LETS LOOK AT THE RECORD

1969 Annual Report

VOCATIONAL AGRICULTURE FARM MANAGEMENT PROGRAM

NORTHWESTERN MINNESOTA

REPORT NO. 15

AREA VOCATIONAL TECHNICAL SCHOOL

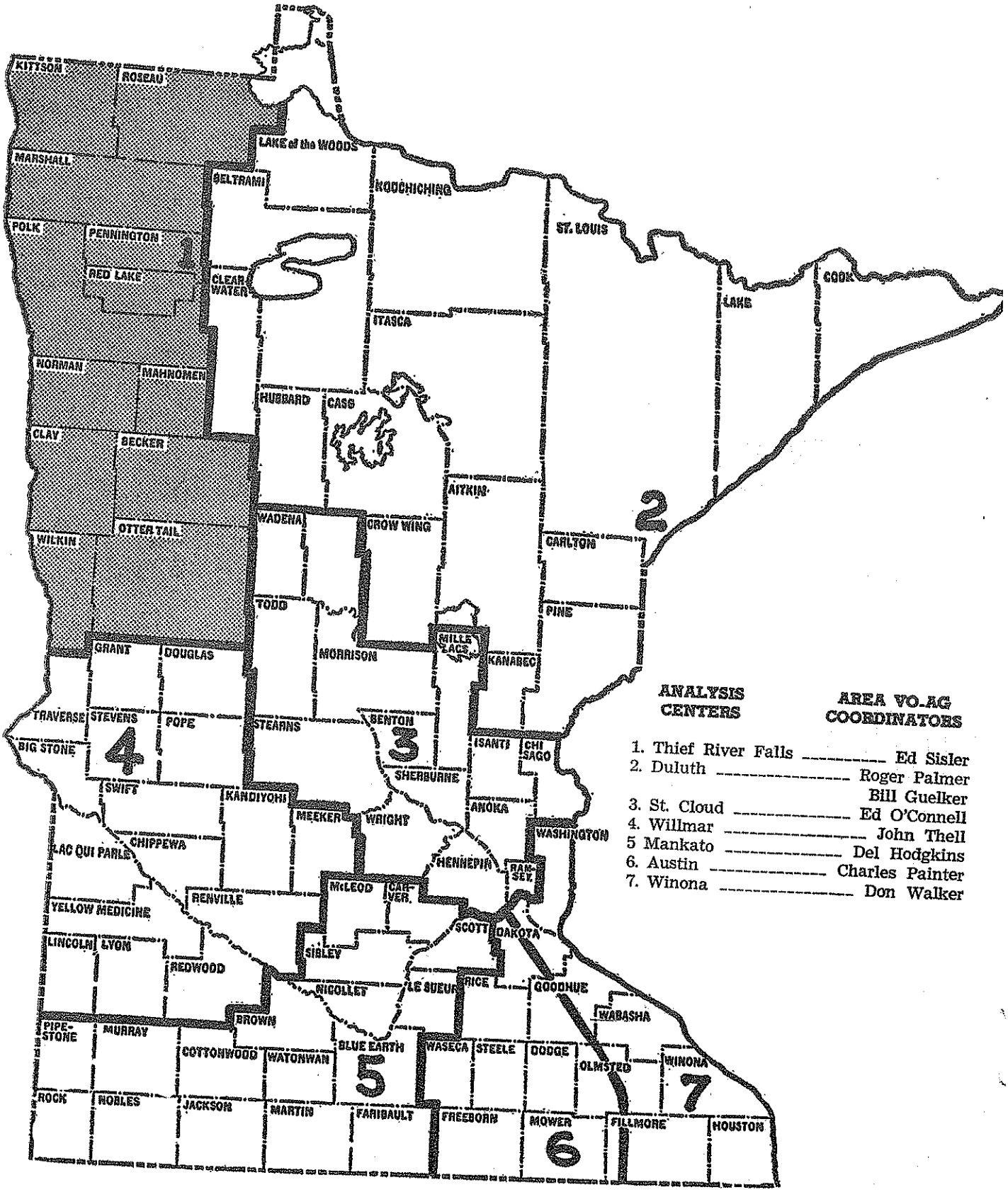
THIEF RIVER FALLS, MINNESOTA

In Cooperation With

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

April 1970

VO-AG FARM MANAGEMENT AREAS



ANALYSIS CENTERS	AREA VO-AG COORDINATORS
1. Thief River Falls	Ed Sisler
2. Duluth	Roger Palmer Bill Guelker
3. St. Cloud	Ed O'Connell
4. Willmar	John Thell
5 Mankato	Del Hodgkins
6. Austin	Charles Painter
7. Winona	Don Walker

* Shaded Area Served by the Thief River Falls Analysis Center

1969 REPORT OF THE FARM MANAGEMENT PROGRAM FOR VOCATIONAL AGRICULTURE IN NORTHWESTERN MINNESOTA

HERE'S WHERE YOU'LL FIND THE INFORMATION

Introduction. 1-2-3-4-5-6
1969 in a Nutshell. 7
Summary of Farm Inventories 8-9
Summary of Farm Receipts (Cash Statement) 10
Summary of Farm Expenses (Cash Statement) 11
Summary of Farm Earnings (Enterprise) 12
Range in Earnings 13
Household & Personal Expenses & Receipts. 14
Net Worth 15-16
Summary of Farm Receipts (Cash Statement) Op. Share . . . 17
Summary of Farm Expenses (Cash Statement) Op. Share . . . 18
Measures in Farm Organization & Management Efficiency . . 19
Thermometer Chart 20
Labor Earnings Correlated With Excelled Factors 21
Crop Analysis Introduction. 22
Crop Summary 23
Crop Data in Individual Crops 24
Livestock Analysis Introduction 25
Hogs Complete 26
Hogs Weaning. 27
Hogs Finishing. 28
Dairy Cattle. 29-30-31
Beef Breeding 32
Beef Feeding. 33
Sheep 34
Sheep Feeding 35
Chickens. 36
Turkeys - Laying Flock. 37
Turkey Poults 38
Average Prices Used & Work Units Explanation. 39
Summary of Farm Earnings by Years 40

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, fifteen 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's 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. A thank you is awarded the clerical staff for their patience, perserverence,and dedication to the project. The staff this year is: Phyllis Moum, Marie Sorensen, Roberta Kosel, Marlys Swanson, Shirley Koop, Betty Ueland, Fay Gullickson, Fern Hedlund, Betty Johannson, Marcella Lemmon, and Gladys Narverud, who prepared the manuscript.

This year marks the tenth year for Phyllis Moum, and a special thank you is in order for her "generalship", and concern for a job well done.

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. Odell Barduson of the State Department of Education, Dr. Milo Peterson of the University Department of Agricultural Education, and Dr. T.R. Nodland of the Agricultural Economics Department have been available as consultants.

This analysis center utilizes the Agricultural Records Cooperative's automatic data processing facilities to streamline its operation.

This report deals with farmers enrolled in twenty four schools in Northwestern Minnesota. The following tabulation shows the number of farmers submitting 1969 farm records for analysis, the schools cooperating and the names of the Vo-Ag instructors from these schools.

