooperation With

**VOCATIONAL DIVISION, MINNESOTA DEPARTMENT OF
EDUCATION AND AGRICULTURAL EDUCATION DEPT.
UNIVERSITY OF MINNESOTA**

April 1968

1967 REPORT OF THE FARM MANAGEMENT PROGRAM FOR VOCATIONAL
AGRICULTURE IN NORTHWESTERN MINNESOTA

HERE'S WHERE YOU'LL FIND THE INFORMATION

| | |
|-----------------------------------------------------------------|----------|
| Introduction. | 1-2 |
| 1967 in a Nutshell. | 3 |
| Summary of Farm Inventories | 4-5 |
| Summary of Farm Receipts. (Cash Statement) | 6 |
| Summary of Farm Expenses (Cash Statement) | 7 |
| Summary of Farm Earnings. (Enterprise) | 8 |
| Range in Earnings | 9 |
| Household & Personal Expenses & Receipts. | 10 |
| Net Worth | 11-11a |
| Summary of Farm Receipts (Cash Statement) Op. Share | 12 |
| Summary of Farm Expenses (Cash Statement) Op. Share | 13 |
| Measures in Farm Organization & Management Efficiency | 14 |
| Thermometer Chart | 15 |
| Labor Earnings Correlated With Excelled Factors | 16 |
| Crop Analysis Introduction | 17 |
| Crop Summary. | 18 |
| Crop Data In Individual Crops | 19 |
| Livestock Analysis Introduction. | 20 |
| Hogs Complete | 21 |
| Hogs Finishing. | 22 |
| Hogs Weaning. | 23 |
| Dairy Cattle | 24-25-26 |
| Beef Breeding | 27 |
| Beef Feeding | 28 |
| Sheep | 29 |
| Sheep Feeding | 30 |
| Chickens. | 31 |
| Chicken Broilers. | 32 |
| Turkeys - Laying Flock. | 33 |
| Turkey Poults | 34 |
| Average Prices Used & Work Units Explanation. | 35 |
| Summary of Farm Earnings by Years | 36 |

LET'S GET ACQUAINTED

The Thief River Falls Area Vocational-Technical School in cooperation with the Minnesota Department of Education and Agricultural Education Department of the University of Minnesota is conducting a farm management program. The program was initiated in 1955, making thirteen years of farm business analysis for farmers business analysis for farmers who are enrolled in adult or young farmer classes in the public schools of a twelve county area. Awards were made to the following farmers for ten years of participation in this program: Mr. & Mrs. James G. Efta, Mr. & Mrs. Edgar Naplin, Mr. & Mrs. Lloyd Clow, Mr. Leonard Skaar, Mr. & Mrs. Leonard Boucher, Mr. & Mrs. Roger Kilen, Mr. Clayton Johnsrud. This is the only farm management program in Northwestern Minnesota which stresses farm records as a basis for evaluating the farming operation.

This report is published annually to provide agriculture instructors and farmers with farm record analysis information which will be helpful to them in studying farming operations. The report is set up to show each cooperating farmer individual figures for his farm, as well as averages for all farms, the top twenty per cent and the bottom twenty per cent in earnings. The report presents each farmer with figures showing his earnings, increase or decrease in net worth, financial standing and a number of efficiency factors on his various enterprises.

The analysis of the records and the preparation of the reports for Northwestern Minnesota are done under the direction of Ed Sisler of Area Vocational-Technical School at Thief River Falls. Clerical assistants for this project were: Phyllis Moun, Gladys Narverud, Joyce Peterson, Marie Sorensen, Roberta Kosel, Katherine Freeman, Betty Ueland, Eunice Lund and Fern Hedlund.

The Farm Management Program is supervised locally by Lloyd Johnson, Superintendent of Education and Arnt Aune, Director of the Area Vocational Technical School, Thief River Falls, Minnesota. Mr. G.R. Cochran of the State Department of Education, Dr. Milo Peterson of the University Department of Agricultural Education, and Dr. T.R. Nodland of the Agricultural Economics Department have been available as consultants.

This report deals with farmers enrolled fifteen schools in Northwestern Minnesota. The following tabulation shows the number of farmers submitting 1967 farm records for analysis, the schools cooperating and the names of the Vo-Ag instructors from these schools.

| <u>School</u> | <u>No. of Farmers</u> | <u>Instructor</u> |
|---------------|-----------------------|-------------------|
| Ada | 7 | Lowell Gunderson |
| Detroit Lakes | 22 | Ray Maxson |
| | 6 | Earl Koeberl |
| | 2 | Duane Lemmon |

| <u>School</u> | <u>No. of Farmers</u> | <u>Instructor</u> |
|-------------------------------------|-----------------------|--------------------------------|
| Fergus Falls | 19 | Dick Hanson |
| Fertile | 47 | Conrad Carlson |
| Fisher | 4 | Winslow Helt |
| Fosston | 6 | Dean McNelly |
| Goodridge | 9 | Wally Shodean |
| Greenbush | 6 | Bernard Nelson |
| Hallock | 1 | James Nelson |
| Halstad | 4 | Pete Fog |
| Henning | 3 | Darrell Sand |
| Karlstad | 5 | Harlan Hokanson |
| Middle River | 6 | Fred Fredrickson |
| Perham | 13 | Phil Toedter |
| Roseau | 47 | Joe Freeman |
| Thief River Falls | 13 | Don Johnsen |
| Thief River Falls | 50 | Verne Spengler |
| Ulen | 1 | Eugene Pulles |
| Areas not served by Vo-Ag Depts. | 15 | Ed Sisler Vo-Ag Coordinator |

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 operators liabilities and assets other than farm capital.

ELECTRONICS

A large part of the analysis this year was prepared by the Agricultural Records Cooperative in Madison, Wisconsin, which employs computers for automatic data processing. The Thief River Falls Analysis Center utilizes this resource to streamline its operation, so that the increasing number of records submitted can be efficiently handled.

INVESTMENT IN FARMING

The average capital investment per farm varied from \$46,330 for the low 20% to \$91,809 for the high 20%. The average investment for all farms included in this report and for the '45 high and the . 45 low in operator;s labor earning is shown on Table 1.

WHY KEEP FARM RECORDS?

Systematic use of records seems to raise the managerial level of the farmers. Once a farmer starts using records to check up on his performance, it is likely that he will continue for some years to improve his position above that of his less systematic neighbor.*

* Britannica Research Service

1967 IN A NUTSHELL

| | 1965 | 1966 | 1967 |
|---------------------------------------------------------------|----------|----------|----------|
| Labor Earnings (Operators Share) | \$ _____ | \$ _____ | \$ _____ |
| Return to Capital & Family Labor | _____ | _____ | _____ |
| Net Worth | _____ | _____ | _____ |
| Ratio of Current Assets & Machinery to Current Liabilities | _____ | _____ | _____ |
| Ratio of Real Estate Assets to Real Estate Liabilities | _____ | _____ | _____ |
| Ratio of Total Assets to Total Liabilities | _____ | _____ | _____ |
| Expenses per Dollar Income | _____ | _____ | _____ |

SIZE

| | | | |
|-------------------------------------------------------|-------|-------|-------|
| Work Units-(One work unit equals one ten hour day) | _____ | _____ | _____ |
| Total Farm Capital | _____ | _____ | _____ |

FARM EARNINGS

There are three earnings statements contained in this report. Tables two and six are earning statements with a cash basis. Table two shows the labor earnings to the farm. Table six shows the operators share of the farmers labor earnings. Operators earnings is a measure of the relative financial success of a farmer compared with other farmers and represents the returns above all farm expenses and a charge for the use of farm capital.

The third earnings statement, table 3, is an enterprise or accrual earnings statement. The principle difference between cash earnings statements, table 2 and 6, and the enterprise statement, table 3, 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 expenses and net decreases" by enterprises.

RETURNS TO CAPITAL

The return to capital and family labor represents the amount the farmer and his family earned with their labor and capital investment. This figure is found in Tables 5 and 6.

WHAT IS THE CAPITAL INVESTMENT PICTURE IN OUR FARM BUSINESS?

Table 1. Summary of Farm Inventories, 1967

| Items | Average of 226 Farms | |
|--------------------------------------|----------------------|---------|
| | Jan. 1 | Dec. 31 |
| Size of Farm - Total Acres | 539.0 | |
| - Tillable Acres | 429.3 | |
| Work Units - Crops | 220.33 | |
| - Livestock | 332.76 | |
| - Other | 6.80 | |
| Total Size of Business in Work Units | 559.89 | |
| Number of Workers | 1.5 | |
| PRODUCTIVE LIVESTOCK | | |
| Dairy Cows | 3187 | 3386 |
| Other Dairy Cattle | 1826 | 1903 |
| Beef Breeding Cattle | 2340 | 2272 |
| Beef Feeder Cattle | 2126 | 1777 |
| Hogs | 586 | 414 |
| Sheep (Incl. feeders) | 430 | 520 |
| Poultry (Incl. turkeys) | 227 | 353 |
| Other Productive Livestock | 64 | 74 |
| Total Productive Livestock | \$ 10786 | 10699 |
| CROP, SEED, AND FEED | 5294 | 6529 |
| POWER, MACHINERY, AND EQUIPMENT | | |
| Auto and Truck (farm share) | 1222 | 1379 |
| Power and Machinery | 6501 | 7679 |
| Livestock Equipment | 1509 | 1712 |
| Total Power, Machinery & Equipment | \$ 9232 | 10770 |
| Land | 20265 | 21331 |
| Buildings, Fences, Etc. | 7246 | 7642 |
| TOTAL FARM CAPITAL | \$ 52823 | 56971 |

Table 1. Summary of Farm Inventories, 1967

| Items | 45 high farms | | 45 low farms | |
|--------------------------------------|---------------|---------|--------------|---------|
| | Jan. 1 | Dec. 31 | Jan. 1 | Dec. 31 |
| Size of Farm - Total acres | 895.3 | | 398.6 | |
| -Tillable acres | 757.3 | | 304.6 | |
| Work Units - Crops | 430.17 | | 146.63 | |
| - Livestock | 352.63 | | 388.19 | |
| - Other | 6.60 | | 6.53 | |
| Total Size of Business in work units | 789.40 | | 541.35 | |
| Number of Workers | 2.4 | | 1.1 | |
| PRODUCTIVE LIVESTOCK | | | | |
| Dairy Cows | 3600 | 4394 | 2061 | 1873 |
| Other Dairy Cattle | 2256 | 2774 | 1239 | 1063 |
| Beef Breeding Cattle | 3006 | 3016 | 2644 | 2004 |
| Beef Feeder Cattle | 3125 | 1770 | 3500 | 3239 |
| Hogs | 1186 | 468 | 268 | 228 |
| Sheep (incl. feeders) | 505 | 612 | 434 | 426 |
| Poultry (incl. turkeys) | 287 | 527 | 353 | 1004 |
| Other Productive Livestock | 321 | 371 | | |
| Total Productive Livestock | \$14286 | \$13932 | \$10499 | \$ 9837 |
| CROP, SEED AND FEED | 10360 | 15074 | 3914 | 3595 |
| POWER, MACHINERY AND EQUIPMENT | | | | |
| Auto and Truck (farm share) | 1725 | 1932 | 1007 | 1103 |
| Power and Machinery | 11082 | 14841 | 5639 | 5729 |
| Livestock Equipment | 2568 | 3674 | 1580 | 1435 |
| Total Pow., Mach., & Equipment | \$15375 | \$20447 | \$ 8226 | \$ 8267 |
| LAND | 33382 | 35162 | 17472 | 18208 |
| Building, Fences, Etc. | 11923 | 13678 | 6488 | 6154 |
| Total Farm Capital | \$85326 | \$98293 | \$46599 | \$46061 |

