

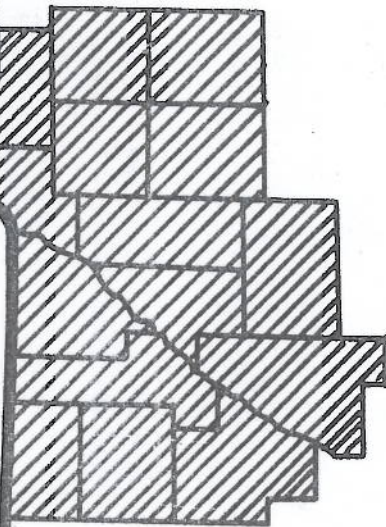
1967

annual report

West Central Minnesota Farm Management Service

COOPERATING AGENCIES

University of Minnesota, Institute of Agriculture
Minnesota Department of Education, Vocational Division
Willmar Area Vocational Technical School



APRIL, 1968

1967 Report of the Vocational Agriculture Farm
Program in West Central Minnesota-April 1968

John L. Thell

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INTRODUCTION

The Willmar Area Vocational-Technical School in cooperation with the Minnesota Department of Education, Vocational Division, and the University of Minnesota Agricultural Education Department operate and maintain the Vocational Agriculture Farm Management Program in West Central Minnesota. The program was initiated in 1952 and is available to farmers enrolled in Adult or Young Farmer classes in public schools. The area served by the Willmar analysis center is indicated on the front cover.

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

The analysis of the records and the preparation of the reports for the West Central Area are done under the direction of John L. Thell, Vo-Ag. Coordinator for West Central Minnesota. The program is supervised locally by Mr. Lowell Mellbye, Superintendent of Schools, and Michael Cullen, Director of the Willmar Area Vocational Technical School. Cooperating agencies are represented by G.R. Cochran and Robert Van Tries of the State Department of Education and Dr. Milo J. Peterson of the University of Minnesota Agriculture Education Department. Clerical assistants for this project were Mrs. Helen Cullen, Mrs. Joyce Jacobson, and Mrs. John Thell.

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

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

A special thank you to all the area coordinators, Mike Cullen, Dr. Persons, and others who helped by giving of their time during this past year.

SCHOOLS PARTICIPATING

This report deals with farmers enrolled in thirteen schools in West Central Minnesota. The following tabulation shows by schools the number of 1967 records submitted:

School	No. of Records	Instructor
Alexandria	34	Bernard Sonstegard
Appleton	2	Norman Brakken
Buffalo Lake	2	Kenneth Anderson
Canby	1	Norman Haugaard
Echo	2	Eugene Appledorn
Graceville	1	Gary Vanderwerf
Hector	3	Douglas Hoseck
Hendricks	18	Donald Shippy
Hoffman	4	Everett Gilbertson
Montevideo (MDTA)	18	David Ree
Renville	2	Marlyn Wacholz
Tyler	1	Robert J. Hill
Willmar	17	David Shodean
	105	

The data for 95 farms are shown in the tables on succeeding pages. Some farms were omitted from the averages because the records were not sufficiently complete.

FARM INVENTORIES

The capital managed per farm varied from \$ 11,014 to \$ 189,804. The average investment for all farms included in this report and for the high and low group in labor earnings is shown in Table 1.

The landlords investment has been included in Table 1 in order to show the total amount of capital used per farm.

FARM EARNINGS

Labor earnings is a measure of the relative financial success of a farm compared with other farms and represents the returns above all farm expenses and a charge for the use of the farm capital.

There are two methods of computing labor earnings. Tables 2 show the earnings statement on a cash basis and Table 3 shows the earnings on an enterprise or accrual basis. The principal differences in the two statements is the method of handling the net increase or decrease in 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 inventory has been included in each enterprise in order to compute "total returns and net increases", or "total expenses and net decreases" by enterprises.

TABLE 1A - FARM INVENTORIES - 1967

Item	Your Farm		Average 88 Farms	
Size of Farm-Total Acres			319.9	
-Tillable Acres			254.9	
Work Units-Crops			148.53	
-Livestock			257.79	
-Other			16.40	
Total Size of Business in Work Units			422.72	
Number of Workers			1.4	
Item	Your Farm		Average 88 Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
<u>Productive Livestock</u>				
Dairy Cows			3071	3105
Other Dairy Cattle			1572	1634
Beef Breeding Cattle			992	1115
Beef Feeder Cattle			2685	2468
Hogs			1589	1530
Sheep (Incl. Feeders)			226	159
Poultry (Incl. Turkeys)			146	130
Other Productive Livestock			22	19
Total Productive Livestock			\$10303	\$10160*
Crop, Seed and Feed			6739	6709
<u>Power, Machinery and Equipment</u>				
Auto and Truck (Farm Share)			875	898
Power and Machinery			5715	6323
Livestock Equipment			1253	1301
Total Power, Machinery & Equip.			\$ 7843	\$ 8522*
Land			30090	30540
Buildings-Fences-Etc.			7963	8377
Total Farm Capital			\$62938	\$64308*

TABLE 1A - FARM INVENTORIES - 1967

Item	17 High Farms		17 Low Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of Farm-Total Acres	445.3		269.7	
-Tillable Acres	353.8		229.3	
Work Units-Crops	205.97		137.40	
-Livestock	324.46		204.91	
-Other	26.07		5.87	
Total Size of Business in Work Units	556.50		348.18	
Number of Workers	1.6		1.5	
Item	17 High Farms		17 Low Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Productive Livestock	2885	2470	2144	2078
Dairy Cows	1403	1581	995	1133
Other Dairy Cattle	1682	2229	585	523
Beef Breeding Cattle	5923	4544	4412	3593
Beef Feeder Cattle	3839	3466	1590	1189
Hogs	461	555	513	
Sheep (Incl. Feeders)			235	289
Poultry (Incl. Turkeys)	10	12		
Other Productive Livestock	\$16203	\$14857*	\$10474	\$ 8805*
Total Productive Livestock	10100	11643	6126	6128
Crop, Seed and Feed				
Power, Machinery and Equipment	1305	1291	804	630
Auto and Truck (Farm Share)	8007	8765	6508	7061
Power and Machinery	1953	2080	1000	1050
Livestock Equipment	\$11265	\$12136*	\$ 8312	\$ 8741*
Total Power, Machinery & Equip.	42396	42802	27151	29151
Land	10668	11171	7844	8731
Buildings-Fences-Etc.	\$90632	\$92609*	\$59907	\$61556*
Total Farm Capital				

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

Item	Your Farm	Average of - 88 Farms	17 -- Most Profitable Farms	17 -- Least Profitable Farms
<u>FARM RECEIPTS:</u>				
Dairy Cows	\$ _____	\$ 947	\$ 1,718	\$ 597
Dairy Products	_____	5,138	5,523	3,132
Other Dairy Cattle	_____	847	1,534	220
Beef Breeding Cattle	_____	283	231	82
Beef Feeder Cattle	_____	4,440	8,172	6,933
Hogs	_____	4,349	11,259	3,088
Sheep and Wool	_____	529	2,001	554
Chickens (Incl. Hens and Broilers)	_____	25		29
Turkeys	_____			
Eggs	_____	495		711
Other Productive Livestock	_____	9		
Corn	_____	2,005	2,742	1,530
Soybeans, Flax, Sunflowers	_____	2,012	3,533	1,595
Wheat, Oats, Barley, Rye	_____	838	1,637	454
Potatoes, Sugar Beets, Canning & Other Crops	_____	165	179	
Hay, Silage and Other Crops	_____	229	567	128
Diverted Acre Payment	_____	534	943	367
Capital Assets Sold	_____	192	45	53
Gas Tax Refund	_____	125	155	99
Income From Work Off The Farm	_____	379	574	324
Patronage Refunds	_____	286	502	159
Miscellaneous Farm Income	_____	291	376	277
Total Farm Sales	_____	\$24,118*	\$41,691*	\$20,332*
Increase in Farm Capital	_____	3,093	4,944	4,648
Family Living From the Farm	_____	280	452	231
Total Farm Receipts	_____	\$27,491*	\$47,087*	\$25,211*
Adjusted Total Farm Sales	_____	23,926	41,646	20,279
Total Cash Farm Operating Expense	_____	13,833	21,637	13,440
Net Cash Operating Income	_____	\$10,093*	\$20,009*	\$ 6,839*

Tables 2A and 2B show the cash receipts and expenses for the whole farm including the landlords share. Tables 6A and 6B show the receipts and expenses of the operator of each farm. Operators labor earnings are shown on Table 6B. Tables 2A, 2B, 6A, and 6B show the average of all farms, the high return farms and the low return farms with reference to labor earnings.

