

LET'S LOOK AT THE RECORD

1968 Annual Report

**VOCATIONAL AGRICULTURE
FARM MANAGEMENT PROGRAM**

NORTHWESTERN MINNESOTA

REPORT NO. 14

AREA VOCATIONAL TECHNICAL SCHOOL

THIEF RIVER FALLS, MINNESOTA

In Cooperation With

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

UNIVERSITY OF MINNESOTA

April 1969

1968 REPORT OF THE FARM MANAGEMENT PROGRAM FOR VOCATIONAL
AGRICULTURE IN NORTHWESTERN MINNESOTA

HERE'S WHERE YOU'LL FIND THE INFORMATION

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LET'S GET ACQUAINTED

The Vocational Agriculture Farm Management Program in Northwestern Minnesota is prepared by the Thief River Falls Area Vocational-Technical School in cooperation with the Minnesota Department of Education and the Agricultural Education Department of the University of Minnesota. Since the initiation of the program in Thief River Falls in 1955, fourteen annual reports have been prepared.

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

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

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

A special thank you is awarded to Dr. Ed Persons, Agriculture Education Department, for his outstanding leadership and work in designing the plan for computerizing the present Farm Management Program, and for designing the pilot check and monthly mail in programs presently underway.

This report deals with farmers enrolled twenty four schools in Northwestern Minnesota. The following tabulation shows the number of farmers submitting 1968 farm records for analysis, the schools cooperating and the names of the Vo-Ag instructors from these schools.

<u>School</u>	<u>No. of Farmers</u>	<u>Instructor</u>
Ada	6	Lowell Gunderson
Barnsville	1	Clarence Ebert
Detroit Lakes	18	Clayton Olsen
	5	Gunder Hanson
	16	Duane Lemmon
Fergus Falls	18	Bert Winger
Fertile	47	Conrad Carlson
Fisher	3	Winslow Helt
Fosston	16	Dean McNelly
Goodridge	19	Wally Shodean
Greenbush	6	Bernard Nelson
Hallock	4	Myles Sedenquist
Hawley	1	John Hest
Henning	1	Darrell Sand
Karlstad	5	Harlan Hokanson
Middle River	9	Fred Fredrickson
Moorhead	1	Ray Maxson
Pelican Rapids	9	Elvin Andrews
Perham	14	Phil Toedter
Plummer, Red Lake Falls, Oklee	5	Harry Oen
Roseau	45	Joe Freeman
Thief River Falls	28	Don Johnson
Thief River Falls	47	Verne Spengler
Twin Valley	1	Ken Skauge
Ulen	3	Eugene Pulles
Areas not served by Vo-Ag Depts.	5	Ed Sisler Vo-Ag Coordinator

The records kept included farm inventories, cash receipts and expenses, feed consumed by the various classes of livestock, family living secured from the farm, household and personal expenses and receipts and the operators liabilities and assets other than farm capital.

ELECTRONICS

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

INVESTMENT IN FARMING

The average capital investment per farm varied from \$38,658 for the low 20% to \$89168 for the high 20%. The average investment for all farms included in this report and for the 55 high and the 55 low in operator's labor earning is shown on Table 1.

WHY KEEP FARM RECORDS?

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

*Britannica Research Service

1968 IN A NUTSHELL

	1966	1967	1968
Labor Earnings (operators share)	\$ _____	\$ _____	\$ _____
Return to capital & Family Labor	_____	_____	_____
Net Worth	_____	_____	_____
Ratio of Current Assets & Machinery to Current Liabilities	_____	_____	_____
Ratio of Real Estate Assets to Real Estate Liabilities	_____	_____	_____
Ratio of Total Assets to Total Liabilities	_____	_____	_____
Expenses per Dollar Income	_____	_____	_____
<u>SIZE</u>			
Work Units* - Crops	_____	_____	_____
Livestock	_____	_____	_____
Other	_____	_____	_____
Total Farm Capital	_____	_____	_____

*One work unit equals one ten hour day

FARM EARNINGS

There are three earnings statements contained in this report. Tables two and six are earnings statements with a cash basis. Table two shows the labor earnings to the farm. "Labor earnings" is the amount that would be left as a salary to the farm operator if he paid hired man's wages for the labor of other members of the family and five per cent interest on all capital used.

The third earnings statement, table 3, is an enterprise or accrual earnings statement. The principle difference between cash earnings statements, table 2 and 6, and the enterprise statement, table 3, is the method of handling the increase or decrease in the value of farm capital. In the cash statement the increase or decrease in farm capital is entered as one item. In the enterprise statement, the net change in the inventory of farm capital has been included in each enterprise in order to compute "total expenses and net decreases" by enterprises.

RETURNS TO CAPITAL

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

WHAT IS THE CAPITAL INVESTMENT PICTURE IN OUR FARM BUSINESS?

Table 1. Summary of Farm Inventories, 1968

Items	Average of 279 Farms	
	Jan. 1	Dec. 31
Size of farm - Total acres	556.4	
- Tillable acres	449.6	
Work units - crops	165.43	
- livestock	174.17	
- other	5.30	
Total size of business in work units	344.90	
Number of workers	1.4	
Farm capital investment per worker	41460	
PRODUCTIVE LIVESTOCK		
Dairy cows	3154	3208
Other dairy cattle	1701	1857
Beef breeding cattle	1983	1981
Beef feeder cattle	1556	1619
Hogs	464	491
Sheep (incl. feeders)	369	315
Poultry (incl. turkeys)	179	141
Other productive livestock	60	52
TOTAL PRODUCTIVE LIVESTOCK	\$ 9466	\$ 9664
CROP, SEED AND FEED	5929	7002
POWER, MACHINERY AND EQUIPMENT		
Auto and truck (farm share)	1321	1546
Power and machinery	7347	9184
Livestock equipment	1255	1247
TOTAL POWER, MACHINERY AND EQUIPMENT	\$ 9923	\$11977
LAND	21936	22950
BUILDINGS, FENCES, ETC.	6797	7219
TOTAL FARM CAPITAL	\$54101	\$58812

Table 1. Summary of Farm Inventories, 1968

Items	55 high farms		55 low farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Size of farm - Total acres	841.2		480.2	
- Tillable acres	692.6		377.6	
Work units - crops	276.40		127.42	
- livestock	247.50		91.76	
- other	14.30		1.50	
Total size of business in work units	538.20		220.68	
Number of workers	1.9		1.2	
Farm capital investment per worker	51017		34428	
PRODUCTIVE LIVESTOCK				
Dairy cows	4729	4732	1281	1316
Other dairy cattle	2495	2841	630	597
Beef breeding cattle	2998	3183	1901	1789
Beef feeder cattle	3415	3673	1242	741
Hogs	587	729	188	206
Sheep (incl. feeders)	176	121	648	357
Poultry (incl. turkeys)	156	105	245	56
Other productive livestock				
Total productive livestock	\$14556	\$15384	\$ 6135	\$ 5062
CROP, SEED AND FEED	10730	13606	3517	3110
POWER, MACHINERY AND EQUIPMENT				
Auto and truck (farm share)	1723	2072	1126	1166
Power and machinery	13831	16988	4903	5589
Livestock equipment	2642	2572	299	291
Total power, machinery and equip.	\$18196	\$21632	\$ 6328	\$ 7046
LAND	29909	30539	18708	18838
BUILDINGS, FENCES, ETC.	11598	12185	4205	4367
Total Farm Capital	\$84989	93346	\$38893	\$38423

Table 2A, Whole Farm Summary of Cash Receipts, 1968

Items	Average of 279 farms	55 most prof. farms	55 least prof. farms
SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
Dairy cows	\$ 926	\$ 1323	\$ 335
Dairy products	6586	11111	1726
Other dairy cattle	775	899	380
Beef breeding cattle	808	631	915
Beef feeder cattle	2389	4903	1714
Hogs complete	697	1279	67
Hogs finishing	281	99	
Hogs producing weaning pigs	242	464	298
Sheep and wool, farm flock	368	263	774
Sheep and wool, feeder lambs	76		3
Chickens (incl. hens and broilers)	72	30	6
Turkeys	376	10	53
Eggs	535	662	529
Other productive livestock	40		
TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$14171	\$21674	\$ 6800
SALE OF CROPS			
Corn	90	194	2
Soybeans, flax, sunflowers	992	1836	589
Wheat, oats, barley, rye	5662	11659	3761
Potatoes, sugar beets, other crops	628	2708	27
Hay, silage and other crops	343	544	195
Diverted acre payment	183	315	113
TOTAL SALES FROM CROPS	\$ 7898	\$17256	\$ 4687
Capital assets sold	651	2188	807
Gas tax refund	126	138	89
Income from work off the farm	253	608	52
Patronage refunds	246	426	133
Miscellaneous farm income	365	709	200
Total farm sales (1)	\$23710	\$43049	\$ 12768
Increase in farm capital (2)	4712	8357	
Family living from the farm (3)	301	355	180
TOTAL FARM RECEIPTS (1)±(2)±(3)	\$28723	\$51761	\$ 12948

Table 2b., Whole Farm Summary of Cash Expenses, 1968

ITEMS	Average of 279 farms	55 most prof. farms	55 least prof. farms
PURCHASE OF LIVESTOCK			
Dairy cows	\$ 190	\$ 199	\$ 239
Other dairy cattle	87	109	24
Beef breeding cattle	68	68	14
Beef feeder cattle	925	1471	342
Hogs complete	33	56	20
Hogs finishing	52	1	
Hogs producing weaning pigs	22	11	1
Sheep, farm flock	36	19	70
Sheep, feeder lambs	31		
Chickens, Incl. hens and broilers)	9		1
Turkeys	158	53	
Other productive livestock	27		
Miscellaneous livestock expense	413	671	125
Feed bought	2283	3315	1125
Fertilizer	1434	2756	764
Chemicals	32	60	26
Other crop expense	1260	2557	749
Custom work hired	858	1315	637
Repair & upkeep of livestock equipment	152	259	76
Repair & upkeep of farm real estate	226	284	182
Gas, oil, grease bought (farm share)	1214	1768	901
Repair & operation of mach, tractor, truck, & auto (f.s.)	1257	2107	902
Wages of hired labor	783	1721	357
Personal property & real estate taxes	527	824	414
General farm expense	315	552	190
Telephone expense (farm share)	80	96	63
Electricity expense (farm share)	292	404	190
TOTAL CASH OPERATING EXPENSE	\$12764	\$20676	\$ 7412
Power, crop and gen. mach. bought (f.s.)	3889	6767	2160
Livestock equipment bought	212	326	44
New real estate & improvement	2217	2606	1460
TOTAL FARM PURCHASES	\$19082	\$30375	\$11076
Decrease in farm capital			468
Interest on farm capital	2822	4458	1932
Unpaid family labor	200	162	288
Labor charge for partners & other operators	204	512	65
Board furnished hired labor	67	109	11
TOTAL FARM EXPENSE	\$22375	\$35616	\$13846
Labor earnings (whole farm)	\$ 6350	\$16145	\$(-894)
Number of operators	1	1	1

