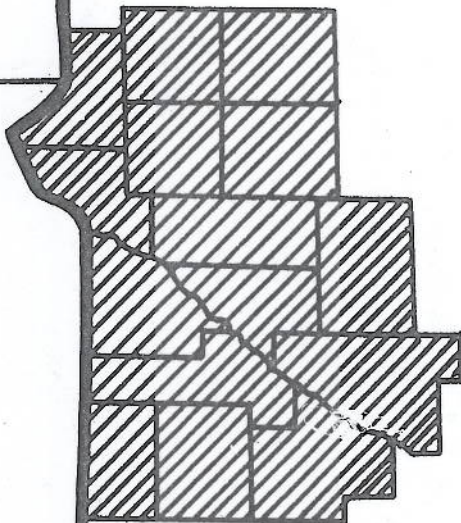


**1968**  
**annual report**

# **West Central Minnesota Farm Management Service**

## **COOPERATING AGENCIES**

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



**APRIL, 1969**

1969 Report of the West Central Farm Management  
Analysis Program for Cooperating Farmers.

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, Dr. Truman Nodland, and others who helped by giving of their time during this past year.

# SCHOOLS PARTICIPATING

This report deals with farmers enrolled in fifteen schools in West Central Minnesota. The following tabulation shows by schools the number of 1968 records submitted:

School	No. of Records	Instructor
Alexandria	38	B. Sonstegard-T. Kusmak
Appleton	1	N. Brakken
Buffalo Lake	1	K. Anderson
Canby	4	N. Haugaard
Clarkfield	3	J. Jensen
Echo	1	J. Blissenbach
Evansville	22	D. Letho
Hector	3	D. Hoseck
Hendricks	16	D. Shippy
Hoffman	7	E. Gilbertson
Olivia	3	B. Milbrandt
Renville	14	M. Wacholz
Tyler	1	R. Hill
Willmar	20	D. Shodean
Wheaton	8	W. Wentland
Total	<u>142</u>	

The data for 131 farms are shown in the tables on succeeding pages. Some farms were omitted from the averages because the records were not sufficiently complete.

Records are kept in the Minnesota Farm account Book by all participating farmers. One Hundred thirty-one of these records were included in the averages for the area.

One change in the report this year was the Work Unit values found in Table 7. The Work Unit is the average accomplishment of a worker in a 10 hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.

The Work Unit values used prior to this year were developed as a result of time studies conducted a number of years ago by the University of Minnesota Agricultural Economics Department.

The increase in mechanization has made it possible for a man to do more work in a day; therefore, it was decided to update work unit values to present day conditions. The vo-ag instructors, with the help of Dr. Truman Nodland and his associated in the Department of Agricultural Economics, used time-study data from several universities to develop the work Unit values used in this report. They may be found on Table 7, page 13. In attempting to compare data where Work Units are involved, it should be remembered that the Work Unit values are not the same as in previous years.



TABLE 1A - FARM INVENTORIES - 1968

Item	Average 131 Farms
1 Size of Farm-Total Acres	337.6
2       -Tillable Acres	267.8
3 Work Units-Crops	124.98
4       -Livestock	191.6
5       -Other	13.7
6 Total Size of Business in Work Units	330.28
7 Number of Workers	1.4
7A Farm Capital Investment Per Worker	571.59

Item	Average 131 Farms	
	Jan. 1	Dec. 31
<u>Productive Livestock</u>		
9 Dairy Cows	3922	4034
10 Other Dairy Cattle	2283	2310
11 Beef Breeding Cattle	1099	1366
12 Beef Feeder Cattle	3379	3347
13 Hogs	1237	1584
14 Sheep (Incl. Feeders)	286	503
15 Poultry (Incl. Turkeys)	148	163
16 Other Productive Livestock	6	6
17 Total Productive Livestock	\$ 12360	\$ 13313
18 Crop, Seed and Feed	7343	8879
<u>19 Power, Machinery and Equipment</u>		
20 Auto and Truck (Farm Share)	1169	1323
21 Power and Machinery	8220	9388
22 Livestock Equipment	1465	1761
23 Total Power, Machinery and Equipment	\$10854	\$12472
24 Land	30721	32122
25 Buildings-Fences-Etc.	9690	10004
26 Total Farm Capital	\$70968	77090

Tables 1A and 1B show the beginning of the year and end of the year inventory value for each part of the farm business. These tables represent whole-farm capital investment. For only the operators share of capital invested in the farm business, see Table 5 - Net Worth Statement, items 1-6.

Livestock, Crops, Seed and Feed reflect a conservative market price at the time the inventory is taken. Machinery, Equipment and Building values reflect cost less depreciation. Land is valued at cost rather than present market value.

Total Farm Capital for a farm is one measure of farm size. This year, Total Farm Capital for individual farms ranged from a low of approximately \$19,973 to a high of \$276,856.

TABLE 1B - FARM INVENTORIES -1968

Item	26 Most PROFITABLE	26 LEAST PROFITABLE
1 Size of Farm-Total Acres	445.9	284.7
2       -Tillable Acres	371.0	209.8
3 Work Units-Crops	177.0	103.19
4       -Livestock	184.78	183.67
5       -Other	10.35	13.20
6       Total Size of Business in Work Units	372.13	300.06
7 Number of Workers	1.7	1.4

Item	Jan. 1	Dec. 31	Jan. 1	Dec. 31
8 Productive Livestock				
9 Dairy Cows	3382	3426	4064	4037
10 Other Dairy Cattle	2135	2303	2178	1950
11 Beef Breeding Cattle	844	1607	389	620
12 Beef Feeder Cattle	4543	6491	3746	2583
13 Hogs	1610	2031	874	1500
14 Sheep (Incl. Feeders	555	1164	117	116
15 Poultry (Inc. Turkeys)	13	12	211	166
16 Other Productive Livestock				
17       Total Productive Livestock	\$13082	\$17034	\$11579	\$10972
18 Crop, Seed and Feed	9847	12775	6677	7126
19 Power, Machinery and Equipment				
20       Auto and Truck (Farm Share)	1528	1829	1047	1054
21       Power and Machinery	11134	12305	7750	7668
22       Livestock Equipment	1482	1442	1511	2296
23 Total Power, Machinery and Equipment	\$14144	15576	10308	11018
24 Land	38336	41482	29387	29887
25 Buildings-Fences-Etc.	8661	8914	10882	12032
26 Total Farm Capital	\$84070	95781	68833	71035

(continued from page 3)

Other measures of farm size in Tables 1A and 1B as shown by items 1 through 7 are Acres, Work Units and Number of Workers.

Work Units ranged from a low of 89.9 total work units to a high of 830.8 total work units.

The Number of Workers shown in item 7 includes the operator (s) hired labor, unpaid family labor and the labor portion of custom work hired.



TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1968

Item	Average of 131 Farms	26 Most Profitable Farms	26 Least Profitable Farms
1 Sale of Livestock and Livestock Products			
2 Dairy Cows	\$ 1008	1062	1099
3 Dairy Products	7469	7289	6777
4 Other Dairy Cattle	1123	1563	720
5 Beef Breeding Cattle	313	39	313
6 Beef Feeder Cattle	6323	10458	5414
7A Hogs Complete	2913	2962	2965
7B Hogs Finishing	1063	2999	798
7C Hogs Producing Weaning Pigs			
8A Sheep and Wool, Farm Flock	276	214	169
8B Sheep and Wool, Feeder Lambs	324	1114	
9 Chickens (Incl. Hens and Broilers)	100	9	24
10 Turkeys			
11 Eggs	650	49	613
12 Other Productive Livestock	1		
12A Total Sales of Productive Livestock	\$21563	\$27758	\$18892
13 Sale of Crops			
14 Corn	1979	4194	1641
15 Soybeans, Flax, Sunflowers	2114	4467	827
16 Wheat, Oats, Barley, Rye	1307	1510	663
17 Potatoes, Sugar Beets, Canning & Other Crops A - B	1076	3280	19
18 Hay, Silage and Other Crops	187	223	243
19 Diverted Acre Payment	1308	2383	477
19A Total Sales From Crops	7971	16057	3870
20 Capital Assets Sold	113	164	140
21 Gas Tax Refund	135	201	131
22 Income From Work Off the Farm	415	426	375
23 Patronage Refunds	266	374	184
24 Miscellaneous Farm Income	193	348	77
25 Total Farm Sales	30656	45328	23669
26 Increase In Farm Capital	6122	11710	2201
27 Family Living From the Farm	288	402	297
28 Total Farm Receipts	37066	57440	26167
(25) - (26) - (27)			

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. Operator labor earnings are shown on Table 6B. Tables 2A, 2B, 6A, and 6B show the average of all farms, the high return farms and low return farms with reference to labor earnings.