School	No. of Cooperators	Instructor
Ada	6	Lowell Gunderson
Ashby	2	John Meagher
Barnsville	5	David Bakken
Battle Lake	3	Alton Carlson
Detroit Lakes	29	Clayton Olsen
	25	Duane Lemmon
Fergus Falls	16	Bert Winger
Fertile	52	Conrad Carlson
Fisher	2	Winslow Helt
Fosston	15	Dean McNelly
Goodridge	22	Wally Shodean
Greenbush	5	Bernard Nelson
Hawley	14	John Hest
Henning	1	Darrell Sand
Karlstad	2	Harlan Hokanson
Middle River	7	Fred Fredrickson
Moorhead	22	Ray Maxson
Pelican Rapids	12	Elvin Andrews
Plummer, Red Lake Falls, & Oklee	37	Harry Oen
Roseau	38	Bud Leverington
Thief River Falls	27	Don Johnsen
Thief River Falls	42	Verne Spengler
Twin Valley	1	Ken Skauge
Ulen	2	Eugene Pulles
Areas not served by Vo-Ag Depts.	5	Ed Sisler Vo-Ag Coordinator

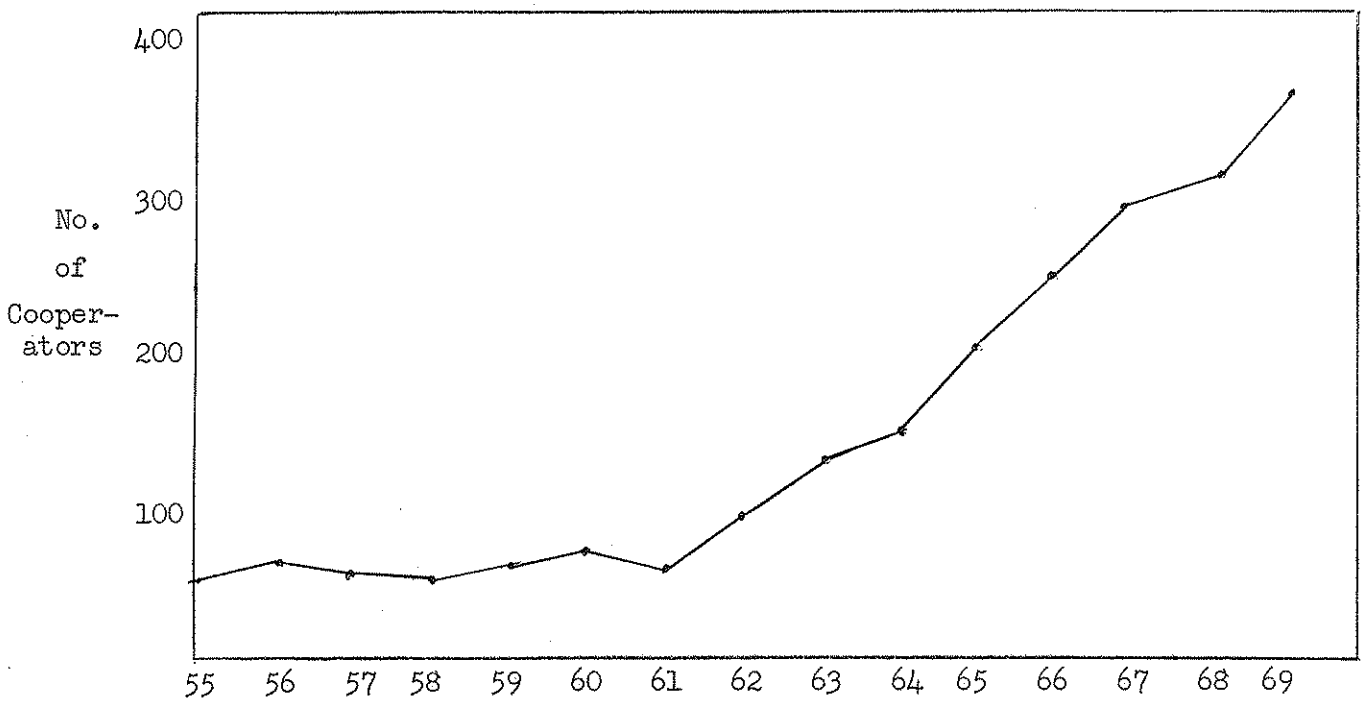
WHY KEEP FARM RECORDS?

