

Annual Report

VOCATIONAL AGRICULTURE FARM ANALYSIS

EAST SOUTH CENTRAL MINNESOTA

1967

Austin Area Vocational School

AUSTIN, MINNESOTA

IN COOPERATION WITH

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

1967 VOCATIONAL AGRICULTURE FARM ANALYSIS REPORT
EAST SOUTH CENTRAL AREA - CHARLES PAINTER, COORDINATOR

INDEX

INTRODUCTION	1	MEASURES OF FARM ORGANIZATION	12
SCHOOLS REPRESENTED	1	CROP ACRES & YIELDS	13
FARM INVENTORIES	2	CROP COST SUMMARIES	14 & 15
CASH RECEIPTS	3	COMPLETE HOG ENTERPRISE	16
CASH EXPENSES	4	HOG FINISHING ENTERPRISE	17
ENTERPRISE STATEMENT	5	WEANING PIG ENTERPRISE	18
HOUSEHOLD-PERSONAL	6	DAIRY ENTERPRISE	19 & 20
NET WORTH	7	BEEF BREEDING CATTLE	21
OPERATOR'S RECEIPTS	8	FEEDER CATTLE	22
OPERATOR'S EXPENSES	9	SHEEP FLOCK	23
WORK UNITS & GEN. INFORMATION	10	LAYING FLOCK-FEED PRICES	24
RANGE OF EARNINGS	11	SUMMARY OF FARM EARNINGS	25
THERMOMETER CHART	11	OTHER INFORMATION	25

INTRODUCTION

THE FIRST ANALYSIS MADE BY THE AUSTIN AREA VOCATIONAL-TECHNICAL SCHOOL WAS FOR THE YEAR 1955. THREE OTHER ANALYSIS CENTERS IN MINNESOTA WERE ALSO INVOLVED WITH ANALYSIS. WITH THE EXPANSION OF THE PROGRAM, IT WAS FOUND NECESSARY TO GO TO DATA PROCESSING FOR THE ARITHMETICAL CALCULATIONS. THE 1967 ANALYSIS INCLUDES A PILOT ATTEMPT TO ARRIVE AT ADDITIONAL PRODUCTION COSTS. THESE INCLUDE LIVESTOCK COSTS IN ADDITION TO FEED AND CROP PRODUCTION COSTS. NO APOLOGIES FOR INCONSISTANCIES IN THESE EXPENSE AREAS ARE THOUGHT NECESSARY. THE EXPERIENCE WILL MAKE FOR MUCH DEPENDABILITY IN NEXT YEAR'S ANALYSIS.

THE ADDITIONAL INFORMATION THIS YEAR HAS ADDED MUCH TO THE VOLUME OF THE SUMMARY. IN THE INTEREST OF SPACE WE HAVE SHORTENED THE DISCUSSION AND EXPLANATION. THE ASSISTANCE AND COUNSEL PROVIDED BY THE FOLLOWING PEOPLE IS MUCH APPRECIATED:

AUDREY ANHORN, MADGE ANDERSON, PATRICIA FRANCIS, EILEEN HEIMSNES, ELAINE HARBOR, DARLENE MILLER, ADELEEN PALAN, LYNDA PLANZ, BETTY SMITH, VIVIAN ULRICH.

I.T. MICKELSON, MORTON CARNEY, HARLAN KOCH, G. R. COCHRAN, EDGAR PERSONS, MILO PETERSON, TRUMAN NODLAND.

<u>SCHOOL</u>	<u>NO. OF BOOKS</u>	<u>INSTRUCTORS</u>
ADAMS	35	DWAIN VANGSNES* LEROY SWANSON
ALDEN	2	JOHN NELSON*
AUSTIN	11	LELAND ARNESON* DONALD RITLAND
BLOOMING PRAIRIE	46	GENE FRANCIS* HAROLD ULRICH TRUMAN TILLERAAS
ELKTOM	3	LYNN LAGERSTEDT*
FARIBAULT	74	RALPH PALAN* MAYNARD HUGHES PAUL DAY
HAYFIELD	16	BRUCE OXTON* BERT FULLER FRANK MOON
KENYON	12	FRANK WHITE* JOHN SHELSTAD
LEROY	3	DONALD HAUGLAND*
NORTHFIELD	3	HAROLD PAULSON* RICHARD FORSLINE
OWATONNA	2	JOHN ZWIEBEL* GLEN EDEN
NEW RICHLAND	9	RUSSELL SCHMEISING* LEE MENDENHALL
SPRING VALLEY	17	ED MORINE* LEROY BATTCHER
STEWARTVILLE	10	FRANK QUAM*
WEST CONCORD	3	HILBERT HOOF*
ZUMBROTA	1	EUGENE HUNDEBY*
	247	

* INSTRUCTOR RESPONSIBLE FOR THE ADULT AGRICULTURE PROGRAM.

TABLE 1 - FARM INVENTORIES - 1967

ITEMS		AVERAGE OF 215 FARMS	
1-2	SIZE OF FARM-TOTAL ACRES & TILLABLE A.	287.5	253.9
3	WORK UNITS-CROPS	150.45	
4-5	LIVESTOCK & OTHER	365.46	16.67
6	TOTAL SIZE-WORK UNITS	532.58	
7	NUMBER OF WORKERS	1.4	
8	PRODUCTIVE LIVESTOCK	JAN. 1	DEC. 31
9	DAIRY COWS	4049	3883
10	OTHER DAIRY CATTLE	2285	2323
11	BEEF BREEDING CATTLE	588	623
12	BEEF FEEDER CATTLE	3260	3234
13	HOGS	4108	4146
14-16	OTHER PRODUCTIVE LIVESTOCK	134	133
17	TOTAL PRODUCTIVE LIVESTOCK	\$ 14424	\$ 14342
18	CROP, SEED AND FEED	12317	12480
19	POWER, MACHINERY & EQUIPMENT		
20	AUTO & TRUCK (FARM SHARE)	1473	1674
21	POWER & MACHINERY	9288	11260
22	LIVESTOCK EQUIPMENT	2035	2485
23	TOTAL POWER, MACHINERY & EQUIP.	\$ 12796	\$ 15419
24	LAND	37986	39382
25	BUILDINGS-FENCES-ETC.	17469	19387
26	TOTAL FARM CAPITAL	\$ 94992	\$ 101010

ITEMS		43 MOST PROFIT. FARMS		43 LEAST PROFIT. FARMS	
1-2	SIZE OF FARM-TOTAL A. & TILL.A.	360.8	318.1	300.5	273.3
3	WORK UNITS-CROPS	199.05		160.03	
4-5	LIVESTOCK AND OTHER	493.97	18.20	261.37	11.07
6	TOTAL SIZE-WORK UNITS	711.22		432.47	
7	NUMBER OF WORKERS	1.7		1.4	
8	PRODUCTIVE LIVESTOCK	JAN. 1	DEC. 31	JAN. 1	DEC. 31
9	DAIRY COWS	5742	5430	1725	1365
10	OTHER DAIRY CATTLE	3239	3232	770	814
11	BEEF BREEDING CATTLE	234	392	1469	1344
12	BEEF FEEDER CATTLE	2601	2464	4573	4342
13	HOGS	5631	5395	4993	4679
14-16	OTHER PRODUCTIVE LIVESTOCK	62	40	327	85
17	TOTAL PRODUCTIVE LIVESTOCK	\$ 17509	\$ 16953	\$ 13857	\$ 12629
18	CROP, SEED AND FEED	16398	18986	13636	13032
19	POWER, MACHINERY & EQUIPMENT				
20	AUTO & TRUCK (FARM SHARE)	2008	2279	1457	1478
21	POWER AND MACHINERY	13782	16023	8300	11029
22	LIVESTOCK EQUIPMENT	3060	3612	1955	1902
23	TOTAL POWER, MACHINERY & EQUIP.	\$18850	\$ 21914	\$ 11712	\$ 14409
24	LAND	43071	45406	47849	49041
25	BUILDINGS-FENCES-ETC.	24527	27281	17695	18674
26	TOTAL FARM CAPITAL	\$120355	\$130540	\$104749	\$107785

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1967

ITEMS	AVERAGE OF 215 FARMS	43 MOST PROFITABLE FARMS	43 LEAST PROFITABLE FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PROD.			
2 DAIRY COWS	\$ 1446	\$ 2187	\$ 586
3 DAIRY PRODUCTS	8112	12796	2631
4 OTHER DAIRY CATTLE	1131	1524	376
5 BEEF BREEDING CATTLE	123	32	427
6 BEEF FEEDER CATTLE	5672	5407	6599
7 HOGS	10948	14817	13792
8 SHEEP AND WOOL	53	27	36
9 CHICKENS (INCL. HENS & BROILERS)	124	7	580
10 TURKEYS			
11 EGGS	188	127	297
12 OTHER PRODUCTIVE LIVESTOCK			
13 SALE OF CROPS			
14 CORN	2670	4004	3429
15 SOYBEANS, FLAX, SUNFLOWERS	3075	3887	3525
16 WHEAT, OATS, BARLEY, RYE	420	514	637
17 POTATOES, SUGAR BEETS, & OTHER	459	1471	171
18 HAY, SILAGE & OTHER CROPS	167	223	249
19 DIVERTED ACRE PAYMENT	872	1105	948
20 CAPITAL ASSETS SOLD	1289	2713	768
21 GAS TAX REFUND	229	318	169
22 INCOME FROM WORK OFF THE FARM	450	638	315
23 PATRONAGE REFUNDS	291	475	259
24 MISCELLANEOUS FARM INCOME	276	513	291
25 TOTAL FARM SALES	\$37995	\$52785	\$36085
26 INCREASE IN FARM CAPITAL	6018	10185	3035
27 FAMILY LIVING FROM THE FARM	343	444	255
28 TOTAL FARM RECEIPTS(25)+(26)+(27)	\$44356	\$63414	\$39375
29 ADJUSTED TOTAL FARM SALES (25)-(20)	36706	50072	35317
30 TOTAL CASH FARM OPERATING EXPENSE	22595	26563	25762
31 NET CASH OPERATING INCOME	\$14111	\$23509	\$ 9555