Table 2A, Whole Farm Summary of Cash Receipts, 1967

| Items | Average of 226 farms | 45 most prof. farms | 45 least prof. farms |
|------------------------------------------|----------------------------|---------------------------|----------------------------|
| SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS | | | |
| Dairy Cows | \$ 912 | 910 | 789 |
| Dairy Products | 6400 | 8988 | 2951 |
| Other Dairy Cattle | 836 | 1135 | 449 |
| Beef Breeding Cattle | 786 | 965 | 1260 |
| Beef Feeder Cattle | 2644 | 3909 | 4196 |
| Hogs | 1455 | 2762. | 541 |
| Sheep and Wool | 380 | 590 | 333 |
| Chickens (incl. hens & broilers) | 262 | 393 | 537 |
| Turkeys | 1649 | 3 | 5295 |
| Eggs | 731 | 1412 | 912 |
| Other Productive Livestock | 99 | 499 | |
| SALE OF CROPS | | | |
| Corn | 119 | 262 | 184 |
| Soybeans, Flax, Sunflowers | 931 | 2461 | 365 |
| Wheat, Oats, Barley, Rye | 5185 | 13702 | 1834 |
| Potatoes, Sugar Beets, Other Crops | 540 | 2458 | 39 |
| Hay, Silage & Others | 306 | 774 | 142 |
| Diverted Acre Payment | 115 | 170 | 177 |
| Capital Assets Sold (1a.) | 162 | 287 | 214 |
| Gas Tax Refund | 131 | 198 | 110 |
| Income From Work Off The Farm | 251 | 319 | 225 |
| Patronage Refunds | 360 | 595 | 400 |
| Miscellaneous Farm Income | 494 | 1030 | 258 |
| Total Farm Sales (1) | \$ 24748 | 43822 | 21211 |
| Increase in Farm Capital (2) | 5060 | 13664 | 1555 |
| Family Living From the Farm (3) | 312 | 345 | 275 |
| Total Farm Receipts 1+2+3 | \$ 30120 | 57831 | 23041 |
| Adjusted Total Farm Sales (1) - (1a) | 24586 | 43535 | 20997 |
| Total Cash Farm Operating Expense | 14837 | 23350 | 16594 |
| Net Cash Operating Income | 9749 | 20185 | 4403 |

Table 2b., Whole Farm Summary of Cash Expenses, 1967

| ITEMS | Average of 226 farms | 45 most prof. farms | 45 least prof. farms |
|---------------------------------------------------------------|----------------------------|---------------------------|----------------------------|
| PURCHASE OF LIVESTOCK | | | |
| Dairy Cows | 332 | 780 | 172 |
| Other Dairy Cattle | 132 | 289 | 31 |
| Beef Breeding Cattle | 149 | 144 | 90 |
| Beef Feeder Cattle | 642 | 431 | 1820 |
| Hogs | 42 | 26 | 77 |
| Sheep | 154 | 376 | 137 |
| Chickens (inc. hens and broilers) | 252 | 621 | 594 |
| Turkeys | 324 | | 1114 |
| Other Productive Livestock | 28 | 139 | |
| Miscellaneous Livestock Expense | 656 | 601 | 829 |
| Feed Bought | 3548 | 3580 | 5941 |
| Fertilizer | 1346 | 3041 | 926 |
| Chemicals | 13 | 29 | 8 |
| Other Crop Expense | 1237 | 3018 | 652 |
| Custom Work Hired | 898 | 1516 | 558 |
| Repair & Upkeep of Livestock Equip. | 165 | 229 | 108 |
| Repair & Upkeep of Farm Real Estate | 220 | 327 | 184 |
| Gas, Oil, Grease Bought (farm share) | 1181 | 1898 | 987 |
| Repair & Oper. of Mach., Tract., Truck & Auto (farm share) | 1240 | 2018 | 947 |
| Wages of Hired Labor | 740 | 1751 | 239 |
| Personal Property & Real Estate Taxes | 827 | 1387 | 641 |
| General Farm Expense | 309 | 607 | 202 |
| Telephone Expense (farm share) | 80 | 103 | 78 |
| Electricity Expense (farm share) | 321 | 440 | 259 |
| Total Cash Operating Expense | \$ 14836 | 23351 | 16594 |
| Power, Crop & Gen. Mach. Bought (farm share) | 3191 | 7216 | 1736 |
| Livestock Equipment Bought | 448 | 1493 | 172 |
| New Real Estate & Improvement | 2184 | 4622 | 974 |
| Total Farm Purchases | \$ 20659 | 36682 | 19476 |
| Decrease in Farm Capital | 913 | 697 | 2093 |
| Interest on Farm Capital | 2744 | 4590 | 2316 |
| Unpaid Family Labor | 270 | 231 | 254 |
| Labor Charge for Partners & Other Operators | 275 | 840 | 273 |
| Board Furnished Hired Labor | 96 | 192 | 44 |
| Total Farm Expense | \$ 24957 | 43232 | 24456 |
| Labor Earnings (Whole Farm) | \$ 5163 | 14599 | (-1418) |
| Number of Operators | 1 | 1 | 1 |

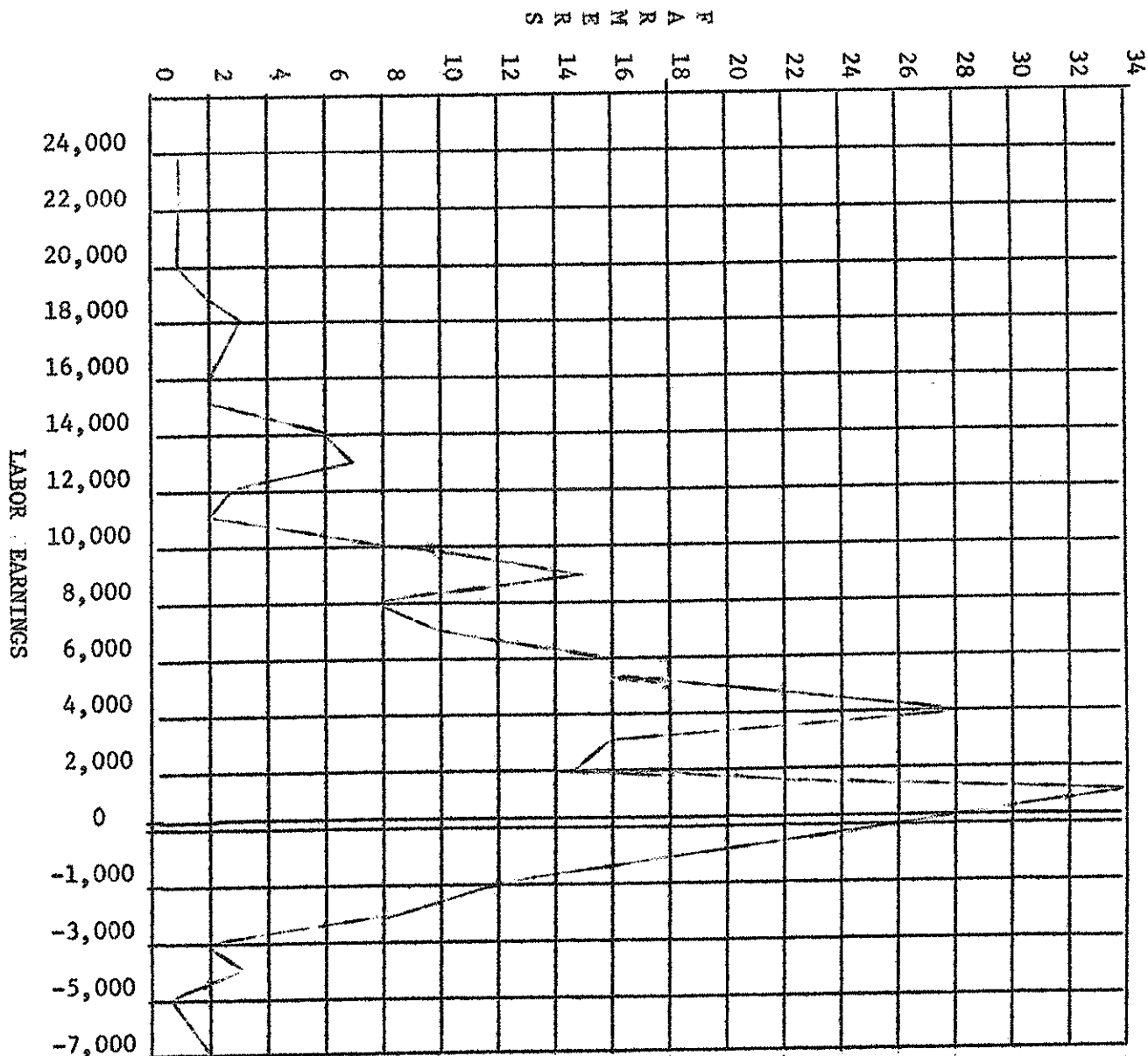
WHAT IS THE VALUE PRODUCED BY EACH ENTERPRISE?

Table 3. Summary of Farm Earnings (Enterprise Statement), 1967

| Items | Average of 226 farms | 45 most prof. farms | 45 least prof. farms |
|-------------------------------------|----------------------------|---------------------------|----------------------------|
| <u>RETURNS AND NET INCREASES</u> | | | |
| Productive Livestock | | | |
| Dairy Cattle | \$ 6645 | 9431 | 3060 |
| Other Dairy Cattle | 1744 | 2379 | 815 |
| Beef Breeding Cattle | 963 | 1420 | 730 |
| Feeder Cattle | 1245 | 1426 | 1958 |
| Complete Hog Enterprise | 775 | 838 | 50 |
| Hog Finishing Enterprise | 143 | 609 | 12 |
| Producing Weaning Pigs | 344 | 610 | 377 |
| Farm Flock of Sheep | 270 | 262 | 187 |
| Feeder Lambs | 35 | 61 | 2 |
| Chickens (incl. hens & Broilers) | 546 | 1437 | 711 |
| Turkeys | 1653 | (-7) | 4987 |
| Other Productive Livestock | 82 | 410 | |
| All Productive Livestock | \$ 14445 | 18876 | 12889 |
| Value of Feed Fed to Livestock | 8170 | 9229 | 9845 |
| Return Over Feed From Livestock | 6275 | 9647 | 3044 |
| Crop, Seed and Feed | 10337 | 23976 | 4690 |
| Income From Labor Off The Farm | 102 | 99 | 98 |
| Cooperative Patronage Refunds | 360 | 595 | 400 |
| Miscellaneous Farm Income | 494 | 1030 | 258 |
| Total Returns and Net Increases | \$ 17568 | 35347 | 8490 |
| <u>EXPENSES AND NET DECREASES</u> | | | |
| Truck and Auto (farm share) | \$ 1211 | 1864 | 1082 |
| Tractors and Crop Machinery | 3239 | 5613 | 2416 |
| Electricity | 321 | 440 | 259 |
| Livestock Equipment | 402 | 609 | 400 |
| Buildings, Fences and Tiling | 937 | 1431 | 683 |
| Bare Land | (-10) | (-24) | 4 |
| Misc. Livestock Expense | 656 | 601 | 829 |
| Labor | 1412 | 2687 | 723 |
| Labor Charge for Other Operator (s) | 275 | 840 | 273 |
| Property Tax | 827 | 1387 | 641 |
| General Farm Expense & Telephone | 390 | 710 | 280 |
| Interest on Farm Capital | 2744 | 4590 | 2316 |
| Total Expenses and Net Decreases | 12404 | 20748 | 9906 |
| Labor Earnings | \$ 5164 | 14599 | (-1416) |
| Number of Farm Operators | 1 | 1 | 1 |

RANGE IN EARNINGS

Every study of farm earnings shows a wide variation in earnings among farmers in a given year (Fig.1). The average operator's earnings of those farmers ranking in the upper 20 per cent of the range according to earnings was \$14,599 and of those in the lower 20 per cent was \$-1418. This is a range of \$16,017 between the average earnings. Some of the causes for these differences, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The more important management factors affecting earnings are as follows: 1) crop yield 2) returns from livestock 3) amount of livestock 4) size of business 5) work units per worker 6) control over expenses. These factors vary from year to year in their relative influence on earnings.



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 4. These farmers spent \$350 per month for family living in addition to the food, fuel and housing furnished by the farm.

Table 4. Household and Personal Expenses, 1967.

| Items | Average of 127 farms | 20% most prof. farms | 20% least prof. farms |
|-------------------------------------|----------------------------|----------------------------|-----------------------------|
| Number of persons-Family | 6 | 6 | 6 |
| Number of Adult Equivalent-Family | 4.0 | 4.2 | 3.7 |
| Church and Welfare | 191 | 486 | 121 |
| Medical Care & Health Insurance | 531 | 739 | 344 |
| Food & Meals Bought | 1120 | 1393 | 986 |
| Operating Expense & Supplies | 293 | 430 | 197 |
| Furnishings and Equipment | 303 | 422 | 237 |
| Clothing & Clothing Materials | 385 | 494 | 273 |
| Personal Care, Personal Spending | 186 | 304 | 142 |
| Education | 188 | 228 | 314 |
| Recreation | 14 | 34 | 3 |
| Gifts & Special Events | 118 | 173 | 112 |
| Pers. Share Truck & Auto Exp. | 160 | 182 | 204 |
| Oper. Share Upkeep on Dwelling | 63 | 66 | 48 |
| Pers. Share Tel. & Electricity Exp. | 99 | 105 | 119 |
| Total Cash Living Expenses | \$ 3651 | 5056 | 3100 |
| Pers. Share New Truck & Auto | 119 | 330 | 156 |
| New Dwelling Bought | 233 | | 888 |
| Taxes and Other Deductions | 223 | 490 | 192 |
| Life Ins. & Other Savings & Invest. | 224 | 400 | 156 |
| Total Household & Personal | \$ 4450 | 6276 | 4492 |
| Total Family Living From the Farm | 309 | 373 | 221 |
| Total Cash & Non-Cash Expenses | \$ 4759 | 6649 | 4713 |

FAMILY LIVING FROM THE FARM

| | | | |
|--------------------------------------------|--------|-----|-----|
| Milk and Cream | 102 | 148 | 45 |
| Beef | 181 | 201 | 148 |
| Pork | 17 | 23 | 8 |
| Lamb | 1 | | 4 |
| Poultry | 4 | | 8 |
| Eggs | 3 | | 3 |
| Veg. Fruit, Spuds, & Fuel-Also other prod. | 2 | | 6 |
| Total Family Living From the Farm | \$ 310 | 372 | 222 |

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 total liabilities is his net worth. 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 equals the gain in net worth. It represents the financial progress that has been made during the year.