TABLE 2B - WHOLE FARM SUMMARY OF CASH EXPENSES - 1968

Item	Average of 131 Farms	26 Most Profitable Farms	26 Least Profitable Farms
1 Purchase of Livestock			
2 Dairy Cows	197	411	403
3 Other Dairy Cattle	166	355	207
4 Beef Breeding Cattle	144	335	267
5 Beef Feeder Cattle	3046	7128	1458
6A Hogs Complete	163	286	159
6B Hogs Finishing	371	1079	406
6C Hogs Producing Weaning Pigs	1		
7A Sheep, Farm Flock	152	222	20
7B Sheep, Feeder Lambs	228	1078	
8 Chickens (Incl. Hens and Broilers)	76	3	58
9 Turkeys	16		
10 Other Productive Livestock	2		
11 Miscellaneous Livestock Expense	595	920	711
12 Feed Bought	3505	3654	3503
13 Fertilizer	1434	2458	1166
14 Chemicals	418	827	328
15 Other Crop Expense	843	1049	827
16 Custom Work Hired	970	1032	1027
17 Rep. & Upkeep of Lvstk. Equip.	168	190	160
18 Rep. & Upkeep of Farm Real Est.	343	582	243
19 Gas, Oil, Grease Bought F.S.	1140	1693	1026
20 Rep. & Op. Mach. Trac. Trk, Auto F.S.	1201	1621	978
21 Wages of Hired Labor	597	1218	357
22 Pers. Prop. & Real Est. Taxes	574	658	577
23 General Farm Expense	338	373	386
24 Telephone Expense (Farm Share)	88	111	82
25 Electricity Expense (F. S.)	297	364	274
26 Total Cash Oper. Exp.	\$17073	\$25747	\$14623
27 Pow. Crop & Gen. Mach. Bot. F.S.	3654	4943	1680
28 Livestock Equip. Bought	576	571	1044
29 New Real Est. & Improvements	2915	1843	3096
30 Total Farm Purchases (26) Thru (29)	24268	34904	20443
31 Decrease in Farm Capital	908		
32 Interest on Farm Capital	3701	4496	3496
33 Unpaid Family Labor	301	355	446
34 Labor Charge Part. & Oth. Op.	438	920	458
35 Board Furnished Hired Labor	47	56	36
36 Total Farm Exp. (30) thru (35)	28725	40731	24879
37 Labor Earn. (Whole Farm) (2A/28)-(36)	8341	16709	1288
38 Number of Operators	1	1	1



TABLE 3 - ENTERPRISE STATEMENTS - 1968

Item	Average of 131 Farms	26 Most Profitable Farms	26 Least Profitable Farms
<u>1 RETURNS AND NET INCREASES</u>			
2 Productive Livestock			
3 Dairy Cattle	7600	7343	6749
4 Other Dairy Cattle	2286	2785	1631
5 Beef Breeding Cattle	568	564	315
6 Feeder Cattle	2960	5301	2508
7 Complete Hog Enterprise	3062	3218	3222
8 Hog Finishing Enterprise	761	2175	622
9 Producing Weaning Pigs	2		
10 Farm Flock of Sheep	289	142	148
11 Feeder Lambs	150	496	
12 Chickens (Incl. Hens & Broilers)	624	81	543
13 Turkeys	62		
14 Other Productive Livestock	(-)		
15 All Productive Livestock	\$18364	22105	15738
16 Value of Feed Fed to Livestock	9896	11353	10244
17 Return Over Feed from Livestock	8468	10752	5494
18 Crop, Seed and Feed	13088	23062	8603
19 Income From Labor Off the Farm	274	207	264
20 Cooperative Patronage Refunds	266	374	184
21 Miscellaneous Farm Income	193	348	77
22 Tot. Returns & Net Inc.	\$ 22289	34743	14622
<u>23 EXPENSES AND NET DECREASES</u>			
24 Truck & Auto (Farm Share)	1166	1625	975
25 Tractors and Crop Machinery	3478	4355	3165
26 Electricity	297	364	274
27 Livestock Equipment	438	599	373
28 Buildings, Fences and Tiling	1081	1339	1364
29 Bare Land	464	554	308
30 Misc. Livestock Expense	595	620	711
31 Labor	1290	2020	1165
32 Labor Charge for Other Oper. (s)	438	920	458
33 Property Tax	574	658	577
34 General Farm Exp. and Tele.	426	484	469
35 Interest on Farm Capital	3701	4496	3495
36 Total Expenses & Net Decreases	13948	18034	13334
37 Labor Earnings	8341	16709	1288
38 Number of Farm Operators	1	1	1

TABLE 4 - HOUSEHOLD EXPENSE - 1968

Item	Average of 63 Farms	10 Most Profitable Farms	14 Least Profitable Farms
1 Number of Persons-Family	5	6	5
2 Number of Adult Equivalent-Family	3.5	4.2	3.6
3 Church & Welfare	\$226	377	87
4 Medical Care & Health Ins.	601	554	600
5 Food & Meals Bought	1185	1766	938
6 Operating Expense and Supplies	332	332	359
7 Furnishings and Equipment	308	244	234
8 Clothing & Clothing Materials	378	618	319
9 Pers. Care, Pers. Spending	149	206	100
10 Education	188	488	203
11 Recreation	130	216	108
12 Gifts and Special Events	215	349	147
13 Pers. Share Truck & Auto Exp.	249	228	246
14 Oper. Share Upkeep on Dwelling	45	27	60
15 Pers. Share Tel. & Elect. Exp.	126	127	128
16 Total Cash Living Expenses	4132	5532	3529
17 Pers. Share New Truck and Auto	144	283	100
18 New Dwelling Bought	48		
19 Taxes and Other Deductions	378	623	226
20 Life Ins. & Other Sav. & Inv.	354	522	319
21 Total Household & Pers. (16)-(20)	5056	6960	4174
22 Total Fam. Liv. From Farm (33)	245	290	222
23 Total Cash and Non-Cash Expenses (21)-(22)	5301	7250	4396
24 FAMILY LIVING FROM THE FARM			
25		Amount	\$ Opp. SHARE
26 Milk & Cream		624	53
27 Beef		702	155
28 Pork		131	24
29 Lamb		2	
30 Poultry		17	3
31 Eggs		28	6
32 Veg., Fruit, Spuds, and Fuel Other			3
33 Total Family Living From the Farm			244



TABLE 5A - NET WORTH STATEMENT- OPERATOR - 1968

Item	AVERAGE OF 120 FARMS	
	JAN. 1	DEC. 31
1 Total Productive Livestock	\$ 11522	\$ 12440
2 Crop, Seed and Feed	6868	8503
3 Total Power, Machinery and Equipment	10912	12487
4 Land	23252	24272
5 Buildings, Fences, Etc.	9657	10351
6 Total Farm Capital	62211	68053
7 Non-Farm Assets	5358	5826
8 Dwelling	3495	3434
9 Total Assets	71064	77313
10 Real Estate Mortgages	13704	13316
11 Chattel Mortgages	7421	8003
12 Notes	3633	4104
13 Accounts Payable	1322	1632
14 Total Liabilities	\$ 26080	\$ 27055
15 Farmers Net Worth	44984	50258
16 Gain or (Loss) In Net Worth		5274
17 Supplementary Management Information		
18 Operators Labor Earnings (6B/39)	7165	
19 Return to Capital and Family Labor (6B/40)	9321	
20 Non-Farm Income		
21 Outside Investment Income	131	
22 Other Personal Income & Income Tax Refund	644	
23 Total Non-Farm Income	775	
24 Total Money Borrowed	10545	
25 Total Paid on Debt (Principal)	10343	
26 Total Hshld. & Pers. Cash Exp. (4/23)	3330	
27 Ratio Tot. Farm Exp. to Tot. Farm Rec.	.801	
28 Ratio Tot. Assets to Tot. Liab.	Jan 2.725	Dec. 2.858
29 Ratio Non-Real Est. Assets- Non-Real Est. Liab.	2.80	2.86
30 Ratio Real Est. Assets to Real Est. Liab.	2.66	2.86
31 Ratio Net Worth to Total Liab.	1.72	1.86
32 *Ratio Cash Op. Exp. to Adj. Tot. Farm Sales		.67
*ADJUSTED TOTAL FARM SALES DOES NOT INCL. SALE OF CAP. ASSETS		

The NET WORTH STATEMENT shows the operators financial progress during the year and from this statement he can study his progress from year to year. Items 1 thru 6 show the distribution of capital invested by the operator in the farm business.

ITEM 27- The Ratio of Total Farm Expense to Total Farm Receipts, sometimes called the Gross Ratio, expresses the percentage of each dollars worth of income consumed by expense. It is calculated by dividing item 38, Table 6B by item 28, Table 6A.

ITEM 28 - The Ratio of Total assets to Total Liabilities, sometimes called the Net Capital Ratio, measures the degree of financial safety in the farm business. It shows the number of dollars in assets available to cover each dollar of debt.

Operator's Net Worth Statement  
TABLE 5 - NET WORTH STATEMENT OF THE MOST AND LEAST PROFITABLE FARMS

Item	24 MOST PROFITABLE FARMS		24 LEAST PROFITABLE FARMS	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
1 Total Prod. Lvstk.	\$12773	16831	\$ 9488	8921
2 Crop, Seed and Feed	8986	12066	5675	5832
3 Tot. Power, Mach. & Eq.	14595	16444	9152	10131
4 Land	26395	27409	20392	20392
5 Building, Fences, Etc.	11520	11830	9066	9309
6 Total Farm Capital	74269	84580	53773	54585
7 Non-Farm Assets	6870	7164	6092	6639
8 Dwelling	3906	3843	4009	3851
9 Total Assets	85045	95587	63874	65075
10 Real Estate Mortgages	16230	15536	13804	13221
11 Chattel Mortgages	7809	7186	8078	8814
12 Notes	4784	7210	3749	3562
13 Accounts Payable	2647	2690	1304	2399
14 Total Liabilities	31470	32622	26935	37079
15 Farmers Net Worth	53575	62965	36939	37079
16 Gain Or (Loss) In Net Worth		9390		140
17 Supplementary Management Information				
18 Op. Labor Earn. (6B/39)	14407		1054	
19 Ret. Cap. & Fam. Lab. (6B/40)	16906		2722	
20 Non-Farm Income				
21 Outside Inv. Inc.	204		106	
22 O. Pers. Inc. & Inc. Tax	592		907	
23 Tot. Non-Farm Income	796		1013	
24 Tot. Money Borrowed	16417		9348	
25 Tot. Paid on Debt (Pr)	15373		8219	
26 Tot. Hsh. & P.C. Exp (4/23)	4097		3092	
27 Ra. T. F. Exp. to T. F. Rec.	.728		.954	
28 Ra. T. Assets to T. Liab.	Jan. 2.702	Dec. 2.930	Jan. 2.371	Dec. 2.324
29 Ratio Non-Real Est. Ass				
Non-Real Est Liab	2.84	3.70	2.32	2.13
30 Ra. R. E. Ass. - R. E. Liab.	2.58	2.77	2.42	2.54
31 Ra. Net W. to Tot. Liab.	1.70	1.93	1.37	1.32
32 *Ratio Cash Op. Exp. to Adj. Total Farm Sales		.68		.73

\*ADJUSTED TOTAL FARM SALES DOES NOT INC. SALE OF CAP. ASSETS

ITEM 29-THE RATIO OF NON-REAL ESTATE ASSETS TO NON-REAL ESTATE LIABILITIES sometimes called the Intermediate Ratio, is calculated by dividing the sum of items 2, 3 & 7 by the Non-Real Estate Liabilities, items 11, 12 & 13.