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1967

ITEMS	AVERAGE OF 215 FARMS	43 MOST PROFITABLE FARMS	43 LEAST PROFITABLE FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 364	\$ 331	\$ 147
3 OTHER DAIRY CATTLE	224	136	109
4 BEEF BREEDING CATTLE	56	196	70
5 BEEF FEEDER CATTLE	2858	2241	3784
6 HOGS	1545	854	2912
7 SHEEP	6		12
8 CHICKENS(INCL.HENS & BROILERS)	106	20	106
9 TURKEYS			
10 OTHER PRODUCTIVE LIVESTOCK	1		4
11 MISCELLANEOUS LIVESTOCK EXPENSE	855	1153	695
12 FEED BOUGHT	4906	6484	5422
13 FERTILIZER	2420	3322	2705
14 CHEMICALS	857	1150	1040
15 OTHER CROP EXPENSE	1145	1643	1322
16 CUSTOM WORK HIRED	1235	1457	1275
17 REPAIR + UPKEEP OF LIVESTOCK EQUIP.	194	289	156
18 REPAIR + UPKEEP OF FARM REAL ESTATE	392	510	386
19 GAS,OIL,GREASE BOUGHT(FARM SHARE)	1202	1437	1143
20 REPAIR + OPER.OF MACH,TRACTOR,TRUCK, AUTO(F.S.)	1264	1560	1255
21 WAGES OF HIRED LABOR	546	768	802
22 PERSONAL PROP.+ REAL ESTATE TAXES	1546	1890	1602
23 GENERAL FARM EXPENSE	410	542	385
24 TELEPHONE EXPENSE(FARM SHARE)	86	90	78
25 ELECTRICITY EXPENSE(FARM SHARE)	376	488	351
26 TOTAL CASH OPERATING EXPENSE	\$22594	\$26561	\$25761
27 POWER, CROP & GENERAL MACH.BOUGHT (FARM SHARE)	4407	5557	5090
28 LIVESTOCK EQUIPMENT BOUGHT	814	1106	376
29 NEW REAL ESTATE + IMPROVEMENT	5431	8763	3781
30 TOTAL FARM PURCHASES(26)THRU(29)	\$33246	\$41987	\$35008
31 DECREASE IN FARM CAPITAL			
32 INTEREST ON FARM CAPITAL	4900	6272	5313
33 UNPAID FAMILY LABOR	700	982	605
34 LABOR CHARGE FOR PARTNERS + OTHER OPERATORS	247	665	112
35 BOARD FURNISHED HIRED LABOR	73	74	76
36 TOTAL FARM EXPENSE(30)THRU(35)	\$39166	\$49980	\$41114
37 LABOR EARNINGS(WHOLE FARM)(2A/2B)- (36)	\$ 5190	\$13434	\$(-1739)
38 NUMBER OF OPERATORS	1	1	1

TABLE 3 - ENTERPRISE STAT. - 1967

ITEMS	AVERAGE OF 215 FARMS	43 MOST PROF. FARMS	43 LEAST PROF. FARMS
1 RETURNS AND NET INCREASES			
2 PRODUCTIVE LIVESTOCK			
3 DAIRY CATTLE	\$ 8169	\$ 12996	\$ 2616
4 OTHER DAIRY CATTLE	2276	3443	669
5 BEEF BREEDING CATTLE	241	78	466
6 FEEDER CATTLE	2540	2716	2316
7 COMPLETE HOG ENTERPRISE	7714	12955	7333
8 HOG FINISHING ENTERPRISE	1444	193	2563
9 PRODUCING WEANING PIGS	339	664	716
10 FARM FLOCK SHEEP	48	14	25
11 FEEDER LAMBS			
12 CHICKENS (INCL. HENS & BROILERS)	213	113	538
13 TURKEYS			
14 OTHER PRODUCTIVE LIVESTOCK			1
15 ALL PRODUCTIVE LIVESTOCK	\$ 22984	\$ 33172	\$ 17243
16 VALUE OF FEED FED TO LIVESTOCK	14001	17460	13452
17 RETURN OVER FEED FROM LIVESTOCK	8983	15712	3791
18 CROP, SEED AND FEED	12411	18515	11282
19 INCOME FROM LABOR OFF THE FARM	250	273	166
20 COOPERATIVE PATRONAGE REFUNDS	291	475	259
21 MISCELLANEOUS FARM INCOME	276	513	291
22 TOTAL RETURNS & NET INCREASES	\$ 22211	\$ 35488	\$ 15789
23 EXPENSES AND NET DECREASES			
24 TRUCK AND AUTO (FARM SHARE)	\$ 1224	\$ 1495	\$ 1134
25 TRACTORS AND CROP MACHINERY	3681	4625	3801
26 ELECTRICITY	376	488	351
27 LIVESTOCK EQUIPMENT	552	847	600
28 BUILDINGS, FENCES & TILING	1409	1675	1545
29 BARE LAND			
30 MISC. LIVESTOCK EXPENSE	855	1153	695
31 LABOR	1734	2312	1912
32 LABOR CHARGE FOR OTHER OPERATOR(S)	248	665	112
33 PROPERTY TAX	1546	1890	1602
34 GENERAL FARM EXP. & TELEPHONE	496	632	463
35 INTEREST ON FARM CAPITAL	4900	6272	5313
36 TOTAL EXPENSES & NET DECREASES	\$ 17021	\$ 22054	\$ 17528
37 LABOR EARNINGS	\$ 5190	\$ 13434	\$ (-1739)
38 NUMBER OF FARM OPERATORS	1	1	1

TABLE 4 - HOUSEHOLD EXPENSE - 1967

ITEMS	AVERAGE OF 143 FARMS	33 MOST PROFIT.FARMS	25 LEAST PROFIT.FARMS
1 NUMBER OF PERSONS-FAMILY	5	6	4
2 NUMBER OF ADULT EQUIVALENT-FAMILY	3.7	4.4	3.2
3 CHURCH AND WELFARE	\$ 233	\$ 326	\$ 183
4 MEDICAL CARE AND HEALTH INSURANCE	551	670	482
5 FOOD AND MEALS BOUGHT	1094	1298	1007
6 OPERATING EXPENSE AND SUPPLIES	421	503	452
7 FURNISHINGS AND EQUIPMENT	407	584	327
8 CLOTHING AND CLOTHING MATERIALS	404	551	357
9 PERSONAL CARE, PERSONAL SPENDING	124	125	124
10 EDUCATION	156	170	219
11 RECREATION	181	190	246
12 GIFTS AND SPECIAL EVENTS	155	177	146
13 PERS. SHARE TRUCK & AUTO EXPENSE	245	244	276
14 OPER.SHARE UPKEEP ON DWELLING	184	375	68
15 PERS.SHARE TEL. & ELECT. EXPENSE	133	139	117
16 TOTAL CASH LIVING EXPENSES	\$ 4288	\$ 5352	\$ 4004
17 PERS. SHARE NEW TRUCK & AUTO	165	148	109
18 NEW DWELLING BOUGHT	337	832	200
19 TAXES AND OTHER DEDUCTIONS	555	860	471
20 LIFE INS. & OTHER SAVINGS & INVESTMENTS	486	733	259
21 TOTAL HOUSEHOLD & PERSONAL (16)-(20)	\$ 5831	\$ 7925	\$ 5043
22 TOTAL FAMILY LIVING FROM THE FARM (33)	337	427	225
23 TOTAL CASH & NON-CASH EXP.(21)+(22)	\$ 6168	\$ 8352	\$ 5268
24	FAMILY LIVING FROM THE FARM		
25	\$ OPR.SHARE	\$ OPR.SHARE	\$ OPR.SHARE
26 MILK AND CREAM	77	112	35
27 BEEF	178	204	153
28 PORK	54	78	28
29 LAMB			
30 POULTRY	4	1	4
31 EGGS	5	9	1
32 VEG.,FRUIT,SPUDS,& FUEL-ALSO OTHER PRODUCE	19	22	3
33 TOTAL FAMILY LIVING FROM THE FARM	\$ 337	\$ 426	\$ 224