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.*

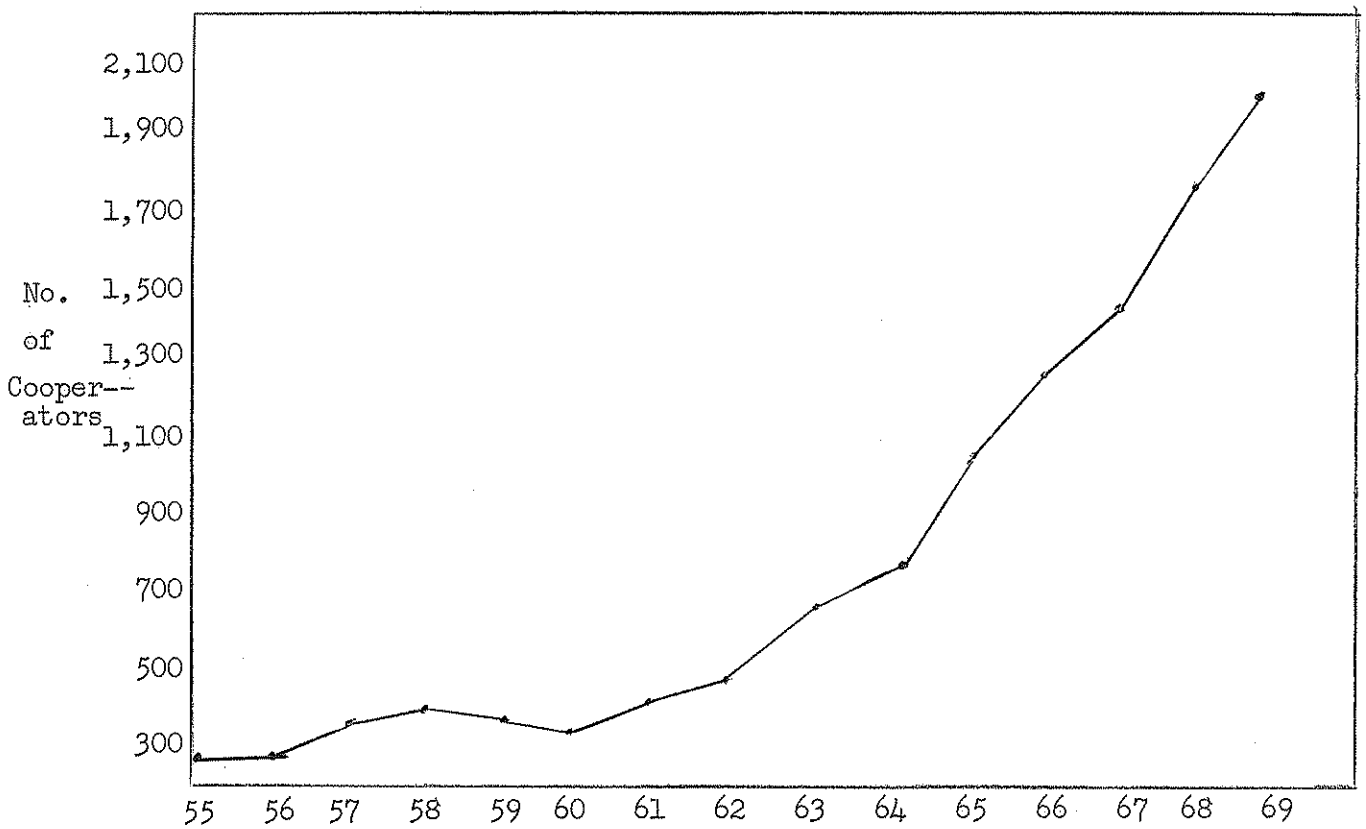
*Britannica Research Service

WATCH US GROW

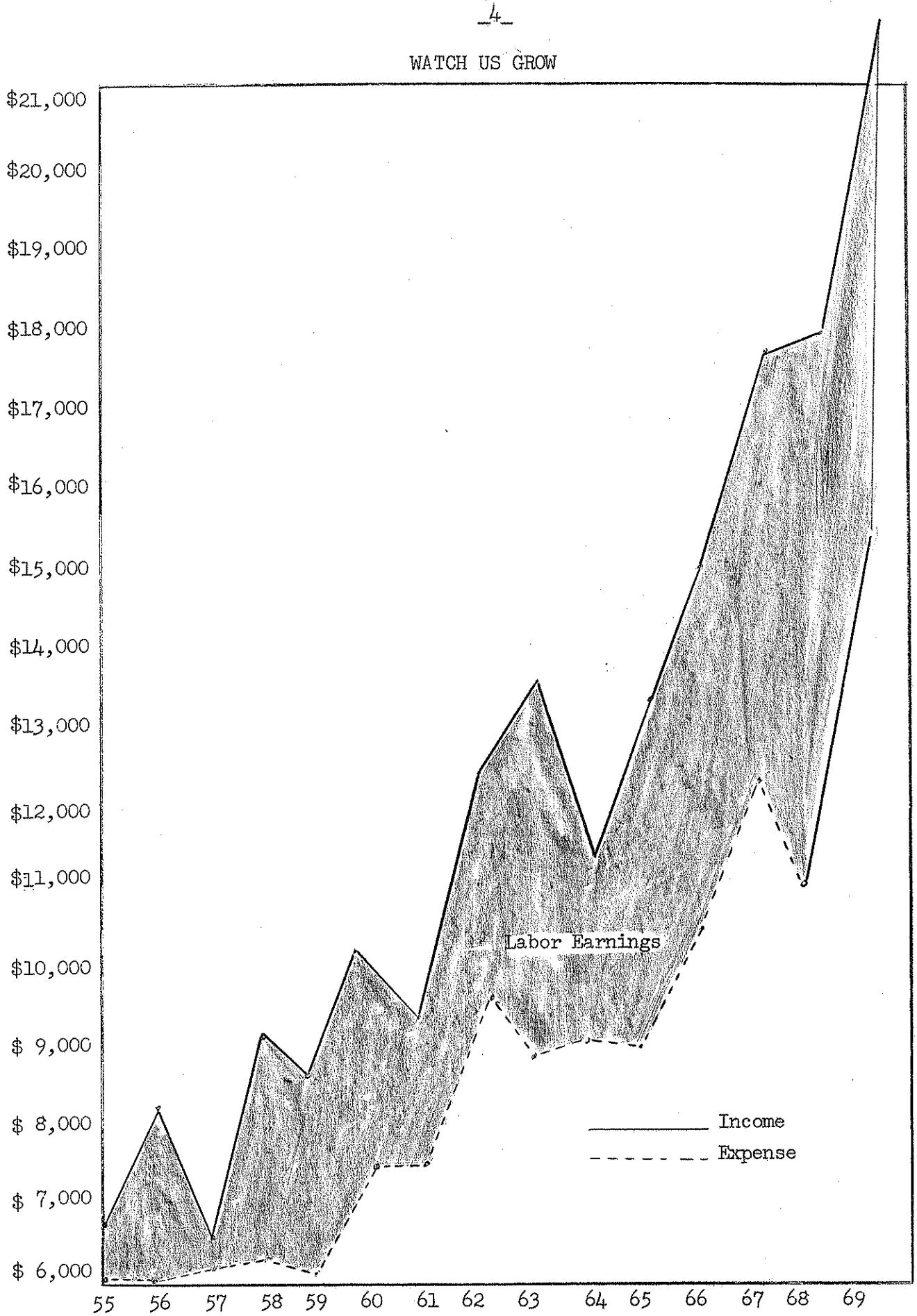
THIEF RIVER FALLS CENTER



STATE WIDE

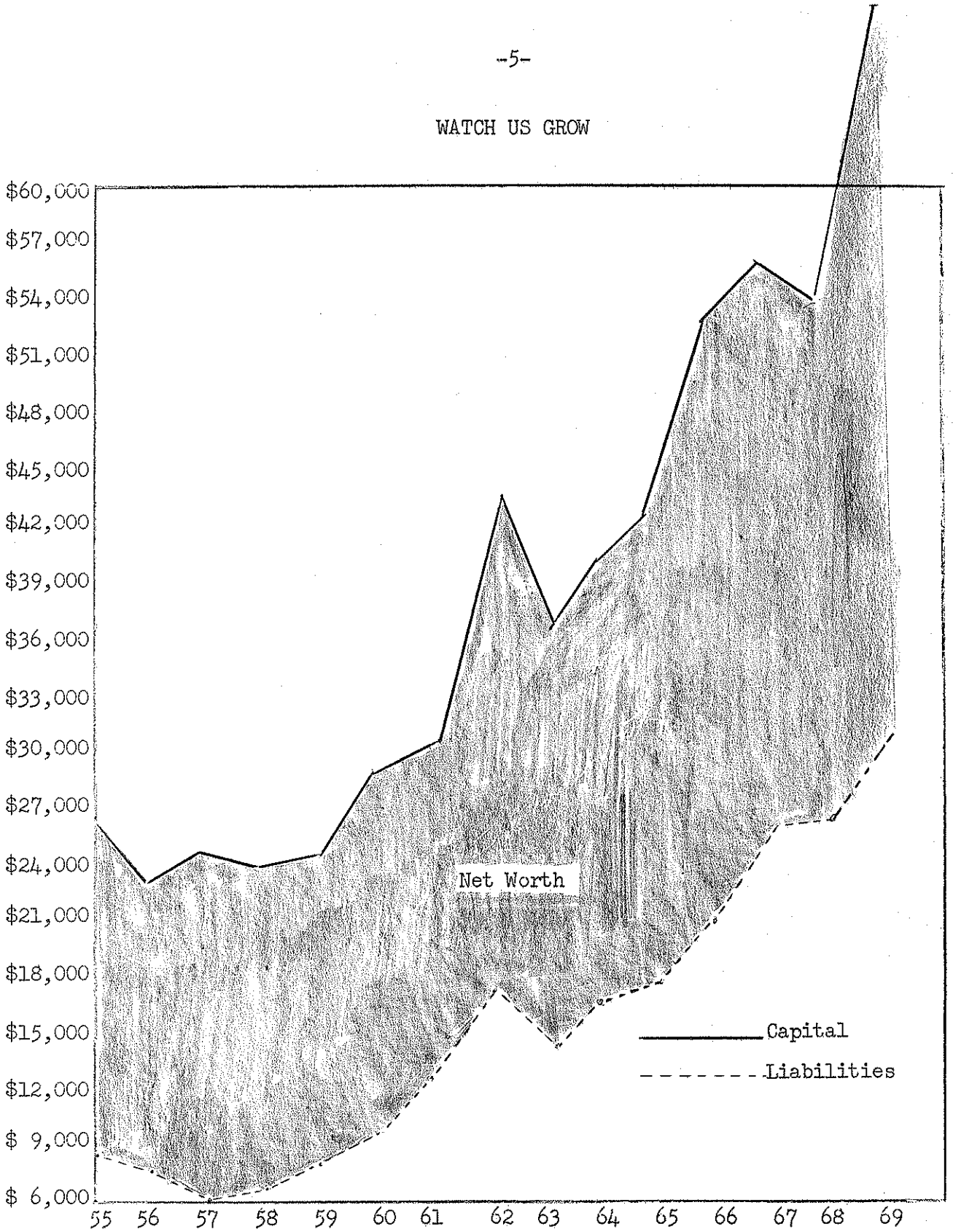


WATCH US GROW



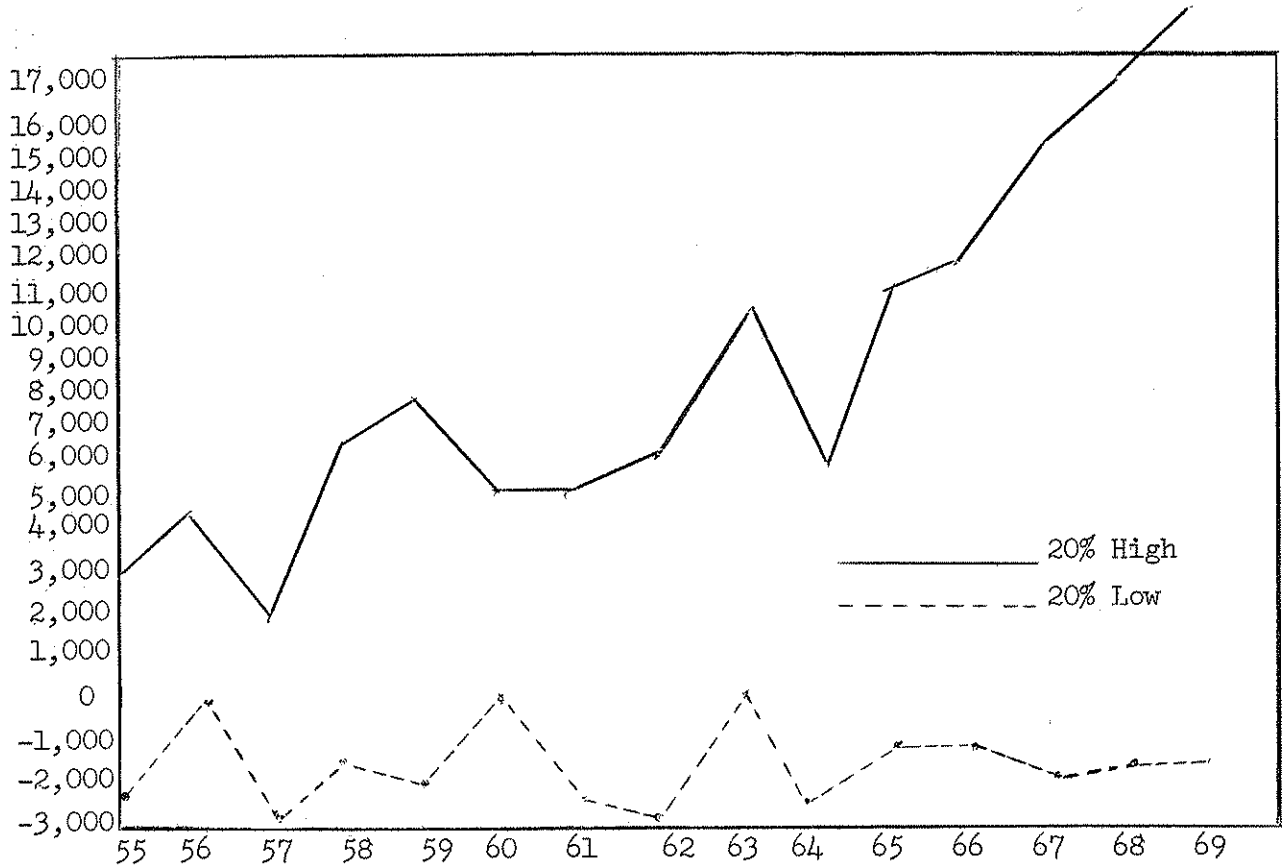
HISTORY OF LABOR EARNINGS

WATCH US GROW

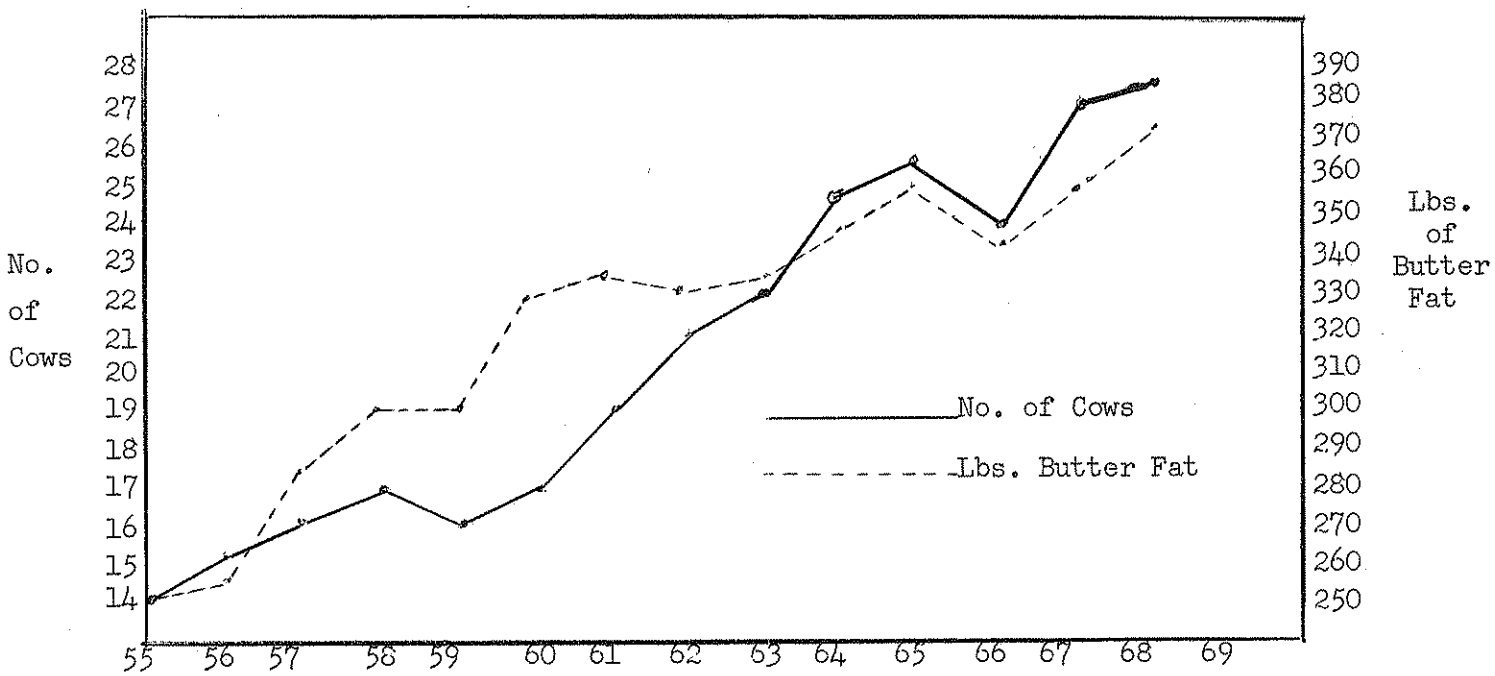


HISTORY OF NET WORTH

WATCH US GROW



SPREAD IN EARNINGS BETWEEN THE TOP AND BOTTOM 20%



HISTORY OF DAIRY HERDS, and PRODUCTION

1969 IN A NUTSHELL

	1968	1969	Average
Labor Earnings (operators share)	$	$-524	$ 5,854
Return to Capital & Family Labor		3,019	8,575
Net Worth		60,334	52,064
Ratio of Current Assets & Machinery to Current Liabilities	3.34	3.20	2.47
Ratio of Real Estate Assets to Real Estate Liabilities	2.41	1.92	2.99
Ratio of Total Assets to Total Liabilities	2.81	2.42	2.71
Expenses per Dollar Income		1.02	.82
SIZE			
Work Units* - Crops		214	184
Livestock		231	162
Other			7
Total Farm Capital	99,729	106,454	82,296

*One work unit equals one ten hour day

FARM EARNINGS

There are three earnings statements contained in this report. Tables 2 and 6 are earnings statements with a cash basis. Table 2 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 six 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 if found in Tables 5 and 6.

WHAT IS THE CAPITAL INVESTMENT PICTURE IN OUR FARM BUSINESS?