ITEM 30-THE RATIO OF REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES is CALCULATED by dividing the sum of items 4, 5 & 8 by item 10. Lending agencies are often interested in the relationship of item 29 to item 30.

ITEM 32-THE RATIO OF CASH OPERATING EXPENSE TO ADJUSTED TOTAL FARM SALES is calculated by dividing item 28 in Table 6B by item 29, Table 6A. It differs from item 27 (Ratio of Total Farm Expense to Total Farm Receipts) in that it does not include the sale or purchase of Capital Assets.



TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS

Item	Average of 120 Farms	24 Most Profitable	24 Least Profitable
1 Sale of Livestock & Livestock Products			
2 Dairy Cows	\$ 902	\$ 893	\$ 879
3 Dairy Products	7021	8567	4347
4 Other Dairy Cattle	1065	1307	606
5 Beef Breeding Cattle	227	5	588
6 Beef Feeder Cattle	6357	10388	3943
7A Hog Complete	2968	3900	3013
7B Hogs Finishing	982	1464	864
7C Hogs Prod. Wean. Pigs			
8A Sheep & Wool, Farm Flock	278	328	183
8B Sheep & Wool, Feeder Lambs	354	1207	
9 Chickens (Hens & Broilers)	98	54	28
10 Turkeys			
11 Eggs	599	1176	106
12 Other Productive Livestock	1		
12A Total Sales of Productive Lvstk.	20852	29289	14557
13 Sales of Crops			
14 Corn	1518	2553	1375
15 Soybeans, Flax, Sunflowers	1854	3507	1183
16 Wheat, Oats, Barley, Rye	1110	833	873
17 Potatoes, Sug. Beets, Canning & Ot. Crops A & B.	1145	2915	172
18 Hay, Silage & Other Crops	107	82	294
19 Diverted Acre Payment	1249	1896	630
19A Total Sales From Crops	6983	11786	4527
20 Capital Assets Sold	95	72	84
21 Gas Tax Refund	132	176	120
22 Income From Work off Farm	401	281	330
23 Patronage Refunds	270	392	163
24 Miscellaneous Farm Income	208	367	60
25 Total Farm Sales	28941	42363	19901
26 Increase in Farm Capital	5842	10312	813
27 Family Living From Farm	268	325	246
28 Total Farm Receipts (25)-(26)-(27)	35051	53000	20960
29 Adj. Total Farm Sales (25)-(20)	28846	42291	19817
30 Total Cash Farm Oper. Expense	19322	28953	14436
31 Net Cash Operating Income	9524	13338	5381

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES

Item	Average of 120 Farms	24 Most Profitable	24 Least Profitable
1 Purchase of Livestock			
2 Dairy Cows	\$ 189	\$ 22	\$ 193
3 Other Dairy Cows	123	19	83
4 Beef Breeding Cattle	138	276	396
5 Beef Feeder Cattle	3105	7293	1376
6A Hogs Complete	169	162	251
6B Hogs Finishing	351	407	440
6C Hogs Producing Weaning Pigs	1		
7A Sheep, Farm Flock	162	240	42
7B Sheep, Feeder Lambs	248	1167	
8 Chickens	70		5
9 Turkeys	18	88	
10 Other Productive Livestock	2		
11 Miscellaneous Livestock Expense	577	692	482
12 Feed Bought	3585	4199	2830
13 Fertilizer	1395	1880	948
14 Chemicals	413	687	244
15 Other Crop Expense	834	999	722
16 Custom Work Hired	967	934	868
17 Repair & Upkeep Livestock Equip.	160	215	131
18 Repair & Upkeep Farm Real Estate	327	539	203
19 Gas, Oil, Grease Bought (FS)	1152	1624	988
20 Rep. & Op, Mach. Tr. Trk. Auto (FS)	1198	1574	963
21 Wages of Hired Labor	643	1468	298
22 Pers. Prop. & Real Est. Taxes	554	688	433
23 Cash Rent	819	1200	689
24 General Farm Expense	343	427	247
25 Telephone Expense (F.S.)	85	90	75
26 Electricity Expense (F.S.)	289	365	261
27 Interest Expense	1405	1699	1266
28 Total Cash Operating Expense	19322	28954	14434
29 Power, Crop & Gen Mach Bought (FS)	3290	4468	2296
30 Livestock Equipment Bought	579	477	534
31 New Real Estate & Improvements	2489	2439	950
32 Total Farm Purchases (28) thru (37)	25680	36038	18214
33 Decrease in Farm Capital			
34 Interest on Farm Capital	1851	2273	1444
35 Unpaid Family Labor	304	226	225
37 Board Furnished Hired Labor	51	56	23
38 Total Farm Expense (32) thru (37)	27886	38593	19906
39 Labor Earnings (Oper. Share) (6A/28)- (38)	7165	14407	1054
40 Return to Capital & Family Labor	9320	16906	2722

TABLE 6B lists the operator share of expense items. Cash rent and cash interest paid by the operator are included as part of cash operating expense. The sum of item 27, Interest Expense; and item 34, Interest on Farm Capital equals 5% of the operators average capital. Return to Capital and Family Labor represents the amount available for debt service, living expense and savings.



# EXPLANATION OF WORK UNITS

The TOTAL WORK UNITS on any one farm is one 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. Total number of Work Units is not a measure of how hard a farmer works or how much machinery and equipment is used in getting the work done but it does measure how much is being accomplished on the farm. The Work Unit values in Table 7 below were changed in 1968 to make this a more realistic measure.

TABLE 7 WORK UNITS FOR CROPS, LIVESTOCK AND WORK OFF THE FARM

Item	No. of Work Units	Item	No. of Work Units/Acre
Dairy Cows	7.0/cow	Barley, Wheat, Oats, Rye	.30/acre
Other Dairy Cattle	1.2/head	Canning Peas	.30/acre
Beef Breeding Cows	1.5/head	Oat Silage	.40/acre
Beef Feeders	.12/cwt.	Canning Corn	.40/acre
Hogs-Complete	.12/cwt.	Corn for Grain	.55/acre
Hogs-Finishing	.06/cwt.	Soybeans	.45/acre
Hogs-Wean. Pigs	1.4/litter	Corn & Cane Silage	.80/acre
Sheep, Farm Flock	.60/head	Alfalfa Hay	.60/acre
Lambs, Feeder	.30/cwt.	O. Leg. & Mix. Hay	.40/acre
Chickens, Lay. Flock	5.0/100	Tame Grass Hay	.20/acre
Broilers	.20/cwt.	Annual Hay	.30/acre
Turkeys, Lay. Flock	25.0/100	Leg. & Grass Silage	.40/acre
Turkey Poults	.12/cwt.	Legume & Grass Seed	.40/acre
Labor Off the Farm	1.0/\$20	Summer Fallow Tilled	.40/acre
Diverted Acres	.20/acre	Wild Hay	.20/acre

## POWER AND MACHINERY EXPENSE

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.

## LABOR EARNINGS CORRELATED WITH EXCELLED FACTORS

No. Excelled Factors	No. of Farms	Ave. Labor Earnings
0 or 1	10	\$ 599
2	16	3,626
3	26	5,501
4	27	8,261
5	18	11,330
6	16	12,776
7 or more	7	14,276

Figure 1. RANGE IN LABOR EARNING 1968

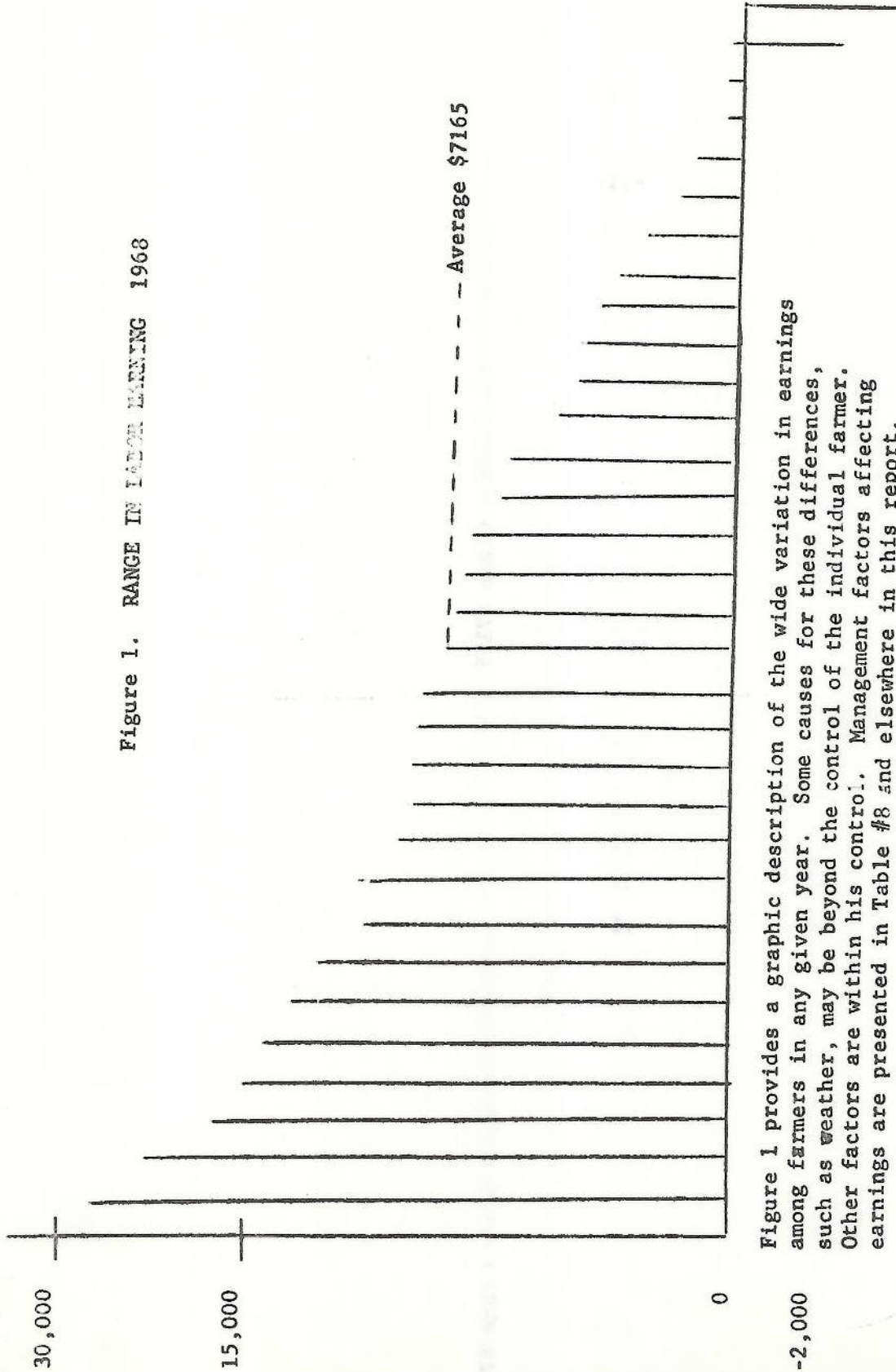


Figure 1 provides a graphic description of the wide variation in earnings among farmers in any given year. Some causes for these differences, such as weather, may be beyond the control of the individual farmer. Other factors are within his control. Management factors affecting earnings are presented in Table #8 and elsewhere in this report.



MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanation and definitions are for use in interpreting Table 8 and the Thermometer Chart on page 17.

1. Labor Earnings - A measure of the relative financial return for the operators labor, taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found also in Table 2 and Table 3.
2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as a percentage of the average; the average being 100%.
3. Percent of Tillable Land in High Return Crops - A measure of crop selection based on a rating of individual crops. Crop ratings take into account such things as dollar return, effect on soil, TDN yield, labor required, etc. Rating can be found on Table 9.
4. Gross Return per Acre - An additional measure of crop selection based on total production times an average price for the crops.
5. Return per \$100 Feed Fed to Productive Livestock - Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.
6. Livestock Units per 100 Acres - A measure of livestock density or population. Unit values are assigned to the various classes of livestock.
7. Size of Business - Work Units - A measure of the total work load. A Work Unit represents the average accomplishment of a worker in one 10-hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor.
8. Work Units per Worker - Measures labor efficiency. It is the total work units divided by the number of workers including the operator, hired labor and family labor.
9. Power, Machinery, Equipment and Building Expense per Work Unit - A measure of expense control. It is the total cost of items 24 through 28 in Table 3 divided by the number of Work Units.
10. Farm Capital Investment per Worker - Indicates size of business. Useful in comparing a farm business to other industries or businesses.

Other items listed on Table 8 are related to the above measures and serve to further define and describe the efficiency level of the farm business. Note should be taken that items listed on Table 8 and the Thermometer Charts are to be considered in light of the individual farm and farm operator. Although in general, an above-average level for each factor listed would indicate an above average earnings, this may not be true when individual farms are considered. The inter-relationship of factors varies from farm to farm.

TABLE 8 - MEASURES OF FARM ORGANIZATION -1968

Item	Average of 131 Farms	26 Most Profitable	26 Least Profitable
1 Labor Earnings	\$ 7165	14407	1054
2 Crop Yield Index	100	109	91
3 % Till.Land in H.R.Crops	65.3	70.5	68.1
4 Gr.Ret./Till.Acre Ex.Past.	59.78	69.11	55.89
5 Ret.\$100 Prod. Lvstk. Index	100	106	86
6 Lvstk.Units Per 100 Acres*	23.5	20.6	25.0
7 Size of Bus.-Work Units	326.3	372.1	300.0
8 Work Units Per Worker	240.3	243.5	219.9
9 Pow. Mach.Eq.Exp./Work Unit	19.64	21.76	21.84
10 Farm Cap.Invest./Worker	57159	59464	53842
11 Index of Ret.\$100 Freed From			
12 Complete Hog Enterprise	100	112	90
13 Hog Finishing Enterprise	100	100	94
14 Producing Weaning Pigs			
15 Dairy Cattle	100	106	85
16 Other Dairy	100	127	63
17 All Dairy & Dual Purp. Cattle	100	110	80
18 Beef Breeding Cattle	100	99	120
19 Beef Feeder Cattle	100	102	88
20 Sheep Farm Flock	100	179	110
21 Feeder Lambs	100	98	
22 Chickens-Laying Flock	100	71	58
23 Chickens-Broilers	100		
24 Turkeys-Laying Flock			
25 Turkey Poults	100		
26 Other Prod. Lvstk.			
27 Number of Animal Units	63.9	71.8	60.8
28 Work Units			
29 Crops	124.5	177.0	103.2
30 Productive Livestock	186.4	184.7	183.6
31 Other Prod. Work Units	15.4	10.3	13.2
32 Expenses Per Work Unit			
33 Trac. & Crop Mach. Exp. \$	10.30	12.58	11.37
34 F. S. of Auto & Truck Exp.	3.79	4.07	3.85
35 F. S. of Electric Exp.	.95	.96	1.00
36 Lvstk. Equipment Exp.	1.27	1.56	1.14
37 Build. Fenc. & Tiling Exp.	3.31	2.57	4.46
38 Tractor & Crop Mach. Exp.			
Per Crop Acre **	12.82	11.77	15.32

39 \* ACRES INCLUDE ALL TILL. LAND, NON-TILLABLE HAY & PASTURE

40 \*\*ACRES INCLUDE ALL TILLABLE LAND PLUS ACRES IN WILD HAY



# THERMOMETER CHART

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.