TABLE 5 - NET WORTH STATEMENT-OPERATOR - 1967

		AVE. OF 123 FARMS		30 MOST PRO.FARMS		30 LEAST PROFIT.	
		JAN. 1	DEC. 31	JAN. 1	DEC. 31	JAN. 1	DEC.31
1	TOTAL LIVESTOCK	\$ 12639	13141	15851	16252	12348	11006
2	CROP, SEED & FEED	10712	11211	13547	15131	11409	11203
3	TOTAL POWER, MACHINERY	12084	14556	16451	19272	10191	12600
4	LAND	20474	22574	18781	21118	21664	23529
5	BUILDINGS, FENCES, ETC.	13754	16042	19241	22848	11509	13188
6	TOTAL FARM CAPITAL	69663	77524	83871	94621	67121	71526
7	NON-FARM ASSETS	7600	7965	9500	10210	7283	7126
8	DWELLING	3191	3611	4749	5932	2997	3189
9	TOTAL ASSETS	\$ 80454	89100	98120	110763	77401	81841
10	REAL ESTATE DEBT	22096	24201	25498	27915	20832	22365
11	CHATTEL MORTGAGES	10157	12733	8491	11388	14303	17243
12	NOTES	3280	3871	4636	4620	3007	4398
13	ACCOUNTS PAYABLE	1398	2340	1231	1734	2503	4114
14	TOTAL LIABILITIES	\$ 36931	43145	39856	45657	40645	48120
15	FARMERS NET WORTH	\$ 43523	45955	58264	65106	36756	33721
16	GAIN IN NET WORTH		\$ 2432		\$ 6842		\$(-3035)
17	SUPP. MANAGEMENT INFORMATION						
18	OPERATORS LABOR EARNINGS	\$ 4482		10874		(-1802)	
19	RET. TO CAPITAL & FAMILY LABOR	6906		14317		385	
20	NON-FARM INCOME						
21	OUTSIDE INVESTMENT INCOME	98		190		64	
22	OTHER PERSONAL INCOME	1095		966		1721	
23	TOTAL NON-FARM INCOME	\$ 1193		1156		1785	
24	TOTAL MONEY BORROWED	16601		16500		20271	
25	TOTAL PAID ON DEBT(PRINCIPAL)	10827		10220		13569	
26	TOTAL HOUSEHOLD + PERS. EXPENSE	5409		8100		4559	
27	RATIO FARM EXP.TO FARM RECEIPTS	.890		.794		1.050	
28	RATIO ASSETS TO LIABILITIES-JAN	2.178	DEC2.065	J 2.462	DEC 2.426	J 1.904	DEC1.701

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1967

ITEMS	AVERAGE OF 166* FARMS	33 MOST PROFITABLE FARMS	33 LEAST PROFITABLE FARMS
1 SALE OF LIVESTOCK & LIVESTOCK PRODUCTS			
2 DAIRY COWS	\$ 1238	\$ 1501	\$ 832
3 DAIRY PRODUCTS	7554	12163	3304
4 OTHER DAIRY CATTLE	1010	1070	548
5 BEEF BREEDING CATTLE	111	42	120
6 BEEF FEEDER CATTLE	5794	6705	4694
7 HOGS	10435	16156	10074
8 SHEEP AND WOOL	54		45
9 CHICKENS (INCL. HENS & BROILERS)	13	9	24
10 TURKEYS			
11 EGGS	209	213	370
12 OTHER PRODUCTIVE LIVESTOCK			
13 SALE OF CROPS			
14 CORN	2063	1611	3011
15 SOYBEANS, FLAX, SUNFLOWERS	2515	3168	2248
16 WHEAT, OATS, BARLEY, RYE	319	266	502
17 POTATOES, SUGAR BEETS, CANNING & OTHER CROPS A+B	216	211	240
18 HAY, SILAGE AND OTHER CROPS	107	125	157
19 DIVERTED ACRE PAYMENT	773	599	746
20 CAPITAL ASSETS SOLD	370	597	288
21 GAS TAX REFUND	207	244	148
22 INCOME FROM WORK OFF THE FARM	518	549	180
23 PATRONAGE REFUNDS	291	478	273
24 MISCELLANEOUS FARM INCOME	268	407	301
25 TOTAL FARM SALES	\$34065	\$46114	\$28105
26 INCREASE IN FARM CAPITAL	7355	9116	4144
27 FAMILY LIVING FROM THE FARM	328	427	222
28 TOTAL FARM RECEIPTS (25)+(26)+(27)	\$41748	\$55657	\$32471
29 ADJUSTED TOTAL FARM SALES (25)-(20)	33695	45517	27817
30 TOTAL CASH FARM OPERATING EXPENSE	24582	28589	23439
31 NET CASH OPERATING INCOME	\$ 9113	\$16928	\$ 4378

*BECAUSE OF A PROGRAMMING INTERPRETATION ONLY 166 CASES WERE INCLUDED IN THIS STUDY. RATHER THAN DELAY COMPLETION OF THE REPORT, WE ARE USING THIS TABLE RATHER THAN ONE HAVING ALL 215 CASES INCLUDED.

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1967

ITEMS	AVERAGE OF 166 FARMS	33 MOST PROFITABLE FARMS	33 LEAST PROFITABLE FARMS
1 PURCHASE OF LIVESTOCK			
2 DAIRY COWS	\$ 389	\$ 402	\$ 170
3 OTHER DAIRY CATTLE	217	101	136
4 BEEF BREEDING CATTLE	71	255	82
5 BEEF FEEDER CATTLE	3012	2716	2515
6 HOGS	1427	767	1761
7 SHEEP	4		
8 CHICKENS	111	27	24
9 TURKEYS			
10 OTHER PRODUCTIVE LIVESTOCK			
11 MISCELLANEOUS LIVESTOCK EXPENSE	829	1252	671
12 FEED BOUGHT	4816	7330	4087
13 FERTILIZER	2237	2673	2305
14 CHEMICALS	802	924	847
15 OTHER CROP EXPENSE	1014	1164	1146
16 CUSTOM WORK HIRED	1213	1481	1195
17 REPAIR + UPKEEP OF LIVESTOCK EQUIP.	178	263	143
18 REPAIR + UPKEEP OF FARM REAL ESTATE	343	414	382
19 GAS, OIL, GREASE BOUGHT (FARM SHARE)	1146	1189	1032
20 REPAIR + OPER OF MACH, TRACTOR, TRUCK, AUTO (P. S.)	1280	1341	1192
21 WAGES OF HIRED LABOR	501	439	756
22 PERSONAL PROP. + REAL ESTATE TAXES	1057	1134	1114
23 CASH RENT	915	1389	1028
24 GENERAL FARM EXPENSE	411	520	311
25 TELEPHONE EXPENSE (FARM SHARE)	86	89	82
26 ELECTRICITY EXPENSE (FARM SHARE)	364	492	312
27 INTEREST EXPENSE	2161	2228	2147
28 TOTAL CASH OPERATING EXPENSE	\$24584	\$28590	\$ 23438
29 POWER, CROP & GENERAL MACH BOUGHT (FARM SHARE)	4134	4038	3948
30 LIVESTOCK EQUIPMENT BOUGHT	902	1524	373
31 NEW REAL ESTATE + IMPROVEMENTS	5316	6667	4341
32 TOTAL FARM PURCHASES (28) THRU (31)	\$34936	\$40819	\$ 32100
33 DECREASE IN FARM CAPITAL			
34 INTEREST ON FARM CAPITAL	1688	2463	1550
35 UNPAID FAMILY LABOR	778	932	581
36 LABOR CHARGE FOR PARTNERS + OTHER OPERATORS	257	485	297
37 BOARD FURNISHED HIRED LABOR	85	37	115
38 TOTAL FARM EXPENSE (32) THRU (37)	\$37744	\$44736	\$ 34643
39 LABOR EARNINGS (OPERATORS SHARE) (6A/28)-(38)	\$ 4004	\$10921	\$(-2172)
40 RETURN TO CAPITAL AND FAMILY LABOR	\$ 6470	\$14316	\$ (-41)

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. THE NUMBER OF WORK UNITS PER FARM OR PER WORKER MAY BE INTERPRETED DIFFERENTLY FOR DIFFERENT FARM SITUATIONS. THEY MAY MEASURE THE DEGREE OF EFFICIENCY OF LABOR DUE TO MECHANIZATION OR CAREFUL PLANNING. THEY MAY ALSO MEASURE QUALITY OR QUANTITY OF WORK. OCCASIONALLY, HIGH WORK UNITS PER WORKER INDICATE AN EXCESSIVE WORK LOAD. THE NUMBER OF WORK UNITS FOR EACH CLASS OF LIVESTOCK AND EACH ACRE OF CROP ARE PRESENTED IN TABLE 7.

TABLE 7 NUMBER OF WORK UNITS FOR EACH CLASS OF LIVESTOCK AND EACH ACRE OF CROP

ITEM	NO. OF WORK UNITS	ITEM	NO. OF WORK UNITS
DAIRY & DUAL PURPOSE COWS	10.0 PER COW	SMALL GRAIN	.5 PER ACRE
OTHER DAIRY & DUAL PUR CATTLE	3.5 PER AN.UNIT (2 ANIMALS)		
BEEF BREEDING HERD	3.5 PER AN.UNIT (1½ ADULT ANIMALS)	SWEET CORN	.7 PER ACRE
FEEDER CATTLE	.25 PER 100#	CORN, HUSKED	.7 PER ACRE
SHEEP - FARM FLOCK	1.5 PER AN.UNIT (7 SHEEP)		
SHEEP - FEEDERS	.3 PER 100#	ALFALFA HAY	.6 PER ACRE
HOGS	.2 PER 100#	CORN, SILAGE	1.0 PER ACRE
CANNING PEAS	.5 PER ACRE	SOYBEAN HAY	.5 PER ACRE
SOYBEANS FOR GRAIN	.5 PER ACRE	OTHER HAY CROPS	.4 PER ACRE

COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

FEED IS THE LARGEST SINGLE ITEM OF COST FOR ALL CLASSES OF LIVESTOCK. THE PROPORTION OF THE TOTAL COST REPRESENTED BY FEED VARIES BETWEEN CLASSES OF LIVESTOCK. FEED MAKES UP APPROXIMATELY 45 PER CENT OF THE TOTAL COSTS OF MAINTAINING DAIRY CATTLE AND POULTRY, 50 PER CENT IN THE CASE OF A FARM FLOCK OF SHEEP AND 65 TO 75 PER CENT FOR HOGS, FEEDER CATTLE AND FEEDER LAMBS. IT IS NECESSARY TO SECURE A RELATIVELY HIGHER RETURN OVER FEED FROM DAIRY CATTLE AND POULTRY THAN FROM THE OTHER LIVESTOCK ENTERPRISES TO COVER COSTS OTHER THAN FEED. WHEN FEED PRICES ARE LOW, THE PER CENT OF TOTAL COST REPRESENTED BY FEED IS LOWER.