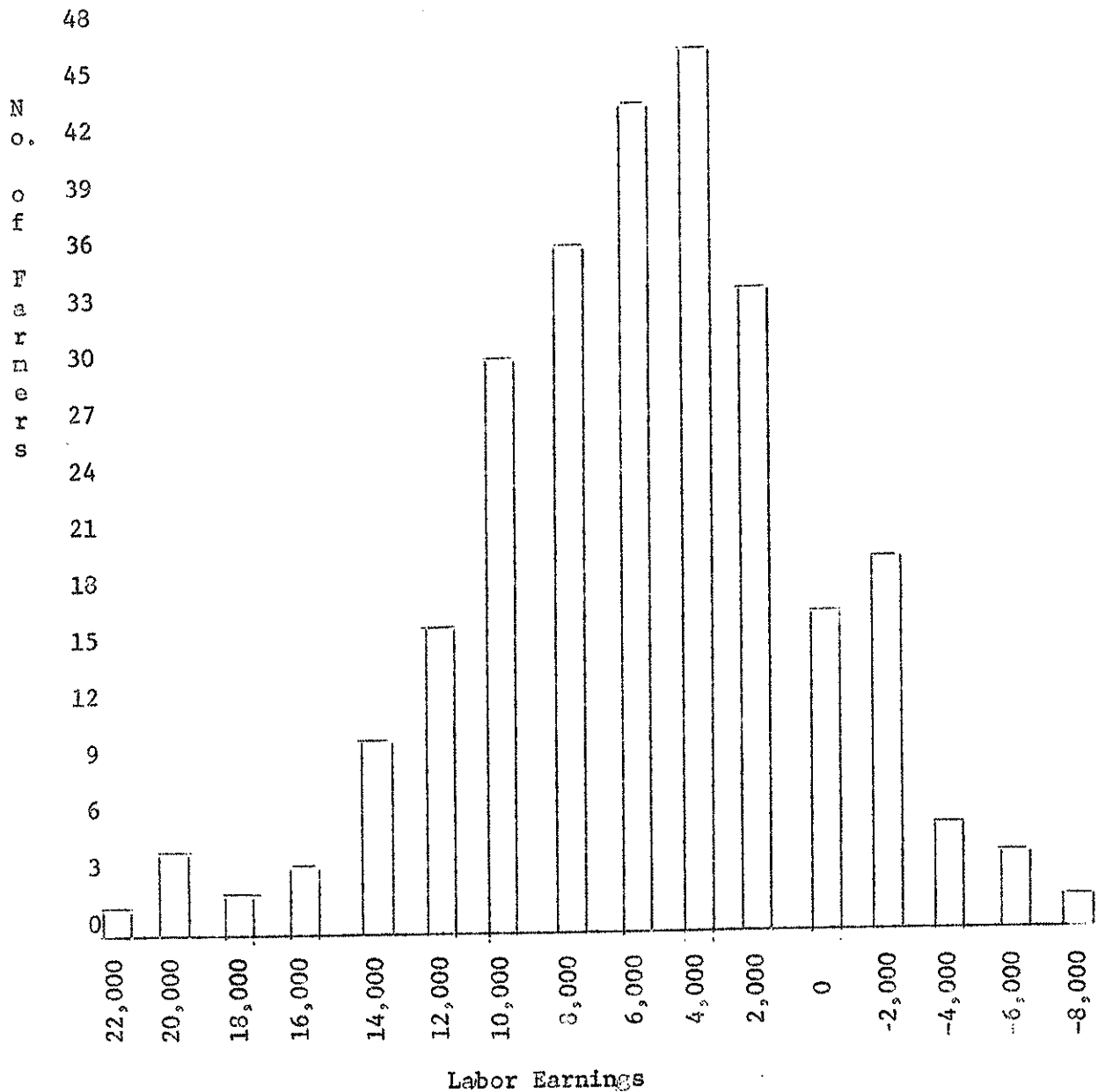
WHAT IS THE VALUE PRODUCED BY EACH ENTERPRISE?

Table 3. Summary of Farm Earnings (Enterprise Statement), 1968

ITEMS	Average of 279 farms	55 most prof. farms	55 least prof. farms
<u>RETURNS AND NET INCREASES</u>			
Productive livestock			
Dairy cattle	\$ 6836	\$11430	\$ 1780
Other dairy cattle	1835	2759	591
Beef breeding cattle	1049	1508	941
Feeder cattle	1181	2609	764
Complete hog enterprise	727	1423	83
Hog finishing enterprise	173	46	
Producing weaning pigs	261	464	293
Farm flock of sheep	276	189	418
Feeder lambs	42		3
Chickens (incl. hens and broilers)	239	434	406
Turkeys	541	165	(-4)
Other productive livestock	6		
ALL PRODUCTIVE LIVESTOCK	\$13166	\$21027	\$ 5275
Value of feed fed to livestock	6276	9468	3331
Return over feed from livestock	6890	11559	1944
Crop, seed and feed	10106	20756	4870
Income from labor off the farm	106	286	30
Cooperative patronage refunds	246	426	133
Miscellaneous farm income	365	709	200
 TOTAL RETURNS AND NET INCREASES	 \$17713	 \$33736	 \$ 7177
<u>EXPENSES AND NET DECREASES</u>			
Truck and auto (farm share)	\$ 1224	\$ 1779	\$ 895
Tractors and crop machinery	3233	5427	2587
Electricity	292	404	190
Livestock equipment	367	622	122
Buildings, fences, and tiling	887	1600	624
Bare land	(-349)	(-1820)	
Misc. livestock expenses	413	671	125
Labor	1351	2465	863
Labor charge for other operator (s)	204	512	65
Property tax	527	824	414
General farm expense and telephone	395	648	253
Interest on farm capital	2822	4458	1932
 TOTAL EXPENSES AND NET DECREASES	 \$11366	 \$17590	 \$ 8070
Labor earnings	\$ 6347	\$16146	\$(-893)
Number of farm operators	1	1	1

RANGE IN EARNINGS

Every study of farm earnings shows a wide variation in earnings among farmers in a given year (Fig. 1). The average operator's earnings of those farmers ranking in the upper 20 per cent of the range according to earnings was \$16,145 and of those in the lower 20 per cent was \$ -894 . This is a range of \$15,251 between the average earnings. Some of the causes for these differences, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. The more important management factors affecting earnings are as follows: 1) crop yield 2) returns from livestock 3) amount of livestock 4) size of business 5) work units per worker 6) control over expenses. These factors vary from year to year in their relative influence on earnings.



HOUSEHOLD AND PERSONAL EXPENSES AND RECEIPTS

Household and personal accounts are important if the family is to manage its financial affairs wisely. The household and personal expenses and receipts are presented in Table 4.

Table 4. Household and Personal expenses, 1968

ITEMS	Average of 143 farms	20% most prof. farms	20% least prof. farms
Number of persons - family	5	6	5
Number of adult equivalent - family	4.0	4.5	3.9
Church and welfare	\$ 187	321	133
Medical care and health insurance	507	573	418
Food and meals bought	1207	1487	1149
Operating expense and supplies	332	461	359
Furnishings and equipment	349	567	262
Clothing and clothing materials	425	572	378
Personal care, personal spending	217	275	274
Education	239	382	195
Recreation	35	25	31
Gifts and special events	137	177	144
Pers. share truck and auto exp.	173	175	188
Oper. share upkeep on dwelling	152	114	107
Pers. share tel. and elect. expense	111	134	105
TOTAL CASH LIVING EXPENSES	\$ 4071	\$ 5263	\$ 3743
Pers. share new truck and auto	142	136	98
New dwelling bought	452	534	172
Taxes and other deductions	250	425	120
Life ins. other savings and investments	449	1142	104
TOTAL HOUSEHOLD AND PERSONAL	\$ 5364	\$ 7500	\$ 4237
TOTAL FAMILY LIVING FROM THE FARM	308	472	179
TOTAL CASH AND NON-CASH EXPENSES	\$ 5672	\$ 7972	\$ 4416

FAMILY LIVING FROM THE FARM

Milk and cream	104	166	47
Beef	183	293	109
Pork	16	13	14
Lamb	2		7
Poultry	1		1
Eggs	2		2
TOTAL FAMILY LIVING FROM THE FARM	\$ 308	\$ 472	\$ 180

NET WORTH

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

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

Table 5. Net Worth Statement, 1968, For Those Farmers Who Kept A Complete Record of all Assets and Liabilities.