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

Item	Your Farm	Average of - 88 Farms	17 -- Most Profitable Farms	17 -- Least Profitable Farms
<u>FARM EXPENSES</u>				
Dairy Cows	\$ _____	\$ 161	\$ 77	\$ 116
Other Dairy Cattle	_____	100	4	106
Beef Breeding Cattle	_____	104	355	16
Beef Feeder Cattle	_____	1,850	2,947	2,967
Hogs	_____	250	242	259
Sheep	_____	59	280	
Chickens (Incl. Hens and Broilers)	_____	44		88
Turkeys	_____			
Other Productive Livestock	_____	1		
Miscellaneous Livestock Exp.	_____	457	900	239
Feed Bought	_____	3,369	6,735	2,723
Fertilizer	_____	1,097	1,538	1,075
Chemicals	_____	302	428	228
Other Crop Expense	_____	847	1,074	944
Custom Work Hired	_____	768	1,170	690
Repair + Upkeep of Livestock Equipment	_____	117	152	93
Repair + Upkeep of Farm Real Estate	_____	228	301	137
Gas, Oil, Grease Bought (Farm Share)	_____	1,090	1,378	969
Repair + Oper. of Mach., Tractor, Truck, Auto. (F.S.)	_____	1,070	1,199	1,122
Wages of Hired Labor	_____	437	866	284
Personal Prop. + Real Estate Taxes	_____	821	1,216	731
General Farm Expense	_____	330	375	376
Telephone Expense (Farm Share)	_____	69	78	49
Electricity Expense (F.S.)	_____	260	321	227
Total Cash Operating Exp.	_____	\$13,831*	\$21,636*	\$13,439*
Power, Crop and General Mach. Bought (F.S.)	_____	2,371	2,654	2,778
Livestock Equip. Bought	_____	368	694	344
New Real Estate + Improvement	_____	1,350	541	4,598
Total Farm Purchases	_____	\$17,920*	\$25,525*	\$21,159*
Decrease in Farm Capital	_____	1,723	2,964	3,001
Interest on Farm Capital	_____	3,187	4,581	3,036
Unpaid Family Labor	_____	316	542	385
Labor Charge for Partners + Other Operators	_____	338	294	456
Board Furnished Hired Labor	_____	44	66	11
Total Farm Expense	_____	\$23,528*	\$33,972*	\$28,048*
Labor Earnings (Whole Farm)	_____	\$ 3,957*	\$13,114*	\$-2,834*
Number of Operators	_____	1	1	1

TABLE 3 - ENTERPRISE STATEMENTS - 1967

Item	Your Farm	Average of - 88 Farms	17 -- Most Profitable Farms	17 -- Least Profitable Farms
<u>RETURNS AND NET INCREASES</u>				
Dairy Cattle	\$ _____	\$ 5,319	\$ 6,204	\$ 3,187
Other Dairy Cattle	_____	1,621	2,635	872
Beef Breeding Cattle	_____	469	537	300
Feeder Cattle	_____	1,987	3,862	2,845
Complete Hog Enterprise	_____	4,127	10,686	2,407
Hog Finishing Enterprise	_____	14	12	58
Producing Weaning Pigs	_____			
Farm Flock of Sheep	_____	386	1,814	
Feeder Lambs	_____	9	5	42
Chickens (Incl. Hens and Broilers)	_____	464		720
Turkeys	_____			
Other Productive Livestock	_____	3	2	
All Productive Livestock	_____	\$14,399*	\$25,757*	\$10,431*
Value of Feed Fed to Livestock	_____	8,666	14,147	7,246
Return Over Feed From Livestock	_____	5,733	11,610	3,185
Crop, Seed and Feed	_____	9,225	15,398	6,280
Income From Labor Off the Farm	_____	242	391	88
Cooperative Patronage Refunds	_____	289	502	159
Miscellaneous Farm Income	_____	391	376	277
Total Returns and Net Increase	_____	\$15,777*	\$28,277*	\$ 9,989*
<u>EXPENSES AND NET DECREASES</u>				
Truck and Auto (Farm Share)	\$ _____	\$ 1,018	\$ 1,254	\$ 907
Tractors and Crop Machinery	_____	3,222	3,624	3,704
Electricity	_____	269	321	227
Livestock Equipment	_____	471	739	416
Buildings, Fences and Tiling	_____	731	339	1,230
Bare Land	_____	49	406	588
Misc. Livestock Expense	_____	457	900	239
Labor	_____	1,034	1,846	863
Labor Charge for Other Operator(s)	_____	328	294	456
Property Tax	_____	821	1,216	731
General Farm Expense and Telo.	_____	330	453	425
Interest on Farm Capital	_____	3,287	4,581	3,036
Total Expenses and Net Decreases	_____	\$11,922*	\$15,161*	\$12,822*
Labor Earnings	_____	\$ 3,957	\$13,116	\$2,833
Number of Farm Operators	_____	1	1	1

TABLE 4 - HOUSEHOLD EXPENSE - 1967

Item	Your Farm	Average of - 52 Farms	10 -- Most Profitable Farms	12 -- Least Profitable Farms
Number of Persons-Family	_____	5	5	5
Number of Adult Equivalent-Family	_____	3.6	3.8	3.8
Church and Welfare	\$ _____	\$ 166	\$ 278	\$ 124
Medical Care and Health Ins.	_____	521	599	490
Food and Meals Bought	_____	1,058	994	995
Operating Exp. and Supplies	_____	318	404	302
Furnishings and Equipment	_____	383	384	192
Clothing and Clothing Mat.	_____	339	366	322
Personal Care, Personal Spending	_____	173	95	99
Education	_____	153	429	132
Recreation	_____	124	173	81
Gifts and Special Events	_____	153	223	101
Pers. Share Truck and Auto Exp.	_____	232	244	253
Oper. Share Upkeep on Dwelling	_____	61	190	68
Pers. Share Tel. and Elect. Exp.	_____	133	128	118
Total Cash Living Expenses	_____	\$3,814*	\$4,507*	\$3,277*
Pers. Share New Truck and Auto	_____	120	210	
New Dwelling Bought	_____	192		
Taxes and Other Deductions	_____	354	488	245
Life Insurance and Other Savings and Investments	_____	387	573	275
Total Household and Personal	_____	\$4,867*	\$5,778*	\$3,797*
Total Family Living From the Farm	_____	259	519	238
Total Cash and Non-Cash Exp.	_____	\$5,126*	\$6,297*	\$4,035*

FAMILY LIVING FROM THE FARM

	YOUR FARM	AMOUNT	\$ OPR SHARE
Milk and Cream	_____	750	\$ 52
Beef	_____	611	160
Pork	_____	205	37
Lamb	_____		
Poultry	_____	27	5
Eggs	_____	20	3
Veg., Fruit, Spuds, and Fuel- also other Produce	_____		2
Total Family Living from the Farm	_____		\$259*

Operator's Net Worth Statement

TABLE 5 - NET WORTH STATEMENT OF THE MOST AND LEAST PROFITABLE FARMS

Item	Average - 14		Average - 15	
	Most Profitable		Least Profitable	
	Farms		Farms	
	Jan. 1 -	Dec. 31	Jan. 1 -	Dec. 31
Total Productive Livestock	\$16,962	16,210	\$ 8,030	7,106
Crop, Seed, and Feed	11,328	12,546	5,974	6,295
Total Power, Machinery and Equip.	11,927	12,066	7,482	7,556
Land	27,534	28,677	20,502	21,835
Buildings, Fences, Etc.	11,455	11,981	6,932	7,995
Total Farm Capital	79,206	81,480	48,920	50,787
Non-Farm Assets	9,967	12,166	7,094	7,571
Dwelling	5,356	5,202	2,625	3,116
Total Assets	\$94,529	98,848	\$58,639	61,474
Real Estate Mortgages	16,483	16,869	9,882	12,274
Chattel Mortgages	16,573	15,240	8,528	9,560
Notes	2,619	4,158	1,856	2,055
Accounts Payable	1,913	3,551	1,115	1,493
Total Liabilities	\$37,588	39,818	\$21,381	25,382
Farmers Net Worth	\$56,941	59,030	\$37,258	36,092
Gain or (Loss) In Net Worth		\$ 2,089		\$±1,166

Table 5A - Operator's Net Worth Statement

Item	Average	
	67 Farms	
	Jan. 1	Dec. 31
Total Productive Livestock	\$10200	\$ 9841
Crop, Seed and Feed	6912	7664
Total Power, Machinery and Equipment	8091	8910
Land	23942	25227
Buildings, Fences, Etc.	8110	8630
Total Farm Capital	57255	60272
Non-Farm Assets	5847	6670
Dwelling	3911	4054
Total Assets	\$67013	\$70996
Real Estate Mortgages	11752	13808
Chattel Mortgages	8822	9112
Notes	1926	2465
Accounts Payable	1269	1556
Total Liabilities	\$23769	\$26941
Farmers Net Worth	\$43244	\$44055
Gain or (Loss) In Net Worth		\$ 811

TABLE 5B Operator's Net Worth Statement
SUPPLEMENTARY MANAGEMENT INFORMATION

Item	67 Average Farms	14 High Farms	15 Low Farms
Operators Labor Earnings	\$ 3204	\$ 9720	\$ -2484
Return to Capital and Family Labor	5269	12622	-917
Non-Farm Income			
Outside Investment Income	132	401	169
Other Personal Income & Income Tax Refund	954	1052	1768
Total Non-Farm Income	\$ 1086	\$ 1453	\$ 1937
Total Money Borrowed	9941	15561	12141
Total Paid on Debt (Principal)	9178	13296	10072
Total Household + Personal Cash Exp.	3663	4352	3041
Ratio Total Farm Exp. to Total Farm Receipts	.889	.799	1.122
Ratio Total Assets to Total Liabilities	Jan. 2.819 Dec. 2.635	Jan. 2.515 Dec. 2.482	Jan. 2.743 Dec. 2.422