Table 5. Net Worth Statement, 1967, For Those Farmers Who Kept a Complete record of all Assets and Liabilities.

| Items | Jan. 1 | Dec. 31 |
|-----------------------------|----------|---------|
| Total Productive Livestock | \$ 9781 | 9664 |
| Crop, Seed and Feed | 4535 | 5446 |
| Total Power, Mach. & Equip. | 8021 | 9238 |
| Land | 16608 | 17277 |
| Buildings | 7173 | 7396 |
| Total Farm Capital | 46118 | 49021 |
| Non-Farm Assets | 4299 | 4880 |
| Dwelling | 3938 | 4229 |
| Total Assets | \$ 54355 | 58130 |
| Real Estate Mortgages | 12271 | 13182 |
| Chattel Mortgages | 9590 | 10272 |
| Notes | 1710 | 1422 |
| Accounts Payable | 1564 | 1419 |
| Total Liabilities | \$ 25135 | 26295 |
| Farmers Net Worth | \$ 29220 | 31835 |
| Gain or (Loss) in Net Worth | | \$ 2615 |

SUPPLEMENTARY MANAGEMENT INFORMATION

| | | |
|------------------------------------------|-----------|------------|
| Operators Labor Earnings | \$ 4140 | |
| Return to Capital & Family Labor | 5466 | |
| Non-Farm Income | | |
| Outside Investment Income | 10 | |
| Other Personal Income & Income Tax ref. | 954 | |
| Total Non-Farm Income | \$ 964 | |
| Total Money Borrowed | 12061 | |
| Total Paid on Debt (principal) | 11018 | |
| Total Household & Personal Cash Exp. | 4449 | |
| Ratio Total Farm Exp. to Total Farm Rec. | .844 | |
| Ratio Total Assets to Total Liabilities | | |
| | Jan 2.163 | Dec. 2.211 |

NET WORTH

Table 5. Net Worth Statement for 25 High Farms, 1967

| Items | Jan. 1 | Dec. 31 |
|------------------------------------|----------|---------|
| Total Productive Livestock | \$ 12548 | 11807 |
| Crop, Seed and Feed | 8927 | 12414 |
| Total Power, Machinery & Equipment | 13313 | 15821 |
| Land | 23901 | 25483 |
| Buildings, Fences, Etc. | 12417 | 12785 |
| Total Farm Capital | 71106 | 78310 |
| Non-Farm Assets | 6790 | 7486 |
| Dwelling | 4511 | 4506 |
| Total Assets | \$ 82407 | 90302 |
| Real Estate Mortgages | 21847 | 22073 |
| Chattel Mortgages | 13745 | 14526 |
| Notes | 1979 | 2133 |
| Accounts Payable | 4104 | 2699 |
| Total Liabilities | \$ 41675 | 41431 |
| Farmers Net Worth | \$ 40732 | 48871 |
| Gain or (Loss) in Net Worth | | \$ 8139 |

Table 5. Net Worth for 25 Low Farms, 1967

| | | |
|------------------------------------|----------|----------|
| Total Productive Livestock | \$ 11772 | 11034 |
| Crop, Seed and Feed | 4224 | 4126 |
| Total Power, Machinery & Equipment | 7669 | 8188 |
| Land | 16241 | 16785 |
| Buildings, Fences, Etc. | 7409 | 6987 |
| Total Farm Capital | 47315 | 47120 |
| Non-Farm Assets | 4059 | 4949 |
| Dwelling | 4058 | 4859 |
| Total Assets | \$ 55432 | 56928 |
| Real Estate Mortgages | 10159 | 12168 |
| Chattel Mortgages | 13237 | 12744 |
| Notes | 2088 | 1507 |
| Accounts Payable | 1039 | 1691 |
| Total Liabilities | \$ 26523 | 28110 |
| Farmers Net Worth | \$ 28909 | 28818 |
| Gain or (Loss) in Net Worth | | \$ (-91) |

Table 6a. Operator's Share of Cash Receipts, 1967

| | Average | 25 high | 25 low |
|------------------------------------------|----------|---------|--------|
| | | farms | farms |
| SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS | | | |
| Dairy Cows | 1057 | 1457 | 805 |
| Dairy Products | 6220 | 11478 | 2079 |
| Other Dairy Cattle | 817 | 1442 | 464 |
| Beef Breeding Cattle | 606 | 342 | 1189 |
| Beef Feeder Cattle | 2104 | 2629 | 4615 |
| Hogs | 1300 | 2420 | 208 |
| Sheep and Wool | 388 | 369 | 759 |
| Chickens (incl. hens & broilers) | 323 | | 957 |
| Turkeys | 1634 | | 2703 |
| Eggs | 695 | | 403 |
| Other Productive Livestock | 177 | 898 | |
| SALE OF CROPS | | | |
| Corn | 92 | 274 | 94 |
| Soybeans, Flax, Sunflowers | 757 | 2145 | 290 |
| Wheat, Oats, Barley, Rye | 3670 | 8322 | 2281 |
| Potatoes, Sugar Beets | 676 | 3137 | 47 |
| Hay, Silage and Other Crops | 284 | 631 | 125 |
| Diverted Acre Payment | 86 | 101 | 130 |
| Capital Assets Sold | 153 | 152 | 309 |
| Gas Tax Refund | 119 | 151 | 115 |
| Income From Work Off the Farm | 248 | 253 | 158 |
| Patronage Refunds | 323 | 540 | 377 |
| Miscellaneous Farm Income | 520 | 1164 | 280 |
| Total Farm Sales | \$ 22249 | 37905 | 18388 |
| Increase in Farm Capital | 3924 | 8595 | 1348 |
| Family Living From the Farm | 309 | 373 | 221 |
| Total Farm Receipts | \$ 26482 | 46873 | 19957 |
| Adjusted Total Farm Sales | 22096 | 37753 | 18079 |
| Total Cash Farm Operating Expense | 15265 | 23329 | 15186 |
| Net Cash Operating Income | \$ 6831 | 14424 | 2893 |

Table 6b. Operators' Share of Cash Expenses

| | Average | 25 high farms | 25 low farms |
|----------------------------------------------------------|----------|------------------|-----------------|
| PURCHASE OF LIVESTOCK | | | |
| Dairy Cows | 166 | 72 | 76 |
| Other Dairy Cattle | 106 | 178 | 43 |
| Beef Breeding Cattle | 140 | 197 | 48 |
| Beef Feeder Cattle | 509 | 354 | 1745 |
| Hogs | 33 | 3 | 73 |
| Sheep | 235 | 636 | 201 |
| Chickens | 305 | | 597 |
| Turkeys | 296 | | 499 |
| Other Productive Livestock | 49 | 249 | |
| Miscellaneous Livestock Expense | 640 | 744 | 363 |
| Feed Bought | 3211 | 2490 | 4006 |
| Fertilizer | 1069 | 2653 | 759 |
| Chemicals | 9 | | 5 |
| Other Crop Expense | 1215 | 3042 | 785 |
| Custom Work Hired | 891 | 1607 | 588 |
| Repair & Upkeep of Livestock Equip. | 154 | 193 | 61 |
| Repair & Upkeep of Farm Real Estate | 202 | 306 | 243 |
| Gas, Oil, Grease Bought (Farm Share) | 1111 | 1675 | 1076 |
| Repair & Oper. of Mach., Tractor, Truck & Auto (f.s.) | 1198 | 1911 | 1058 |
| Wages of Hired Labor | 669 | 1741 | 401 |
| Personal Property & Real Estate Taxes | 745 | 1151 | 632 |
| Cash Rent | 283 | 773 | 107 |
| General Farm Expense | 308 | 635 | 177 |
| Telephone Expense (Farm Share) | 77 | 100 | 63 |
| Electricity Expense (Farm Share) | 308 | 403 | 223 |
| Interest Expense | 1336 | 2214 | 1356 |
| Total Cash Operating Expense | \$ 15265 | 23327 | 15185 |
| Power, Crop & General Mach. Bought (f.s.) | 2597 | 4661 | 2191 |
| Livestock Equipment Bought | 379 | 713 | 37 |
| New Real Estate & Improvements | 1496 | 2951 | 851 |
| Total Farm Purchases | \$ 19737 | 31652 | 18264 |
| Decrease in Farm Capital | 1022 | 1391 | 1542 |
| Interest on Farm Capital | 1043 | 1522 | 1005 |
| Unpaid Family Labor | 283 | 97 | 288 |
| Labor Charge for Partners & Other Operators | 144 | 168 | 60 |
| Board Furnished Hired Labor | 115 | 383 | 67 |
| Total Farm Expense | \$ 22344 | 35213 | 21226 |
| Labor Earnings (Operators' Share) | \$ 4140 | 11657 | (-1270) |
| Return to Capital and Family Labor | 5466 | 13276 | 23 |