ITEMS	Jan. 1	Dec. 31
Total productive livestock	\$ 9625	\$ 9660
Crop, seed and feed	5177	6275
Total power, machinery and equipment	8948	10689
Land	20593	21547
Buildings, fences, etc.	7093	7642
Total farm capital	51436	55813
Non-farm assets	5945	6789
Dwelling	4284	4747
TOTAL ASSETS	\$61665	\$67349
Real estate mortgages	13167	13927
Chattel mortgages	8608	9118
Notes	2229	2991
Accounts payable	1315	1644
TOTAL LIABILITIES	\$25319	\$27680
FARMERS NET WORTH	\$36346	\$39669
GAIN OR (LOSS) IN NET WORTH		\$ 3323

SUPPLEMENTARY MANAGEMENT INFORMATION

Operators labor earnings	\$ 4927	
Return to capital and family labor	6391	
Non-farm income		
Outside investment income	25	
Other personal income & income tax refund	1661	
TOTAL NON-FARM INCOME	\$ 1686	
Total money borrowed	13257	
Total paid on debt (principal)	10877	
Total household & personal cash exp. (	5673	
Ratio total farm Exp. to total farm rec.	.823	
Ratio total assets to total liabilities	Jan 2.436	Dec 2.433
Ratio non-real est. assets-non-real est. liab.	2.44	2.43
Ratio real estate assets to real estate liab.	2.43	2.44
Ratio net worth to total liabilities	1.44	1.43
Ratio cash operating exp. to adj. total farm sales		.67

Table 5a. Net Worth Statement for 29 High Farms, 1968

ITEMS	Jan. 1	Dec. 31
Total productive livestock	\$ 15854	\$ 17340
Crop, seed and feed	6462	8581
Total power, machinery and equipment	12607	15359
Land	26235	27401
Buildings, fences, etc.	14171	14548
Total Farm Capital	75329	83229
Non-farm assets	6691	8630
Dwelling	6263	6965
TOTAL ASSETS	\$ 88283	\$ 98824
Real estate mortgages	18233	18106
Chattel mortgages	14445	15748
Notes	3429	4601
Accounts payable	622	794
TOTAL LIABILITIES	\$ 36729	\$ 39249
FARMERS NET WORTH	\$ 51554	\$ 59575
GAIN OR (LOSS) IN NET WORTH		\$ 8021

SUPPLEMENTARY MANAGEMENT INFORMATION

Operators labor earnings	\$ 12083	
Return to capital and family labor	14052	
Non-farm income		
Outside investment income		
Other personal income & income tax ref.	1209	
TOTAL NON-FARM INCOME	\$ 1209	
Total money borrowed	19592	
Total paid on debt (principal)	17032	
Total household & personal cash exp.	7972	
Ratio total farm expenses to total farm rec.	.728	
Ratio total assets to total liabilities	Jan 2.404	Dec. 2.518
Ratio non-real est. assets-non-real est liab.	2.25	2.36
Ratio real estate assets to real est. liab.	2.56	2.70
*Ratio cash operating exp. to adj. total farm sales		.62
Ratio Net worth to total liabilities	1.40	1.52

*Adj. total farm sales does not include sale of capital assets

Table 5b. Net Worth Statement for 29 Low Farms, 1968

ITEMS	Jan. 1	Dec. 31
Total productive livestock	\$ 5932	\$ 4599
Crop, seed and feed	4738	4194
Total power, machinery and equipment	8528	9394
Land	23756	24496
Buildings, fences, etc.	5586	5810
Total Farm Capital	48540	48493
Non-farm assets	9280	9473
Dwelling	3741	4051
TOTAL ASSETS	\$ 61561	\$ 62017
Real estate mortgages	16544	17097
Chattel mortgages	5259	5065
Notes	2804	3365
Accounts payable	1824	2070
TOTAL LIABILITIES	\$ 26431	\$ 27597
FARMERS NET WORTH	\$ 35130	\$ 34420
GAIN OR (LOSS) IN NET WORTH		\$ (-710)
SUPPLEMENTARY MANAGEMENT INFORMATION		
Operators labor earnings	\$ (-1744)	
Return to capital and family labor	(-286)	
Non-farm income		
Outside investment income	30	
Other personal income & income tax refund	3722	
TOTAL NON-FARM INCOME	\$ 3752	
Total money borrowed	9113	
Total paid on debt (principal)	7964	
Total household & personal cash expense	4417	
Ratio total farm expenses to total farm receipts	1.099	
Ratio total assets to total liabilities	Jan 2.329	Dec 2.247
Ratio non-real est. assets-non-real est. liab.	2.88	2.63
Ratio real estate assets to real estate liab.	2.00	2.01
Ratio net worth to total liabilities	1.33	1.25
*Ratio cash operating exp. to adj. total farm sales		.75

*Adj. total farm sales does not include sale of capital assets

Table 6a. Operator's Share of Cash Receipts, 1968

	Average 143 farms	29 High farms	29 Low farms
SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
Dairy cows	\$ 923	\$ 1643	\$ 381
Dairy products	6595	13706	1454
Other dairy cattle	776	1423	293
Beef breeding cattle	577	537	544
Beef feeder cattle	2733	6278	2354
Hogs complete	607	178	
Hogs finishing	304		488
Hogs producing weaning pigs	163	449	247
Sheep and wool, farm flock	336	60	586
Sheep and wool, feeder lambs	100		4
Chickens (incl. hens and broilers)	112		11
Turkeys	730		101
Eggs	438		1004
Other productive livestock	79		
TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 14473	\$ 24274	\$ 7467
SALE OF CROPS			
Corn	104	369	84
Soybeans, flax, sunflowers	949	1698	860
Wheat, oats, barley, rye	4629	5852	4838
Potatoes, sugar beets, other crops	144	46	
Hay, silage and other crops	269	330	193
Diverted acre payment	116	87	88
TOTAL SALES FROM CROPS	\$ 6211	\$ 8382	\$ 6063
Capital assets sold	240	257	682
Gas tax refund	126	147	79
Income from work off the farm	224	545	39
Patronage refunds	241	294	174
Miscellaneous farm income	398	713	293
TOTAL FARM SALES	\$ 21913	\$ 34612	\$14797
Increase in farm capital	4376	7898	
Family living from the farm	308	472	179
TOTAL FARM RECEIPTS	\$ 26597	\$ 42982	\$14976
Adjusted total farm sales	21673	34355	14115
Total cash farm operating expense	14412	21366	10571
Net cash operating income	\$ 7261	\$ 12989	\$ 3544

Table 6b. Operators Share of Cash Expenses

	Average 143 farms	29 High Farms	29 Low Farms
PURCHASE OF LIVESTOCK			
Dairy cows	\$ 232	\$ 345	\$ 373
Other dairy cattle	101	102	26
Beef breeding cattle	28	23	12
Beef feeder cattle	953	2956	568
Hogs complete	17	4	34
Hogs finishing	26		92
Hogs producing weaning pigs	12	3	
Sheep, farm flock	18		48
Sheep, feeder lambs	58		4
Chickens	18		1
Turkeys	155		
Other productive livestock	53		
Miscellaneous livestock expense	422	733	133
Feed bought	2454	2856	1642
Fertilizer	1291	1755	981
Chemicals	18	11	44
Other crop expense	1228	1999	700
Custom work hired	854	1286	670
Repair & upkeep of livestock equip.	149	202	72
Repair & upkeep of farm real estate	262	310	271
Gas, oil, grease bought (farm share)	1171	1416	1003
Repair & oper. of mach, tractor, truck, auto(fs)	1206	1692	926
Wages of hired labor	702	1172	551
Personal property & real estate taxes	473	691	467
Cash rent	406	617	197
General farm expense	328	603	229
Telephone expense (farm share)	80	87	72
Electricity expense (farm share)	292	384	206
Interest expense	1407	2117	1248
TOTAL CASH OPERATING EXPENSE	\$ 14414	\$ 21364	\$ 10570
Power, crop & general mach. bought (f.s.)	3307	4740	2428
Livestock equipment bought	247	479	30
New real estate & improvements	2147	2186	2184
TOTAL FARM PURCHASES	\$ 20115	\$ 28769	\$ 15212
Decrease in farm capital			46
Interest on farm capital	1274	1847	1178
Unpaid family labor	190	122	280
Board furnished hired labor	91	159	3
TOTAL FARM EXPENSE	\$ 21670	\$ 30897	\$ 16719
Labor earnings (operators share)	\$ 4927	\$ 12083	\$ (-1744)
Return to capital and family labor	\$ 6391	\$ 14052	\$ (-286)