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS

Item	77 Average Farms	16 High Farms	16 Low Farms
<u>Sale of Livestock & Livestock Products</u>			
Dairy Cows	\$ 959	\$ 1840	\$ 605
Dairy Products	5057	5239	2620
Other Dairy Cattle	790	1605	132
Beef Breeding Cattle	271	348	101
Beef Feeder Cattle	4610	8924	6706
Hogs	4202	11128	2702
Sheep and Wool	293	1236	30
Chickens (Incl. Hens and Broilers)	25		15
Turkeys			
Eggs	487		437
Other Productive Livestock	10		
<u>Sale of Crops</u>			
Corn	1744	1689	1328
Soybeans, Flax, Sunflowers	1853	2881	1359
Wheat, Oats, Barley, Rye	660	1301	157
Potatoes, Sugar Beets, Canning & Other Crops	166	572	
Hay, Silage & Other Crops	164	348	106
Diverted Acre Payment	507	855	256
Capital Assets Sold	216	75	56
Gas Tax Refund	127	170	113
Income from Work off the Farm	380	351	279
Patronage Refunds	302	481	166
Miscellaneous Farm Income	293	559	436
Total Farm Sales	\$23116*	\$39602*	\$17604*
Increase in Farm Capital	3995	5052	4356
Family Living From the Farm	275	476	207
Total Farm Receipts	\$27386*	\$45130*	\$22167*
Adjusted Total Farm Sales	22900	39527	17548
Total Cash Farm Operating Expense	15219	25017	14014
Net Cash Operating Income	\$ 7681*	\$14510*	\$ 3534*

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES

Item	77 Average Farms	16 High Farms	16 Low Farms
<u>Purchase of Livestock</u>			
Dairy Cow	\$ 166	\$ 82	\$ 159
Other Dairy Cattle	85	68	125
Beef Breeding Cattle	94	383	55
Beef Feeder Cattle	1968	4207	2620
Hogs	233	189	246
Sheep	66	298	2
Chickens	39		58
Turkeys			
Other Productive Livestock	1		
Miscellaneous Livestock Expense	466	882	209
Food Bought	3164	6411	2280
Fertilizer	1080	1524	988
Chemicals	307	393	136
Other Crop Expense	822	1011	910
Custom Work Hired	752	1255	678
Repair + Upkeep of Livestock Equip.	112	174	67
Repair + Upkeep of Farm Real Estate	246	319	128
Gas, Oil, Grease Bought (Farm Share)	1032	1374	896
Repair + Oper. of Mach., Tractor, Truck, Auto	1078	1361	993
Wages of Hired Labor	421	1035	264
Personal Prop. + Real Estate Taxes	742	974	572
Cash Rent	449	506	604
General Farm Expense	333	555	350
Telephone Expense (Farm Share)	63	92	53
Electricity Expense (Farm Share)	256	343	230
Interest Expense	1146	1581	1392
Total Cash Operating Expense	\$15126*	\$25017*	\$14015*
Power, Crop & General Mach. Bought (F.S.)	2417	2108	1866
Livestock Equipment Bought	342	440	362
New Real Estate + Improvements	2126	2265	3265
Total Farm Purchases	\$20011*	\$29830*	\$19508*
Decrease in Farm Capital	1823	2941	3470
Interest on Farm Capital	1698	2132	1143
Unpaid Family Labor	309	446	384
Labor Charge for Partners + Other Operators	244		188
Board Furnished Hired Labor	44	87	9
Total Farm Expense	\$24129*	\$35436*	\$24702*
Labor Earnings (Operators Share)	\$ 3257	\$ 9694	\$-2533
Return to Capital and Family Labor	\$ 5264	\$12272	\$-1006

TABLE 8 MEASURES OF FARM ORGANIZATION - 1967

Item	Average 88 Farms	17- Most Profitable Farms	17- Least Profitable Farms
Labor Earnings	\$ 3957	\$ 13114	\$ (-2834)
Crop Yield-index	100	102	91
% Tillable land, Hi Return Crops	62.6	60.9	64.3
Gross Ret./ Till. Acre	\$ 43.32	\$ 54.01	\$ 38.37
Return for \$100.00 to Prod. Livestock	100	109	98
* Livestock Units/ 100 Acres	23.0	26.7	26.1
Size of Business-Work Units	418.2	556.4	348.2
Work Units/ Worker	329.1	386.0	244.1
Power, Mach., Equip., Bldg. Expense / Work Unit	\$ 14.98	\$ 12.16	\$ 19.99
Farm Capital Invest./ Worker	\$ 50930	\$ 60360	\$ 45990
INDEX OF RETURN FOR \$100.00 FEED FROM:			
Complete Hog Enterprise	100	102	99
Hog Finishing Enterprise	100		100
Producing Weaning Pigs			
Dairy Cattle	100	113	89
Other Dairy	100	105	95
All Dairy and Dual Purpose	100	111	92
Beef Breeding Cattle	100	113	86
Beef Feeder Cattle	100	105	94
Sheep Farm Flock	100	123	
Feeder Lambs			
Chickens-Laying Flock	100		100
Number of Animal Units	5.9	9.2	6.2
WORK UNITS:			
Crops	148.3	206.0	137.4
Productive Livestock	253.3	324.4	204.9
Other Prod. Work Units	16.6	26.0	5.9
EXPENSES PER WORK UNIT:			
Tractor & Crop Mach. Exp.	\$ 8.50	\$ 7.11	\$ 11.56
Farm Share-Auto & Truck Exp.	\$ 2.62	\$ 2.41	\$ 2.83
Farm Share-Electricity Exp.	\$.63	\$.61	\$.72
Livestock Equip. Exp.	\$.98	\$ 1.23	\$ 1.19
Bldg., Fence, Tiling Exp.	\$ 2.23	\$.78	\$ 3.68
** Tractor & Crop Mach. Exp./ Crop Acre	\$ 13.73	\$ 11.08	\$ 15.75

* Acres include all tillable land, non-tillable hay and pasture

** Acres include all tillable land plus acres in wild hay

Using your figures from Table 8, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the farms included in this summary are located between the solid lines across the center of this page.