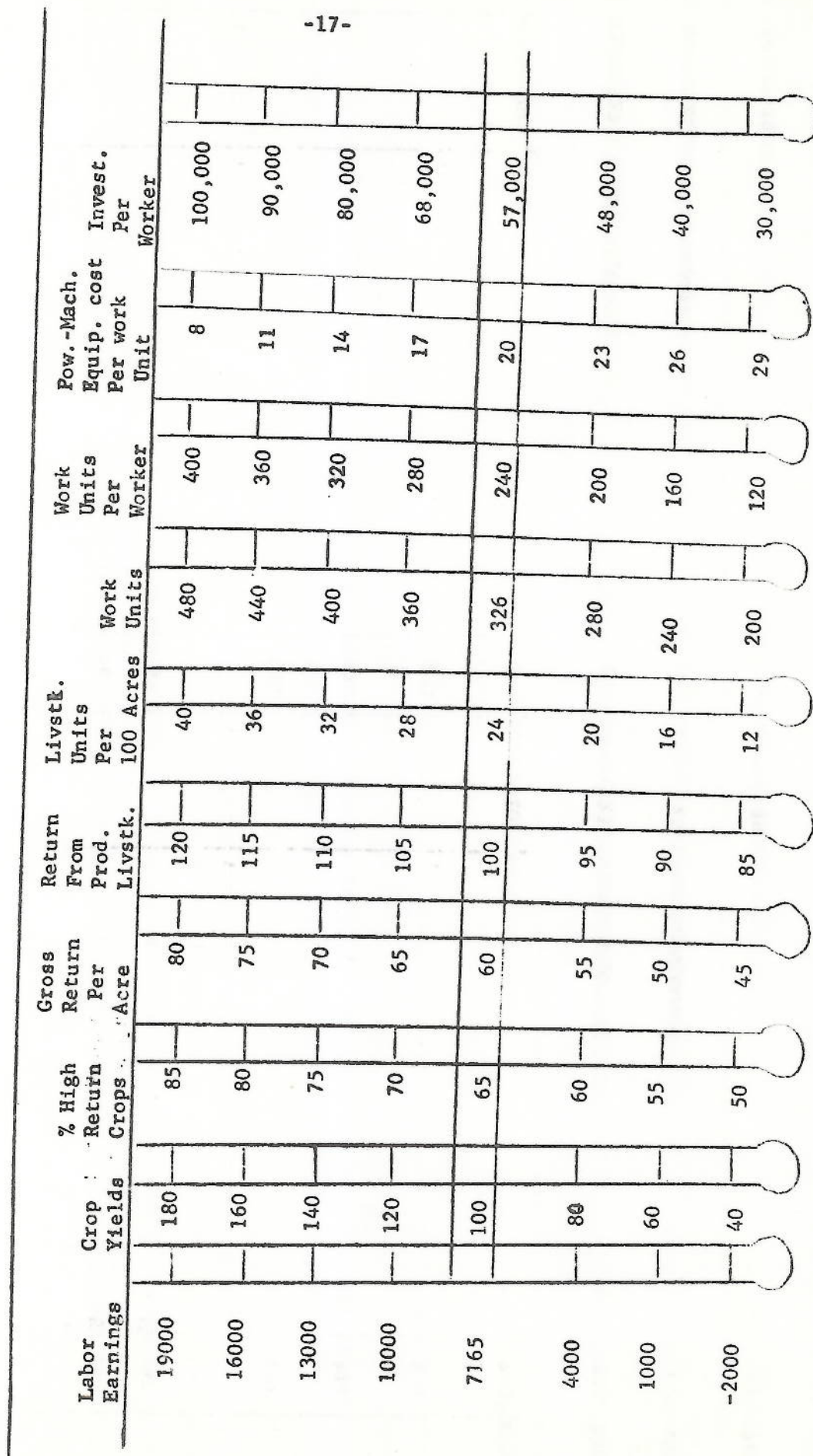


TABLE 9 - CROP PRODUCTION 1968

Item	Unit	Crop Rank	Average of 137 Farms Acres	Yield
1 Oats & Mixtures	Bus	D	36.9	66.2
2 Oats Silage	Ton	C	1.4	7.9
3 Canning Peas	\$	B	.8	70.00
4 Wheat	Bus	C	11.9	34.6
5 Barley	Bus	C	12.5	54.2
6 Flax	Bus	C	9.7	17.2
7 Rye	Bus	D	.9	31.1
8 Total Small Grain & Peas			74.1	
9 Canning Corn	\$	B	2.1	73.81
10 Corn Grain & Seed Corn	Bus	A	65.0	76.8
11 Soybeans-Grain	Bus	B	34.5	22.3
12 Corn & Cane Silage	Ton	B	19.0	11.3
13 Corn & Can Fodder	Ton	D	.1	20.0
14 Potatoes	CWT	A		
15 Sugar Beets	Ton	A	3.6	13.6
16 Sunflowers	CWT	A		
17 Other Cult. Crops-A	\$			
18 Other Cult. Crops-B	\$			
19 Total Cult. Crops			124.3	
20 Alfalfa Hay	Ton	A	33.9	4.5
21 Other Leg. Hay & Mix.	Ton	B	1.0	2.0
22 Tame Grass Hay	Ton	C	.1	
23 Annual Hay	Ton	D	.8	2.5
24 Legume & Grass Silage	Ton	B	.4	7.5
25 Legume Seed	LBS			
26 Grass Seed	LBS			
27 Total Hay			36.2	
28 Alfalfa & Mix. Pasture			.1	
29 Other Legume Pasture				
30 Other Till. Pasture			6.8	
31 Total Till. Pasture			6.9	
32 Diverted Acres Income	\$	A	28.6	45.10
33 Summer Fallow-Tilled			.1	
34 Other Till. Land Idle			.5	
35 Total Till. Land			270.7	
36 Wild Hay	\$	D	3.7	.54
37 Non-Tillable Pasture			30.0	
38 Timber	\$		4.9	
39 Roads and Waste			20.2	
40 Farmstead			10.7	
41 Total Acres In Farm			340.2	
42 SUPPLEMENTARY MANAGEMENT INFORMATION				
43 Percent in Land Tillable				72.5
44 Percent in High Return Crops				65.0
45 * Fertilizer Cost Per Acre				5.52
46 * Crop Chemicals Per Acre				1.57
47 * Seed & Other Costs Per Acre				3.23
48 * Gas, Oil, Grease Bought Per Acre, Crop Machinery				2.97
49 * Tillable Land Minus Pasture				



TABLE 9A - CROP PRODUCTION - 1968

Item	Unit	Crop Rank	26 High In Labor Earnings		26 Low In Labor Earnings	
			Ave.No. Acres	Average Yield	Ave. No. Acres	Average Yield
1 Oats & Mixtures	Bus	D	39.4	76.4	30.0	58.0
2 Oats Silage	Ton	C	.5	8.0	1.4	7.1
3 Canning Peas	\$	A	2.6	69.62		
4 Wheat	Bus	C	10.3	42.0	5.8	32.8
5 Barley	Bus	D	8.6	59.4	10.2	51.6
6 Flax	Bus		10.8	17.6	5.2	20.2
7 Rye	Bus	D	.6	25.0		
8 Total Small Grain & Peas			72.8		52.6	
9 Canning Corn	\$	A	7.2	71.25		
10 Corn Gr. & Seed Corn	Bus	A	105.6	90.9	66.9	61.6
11 Soybeans-Grain	Bus	B	73.4	24.6	12.1	17.3
12 Corn Cane Sil.	Ton	A	14.9	12.6	20.6	10.8
13 Corn & Can Fod.	Ton				.3	10.0
14 Potatoes	CWT				.2	90.0
15 Sugar Beets	Ton		9.7	15.2		
16 Sunflowers	CWT					
17 O.Cult. Crops-A	\$					
18 O. Cult. Crops-B	\$					
19 Total Cult. Crops			210.8		100.1	
20 Alfalfa Hay	Ton	B	30.6	3.2	39.4	2.6
21 O.Leg.Hay & Mix	Ton	C	.3	3.3	2.0	1.5
22 Tame Grass Hay	Ton	D			.3	
23 Annual Hay	Ton	D	.6	3.3	.5	2.0
24 Leg. & Grass Sil.	Ton	B	.8	10.0	.6	8.3
25 Legume Seed	LBS					
26 Grass Seed	LBS					
27 Total Hay			32.3		42.8	
28 Alf. & Mix. Past.		B	.3			
29 O. Leg. Pasture		C				
30 O. Till. Pasture		D	3.1		1.7	
31 Total Till. Pasture			3.4		1.7	
32 Div. Acres Income	\$	A	51.7	46.09	11.7	39.06
33 Summer Fall.-Till.		D				
34 O. Till. Land Idle		D				
35 Total Tillable Land			371.0		.9	
36 Wild Hay	\$		2.5		209.8	
37 Non-Till Pasture			26.5	.80	3.1	.65
38 Timber	\$		15.6		29.7	
39 Roads & Waste			17.4		3.6	
40 Farmstead			12.8		27.5	
41 Total Acres in Farm			445.8		10.9	
					284.6	
SUPPLEMENTARY MANAGEMENT INFORMATION						
42						
43 Percent Land Tillable				83.2		
44 Percent in High Ret. Crops				71.4		73.7
45 * Fertilizer Cost Per Acre				5.87		68.1
46 * Crop Chemicals Per Acre				1.98		5.60
47 * Seed & Other Costs Per Acre				2.85		1.58
48 * Gas, Oil, Grease Bot. Per Acre, Crop Mach.				3.08		3.97
49 * Tillable Land Minus Pasture						3.25

TABLES 10 - CROPS ANALYSIS

The Crops Analysis Tables for each individual crop shows the yield, value per unit, and gross return per acre.

Costs such as fertilizer, chemicals, seed and others, hired labor and custom work are costs that are assigned to each individual crop in the account book. These costs are shown in Table 10, under supplemental costs.

Other costs, called allocated costs, are not actual costs incurred but a calculated cost. The power and crop machinery expense per crop work unit is calculated from the expenses and net decrease on Table 3. Work Units for each crop are used as a factor to calculate the per acre cost for power and crop machinery.

Land cost used is considered the going rental value for land of similar type in the local area. Land rental value reflects a charge for taxes and interest on investment in land. The only cost not included is interest on power and machinery investment, storage cost, and the operators labor.

TABLE 10 - CROP DATA FOR OATS AND MIXTURES -1968

Item	Average Yield of 114 Farms	57 Farms High in Yield	57 Farms Low in Yield
1 Acres	43.7	36.9	50.5
2 Yield/Acre	66.2	81.8	54.9
3 Value/Unit	.60	.60	.60
4 Gross Return	41.51	50.17	32.85
5 Supplemental Costs			
6 Fertilizer	2.59	3.50	1.90
7 Chemicals	.34	.35	.36
8 Seed and Other	2.08	2.11	2.06
9 Hired Labor			
10 Custom Work	.87	.70	.97
11 Total Supplemental Costs	5.88	6.66	5.29
12 Return Over Supplemental Costs	35.63	43.51	27.56
13 Allocated Costs			
14 Power and Crop Machinery Costs	8.43	7.98	8.88
15 Land Cost	14.83	15.88	14.06
16 Miscellaneous Costs			
17 Total Allocated Costs	23.26	23.86	22.94
Total Cost Per Unit	.44	.37	.51
18 Total Cost	29.14	30.52	28.23
19 Return Over Total Costs	12.37	19.65	4.62



TABLE 10 - CROP DATA FOR OATS SILAGE - 1968

Item	Average Yield of 15 Farms	7 Farms High In Yield	7 Farms Low In Yield
1 Acres	12.4	13.5	11.5
2 Yield/Acre	7.8	9.0	6.3
3 Value/Unit	4.40	4.36	4.36
4 Gross Return	33.42	39.56	26.19
5 Supplemental Costs			
6 Fertilizer	2.66	2.59	3.04
7 Chemicals			.09
8 Seed and Other	1.94	1.04	3.04
9 Hired Labor			
10 Custom Work	.56	.67	.52
11 Total Supplemental Costs	5.16	4.30	6.69
12 Return Over Supplemental Costs	28.26	35.26	19.50
13 Allocated Costs			
14 Power & Crop Machinery Expense	11.24	10.64	11.84
15 Land Cost	16.37	13.85	19.91
16 Miscellaneous Cost			
17 Total Allocated Costs	27.61	24.49	31.75
Total Cost Per Unit	4.19	3.19	6.06
18 Total Costs	32.77	28.69	38.44
19 Return Over Total Costs	.65	10.87	(-12.25)

TABLE 10 - CROP DATA FOR CANNING PEAS - 1968

Item	Average Yield of 6 Farms	3 Farms High In Yield	3 Farms Low In Yield
1 Acres	18.0	20.7	15.3
2 Yield/Acre	71.28	79.52	60.13
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	68.90	79.97	57.82
5 Supplemental Costs			
6 Fertilizer	2.44	3.24	1.31
7 Chemicals			
8 Seed and Other	.89	1.59	
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs	3.33	4.83	1.31
12 Return Over Supplemental Costs	65.57	75.14	56.51
13 Allocated Costs			
14 Power and Crop Machinery Expense	8.43	7.98	8.88
15 Land Cost	25.17	24.40	26.21
16 Miscellaneous Costs			
17 Total Allocated Costs	33.60	32.38	35.09
Total Cost Per Unit	.52	.47	.61
18 Total Costs	36.93	37.21	36.40
19 Return Over Total Costs	31.97	42.76	21.42

TABLE 10 - COP DATA FOR WHEAT - 1968

Item	Average Yield of 75 Farms	37 Farms High In Yield	37 Farms Low In Yield
1 Acres	20.4	17.3	23.8
2 Yield/Acre	35.0	43.2	29.1
3 Value/Unit	1.70	1.70	1.70
4 Gross Return	61.08	74.13	47.95
5 Supplemental Costs			
6 Fertilizer	4.22	5.55	3.32
7 Chemicals	.44	.35	.50
8 Seed and Other	3.14	4.22	2.31
9 Hired Labor			
10 Custom Work	.59	.69	.29
11 Total Supplemental Costs	8.39	10.31	6.42
12 Return Over Supplemental Costs	52.69	63.32	41.53
13 Allocated Costs			
14 Power and Crop Machinery Expense	8.43	7.98	8.88
15 Land Cost	14.66	16.36	13.45
16 Miscellaneous Costs			
17 Total Allocated Costs	23.09	24.34	22.33
Total Cost Per Unit	.90	.81	.99
18 Total Costs	31.48	35.15	28.75
19 Return Over Total Costs	29.60	38.98	19.20