Table 1. Summary of Farm Inventories, 1969

Items	Average of 313 Farms Jan. 1	Dec. 31
Size of farm - Total Acres	600.5	
- Tillable Acres	486.8	
Work units - Crops	184.14	
- Livestock	162.13	
- Other	6.55	
Total size of business in work units	352.82	
Number of workers	1.4	
Farm capital investment per worker	61798	
PRODUCTIVE LIVESTOCK		
Dairy cows	3026	3180
Other dairy cattle	1683	2034
Beef breeding cattle	2765	2948
Beef feeder cattle	1424	1487
Hogs	530	827
Sheep (incl. feeders)	264	459
Poultry (incl. turkeys)	139	145
Other productive livestock	47	134
Total Productive Livestock	$ 9878	$ 11214
CROP, SEED AND FEED	7655	8515
POWER, MACHINERY AND EQUIPMENT		
Auto and truck (farm share)	1602	1898
Power and machinery	9393	10844
Livestock equipment	1177	1306
Total Power, Machinery and Equipment	$ 12172	$ 14048
LAND	38016	39268
BUILDINGS, FENCES, ETC.	7903	9251
TOTAL FARM CAPITAL	$ 75624	$ 82296

06/25/70

TABLE 1 - FARM INVENTORIES - 1969

1	SIZE OF FARM-TOTAL ACRES	821.9	
2	- TILLABLE ACRES	593.9	
3	WORK UNITS-CROPS	214.17	
4	- LIVESTOCK	231.10	
5	- OTHER		
6	TOTAL SIZE OF BUSINESS IN WORK UNITS	445.27	
7	NUMBER OF WORKERS	1.2	
7A	FARM CAPITAL INVESTMENT PER WORKER	93719	
		JAN. 1	DEC. 31
8	PRODUCTIVE LIVESTOCK		
9	DAIRY COWS	3875	4050
10	OTHER DAIRY CATTLE	200	280
11	BEEF BREEDING CATTLE	18055	15005
12	BEEF FEEDER CATTLE	900	8160
13	HOGS	175	510
14	SHEEP (INCL. FEEDERS)		
15	POULTRY (INCL. TURKEYS)		
16	OTHER PRODUCTIVE LIVESTOCK		
17	TOTAL PRODUCTIVE LIVESTOCK $	23205	28005
18	CROP, SEED AND FEED	3952	5037
19	POWER, MACHINERY AND EQUIPMENT		
20	AUTO AND TRUCK (FARM SHARE)	2537	1993
21	POWER AND MACHINERY	12416	10638
22	LIVESTOCK EQUIPMENT	1352	1541
23	TOTAL POWER, MACHINERY AND EQUIPMENT $	16305	14172
24	LAND	50330	52700
25	BUILDINGS-FENCES-ETC.	5937	6540
26	TOTAL FARM CAPITAL $	99729	106454

TABLE 1 - FARM INVENTORIES - 1988

1 SIZE OF FARM-TOTAL ACRES	824.9	
2 - TILLABLE ACRES	709.9	
3 WORK UNITS-ADOPS	214.11	
4 - LIVESTOCK	231.10	
5 - OTHER		
6 TOTAL SIZE OF BUSINESS IN WORK UNITS	444.21	
7 NUMBER OF WORKERS	1.2	
7A FARM CAPITAL INVESTMENT PER WORKER	92172	
8 PRODUCTIVE LIVESTOCK		
9 DAIRY COWS	3479	4030
10 OTHER DAIRY CATTLE	208	240
11 BEEF-BREEDING CATTLE	16025	18605
12 BEEF FEEDER CATTLE	900	8300
13 HOGS	175	930
14 SHEEP (INCL. FEEDERS)		
15 POULTRY (INCL. TURKEYS)		
16 OTHER PRODUCTIVE LIVESTOCK		
17 TOTAL PRODUCTIVE LIVESTOCK	$ 23409	25605
18 CROPS, SEED AND FEED	3775	9037
19 POWER, MACHINERY AND EQUIPMENT		
20 AUTO AND TRUCK (FARM SHARE)	2047	1773
21 POWER AND MACHINERY	17419	16030
22 LIVESTOCK EQUIPMENT	1332	1991
23 TOTAL POWER, MACHINERY AND EQUIPMENT	$ 16808	19412
24 LAND	84339	82700
25 BUILDINGS-FENCES-ETC.	3937	6940
26 TOTAL FARM CAPITAL	$ 94172	102462

Table 1. Summary of Farm Inventories, 1969

Items	62 High Farms Jan. 1	62 High Farms Dec. 31	62 Low Farms Jan. 1	62 Low Farms Dec. 31
Size of farm - Total Acres	823.1		527.6	
- Tillable Acres	712.6		388.0	
Work units - Crops	278.09		138.17	
- Livestock	246.14		96.51	
- Other	10.20		4.35	
Total size of business in work units	534.43		239.03	
Number of workers	1.7		1.2	
Farm capital investment per worker	73096		61428	
PRODUCTIVE LIVESTOCK				
Dairy cows	4110	4458	1742	1753
Other dairy cattle	2287	2783	983	1057
Beef breeding cattle	2723	2922	2355	2562
Beef feeder cattle	2470	3219	629	507
Hogs	1205	1751	293	352
Sheep (incl. feeders)	415	513	249	204
Poultry (incl. turkeys)	488	596	65	6
Other productive livestock	236	677		
Total Productive Livestock	$ 13934	$ 16919	$ 6316	$6441
CROP, SEED AND FEED	$ 14094	$ 16912	$ 3827	$ 4400
POWER, MACHINERY AND EQUIPMENT				
Auto and truck (farm share)	2254	2897	1245	1533
Power and machinery	14486	17134	7053	7796
Livestock equipment	2890	2849	257	637
Total power, machinery & equipment	$ 19630	$ 22880	$ 8555	$ 9966
LAND	50331	52327	34351	35471
BUILDINGS, FENCES, ETC.	11709	12864	6972	8240
TOTAL FARM CAPITAL	$109698	$121902	$60021	$64518

Table 2A, Whole Farm Summary of Cash Receipts, 1969

Items	Average of 312 farms	62 Most prof. farms	62 Least prof. farms
SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
Dairy cows	$ 914	$ 1331	$ 473
Dairy products	6299	9423	2798
Other dairy cattle	841	1090	454
Beef breeding cattle	1295	1213	942
Beef feeder cattle	2171	4320	1390
Hogs complete	787	2752	162
Hogs finishing	351	711	225
Hogs producing weaning pigs	546	566	416
Sheep and wool, farm flock	270	327	253
Sheep and wool, feeder lambs	55	98	
Chickens, (incl. hens and broilers)	110	550	
Turkeys	1004	3957	1016
Eggs	469	1785	126
Other productive livestock	55	275	
Total Productive Livestock	$ 15167	$ 28398	$ 8255
SALE OF CROPS			
Corn	355	669	213
Soybeans, flax, sunflowers	934	1306	523
Wheat, oats, barley, rye	7813	14009	4952
Potatoes, sugar beets, other crops	845	1783	12
Hay, silage and other crops	443	821	284
Diverted acre payment	832	1351	543
Total Sales From Crops	$ 11222	$ 19939	$ 6527
Capital assets sold	327	536	409
Gas tax refund	166	235	123
Income from work off the farm	360	616	251
Patronage refunds	276	540	157
Miscellaneous farm income	685	1375	426
Total farm sales (1)	$ 28203	$ 51639	$16148
Increase in farm capital (2)	$ 6683	$ 12203	$ 4497
Family living from the farm (3)	316	393	208
TOTAL FARM RECEIPTS (1)+(2)+(3)	$ 35202	$ 64235	$20853