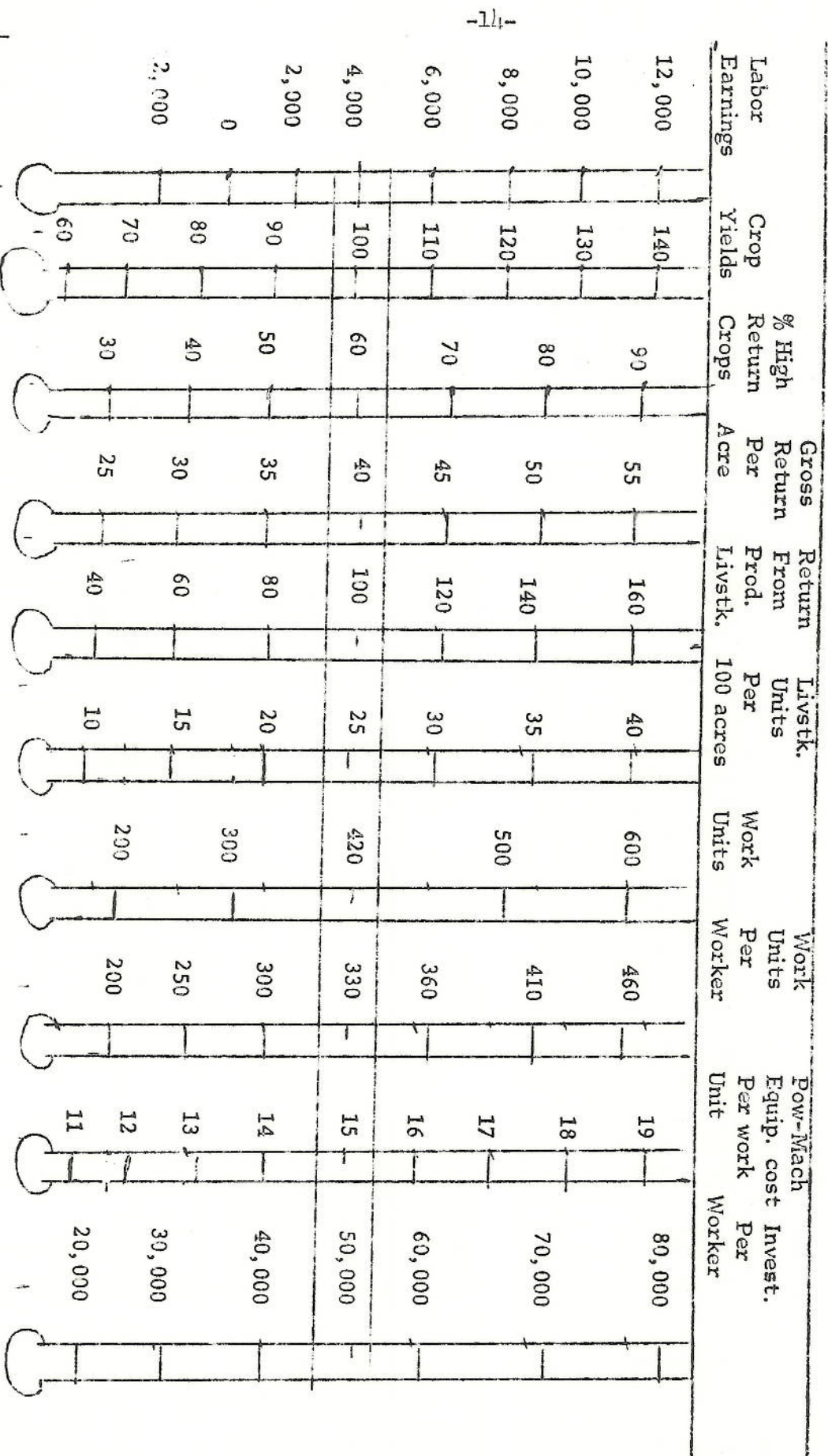
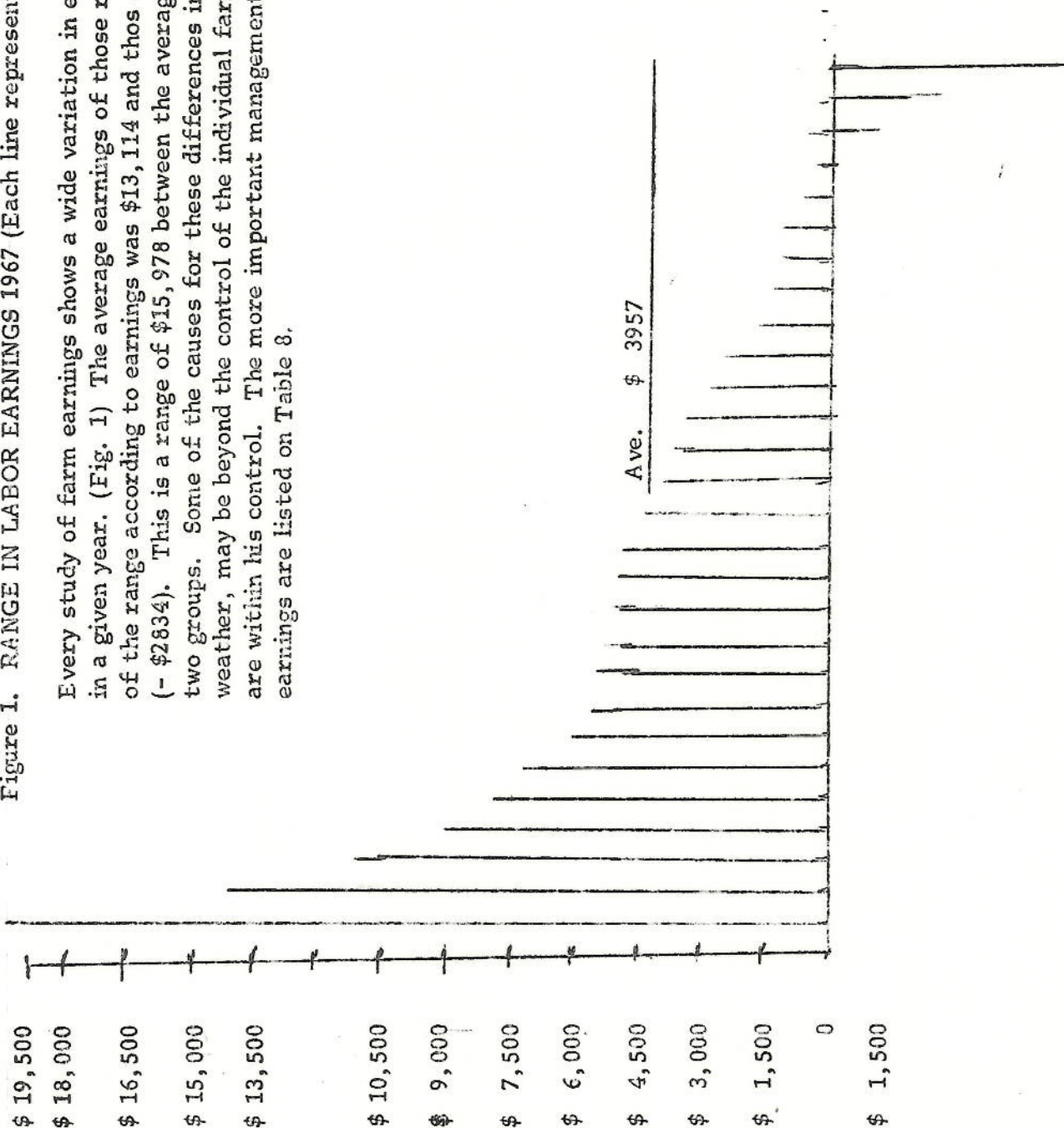


Figure 1. RANGE IN LABOR EARNINGS 1967 (Each line represents three farms)



Every study of farm earnings shows a wide variation in earnings among farmers in a given year. (Fig. 1) The average earnings of those ranking in the upper 20% of the range according to earnings was \$13,114 and those of the lower 20% was (- \$2834). This is a range of \$15,978 between the average earnings of these two groups. Some of the causes for these differences in earnings, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The more important management factors affecting earnings are listed on Table 8.

MISCELLANEOUS INFORMATION

INDIVIDUAL CROP DATA

This year individual crop data is presented in the following Table Tens. This should provide additional information in making managerial decisions regarding the farm's cropping system for future years. Table 9 shows the average number of acres planted in each crop and the average yield per crop. The individual crop data tables break down the costs into supplemental and allocated costs. Supplemental costs were taken from the individual farm account book as reported by the farmer. The allocated costs such as " power and crop machinery expense " is a calculated cost arrived at from the cost of machinery bought, depreciation of machinery, and fuel and repairs bought for the crop machinery. This explains why power and crop machinery costs vary per crop and per farm.

LIVESTOCK ENTERPRISES

This years livestock enterprise report lists the average, high return group, and the low return group for each enterprise. Included in this report is the income or net increases plus the feed and supplemental costs for each livestock unit. Pounds of feed fed per unit is included for each of the catagories. Supplementary management information is included for each enterprise. This information will be valuable to the individual farmer in making important management decisions regarding his future livestock enterprises.

EXPLANATION OF WORK UNITS AND ANIMAL UNITS

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

NUMBER OF WORK UNITS FOR EACH CLASS OF LIVESTOCK & EACH CROP ACRE

Item	No. of Work Units	Item	No. of Work Units
Dairy Cattle	10 Per Cow	* Small Grains	.5 Per Acre
Other Dairy	1.75 Per Unit	Corn for Grain	.7 Per Acre
Beef Breeding Herd	2.80 Per Unit	Corn Silage	1.0 Per Acre
Feeder Cattle	.25 Per Cwt.	Sweet Corn	.7 Per Acre
Hogs, Complete	.20 Per Cwt.	Soybean, grain	.5 Per Acre
Hogs, Finishing	.20 Per Cwt.	Alfalfa Hay	.6 Per Acre
Sheep Farm Flock	.20 Per Adult	Annual Hay	.5 Per Acre
Lamb Feeders	.30 Per Cwt.	Legume & Grass Silage	.4 Per Acre
Hens, Laying Flock	10.00 Per 100	Diverted Acres	.2 Per Acre

* Animal unit represents one dairy cow, two other dairy cattle, one and one-fourth beef cows or bulls, one feeder steer or heifer, three and one-third other beef cattle, seven sheep, fourteen lambs, two and one-half hogs, five pigs, fifty laying hens, twenty-five turkey. hens, eleven hundred pounds of turkey produced.

POWER AND MACHINERY EXPENSES

Power and machinery expense per crop acre is an indication of the economy with which capital is invested in these items. The expenses are usually high on farms with small acreage. In some cases low expenses for labor might be offset by high power and equipment costs. The farmer is interested in operating at the lowest cost for power, machinery and labor combined. Those figures are found at the bottom of Table 8.

TABLE 9 - CROP PRODUCTION - 1967

Item	Crop Rank	Average of 95 Farms	
		Acres	Yield Per Acre
Oats and Mixtures	D	33.9	62.3
Oats Silage	C	1.6	7.5
Canning Peas	B	.5	48.00
Wheat	C	7.0	33.0
Barley	C	2.6	57.3
Flax	C	7.1	16.8
Rye	D	2.3	33.9
Total Small Grain and Peas		55.0	
Canning Corn	B	1.7	68.24
Corn Grain and Seed Corn	A	73.8	56.9
Soybeans-Grain	B	41.5	16.0
Corn and Cane Silage	B	20.5	8.3
Corn and Cane Fodder	D	.2	5.0
Potatoes	A		
Sugar Beets	A		
Sunflowers	A		
Other Cultivated Crops - A		.5	18.00
Other Cultivated Crops - B			
Total Cultivated Crops		138.2	
Alfalfa Hay	A	32.9	2.5
Other Legume Hay and Mixtures	B	1.1	1.8
Tame Grass Hay	C	.9	1.1
Annual Hay	D	1.8	1.7
Legume and Grass Silage	B	1.0	5.0
Legume Seed			
Grass Seed			
Total Hay		37.7	
Alfalfa and Mixed Pasture		.5	
Other Legume Pasture			
Other Tillable Pasture		6.1	
Total Tillable Pasture		6.6	
Diverted Acres Income	A	13.9	8.63
Summer Fallow - Tilled		.2	
Other Tillable Land Idle		2.9	
Total Tillable Land		254.5	
Wild Hay	D	3.7	.54
Non-Tillable Pasture		28.4	
Timber		5.7	
Roads and Waste		19.1	
Farmstead		10.8	
Total Acres in Farm		322.2	

SUPPLEMENTARY MANAGEMENT INFORMATION

Percent Land Tillable	79.4
Percent in High Return Crops	62.5
*Fertilizer Cost Per Acre	4.58
*Crop Chemicals Per Acre	1.27
*Seed and Other Costs Per Acre	3.44
*Gas, Oil, Grease Bought Per Acre	4.40
*Tillable Land Minus Pasture	