Table 8. Measures of Farm Organization, 1968

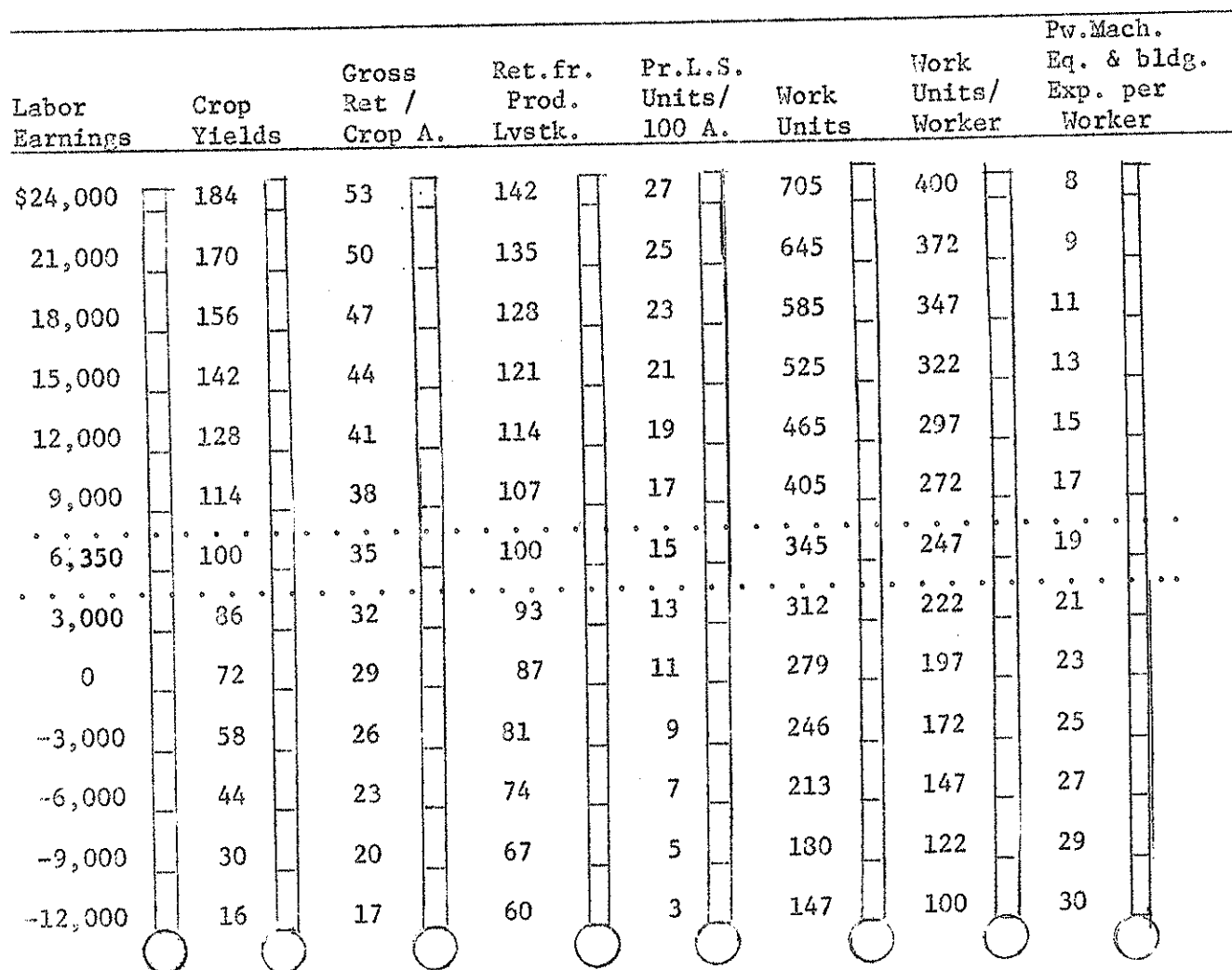
	Average 279 Farms	55 High Farms	55 Low Farms
Labor earnings	\$ 6350	\$ 16145	\$ (-894)
Crop yields - index	99	131	16
Percent tillable land in H.R. crops			
Gross return per till. acre (excl. pasture)	\$ 35.20	\$ 47.41	\$ 25.23
Return for \$100 to prod. livestock-index	99	106	88
Livestock units per 100 acres*	15.4	15.6	13.2
Size of business - work units	344.8	538.1	220.6
Work units per worker	246.6	295.5	185.4
Power, mach., equip., bldg., exp. per work unit	19.32	19.53	25.16
Farm capital investment per worker	\$ 41460	\$ 51017	\$ 34428
INDEX OF RETURN FOR \$100 FEED FROM			
Complete hog enterprise	100	97	76
Hog finishing enterprise	100	82	
Producing weaning pigs	100	95	77
Dairy cattle	100	106	67
Other dairy	100	101	99
All dairy and dual purpose cattle	100	105	73
Beef breeding cattle	100	106	102
Beef feeder cattle	100	107	83
Sheep farm flock	101	154	75
Feeder lambs	100		
Chickens-laying flock	100	117	120
Chickens-Broilers			
Turkeys-laying flock	100		
Turkey-poults	100		
Other productive livestock			
Number of animal units	5.2	7.9	3.3
WORK UNITS			
Crops	165.4	276.4	127.4
Productive livestock	174.1	247.5	91.7
Other productive work units	5.3	14.3	1.5
Expenses per work unit			
Tractor and crop machinery expense	\$ 10.53	\$ 10.64	\$ 15.03
Farm share of auto & truck expense	\$ 4.10	\$ 3.52	\$ 5.13
Farm share of electricity expense	\$.91	\$.73	\$ 1.02
Livestock equipment expense	\$.99	\$ 1.04	\$.61
Building, fencing and tiling expense	\$ 2.77	\$ 3.59	\$ 3.34
Tractor and crop mach. exp. per crop acre**	\$ 8.21	\$ 9.04	\$ 8.93

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

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

THERMOMETER CHART

Your standing with respect to the various measures of farm organization and management efficiency are indicated in the thermometers below. The averages for the 279 farmers included in this summary are located between the dotted lines across the center of this page.



LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

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

No. of factors in which farmers excelled	No. of farms	0	3000	6000	9000	12000	15000	
0 or 1	53	///						465
2 or 3	92	//////////						5445
4 or 5	92	////////////////////						7755
6 or 7	37	////////////////////////////////////						12374

This table indicates that it may be worth while for each co-operator to study carefully his ranking on pages 15 and 16 and learn his standing with respect to each of the above factors and the elements of strength and weakness in his farm business.

CROP ANALYSIS

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

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

Table 9. Crop Production, 1968

	Unit	Acres	Yield per acre
Oats and mixtures	Bus.	111.4	55.5
Oats silage	Ton	1.0	6.0
Wheat	Bus	42.9	65.2
Barley	Bus	48.6	45.0
Flax	Bus	22.1	25.6
Rye	Bus	19.7	26.0
TOTAL SMALL GRAIN		245.7	
Corn grain and seed corn	Bus	9.1	46.6
Soybeans-Grain	Bus	4.5	14.9
Corn and cane silage	Ton	12.9	7.8
Potatoes	Cwt	2.4	123.8
Sugar beets	Ton	1.4	12.9
Sunflowers	Cwt	5.2	10.0
Other cultivated crops	\$	1.7	40.59
TOTAL CULTIVATED CROPS		37.6	
Alfalfa hay	Ton	53.3	2.2
Other legume hay and mixtures	Ton	15.2	1.3
Tame grass hay	Ton	2.2	.9
Annual hay	Ton	.4	2.5
Legume and grass silage	Ton	1.2	5.0
Legume seed	lbs.	3.4	144.7
Grass seed	lbs.	5.0	193.8
TOTAL HAY		80.7	
Alfalfa and mixed pasture		12.4	
Other legume pasture		10.2	
Other tillable pasture		7.4	
TOTAL TILLABLE PASTURE		30.0	
Diverted acres income	\$	37.7	2.12
Summer fallow - Tilled		10.4	
Other tillable land idle		7.2	
TOTAL TILLABLE LAND		449.3	
Wild hay	\$	3.6	.56
Non-tillable pasture		40.0	
Timber	\$	19.4	.26
Roads and waste		29.4	
Farmstead		14.6	
TOTAL ACRES IN FARM		556.3	

SUPPLEMENTARY MANAGEMENT INFORMATION

Per cent land tillable	80.8
Per cent in high return crops	
*Fertilizer cost per acre	3.42
*Crop chemicals per acre	.08
*Seed and other costs per acre	3.00
*Gas,oil,grease bought per acre, crop machinery	2.00

*Tillable land minus pasture

Table 10. Crop Data for Oats and Mixtures, 1968

	Average 260 Farms Per Acre	130 High Farms Per Acre	130 Low Farms Per Acre
Acres	116.1	112.8	119.3
Yield/acre	55.1	70.6	40.5
Value/unit	.56	.56	.55
Gross return	31.09	40.81	21.37
SUPPLEMENTAL COSTS			
Fertilizer	3.78	4.03	3.55
Chemicals, seed & other	2.84	3.20	2.52
Hired labor	.19	.38	.
Custom work	.57	.66	.48
TOTAL SUPPLEMENTAL COSTS	7.38	8.27	6.55
Return over supplemental costs	23.71	32.54	14.82
ALLOCATED COSTS			
Power and crop machinery expense	6.39	6.54	6.57
Land cost	6.12	7.38	4.94
Miscellaneous costs	.02		.03
TOTAL ALLOCATED COSTS	12.53	13.92	11.54
TOTAL COSTS	19.91	22.19	18.09
Per Unit	.36	.31	.45
RETURN OVER TOTAL COSTS	11.18	18.62	3.28

Table 10. Crop Data for Oats Silage, 1968

	10 Farms	5 Farms	5 Farms
Acres	26.7	20.2	33.2
Yield/acre	6.3	9.7	4.1
Value/unit	5.50	6.40	4.60
Gross return	37.61	55.18	20.04
SUPPLEMENTAL COSTS			
Fertilizer	3.78	2.57	4.55
Chemicals, seed & other	2.40	2.67	2.23
Hired labor			
Custom work			
TOTAL SUPPLEMENTAL COSTS	6.18	5.24	6.78
Return Over Supplemental Costs	31.43	49.94	13.26
ALLOCATED COSTS			
Power and crop machinery expense	8.52	8.72	8.76
Land cost	6.89	6.93	6.87
Miscellaneous costs			
TOTAL ALLOCATED COSTS	15.41	15.65	15.63
TOTAL COSTS	21.59	20.89	22.41
Per Unit	3.45	2.15	5.43
RETURN OVER TOTAL COSTS	16.02	34.29	(-2.37)

Table 10. Crop Data for Rye, 1968

	Average 20 Farms Per Acre	10 High Farms Per Acre	10 Low Farms Per Acre
Acre	153.0	261.1	44.8
Yield/acre	8.2	2.2	43.3
Value/unit	.87	.88	.85
Gross return	25.87	15.41	36.32
SUPPLEMENTAL COSTS			
Fertilizer	.59	.07	3.66
Chemicals, seed & other	.49	.23	1.99
Hired labor			
Custom work	.08	.08	.11
TOTAL SUPPLEMENTAL COSTS	1.16	.38	5.76
Return over supplemental costs	24.71	15.03	30.56
ALLOCATED COSTS			
Power and crop machinery expense	6.39	6.57	6.54
Land cost	2.14	.95	9.13
Miscellaneous costs			
TOTAL ALLOCATED COSTS	8.53	7.52	15.67
TOTAL COSTS	9.69	7.90	21.43
Per Unit	1.18	3.61	.50
RETURN OVER TOTAL COSTS	16.18	7.51	14.89

Table 10. Crop Data for Wheat, 1968

	215 Farms	107 Farms	107 Farms
Acres	50.4	53.0	47.3
Yield/acre	29.1	37.3	20.0
Value/unit	1.57	1.61	1.53
Gross return	45.44	60.59	30.29
SUPPLEMENTAL COSTS			
Fertilizer	4.62	4.91	4.33
Chemicals, seed & other	4.33	4.87	3.70
Hired labor	.06	.13	
Custom work	.71	.68	.76
TOTAL SUPPLEMENTAL COSTS	9.72	10.59	8.79
Return over supplemental costs	35.72	50.00	21.50
ALLOCATED COSTS			
Power and crop machinery expense	6.39	6.54	6.57
Land cost	7.12	3.32	5.84
Miscellaneous costs		.02	
TOTAL ALLOCATED COSTS	13.51	14.88	12.41
TOTAL COSTS	23.23	25.47	21.20
Per Unit	.80	.68	1.06
RETURN OVER TOTAL COSTS	22.21	35.12	9.09