TABLE 10 - CROP DATA FOR BARLEY - 1968

Item	Average Yield of 47 Farms	23 Farms High In Yield	23 Farms Low in Yield
1 Acres	35.8	32.0	36.2
2 Yield/Acre	54.4	65.8	44.1
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	53.98	67.63	40.29
5 Supplemental Costs			
6 Fertilizer	3.18	4.13	2.13
7 Chemicals	.28	.38	.14
8 Seed and Other	2.77	2.94	2.68
9 Hired Labor			
10 Custom Work	.56	.69	.44
11 Total Supplemental Cost	6.79	8.14	5.39
12 Return Over Supplemental Costs	47.19	59.49	34.90
13 Allocated Costs			
14 Power and Crop Machinery Expense	8.43	7.98	8.88
15 Land Cost	13.85	14.47	13.15
16 Miscellaneous Costs			
17 Total Allocated Costs	22.28	22.45	22.03
Total Cost Per Unit	.53	.47	.62
18 Total Costs	29.07	30.59	27.42
19 Return Over Total Costs	24.91	37.04	12.87



TABLE 10 - CROP DATA FOR FLAX - 1968

Item	Average Yield of 36 Farms	18 Farms High In Yield	18 Farms Low In Yield
1 Acres	37.0	25.4	48.5
2 Yield/Acre	17.2	21.2	15.1
3 Value/Unit	3.00	3.00	3.00
4 Gross Return	53.61	63.45	43.77
5 Supplemental Costs			
6 Fertilizer	.65	.91	.54
7 Chemicals	.24	.20	.25
8 Seed and Other	4.00	4.88	3.57
9 Hired Labor			
10 Custom Work	.92	1.02	.89
11 Total Supplemental Costs	5.81	7.01	5.25
12 Return Over Supplemental Costs	47.80	56.44	38.52
13 Allocated Costs			
14 Power and Crop Machinery Expense	8.43	7.98	8.88
15 Land Cost	14.54	13.70	15.01
16 Miscellaneous Costs			
17 Total Allocated Costs	22.97	21.68	23.89
Total Cost Per Unit	1.68	1.35	1.93
18 Total Costs	28.78	28.69	29.14
19 Return Over Total Costs	24.83	34.76	14.63

TABLE 10 - CROP DATA FOR RYE - 1968

Item	Average Yield of 4 Farms	2 Farms High In Yield	2 Farms Low In Yield
1 Acres	31.4	12.3	50.5
2 Yield/Acre	30.6	53.7	25.0
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	36.73	48.45	25.00
5 Supplemental Costs			
6 Fertilizer	2.32		2.87
7 Chemicals			
8 Seed and Other	2.07	6.10	1.11
9 Hired Labor			
10 Custom Work	.03	.24	
11 Total Supplemental Costs	4.42	6.34	3.98
12 Return Over Supplemental Costs	32.31	42.11	21.02
13 Allocated Costs			
14 Power and Crop Machinery Expense	8.43	7.98	8.88
15 Land Cost	11.62	14.96	10.79
16 Miscellaneous Costs			
17 Total Allocated Costs	20.05	22.94	19.67
Total Cost Per Unit	.80	.55	.94
18 Total Costs	24.47	29.28	23.65
19 Return Over Total Costs	12.26	19.17	1.35

TABLE 10 - CROP DATA FOR CANNING CORN - 1968

Item	Average Yield of 6 Farms	3 Farms High In Yield	3 Farms Low In Yield
1 Acres	47.8	65.7	30.0
2 Yield/Acre	73.87	77.93	64.73
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	69.72	77.68	61.75
5 Supplemental Costs			
6 Fertilizer	13.85	14.09	13.23
7 Chemicals	3.37	4.06	1.80
8 Seed and Other	1.00	1.46	
9 Hired Labor			
10 Custom Work	2.05	2.98	
11 Total Supplemental Cost	20.27	22.59	15.03
12 Return over Supplemental Costs	49.45	55.09	46.72
13 Allocated Costs			
14 Power and Crop Machinery Expense	11.24	10.64	11.84
15 Land Cost	25.84	24.61	28.43
16 Miscellaneous Costs			
17 Total Allocated Costs	37.08	35.25	40.27
Total Cost Per Unit	.78	.74	.85
18 Total Costs	57.35	57.84	55.30
19 Return Over Total Costs	12.37	19.84	6.45

TABLE 10 - CROP DATA FOR CORN FOR GRAIN- 1968

Item	Average Yield of 124 Farms	62 Farms High In Yield	62 Farms Low In Yield
1 Acres	70.7	90.4	51.1
2 Yield/Acre	77.2	92.4	50.2
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	69.86	90.09	49.64
5 Supplemental Costs			
6 Fertilizer	12.43	15.34	7.26
7 Chemicals	3.30	4.28	1.57
8 Seed and Other	5.19	5.73	4.25
9 Hired Labor			
10 Custom Work	1.46	1.67	1.08
11 Total Supplemental Costs	22.38	27.02	14.16
12 Return Over Supplemental Costs	47.48	63.07	35.48
13 Allocated Costs			
14 Power and Crop Machinery Expense	15.46	14.63	16.28
15 Land Cost	18.51	20.90	14.29
16 Miscellaneous Costs			
17 Total Allocated Costs	33.97	35.53	30.57
Total Cost Per Unit	.73	.68	.89
18 Total Costs	56.35	62.55	44.73
19 Return Over Total Costs	13.51	27.51	4.91



TABLE 10 - CROP DATA FOR SOYBEAN-GRAIN - 1968

Item	Average Yield of 80 Farms	40 Farms High In Yield	40 Farms Low In Yield
1 Acres	58.1	76.6	39.7
2 Yield/Acre	22.5	26.3	15.2
3 Value/Unit	2.47	2.40	2.54
4 Gross Return	49.77	63.42	36.12
5 Supplemental Costs			
6 Fertilizer	.57	.67	.40
7 Chemicals	2.82	3.71	1.11
8 Seed and Other	3.30	3.60	2.70
9 Hired Labor			
10 Custom Work	.90	.72	1.21
11 Total Supplemental Costs	7.59	8.70	5.42
12 Return Over Supplemental Costs	42.18	54.72	30.70
13 Allocated Costs			
14 Power and Crop Machinery Expense	12.65	11.97	13.32
15 Land Cost	20.12	22.13	16.20
16 Miscellaneous Costs			
17 Total Allocated Costs	32.77	34.10	29.52
Total Cost Per Unit	1.79	1.63	2.30
18 Total Costs	40.36	42.80	34.94
19 Return Over Total Costs	9.41	20.62	1.18

TABLE 10 - CROP DATA FOR CORN AND CANE SILAGE - 1968

Item	Average Yield of 99 Farms	49 Farms High In Yield	49 Farms Low In Yield
1 Acres	25.7	22.6	29.0
2 Yield/Acre	11.2	14.2	8.8
3 Value/Unit	7.00	7.00	7.00
4 Gross Return	81.74	101.50	62.00
5 Supplemental Costs			
6 Fertilizer	7.78	8.19	7.48
7 Chemicals	2.06	2.48	1.72
8 Seed and Other	3.54	3.54	3.52
9 Hired Labor			
10 Custom Work	2.10	1.68	2.45
11 Total Supplemental Costs	15.48	15.89	15.17
12 Return Over Supplemental Costs	66.26	85.61	46.83
13 Allocated Costs			
14 Power and Crop Machinery Expense	22.48	21.28	23.68
15 Land Cost	13.77	14.12	13.59
16 Miscellaneous Costs			
17 Total Allocated Costs	36.25	35.40	37.27
Total Cost Per Unit	4.63	3.61	5.96
18 Total Costs	51.73	51.29	52.44
19 Return Over Total Costs	30.01	50.21	9.56

TABLE 10 - CROP DATA FOR SUGAR BEETS - 1968

Item	Average Yield Of 3 Farms	1 Farm High In Yield	1 Farm Low In Yield
1 Acre	162.3	251.0	126.0
2 Yield/Acre	13.9	15.2	12.2
3 Value/Unit	11.20	17.00	16.60
4 Gross Return	153.64	258.40	202.52
5 Supplemental Costs			
6 Fertilizer	18.72	12.96	23.37
7 Chemicals	8.60	5.30	11.61
8 Seed and Other	2.67		5.67
9 Hired Labor			
10 Custom Work	9.19	2.97	7.48
11 Total Supplemental Costs	39.18	21.23	48.13
12 Return Over Supplemental Costs	114.46	237.17	154.39
13 Allocated Costs			
14 Power and Crop Machinery Expense	56.20	53.20	59.20
15 Land Cost	25.36	25.00	22.00
16 Miscellaneous Costs			
17 Total Allocated Costs	81.56	78.20	81.20
Total Cost Per Unit	8.72	6.54	10.59
18 Total Costs	120.74	99.43	129.33
19 Return Over Total Costs	32.90	158.97	73.19

TABLE 10 - CROP DATA FOR ALFALFA HAY - 1968

Item	Average Yield of 117 Farms	58 Farms High In Yield	58 Farms Low In Yield
1 Acres	38.2	33.0	43.7
2 Yield/Acre	2.9	3.7	2.2
3 Value/Unit	21.83	22.00	21.66
4 Gross Return	66.91	85.84	48.08
5 Supplemental Costs			
6 Fertilizer	2.96	3.18	2.84
7 Chemicals	.10	.24	
8 Seed and Other	3.56	3.76	3.36
9 Hired Labor			
10 Custom Work	1.18	1.88	.02
11 Total Supplemental Costs	7.80	9.06	.66
12 Return Over Supplemental Costs	59.11	76.78	6.88
13 Allocated Costs			
14 Power and Crop Machinery Expense	16.86	15.96	17.76
15 Land Cost	14.55	15.36	13.96
16 Miscellaneous			
17 Total Allocated Costs	31.41	31.32	31.72
Total Cost Per Unit	13.62	10.83	17.39
18 Total Costs	39.21	40.38	38.60
19 Return Over Total Costs	27.70	15.46	9.48