THIS YEAR'S ANALYSIS INCLUDES SOME OTHER LIVESTOCK PRODUCTION COSTS. THE REVISED MINNESOTA FARM ACCOUNT BOOK MAKES SUCH DETAIL POSSIBLE. THE VALUE OF THIS INFORMATION IS ENTIRELY DEPENDENT UPON THE COMPLETENESS AND ACCURACY OF THE APPROPRIATE RECORDS.

RANGE IN EARNINGS

LINES REPRESENT THE LABOR EARNINGS BEGINNING WITH THE HIGH FARM
 AND FOLLOWED BY EVERY FOURTH FARM.

THE MIDPOINT (MEDIAN) IS INDICATED BELOW *

*

THERMOMETER CHART

LOCATE YOUR STANDING AS COMPARED TO THE AVERAGES - SEE TABLE 8
 HIGH

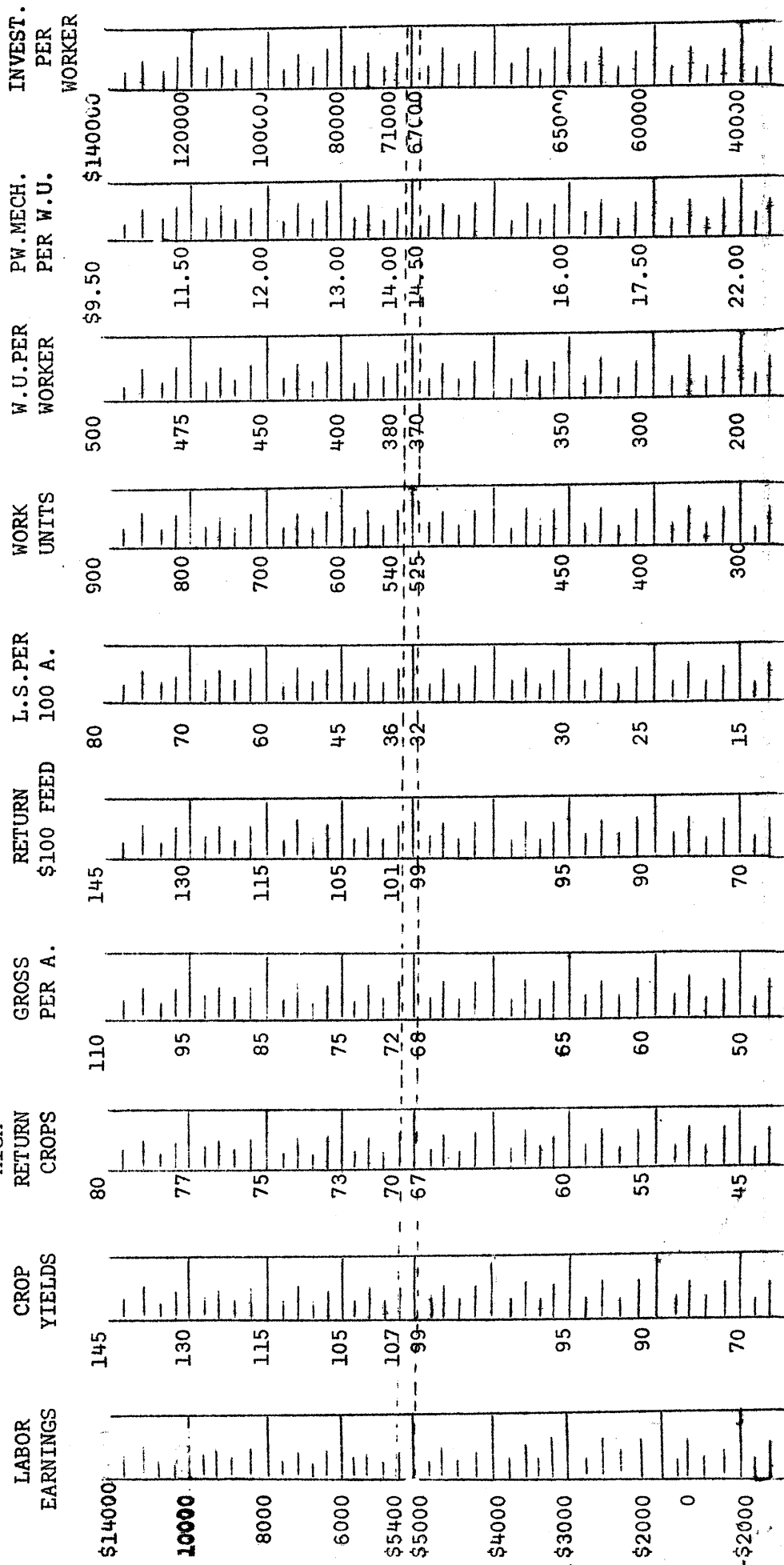


TABLE 8 - MEASURES OF FARM ORGANIZATION - 1967

MEASURES USED IN CHART ON PAGE 11		AVERAGE OF 215 FARMS	43 MOST PROFITABLE FARMS	43 LEAST PROFITABLE FARMS
1	LABOR EARNINGS	\$ 5190	\$13434	\$(-1739)
2	CROP YIELDS-INDEX	100	106	93
3	PERCENT TILL.LAND IN H.R. CROPS	68.4	69.7	70.1
4	GROSS RET.PER TILL.ACRE(EXCL.PASTURE)	\$69.89	\$77.69	\$ 63.03
5	RET.FOR \$100 TO PROD.LIVESTOCK-INDEX)	100	114	87
6	LIVESTOCK UNITS PER 100 ACRES*	34.5	34.5	29.2
7	SIZE OF BUSINESS - WORK UNITS	532.5	711.1	432.4
8	WORK UNITS PER WORKER	375.3	425.9	308.0
9	POWER MACH.,EQUIP.,BLDG.EXP.PER WORK UNIT	\$14.32	\$13.05	\$ 18.82
10	FARM CAPITAL INVESTMENT PER WORKER	\$68860	\$74730	\$ 77730
11	INDEX OF RETURN FOR \$100 FEED FROM			
12	COMPLETE HOG ENTERPRISE	100	109	87
13	HOG FINISHING ENTERPRISE	100	100	97
14	PRODUCING WEANING PIGS	100	111	81
15	DAIRY CATTLE	100	114	79
16	OTHER DAIRY	100	100	84
17	ALL DAIRY & DUAL PURPOSE CATTLE	100	110	81
18	BEEF BREEDING CATTLE	100		92
19	BEEF FEEDER CATTLE	100	126	76
20	SHEEP FARM FLOCK	100		
21	FEEDER LAMBS			
22	CHICKENS-LAYING FLOCK	100	130	135
23	CHICKENS-BROILERS			
24	TURKEYS-LAYING FLOCK			
25	TURKEY-POULTS			
26	OTHER PRODUCTIVE LIVESTOCK			
27	NUMBER OF ANIMAL UNITS	8.2	10.2	7.5
28	WORK UNITS			
29	CROPS	150.4	199.0	160.0
30	PRODUCTIVE LIVESTOCK	365.4	493.9	261.3
31	OTHER PRODUCTIVE WORK UNITS	16.6	18.1	11.0
32	EXPENSES PER WORK UNIT			
33	TRACTOR & CROP MACHINERY EXPENSE	\$ 7.42	\$ 6.83	\$ 9.93
34	FARM SHARE OF AUTO & TRUCK EXPENSE	\$ 2.44	\$ 2.18	\$ 2.90
35	FARM SHARE OF ELECTRICITY EXPENSE	\$.72	\$.67	\$.86
36	LIVESTOCK EQUIPMENT EXPENSE	\$ 1.00	\$ 1.19	\$ 1.31
37	BUILDING,FENCING,& TILING EXPENSE	\$ 2.72	\$ 2.15	\$ 3.81
38	TRAC.& CROP MACH.EXP.PER CROP ACRE**	\$15.36	\$14.99	\$ 15.06
39	*ACRES INCLUDE ALL TILLABLE LAND, NON-TILLABLE HAY & PASTURE			
40	**ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN WILD HAY			