Table 10. Crop Data for Barley, 1968

	Average 140 Farms Per Acre	70 High Farms Per Acre	70 Low Farms Per Acre
Acres	90.5	110.2	70.8
Yield/acre	44.7	53.8	30.5
Value/unit	.84	.88	.81
Gross return	34.88	46.51	23.24
SUPPLEMENTAL COSTS			
Fertilizer	4.61	4.97	4.04
Chemicals, seed & other	3.73	3.97	3.34
Hired labor	.11	.17	
Custom work	.52	.46	.61
TOTAL SUPPLEMENTAL COSTS	8.97	9.57	7.99
Return over supplemental costs	25.91	36.94	15.25
ALLOCATED COSTS			
Power and crop machinery expense	6.39	6.54	6.57
Land cost	7.67	8.50	6.36
Miscellaneous costs	.03		.10
TOTAL ALLOCATED COSTS	14.09	15.04	13.03
TOTAL COSTS	23.06	24.61	21.02
Per Unit	.52	.46	.69
RETURN OVER TOTAL COSTS	11.82	21.90	2.22

Table 10. Crop Data for Diverted Acres, 1968

	132 Farms	66 Farms	66 Farms
Acres	66.3	75.3	57.2
Yield/acre	2.44		5.66
Value/unit	1.00	1.00	1.00
Gross return	4.34		8.68
SUPPLEMENTAL COSTS			
Fertilizer	.04	.05	
Chemicals, seed & other	.04	.05	.02
Hired labor	.11		.26
Custom work	.02	.03	
TOTAL SUPPLEMENTAL COSTS	.21	.13	.28
Return over supplemental costs	4.13	(-.13)	8.40
ALLOCATED COSTS			
Power and crop machinery expense	4.26	4.38	4.36
Land cost	6.90	6.69	7.16
Miscellaneous costs			
TOTAL ALLOCATED COSTS	11.16	11.07	11.52
TOTAL COSTS	11.37	11.20	11.80
RETURN OVER TOTAL COSTS	(-7.03)	(-11.20)	(-3.12)

Table 10. Crop Data for Soybeans-Grain, 1968

	Average 17 Farms Per Acre	8 High Farms Per Acre	8 Low Farms Per Acre
Acres	42.2	44.1	38.6
Yield/ acre	14.1	18.0	9.5
Value/unit	2.28	2.31	2.28
Gross return	31.94	42.85	20.92
SUPPLEMENTAL COSTS			
Fertilizer	.85	.73	1.14
Chemicals, seed & other	6.00	5.44	6.84
Hired labor			
Custom work	.81	1.59	.05
TOTAL SUPPLEMENTAL COSTS	7.66	7.76	8.03
Return over supplemental costs	24.28	35.09	12.89
ALLOCATED COSTS			
Power and crop machinery expense	9.59	9.81	9.86
Land cost	9.00	10.48	7.44
Miscellaneous costs			
TOTAL ALLOCATED COSTS	18.59	20.29	17.30
TOTAL COSTS	26.25	28.05	25.33
Per Unit	1.86	1.56	2.68
RETURN OVER TOTAL COSTS	5.69	14.80	(-4.41)

Table 10 Crop Data for Flax, 1968

	71 Farms	35 Farms	35 Farms
Acres	49.3	46.0	51.6
Yield/acre	7.9	12.1	4.1
Value/unit	2.66	2.79	2.52
Gross return	22.74	35.25	10.33
SUPPLEMENTAL COSTS			
Fertilizer	1.36	1.76	.97
Chemicals, seed & other	3.45	3.84	3.10
Hired labor	.02		.02
Custom work	.69	.85	.52
TOTAL SUPPLEMENTAL COSTS	5.52	6.45	4.61
Return over supplemental costs	17.22	28.80	5.72
ALLOCATED COSTS			
Power and crop machinery expense	6.39	6.54	6.57
Land cost	6.06	7.24	5.21
Miscellaneous costs			
TOTAL ALLOCATED COSTS	12.45	13.78	11.78
TOTAL COSTS	17.97	20.23	16.39
Per Unit	2.26	1.67	3.99
RETURN OVER TOTAL COSTS	4.77	15.02	(-6.06)

Table 10. Crop Data for Sugar Beets, 1968

	Average 5 Farms Per Acre	2 High Farms Per Acre	2 Low Farms Per Acre
Acres	80.8	57.0	65.0
Yield/acre	12.4	15.3	7.6
Value/unit	16.11	16.03	16.11
Gross return	196.85	243.28	133.32
SUPPLEMENTAL COSTS			
Fertilizer	10.45	11.96	6.40
Chemicals, seed & other	4.34	3.11	3.75
Hired labor	22.45	8.77	27.82
Custom work	2.48		4.63
TOTAL SUPPLEMENTAL COSTS	40.22	23.84	42.60
Return over supplemental costs	156.63	219.44	90.72
ALLOCATED COSTS			
Power and crop machinery expense	42.60	43.60	43.80
Land cost	12.23	12.19	22.15
Miscellaneous costs			
TOTAL ALLOCATED COSTS	54.83	55.79	65.95
TOTAL COSTS	95.05	79.63	108.55
Per unit	7.66	5.21	14.20
RETURN OVER TOTAL COSTS	101.80	163.65	24.77

Table 10. Crop Data for Corn for Grain, 1968

	65 Farms	32 Farms	32 Farms
Acres	35.9	30.0	42.6
Yield/acre	48.0	67.1	34.6
Value/unit	1.00	.97	1.02
Gross return	52.23	67.63	36.85
SUPPLEMENTAL COSTS			
Fertilizer	6.66	8.63	5.28
Chemicals, seed & other	6.49	8.43	5.12
Hired Labor			
Custom work	1.39	.60	1.95
TOTAL SUPPLEMENTAL COSTS	14.54	17.66	12.35
Return over supplemental costs	37.69	50.02	24.50
ALLOCATED COSTS			
Power and crop machinery expense	11.72	11.99	12.05
Land cost	9.36	10.20	8.78
Miscellaneous costs			
TOTAL ALLOCATED COSTS	21.08	22.19	20.83
TOTAL COSTS	35.62	39.85	33.18
Per Unit	.74	.59	.96
RETURN OVER TOTAL COSTS	16.61	27.83	3.67

Table 10. Crop Data for Corn Silage, 1968

	Average 128 Farms Per Acre	64 High Farms Per Acre	64 Low Farms Per Acre
Acres	27.4	26.6	28.1
Yield/acre	7.9	10.9	5.1
Value/unit	5.86	6.16	5.56
Gross return	48.69	69.26	28.11
SUPPLEMENTAL COSTS			
Fertilizer	5.55	5.97	5.20
Chemicals, seed & other	4.56	5.36	3.80
Hired labor	.04		.04
Custom work	.99	.95	1.07
TOTAL SUPPLEMENTAL COSTS	11.14	12.28	10.11
Return over supplemental costs	37.55	56.98	18.00
ALLOCATED COSTS			
Power and crop machinery expense	17.04	17.44	17.52
Land cost	7.13	7.53	6.73
Miscellaneous costs	.04	.08	
TOTAL ALLOCATED COSTS	24.21	25.05	24.25
TOTAL COSTS	35.35	37.33	34.36
Per Unit	4.46	3.41	6.75
RETURN OVER TOTAL COSTS	13.34	31.93	(-6.25)

Table 10. Crop Data for Potatoes, 1968

	4 Farms	2 Farms	2 Farms
Acres	168.5	215.0	122.0
Yield/acre	123.0	132.0	107.1
Value/unit	1.37	1.17	1.58
Gross return	163.39	157.48	169.30
SUPPLEMENTAL COSTS			
Fertilizer	15.53	11.70	22.44
Chemicals, seed & other	44.12	34.31	61.42
Hired labor	12.26	13.53	10.04
Custom work	5.55	4.34	7.69
TOTAL SUPPLEMENTAL COSTS	77.51	63.88	101.59
Return over supplemental costs	85.88	93.60	67.71
ALLOCATED COSTS			
Power and crop machinery expense	63.90	65.40	65.70
Land cost	9.72	8.32	12.17
Miscellaneous costs			
TOTAL ALLOCATED COSTS	73.62	73.72	77.87
TOTAL COSTS	151.13	137.60	179.46
Per Unit	1.23	1.04	1.68
RETURN OVER TOTAL COSTS	12.26	19.83	(-10.16)

Table 10. Crop Data for Sunflowers, 1968

	Average 19 Farms Per Acre	9 High Farms Per Acre	9 Low Farms Per Acre
Acres	67.2	60.5	68.0
Yield/acre	9.5	13.0	6.2
Value/unit	4.09	4.21	3.90
Gross return	38.64	52.23	24.06
SUPPLEMENTAL COSTS			
Fertilizer	3.81	4.20	3.65
Chemicals, seed & other	2.84	2.96	2.76
Hired labor	.16		
Custom work	.79	.46	1.24
TOTAL SUPPLEMENTAL COSTS	7.60	7.62	7.65
Return over supplemental costs	31.04	44.61	16.41
ALLOCATED COSTS			
Power and crop machinery expense	11.72	11.99	12.05
Land cost	6.71	8.50	4.81
Miscellaneous costs			
TOTAL ALLOCATED COSTS	13.43	20.49	16.86
TOTAL COSTS	26.03	28.11	24.51
Per Unit	2.75	2.17	3.93
RETURN OVER TOTAL COSTS	12.61	24.12	(-.45)

Table 10. Crop Data for Alfalfa Hay, 1968

	211 Farms	105 Farms	105 Farms
Acres	70.1	68.1	72.0
Yield/acre	2.2	2.9	1.5
Value/unit	15.46	15.77	15.10
Gross return	34.59	46.69	22.42
SUPPLEMENTAL COSTS			
Fertilizer	2.77	3.60	2.01
Chemicals, seed & other	2.61	3.03	2.22
Hired labor	.01	.04	
Custom work	.13	.15	.13
TOTAL SUPPLEMENTAL COSTS	5.52	6.82	4.36
Return over supplemental costs	29.07	39.87	18.06
ALLOCATED COSTS			
Power and crop machinery expense	12.78	13.08	13.14
Land cost	5.69	6.64	4.78
Miscellaneous costs	.04	.06	.03
TOTAL ALLOCATED COSTS	13.51	19.78	17.95
TOTAL COSTS	24.03	26.60	22.31
Per Unit	11.08	9.15	15.15
RETURN OVER TOTAL COSTS	10.56	20.09	.11