06/29/70

TABLE 2A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1969

1	SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS	$	799
2	DAIRY COWS		6027
3	DAIRY PRODUCTS		397
4	OTHER DAIRY CATTLE		2698
5	BEEF BREEDING CATTLE		5524
6	BEEF FEEDER CATTLE		119
7A	HOGS COMPLETE		
7B	HOGS FINISHING		
7C	HOGS PRODUCING WEANING PIGS		
8A	SHEEP AND WOOL, FARM FLOCK		
8B	SHEEP AND WOOL, FEEDER LAMBS		
9	CHICKENS (INCL. HENS AND BROILERS)		
10	TURKEYS		
11	EGGS		
12	OTHER PRODUCTIVE LIVESTOCK		
12A	TOTAL SALES OF PRODUCTIVE LIVESTOCK	$	15564
13	SALE OF CROPS		
14	CORN		
15	SOYBEANS, FLAX, SUNFLOWERS		5382
16	WHEAT, OATS, BARLEY, RYE		
17	POTATOES, SUGAR BEETS, CANNING & OTHER CROPS A+B		374
18	HAY, SILAGE AND OTHER CROPS		
19	DIVERTED ACRE PAYMENT		
19A	TOTAL SALES FROM CROPS	$	5756
20	CAPITAL ASSETS SOLD		173
21	GAS TAX REFUND		
22	INCOME FROM WORK OFF THE FARM		128
23	PATRONAGE REFUNDS		126
24	MISCELLANEOUS FARM INCOME	$	21749
25	TOTAL FARM SALES		
26	INCREASE IN FARM CAPITAL		6725
27	FAMILY LIVING FROM THE FARM		577
28	TOTAL FARM RECEIPTS (25)+(26)+(27)	$	29051

TABLE 7A - WHOLE FARM SUMMARY OF CASH RECEIPTS - 1983

1	SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS	$
2	DAIRY COWS	
3	DAIRY PRODUCTS	
4	OTHER DAIRY CATTLE	
5	BEEF BREEDING CATTLE	
6	OTHER BEEF CATTLE	
7A	HOGS CONFLRTE	
7B	HOGS FINISHING	
7C	HOGS FARROWING FEEDING PIGS	
7D	SHEEP AND WOOL, FARM FLOCK	
8A	SHEEP AND WOOL, FEEDER LAMBS	
9	CHICKENS (FOWL, HENS AND BROILERS)	
10	TURKEYS	
11	EGGS	
12	OTHER PRODUCTIVE LIVESTOCK	
12A	TOTAL SALES OF PRODUCTIVE LIVESTOCK	$
13	SALE OF CROPS	
14	CORN	
15	SOYBEANS, FLAX, SUNFLOWERS	
16	WHEAT, OATS, BARLEY, RYE	
17	POTATOES, SUGAR BEETS, CANNING & OTHER CROPS A+O	
18	HAY, SILAGE AND OTHER CROPS	
19	DIVERTED ACRE PAYMENT	
19A	TOTAL SALES FROM CROPS	$
20	CAPITAL ASSETS SOLD	
21	GAS TAX REFUND	
22	INCOME FROM MORE THAN THE FARM	
23	PATRONAGE REFUNDS	
24	MISCELLANEOUS FARM INCOME	
25	TOTAL FARM SALES	$
26	INCREASED IN FARM CAPITAL	
27	FAMILY LIVING FROM THE FARM	
28	TOTAL FARM RECEIPTS (25+26+27)	$

Table 2B, Whole Farm Summary of Cash Expenses, 1969

Items	Average of 312 farms	62 Most prof. farms	62 Least prof. farms
PURCHASE OF LIVESTOCK			
Dairy cows	$ 246	$ 519	$ 59
Other dairy cattle	141	62	173
Beef breeding cattle	182	192	27
Beef feeder cattle	577	1725	449
Hogs complete	54	44	65
Hogs finishing	120	272	89
Hogs producing, weaning pigs	49	14	37
Sheep, farm flock	34	45	8
Sheep, feeder lambs	159		
Chickens (incl. hens and broilers)	67	325	3
Turkeys	145	468	177
Other productive livestock	23	115	
Miscellaneous livestock expense	532	1036	365
Feed bought	2572	6412	1671
Fertilizer	1738	2814	1246
Chemicals	100	213	42
Other crop expense	1596	2117	1585
Custom work hired	871	1424	618
Repair & upkeep of livestock equipment	178	263	122
Repair & upkeep of farm real estate	255	262	212
Gas, oil, grease bought (farm share)	1420	2040	1104
Repair & op. of mach, tractor & auto (f.s.)	1543	2118	1247
Wages of hired labor	967	2008	384
Personal property & real estate taxes	833	1216	697
General farm expense	399	577	283
Telephone expense (farm share)	86	104	82
Electricity expense (farm share)	280	403	195
TOTAL CASH OPERATING EXPENSE	$ 15167	$26788	$ 10940
Power, crop & gen. machinery bought (f.s.)	$ 4344	$ 6879	$ 3185
Livestock equipment bought	334	505	426
New real estate & improvement	3335	4117	3294
TOTAL FARM PURCHASES	$ 23180	$38289	$ 17845
Decrease in farm capital			
Interest on farm capital	4744	6948	3736
Unpaid family labor	350	93	697
Labor charge for partners & other operators	222	506	201
Board furnished hired labor	70	141	47
TOTAL FARM EXPENSE	$ 28566	$45977	$ 22526
Labor earnings (whole farm)	$ 6636	$18258	$(- 1672)
Number of operators	1	1	1

06/25/70

TABLE 28 - WHOLE FARM SUMMARY OF CASH EXPENSES - 1969

1	PURCHASE OF LIVESTOCK		
2	DAIRY COWS	$	
3	OTHER DAIRY CATTLE		1650
4	BEEF BREEDING CATTLE		
5	BEEF FEEDER CATTLE		
6A	HOGS COMPLETE		25
6B	HOGS FINISHING		
6C	HOGS PRODUCING WEANING PIGS		
7A	SHEEP, FARM FLOCK		
7B	SHEEP, FEEDER LAMBS		
8	CHICKENS (INCL. HENS AND BROILERS)		
9	TURKEYS		
10	OTHER PRODUCTIVE LIVESTOCK		
11	MISCELLANEOUS LIVESTOCK EXPENSE		240
12	FEED BOUGHT		1714
13	FERTILIZER		1231
14	CHEMICALS		
15	OTHER CROP EXPENSE		895
16	CUSTOM WORK HIRED		496
17	REPAIR + UPKEEP OF LIVESTOCK EQUIP.		319
18	REPAIR + UPKEEP OF FARM REAL ESTATE		61
19	GAS, OIL, GREASE BOUGHT (FARM SHARE)		1298
20	REPAIR + OPER OF MACH,TRACTOR,TRUCK,AUTO (F.S.)		1162
21	WAGES OF HIRED LABOR		930
22	PERSONAL PROPERTY + REAL ESTATE TAXES		1235
23	GENERAL FARM EXPENSE		463
24	TELEPHONE EXPENSE (FARM SHARE)		43
25	ELECTRICITY EXPENSE (FARM SHARE)		298
26	TOTAL CASH OPERATING EXPENSE	$	12060 *
27	POWER, CROP AND GENERAL MACH BOUGHT (FARM SHARE)		2633
28	LIVESTOCK EQUIPMENT BOUGHT		459
29	NEW REAL ESTATE + IMPROVEMENT		7548
30	TOTAL FARM PURCHASES (26) THRU (29)	$	22700 *
31	DECREASE IN FARM CAPITAL		
32	INTEREST ON FARM CAPITAL		6185
33	UNPAID FAMILY LABOR		
34	LABOR CHARGE FOR PARTNERS + OTHER OPERATORS		
35	BOARD FURNISHED HIRED LABOR		
36	TOTAL FARM EXPENSE (30) THRU (35)	$	28885 *
37	LABOR EARNINGS (WHOLE FARM) (2A/28)-(36)	$	166 *
38	NUMBER OF OPERATORS		1