CROP ACRES AND YIELDS - 1967

CROPS	CROP RATING	AVERAGE OF 215 FARMS		43 MOST PROF. FARMS	43 LEAST PROF. FARMS
		ACRES	YIELD	YIELD	YIELD
1 OATS AND MIXTURES	D	20.5	62.5	68.6	59.1
2 OATS SILAGE	C	1.2	8.3 T	6.7 T	6.0 T
3 CANNING PEAS	B	1.7	\$ 38.24	\$ 44.29	\$ 44.17
4 WHEAT	C	2.3	32.2	31.0	37.8
5 BARLEY					
6 FLAX					
7 RYE					
8 TOTAL SMALL GRAIN & PEAS		25.7			
9 CANNING CORN	B	2.6	\$ 68.46	\$ 65.49	\$ 59.00
10 CORN GRAIN AND SEED CORN	A	106.7	79.3	89.9	70.7
11 SOYBEANS-GRAIN	B	54.0	22.4	24.8	20.1
12 CORN AND CANE SILAGE	B	10.3	13.9 T	14.5 T	12.2 T
13 CORN AND CANE FODDER					
14 POTATOES					
15 SUGAR BEETS	B	.9	14.4 T	15.0 T	
16 SUNFLOWERS					
17 OTHER CULTIVATED CROPS - A					
18 OTHER CULTIVATED CROPS - B					
19 TOTAL CULTIVATED CROPS		174.5			
20 ALFALFA HAY	B	29.0	3.2 T	3.6 T	2.8 T
21 OTHER LEGUME HAY	C	1.4	2.9 T	3.8 T	3.2 T
22 TAME GRASS HAY					
23 ANNUAL HAY	D	.3	3.3 T		
24 LEGUME AND GRASS SILAGE	D	.1	10.0 T	20.0 T	
25 LEGUME SEED					
26 GRASS SEED					
27 TOTAL HAY		30.8			
28 ALFALFA & MIXED PASTURE		6.1			
29 OTHER LEGUME PASTURE	C OR B	.5			
30 OTHER TILLABLE PASTURE	D	1.5			
31 TOTAL TILLABLE PASTURE		8.1			
32 DIVERTED ACRES INCOME	A	14.3	\$ 61.40	\$ 64.76	\$ 59.25
33 SUMMER FALLOW - TILLED	D				
34 OTHER TILLABLE LAND IDLE	D	.5			
35 TOTAL TILLABLE LAND		253.9			
36 WILD HAY		.5			
37 NON-TILLABLE PASTURE		12.1			
38 TIMBER		2.7			
39 ROADS AND WASTE		11.1			
40 FARMSTEAD		8.6			
41 TOTAL ACRES IN FARM		288.9			
42	SUPPLEMENTARY MANAGEMENT INFORMATION				
43 PERCENT LAND TILLABLE			88.6	88.3	89.1
44 PERCENT IN HIGH RETURN CROPS			69.3	70.4	71.6
45 *FERTILIZER COST PER ACRE			9.85	10.68	10.11
46 *CROP CHEMICALS PER ACRE			3.49	3.70	3.89
47 *SEED AND OTHER COSTS PER ACRE			4.66	5.28	4.94
48 *GAS, OIL, GREASE BOUGHT PER ACRE			4.89	4.62	4.27
49 *TILLABLE LAND MINUS PASTURE					

TABLE 10 CROP DATA FOR OATS - 180 FARMS

	TOTAL	PER ACRE
1 ACRES	24.7	
2 YIELD/ACRE		62.4
3 VALUE/UNIT		.70
4 GROSS RETURN	1100.63	44.56
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		2.61
7 CHEMICALS		.09
8 SEED AND OTHER		2.52
9-10 CUSTOM WORK & HIRED LABOR		1.56
11 TOTAL SUPPLEMENTAL COSTS	167.47	6.78
12 RETURN OVER SUPPLEMENTAL COSTS	933.16	37.78
13 ALLOCATED COSTS		
14 POWER AND CROP MACHINERY EXPENSE		15.62
15-16 LAND COST & MISC. COSTS		20.00
17 TOTAL ALLOCATED COSTS	526.36	35.62
	PER UNIT	
18 TOTAL COSTS	.45 693.83	42.40
19 RETURN OVER TOTAL COSTS	406.80	2.16

TABLE 10 CROP DATA FOR CORN - 215 FARMS

	TOTAL	PER ACRE
1 ACRES	107.7	
2 YIELD/ACRE		79.2
3 VALUE/UNIT		1.05
4 GROSS RETURN	8819.55	81.89
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		17.51
7 CHEMICALS		5.23
8 SEED AND OTHER		5.73
9-10 CUSTOM WORK & HIRED LABOR		3.03
11 TOTAL SUPPLEMENTAL COSTS	3392.55	31.50
12 RETURN OVER SUPPLEMENTAL COSTS	5427.00	50.39
13 ALLOCATED COSTS		
14 POWER & CROP MACHINERY EXPENSE		21.85
15-16 LAND COST & MISC. COSTS		20.00
17 TOTAL ALLOCATED COSTS	3252.54	41.85
	PER UNIT	
18 TOTAL COSTS	.78 6645.09	73.35
19 RETURN OVER TOTAL COSTS	2174.46	8.54

TABLE 10 CROP DATA FOR DIVERTED ACRES-121 FARMS

	TOTAL	PER ACRE
1 ACRES	26.3	
2 YIELD/ACRE		61.10
3 VALUE/UNIT		1.00
4 GROSS RETURN	1602.99	60.95
5-12 SUPPLEMENTAL COSTS		.93
13 ALLOCATED COSTS		
14 POWER & CROP MACHINERY EXPENSE		6.43
15 LAND COST		20.00
16 MISCELLANEOUS COSTS		.74
17 TOTAL ALLOCATED COSTS	600.17	27.17
18 TOTAL COSTS(INCLUDES SUPP.COSTS)	624.63	28.10
19 RETURN OVER TOTAL COSTS	978.36	32.85

TABLE 10 CROP DATA FOR SOYBEANS-GRAIN- 177 FARMS				TOTAL	PER ACRE
1	ACRES			67.1	
2	YIELD/ACRE				22.3
3	VALUE/UNIT				2.49
4	GROSS RETURN			3705.93	55.23
5	SUPPLEMENTAL COSTS				
6	FERTILIZER				1.82
7	CHEMICALS				4.09
8	SEED AND OTHER				2.74
9-10	HIRED LABOR & CUSTOM WORK				1.02
11	TOTAL SUPPLEMENTAL COSTS			648.86	9.67
12	RETURN OVER SUPPLEMENTAL COSTS			3057.07	45.56
13	ALLOCATED COSTS				
14	POWER & CROP MACHINERY EXPENSE				15.61
15-16	LAND COST & MISC. COSTS				20.00
17	TOTAL ALLOCATED COSTS			1584.23	35.61
		PER UNIT			
18	TOTAL COSTS	1.49		2233.09	45.28
19	RETURN OVER TOTAL COSTS			1472.84	9.95
TABLE 10 CROP DATA FOR ALFALFA HAY-188 FARMS				TOTAL	PER ACRE

1	ACRES			33.4	
2	YIELD/ACRE				3.2
3	VALUE/UNIT				19.82
4	GROSS RETURN			2119.23	63.45
5	SUPPLEMENTAL COSTS				
6	FERTILIZER				3.88
7	CHEMICALS				.03
8	SEED AND OTHER				5.32
9-10	HIRED LABOR & CUSTOM WORK				1.29
11	TOTAL SUPPLEMENTAL COSTS			351.37	10.52
12	RETURN OVER SUPPLEMENTAL COSTS			1767.86	52.93
13	ALLOCATED COSTS				
14	POWER & CROP MACHINERY EXPENSE				18.58
15-16	LAND COST & MISC. COSTS				20.00
17	TOTAL ALLOCATED COSTS			897.12	38.58
		PER UNIT			
18	TOTAL COSTS	11.56		1248.49	49.10
19	RETURN OVER TOTAL COSTS			870.74	14.35

THE CROP DATA INFORMATION FOR THE 1967 ANALYSIS PROVIDES AN EXAMPLE OF THE POSSIBILITIES FOR FUTURE ANALYSIS WHEN THE PROGRAM HAS BEEN REFINED. THE REVISED MINNESOTA FARM ACCOUNT BOOK OFFERS SPACE FOR A WEALTH OF INFORMATION FROM CAREFULLY RECORDED CROP EXPENSE BREAKDOWNS. A PROGRAMMING ERROR DUPLICATED SOME EXPENSE ITEMS IN THE 1967 ANALYSIS. THIS HAS BEEN CORRECTED FOR 1968.

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE - 1967

ITEMS	AVERAGE OF 118 FARMS	39 FARMS HIGH IN RETURN A- BOVE FEED	39 FARMS LOW IN RETURN A- BOVE FEED
1 POUNDS OF HOGS PRODUCED PER CWT. PRODUCED	76277	144909	30613
2 VALUE (NET INCREASE)	\$ 18.35	\$ 18.86	\$ 16.93
3 POUNDS OF FEED FED			
4 CORN	325.2	322.9	373.9
5 SMALL GRAIN	33.8	24.5	63.1
6 PROTEIN, SALT AND MINERAL	76.2	67.8	65.1
7 COMPLETE RATION	5.4		
8 TOTAL CONCENTRATES	440.6	415.2	502.1
9 FORAGES	2.8	3.2	3.4
10 FEED COST			
11 CONCENTRATES AND FORAGES	11.75	11.53	13.42
12 PASTURE	.04	.03	.07
13 TOTAL FEED COSTS	\$ 11.79	\$ 11.56	\$ 13.49
14 RETURN OVER FEED COST	\$ 6.56	\$ 7.30	\$ 3.44
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	.23	.26	.17
17 VETERINARY EXPENSE	.28	.33	.16
18 CUSTOM WORK	.33	.32	.40
19 TOTAL SUPPLEMENTAL COSTS	\$.84	\$.91	\$.73
20 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 5.72	\$ 6.39	\$ 2.71
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$ 155.64	\$ 163.18	\$ 125.50
23 PRICE RECEIVED PER CWT.	\$ 19.40	\$ 19.58	\$ 18.76
24 NUMBER OF LITTERS FARROWED	41	76	20
25 NUMBER OF PIGS BORN PER LITTER	9.7	9.9	8.4
26 NUMBER OF PIGS WEANED PER LITTER	7.5	7.9	5.5
27 PER CENT DEATH LOSS	14.4	13.1	20.1
28 AVERAGE WEIGHT OF HOGS SOLD	232.2	229.6	233.5
29 PRICE PER CWT. CONCENTRATE FED	\$ 2.66	\$ 2.77	\$ 2.67
30 POUNDS OF PORK PURCHASED	2811	3361	2333