Table 10. Crop Data for Other Legume Hay and Mixtures, 1968

	Average 62 Farms Per Acre	31 High Farms Per Acre	31 Low Farms Per Acre
Acres	64.7	54.6	74.8
Yield/acre	1.4	1.9	1.0
Value/unit	13.74	13.99	13.49
Gross return	21.75	30.68	12.82
SUPPLEMENTAL COSTS			
Fertilizer	.71	1.25	.28
Chemicals, seed & other	1.49	1.69	1.33
Hired labor			
Custom work	.11	.15	.08
TOTAL SUPPLEMENTAL COSTS	2.31	3.09	1.69
Return over supplemental costs	19.44	27.59	11.13
ALLOCATED COSTS			
Power and crop machinery expense	8.52	8.72	8.76
Land cost	5.22	5.71	4.86
Miscellaneous costs			
TOTAL ALLOCATED COSTS	13.74	14.43	13.62
TOTAL COSTS	16.05	17.52	15.31
Per Unit	11.54	9.11	15.48
RETURN OVER TOTAL COSTS	5.70	13.16	(-2.49)

Table 10. Crop Data for Tame Grass Hay, 1968

	14 Farms	7 Farms	7 Farms
Acres	39.5	6.0	73.0
Yield/acre	.7	1.7	.6
Value/unit	11.59	12.29	10.89
Gross return	13.15	19.64	6.67
SUPPLEMENTAL COSTS			
Fertilizer	.46	1.69	.21
Chemicals, seed & other	.35	1.36	.14
Hired labor			
Custom work			
TOTAL SUPPLEMENTAL COSTS	.81	3.05	.35
Return over supplemental costs	12.34	16.59	6.32
ALLOCATED COSTS			
Power and crop machinery expense	4.26	4.36	4.38
Land cost	4.62	6.44	4.29
Miscellaneous costs			
TOTAL ALLOCATED COSTS	8.88	10.80	8.67
TOTAL COSTS	9.69	13.85	9.02
Per Unit	14.13	8.31	14.97
RETURN OVER TOTAL COSTS	3.46	5.79	(-2.35)

Table 10. Crop Data for Legume Seed, 1968

	Average 16 Farms Per Acre	3 High Farms Per Acre	3 Low Farms Per Acre
Acres	49.9	62.4	37.4
Yield/acre	171.9	236.3	64.5
Value/unit	.17	.11	.22
Gross return	20.36	25.01	15.70
SUPPLEMENTAL COSTS			
Fertilizer	3.13	4.81	.35
Chemical, seed & other	2.83	3.25	2.09
Hired labor			
Custom work	.23	.46	
TOTAL SUPPLEMENTAL COSTS	6.24	8.52	2.44
Return over supplemental costs	14.12	16.49	13.26
ALLOCATED COSTS			
Power and crop machinery expense	8.52	8.72	8.76
Land cost	6.41	6.46	6.34
Miscellaneous costs			
TOTAL ALLOCATED COSTS	14.93	15.18	15.10
TOTAL COSTS	21.17	23.70	17.54
Per Unit	.12	.10	.27
RETURN OVER TOTAL COSTS	(-.81)	1.31	(-1.84)

Table 10. Crop Data for Grass Seed, 1968

	25 Farms	12 Farms	12 Farms
Acres	53.2	45.1	65.0
Yield/acre	180.7	352.6	61.3
Value/unit	.12	.12	.11
Gross return	22.33	38.22	7.21
SUPPLEMENTAL COSTS			
Fertilizer	3.64	3.70	3.51
Chemicals, seed & other	2.50	3.79	1.66
Hired labor			
Custom work	.70	1.06	.48
TOTAL SUPPLEMENTAL COSTS	6.84	8.55	5.65
Return over supplemental costs	15.49	29.67	1.56
ALLOCATED COSTS			
Power and crop machinery expense	8.52	8.72	8.76
Land cost	5.64	7.52	4.32
Miscellaneous costs			
TOTAL ALLOCATED COSTS	14.16	16.24	13.08
TOTAL COSTS	21.00	24.79	18.73
Per Unit	.12	.07	.30
RETURN OVER TOTAL COSTS	1.33	13.43	(-11.52)

TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

The total "return over feed costs" for each class of livestock is shown in Tables 11 through 18. This differs from the "return over feed" shown in the enterprise statement in that it is the total for each class of livestock instead of a return from all classes of livestock. These data indicate the relative importance of different classes of livestock as a source of income and as a market for feed. The total return is the same as the returns and net increases shown on page 7. The return over feed is not a net return, but rather the amount available, after feed costs, to cover the costs for hired labor, power, equipment, taxes, insurance, interest and veterinary bills and to provide a return for the use of family labor and capital.

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

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

Table 11a. Costs and Returns from Complete Hog Enterprise, 1968

	Average 21 Farms Per. Cwt.	7 High Farms Per Cwt.	7 Low Farms Per Cwt.
Pounds of hogs produced - Average	49351	107907	16701
Total value produced \$	19.14	\$ 19.84	\$ 15.45
Pounds of feed fed			
Corn	107.0	116.9	39.3
Small grain	174.7	140.3	291.3
Protein, salt & mineral	92.0	98.7	105.3
Complete ration			
Total concentrates	373.7	355.9	435.9
Forages	6.6	5.7	2.6
Feed cost			
Concentrates and forages \$	10.49	10.59	10.46
Pasture	.02	.02	.11
Total Feed Costs \$	10.51	10.61	10.57
RETURN OVER FEED COST \$	8.63	9.23	4.83
Supplemental Costs			
Miscellaneous livestock expense	.14	.12	.28
Veterinary expense	.20	.23	.13
Custom work	.41	.35	.45
Total Supplemental Costs	.75	.70	.86
RETURN OVER FEED AND SUPPLEMENTAL COSTS	7.88	8.53	4.02
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed \$	182.11	187.02	146.18
Price received per cwt.	19.38	19.92	16.55
Number of litters farrowed	28	59	9
Number of pigs born per litter	9.2	9.7	8.4
Number of pigs weaned per litter	7.7	8.0	7.4
Per cent death loss	11.5	12.6	7.6
Average weight of hogs sold	218.4	221.3	223.5
Price per cwt. concentrate fed \$	2.79	2.96	2.39
Pounds of pork purchased	1078	1866	516

Table 11b. Costs and Returns From Hog Finishing Enterprise, 1968

	Average 5 Farms Per Cwt.	2 High Farms Per Cwt.	2 Low Farms Per Cwt.
Average number of pigs on hand	89.2	140.4	30.3
Pounds of hogs produced	37246	61380	7753
Total value produced	\$ 18.38	\$ 18.43	\$ 23.64
Pounds of Feed Fed			
Corn	209.8	111.1	320.2
Small grain	294.2	415.2	147.4
Protein, salt and mineral	63.2	59.6	16.1
Complete ration			
TOTAL CONCENTRATES	567.2	474.9	983.7
Forages			
Feed Cost			
Concentrates and forages	12.98	11.92	16.60
Pasture			
TOTAL FEED COSTS	\$ 12.98	\$ 11.92	\$ 16.60
RETURN OVER FEED COST	\$ 5.40	\$ 6.51	\$ 7.04
Supplemental Costs			
Miscellaneous livestock expense	.59	.89	
Veterinary expense	.10	.04	.52
Custom work	.11	.03	1.06
TOTAL SUPPLEMENTAL COSTS	\$.80	\$.96	\$ 1.58
RETURN OVER FEED AND SUPPLEMENTAL COSTS	4.60	\$ 5.55	\$ 5.46
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 141.61	\$ 154.60	\$ 142.36
Price received per cwt.	20.35	20.55	21.30
Average weight of pigs sold	214.6	216.7	198.8
Average price paid per pig bought	13.69	13.35	11.76
Average weight per pig bought	51.3	52.2	35.0
Number of pigs purchased	139	369	17
Pounds of pork purchased	9697	19273	595
Per cent death loss	1.6	.6	2.4
Price per cwt. concentrate fed	\$ 2.29	\$ 2.51	\$ 1.69

Table 11c. Costs and Returns From Producing Weaning Pigs, 1968

	Average 12 Farms Per Lit.	4 High Farms Per Lit.	4 Low Farms Per Lit.
Number of litters farrowed	45	77	24
Total value produced	\$ 125.60	\$ 133.66	\$ 80.25
Pounds of Feed Fed			
Corn	203.9	129.1	496.4
Small grain	1592.9	1594.8	1833.2
Protein, salt and mineral	447.7	525.7	494.6
Complete ration	429.6	237.0	
TOTAL CONCENTRATES	2674.1	2436.6	2824.2
Forages	59.3	55.2	72.9
Feed Cost			
Concentrates and forages	71.33	64.97	70.33
Pasture	1.09	1.45	.88
TOTAL FEED COSTS	\$ 72.42	\$ 66.42	\$ 71.21
RETURN OVER FEED COST	\$ 53.18	\$ 67.24	\$ 9.04
Supplemental Costs			
Miscellaneous livestock expense	1.87	1.29	3.42
Veterinary expense	2.11	2.42	.75
Custom work	1.33	.56	1.33
TOTAL SUPPLEMENTAL COSTS	\$ 5.31	\$ 4.27	\$ 5.50
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 47.87	\$ 62.97	\$ 3.54
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 173.43	\$ 201.25	\$ 112.70
Average price received per pig sold	15.90	14.66	18.22
Number of pigs produced	353	665	149
Number of pigs born per litter	8.9	9.4	7.8
Number of pigs weaned per litter	7.9	8.6	6.3
Per cent death loss	9.7	6.3	15.3
Price per cwt. concentrate fed	\$ 2.65	\$ 2.59	\$ 2.47
Feed and suppl. costs per pig prod.	\$ 9.91	\$ 8.18	\$ 12.36