TABLE 10 - CROP DATA FOR OTHER LEGUME HAY & MIXS. -1968

Item	Average Yield Of 11 Farms	5 Farms High In Yield	5 Farms Low In Yield
1 Acres	12.4	14.0	9.6
2 Yield/Acre	1.6	2.1	1.0
3 Value/Unit	18.00	18.00	18.00
4 Gross Return	27.65	35.64	19.80
5 Supplemental Costs			
6 Fertilizer	.48		1.35
7 Chemicals			
8 Seed and Other	1.13	2.00	.31
9 Hired Labor			
10 Custom Work	.24	.50	
11 Total Supplemental Costs	1.85	2.50	1.66
12 Return Over Supplemental Costs	25.80	33.14	18.14
13 Allocated Costs			
14 Power and Crop Machinery Expense	11.24	10.64	11.84
15 Land Cost	12.18	11.71	12.92
16 Miscellaneous Costs			
17 Total Allocated Costs	23.42	22.35	24.76
Total Cost Per Unit	15.67	12.00	25.36
18 Total Costs	25.27	24.85	26.42
19 Return Over Total Costs	2.38	10.79	(-6.62)

TABLE 10 - CROP DATA FOR ANNUAL HAY - 1968

Item	Average Yield of 11 Farms	5 Farms High In Yield	5 Farms Low In Yield
1 Acres	10.2	8.8	12.8
2 Yield/Acre	1.9	3.0	1.1
3 Value/Unit	14.00	13.40	14.40
4 Gross Return	29.23	43.62	16.18
5 Supplemental Costs			
6 Fertilizer			
7 Chemicals			
8 Seed and Other	.10	.34	
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs	.10	.34	
12 Return Over Supplemental Costs	29.13	43.28	16.18
13 Allocated Costs			
14 Power and Crop Machinery Expense	8.43	7.98	8.88
15 Land Cost	12.65	11.48	13.36
16 Miscellaneous Costs			
17 Total Allocated Costs	21.08	19.46	22.24
Total Cost Per Unit	11.37	6.70	20.33
18 Total Costs	21.18	19.80	22.24
19 Return Over Total Costs	8.05	23.82	(-6.06)

TABLE 10 - CROP DATA FOR LEGUME AND GRASS SILAGE - 1968

Item	Average Yield Of 4 Farms	2 Farms High In Yield	2 Farms Low In Yield
1 Acres	12.0	18.0	6.0
2 Yield/Acre	7.5	8.9	3.2
3 Value/Unit	6.25	7.50	5.00
4 Gross Return	40.55	66.00	15.10
5 Supplemental Costs			
6 Fertilizer	1.84	2.11	
7 Chemicals			
8 Seed and Other	3.50	4.00	
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Costs	5.34	6.11	
12 Return Over Supplemental Cost	35.21	59.89	15.10
13 Allocated Costs			
14 Power and Crop Machinery Expense	11.24	10.64	11.84
15 Land Cost	13.40	13.67	12.00
16 Miscellaneous Costs			
17 Total Allocated Costs	24.64	24.31	23.84
Total Cost Per Unit	4.00	3.40	7.53
18 Total Costs	29.98	30.42	23.84
19 Return Over Total Costs	10.57	35.58	(-8.74)

TABLE 10 - CROP DATA FOR DIVERTED ACRES -1968

Item	Average Yield of 86 Farms	43 Farms High In Yield	43 Farms Low In Yield
1 Acres	42.0	38.9	45.1
2 Yield/Acre	46.86	58.23	37.03
3 Value/Unit	1.00	1.00	1.00
4 Gross Return	48.04	59.48	36.60
5 Supplemental Costs			
6 Fertilizer	.02	.03	.02
7 Chemicals	.05	.05	.04
8 Seed and Other	.43	.39	.44
9 Hired Labor			
10 Custom Work			
11 Total Supplemental Cost	.50	.47	.50
12 Return Over Supplemental Costs	47.54	59.01	36.10
13 Allocated Costs			
14 Power and Crop Machinery Expense	5.62	5.32	5.92
15 Land Cost	18.07	19.28	17.03
16 Miscellaneous Costs			
17 Total Allocated Costs	23.69	24.60	22.95
Total Cost Per Unit	.52	.43	.63
18 Total Costs	24.19	25.07	23.45
19 Return Over Total Costs	23.85	34.41	13.15



TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE - 1968

Item	Average of 38 Farms	13 Farms High In Return Above Feed	13 Farms Low In Return Above Feed
1 Pounds of Hogs Prod. - Total	51451	102953	13005
2 Total Value Produced	\$ 19.73	Per Hundred Weight \$ 19.60	\$ 20.98
3 Pounds of Feed Fed			
4 Corn	251.7	238.8	401.0
5 Small Grain	67.4	31.1	148.7
6 Protein, Salt and Mineral	122.7	131.4	86.8
7 Complete Ration	5.0	1.2	48.5
8 Total Concentrates	446.8	402.5	685.0
9 Forages	6.3	7.6	6.6
10 Feed Cost			
11 Concentrates and Forages	12.16	11.41	16.52
12 Pasture			
13 Total Feed Costs	12.16	11.41	16.52
14 Return Over Feed Cost	7.57	8.19	4.46
15 Supplemental Costs			
16 Miscellaneous Livestock Exp.	.59	.63	.42
17 Veterinary Expense	.02	.02	.08
18 Custom Work	.25	.23	.40
19 Total Supplemental Costs	.86	.88	.90
20 Return Over Feed & Supp. Costs	6.71	7.31	3.56
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	\$ 162.24	\$ 171.75	\$ 127.00
23 Price Received Per CWT.	19.82	19.61	20.83
24 No. Of Litters Farrowed	34	58	10
25 No. of Pigs Born Per Litter	9.4	9.3	9.0
26 No. Of Pigs Weaned Per Litter	7.6	7.7	7.3
27 Per Cent Death Loss	13.4	12.5	14.2
28 Ave. Weight of Hogs Sold	198.0	226.2	180.5
29 Price Per CWT. Conc. Fed	2.71	2.81	2.41
30 Pounds of Pork Purchased	1736	2462	619

A COMPLETE HOG ENTERPRISE is one where the pigs are farrowed and fed out on the farm. Feed fed includes the feed for the breeding herd as well as those marketed. Farms producing less than 5000 lbs. were not included in the above averages.

TABLE 11B - COSTS AND RETURNS FROM HOG FINISHING ENTERPRISE - 1968

Item	Average Of 12 Farms	4 Farms High In Return Above Feed	4 Farms Low In Return Above Feed
1 Average No. Of Pigs On Hand	101.2	158.6	31.2
2 Total Pounds of Hogs Produced	50738	79579	17319
	Per Hundred Weight		
3 Total Value Produced	\$ 15.38	\$ 15.22	\$ 15.32
4 Pounds of Feed Fed			
5   Corn	268.7	278.2	293.0
6   Small Grain	50.8	52.9	118.3
7   Protein, Salt and Mineral	132.8	144.8	77.9
8   Complete Ration			
9   Total Concentrates	452.3	475.9	489.2
10 Forages	2.8		24.5
11 Feed Costs			
12   Concentrates & Forages	10.43	10.05	11.20
13   Pasture			
14   Total Feed Costs	10.43	10.05	11.20
15 Return Over Feed Cost	4.95	5.17	4.12
16 Supplemental Costs			
17   Miscellaneous Livestock Exp.	.27	.29	.51
18   Veterinary Expense			.01
19   Custom Work	.20	.16	.02
20   Total Supp. Costs	.47	.45	.54
21 Ret. Over Feed & Supp. Costs	4.48	4.72	3.58
22 Supplementary Management Information			
23   Return for \$100 Feed Fed	\$ 147.47	\$ 151.43	\$ 136.75
24   Price Rec. Per CWT.	19.34	19.22	18.78
25   Ave. Weight of Pigs Sold	221.0	226.5	232.2
26   Ave. Price Paid Per Pig Bot.	16.31	16.46	15.43
27   Ave. Weight Per Pig Bot.	40.2	38.9	35.4
28   No. Pigs Purchased	254	472	75
29   Pounds of Pork Purchased	10217	18376	2658
30   Per Cent Death Loss	2.5	2.3	4.4
31   Price Per CWT. Conc. Fed	2.30	2.11	2.26

A HOG FINISHING ENTERPRISE is one where all hogs were purchased as feeders and fed out. Farms producing less than 5000 lbs. were not included in the averages.



TABLE 12 - DAIRY COWS - 1968

Item	Average of 74 Farms	25 Farms High In Return Above Feed	25 Farms Low In Return Above Feed
1 Average Number of Cows	27.1	36.1	19.7
		Per Cow	
2 Pounds of Milk	11183	12447	8585
3 Pounds of Butterfat	398.6	455.5	303.7
4 Percent Butterfat in Milk	3.6	3.7	3.5
5 Value of Produce			
6 Dairy Products Sold	473.87	549.45	348.48
7 Dairy Prod. Used In Home	3.54	3.27	3.76
8 Milk Fed To Livestock	7.27	7.26	8.78
9 Net Inc. In Value of Cows	(-3.62)	(-4.65)	(-7.46)
10 Total Value Produced	481.06	555.33	353.56
11 Pounds of Feed Fed			
12 Corn	2554.9	2696.2	2264.3
13 Sm.Gr. & Com. Dairy Ration	1866.5	2293.5	1336.2
14 Protein, Salt & Mineral	722.2	940.7	518.8
15 Total Concentrates	5143.6	5930.4	4119.3
16 Legume Hay	6294.3	5334.3	6268.8
17 Other Hay & Dry Roughage	462.7	473.4	117.0
18 Silage	12481.4	13830.5	12066.6
19 Feed Costs			
20 Concentrates	96.13	96.20	89.24
21 Roughages	104.65	107.87	109.04
22 Pasture	4.76	3.46	5.89
23 Total Feed Costs	205.54	207.53	204.17
24 Return Over Feed Cost	275.52	347.80	149.39
25 Supplemental Costs			
26 Misc. Livestock Expense	20.66	25.29	13.10
27 Veterinary Expense	1.22	1.19	1.42
28 Custom Work	18.78	20.66	15.03
29 Total Supp. Cost	40.66	47.14	29.55
30 Ret. Over Feed & Supp. Costs	234.86	300.66	119.84
31 Supplementary Management Information			
32 Return For \$100 Feed Fed	234.06	267.58	173.17
33 Feed Cost Per CWT. Milk	1.84	1.67	2.38
34 Feed Cost/Lbs. Butterfat	.516	.456	.672
35 Pounds Milk/Pounds Conc.	2.174	2.099	2.084
36 Ave. Price/CWT. Milk Sold	4.34	4.50	4.21
37 Ave. Price/Lb. Butterfat	1.22	1.23	1.19