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE - 1967

ITEMS	AVERAGE OF 30 FARMS	10 HIGH	10 LOW
1 AVERAGE NUMBER OF PIGS ON HAND	150.1	315.4	64.4
2 POUNDS OF HOGS PRODUCED PER CWT. PRODUCED	72316	152497	32805
3 VALUE (NET INCREASE)	\$ 13.81	\$ 14.16	\$ 11.74
4 POUNDS OF FEED FED			
5 CORN	327.6	311.3	383.7
6 SMALL GRAIN	13.1	12.0	19.7
7 PROTEIN, SALT AND MINERAL	59.1	60.1	60.0
8 COMPLETE RATION	38.8		241.2
9 TOTAL CONCENTRATES	438.6	383.4	704.6
10 FORAGES	3.3	4.8	
11 FEED COST			
12 CONCENTRATES AND FORAGES	10.53	10.23	11.95
13 PASTURE	.08		.15
14 TOTAL FEED COSTS	\$ 10.61	\$ 10.23	\$ 12.10
15 RETURN OVER FEED COST	\$ 3.20	\$ 3.93	\$ (-.36)
16 SUPPLEMENTAL COSTS			
17 MISCELLANEOUS LIVESTOCK EXPENSE	.18	.20	.17
18 VETERINARY EXPENSE	.15	.17	.10
19 CUSTOM WORK	.19	.15	.26
20 TOTAL SUPPLEMENTAL COSTS	\$.52	\$.52	\$.53
21 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 2.68	\$ 3.41	\$ (-.89)
22 SUPPLEMENTARY MANAGEMENT INFORMATION			
23 RETURN FOR \$100 FEED FED	\$ 130.16	\$ 138.46	\$ 97.03
24 PRICE RECEIVED PER CWT.	\$ 19.31	\$ 19.35	\$ 19.35
25 AVERAGE WEIGHT OF PIGS SOLD	222.1	224.2	210.2
26 AVERAGE PRICE PAID PER PIG BOUGHT	16.07	16.03	16.26
27 AVERAGE WEIGHT PER PIG BOUGHT	38.4	38.6	37.0
28 NUMBER OF PIGS PURCHASED	394	831	178
29 POUNDS OF PORK PURCHASED	15148	32056	6584
30 PER CENT DEATH LOSS	3.0	2.1	5.3
31 PRICE PER CWT. CONCENTRATE FED	\$ 2.44	\$ 2.69	\$ 1.73

TABLE 11C - WEANING PIG ENTERPRISE

ITEMS	AVERAGE OF 5 FARMS	
	HERD TOTAL	PER LITTER
1 NUMBER OF LITTERS FARROWED	112	130.34
2 TOTAL VALUE PRODUCED	\$ 14598	
3 POUNDS OF FEED FED		
4 CORN		1228.0
5 SMALL GRAIN		135.5
6 PROTEIN, SALT AND MINERAL		367.3
7 COMPLETE RATION		7322.5
8 TOTAL CONCENTRATES		9053.3
9 FORAGES		41.1
10 FEED COST		
11 CONCENTRATES AND FORAGES		68.19
12 PASTURE		.10
13 TOTAL FEED COSTS	\$ 7648	68.29
14 RETURN OVER FEED COST	\$ 6950	62.05
15 SUPPLEMENTAL COSTS		
16 MISCELLANEOUS LIVESTOCK EXPENSE		4.34
17 VETERINARY EXPENSE		5.68
18 CUSTOM WORK		.12
19 TOTAL SUPPLEMENTAL COSTS	\$ 1136	10.14
20 RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 5814	51.91
21 SUPPLEMENTARY MANAGEMENT INFORMATION		
22 RETURN FOR \$100 FEED FED	\$190.87	
23 AVERAGE PRICE RECEIVED PER PIG SOLD	\$ 19.64	
24 NUMBER OF PIGS PRODUCED	857	
25 NUMBER OF PIGS BORN PER LITTER	10.1	
26 NUMBER OF PIGS WEANED PER LITTER	7.7	
27 PER CENT DEATH LOSS	20.7	
28 PRICE PER CWT. CONCENTRATE FED	\$.75	
29 FEED AND SUPPL. COSTS PER PIG PRODUCED	\$ 10.25	

TABLE 12 - DAIRY COWS - 1967
FACTORS OF COST AND RETURNS FROM DAIRY COWS

ITEMS	AVERAGE OF 124 HERDS	41 HERDS HIGHEST RET. OVER FEED COST	41 HERDS LOWEST RET. OVER FEED COST
1 AVERAGE NUMBER OF COWS	29.3	39.0	21.7
2 POUNDS OF MILK	11225	12202	9690
3 POUNDS OF BUTTERFAT	407.6	442.4	354.0
4 PER CENT OF BUTTERFAT IN MILK	3.6	3.6	3.7
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD	466.25	522.00	385.90
7 DAIRY PRODUCTS USED IN HOME	4.20	3.77	4.84
8 MILK FED TO LIVESTOCK	5.80	4.90	7.70
9 NET INCREASES IN VALUE OF COWS	(-8.94)	(-8.97)	(-12.26)
10 TOTAL VALUE PRODUCED	\$ 467.31	\$ 521.70	\$ 386.18
11 POUNDS OF FEED FED			
12 CORN	3654.1	3755.6	3460.8
13 SMALL GRAIN & COMPLETE DAIRY RATION	605.7	544.7	724.8
14 PROTEIN, SALT & MINERAL	529.6	563.0	532.1
15 TOTAL CONCENTRATES	4789.4	4863.3	4717.7
16 LEGUME HAY	5529.2	5430.2	5868.5
17 OTHER HAY AND DRY ROUGHAGE	110.8	45.0	200.0
18 SILAGE	9870.9	10276.3	10473.0
19 FEED COSTS			
20 CONCENTRATES	113.99	116.67	113.41
21 ROUGHAGES	88.74	89.00	94.33
22 PASTURE	9.68	9.63	9.66
23 TOTAL FEED COSTS	\$ 212.41	\$ 215.30	\$ 217.40
24 RETURN OVER FEED COSTS	\$ 254.90	\$ 306.40	\$ 168.78
25 SUPPLEMENTAL COSTS			
26 MISCELLANEOUS LIVESTOCK EXPENSE	16.59	19.54	13.50
27 VETERINARY EXPENSE	7.99	9.10	7.10
28 CUSTOM WORK	21.37	22.28	20.09
29 TOTAL SUPPLEMENTAL COSTS	\$ 45.95	\$ 50.92	\$ 40.69
30 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 208.95	\$ 255.48	\$ 128.09
31 SUPPLEMENTARY MANAGEMENT INFORMATION			
32 RETURN FOR \$100 FEED FED	\$ 219.99	\$ 242.30	\$ 177.62
33 FEED COST PER CWT. MILK	\$ 1.89	\$ 1.76	\$ 2.24
34 FEED COST PER POUNDS OF BUTTERFAT	\$.521	\$.487	\$.614
35 GRAIN FED PER POUND OF MILK	.427	.399	.487
36 AVERAGE PRICE PER CWT. MILK SOLD	\$ 4.25	\$ 4.36	\$ 4.12
37 AVERAGE PRICE PER POUND OF BUTTERFAT	\$ 1.17	\$ 1.20	\$ 1.13

TABLE 13 - OTHER DAIRY CATTLE - 1967

ITEMS	AVERAGE OF 123 HERDS	41 HIGH HERD	41 LOW HERD
1 NUMBER OF HEAD	36.2	44.8	33.4
2 NET INC. IN VALUE	\$ 104.06	\$ 123.46	\$ 78.08
3 POUNDS OF FEED FED			
4 CONCENTRATES	1152.1	999.7	1361.0
5 HAY AND ROUGHAGE	1783.4	1655.7	1962.3
6 SILAGE	3829.4	3518.8	4464.3
7 MILK	127.0	95.1	183.2
8 FEED COST			
9 CONCENTRATES	30.11	27.95	33.35
10 ROUGHAGES	29.36	27.25	33.50
11 MILK	4.86	3.55	7.11
12 PASTURE	3.53	3.41	3.40
13 TOTAL FEED COSTS	\$ 67.86	\$ 62.16	\$ 77.36
14 RETURN OVER FEED COST	\$ 36.20	\$ 61.30	\$.72
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	.80	.56	1.14
17 VETERINARY EXPENSE	.77	.67	.84
18 CUSTOM WORK	.77	.58	1.02
19 TOTAL SUPPLEMENTAL COSTS	\$ 2.34	\$ 1.81	\$ 3.00
20 RETURN OVER FEED & SUPPL. COSTS	\$ 33.86	\$ 59.49	\$ (-2.28)
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$153.32	\$ 198.60	\$ 100.93
23 PERCENT DEATH LOSS	8.2	8.1	10.4