Table 8. Measures of Farm Organization, 1967

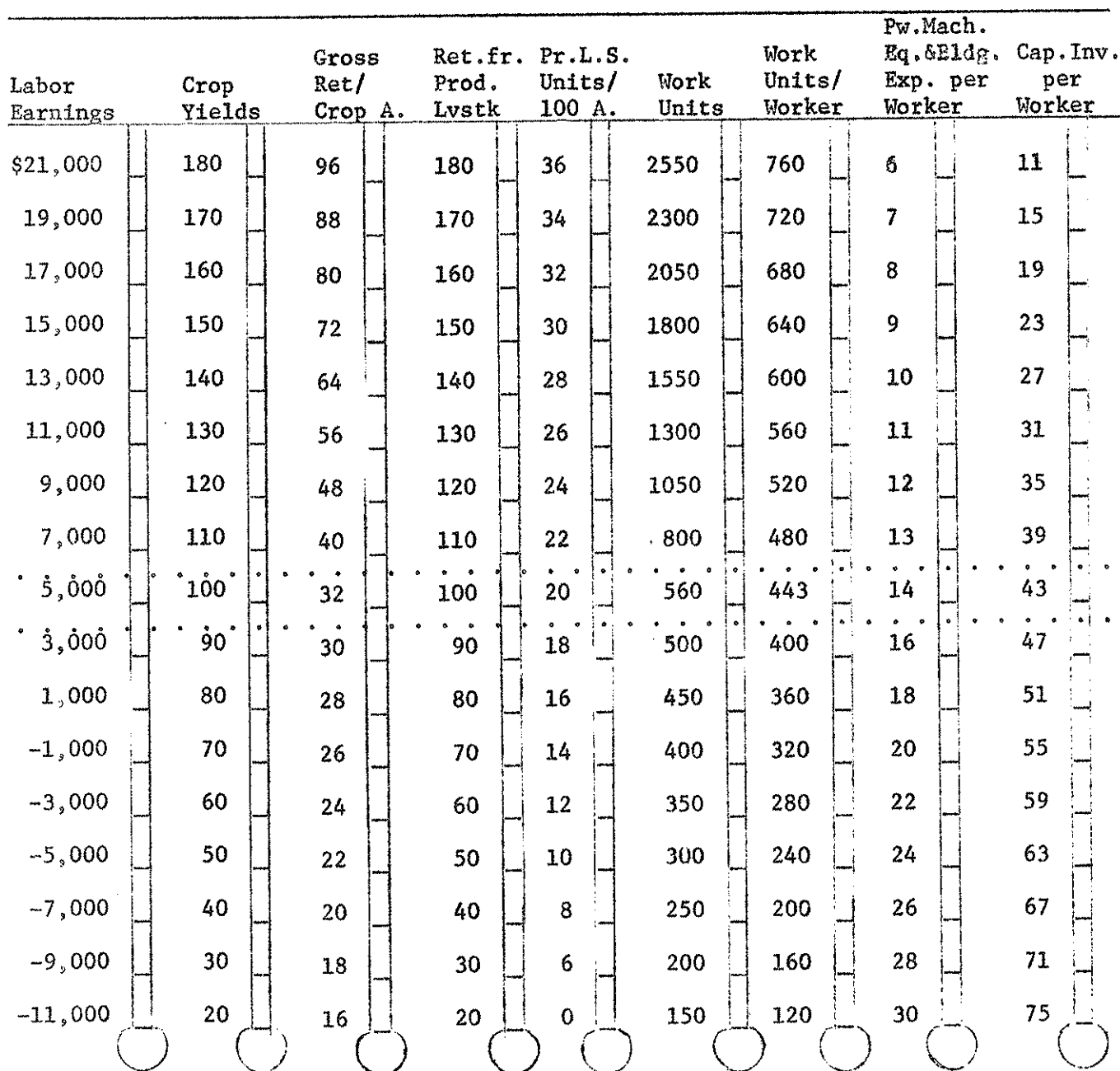
| | Average 226 Farms | 45 high Farms | 45 low Farms |
|-----------------------------------------------|----------------------|------------------|-----------------|
| Labor Earnings | \$ 5163 | 14599 | (-1418) |
| Crop Yields - Index | 100 | 103 | 85 |
| PerCent Till. Land in H.R. Crops | | | |
| Gross Return Per Till. Acre (Excl. Pasture) | 31.77 | 42.03 | 23.05 |
| Return for \$100 to Prod. Livestock-Index | 99 | 114 | 76 |
| Livestock Units Per 100 Acres* | 19.5 | 12.9 | 28.3 |
| Size of Business - Work Units | 559.8 | 789.3 | 541.3 |
| Work Units Per Worker | 442.9 | 492.4 | 459.3 |
| Power Mach., Equip., Bldg. Exp. Per Work Unit | \$ 14.52 | 23.07 | 16.40 |
| Farm Capital Investment Per Worker | \$ 43.22 | 52.64 | 52.63 |
| INDEX OF RETURN FOR \$100 FEED FROM | | | |
| Complete Hog Enterprise | 100 | 115 | 102 |
| Hog Finishing Enterprise | 100 | 98 | |
| Producing Weaning Pigs | 100 | 137 | 106 |
| Dairy Cattle | 100 | 120 | 77 |
| Other Dairy | 100 | 103 | 78 |
| All Dairy & Dual Purpose Cattle | 100 | 116 | 77 |
| Beef Breeding Cattle | 100 | 110 | 55 |
| Beef Feeder Cattle | 100 | 96 | 99 |
| Sheep Farm Flock | 101 | 155 | 56 |
| Feeder Lambs | 100 | 89 | |
| Chickens-Laying Flock | 100 | 111 | 83 |
| Chickens-Broilers | 100 | 131 | 57 |
| Turkeys-Laying Flock | 100 | | |
| Turkeys-Poults | 100 | | 95 |
| Other Productive Livestock | 100 | | |
| Number of Animal Units | 6.9 | 7.5 | 8.6 |
| WORK UNITS | | | |
| Crops | 220.3 | 430.2 | 146.6 |
| Productive Livestock | 332.9 | 353.6 | 388.2 |
| Other Productive Work Units | 6.8 | 6.6 | 6.5 |
| EXPENSES PER WORK UNIT | | | |
| Tractor & Crop Machinery Expense | \$ 7.64 | 14.16 | 6.61 |
| Farm Share of Auto & Truck Expense | \$ 2.94 | 3.67 | 4.16 |
| Farm Share of Electricity Expense | \$.70 | .53 | .97 |
| Livestock Equipment Expense | \$.90 | 1.06 | 1.44 |
| Building, Fencing, & Tiling Expense | \$ 2.33 | 3.62 | 3.20 |
| Tractor & Crop Mach. Exp. Per Crop Acre** | \$ 8.00 | 7.86 | 8.01 |

*Acres Include All Tillable Land, Non-Tillable Hay and Pasture

**Acres Include All Tillable Land Plus Acres in Wild Hay

THERMOMETER CHART

Your standing with respect to the various measures of farm organization and management efficiency are indicated in the thermometers below. The averages for the 226 farmers included in this summary are located between the dotted lines across the center of this page.



LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

| No. of factors in which farmers excelled | No. of farms | 0 | 3000 | 6000 | 9000 | 12000 | 15000 |
|------------------------------------------------------|--------------------|--------------------------------------|------|------|------|-------|-------|
| 0 or 1 | 35 | // | | | | | 197 |
| 2 or 3 | 94 | //////// | | | | | 4694 |
| 4 or 5 | 69 | //////////////// | | | | | 7127 |
| 6 or 7 | 10 | //////////////////////////////////// | | | | | 13246 |

This table indicates that it may be worth while for each co-operator to study carefully his ranking on pages 14 and 15 and learn his standing with respect to each of the above factors and the elements of strength and weakness in his farm business.

CROP ANALYSIS

The following crop analyses represent an attempt to show net return per acre from each crop. The costs charged against each crop are based on:

- (1) the power and machinery costs which include gas, oil, repairs, custom work hired and depreciation
- (2) fertilizer
- (3) other costs which include seed, chemicals, twine, seed treatment and hail insurance
- (4) land cost which is based on the sum of 5.5% X land value and tillable acre taxes
- (5) hired labor for such specialized crops as sugar beets and potatoes
- (6) miscellaneous costs such as irrigation charges

Table 9. Crop Production, 1967

| | Unit | Acres | Yield Per Acre |
|-----------------------------|------|-------|-------------------|
| Oats and Mixtures | Bus. | 98.6 | 52.3 |
| Oats Silage | Ton | .3 | 6.7 |
| Wheat | Bus. | 42.0 | 31.7 |
| Barley | Bus. | 36.5 | 46.7 |
| Flax | Bus. | 13.2 | 17.5 |
| Rye | Bus. | 10.6 | 31.0 |
| Total Small Grain | | 203.6 | |
| Corn Grain and Seed Corn | Bus. | 8.4 | 38.3 |
| Soybeans-Grain | Bus. | 10.8 | 20.0 |
| Corn and Cane Silage | Ton | 17.8 | 6.1 |
| Corn and Cane Fodder | Ton | .1 | |
| Potatoes | CWT. | .9 | 86.7 |
| Sugar Beets | Ton | 2.1 | 10.5 |
| Sunflowers | CWT. | 11.3 | 9.6 |
| Other Cultivated Crops | \$ | 3.8 | 31.84 |
| Total Cultivated Crops | | 55.2 | |
| Alfalfa Hay | Ton | 55.4 | 1.9 |
| Other Legume Hay & Mixtures | Ton | 19.9 | 1.4 |
| Tame Grass Hay | Ton | 2.3 | .9 |
| Annual Hay | Ton | 1.3 | .8 |
| Legume and Grass Silage | Ton | 2.0 | 5.0 |
| Legume Seed | lbs. | 5.0 | 298.8 |
| Grass Seed | lbs. | 5.7 | 191.8 |
| Total Hay | | 91.6 | |
| Alfalfa and Mixed Pasture | | 11.8 | |
| Other Legume Pasture | | 8.0 | |
| Other Tillable Pasture | | 11.9 | |
| Total Tillable Pasture | | 31.7 | |
| Summer Fallow - Tilled | | 34.5 | |
| Other Tillable Land Idle | | 6.3 | |
| Total Tillable Land | | 429.6 | |
| Wild Hay | \$ | 5.0 | .20 |
| Non-Tillable Pasture | | 48.6 | |
| Timber | \$ | 20.6 | .05 |
| Roads and Waste | | 27.3 | |
| Farmstead | | 12.9 | |
| Total Acres in Farm | | 544.0 | |

SUPPLEMENTARY MANAGEMENT INFORMATION

| | |
|------------------------------------------------|------|
| Fertilizer Cost Per Acre * | 3.38 |
| Crop Chemicals, Seed and Other Costs Per Acre* | 3.14 |
| Gas, Oil, Grease Bought Per Acre* | 2.97 |

*Tillable Land Minus Pasture

Table 10. Crop Data for Oats and Mixtures, 1967

| | Average 198 Farms Per Acre | 99 high Farms Per Acre | 99 low Farms Per Acre |
|--------------------------------|----------------------------------|------------------------------|-----------------------------|
| Average Acres | 108.6 | 108.1 | 109.1 |
| Yield/Acre | 52.6 | 65.0 | 40.2 |
| Value/Unit | .58 | .59 | .58 |
| Gross Return | 30.65 | 39.16 | 22.14 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 3.50 | 3.73 | 3.27 |
| Chemicals | .01 | .01 | |
| Seed and Other | 2.73 | 3.18 | 2.28 |
| Hired Labor | | | |
| Custom Work | .14 | .11 | .16 |
| Total Supplemental Costs | 6.38 | 7.03 | 5.71 |
| Return Over Supplemental Costs | 24.27 | 32.13 | 16.43 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 9.59 | 8.48 | 11.03 |
| Land Cost | 5.70 | 6.35 | 5.05 |
| Miscellaneous Costs | | | .01 |
| Total Allocated Costs | 15.29 | 14.83 | 16.09 |
| Total Costs | 21.67 | 21.86 | 21.80 |
| Return Over Total Costs | 8.98 | 17.30 | .34 |

Table 10. Crop Data for Oats Silage, 1967

| | 3 Farms | 1 Farm | 1 Farm |
|--------------------------------|---------|--------|--------|
| Average Acres | 19.3 | 18.0 | 20.0 |
| Yield/Acre | 6.9 | 11.1 | 4.0 |
| Value/Unit | 5.33 | 5.00 | 5.00 |
| Gross Return | 37.17 | 55.50 | 20.00 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 3.32 | 3.33 | 3.20 |
| Chemicals & | | | |
| Seed and Other | 1.97 | 1.67 | 2.85 |
| Hired Labor | | | |
| Custom Work | | | |
| Total Supplemental Costs | 5.29 | 5.00 | 6.05 |
| Return Over Supplemental Costs | 31.88 | 50.50 | 13.95 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 9.46 | 8.26 | 10.48 |
| Land Cost | 4.25 | 5.17 | 3.35 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 13.71 | 13.43 | 13.83 |
| Total Costs | 19.00 | 18.43 | 19.88 |
| Return Over Total Costs | 18.17 | 37.07 | .12 |

Table 10. Crop Data for Wheat, 1967

| | Average 166 Farms Per Acre | 83 high Farms Per Acre | 83 low Farms Per Acre |
|--------------------------------|----------------------------------|------------------------------|-----------------------------|
| Average Acres | 55.7 | 71.3 | 40.1 |
| Yield/Acre | 31.7 | 37.1 | 22.1 |
| Value/Unit | 1.61 | 1.59 | 1.63 |
| Gross Return | 46.52 | 59.95 | 33.09 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 4.34 | 4.87 | 3.39 |
| Chemicals | .14 | .03 | .37 |
| Seed and Other | 4.07 | 4.10 | 3.99 |
| Hired Labor | | | |
| Custom Work | .18 | .18 | .17 |
| Total Supplemental Costs | 8.73 | 9.18 | 7.92 |
| Return Over Supplemental Costs | 37.79 | 50.77 | 25.17 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 9.66 | 8.52 | 11.13 |
| Land Cost | 7.41 | 8.39 | 5.66 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 17.07 | 16.91 | 16.79 |
| Total Costs | 25.80 | 26.09 | 24.71 |
| Return Over Total Costs | 20.72 | 33.86 | 8.38 |

Table 10. Crop Data for Barley, 1967

| | 91 Farms | 45 Farms | 45 Farms |
|--------------------------------|----------|----------|----------|
| Average Acres | 85.9 | 118.0 | 53.6 |
| Yield/Acre | 46.6 | 53.6 | 31.5 |
| Value/Unit | 1.06 | 1.00 | 1.11 |
| Gross Return | 42.73 | 54.08 | 31.37 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 4.18 | 4.39 | 3.71 |
| Chemicals | .02 | .03 | |
| Seed and Other | 3.61 | 3.72 | 3.47 |
| Hired Labor | | | |
| Custom Work | .19 | .25 | .06 |
| Total Supplemental Costs | 8.00 | 8.39 | 7.24 |
| Return Over Supplemental Costs | 34.73 | 45.69 | 24.13 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 9.76 | 8.57 | 11.28 |
| Land Cost | 8.61 | 9.22 | 7.28 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 18.37 | 17.79 | 18.56 |
| Total Costs | 26.37 | 26.18 | 25.80 |
| Return Over Total Costs | 16.36 | 27.90 | 5.57 |

Table 10. Crop Data for Flax, 1967

| | Average 70 Farms Per Acre | 35 high Farms Per Acre | 35 low Farms Per Acre |
|--------------------------------|---------------------------------|------------------------------|-----------------------------|
| Average Acres | 34.5 | 42.5 | 26.5 |
| Yield/Acre | 11.9 | 15.2 | 6.6 |
| Value/Unit | 2.86 | 2.77 | 2.95 |
| Gross Return | 30.38 | 42.47 | 18.29 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | .90 | .96 | .79 |
| Chemicals | | | |
| Seed and Other | 3.48 | 3.51 | 3.43 |
| Hired Labor | | | |
| Custom Work | .26 | .33 | .15 |
| Total Supplemental Costs | 4.64 | 4.80 | 4.37 |
| Return Over Supplemental Costs | 25.74 | 37.67 | 13.92 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 9.85 | 8.59 | 11.48 |
| Land Cost | 6.49 | 7.36 | 5.09 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 16.34 | 15.95 | 16.57 |
| Total Costs | 20.98 | 20.75 | 20.94 |
| Return Over Total Costs | 9.40 | 21.72 | (-2.65) |