TABLE 9A - CROP PRODUCTION - 1967

Item	17 -- Most Profitable Farms		17 -- Least Profitable Farms	
	ACRES	YIELD PER ACRE	ACRES	YIELD PER ACRE
Oats and Mixtures	39.2	68.8	33.3	58.2
Oats Silage	.5	10.0	1.7	5.9
Canning Peas				
Wheat	7.8	39.6	5.9	33.1
Barley	9.8	60.3		
Flax	10.6	19.5	6.7	16.7
Rye	11.8	34.6		
Total Small Grain & Peas	79.7		47.6	
Canning Corn	2.4	53.75		
Corn Grain & Seed Corn	99.5	57.9	80.6	55.6
Soybeans-Grain	58.3	15.8	39.1	15.4
Corn & Cane Silage	34.0	9.1	15.7	7.8
Corn & Cane Fodder			.4	5.0
Potatoes	.2	280.0		
Sugar Beets				
Sunflowers				
Other Cultivated Crops-A	1.1	21.82		
Other Cultivated Crops-B				
Total Cult. Crops	195.5		135.8	
Alfalfa Hay	35.2	2.3	27.0	3.1
Other Legume Hay & Mixture	5.0	1.0		
Tame Grass Hay	1.1	1.8	.5	2.0
Annual Hay			3.5	2.3
Legume & Grass Silage	3.4	5.9	.5	6.0
Legume Seed				
Grass Seed				
Total Hay	44.7		31.5	
Alfalfa & Mixed Pasture			1.8	
Other Legume Pasture				
Other Till. Pasture	6.3		1.9	
Total Till. Pasture	6.3		3.7	
Diverted Acres Income	19.5	10.77	10.0	12.40
Summer Fallow-Tilled				
Other Till. Land Idle	8.0		.9	
Total Till. Land	353.7		229.5	
Wild Hay	3.3	.91	3.4	.29
Non-Till. Pasture	39.0		22.1	
Timber	.3		1.2	
Roads and Waste	34.4		19.6	
Farmstead	14.5		10.0	
Total Acres in Farm	445.2		285.8	
SUPPLEMENTARY MANAGEMENT INFORMATION				
Percent Land Tillable		79.6		80.6
Percent in High Return Crops		60.2		65.3
*Fertilizer Cost Per Acre		4.43		4.77
*Crop Chemicals Per Acre		1.23		1.01
*Seed & Other Costs Per Acre		3.09		4.18
*Gas, Oil, Grease Bought Per Acre		3.97		4.30
*Tillable Land Minus Pasture				

TABLE 10 CROP DATA FOR CORN FOR GRAIN

Item	70 Farm Average		35 High Farms		35 Low Farms	
	Total	Per Acre	Total	Per Acre	Total	Per Acre
Acres	82.8		105.2		60.3	
Yield/Acre		57.8		68.9		38.6
Value/Unit		1.04		1.05		1.02
Gross Return	4712.15	56.91	8032.02	76.35	2259.44	37.47
<u>Supplemental Costs</u>						
Fertilizer		11.74		15.40		5.36
Chemicals		2.74		3.72		1.04
Seed and Other		4.67		5.45		3.33
Hired Labor		.16		.25		
Custom Work		1.03		1.05		1.00
Total Supp. Costs	1684.15	20.34	2721.52	25.87	647.02	10.73
Return over Supp. Costs	3028.00	36.57	5310.50	50.48	1612.42	26.74
<u>Allocated Costs</u>						
Power & Crop Mach. Exp.		19.52		16.18		23.09
Land Cost		13.12		13.79		11.96
Miscellaneous Costs		.02		.03		.02
Total Allocated Costs	2704.25	32.66	3156.00	30.00	2114.72	35.07
Per Unit	.92		.81		1.19	
Total Costs	4388.40	53.00	5877.52	55.87	2761.74	45.80
Return over Total Costs	323.75	3.91	2154.50	20.48	-502.30	-8.33

TABLE 10 CROP DATA FOR SOYBEANS-GRAIN

Item	54 Farm Average		27 High Farms		27 Low Farms	
	Total	Per Acre	Total	Per Acre	Total	Per Acre
Acres	56.6		59.3		53.8	
Yield/Acre		16.7		22.3		10.6
Value/Unit		2.50		2.50		2.50
Gross Return	2231.17	39.42	3247.27	54.76	1294.97	24.07
<u>Supplemental Costs</u>						
Fertilizer		.41		.26		.56
Chemicals		2.56		4.28		.71
Seed and Other		3.78		4.14		3.40
Hired Labor		.04				.07
Custom Work		.22		.07		.35
Total Supp. Costs	396.77	7.01	518.88	8.75	273.84	5.09
Return over Supp. Costs	1834.40	32.41	2728.39	46.01	1021.13	18.98
<u>Allocated Costs</u>						
Power & Crop Mach. Exp.		14.10		11.70		16.62
Land Cost		13.69		15.19		12.10
Miscellaneous Costs		.02		.05		
Total Allocated Costs	1574.05	27.81	1597.54	26.94	1545.14	28.72
Per Unit	2.08		1.60		3.19	
Total Costs	1970.82	34.82	2116.42	35.69	1818.98	33.81
Return over Total Costs	260.35	4.60	1130.85	19.07	-524.01	-9.74

TABLE 10 CROP DATA FOR OATS AND MIXTURES

Item	72 Farm Average		36 High Farms		36 Low Farms	
	Total	Per Acre	Total	Per Acre	Total	Per Acre
Acres	39.2		42.0		36.5	
Yield/Acre		62.4		76.4		46.1
Value/Unit		.65		.65		.65
Gross Return	1551.14	39.57	2068.08	49.24	1090.99	29.89
<u>Supplemental Costs</u>						
Fertilizer		1.30		1.93		.55
Chemicals		.41		.60		.19
Seed and Other		1.89		1.93		1.84
Hired Labor						
Custom Work		.51		.48		.55
Total Supp. Costs	161.11	4.11	207.48	4.94	114.25	3.13
Return over Supp. Costs	1390.03	35.46	1860.60	44.30	976.74	26.76
<u>Allocated Costs</u>						
Power and Crop Mach. Exp.		13.98		11.54		16.60
Land Cost		11.22		11.38		11.04
Miscellaneous Costs				.02		
Total Allocated Costs	987.84	25.20	963.48	22.94	1008.86	27.64
Per Unit		.47		.36		.67
Total Costs	1148.95	29.31	1170.96	27.88	1123.11	30.77
Return over Total Costs	402.19	10.26	897.12	21.36	-32.12	-.88

TABLE 10 CROP DATA FOR WHEAT

Item	31 Farm Average		15 High Farms		15 Low Farms	
	Total	Per Acre	Total	Per Acre	Total	Per Acre
Acres	19.0		21.7		17.0	
Yield/Acre		34.8		41.7		26.1
Value/Unit		2.00		2.00		2.00
Gross Return	1227.21	64.59	1839.29	84.76	753.27	44.31
<u>Supplemental Costs</u>						
Fertilizer		1.84		1.15		2.76
Chemicals		.05		.09		
Seed and Other		4.63		3.73		5.76
Hired Labor						
Custom Work		.74		.55		.94
Total Supp. Costs	137.94	7.26	119.78	5.52	160.82	9.46
Return over Supp. Costs	1089.27	57.33	1719.51	79.24	592.45	34.85
<u>Allocated Costs</u>						
Power & Crop Mach. Exp.		13.99		11.59		16.49
Land Cost		12.58		12.26		12.82
Miscellaneous Costs		.05		.14		
Total Allocated Costs	505.78	26.62	520.58	23.99	498.27	29.31
Per Unit		.97		.71		1.48
Total Costs	643.72	33.88	640.36	29.51	659.09	38.77
Return over Total Costs	583.49	30.71	1198.93	55.25	94.18	5.54

TABLE 10 CROP DATA FOR CORN AND CANE SILAGE

Item	59 Farm Average		29 High Farms		29 Low Farms	
	Total	Per Acre	Total	Per Acre	Total	Per Acre
Acres	30.8		30.5		31.5	
Yield/Acre		8.2		10.9		5.6
Value/Unit		8.00		8.00		8.00
Gross Return	2090.70	67.88	2718.47	89.13	1468.53	46.62
<u>Supplemental Costs</u>						
Fertilizer		7.69		8.66		6.54
Chemicals		1.66		1.61		1.65
Seed and Other		3.31		3.28		3.33
Hired Labor						
Custom Work		1.27		1.70		.86
Total Supp. Costs	429.04	13.93	465.13	15.25	389.97	12.38
Return over Supp. Costs	1661.66	53.95	2253.34	73.88	1078.56	34.24
<u>Allocated Costs</u>						
Power & Crop Mach. Exp.		27.62		23.11		32.45
Land Cost		11.17		11.41		10.86
Miscellaneous Costs						
Total Allocated Costs	1194.73	38.79	1052.86	34.52	1364.27	43.31
Per Unit	6.42		4.56		9.97	
Total Costs	1623.77	52.72	1517.99	49.77	1754.24	55.69
Return over Total Costs	466.93	15.16	1200.48	39.36	-285.71	-9.07