TABLE 13 - OTHER DAIRY CATTLE - 1968

Item	Average of 72 Farms	24 Farms High In Return Above Feed	24 Farms Low In Return Above Feed
1 Number of Head	33.9	47.4	26.4
2 Net Inc. in Value	113.69	136.65	76.29
3 Pounds of Feed Fed			
4 Concentrates	795.0	756.4	907.2
5 Hay and Roughage	1989.2	1793.6	2295.8
6 Silage	4810.8	4329.8	7172.0
7 Milk	145.1	112.3	168.5
8 Feed Cost			
9 Concentrates	17.37	16.50	20.19
10 Roughages	37.49	33.88	49.28
11 Milk	5.93	4.45	7.05
12 Pasture	1.80	1.79	1.59
13 Total Feed Costs	62.59	56.62	78.11
14 Return Over Feed Cost	51.10	80.03	(-1.82)
15 Supplemental Costs			
16 Misc. Livestock Expense	1.00	1.52	.61
17 Veterinary Expense	.06	.08	.04
18 Custom Work	.50	.74	.38
19 Total Supp. Costs	1.56	2.34	1.03
20 Ret. Over Feed & Supp. Costs	49.54	77.69	(-2.85)
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	181.62	241.32	97.67
23 Per Cent Death Loss	7.7	6.0	11.3

OTHER DAIRY CATTLE includes all young dairy animals that are not in the milking herd. On some farms where only a few dairy steers are fed out with young stock, they are also included in Other Dairy Cattle.

Dairy herds with less than 10 cows were not included in the averages.



TABLE 14-ALL DAIRY AND DUAL PURPOSE CATTLE-1968

Item	Average of 74 Farms	25 Farms High In Return Above Feed	25 Farms Low In Return Above Feed
1 Average Number of Cows	27.1	35.2	19.9
	Per Cow		
2 Value of Dairy Products	\$ 484.69	\$ 565.34	\$ 362.86
3 Net Inc. In Value	135.31	166.70	90.45
4 Total Value Produced	620.00	732.04	453.31
5 Pounds of Feed Fed			
6 Concentrates	6131.1	7179.6	4992.8
7 Hay and Dry Roughage	9189.8	8809.3	8976.5
8 Silage	18361.6	21856.4	16282.6
9 Feed Cost			
10 Concentrates	124.61	128.86	112.51
11 Roughage	150.48	167.02	149.60
12 Pasture Costs	6.97	6.93	7.79
13 Total Feed Costs	282.06	302.81	269.90
14 Return Over Feed Cost	337.94	429.23	183.41
15 Supplemental Costs			
16 Misc. Livestock Expense	21.88	27.44	14.97
17 Veterinary Expense	1.29	1.22	1.46
18 Custom Work	19.37	21.65	15.18
19 Total Supp. Costs	42.54	50.31	31.61
20 Ret. Over Feed & Supp. Costs	295.40	378.92	151.80
21 Supplementary Management Information			
22 Return for \$100 Feed Fed	219.81	241.75	167.96

TABLE 14 includes costs and returns from the DAIRY COWS and OTHER DAIRY CATTLE combined. These Total Costs and Returns are calculated on a per dairy cow basis.

TABLE 15A - BEEF BREEDING CATTLE - 1968

Item	Average of 13 Farms
1 Average Number of Beef Cows	36.3
2 Ave. No. Other Beef An. & Bulls	30.0
3 Pounds of Beef Produced	19599
4 Net Increase in Value	Per Cow 127.60
5 Pounds of Feed Fed	
6 Grain	659.1
7 Protein, Salt and Mineral	101.2
8 Legume Hay	2548.0
9 Other Hay and Dry Roughage	1028.2
10 Silage	9007.0
11 Feed Cost	
12 Concentrates	15.81
13 Roughages	60.44
14 Pasture	9.56
15 Total Feed Costs	85.81
16 Return Over Feed Cost	41.79
17 Supplemental Costs	
18 Miscellaneous Livestock Exp.	2.73
19 Veterinary Expense	
20 Custom Work	.36
21 Total Supplemental Costs	3.09
22 Ret. Over Feed & Supp. Costs	38.70
23 Supplementary Management Information	
24 Return for \$100 Feed Fed	148.70
25 Price Per CWT. Sold	24.67
26 Ave. Weight Per Head Sold	666
27 Percent Death Loss	3.1
28 Percent Calf Crop	

Farm with less than 10 beef cows were not included in the averages.



TABLE 15B - FEEDER CATTLE - 1968

Item	Average of 39 Farms	13 Farms	13 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Ave. Number of Beef Feeders	60.0	99.1	27.6
2 Pounds of Beef Produced	37061	68860	11584
Per Hundred Weight			
3 Net Inc. Value of Animals	\$ 26.56	\$ 26.23	\$ 25.69
4 Pounds of Feed Fed			
5 Grain	582.1	597.9	565.8
6 Protein, Salt & Mineral	73.2	74.5	41.2
7 Legume Hay	216.1	165.0	499.5
8 Other Hay & Dry Roughage	23.6	2.1	103.1
9 Silage	1204.5	960.6	2428.7
10 Feed Cost			
11 Concentrates	12.72	12.48	12.96
12 Roughages	6.07	4.78	13.22
13 Pasture	.12	.05	.49
14 Total Feed Costs	18.91	17.31	26.67
15 Return Over Feed Cost	7.65	8.92	(-.98)
16 Supplemental Costs			
17 Misc. Livestock Expense	.59	.42	1.48
18 Veterinary Expense	.01		
19 Custom Work	.85	.84	.74
20 Total Supplemental Costs	1.45	1.26	2.22
21 Ret. Over Feed & Supp. Costs	6.20	7.66	(-3.20)
22 Supplementary Management Information			
23 Returns for \$100 Feed Fed	140.47	151.51	96.34
24 Price Per CWT. Sold	25.54	25.85	24.65
25 Ave. Weight Per Head Sold	985.7	1024.4	1003.2
26 Price Per CWT. Bought	26.25	26.79	25.41
27 Ave. Weight/ Head Bought	538.3	543.4	504.8
28 Number of Head Bought	72	144	24
29 Per Cent Death Loss	.7	.8	1.3

Farms producing less than 5000 lbs. of beef were not included in the averages.

TABLE 16A - SHEEP FLOCK - 1968

Item	Average of 11 Farms	4 Farms	4 Farms
		High In Return Above Feed	Low in Return Above Feed
1 Average Number of Ewes	123.9	226.1	25.7
2 Pounds of Lamb & Mutton Prod.	9892	20189	2183
3 Pounds of Wool Produced	771	1246	190
Per Ewe			
4 Value of Produce			
5 Wool	2.95	2.33	3.89
6 Net Inc. In Value of Animals	23.94	28.75	15.37
7 Total Value Produced	26.89	31.08	19.26
8 Pounds of Feed Fed			
9 Grain	271.8	302.4	137.1
10 Protein, Salt & Mineral	32.6	42.1	9.1
11 Legume Hay	410.7	321.1	966.9
12 Other Hay & Dry Roughage			
13 Silage	800.8	833.7	137.9
14 Feed Cost			
15 Concentrates	7.03	8.06	3.07
16 Roughages	6.55	5.69	10.70
17 Pasture	2.36	2.30	3.27
18 Total Feed Costs	15.94	16.05	17.04
19 Return Over Feed Cost	10.95	15.03	2.22
20 Supplemental Costs			
21 Mis. Livestock Expense	1.45	1.76	.39
22 Veterinary Expense	.02		.27
23 Custom Work	1.33	1.92	.31
24 Total Supplemental Costs	2.80	3.68	.97
25 Ret. Over Feed & Supp. Costs	8.15	11.35	1.25
26 Supplementary Management Information			
27 Return for \$100 Feed Fed	168.71	193.63	113.01
28 Price Per CWT Lamb & Mutton Sold	21.90	22.76	20.39
29 Lbs. Wool/Per Sheep Shear.	14.8	41.5	7.9
30 No. Ewes Kept for Lambing	80	117	22
31 Per Cent Lamb Crop	166	193	141
32 Per Cent Death Loss	7.6	6.9	14.8

Farms with less than 10 ewes in the sheep flock were not included in the averages.



TABLE 17A - LAYING FLOCK - CHICKENS -1968

Item	Average of 11 Farms	5 Farms	4 Farms
		High In Return Above Feed	Low In Return Above Feed
1 Average Number of Hens	1666.7	3362.3	258.0
Per Hen			
2 Value of Produce			
3 Eggs Sold & Used	4.67	4.73	4.21
4 Inc. In Value of Flock	(-.27)	(-.26)	(-.98)
5 Total Value Produced	\$ 4.40	\$ 4.47	\$ 3.23
6 Pounds of Feed Fed			
7 Grain	43.7	41.5	67.7
8 Protein, Salt & Mineral	20.9	19.7	29.9
9 Complete Commercial Feed	7.1	7.4	3.9
10 Total Pounds of Feed	71.7	68.6	101.5
11 Total Feed Cost	2.12	2.04	2.94
12 Return Over Feed Cost	2.28	2.43	.29
13 Supplemental Costs	.06	.06	.08
14 Ret. Over Feed & Supp. Costs	2.22	2.37	.21
15 Supplementary Management Information			
16 Return for \$100 Feed Fed	207.56	219.11	109.75
17 Eggs Laid Per Hen	242	245	220
18 Price/Doz. Eggs Sold-Cents	.23	.23	.23
19 Feed Cost/Doz. Eggs-Cents	.11	.10	.16
20 Ret. Over Feed Cost/Doz. Eggs	.11	.12	.02
21 Per Cent Death Loss	7.9	7.1	19.0

AREA VO-AG. COORDINATORS IN MINN.

AUSTIN.....	CHARLES PAINTER
DULUTH .....	RODGER PALMER
JACKSON.....	JOHN MURRAY
MANKATO.....	DEL HODGKINS
ST. CLOUD.....	ED. J. O'CONNELL
STAPLES.....	WILLIAM GUELKER
THIEF RIVER FALLS.....	ED. SISLER
WILLMAR.....	JOHN THELL
WINONA.....	DONALD WALKER