Table 10. Crop Data for Rye, 1967

| | 24 Farms | 12 Farms | 12 Farms |
|--------------------------------|----------|----------|----------|
| Average Acres | 50.0 | 50.6 | 49.3 |
| Yield/Acre | 27.8 | 38.8 | 16.6 |
| Value/Unit | .97 | .92 | 1.02 |
| Gross Return | 24.42 | 33.37 | 15.47 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 2.03 | 2.77 | 1.24 |
| Chemicals | .02 | .02 | .02 |
| Seed and Other | 1.51 | 1.01 | 2.02 |
| Hired Labor | | | |
| Custom Work | .08 | | .16 |
| Total Supplemental Costs | 3.64 | 3.80 | 3.44 |
| Return Over Supplemental Costs | 20.78 | 29.57 | 12.03 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 9.65 | 8.56 | 10.97 |
| Land Cost | 7.51 | 8.99 | 5.95 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 17.16 | 17.55 | 16.92 |
| Total Costs | 20.80 | 21.35 | 20.36 |
| Return Over Total Costs | 3.62 | 12.02 | (-4.89) |

Table 10. Crop Data for Corn for Grain, 1967

| | Average 43 Farms Per Acre | 21 high Farms Per Acre | 21 low Farms Per Acre |
|--------------------------------|---------------------------------|------------------------------|-----------------------------|
| Average Acres | 39.5 | 48.0 | 32.1 |
| Yield/Acre | 41.4 | 52.7 | 24.5 |
| Value/Unit | .94 | 1.05 | .81 |
| Gross Return | 40.19 | 60.94 | 19.45 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 8.30 | 10.60 | 4.84 |
| Chemicals & | .23 | .31 | .09 |
| Seed and Other | 5.77 | 7.06 | 3.91 |
| Hired Labor | | | |
| Custom Work | | | |
| Total Supplemental Costs | 14.30 | 17.97 | 8.84 |
| Return Over Supplemental Costs | 25.89 | 42.97 | 10.61 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 13.45 | 11.77 | 15.85 |
| Land Cost | 9.27 | 9.69 | 8.59 |
| Miscellaneous Costs | .20 | .35 | . |
| Total Allocated Costs | 22.92 | 21.81 | 24.44 |
| Total Costs | 37.22 | 39.78 | 33.28 |
| Return Over Total Costs | 2.97 | 21.16 | (-13.83) |

Table 10. Crop Data for Soybeans-Grain, 1967

| | 31 Farms | 15 Farms | 15 Farms |
|--------------------------------|----------|----------|----------|
| Average Acres | 58.0 | 60.0 | 57.5 |
| Yield/Acre | 12.3 | 18.4 | 6.0 |
| Value/Unit | 2.18 | 2.17 | 2.17 |
| Gross Return | 23.79 | 34.45 | 12.99 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | | | |
| Chemicals & | | | |
| Seed and Other | 1.26 | 2.03 | .49 |
| Hired Labor | | | |
| Custom Work | | | |
| Total Supplemental Costs | 6.09 | 7.61 | 4.56 |
| Return Over Supplemental Costs | 17.70 | 26.84 | 8.43 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 9.79 | 8.72 | 10.94 |
| Land Cost | 9.29 | 10.47 | 8.03 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 19.08 | 19.19 | 18.97 |
| Total Costs | 25.17 | 26.80 | 23.53 |
| Return Over Total Costs | (-1.38) | 7.65 | (-10.54) |

Table 10. Crop Data for Corn and Cane Silage, 1967

| | Average 109 Farms Per Acre | 54 high Farms Per Acre | 54 Low Farms Per Acre |
|--------------------------------|----------------------------------|------------------------------|-----------------------------|
| Average Acres | 34.9 | 33.7 | 36.4 |
| Yield/Acre | 6.2 | 8.6 | 4.0 |
| Value/Unit | 5.48 | 5.70 | 5.27 |
| Gross Return | 35.09 | 49.67 | 20.61 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 5.53 | 6.65 | 4.53 |
| Chemicals & | .06 | .03 | .05 |
| Seed and Other | 3.75 | 4.24 | 3.32 |
| Hired Labor | | | |
| Custom Work | .09 | .12 | .05 |
| Total Supplemental Costs | 9.43 | 11.04 | 7.95 |
| Return Over Supplemental Costs | 25.66 | 38.63 | 12.66 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 18.71 | 16.50 | 21.95 |
| Land Cost | 7.25 | 8.25 | 6.35 |
| Miscellaneous Costs | .09 | .18 | |
| Total Allocated Costs | 26.05 | 24.93 | 28.30 |
| Total Costs | 35.48 | 35.97 | 36.25 |
| Return Over Total Costs | (-.39) | 13.70 | (-15.64) |

Table 10. Crop Data for Sugar Beets, 1967

| | 3 Farms | 1 Farm | 1 Farm |
|--------------------------------|---------|--------|--------|
| Average Acres | 92.7 | 69.0 | 61.0 |
| Yield/Acre | 13.0 | 15.5 | 12.4 |
| Value/Unit | 14.96 | 12.97 | 16.00 |
| Gross Return | 197.36 | 201.04 | 198.40 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 8.21 | 13.01 | 7.03 |
| Chemicals & | | | |
| Seed and Other | 4.56 | 9.29 | 9.98 |
| Hired Labor | 20.26 | 23.00 | 25.59 |
| Custom Work | | | |
| Total Supplemental Costs | 33.03 | 45.30 | 42.60 |
| Return Over Supplemental Costs | 164.33 | 155.74 | 155.80 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 58.05 | 50.31 | 64.98 |
| Land Cost | 15.90 | 9.91 | 11.05 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 73.95 | 60.22 | 76.03 |
| Total Costs | 106.98 | 105.52 | 118.63 |
| Return Over Total Costs | 90.38 | 95.52 | 79.77 |

Table 10. Crop Data for Sunflowers, 1967

| | Average 26 Farms Per Acre | 13 high Farms Per Acre | 13 low Farms Per Acre |
|--------------------------------|---------------------------------|------------------------------|-----------------------------|
| Average Acres | 90.9 | 105.5 | 76.2 |
| Yield/Acre | 9.5 | 11.5 | 6.9 |
| Value/Unit | 4.76 | 4.91 | 4.61 |
| Gross Return | 42.83 | 58.35 | 27.31 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 4.03 | 4.79 | 2.98 |
| Chemicals & Seed and Other | 1.90 | 1.88 | 1.96 |
| Hired Labor | | | |
| Custom Work | .41 | .56 | .20 |
| Total Supplemental Costs | 6.34 | 7.23 | 5.14 |
| Return Over Supplemental Costs | 36.49 | 51.12 | 22.17 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 13.86 | 12.33 | 15.38 |
| Land Cost | 6.74 | 7.31 | 5.96 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 20.60 | 19.64 | 21.34 |
| Total Costs | 26.94 | 26.87 | 26.48 |
| Return Over Total Costs | 15.89 | 31.48 | .83 |

Table 10. Crop Data for Alfalfa Hay, 1967

| | 171 Farms | 85 Farms | 85 Farms |
|--------------------------------|-----------|----------|----------|
| Average Acres | 70.7 | 66.0 | 75.8 |
| Yield/Acre | 2.0 | 2.6 | 1.4 |
| Value/Unit | 15.65 | 16.02 | 15.28 |
| Gross Return | 32.52 | 43.16 | 21.92 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 2.55 | 2.97 | 2.20 |
| Chemicals & Seed and Other | 2.89 | 3.36 | 2.49 |
| Hired Labor | | | |
| Custom Work | .07 | .05 | .09 |
| Total Supplemental Costs | 5.51 | 6.38 | 4.78 |
| Return Over Supplemental Costs | 27.01 | 36.78 | 17.14 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 11.38 | 9.98 | 13.39 |
| Land Cost | 5.53 | 6.36 | 4.80 |
| Miscellaneous Costs | | | .01 |
| Total Allocated Costs | 16.91 | 16.34 | 18.20 |
| Total Costs | 22.42 | 22.72 | 22.98 |
| Return Over Total Costs | 10.10 | 20.44 | (-1.06) |

Table 10. Crop Data for Other Legume Hay and Mixtures, 1967

| | Average 61 Farms Per Acre | 30 high Farms Per Acre | 30 low Farms Per Acre |
|--------------------------------|---------------------------------|------------------------------|-----------------------------|
| Average Acres | 67.7 | 45.0 | 91.8 |
| Yield/Acre | 1.4 | 2.2 | 1.1 |
| Value/Unit | 11.03 | 10.82 | 11.20 |
| Gross Return | 17.16 | 22.68 | 11.65 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | .74 | 1.03 | .58 |
| Chemicals & Seed and Other | .87 | 1.17 | .72 |
| Hired Labor | | | |
| Custom Work | .03 | .09 | |
| Total Supplemental Costs | 1.64 | 2.29 | 1.30 |
| Return Over Supplemental Costs | 15.52 | 20.39 | 10.35 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 7.70 | 6.75 | 9.00 |
| Land Cost | 4.53 | 6.85 | 3.47 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 12.23 | 13.60 | 12.47 |
| Total Costs | 13.87 | 15.89 | 13.77 |
| Return Over Total Costs | 3.29 | 6.79 | (-2.12) |

Table 10. Crop Data for Tame Grass Hay, 1967

| | 19 Farms | 9 Farms | 9 Farms |
|--------------------------------|----------|---------|---------|
| Average Acres | 27.5 | 23.9 | 32.1 |
| Yield /Acre | .9 | 1.5 | .6 |
| Value/Unit | 9.11 | 9.44 | 8.44 |
| Gross Return | 10.47 | 14.62 | 6.16 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | .88 | 1.57 | .45 |
| Chemicals & Seed and Other | .72 | .18 | 1.16 |
| Hired Labor | | | |
| Custom Work | | | |
| Total Supplemental Costs | 1.60 | 1.75 | 1.61 |
| Return Over Supplemental Costs | 8.87 | 12.87 | 4.55 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 7.74 | 6.80 | 8.77 |
| Land Cost | 3.82 | 4.01 | 3.73 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 11.56 | 10.81 | 12.50 |
| Total Costs | 13.16 | 12.56 | 14.11 |
| Return Over Total Costs | (-2.69) | 2.06 | (-7.95) |

Table 10. Crop Data for Legume Seed, 1967

| | Average 24 Farms Per Acre | 12 high Farms Per Acre | 12 low Farms Per Acre |
|--------------------------------|---------------------------------|------------------------------|-----------------------------|
| Average Acres | 46.4 | 68.6 | 24.2 |
| Yield/Acre | 301.8 | 377.8 | 86.3 |
| Value/Unit | .10 | .07 | .14 |
| Gross Return | 20.33 | 26.31 | 14.35 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 3.25 | 3.97 | 1.12 |
| Chemicals & Seed and Other | .63 | .64 | .60 |
| Hired Labor | | | |
| Custom Work | .02 | .03 | |
| Total Supplemental Costs | 3.90 | 4.64 | 1.72 |
| Return Over Supplemental Costs | 16.43 | 21.67 | 12.63 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 8.19 | 7.07 | 9.53 |
| Land Cost | 6.45 | 6.84 | 5.30 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 14.64 | 13.91 | 14.83 |
| Total Costs | 18.54 | 18.55 | 16.55 |
| Return Over Total Costs | 1.79 | 7.76 | (-2.20) |

Table 10. Crop Data for Grass Seed, 1967

| | 26 Farms | 13 Farms | 13 Farms |
|--------------------------------|----------|----------|----------|
| Average Acres | 48.8 | 46.6 | 51.0 |
| Yield/Acre | 186.5 | 258.3 | 120.9 |
| Value/Unit | .06 | .07 | .05 |
| Gross Return | 12.87 | 19.49 | 6.25 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 3.07 | 3.36 | 2.77 |
| Chemicals & Seed and Other | 1.37 | 1.62 | 1.13 |
| Hired Labor | | | |
| Custom Work | .88 | 1.51 | .30 |
| Total Supplemental Costs | 5.32 | 6.49 | 4.20 |
| Return Over Supplemental Costs | 7.55 | 13.00 | 2.05 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 8.19 | 6.88 | 10.11 |
| Land Cost | 5.38 | 6.05 | 4.76 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 13.57 | 12.93 | 14.87 |
| Total Costs | 18.89 | 19.42 | 19.07 |
| Return Over Total Costs | (-6.02) | .07 | (-12.82) |