TABLE 10 CROP DATA FOR ALFALFA HAY

	36.9	26.9	47.0
Acres			
Yield/Acre	2.4	3.9	1.6
Value/Unit	21.71	21.42	22.00
Gross Return	2146.84	58.18	2147.70
Supplemental Costs			
Fertilizer	1.65	3.23	.72
Chemicals	.03		.04
Seed and Other	3.31	4.94	2.36
Hired Labor			
Custom Work	.57	.71	.51
Total Supp. Costs	205.16	5.56	238.87
Return over Supp. Costs	1941.68	52.62	1908.83
Allocated Costs			
Power & Crop Mach. Exp.	16.74	14.00	19.60
Land Cost	10.70	12.04	9.91
Miscellaneous Costs	.03		.02
Total Allocated Costs	1013.64	27.47	700.48
Per Unit	13.69	9.03	21.06
Total Costs	1218.80	33.03	939.35
Return over Total Costs	928.04	25.15	1208.35
	76 Farm Average	38 High Farms	38 Low Farms

TABLE 10 CROP DATA FOR BARLEY

Item	7 Farm Average		3 High Farms		3 Low Farms	
	Total	Per Acre	Total	Per Acre	Total	Per Acre
Acres	32.4		45.3		28.3	
Yield/Acre		59.8		63.9		53.2
Value/Unit		1.05		1.05		1.05
Gross Return	1991.30	61.46	3042.80	67.17	1543.20	54.53
<u>Supplemental Costs</u>						
Fertilizer		3.21		3.73		
Chemicals		.40		.55		
Seed and Other		4.29		5.63		1.84
Hired Labor						
Custom Work		.34				.95
Total Supp. Costs	266.98	8.24	448.92	9.91	78.96	2.79
Return over Supp. Costs	1724.32	53.22	2593.88	57.26	1464.24	51.74
<u>Allocated Costs</u>						
Power & Crop Mach. Exp.		13.64		11.27		16.02
Land Cost		12.44		11.77		13.32
<u>Miscellaneous Costs</u>						
Total Allocated Costs	844.99	26.08	1043.71	23.04	830.32	29.34
Per Unit		.57		.52		.60
Total Costs	1111.97	34.32	1492.63	32.95	909.28	32.13
Return over Total Costs	879.33	27.14	1550.17	34.22	633.92	22.40

TABLE 10 CROP DATA FOR FLAX

Acres	38.7		56.5		20.9	
Yield/Acre		16.8		19.1		10.7
Value/Unit		2.81		3.00		2.63
Gross Return	1616.89	41.78	3279.83	58.05	532.95	25.50
<u>Supplemental Costs</u>						
Fertilizer		.49		.67		
Chemicals		.13		.18		.05
Seed and Other		1.34		1.15		1.91
Hired Labor						
Custom Work		.83		.60		1.44
Total Supp. Costs	107.97	2.79	146.90	2.60	71.06	3.40
Return over Supp. Costs	1508.92	38.99	3132.93	55.45	461.89	22.10
<u>Allocated Costs</u>						
Power & Crop Mach. Exp.		13.95		11.82		16.10
Land Cost		11.37		11.08		12.11
<u>Miscellaneous Costs</u>						
Total Allocated Costs	979.88	25.32	1293.85	22.90	589.59	28.21
Per Unit		1.67		1.33		2.96
Total Costs	1087.85	28.11	1440.75	25.50	660.65	31.61
Return over Total Costs	529.04	13.67	1839.08	32.55	-127.70	-6.11
		16 Farm Average	8 High Farms	8 Low Farms		

TABLE 10 CROP DATA FOR LEGUME AND GRASS SILAGE

Item	4 Farm Average		2 High Farms		2 Low Farms	
	Total	Per Acre	Total	Per Acre	Total	Per Acre
Acres	17.3		20.5		14.0	
Yield/Acre		5.3		6.8		3.2
Value/Unit		4.50		2.50		6.50
Gross Return	319.70	18.48	353.63	17.25	275.80	19.70
<u>Supplemental Costs</u>						
Fertilizer		.98		1.61		
Chemicals						
Seed and Other		1.39		1.61		1.07
Hired Labor						
Custom Work						
Total Supp. Costs	41.00	2.37	66.01	3.22	14.98	1.07
Return over Supp. Costs	278.70	16.11	287.62	14.03	260.82	18.63
<u>Allocated Costs</u>						
Power & Crop Mach. Exp.		10.32		9.16		11.53
Land Cost		9.77		10.05		9.36
Miscellaneous Costs						
Total Allocated Costs	347.56	20.09	393.81	19.21	292.46	20.89
Per Unit	4.22		3.31		6.83	
Total Costs	388.56	22.46	459.82	22.43	307.44	21.96
Return over Total Costs	-68.86	-3.98	-106.19	-5.18	-31.64	-2.26

TABLE 10 CROP DATA FOR DIVERTED ACRES

Acres	20.0	17.4	22.5
Yield/Acre	29.90	54.14	11.29
Value/Unit	1.00	1.00	1.00
Gross Return	679.60	964.83	321.75
<u>Supplemental Costs</u>			
Fertilizer			
Chemicals	.15	.40	
Seed and Other	.10	.17	
Hired Labor			
Custom Work			
Total Supp. Costs	5.00	9.92	.57
Return over Supp. Costs	692.60	954.91	321.75
<u>Allocated Costs</u>			
Power & Crop Mach. Exp.	5.58	4.58	6.68
Land Cost	12.55	13.10	12.18
Miscellaneous Costs			
Total Allocated Costs	362.60	307.63	424.35
Per Unit	.61	.34	1.67
Total Costs	367.60	317.55	424.35
Return over Total Costs	330.00	647.28	-102.60
	14 Farm Average	7 High Farms	7 Low Farms

TABLE 10 CROP DATA FOR YOUR FARM

Item	Total	Per Acre	Total	Per Acre
Acre				
Yield/Acre				
Value/Unit				
Gross Return				
<u>Supplemental Costs</u>				
Fertilizer				
Chemicals				
Seed and Other				
Hired Labor				
Custom Work				
Total Supp. Costs				
Return over Supp. Costs				
<u>Allocated Costs</u>				
Power & Crop Mach. Exp.				
Land Cost				
Miscellaneous				
Total Allocated Costs				
Per Unit				
Total Costs				
Return over Total Costs				
Item	Total	Per Acre	Total	Per Acre
Acres				
Yield/Acre				
Value/Unit				
Gross Return				
<u>Supplemental Costs</u>				
Fertilizer				
Chemicals				
Seed and Other				
Hired Labor				
Custom Work				
Total Supp. Costs				
Return over Supp. Costs				
<u>Allocated Costs</u>				
Power & Crop Mach. Exp.				
Land Cost				
Miscellaneous Costs				
Total Allocated Costs				
Per Unit				
Total Costs				
Return over Total Costs				

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE

Item	37 Ave. Farms		12 High Farms		12 Low Farms	
	Herd Tot.	Per Cwt. Pork	Herd Tot.	Per Cwt. Pork	Herd Tot.	Per Cwt. Pork
Lbs. of Hogs Pro.	\$49111		\$104467		\$15619	
Tot. Value Prod.	9436	19.21	20768	19.88	2524	16.16
Lbs. of Feed Fed						
Corn		254.5		246.1		292.0
Small Grain		323.5		424.1		123.9
Protein, Salt & Mineral		92.2		58.7		290.4
Complete Ration		76.8		12.4		661.5
Tot. Concentrates		747.0		741.3		1367.8
Forages		9.0		10.5		
Feed Cost						
Concentrates & Forages		12.00		11.59		15.58
Pasture						.01
Tot. Feed Costs	\$ 5893	12.00	\$ 12108	11.59	\$ 2435	15.59
Return over Feed Cost	\$ 3543	7.21	\$ 8660	8.29	\$ 89	.57
Supp. Costs						
Mis. Livestock Exp.		.51		.57		.31
Vet. Exp.		.04		.02		.18
Custom Work		.33		.32		.62
Tot. Supp. Cost	\$ 432	.88	\$ 951	.91	\$ 173	1.11
Return over Feed & Supp. Costs	\$ 3111	6.33	\$ 7709	7.38	\$ -84	-.54

SUPPLEMENTARY MANAGEMENT INFORMATION

Item	Average Herd Tot.	High Herd Tot.	Low Herd Tot.
Return for \$100 Feed Fed	\$160.12	\$171.52	\$103.66
Price Received Per Cwt.	20.13	20.36	18.23
Number of Litters Farrowed	32	65	13
Number of Pigs born Per Litter	8.8	8.8	7.5
No. of Pigs Weaned Per Litter	7.1	7.2	5.9
Per Cent Death Loss	13.9	13.9	14.0
Ave. Wt. of Hogs Sold	216.8	233.9	209.5
Price Per Cwt. Concen- trate Fed	\$ 1.60	\$ 1.56	\$ 1.14
Lbs. of Pork Purchased	1404	1358	1382