Table 12. Dairy Cows, 1968

	Average 147 Farms Per Cow	49 High Farms Per Cow	49 Low Farms Per Cow
Average number of cows	27.5	39.4	17.2
Pounds of milk	10640	11920	8343
Pounds of butterfat	375.4	417.2	307.8
Per cent of butterfat in milk	3.5	3.5	3.5
Value of Produce			
Dairy products sold	448.04	527.34	315.87
Dairy products used in home	6.11	4.85	8.55
Milk fed to livestock	8.51	7.16	12.15
Net increases in value of cows	.76	4.26	(-5.93)
TOTAL VALUE PRODUCED	\$ 463.42	\$ 543.61	\$ 330.64
Pounds of Feed Fed			
Corn	633.9	835.3	329.2
Small grain & complete dairy ration	2718.3	2773.9	2112.4
Protein, salt and mineral	672.2	547.2	1083.8
TOTAL CONCENTRATES	4024.9	4156.4	3525.4
Legume hay	6975.2	7259.0	6639.5
Other hay and dry roughage	409.6	245.4	1044.1
Silage	7263.3	8572.5	4177.7
Feed Costs			
Concentrates	91.49	96.22	82.33
Roughages	79.16	84.70	72.33
Pasture	5.31	3.30	8.43
TOTAL FEED COSTS	\$ 175.96	\$ 184.22	\$ 163.09
RETURN OVER FEED COST	\$ 287.46	\$ 359.39	\$ 167.55
Supplemental Costs			
Miscellaneous livestock expense	15.24	20.13	9.30
Veterinary expense	5.42	6.83	3.08
Custom work	25.96	29.16	19.83
TOTAL SUPPLEMENTAL COSTS	\$ 46.62	\$ 56.12	\$ 32.21
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 240.84	\$ 303.27	\$ 135.34
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 263.36	\$ 295.10	\$ 202.75
Feed cost per cwt. milk	\$ 1.65	\$ 1.55	\$ 1.95
Feed cost per pounds of butterfat	\$.469	\$.442	\$.530
Pounds of milk per pound of conc.	2.644	2.868	2.367
Average price per cwt. milk sold	\$ 4.33	4.53	3.89
Average price per lb. of butterfat	\$ 1.24	\$ 1.30	\$ 1.12

Table 13. Other Dairy Cattle, 1968

	Average 141 Farms Per Head	47 High Farms Per Head	47 Low Farms Per Head
Number of head	35.6	46.5	27.9
Net increase in value	\$ 97.72	\$ 112.43	\$ 74.91
Pounds of Feed Fed			
Concentrates	601.9	528.0	702.1
Hay and roughage	2763.8	2608.6	2690.3
Silage	1799.2	1637.2	2678.0
Milk	167.9	121.6	251.9
Feed Cost			
Concentrates	15.31	14.28	16.13
Roughages	26.18	24.45	28.60
Milk	6.43	4.92	9.25
Pasture	2.64	2.26	2.94
TOTAL FEED COSTS	\$ 50.56	\$ 45.91	\$ 56.92
RETURN OVER FEED COST	\$ 47.16	\$ 66.52	\$ 17.99
SUPPLEMENTAL COSTS			
Miscellaneous livestock expense			
Veterinary expense			
Custom work			
TOTAL SUPPLEMENTAL COSTS			
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 47.16	\$ 66.52	\$ 17.99
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 193.28	\$ 244.87	\$ 131.61
Per cent death loss	6.1	4.8	7.4

Table 14. All Dairy and Dual Purpose Cattle, 1968

	Average 147 Farms Per Cow	49 High Farms Per Cow	49 Low Farms Per Cow
Average number of cows	27.5	39.7	17.0
Value of dairy products	\$ 462.62	\$ 534.84	\$ 339.24
Net increase in value	\$ 124.29	\$ 133.63	\$ 110.12
TOTAL VALUE PRODUCED	\$ 586.91	\$ 668.47	\$ 449.36
Pounds of Feed Fed			
Concentrates	4810.0	5104.4	4243.8
Hay and dry roughage	10848.1	11633.4	10504.9
Silage	9544.3	10623.6	5026.4
Feed Cost			
Concentrates	119.13	125.67	108.47
Roughage	112.04	120.35	96.35
Pasture costs	8.62	5.92	12.53
TOTAL FEED COSTS	\$ 239.79	\$ 251.94	\$ 217.35
RETURN OVER FEED COST	\$ 347.12	\$ 416.53	\$ 232.01
Supplemental Costs			
Miscellaneous livestock expense	15.24	19.80	9.65
Veterinary expense	5.42	6.95	3.06
Custom work	25.96	29.82	20.29
TOTAL SUPPLEMENTAL COSTS	\$ 46.62	\$ 56.57	\$ 33.00
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 300.50	\$ 359.96	\$ 199.01
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 244.77	\$ 265.33	\$ 206.74

Table 15a. Beef Breeding Cattle, 1968

	Average 61 Farms Per Cow	20 High Farms Per Cow	20 Low Farms Per Cow
Average number of beef cows	39.7	67.8	20.4
Average number of other beef and bulls	27.1	44.4	12.3
Pounds of beef produced	19262	37960	5401
Net increase in value	\$ 113.01	\$ 125.97	\$ 88.92
Pounds of Feed Fed			
Grain	325.5	292.3	330.7
Protein, salt and mineral	49.2	45.6	36.9
Legume hay	4266.0	3360.8	5897.5
Other hay and dry roughage	1006.6	1392.3	132.4
Silage	4622.7	3711.7	8958.8
Feed Cost			
Concentrates	8.74	7.64	8.33
Roughages	46.83	41.18	55.93
Pasture	8.84	8.60	9.07
TOTAL FEED COSTS	\$ 64.41	\$ 57.42	\$ 73.33
RETURN OVER FEED COST	\$ 53.60	\$ 68.55	\$ 15.59
Supplemental Costs			
Miscellaneous livestock expense	1.54	1.45	.83
Veterinary expense	.91	1.14	.49
Custom work	2.80	2.76	3.63
TOTAL SUPPLEMENTAL COSTS	\$ 5.25	\$ 5.35	\$ 4.95
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 48.35	\$ 63.20	\$ 10.64
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 183.22	\$ 219.39	\$ 121.26
Price per cwt. sold	\$ 20.71	\$ 19.63	\$ 23.56
Average weight per head sold	753	819	529
Per cent death loss	3.1	1.7	4.7
Per cent calf crop	93.0		

Table 15b. Feeder Cattle, 1968

	Average 41 Farms Per Cwt.	14 High Farms Per Cwt.	14 Low Farms Per Cwt.
Average number of beef feeders	56.4	107.8	25.5
Pounds of beef produced	30788	62735	11681
Net increase in value of animals	\$ 24.17	\$ 23.88	\$ 25.09
Pounds of Feed Fed			
Grain	339.8	313.3	558.9
Protein, salt & mineral	28.0	15.6	47.8
Legume hay	529.2	507.3	570.8
Other hay and dry roughage	21.3	17.8	64.2
Silage	1190.3	1115.6	2887.8
Feed Cost			
Concentrates	7.75	7.14	12.11
Roughages	6.09	5.70	8.63
Pasture	.37	.38	.20
TOTAL FEED COSTS	\$ 14.21	\$ 13.22	\$ 20.94
RETURN OVER FEED COST	\$ 9.96	\$ 10.66	\$ 4.15
Supplemental Costs			
Miscellaneous livestock expense	.15	.13	.30
Veterinary expense	.23	.26	.09
Custom work	1.53	1.23	3.09
TOTAL SUPPLEMENTAL COSTS	\$ 1.91	\$ 1.62	\$ 3.48
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 8.05	\$ 9.04	\$.67
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 170.08	\$ 180.61	\$ 119.83
Price per cwt. sold	\$ 24.63	\$ 24.56	\$ 25.25
Average weight per head sold	881.9	934.2	795.7
Price per cwt. bought	\$ 26.55	\$ 26.87	\$ 26.96
Average weight per head bought	406.5	422.6	314.0
Number of head bought	53	117	6
Per cent death loss	1.4	.7	1.8

Table 16a. Sheep Flock, 1968

	Average 38 Farms Per Ewe	13 High Farms Per Ewe	13 Low Farms Per Ewe
Average number of ewes	79.8	130.7	49.3
Pounds of lamb and mutton produced	5668	12710	228
Pounds of wool produced	619	990	346
Value of produce			
Wool	\$ 5.35	\$ 5.63	\$ 4.18
Net increase in value of animals	19.49	24.86	5.98
TOTAL VALUE PRODUCED	\$ 24.84	\$ 30.56	\$ 10.16
Pounds of Feed Fed			
Grain	117.6	120.6	115.3
Protein, salt and mineral	3.4	9.2	7.8
Legume hay	343.6	902.2	642.8
Other hay and dry roughage	117.4	2.7	328.3
Silage	159.9	114.8	251.2
Feed Cost			
Concentrates	2.41	2.55	2.29
Roughages	7.19	6.83	8.07
Pasture	2.33	2.38	2.07
TOTAL FEED COSTS	\$ 11.93	\$ 11.76	\$ 12.43
RETURN OVER FEED COST	\$ 12.91	\$ 18.80	\$ (-2.27)
Supplemental Costs			
Miscellaneous livestock expense	.26	.25	.53
Veterinary expense	.45	.62	.32
Custom work	1.67	2.07	1.05
TOTAL SUPPLEMENTAL COSTS	\$ 2.38	\$ 2.94	\$ 1.90
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 10.53	\$ 15.86	\$ (-4.17)
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 208.19	\$ 259.86	\$ 81.73
Price per cwt. lamb and mutton sold	\$ 20.72	\$ 20.33	\$ 21.42
Pounds of wool per sheep sheared	8.8	9.2	8.0
Number of ewes kept for lambing	80	126	53
Per cent lamb crop	120	130	98
Per cent death loss	9.5	7.6	14.6