Table 10. Crop Data for Annual Hay, 1967

| | Average 5 Farms Per Acre | 2 high Farms Per Acre | 2 low Farms Per Acre |
|--------------------------------|--------------------------------|-----------------------------|----------------------------|
| Average Acres | 33.8 | 22.0 | 45.0 |
| Yield/Acre | .9 | 1.4 | .6 |
| Value/Unit | 8.40 | 10.00 | 5.00 |
| Gross Return | 12.24 | 21.00 | 3.00 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 3.27 | 6.15 | |
| Chemicals & Seed and Other | | | |
| Hired Labor | | | |
| Custom Work | | | |
| Total Supplemental Costs | 3.27 | 6.15 | |
| Return Over Supplemental Costs | 8.97 | 14.85 | 3.00 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 9.53 | 8.29 | 11.93 |
| Land Cost | 3.00 | 2.75 | |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 12.53 | 11.04 | 11.93 |
| Total Costs | 15.80 | 17.19 | 11.93 |
| Return Over Total Costs | (-3.56) | 3.81 | (=8.93 |

Table 10. Crop Data for Legume and Grass Silage, 1967

| | 8 Farms | 4 Farms | 4 Farms |
|--------------------------------|---------|---------|---------|
| Average Acres | 55.6 | 25.6 | 85.5 |
| Yield/Acre | 4.9 | 8.0 | 4.0 |
| Value/Unit | 5.50 | 4.50 | 6.50 |
| Gross Return | 34.66 | 44.70 | 24.63 |
| SUPPLEMENTAL COSTS | | | |
| Fertilizer | 3.04 | | 3.94 |
| Chemicals & Seed and Other | 1.18 | 3.11 | .63 |
| Hired Labor | | | |
| Custom Work | | | |
| Total Supplemental Costs | 4.22 | 3.11 | 4.57 |
| Return over Supplemental Costs | 30.44 | 41.59 | 20.06 |
| ALLOCATED COSTS | | | |
| Power & Crop Machinery Expense | 7.23 | 6.78 | 7.51 |
| Land Cost | 5.07 | 6.44 | 4.67 |
| Miscellaneous Costs | | | |
| Total Allocated Costs | 12.30 | 13.22 | 12.18 |
| Total Costs | 16.52 | 16.33 | 16.75 |
| Return Over Total Costs | 18.14 | 28.37 | 7.88 |

TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

The total "return over feed costs" for each class of livestock is shown in Tables 11 through 18. 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 from all classes of livestock. 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 6. 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 either the total returns or the feed cost of "all dairy". 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.

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

Supplemental costs have been included in the computer analysis of all livestock enterprises to more nearly reflect total costs of livestock production.

Table 11a. Costs and Returns From Complete Hog Enterprise, 1967

| | Average 17 Farms Per Cwt. | 6 High Farms Per Cwt. | 6 Low Farms Per Cwt. |
|-----------------------------------------|---------------------------------|-----------------------------|----------------------------|
| Pounds of Hogs Produced - Average | 49126 | 89215 | 20121 |
| Total Value Produced \$ | 18.73 | 19.26 | 15.90 |
| Pounds of Feed Fed | | | |
| Corn | 187.3 | 173.1 | 313.9 |
| Small Grain | 169.8 | 157.7 | 267.3 |
| Protein, Sale and Mineral | 20.0 | 15.7 | 30.3 |
| Complete Ration | 118.3 | 90.7 | 94.9 |
| Total Concentrates | 495.4 | 437.2 | 706.4 |
| Forages | 15.9 | 3.5 | |
| Feed Cost | | | |
| Concentrates and Forages | 13.05 | 12.20 | 14.35 |
| Pasture | .01 | | .05 |
| Total Feed Costs | 13.06 | 12.20 | 14.40 |
| RETURN OVER FEED COST \$ | 5.67 | 7.06 | 1.50 |
| Supplemental Costs | | | |
| Miscellaneous Livestock Expense | .32 | .28 | .22 |
| Veterinary Expense | .25 | .29 | .06 |
| Custom Work | .38 | .21 | .59 |
| Total Supplemental Costs | .95 | .78 | .87 |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | 4.72 | 6.28 | .63 |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return for \$100 Feed Fed \$ | 143.44 | 157.90 | 110.42 |
| Price Received Per Cwt. | 19.02 | 19.10 | 17.23 |
| Number of Litters Farrowed | 25 | 35 | 14 |
| Number of Pigs Born Per Litter | 10.9 | 12.8 | 7.5 |
| Number of Pigs Weaned Per Litter | 8.8 | 11.2 | 6.4 |
| Per Cent Death Loss | 13.9 | 9.1 | 10.4 |
| Average Weight of Hogs Sold | 228.7 | 242.0 | 243.4 |
| Price Per Cwt. Concentrate Fed \$ | 2.61 | 2.78 | 2.03 |
| Pounds of Pork Purchased | 543 | 1089 | 207 |

Table 11b. Costs and Returns From Hog Finishing Enterprise, 1967

| | Average 3 Farms Per Cwt. | 1 High Farm Per Cwt. | 1 Low Farm Per Cwt. |
|-----------------------------------------|--------------------------------|----------------------------|---------------------------|
| Average Number of Pigs on Hand | 59.8 | 154.6 | |
| Pounds of Hogs Produced | 41226 | 99514 | 8430 |
| Total Value Produced | \$ 20.48 | 20.83 | 18.29 |
| Pounds of Feed Fed | | | |
| Corn | 185.0 | 185.6 | 522.8 |
| Small Grain | 149.8 | 160.1 | 3.8 |
| Protein, Salt and Mineral | 26.7 | 29.7 | |
| Complete Ration | 454.7 | | 52.2 |
| Total Concentrates | 816.2 | 375.4 | 578.8 |
| Forages | 847.4 | 1053.1 | |
| Feed Cost | | | |
| Concentrates and Forages | \$ 13.73 | 13.72 | 18.66 |
| Pasture | | | |
| Total Feed Costs | 13.73 | 13.72 | 18.66 |
| RETURN OVER FEED COST | 6.75 | 7.11 | (-.37) |
| Supplemental Costs | | | |
| Miscellaneous Livestock Expense | .06 | .07 | |
| Veterinary Expense | .02 | | |
| Custom Work | 1.35 | 1.46 | |
| Total Supplemental Costs | 1.43 | 1.53 | |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | \$ 5.32 | 5.58 | (-.37) |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return for \$100 Feed Fed | \$149.15 | 151.85 | 98.03 |
| Price Received Per Cwt. | 24.07 | 24.77 | 20.25 |
| Average Weight of Pigs Sold | 613.4 | 958.4 | 215.0 |
| Average Price Paid Per Pig Bought | 35.2 | | |
| Number of Pigs Purchased | 21 | | |
| Pounds of Pork Purchased | 740 | | |
| Per Cent Death Loss | | .5 | |
| Price Per Cwt. Concentrate Fed | \$ 1.20 | 2.35 | 3.22 |

Table 11c. Costs and Returns From Producing Weaning Pigs, 1967

| | Average 16 Farms Per Lit. | 5 High Farms Per Lit. | 5 Low Farms Per Lit. |
|-----------------------------------------|---------------------------------|-----------------------------|----------------------------|
| Number of Litters Farrowed - Average | 33 | 53 | 19 |
| Total Value Produced | 130.03 | 158.79 | 106.74 |
| Pounds of Feed Fed | | | |
| Corn | 437.2 | 325.4 | 478.1 |
| Small Grain | 1239.1 | 1188.5 | 1834.9 |
| Protein, Salt and Mineral | 358.1 | 387.4 | 675.5 |
| Complete Ration | 246.2 | 162.3 | 252.6 |
| Total Concentrates | 2280.6 | 2063.6 | 3241.1 |
| Forages | 37.5 | 51.1 | 7.1 |
| Feed Cost | | | |
| Concentrates and Forages | 61.27 | 57.43 | 91.53 |
| Pasture | .70 | .15 | .63 |
| Total Feed Costs | \$ 61.97 | 57.58 | 92.16 |
| RETURN OVER FEED COST | \$ 68.06 | 101.21 | 14.58 |
| Supplemental Costs | | | |
| Miscellaneous Livestock Expense | 2.70 | 4.13 | 1.32 |
| Veterinary Expense | 2.06 | 3.06 | 1.37 |
| Custom Work | 1.09 | .75 | .68 |
| Total Supplemental Costs | 5.85 | 7.94 | 3.37 |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | 62.21 | 93.27 | 11.21 |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return for \$100 Feed Fed | 209.83 | 275.75 | 115.82 |
| Average Price Received Per Pig Sold | 18.37 | 20.76 | 16.24 |
| Number of Pigs Produced | 249 | 434 | 133 |
| Number of Pigs Born Per Litter | 8.9 | 9.8 | 7.7 |
| Number of Pigs Weaned Per Litter | 7.6 | 8.2 | 7.2 |
| Per Cent Death Loss | 12.6 | 14.1 | 6.8 |
| Price Per Cwt. Concentrate Fed | \$ 2.67 | 2.76 | 2.82 |
| Feed and Suppl. Costs Per Pig Produced | 8.99 | 8.00 | 13.65 |

Table 12. Dairy Cows, 1967

| | Average 89 Farms Per Cow | 29 High Farms Per Cow | 29 Low Farms Per Cow |
|-----------------------------------------|--------------------------------|-----------------------------|----------------------------|
| Average Number of Cows | 27.6 | 41.4 | 17.0 |
| Pounds of Milk | 9873 | 11131 | 7618 |
| Pounds of Butterfat | 358.7 | 381.0 | 280.0 |
| Per Cent of Butterfat in Milk | 3.6 | 3.4 | 3.5 |
| Value of Produce | | | |
| Dairy Products Sold | 412.28 | 482.78 | 277.76 |
| Dairy Products Used in Home | 5.54 | 4.61 | 8.88 |
| Milk Fed to Livestock | 7.90 | 7.85 | 9.76 |
| Net Increases in Value of Cows | .94 | 2.05 | (-2.35) |
| Total Value Produced | 426.66 | 497.29 | 294.05 |
| Pounds of Feed Fed | | | |
| Corn | 1149.9 | 1516.9 | 389.6 |
| Small Grain & Complete Dairy Ration | 2502.5 | 2544.0 | 1923.9 |
| Protein, Salt & Mineral | 466.1 | 392.7 | 784.4 |
| Total Concentrates | 4118.5 | 4453.6 | 3097.9 |
| Legume Hay | 6622.9 | 6707.8 | 5846.2 |
| Other Hay and Dry Roughage | 865.9 | 1121.9 | 1334.7 |
| Silage | 9023.4 | 10555.4 | 5046.6 |
| Feed Costs | | | |
| Concentrates | 90.98 | 100.07 | 69.59 |
| Roughages | 86.16 | 91.09 | 75.71 |
| Pasture | 4.02 | 2.75 | 6.82 |
| Total Feed Costs | 181.16 | 193.91 | 152.12 |
| RETURN OVER FEED COST | 245.50 | 303.38 | 141.93 |
| Supplemental Costs | | | |
| Miscellaneous Livestock Expense | 14.96 | 18.09 | 8.29 |
| Veterinary Expense | 4.49 | 5.24 | 3.71 |
| Custom Work | 22.64 | 27.08 | 14.76 |
| Total Supplemental Costs | 42.09 | 50.41 | 26.76 |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | 203.41 | 252.97 | 115.17 |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return For \$100 Feed Fed | 235.52 | 256.45 | 193.31 |
| Feed Cost Per Cwt. Milk | 1.83 | 1.74 | 2.00 |
| Feed Cost Per Lb. of Butterfat | .504 | .518 | .543 |
| Grain Fed Per Pound of Milk | .417 | .400 | .407 |
| Average Price Per Cwt. of Milk Sold | 4.30 | 4.46 | 3.84 |
| Average Price Per Lb. of Butterfat | 1.15 | 1.30 | 1.09 |

Table 13. Other Dairy Cattle, 1967

| | Average 89 Farms Per Head | 39 High Farms Per Head | 39 Low Farms Per Head |
|-----------------------------------------|---------------------------------|------------------------------|-----------------------------|
| Number of Head | 33.7 | 41.6 | 27.7 |
| Net Inc. in Value | 88.64 | 103.10 | 68.27 |
| Pounds of Feed Fed | | | |
| Concentrates | 665.4 | 556.7 | 842.7 |
| Hay and Roughage | 2648.1 | 2463.5 | 2983.6 |
| Silage | 2356.4 | 2264.2 | 2652.1 |
| Milk | 164.5 | 143.0 | 196.8 |
| Feed Cost | | | |
| Concentrates | 16.26 | 16.78 | 15.52 |
| Roughages | 27.42 | 24.86 | 32.78 |
| Milk | 6.41 | 5.67 | 7.51 |
| Pasture | 2.14 | 2.19 | 2.13 |
| Total Feed Costs | 52.23 | 49.50 | 57.94 |
| RETURN OVER FEED COST | 36.41 | 53.60 | 10.33 |
| Supplemental Costs | | | |
| Miscellaneous Livestock Expense | | | |
| Veterinary Expense | | | |
| Custom Work | | | |
| Total Supplemental Costs | | | |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | 36.41 | 53.60 | 10.33 |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return for \$100 Feed Fed | 169.72 | 208.31 | 117.82 |
| Per Cent Death Loss | 6.3 | 6.4 | 6.0 |