TABLE 20 - WHOLE FARM SUMMARY OF CASH/EXPENSES - 1990

1	PURCHASE OF LIVESTOCK	
2	DAIRY COWS	
3	OTHER DAIRY CATTLE	1990
4	BEEF BREEDING CATTLE	
5	BEEF FEEDER CATTLE	
6A	HOGS COMPLETE	26
6B	HOGS FINISHING	
6C	HOGS PRODUCING WEANING PIGS	
7A	SHEEP, FARM FLOCK	
7B	SHEEP, FEEDER LAMBS	
8	CHICKENS (EGGS, MEAT) AND BROILERS	
9	TURKEYS	
10	OTHER PRODUCTIVE LIVESTOCK	
11	MISCELLANEOUS LIVESTOCK EXPENSE	240
12	FEED PURCHASE	1770
13	FERTILIZER	1221
14	CHEMICALS	
15	OTHER CROP EXPENSE	800
16	CUSTOM WORK HIRED	464
17	REPAIR & MAINT OF LIVESTOCK FACILITY	319
18	REPAIR & MAINT OF FARM REAL ESTATE	61
19	GAS, OIL, GREASE (NOT FROM SHARE)	1270
20	REPAIR & OPER OF MACH,TRACTOR,TRUCK,AUTO (F.S.)	1102
21	WAGES OF HIRED LABOR	960
22	PERSONAL PROPERTY & REAL ESTATE TAXES	1229
23	GENERAL FARM EXPENSE	463
24	TELEPHONE EXPENSE (FARM SHARE)	43
25	ELECTRICITY EXPENSE (FARM SHARE)	208
26	TOTAL CASH OPERATING EXPENSE	$ 12000
27	MORTG, CLOS AND GENERAL MACH EQUIPT (FARM SHARE)	1203
28	LIVESTOCK EQUIPMENT EQUIPT	459
29	NEW REAL ESTATE & IMPROVEMENT	1848
30	TOTAL FARM PURCHASES (26+ THRU 29)	$ 22700
31	DECREASE IN FARM CAPITAL	
32	INTEREST ON FARM CAPITAL	4182
33	UNPAID FAMILY LABOR	
34	LABOR CHARGE FOR PARTNERS & OTHER OPERATORS	
35	SHARE-RENTED HIRED LABOR	
36	TOTAL FARM EXPENSE (30) THRU (35)	$ 28882
37	LABOR EARNINGS (WHOLE FARM) (CA/2B)-(30)	$ 360
38	NUMBER OF OPERATORS	1

WHAT IS THE VALUE PRODUCED BY EACH ENTERPRISE?

Table 3. Summary of Farm Earnings (Enterprise Statement), 1969

Items	Average of 312 farms	62 Most prof. farms	62 Least prof. farms
RETURNS AND NET INCREASES			
Productive livestock			
Dairy cattle	$ 6644	$ 9978	$ 2918
Other dairy cattle	1985	2747	966
Beef breeding cattle	1651	1891	1197
Feeder cattle	1271	2621	717
Complete hog enterprise	897	3074	168
Hog finishing enterprise	257	459	190
Producing weaning pigs	644	756	338
Farm flock of sheep	283	452	202
Feeder lambs	44	23	
Chickens (incl. hens and broilers)	412	1968	29
Turkeys	972	3646	887
Other productive livestock	119	601	
ALL PRODUCTIVE LIVESTOCK	$ 15179	$ 28216	$ 7612
Value of feed fed to livestock	7040	12569	4469
Return over feed from livestock	8139	15647	3143
Crop, seed and feed	12953	23549	6916
Income from labor off the farm	131	204	87
Cooperative patronage refunds	276	540	157
Miscellaneous farm income	685	1375	426
TOTAL RETURNS AND NET INCREASES	$ 22184	$ 41315	$ 10729
EXPENSES AND NET DECREASES			
Truck and auto (farm share)	$ 1586	$ 2258	$ 1180
Tractors and crop machinery	4057	5581	3261
Electricity	280	403	195
Livestock equipment	377	807	156
Buildings, fences, and tiling	936	1178	1014
Bare Land			
Misc. livestock expenses	532	1036	365
Labor	1495	2442	1231
Labor charge for other operator (s)	222	506	201
Property tax	833	1216	697
General farm expense and telephone	485	681	365
Interest on farm capital	4744	6948	3736
TOTAL EXPENSES AND NET DECREASES	$ 15547	$ 23056	$ 12401
Labor earnings	$ 6636	$ 18258	$(-1672)
Number of farm operators	1	1	1

06/29/70

TABLE 3 - ENTERPRISE STAT. - 1969

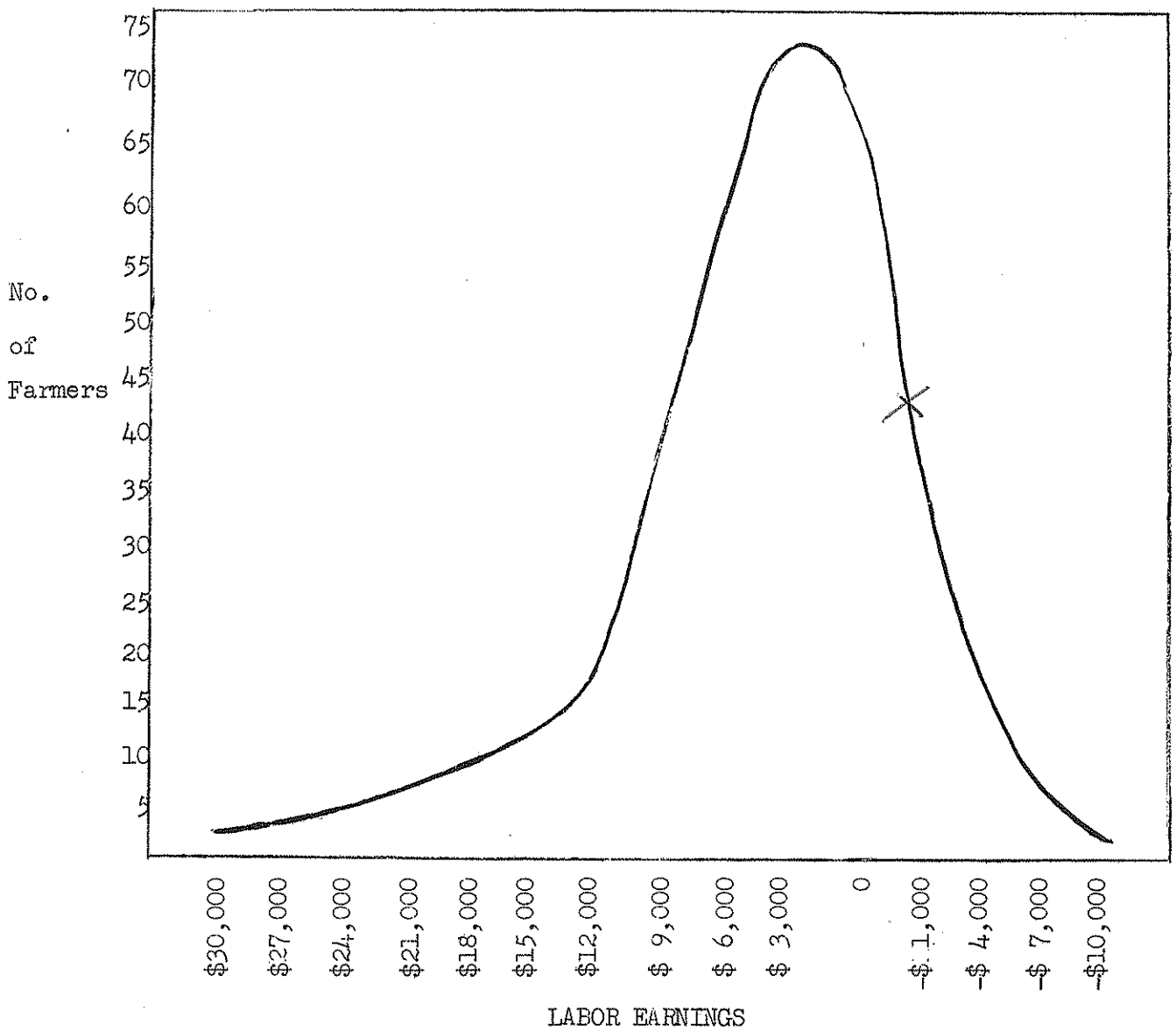
1	RETURNS AND NET INCREASES		
2	PRODUCTIVE LIVESTOCK		
3	DAIRY CATTLE	$	7407
4	OTHER DAIRY CATTLE		1540
5	BEEF BREEDING CATTLE		8206
6	FEEDER CATTLE		1948
7	COMPLETE HOG ENTERPRISE		469
8	HOG FINISHING ENTERPRISE		
9	PRODUCING WEANING PIGS		
10	FARM FLOCK OF SHEEP		
11	FEEDER LAMBS		
12	CHICKENS (INCL. HENS AND BROILERS)		
13	TURKEYS		
14	OTHER PRODUCTIVE LIVESTOCK		
15	ALL PRODUCTIVE LIVESTOCK	$	19650 *
16	VALUE OF FEED FED TO LIVESTOCK		9836
17	RETURN OVER FEED FROM LIVESTOCK		9814
18	CROP, SEED AND FEED		12453
19	INCOME FROM LABOR OFF THE FARM		
20	COOPERATIVE PATRONAGE REFUNDS		128
21	MISCELLANEOUS FARM INCOME		126
22	TOTAL RETURNS AND NET INCREASES	$	22521 *
23	EXPENSES AND NET DECREASES		
24	TRUCK AND AUTO (FARM SHARE)	$	2096
25	TRACTORS AND CROP MACHINERY		5629
26	ELECTRICITY		298
27	LIVESTOCK EQUIPMENT		589
28	BUILDINGS, FENCES AND TILING		506
29	BARE LAND		4130
30	MISC. LIVESTOCK EXPENSE		240
31	LABOR		943
32	LABOR CHARGE FOR OTHER OPERATOR(S)		
33	PROPERTY TAX		1235
34	GENERAL FARM EXPENSE AND TELEPHONE		506
35	INTEREST ON FARM CAPITAL		6185
36	TOTAL EXPENSES AND NET DECREASES	$	22355 *
37	LABOR EARNINGS	$	~~166~~ 4296
38	NUMBER OF FARM OPERATORS		1