TABLE 14 - ALL DAIRY CATTLE - 1967

ITEMS	AVE. 124	41 HIGH	41 LOW
1 AVERAGE NUMBER OF COWS	29.3	39.2	21.9
2 VALUE OF DAIRY PRODUCTS	\$ 476.25	\$ 526.99	\$ 396.67
3 NET INC. IN VALUE	\$ 118.60	\$ 127.60	\$ 95.16
4 TOTAL VALUE PRODUCED	\$ 594.85	\$ 654.59	\$ 491.83
5 POUNDS OF FEED FED			
6 CONCENTRATES	6216.3	6221.9	6167.9
7 HAY AND DRY ROUGHAGE	7824.1	7689.5	8386.9
8 SILAGE	14319.4	14133.9	13162.3
9 FEED COST			
10 CONCENTRATES	156.62	157.73	155.48
11 ROUGHAGE	124.74	122.40	125.84
12 PASTURE COSTS	11.56	10.81	11.49
13 TOTAL FEED COSTS	\$ 292.92	\$ 290.94	\$ 292.81
14 RETURN OVER FEED COST	\$ 301.93	\$ 363.65	\$ 199.02
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE	17.58	20.89	14.11
17 VETERINARY EXPENSE	8.91	9.87	6.94
18 CUSTOM WORK	22.29	23.14	20.50
19 TOTAL SUPPLEMENTAL COSTS	\$ 48.78	\$ 53.90	\$ 41.55
20 RETURN OVER FEED & SUPPL. COSTS	\$ 253.15	\$309.75	\$ 157.47
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN FOR \$100 FEED FED	\$ 203.06	\$224.99	\$ 167.96

TABLE 15A - BEEF BREEDING CATTLE - 1967

ITEMS	AVERAGE OF 13 FARMS	
	HERD TOTAL	PER COW
1 AVERAGE NUMBER OF BEEF COWS	27.1	
2 AVERAGE NUMBER OF OTHER BEEF ANIMALS & BULLS	24.0	
3 POUNDS OF BEEF PRODUCED	12414	
4 NET INCREASE IN VALUE	\$ 2987	\$ 110.22
5 POUNDS OF FEED FED		
6 GRAIN		576.8
7 PROTEIN, SALT AND MINERAL		100.7
8 LEGUME HAY		2970.2
9 OTHER HAY AND DRY ROUGHAGE		26.6
10 SILAGE		6634.7
11 FEED COST		
12 CONCENTRATES		17.97
13 ROUGHAGES		48.67
14 PASTURE		20.94
15 TOTAL FEED COSTS	\$ 2373	\$ 87.58
16 RETURN OVER FEED COST	\$ 614	\$ 22.64
17 SUPPLEMENTAL COSTS		
18 MISCELLANEOUS LIVESTOCK EXPENSE		.92
19 VETERINARY EXPENSE		1.37
20 CUSTOM WORK		1.03
21 TOTAL SUPPLEMENTAL COSTS	\$ 90	\$ 3.32
22 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 524	\$ 19.32
23 SUPPLEMENTARY MANAGEMENT INFORMATION		
24 RETURN FOR \$100 FEED FED	\$ 125.87	
25 PRICE PER CWT. SOLD	\$ 18.55	
26 AVERAGE WEIGHT PER HEAD SOLD	948	
27 PERCENT DEATH LOSS	5.1	
28 PERCENT CALF CROP		

TABLE 15B - FEEDER CATTLE - 1967

ITEMS	AVERAGE OF 47 FARMS	16 HIGH IN RET. ABOVE FEED	16 LOW IN RET. ABOVE FEED
1 AVERAGE NUMBER OF BEEF FEEDERS	77.4	111.9	77.0
2 POUNDS OF BEEF PRODUCED PER CWT. PRODUCED	48596	82084	36371
3 NET INCREASE IN VALUE OF ANIMALS	\$ 23.13	\$ 23.76	\$ 22.20
4 POUNDS OF FEED FED			
5 GRAIN	602.5	507.0	828.4
6 PROTEIN, SALT AND MINERAL	45.2	41.2	54.9
7 LEGUME HAY	177.3	145.7	237.6
8 OTHER HAY AND DRY ROUGHAGE	4.4	5.2	3.3
9 SILAGE	972.4	814.8	1192.8
10 FEED COST			
11 CONCENTRATES	14.85	12.68	19.98
12 ROUGHAGES	4.80	4.29	6.07
13 PASTURE	.34	.26	.41
14 TOTAL FEED COSTS	\$ 19.99	\$ 17.23	\$ 26.46
15 RETURN OVER FEED COST	\$ 3.14	\$ 6.53	\$ (-4.26)
16 SUPPLEMENTAL COSTS			
17 MISCELLANEOUS LIVESTOCK EXPENSE	.29	.29	.42
18 VETERINARY EXPENSE	.32	.31	.38
19 CUSTOM WORK	.75	.63	1.17
20 TOTAL SUPPLEMENTAL COSTS	\$ 1.36	\$ 1.23	\$ 1.97
21 RETURN OVER FEED & SUPPLEMENTAL COSTS	\$ 1.78	\$ 5.30	\$ (-6.23)
22 SUPPLEMENTARY MANAGEMENT INFORMATION			
23 RETURN FOR \$100 FEED FED	\$115.71	\$137.91	\$ 83.90
24 PRICE PER CWT. SOLD	\$ 24.37	\$ 24.57	\$ 24.06
25 AVERAGE WEIGHT PER HEAD SOLD	1049.5	1055.6	1041.9
26 PRICE PER CWT. BOUGHT	\$ 25.41	\$ 24.96	\$ 25.61
27 AVERAGE WEIGHT PER HEAD BOUGHT	549.2	558.7	538.3
28 NUMBER OF HEAD BOUGHT	93	144	95
29 PERCENT DEATH LOSS	1.1	.7	1.1

TABLE 16A - SHEEP FLOCK - 1967

ITEMS	AVERAGE OF 6 FARMS	
	FLOCK TOTAL	PER EWE
1 AVERAGE NUMBER OF EWES	45.7	
2 POUNDS OF LAMB & MUTTON PRODUCED	4376	
3 POUNDS OF WOOL PRODUCED	479	
4 VALUE OF PRODUCE		
5 WOOL		4.95
6 NET INCREASE IN VALUE OF ANIMALS		23.33
7 TOTAL VALUE PRODUCED	\$ 1292	28.28
8 POUNDS OF FEED FED		
9 GRAIN		204.0
10 PROTEIN, SALT AND MINERAL		20.7
11 LEGUME HAY		765.7
12 OTHER HAY AND DRY ROUGHAGE		17.9
13 SILAGE		55.6
14 FEED COST		
15 CONCENTRATES		5.67
16 ROUGHAGES		7.51
17 PASTURE		3.14
18 TOTAL FEED COSTS	\$ 746	16.32
19 RETURN OVER FEED COST	\$ 546	11.96
20 SUPPLEMENTAL COSTS		
21 MISCELLANEOUS LIVESTOCK EXPENSE		.39
22 VETERINARY EXPENSE		.07
23 CUSTOM WORK		1.71
24 TOTAL SUPPLEMENTAL COSTS	\$ 99	2.17
25 RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 447	9.79
26 SUPPLEMENTARY MANAGEMENT INFORMATION		
27 RETURN FOR \$100 FEED FED		\$ 173.19
28 PRICE PER CWT. LAMB & MUTTON SOLD		\$ 21.78
29 POUNDS OF WOOL PER SHEEP SHEARED		10.2
30 NUMBER OF EWES KEPT FOR LAMBING		37
31 PERCENT LAMB CROP		157
32 PERCENT DEATH LOSS		12.1

TABLE 17A - LAYING FLOCK - CHICKENS - 1967

	AVERAGE OF 11 FARMS	5 FARMS HIGH- EST IN RETURN ABOVE FEED	5 FARMS LOW- EST IN RETURN ABOVE FEED
1 AVERAGE NUMBER OF HENS	515.7	431.0	671.5
2 VALUE OF PRODUCE PER HEN			
3 EGGS SOLD AND USED	3.80	3.93	3.72
4 INC. IN VALUE OF FLOCK	(-1.00)	(-.53)	(-1.30)
5 TOTAL VALUE PRODUCED	\$ 2.80	\$ 3.40	\$ 2.42
6 POUNDS OF FEED FED PER HEN			
7 GRAIN	58.2	72.0	47.8
8 PROTEIN, SALT & MINERAL	39.1	23.8	49.7
9 COMPLETE COMMERCIAL FEED			
10 TOTAL POUNDS OF FEED	97.3	95.8	97.5
11 TOTAL FEED COST PER HEN	3.14	2.89	3.28
12 RETURN OVER FEED COST	\$ (-.34)	\$.51	\$ (-.86)
13 SUPPLEMENTAL COSTS	\$.06		\$.11
14 RETURN OVER FEED & SUPP. COSTS	\$ (-.40)	\$.51	\$ (-.97)
15 SUPPLEMENTARY MANAGEMENT INFORMATION			
16 RETURN FOR \$100 FEED FED	\$ 89.16	\$ 117.58	\$ 73.76
17 EGGS LAID PER HEN	206	209	205
18 PRICE PER DOZ. EGGS SOLD-CENTS	\$.22	\$.23	\$.22
19 FEED COST PER DOZ. EGGS-CENTS	\$.18	\$.17	\$.19
20 RETURN OVER FEED COSTS PER DOZEN EGGS-CENTS	\$ (-.02)	\$.03	\$ (-.05)
21 PERCENT DEATH LOSS	4.4	9.6	3.1

AVERAGE PRICES USED FOR FEED - 1967

CORN	\$ 1.15 BU.	OATS SILAGE	\$ 6.00 T.
OATS	.70 BU.	ALFALFA HAY	20.00 T.
BARLEY	1.10 BU.	OTHER LEGUME HAY	17.00 T.
CORN & LEGUME SILAGE	7.00 T.	NONE LEGUME HAY	14.00 T.