Table 14. All Dairy and Dual Purpose Cattle, 1967

| | Average 89 Farms Per Cow | 29 High Farms Per Cow | 29 Low Farms Per Cow |
|-----------------------------------------|--------------------------------|-----------------------------|----------------------------|
| Average Number of Cows | 27.6 | 41.2 | 17.2 |
| Value of Dairy Products | 425.72 | 491.50 | 295.87 |
| Net Inc. in Value | 109.17 | 117.01 | 76.45 |
| Total Value Produced | 534.89 | 608.51 | 372.32 |
| Pounds of Feed Fed | | | |
| Concentrates | 4951.0 | 5161.4 | 3814.6 |
| Hay and Dry Roughage | 10722.2 | 10880.3 | 9912.6 |
| Silage | 11900.6 | 13511.9 | 6561.7 |
| Feed Cost | | | |
| Concentrates | 118.66 | 128.88 | 91.16 |
| Roughage | 119.64 | 121.70 | 102.03 |
| Pasture Costs | 6.63 | 5.19 | 9.36 |
| Total Feed Costs | 244.93 | 255.77 | 202.55 |
| RETURN OVER FEED COST | 289.96 | 352.74 | 169.77 |
| Supplemental Costs | | | |
| Miscellaneous Livestock Expense | 14.96 | 18.45 | 8.78 |
| Veterinary Expense | 4.49 | 5.17 | 3.43 |
| Custom Work | 22.64 | 26.75 | 13.60 |
| Total Supplemental Costs | 42.09 | 50.37 | 25.81 |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | 247.87 | 302.37 | 143.96 |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return for \$100 Feed Fed | 218.39 | 237.91 | 183.81 |

Table 15a. Beef Breeding Cattle, 1967

| | Average 48 Farms Per Cow | 17 High Farms Per Cow | 17 Low Farms Per Cow |
|-----------------------------------------|--------------------------------|-----------------------------|----------------------------|
| Average Number of Beef Cows | 45.2 | 71.6 | 32.0 |
| Average No. of Other Beef and Bulls | 26.3 | 37.9 | 19.6 |
| Pounds of Beef Produced | 17437 | 30441 | 12063 |
| Net Increase in Value | 89.00 | 95.68 | 67.97 |
| Pounds of Feed Fed | | | |
| Grain | 139.1 | 180.2 | 68.5 |
| Protein, Salt and Mineral | 23.0 | 28.9 | 21.8 |
| Legume Hay | 4476.0 | 3498.9 | 6025.8 |
| Other Hay and Dry Roughage | 646.2 | 616.2 | 698.5 |
| Silage | 4121.8 | 2970.9 | 6727.6 |
| Feed Cost | | | |
| Concentrates | 4.12 | 5.36 | 2.72 |
| Roughages | 47.10 | 36.93 | 63.00 |
| Pasture | 7.35 | 6.70 | 8.34' |
| Total Feed Costs | 58.57 | 48.99 | 74.06 |
| RETURN OVER FEED COSTS | 30.43 | 46.69 | (-6.09) |
| Supplemental Costs | | | |
| Miscellaneous Livestock Expense | 1.62 | 1.82 | 1.19 |
| Veterinary Expense | 1.24 | 1.61 | .63 |
| Custom Work | 2.21 | 1.47 | 2.34 |
| Total Supplemental Costs | 5.07 | 4.90 | 4.16 |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | 25.36 | 41.79 | (+10.25) |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return for \$100 Feed Fed | 151.98 | 195.30 | 91.77 |
| Price Per Cwt. Sold | 20.21 | 20.15 | 19.48 |
| Average Weight Per Head Sold | 728 | 826 | 680 |
| Percent Death Loss | 2.8 | 3.1 | 2.7 |
| Percent Calf Crop | 89 | | |

Table 15b. Feeder Cattle, 1967

| | Average 44 Farms Per Cwt. | 15 High Farms Per Cwt. | 15 Low Farms Per Cwt. |
|-----------------------------------------|---------------------------------|------------------------------|-----------------------------|
| Average Number of Beef Feeders | 58.4 | 92.9 | 41.5 |
| Pounds of Beef Produced | 28486 | 48514 | 17457 |
| Net Increase in Value of Animals | 21.39 | 22.55 | 20.67 |
| Pounds of Feed Fed | | | |
| Grain | 404.4 | 367.3 | 557.2 |
| Protein, Salt and Mineral | 30.5 | 31.7 | 33.1 |
| Legume Hay | 529.5 | 547.1 | 515.4 |
| Other Hay and Dry Roughage | 26.4 | 12.6 | 91.3 |
| Silage | 988.4 | 787.1 | 1285.6 |
| Feed Cost | | | |
| Concentrates | 9.31 | 8.38 | 13.53 |
| Roughages | 5.87 | 5.21 | 7.81 |
| Pasture | .42 | .29 | .64 |
| Total Feed Costs | 15.60 | 13.88 | 21.98 |
| RETURN OVER FEED COST | 5.79 | 8.67 | (-1.31) |
| Supplemental Costs | | | |
| Miscellaneous Livestock Expense | .31 | .26 | .34 |
| Veterinary Expense | .19 | .23 | .19 |
| Custom Work | .77 | .76 | .80 |
| Total Supplemental Costs | 1.27 | 1.25 | 1.33 |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | 4.52 | 7.42 | (-2.64) |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return For \$100 Feed Fed | 137.08 | 162.47 | 94.06 |
| Price Per Cwt. Sold | 23.17 | 23.66 | 23.24 |
| Average Weight Per Head Sold | 918.0 | 950.0 | 898.2 |
| Price Per Cwt. Bought | 24.71 | 24.49 | 25.70 |
| Average Weight Per Head Bought | 416.6 | 430.9 | 365.8 |
| Number of Head Bought | 31 | 70 | 17 |
| Percent Death Loss | 1.6 | 1.6 | 1.0 |

Table 16a. Sheep Flock, 1967

| | Average 28 Farms Per Ewe | 9 High Farms Per Ewe | 9 Low Farms Per Ewe |
|-----------------------------------------|--------------------------------|----------------------------|---------------------------|
| Average Number of Ewes | 92.3 | 141.9 | 95.5 |
| Pounds of Lamb & Mutton Produced | 5532 | 13271 | 806 |
| Pounds of Wool Produced | 781 | 1284 | 595 |
| Value of Produce | | | |
| Wool | 4.29 | 4.83 | 3.43 |
| Net Increase in Value of Animals | 14.90 | 21.30 | 4.84 |
| Total Value Produced | 19.19 | 26.13 | 8.27 |
| Pounds of Feed Fed | | | |
| Grain | 204.1 | 232.5 | 211.7 |
| Protein, Salt and Mineral | 6.7 | 9.9 | 2.7 |
| Legume Hay | 1080.6 | 1170.6 | 1050.4 |
| Other Hay and Dry Roughage | 132.3 | 109.6 | 128.0 |
| Silage | 120.3 | | 344.6 |
| Feed Cost | | | |
| Concentrates | 2.56 | 3.34 | 1.57 |
| Roughages | 8.56 | 8.46 | 9.36 |
| Pasture | 1.87 | 1.63 | 2.25 |
| Total Feed Costs | 12.99 | 13.43 | 13.18 |
| RETURN OVER FEED COST | 6.20 | 12.70 | (-4.91) |
| Supplemental Costs | | | |
| Miscellaneous Livestock Expense | .52 | .63 | .34 |
| Veterinary Expense | .36 | .53 | .25 |
| Custom Work | 1.51 | 1.76 | 1.37 |
| Total Supplemental Costs | 2.39 | 2.92 | 1.96 |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | 3.81 | 9.78 | (-6.87) |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return for \$100 Feed Fed | 147.71 | 194.54 | 62.75 |
| Price Per Cwt. Lamb & Mutton Sold | 24.00 | 26.42 | 18.95 |
| Pounds of Wool Per Sheep Sheared | 9.9 | 8.7 | 9.0 |
| Number of Ewes Kept For Lambing | 93 | 144 | 94 |
| Percent Lamb Crop | 110 | 122 | 88 |
| Percent Death Loss | 13.4 | 7.9 | 23.6 |

Table 16b. Feeder Lambs, 1967

| | Average 5 Farms Per Cwt. | 2 High Farms Per Cwt. | 2 Low Farms Per Cwt. |
|-----------------------------------------|--------------------------------|-----------------------------|----------------------------|
| Average Number of Lambs | 30.7 | 27.7 | 43.2 |
| Pounds of Lamb Produced | 7271 | 14434 | 2833 |
| Pounds of Wool Produced | 26 | | 65 |
| Value of Produce | | | |
| Wool | .14 | | .90 |
| Net Increase in Value | 20.78 | 20.73 | 16.59 |
| TOTAL VALUE PRODUCED | 20.92 | 20.73 | 17.49 |
| Pounds of Feed Fed | | | |
| Grain | 478.2 | 450.2 | 661.9 |
| Protein, Salt and Mineral | 28.5 | 30.3 | 3.5 |
| Legume Hay | 565.5 | 616.6 | 476.5 |
| Other Hay and Dry Roughage | 38.5 | | |
| Silage | 3296.7 | | |
| Feed Cost | | | |
| Concentrates | 10.36 | 9.70 | 14.19 |
| Roughages | 3.75 | 2.98 | 3.67 |
| Pasture | .39 | .49 | |
| Total Feed Costs | 14.50 | 13.17 | 17.86 |
| RETURN OVER FEED COST | 6.42 | 7.56 | (-.37) |
| Supplemental Costs | | | |
| Miscellaneous Livestock Expense | .61 | | 1.62 |
| Veterinary Expense | 1.39 | 1.18 | .04 |
| Custom Work | 3.71 | 1.32 | 13.59 |
| Total Supplemental Costs | 5.71 | 2.50 | 15.25 |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | .71 | 5.06 | (-15.62) |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return for \$100 Feed Fed | 144.31 | 157.39 | 97.83 |
| Price Per Cwt. Sold | 21.66 | 21.33 | 21.86 |
| Pounds of Wool Per Sheep Sheared | 13 | | 11 |
| Average Weight of Lambs Sold | 105.4 | 112.4 | 101.5 |
| Price Per Cwt. Bought | 26.70 | 23.96 | 30.67 |
| Average Weight of Lambs Bought | | | 75.0 |
| Percent of Death Loss | 1.1 | .6 | 2.3 |

Table 17a. Laying Flock, Chickens, 1967

| | Average 10 Farms Per Hen | 5 High Farms Per Hen | 5 Low Farms Per Hen |
|-----------------------------------------|--------------------------------|----------------------------|---------------------------|
| Average Number of Hens | 2573.3 | 2327.3 | 2819.3 |
| Value of Produce | | | |
| Eggs Sold and Used | 4.43 | 4.11 | 4.68 |
| Inc. In Value of Flock | (-1.44) | (-1.26) | (-1.59) |
| Total Value Produced | 2.99 | 2.85 | 3.09 |
| Pounds of Feed Fed | | | |
| Grain | 2.7 | 1.7 | 3.6 |
| Protein, Salt and Mineral | .4 | .2 | .5 |
| Complete Commercial Feed | 80.8 | 68.4 | 91.0 |
| Total Pounds of Feed | 83.9 | 70.3 | 95.1 |
| Total Feed Cost | 3.03 | 2.49 | 3.49 |
| RETURN OVER FEED COST | (-.04) | .36 | (-.40) |
| SUPPLEMENTAL COSTS | .09 | .14 | .05 |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | (-.13) | .22 | (-.45) |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return for \$100 Feed Fed | 98.68 | 114.46 | 88.55 |
| Eggs Laid Per Hen | 224 | 205 | 240 |
| Price Per Dozen Eggs Sold - Cents | .24 | .24 | .23 |
| Feed Cost Per Dozen Eggs - Cents | .16 | .15 | .17 |
| Return Over Feed Costs Per Dozen Eggs | | .02 | (-.02) |
| Percent Death Loss | 6.4 | 7.8 | 5.3 |