TABLE 12 - DAIRY COWS

Items	47 Ave. Farms		16 High Farms		16 Low Farms	
	Herd Tot.	Per Cow	Herd Tot.	Per Cow	Herd Tot.	Per Cow
Ave. No. of Cows	23.3		29.1		19.5	
Lbs. of Milk		9604		11913		6125
Lbs. of Butterfat		338.5		414.4		227.6
Per Cent of Butterfat in Milk	3.5		3.5		3.7	
Value of Prod.						
Dairy Prod. Sold		384.55		486.15		245.90
Dairy Prod. used in Home		3.35		3.64		3.08
Milk Fed to Live-stock		5.71		4.95		4.62
Net Inc. in value/cows		-2.23		14.02		-22.41
Tot. Val. Prod. \$9119		391.38	\$14805	508.76	\$4508	231.19
Lbs. of Feed Fed						
Corn		2498.2		2855.0		1815.2
Small Grain & complete dairy ration		1162.8		1550.9		791.8
Protein, Salt & Min.		642.2		725.0		581.6
Total Concentrates		4303.2		5130.9		3188.6
Legume Hay		5116.6		5035.2		4421.8
Other Hay & Dry Roughage		326.6		146.9		792.3
Silage		16546.6		24735.8		11182.7
Feed Costs						
Concentrates		92.96		106.46		70.77
Roughages		97.34		103.09		89.28
Pasture		6.57		4.19		10.10
Total Feed Cost \$4587		196.87	\$ 6220	213.74	\$3318	170.15
Return over Feed Cost	\$4532	194.51	\$ 8585	295.02	\$1190	61.04
Supp. Costs						
Mis. Livestock Exp.		15.75		21.41		10.10
Vet. Exp.		1.55		2.41		.15
Cust. Work		14.29		17.32		10.72
Tot. Supp. Cost \$ 736		31.59	\$ 1197	41.14	\$ 409	20.97
Return over Feed & Supp. Costs	\$3796	162.92	\$ 7388	253.88	\$ 781	40.07
SUPPLEMENTARY MANAGEMENT INFORMATION						
	Average Herd Tot.		High - Herd Tot.		Low	
Return-\$100 Feed/Fed	\$198.80		\$238.02		\$135.86	
Feed Cost/Per Cwt. Milk	\$ 2.05		\$ 1.79		\$ 2.78	
Feed Cost/Per lbs. Btr.Fat	.582		.516		.748	
Grain Fed/Per lb. of Milk	.448		.431		.521	
Ave. Price/Per Cwt. Milk						
Sold	\$ 4.13		\$ 4.17		\$ 4.19	
Ave. Price/Per lb. Btr.Fat	\$ 1.17		\$ 1.20		\$ 1.13	

TABLE 13 - OTHER DAIRY CATTLE

Item	47 Ave. Farms		13 High Farms		13 Low Farms	
	Herd Tot.	Per Head	Herd Tot.	Per Head	Herd Tot.	Per Head
No. of Head	27.8		33.4		21.8	
Net. Inc./Value	\$ 2549	91.69	\$ 3506	104.97	\$ 1563	71.70
<u>Lbs./Feed Fed</u>						
Concentrates		1011.9		1140.6		931.1
Hay/Roughage		1956.8		1848.4		2351.5
Silage		4259.7		3147.4		3678.9
Milk		160.4		123.4		245.7
<u>Feed Cost</u>						
Concentrates		22.41		24.04		22.06
Roughages		34.96		29.31		36.93
Milk		4.86		3.65		7.57
Pasture		2.27		1.20		4.45
Tot. Feed Cost	\$ 1793	64.50	\$ 1944	58.20	\$ 1548	71.01
Return over Feed						
Cost	\$ 756	27.19	\$ 1562	46.77	\$ 15	.69
<u>Supp. Costs</u>						
Mis. Livestock						
Expense		.79		.39		.23
Vet. Expense		.04				.05
Custom Work		.86		.48		1.51
Tot. Supp. Cost	\$ 47	1.69	\$ 29	.87	\$ 39	1.79
Return over Feed &						
Supp. Cost	\$ 709	25.50	\$ 1533	45.90	\$ -24	-1.10

SUPPLEMENTARY MANAGEMENT INFORMATION

Item	Average	High	Low
	Herd Tot.	Herd Tot.	Herd Tot.
Return for \$100 Feed Fed	\$142.16	\$180.35	\$100.97
Per Cent Death Loss	5.5	4.5	6.7

TABLE 14 - ALL DAIRY AND DUAL PURPOSE CATTLE

Item	47 Ave. Farms		16 High Farms		16 Low Farms	
	Herd	Per	Herd	Per	Herd	Per
	Tot.	Cow	Tot.	Cow	Tot.	Cow
Ave. No./Cows	23.3		29.6		18.8	
Value/Dairy Prod.	\$ 9119	393.61	\$14268	482.03	\$ 4904	260.85
Net Inc. in Value	\$ 2415	104.55	4337	146.52	\$ 1008	53.62
Tot. Value Prod.	\$11607	498.16	\$18605	628.55	\$ 5912	314.47
<u>Lbs. of Feed Fed</u>						
Concentrates		5472.5		6541.3		4094.7
Hay & Dry Rough.		7400.0		7143.6		6883.7
Silage		20808.3		31402.0		14119.0
<u>Feed Cost</u>						
Concentrates		120.23		141.82		92.29
Roughage		132.30		149.32		118.30
Pasture Costs		8.84		5.78		13.14
Tot. Feed Cost	\$ 6089	261.37	\$ 8789	269.92	\$ 4206	223.73
Return over Feed						
Cost	\$ 5518	236.79	\$ 9816	331.63	\$ 1706	90.74
<u>Supp. Costs</u>						
Mis. Livestock						
Expense		16.54		20.74		10.05
Vet. Expense		1.59		2.36		.11
Custom Work		15.15		17.50		11.44
Tot. Supp. Cost	\$ 775	33.28	\$ 1202	40.60	\$ 406	21.60
Return over Feed &						
Supp. Costs	\$ 4743	203.51	\$ 8614	291.03	\$ 1300	69.14

SUPPLEMENTARY MANAGEMENT INFORMATION

Item	Average		High		Low	
	Herd		Herd		Herd	
	Tot.		Tot.		Tot.	
Return for \$100 Feed Fed	\$185.29		\$211.69		\$140.56	

TABLE 15A - BEEF BREEDING CATTLE

Item	13 Ave. Farms		5 High Farms		5 Low Farms	
	Herd	Per	Herd	Per	Herd	Per
	Tot.	Cow	Tot.	Cow	Tot.	Cow
Ave. No. of Beef Cows	26.7		35.9		18.6	
Ave. No. of other Beef Animals & Bulls	13.6		18.6		13.1	
Lbs./Beef Prod.	11855		14905		9273	
Net Inc./Value	\$ 2981	111.65	\$ 4519	125.88	\$1655	88.98
Lbs. of Feed Fed						
Grain		346.3		436.3		318.4
Protein, Salt & Mineral		51.3		76.8		24.0
Legume Hay		3514.3		3192.2		5002.2
Other Hay & Dry Roughage		1240.0		947.1		1402.2
Silage		5739.7		1479.0		11787.1
Feed Cost						
Concentrates		9.63		12.56		7.37
Roughages		58.39		43.18		98.76
Pasture		10.22		12.67		4.52
Tot. Feed Cost	\$ 2089	78.24	\$ 2456	68.41	\$2058	110.65
Return over Feed Cost	\$ 892	33.41	\$ 2063	57.47	\$-403	-21.67
Supp. Costs						
Mis. Livestock Expense		2.10		2.20		2.58
Vet. Expense		.45		.86		
Custom Work		1.46		.78		2.96
Tot. Supp. Cost	\$ 107	4.01	\$ 138	3.84	\$ 103	5.54
Return over Feed & Supp. Costs	\$ 785	29.40	\$ 1925	53.63	\$-506	-27.21

SUPPLEMENTARY MANAGEMENT INFORMATION

Item	Average	High	Low
	Herd	Herd	Herd
	Tot.	Tot.	Tot.
Return for \$100 Feed Fed	\$142.70	\$184.00	\$80.42
Price Per Cwt. Sold	\$ 22.31	\$ 22.28	\$21.15
Ave. Weight Per Head Sold	689	899	770
Percent Death Loss	3.3	2.6	2.0
Percent Calf Crop			

TABLE 15B - FEEDER CATTLE

Item	28 Ave. Farms		9 High Farms		9 Low Farms	
	Herd	Per	Herd	Per	Herd	Per
	Tot.	Cwt.	Tot.	Cwt.	Tot.	Cwt.
Ave. No. of Beef Feeders	49.9		71.4		39.9	
Lbs./Beef Prod.	27039		44565		17359	
Net Inc. in Val. of Animals	\$ 6215	22.99	\$ 9619	21.58	\$ 3862	22.25
<u>Lbs. of Feed Fed</u>						
Grain		531.5		450.6		721.3
Protein, Salt & Mineral		30.1		40.5		16.8
Legume Hay		231.7		164.8		344.1
Other Hay & Dry Roughage		86.2		135.5		18.4
Silage		1243.8		258.8		2994.6
<u>Feed Cost</u>						
Concentrates		11.78		10.45		14.91
Roughages		6.51		3.08		11.04
Pasture		.16		.07		.10
Tot. Feed Costs	\$ 4989	18.45	\$ 6061	13.60	\$ 4522	26.05
Return over Feed Cost	\$ 1226	4.54	\$ 3558	7.98	\$ -660	-3.80
<u>Supp. Costs</u>						
Mis. Livestock Expense		.33		.46		.06
Vet. Expense		.06		.07		.10
Custom Work		.95		.99		.78
Tot. Supp. Cost	\$ 362	1.34	\$ 677	1.52	\$ 163	.94
Return over Feed & Supp. Costs	\$ 864	3.20	\$ 2881	6.46	\$ -823	-4.74

SUPPLEMENTARY MANAGEMENT INFORMATION

Item	Average	High	Low
	Herd	Herd	Herd
	Tot.	Tot.	Tot.
Return for \$100 Feed Fed	\$124.57	\$158.70	\$ 85.40
Price Per Cwt. Sold	\$ 23.93	\$ 23.82	\$ 22.73
Ave. Weight Per Head Sold	990.9	977.8	1005.4
Price Per Cwt. Bought	\$ 25.65	\$ 24.87	\$ 23.99
Ave. Weight Per Head Bought	506.3	484.9	584.8
No. of Head Bought	51	83	31
Percent Death Loss	.9	.6	1.2

Not enough records were submitted to prepare averages for the farm flock or feeder lambs. Tables are included so individual farmers may insert their own figures.