Table 16b. Feeder Lambs, 1963

	Average 2 Farms Per Cwt.	1 High Farm Per Cwt.	1 Low Farm Per Cwt.
Average number of lambs	19.8	8.9	30.7
Pounds of lamb produced	3268	2600	3935
Pounds of wool produced			
Value of Produce			
Wool			
Net increase in value	\$ 37.73	\$ 34.69	\$ 39.72
TOTAL VALUE PRODUCED	\$ 37.73	\$ 34.69	\$ 39.72
Pounds of Feed Fed			
Grain	266.8	129.2	357.8
Protein, salt and mineral			
Legume hay	1055.7	669.2	1179.2
Other hay and dry roughage			
Silage			
Feed Cost			
Concentrates	4.47	2.04	6.05
Roughages	5.97	6.96	5.31
Pasture			
TOTAL FEED COSTS	\$ 10.44	\$ 9.00	\$ 11.36
RETURN OVER FEED COST	\$ 27.29	\$ 25.69	\$ 28.36
Supplemental Costs			
Miscellaneous livestock expense			
Veterinary expense			
Custom work	6.15	5.46	6.61
TOTAL SUPPLEMENTAL COSTS	\$ 6.15	\$ 5.46	\$ 6.61
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 21.14	\$ 20.23	\$ 21.75
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$361.58	\$385.47	\$ 349.66
Price per cwt. sold	\$ 25.11	\$ 24.43	\$ 25.45
Pounds of wool per sheep sheared			
Average weight of lambs sold	94.3	100.2	92.0
Price per cwt. bought	\$ 21.05		\$ 20.96
Average weight of lambs bought	63.3		67.1

Table 17a. Laying Flock, Chickens, 1960

	Average 11 Farms Per Hen	5 High Farms Per Hen	5 Low Farms Per Hen
Average number of hens	1547.0	2525.7	851.6
Value of produce			
Eggs sold and used	4.76	4.93	4.29
Inc. in value of flock	(-1.67)	(-1.24)	(-2.95)
TOTAL VALUE PRODUCED	\$ 3.09	\$ 3.69	\$ 1.34
Pounds of Feed Fed			
Grain	5.2	2.8	10.3
Protein, salt and mineral	2.3	2.2	2.2
Complete commercial feed	475.3	87.6	1639.5
TOTAL POUNDS OF FEED	482.8	92.6	1652.0
TOTAL FEED COST	3.03	3.03	3.03
RETURN OVER FEED COST	\$.06	\$.66	\$ (-1.69)
SUPPLEMENTAL COSTS	\$.03	\$.04	\$.01
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$.03	\$.62	\$ (-1.70)
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 101.98	\$ 121.78	\$ 44.22
Eggs laid per hen	213	222	204
Price per dozen eggs sold - cents	\$.26	\$.27	\$.25
Feed cost per dozen eggs - cents	\$.17	\$.16	\$.18
Return over feed costs per doz. eggs	\$	\$.04	\$ (-.10)
Per cent death loss	9.3	7.3	11.6

Table 18. Feed Costs and Returns from Turkey Laying Flock, 1963

Items	Average of 5 farms
Average number of hens	1043
Value of produce per hen	
Eggs sold and used	\$ 14.19
Depreciation per hen	<u>- .83</u>
Total value produced	\$ 13.31
Pounds of feed fed	
Maintenance feed	82
Breeder feed	121
Total concentrates	203
Total feed cost per hen	\$ 6.29
Return over feed cost per hen	\$ 7.02
Supplemental costs	\$ 1.87
Return over feed and supplemental costs	\$ 5.15

SUPPLEMENTARY MANAGEMENT INFORMATION

Return for \$100 feed fed	\$ 2.12
Eggs laid per hen	61.4
Price per egg sold - cents	23.2
Total cost per egg - cents	15.0
Per cent death loss - hens	4.6
tons	16.0
Days in production	125
Per cent hatch	64.7

Table 18b. Turkey Poults, 1968

	Average 2 Farms Per Cwt.
Cwt. no. turkeys produced	645.30
Net increase in value	\$ 15.39
Pounds of feed fed	
Grain	81.8
Protein, salt and mineral	
Complete commercial feed	272.7
TOTAL POUNDS OF FEED	354.5
TOTAL FEED COSTS	\$ 12.11
RETURN OVER FEED COST	\$ 3.28
SUPPLEMENTAL COSTS	\$.71
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 2.57
SUPPLEMENTARY MANAGEMENT INFORMATION	
Return for \$100 feed fed	\$ 127.06
Number of poults purchased	4149
Price paid per poult purchased	1.05
Per cent death loss	9.5
Price per cwt. of feed	\$ 3.42
Price received per lbs. of turkeys sold	\$.23
Weight per bird sold in lbs.	13.1

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

FEED PRICES			
<u>Farm Grown Grains</u>		<u>Hay</u>	
Oats	\$.56	Alfalfa-Brome	\$16.39
Barley	.90	Red Clover	12.17
Wheat	1.36	Wild Hay	7.75
Cats Mixture	.80	Sweet Clover	9.00
Rye	1.00	Brome	10.13
Corn	1.15		
Oats & Peas	.71		
<u>Other Roughages</u>		<u>Milk for Feed</u>	
Corn silage	\$5.11 per ton	Whole milk-Gr.A	\$ 4.07 per cwt
Grass silage	5.00 per ton	Whole milk-Gr.B	3.80 per cwt
Oats silage	5.00 per ton	Skin milk	.88 per cwt
Haylage	9.00 per ton		
<u>Pasture</u>		<u>Home Produce</u>	
\$1.85 an animal unit per month		Milk	\$.10 per qt.
		Cream	.26 per pt.
<u>Unpaid family labor</u>	\$5.00 per day	Poultry (live)	.12 per lb.
		Beef (live)	.23 per lb.
<u>Board for hired labor</u>	\$2.70 per day	Hogs (live)	.19 per lb.
Unless otherwise specified		Eggs	.35 per doz.

EXPLANATION OF "WORK UNITS"

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

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

Item	No. of work units	Item	No. of work units
Dairy cows	7.00 per cow	Turkeys, Laying Flock	25.00 per 100
Other dairy cows		Turkeys, Poults	.12 per cwt
Beef breeding cows		Bees	.33 per hive
Other beef breeding	1.00 per head	Small grain	.3 per A.
Feeder cattle	.12 per cwt	Corn for grain	.55 per A.
Sheep, farm flock	.6 per head	Corn silage	.8 per A.
Lambs, feeders	.30 per cwt	Alfalfa	.6 per A.
Hogs, complete	.12 per cwt	Other hay	.4 per A.
Hogs, finishing	.06 per cwt	Legume seed	.4 per A.
Hogs, weaning pigs	1.40 per lit.	Grass silage	.4 per A.
Chickens, laying flock	5.00 per 100	Potatoes	3.0 per A.
Chickens, broilers	.20 per cwt.	Sugar beets	20.00 per A.
		Fallow	.4 per A.

A joint committee of Agriculture Education Economies have revised the work unit assignments. Generally, this has resulted in lower total work units, and lower work units per worker.

Table 27. Summary of Farm Earnings by Years

Years	1964	1965	1966	1967	1968
Number of farms	151	202	253	226	279
FARM RECEIPTS					
Dairy & dual purpose cattle	\$ 918	1251	1754	1748	1701
Dairy products	4030	4105	5457	6400	6586
Beef cattle (incl. feeders)	2640	2625	2515	3430	3197
Hogs	883	1166	1470	1455	1220
Sheep & wool (incl. feeders)	378	322	277	380	444
Other productive livestock	14	37		99	40
Poultry (incl. turkeys)	1929	2310	2199	1911	448
Eggs	829	664	581	731	535
Honey sold	103				
Crops	4731	4970	4768	7081	7896
Mach. & equip. sold & gas tax ref.	319	410	269	293	651
Income from work off the farm	323	188	227	726	253
Miscellaneous	537	635	907	494	737
(1)Total farm sales	\$17634	18683	20424	24748	23710
(2)Increase in farm capital	1743	2345	4925	5060	4712
(3)Family living from the farm	264	283	325	312	301
(4)Total farm rec. (1)+(2)+(3)	\$19646	21311	25669	30120	28723
FARM EXPENSES					
Dairy & dual purpose cattle bought	172	168	398	464	277
Beef cattle bought (incl. feeders)	1137	641	1197	791	993
Hogs bought	56	66	65	42	107
Sheep bought (incl. feeders)	43	40	84	154	67
Other productive livestock	26	25		28	27
Poultry bought (incl. turkeys)	404	425	474	576	167
Misc. livestock expense	457	441	494	656	413
Feed bought	2776	3232	3344	3548	2283
Fertilizers	838	867	924	1346	1434
Other crop expense	960	1017	917	1250	1292
Custom work hired	627	659	717	898	856
Gas, oil, & grease bought (f.s.)	1042	1002	1118	1181	1214
Rep. of mech. power (f.s.)	504	523	657	1240	1257
Rep. & upkeep of real estate	149	148	175	220	226
Rep. & upkeep of crop & gen. mach.	415	418	393		
Rep. & upkeep of livestock equip.	98	95	135	165	152
Wages of hired labor	743	654	612	740	783
Electricity expense (f.s.)	269	262	291	321	292
Real estate & pers. prop. tax	675	637	685	827	527
General farm expense	259	272	312	389	395
(5)Total cash operating expense	\$11655	11592	12992	14836	12764
(6)Cap. purchases-mech. power(f.s.)	836	911	1080	3191	3889
(7)Cap. purchases-Crop & gen.mach.	1019	997	1427		
(8)Cap. purchases-lvstk. equip.	196	195	487	448	212
(9)Cap. purchases-bldgs. & fenc.	1628	1255	2004	2134	2217
(10)Total farm pur. (5) to (9)	\$15334	14950	17990	20659	19082
(11)Decrease in farm capital				913	
(12)Interest on farm capital	2075	2068	2346	2744	2822
(13)Unpaid family labor	115	96	543	545	402
(14)Board furnished hired labor	146	86	87	96	67
(15)Total farm exp. (10) to (14)	\$17670	17200	20966	24957	22373
(16)Labor earnings (4)-(15)	1976	4111	4703	5163	6350
(17)Net cash income (1)-(10)	\$ 2300	3733	2434	4089	4628

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