PASTURE PER HEAD PER MONTH

COWS AND BULLS	\$ 3.00	PIGS	\$.08
YOUNG CATTLE	1.50	EWES	.40
HOGS	.16	LAMBS	.20

WHEN PRICES PAID WERE HIGHER OR LOWER THAN THESE SHOWN, ADJUSTMENTS WERE MADE. HIGHER PASTURE RATES WERE CHARGED FOR GREEN CHOP.

SUMMARY OF FARM EARNINGS BY YEARS

ITEMS	1962	1963	1964	1965	1966	1967
FARM RECEIPTS						
(1) TOTAL FARM RECEIPTS	\$25399	\$26320	\$28291	\$31372	\$36425	\$37995
(2) INCREASE IN FARM CAPITAL	669	2554	-	7170	9998	6018
(3) FAMILY LIVING FROM THE FARM	368	330	317	363	371	343
(4) TOTAL FARM RECEIPTS (1+2+3)	\$26436	\$29204	\$28608	\$38905	\$46794	\$44356
FARM EXPENSE						
(5) TOTAL CASH OPERATING EXPENSE	\$15078	\$16680	\$16492	\$18988	\$22416	\$22594
(6) CAP. PERCH. MECH. POWER BOUGHT	992	696	1126	1596	1911	-
(7) POWER CROP & GENERAL MACH. BOUGHT	1090	923	1037	1827	2320	4407
(8) LIVESTOCK EQUIPMENT BOUGHT	320	423	380	498	830	814
(9) NEW R.E. IMPROVE. & LAND (1965)	1036	1095	1072	2383	3888	5431
(10) TOTAL FARM PURCHASES (5)-(9)	\$18516	\$19814	\$20107	\$25292	\$31365	\$33246
(11) DECREASE IN FARM CAPITAL			143			
(12) INTEREST ON FARM CAPITAL	3138	3528	3764	4122	4707	4900
(13) UNPAID FAMILY LABOR & PARTNERS LABOR	638	634	658	633	842	947
(14) BOARD FURNISHED HIRED LABOR	67	66	78	82	92	73
(15) TOTAL FARM EXPENSE (10)-(14)	\$22359	\$24042	\$24750	\$30129	\$37006	\$39166
(16) LABOR EARNINGS (4) MINUS (15)	\$ 4077	\$ 5162	\$ 3858	\$ 8776	\$ 9788	\$ 5190

LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

STUDIES OF EARNINGS OF FARMERS IN THIS REPORT WERE MEASURED BY NINE MANAGEMENT FACTORS CAUSING VARIATIONS IN EARNINGS AMONG FARMERS WITHIN A GIVEN YEAR. THESE NINE FACTORS ARE CROP YIELDS; CHOICE OF CROPS; GROSS RETURNS PER ACRE; RETURNS FROM LIVESTOCK; AMOUNT OF LIVESTOCK; SIZE OF BUSINESS; ACCOMPLISHMENTS PER WORKER; CONTROL OVER EXPENSES; AND INVESTMENT PER WORKER. THE COMBINED OR CUMULATIVE INFLUENCE OF THESE NINE MANAGEMENT FACTORS ON EARNINGS IS SHOWN IN TABLE 18. COMPARISONS OF HOW INDIVIDUALS WERE RELATED TO INCOME LEVELS IS SHOWN IN TABLE 8.

TABLE 18 - 215 FARMS

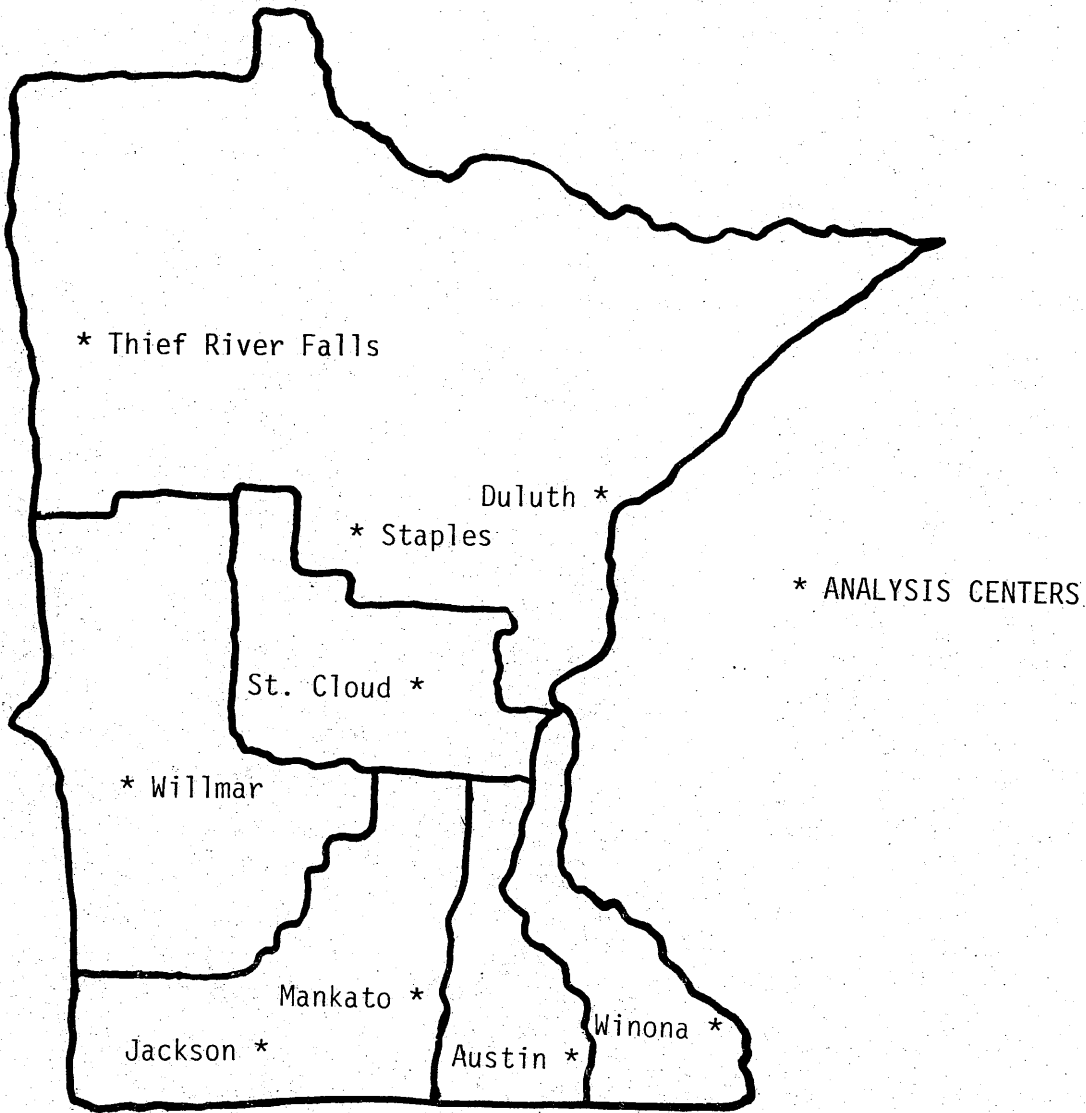
NO. OF FACTORS IN WHICH FARMERS EXCELLED	NUMBER OF FARMS	AVERAGE LABOR EARNINGS
0 OR 1	21	XX \$ 843
2 OR 3	61	XXXXX 2724
4 OR 5	78	XXXXXXXXXXXXX 5790
6 OR 7	41	XXXXXXXXXXXXX 7235
8 OR 9	14	XXXXXXXXXXXXXXXXXXXXX 10235

EARNINGS OF 33 FARMS NOT INCLUDED IN THE AVERAGES: ALL BUT 15 OF THE CASES OMITTED ARRIVED TOO LATE FOR THE VARIOUS SUMMARY TABLES. LABOR EARNINGS FOR ALL OMITTED FARMS AVERAGED \$4675. THE TOP TEN FARMS HAD AN AVERAGE LABOR EARNING OF \$15331. THE TEN LOWEST INCOME FARMS AVERAGED -\$4230.

CONCLUSION: WITH THE FINAL AVERAGES RECEIVED APRIL 10, WE WERE CROWDED FOR TIME. ALL REPORTS WERE CAREFULLY CHECKED FOR ERRORS BUT AN EXTRA DAY OF REVIEW WOULD HAVE GIVEN US MORE ASSURANCE. IF ERRORS ARE FOUND PLEASE CALL THEM TO OUR ATTENTION. SUCH COOPERATION WILL HELP TO IMPROVE THE TIME FACTOR IN NEXT YEAR'S ANALYSIS. ONE ERROR IS STRICTLY OUR OWN. WE APOLOGIZE TO DON HAUGLAND. LEROY HAD FOUR COOPERATORS INSTEAD OF THREE. OUR TOTAL WAS 248 COOPERATORS.

Area Coordinators

Thief River Falls.....	Ed Sisler
Duluth.....	Robert Anderson
St. Cloud.....	Ed O'Connell
Mankato.....	Del Hodgkins
Austin.....	Charles Painter
Winona.....	Donald Walker
Staples.....	William Guelker
Willmar.....	John Thell
Jackson.....	Wm. Hohenhasus



COOPERATING VOC. AG. DEPARTMENTS in Austin Area

Faribault
 Zumbrota
 Kenyon
 Blooming Prairie
 Austin
 Hayfield
 Spring Valley
 Adams

Elkton
 Northfield
 Owatonna
 LeRoy
 West Concord
 New Richland
 Alden
 Stewartville