TABLE 16A - Sheep Flock

Item	Your Flock Total	Your Per Ewe
Average number of Ewes	_____	
Lbs. of Lamb & Mutton Produced	_____	
Lbs. of Wool Produced	_____	
<u>Value of Produce</u>		
Wool		_____
Net Increase in Val./Animals		_____
Total Value Produced	\$ _____	_____
<u>Pounds of Feed Fed</u>		
Grain		_____
Protein, Salt & Mineral		_____
Legume Hay		_____
Other Hay & Dry Roughage		_____
Silage		_____
<u>Feed Cost</u>		
Concentrates		_____
Roughages		_____
Pasture		_____
Total Feed Costs	\$ _____	_____
Return over Feed Cost	\$ _____	_____
<u>Supplemental Costs</u>		
Misc. Livestock Expense		_____
Veterinary Expense		_____
Custom Work		_____
Total Supplemental Costs	\$ _____	_____
Return over Feed & Supp. Costs	\$ _____	_____

SUPPLEMENTARY MANAGEMENT INFORMATION

Item	Your Flock Total
Return for \$100 Feed Fed	\$ _____
Price Per Cwt. Lamb & Mutton Sold	\$ _____
Pounds of Wool Per Sheep Sheared	_____
Number of Ewes Kept for Lambing	_____
Percent Lamb Crop	_____
Percent Death Loss	_____

TABLE 17A - LAYING FLOCK - CHICKENS

Item	10 Ave. Farms		5 High Farms		5 Low Farms	
	Flock Total	Per Hen	Flock Total	Per Hen	Flock Total	Per Hen
Ave. No. of Hens	961.6		1621.9		301.3	
Val. of Produce						
Eggs Sold & Used		4.46		4.85		2.34
Inc. in Val. of						
Flock		-.31		-.25		-.66
Tot. Val. Prod.	\$3991	4.15	\$7461	4.60	\$ 506	1.68
Lbs. of Feed Fed						
Grain		77.0		82.3		48.5
Protein, Salt & Mineral		16.2		12.8		34.8
Complete Commer- cial Feed		49.4		52.3		33.3
Tot. Lbs. of Feed		142.6		147.4		116.6
Tot. Feed Cost	3481	3.62	5871	3.62	1094	3.63
Return over Feed						
Cost	\$ 510	.53	\$1590	.98	\$-588	-1.95
Supp. Costs	\$ 115	.12	\$ 211	.13	\$ 30	.10
Return over Feed & Supp. Costs	\$ 395	.41	\$1379	.85	\$-618	-2.05

SUPPLEMENTARY MANAGEMENT INFORMATION

Item	Average		High		Low	
	Flock Total		Flock Total		Flock Total	
Return for \$100 Feed Fed	\$114.65		\$127.08		\$46.25	
Eggs Laid Per Hen	220		239		118	
Price Per Dozen Eggs Sold	\$.24		\$.24		\$.24	
Feed Cost Per Doz. Eggs	\$.20		\$.18		\$.37	
Return over Feed Costs Per						
Doz. Eggs	\$.03		\$.05		\$ -.20	
Percent Death Loss	11.2		11.0		12.3	

Summary of Miscellaneous Items by Years

	Average 1955-59	Average 1960-64	Average 65-66	1967
Acres In Farm				
Small grains	56.8	69.4	45.8	55.0
Cultivated Crops	114.8	129.0	113.5	138.2
Tillable Land in Hay	31.7	36.2	37.3	37.7
Tillable Land In Past.	11.6	9.1	6.7	6.6
Div. Acres-Soil Bank	1.8	15.0	23.5	13.9
Tillable Land not Cropped	1.3	1.1	2.5	3.1
Total Tillable Land	218.0	259.8	229.3	254.5
Wild Hay & non-till.past				
Other non-till. land	33.6	29.4	39.5	35.6
Total acres in farm	278.2	321.7	303.1	322.2
Yields Per Acre				
Flax bu.	10.4	11.8	12.4	16.8
Barley, bu.	35.4	40.1	52.4	57.3
Wheat, bu.	24.0	24.3	21.2	33.0
Oats, bu.	44.2	52.8	51.1	62.3
Corn grain, bu.	50.3	52.8	59.9	56.9
Soybeans, bu.	19.2	19.2	18.2	16.0
Corn silage, tons	9.3	9.9	8.6	8.3
Alfalfa hay, tons	2.6	2.7	2.8	2.5
Measures of Farm Organization and Management;				
% land in high ret, crops	56.2	56.5	57.7	62.5
Lvstk. units/ 100 acres	23.1	26.8	24.6	23.0
Size of bus. work units	384	507	451	418
Work units/ worker	255	326	321	229
Expense/ work unit	\$ 11.86	\$ 10.99	\$ 11.42	\$ 14.98
Return Above Feed Cost per;				
Dairy cow	\$ 108.62	\$ 144.94	\$ 129.23	\$ 194.51
Beef cow				33.41
100 # feeder cattle prod.	3.93	3.25	5.41	4.54
100 # hogs prod.	4.30	4.83	10.68	7.21
Hen	1.02	.94	1.63	.53
Feed Cost Per;				
Dairy cow	\$ 138.27	\$ 173.73	\$ 205.48	\$ 196.87
Beef cow	75.41	77.41	76.72	78.24
100 # feeder catt. prod.	18.77	17.47	19.36	18.45
100 # hogs produced	10.81	10.68	12.56	12.00
Hen	3.62	3.31	3.32	3.62

Summary of Miscellaneous Items by Years (continued)

Item	Average 1955-59	Average 1960-64	Average 1965-66	1967
Misc. Livestock Inf.				
- No. Dairy cows	16.3	12.5	19.2	23.3
# beef produced		13297	21742	27039
Litters of pigs	9.9	15.7	26.4	32.0
# pork produced	22931	29804	47624	49111
Number of hens	284	283	858	961
Lbs. butterfat/ cow	296	358	335	338
# pigs weaned/ litter	6.4	7.0	7.7	7.0
Eggs per hen	186	197	206	220
Price Received Per;				
Lb. butterfat (cts)		89.9	99.0	1.17
100 # fat cattle	\$ 20.82	\$ 21.95	\$ 21.82	\$ 23.93
100 # hogs	16.25	15.93	22.57	20.13
Dozen eggs (cts)	29.3	27.2	29.3	24.0
Price of Feed;				
Corn bu.	\$ 1.11	\$.99	\$ 1.19	\$ 1.05
Oats, bu.	.59	.61	.64	.65
Barley, bu.	1.06	.91	1.01	1.05
Alfalfa Hay, ton	18.65	19.30	21.50	22.00
Corn silage, ton	6.10	6.55	7.40	8.00

Summary of Farm Earnings by Years

Item	Average 1955-59	Average 1960-64	Average 1965-66	1967
Number of Farms	30	40	55	88
FARM RECEIPTS				
Dairy cattle	\$ 760	\$ 1185	\$ 1502	\$ 947
Dairy Products	2497	4010	4831	5985
Beef cattle	6027	6065	4367	4723
Hogs	2290	4886	5618	4349
Sheep and wool	103	385	143	529
Poultry	81	399	65	25
Eggs	926	1677	949	496
Corn, grain	1976	2353	1076	2005
Small grain	1097	1562	660	3384
Other crops	1242	1760	2850	165
Mach. & equip. sold	206	350	517	192
Income from work off farm	312	429	430	379
Misc. income	197	465	403	649
Total farm sales	\$ 18674	\$ 25459	\$ 23411	\$ 24118
Increase in farm capital	1738	2305	4908	1370
Fam. living from farm	291	301	302	280
Total farm receipts	\$ 20643	\$ 28065	\$ 28621	\$ 25768
FARM EXPENSES:				
Dairy Cattle bought	\$ 200	\$ 231	\$ 362	\$ 261
Beef cattle bought	2769	3375	2251	1954
Hogs bought	1128	540	167	250
Sheep bought	148	97	55	59
Poultry bought	128	344	178	45
Misc. lvstk. expense	337	594	542	457
Feed bought	2854	4649	4268	3369
Fertilizers	510	800	568	1097
Other crop exp.	597	847	1193	1149
Custom work hired	541	737	714	768
Gas, oil, grease bought	891	1077	1009	1090
Rep. for mech. power	426	594	633	1010
Rep. & upkeep-real estate	160	268	229	228
Rep. crop machinery	346	446	422	*
Wages hired labor	524	621	413	427
Electricity expense	177	265	271	260
Real Est.-pers. prop tax	666	1016	928	821
Gen. farm expense	208	296	328	399
Total cash expense	\$ 12721	\$ 16925	\$ 14674	\$ 13831
Cap. purch. power & mach.	1700	1807	1404	2371
Cap. purch. lvstk. equip.	344	494	602	368
Cap. purch. bldg. & fencing	590	1106	1059	1350
Total farm purchases	\$ 15355	\$ 20332	\$ 18838	\$ 17920
Interest on farm capital	2539	3215	3126	3187
Unpaid family labor	321	482	495	654
Board for hired labor	111	81	52	44
Total farm expense	\$ 18326	\$ 24110	\$ 22511	\$ 21805
Labor earnings	2317	3955	6106	3963
Net cash income	3319	5127	4570	10093