Table 17b. Chicken Broilers, 1967

| | Average 4 Farms Per Cwt. | 2 High Farms Per Cwt. | 2 Low Farms Per Cwt. |
|-----------------------------------------|--------------------------------|-----------------------------|----------------------------|
| Cwt. of Broilers Produced | 624.57 | 545.63 | 703.51 |
| Net Increase in Value | 17.55 | 30.79 | 7.28 |
| Pounds of Feed Fed | | | |
| Grain | .9 | | 1.5 |
| Protein, Salt and Mineral | 1.5 | | 2.6 |
| Complete Commercial Feed | 488.6 | 678.1 | 341.6 |
| Total Pounds of Feed | 491.0 | 678.1 | 345.7 |
| TOTAL FEED COST | 15.46 | 21.63 | 10.68 |
| SUPPLEMENTAL COSTS | .44 | .38 | .48 |
| RETURN OVER FEED AND SUPPLEMENTAL COSTS | 1.65 | 8.78 | (-3.88) |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return for \$100 Feed Fed | 113.51 | 142.33 | 68.22 |
| Number of Birds Purchased | 3269 | 2500 | 4038 |
| Price Paid Per Bird Purchased-Cents | 1.68 | 1.56 | 1.75 |
| Percent Death Loss | 5.6 | 3.8 | 6.7 |
| Price Per Cwt. of Feed | 3.15 | 3.19 | 3.09 |
| Price Received Per Lb. of Broilers | | | |
| Sold - Cents | .22 | .30 | .17 |
| Weight Per Bird Sold In Pounds | 19.7 | 20.4 | 19.2 |

Table 18. Feed Costs and Returns from Turkey Laying Flock, 1967

| <u>Items</u> | <u>Average of 5 farms</u> |
|-----------------------------------------|-------------------------------|
| Average Number of Hens | 865 |
| Value of Produce per hen | |
| Eggs sold and used | \$14.01 |
| Depreciation per hen | <u>-1.00</u> |
| Total Value Produced | \$13.01 |
| Pounds of Feed Fed | |
| Maintenance Feed | 34 |
| Breeder Feed | 139 |
| Total Concentrates | 173 |
| Total Feed Cost Per Hen | \$ 6.60 |
| Return Over Feed Cost Per Hen | \$ 6.41 |
| Supplemental Costs | \$ 2.09 |
| Return Over Feed and Supplemental Costs | \$ 4.32 |

SUPPLEMENTARY MANAGEMENT INFORMATION'

| | |
|----------------------------|---------|
| Return for \$100 Feed Fed | \$ 1.97 |
| Eggs Laid Per Hen | 62.8 |
| Price Per Egg Sold - Cents | 22.3 |
| Total Cost Per Egg - Cents | 14.9 |
| Per Cent Death Loss - Hens | 4.9 |
| Toms | 16.5 |
| Days in Production | 149 |
| Per Cent Hatch | 53.5 |

Table 18b. Turkey Poults, 1967

| | Average 4 Farms Per Cwt. | 2 High Farms Per Cwt. | 2 Low Farms Per Cwt. |
|---------------------------------------|--------------------------------|-----------------------------|----------------------------|
| Cwt. No. Turkeys Produced | 412.39 | 232.48 | 592.31 |
| Net Increase in Value | 13.14 | 12.58 | 13.36 |
| Pounds of Feed Fed | | | |
| Grain | 12.5 | 44.5 | |
| Protein, Salt and Mineral | 4.8 | 17.0 | |
| Complete Commercial Feed | 471.0 | 253.8 | 556.3 |
| Total Pounds of Feed | 488.3 | 315.3 | 556.3 |
| TOTAL FEED COSTS | 15.24 | 10.95 | 16.92 |
| RETURN OVER FEED COST | (-2.10) | 1.63 | (-3.56) |
| SUPPLEMENTAL COSTS | .63 | .81 | .55 |
| RETURN OVER FEED & SUPPLEMENTAL COSTS | (-2.73) | .82 | (-4.11) |
| SUPPLEMENTARY MANAGEMENT INFORMATION | | | |
| Return For \$100 Feed Fed | 86.24 | 114.89 | 78.99 |
| Number of Poults Purchased | 2634 | 1518 | 3750 |
| Price Paid Per Poult Purchased | .80 | .78 | .81 |
| Percent Death Loss | 12.2 | 11.1 | 12.7 |
| Price Per Cwt. of Feed | 3.12 | 3.47 | 3.04 |
| Price Received Per Pound: of Turkeys | | | |
| Sold | .17 | .19 | .17 |
| Weight Per Bird Sold in Pounds | 19.0 | 16.0 | 20.1 |

Table 24. Average of Feed and Produce Used in Home, Prices, 1968

| FEED PRICES | | | |
|--------------------------------------|----------------|----------------------|----------------|
| <u>Farm Grown Grains</u> | | <u>Hay</u> | |
| Oats | \$.58 | Alfalfa-Brome | \$17.00 |
| Barley | 1.00 | Red Clover | 12.00 |
| Wheat | 1.55 | Wild Hay | 8.00 |
| Wheat & Oats | .83 | Sweet Clover | 9.00 |
| Rye | 1.01 | Brome | 9.00 |
| Corn | 1.17 | | |
| Oats & Peas | .76 | | |
| <u>Other Roughages</u> | | <u>Milk for Feed</u> | |
| Corn silage | \$5.00 per ton | Whole milk-Gr. A | \$4.07 per cwt |
| Grass silage | 5.00 per ton | Whole milk-Gr. B | 3.58 per cwt |
| Oats & Oats Mix silage | 5.00 per ton | Skim milk | .83 per cwt. |
| Haylage | 9.00 per ton | | |
| <u>Pasture</u> | | <u>Home Produce</u> | |
| \$1.85 an animal unit per month | | Milk | .09¢ per qt. |
| | | Cream | .25¢ per pt. |
| Unpaid family labor \$5.00 per day | | Poultry (live) | .12¢ per lb. |
| | | Beef (live) | .21¢ per lb. |
| Board for hired labor \$2.70 per day | | Hogs (live) | .19¢ per lb. |
| Unless otherwise specified | | Eggs | .29¢ per doz. |

EXPLANATION OF "WORK UNITS"

The total "work units" for any one farm is a measure of the size of that farm business. A work unit as used in this report is the average accomplishment of a farm worker, in a ten hour day, working on crops and productive livestock at an average efficiency. The number of work units for each class of livestock and each acre of crop are presented in Table 25. Days of work off the farm for pay are not included in work units computations in this report.

Table 25. Number of Work Units for each class of livestock & acre of crop

| Item | No. of work units | Item | No. of work units |
|------------------------|-------------------|-----------------------|-------------------|
| Dairy cows | 10.00 per cow | Turkeys, Laying Flock | 25.00 per cwt. |
| Other dairy cows | 1.75 per head | Turkeys, Poults | .50 per cwt. |
| Beef Breeding Cows | 2.80 per cow | Bees | .33 per hive |
| Other Beef Breeding | 1.00 per head | Small grain | .5 per A. |
| Feeder Cattle | .25 per cwt. | Corn for grain | .7 per A. |
| Sheep, Farm Flock | .20 per head | Corn silage | 1.0 per A. |
| Sheep, Feeders | .30 per cwt. | Alfalfa | .6 per A. |
| Sheep, Lambs | .10 per head | Other hay | .4 per A. |
| Hogs, Complete | .20 per cwt. | Legume seed | .4 per A. |
| Hogs, Finishing | .20 per cwt. | Grass silage | .4 per A. |
| Hogs, Weaning pigs | | Potatoes | 4.0 per A. |
| (under 20 litters) | 1.50 per lit. | Sugar beets | 3.0 per A. |
| (over 20 litters) | 2.00 per lit. | Fallow | .5 per A. |
| Chickens, Laying Flock | 10.00 per cwt. | | |
| Chickens, Broilers | .50 per cwt. | | |

Table 27. Summary of Farm Earnings by Years

| Years | 1963 | 1964 | 1965 | 1966 | 1967 |
|--------------------------------------|----------|-------|-------|-------|-------|
| Number of farms | 137 | 151 | 202 | 253 | 226 |
| FARM RECEIPTS | | | | | |
| Dairy & dual purpose cattle | \$ 1045 | 918 | 1251 | 1754 | 1748 |
| Dairy Products | 3631 | 4030 | 4105 | 5457 | 6400 |
| Beef Cattle (incl. feeders) | 1744 | 2640 | 2625 | 2515 | 3430 |
| Hogs | 750 | 883 | 1166 | 1470 | 1455 |
| Sheep & Wool (incl. feeders) | 640 | 378 | 322 | 277 | 380 |
| Horses, (inc. rabbits, dogs, etc.) | 6 | 14 | 37 | | 99 |
| Poultry (incl. turkeys) | 1651 | 1929 | 2310 | 2199 | 1911 |
| Eggs | 682 | 829 | 664 | 581 | 731 |
| Honey Sold | 7 | 103 | | | |
| Crops | 5840 | 4731 | 4970 | 4768 | 7081 |
| Mach. & Equip. Sold & Gas Tax Ref. | 316 | 319 | 410 | 269 | 293 |
| Income From Work Off the Farm | 346 | 323 | 188 | 227 | 726 |
| Miscellaneous | 399 | 537 | 635 | 907 | 494 |
| (1) Total farm sales | \$17057 | 17634 | 18683 | 20424 | 24748 |
| (2) Increase in farm capital | 3918 | 1748 | 2345 | 4925 | 5060 |
| (3) Family living from the farm | 304 | 264 | 283 | 325 | 312 |
| (4) Total farm receipts (1)±(2)±(3) | 21279 | 19646 | 21311 | 25669 | 30120 |
| FARM EXPENSES | | | | | |
| Dairy & dual purpose cattle bought | 235 | 172 | 168 | 398 | 464 |
| Beef Cattle Bought (inc. feeders) | 1266 | 1137 | 641 | 1197 | 791 |
| Hogs Bought | 69 | 56 | 66 | 65 | 42 |
| Sheep Bought (incl. feeders) | 135 | 43 | 40 | 84 | 154 |
| Horses, bees, etc. bought | 32 | 26 | 25 | | 28 |
| Poultry bought (incl. turkeys) | 310 | 404 | 425 | 474 | 576 |
| Misc. Livestock Expense | 413 | 457 | 441 | 494 | 656 |
| Feed Bought | 2609 | 2776 | 3232 | 3344 | 3548 |
| Fertilizers | 614 | 838 | 867 | 924 | 1346 |
| Other Crop Expense | 880 | 960 | 1017 | 917 | 1250 |
| Custom Work Hired | 550 | 627 | 659 | 717 | 898 |
| Gas, Oil, & Grease Bought (f.s.) | 1061 | 1042 | 1002 | 1118 | 1181 |
| Rep. of Mech. Power (f.s.) | 525 | 504 | 523 | 657 | 1240 |
| Rep. & Upkeep of Real Estate | 128 | 149 | 148 | 175 | 220 |
| Rep. & Upkeep of Crop & Gen. Mach. | 432 | 415 | 418 | 393 | |
| Rep. & Upkeep of Livestock Equip. | 82 | 98 | 95 | 135 | 165 |
| Wages of Hired Labor | 707 | 748 | 654 | 612 | 740 |
| Electricity Expense (f.s.) | 267 | 269 | 262 | 291 | 321 |
| Real Estate & Pers. Prop. Tax | 636 | 675 | 637 | 685 | 827 |
| General Farm Expense | 230 | 259 | 272 | 312 | 389 |
| (5) Total Cash Operating Exp. | \$ 11181 | 11655 | 11592 | 12992 | 14836 |
| (6) Cap. Purchases-Mech. Pow. (f.s.) | 636 | 836 | 911 | 1080 | 3191 |
| (7) Cap. Purchases-Crop & Gen Mach. | 745 | 1019 | 997 | 1427 | |
| (8) Cap. Purchases-Lvstk. Equip. | 240 | 196 | 195 | 487 | 448 |
| (9) Cap. Purchases-Bldgs. & fenc. | 1645 | 1628 | 1255 | 2004 | 2184 |
| (10) Total Farm Pur. (5) to (9) | \$ 14447 | 15334 | 14950 | 17990 | 20659 |
| (11) Decrease in Farm Capital | -- | -- | -- | -- | 913 |
| (12) Interest on Farm Capital | 1961 | 2075 | 2068 | 2346 | 2744 |
| (13) Unpaid Family Labor | 83 | 115 | 96 | 543 | 545 |
| (14) Board Furnished Hired Labor | 122 | 146 | 86 | 87 | 96 |
| (15) Total Farm Exp. (10) to (14) | \$ 16614 | 17670 | 17200 | 20966 | 24957 |
| (16) Labor Earnings (4)-(15) | 4630 | 1976 | 4111 | 4703 | 5163 |
| (17) Net Cash Income (1)-(10) | \$ 2610 | 2300 | 3733 | 2434 | 4089 |