4130
166
4296

1 PRODUCTIVE LIVESTOCK		
2 DAIRY CATTLE		7001
3 OTHER DAIRY CATTLE		1240
4 BEEF GRAZING CATTLE		5900
5 FEEDER CATTLE		1000
6 CORPORATE VEG ENTERPRISES		900
7 ADJ FLUCTUATING ENTERPRISES		
8 PROCESSING MARKETING PIGS		
9 FARM RAISED SHEEP		
10 FEEDER LAMBS		
11 CHICKENS (INCL. HENS AND BROILERS)		
12 TURKEYS		
13 OTHER PRODUCTIVE LIVESTOCK		
14 ALL PRODUCTIVE LIVESTOCK		1000
15 VALUE OF FEED FED TO LIVESTOCK		900
16 ACTUAL OVER FEED FROM LIVESTOCK		1000
17 CROP, SEED AND FEED		1500
18 INCOME FROM LABOR OFF THE FARM		
19 COMPENSATIVE FACTORS ADJUSTS		100
20 MISCELLANEOUS FARM INCOME		100
21 TOTAL RETURNS AND NET INCREASES	0	1500
22 CHANGES AND NET DECREASES		
23 TRUCK AND AUTO (FARM SHARE)	0	2000
24 TRACTORS AND CROP MACHINERY		900
25 ELECTRICITY		300
26 LIVESTOCK EQUIPMENT		100
27 BUILDINGS, FENCES AND TILING		300
28 BUYING LAND		4100
29 MISC. LIVESTOCK EXPENSE		100
30 LABOR		300
31 LABOR WAGES EXP (OTHER OPERATORS)		
32 PROPERTY TAX		1200
33 REGULAR FARM EXPENSE AND TELEPHONE		100
34 INTEREST ON FARM CAPITAL		4100
35 TOTAL EXPENSES AND NET DECREASES	0	10000
36 LABOR EARNINGS	0	500
37 NUMBER OF FARM OPERATORS		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 $18,259 and of those in the lower 20 per cent was $-1953. This is a range of $20,212 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, 1969

Items	Average of 169 farms	29 Most prof. farms	32 Least prof. farms
Number of persons - family	5	6	5
Number of adult equivalent - family	3.8	4.2	3.9
Church and welfare	$ 204	$ 491	$ 155
Medical care and health insurance	541	646	531
Food and meals bought	1254	1583	1334
Operating expense and supplies	361	449	427
Furnishings and equipment	371	407	305
Clothing and clothing materials	441	582	416
Personal care, personal spending	241	378	204
Education	237	366	166
Recreation	5		
Gifts and special events	141	177	137
Personal share truck and auto expense	205	206	254
Operators share upkeep on dwelling	152	64	124
Personal share telephone & electricity exp.	139	145	146
TOTAL CASH LIVING EXPENSES	$ 4292	$ 5494	$ 4199
Personal share new truck and auto	213	427	73
New dwelling bought	562	1274	903
Taxes and other deductions	414	777	317
Life ins.,other savings & investments	697	1384	303
TOTAL HOUSEHOLD AND PERSONAL	$ 6178	$ 9356	$ 5795
TOTAL FAMILY LIVING FROM THE FARM	304	356	185
TOTAL CASH AND NON-CASH EXPENSES	$ 6482	$ 9712	$ 5980
FAMILY LIVING FROM THE FARM			
Milk and cream	79	97	30
Beef	182	221	76
Pork	23	28	46
Lamb			1
Poultry	4	3	3
Eggs	4		9
Veg., Fruit, Spuds, & Fuel-also other prod.	12	7	20
TOTAL FAMILY LIVING FROM THE FARM	$ 304	$ 356	$ 185

06/25/70

TABLE 4 - HOUSEHOLD EXPENSE - 1969

1	NUMBER OF PERSONS-FAMILY		5
2	NUMBER OF ADULT EQUIVALENT-FAMILY		3.0
3	CHURCH AND WELFARE	$	208
4	MEDICAL CARE AND HEALTH INSURANCE		467
5	FOOD AND MEALS BOUGHT		936
6	OPERATING EXPENSE AND SUPPLIES		344
7	FURNISHINGS AND EQUIPMENT		90
8	CLOTHING AND CLOTHING MATERIALS		187
9	PERSONAL CARE, PERSONAL SPENDING		143
10	EDUCATION		233
11	RECREATION		
12	GIFTS AND SPECIAL EVENTS		87
13	PERS. SHARE TRUCK AND AUTO EXP.		40
14	OPER. SHARE UPKEEP ON DWELLING		8
15	PERS. SHARE TEL. AND ELECT. EXP.		85
16	TOTAL CASH LIVING EXPENSES	$	2848 *
17	PERS. SHARE NEW TRUCK AND AUTO		
18	NEW DWELLING BOUGHT		
19	TAXES AND OTHER DEDUCTIONS		
20	LIFE INSURANCE AND OTHER SAVINGS AND INVESTMENTS		764
21	TOTAL HOUSEHOLD AND PERSONAL (16)-(20)	$	3612 *
22	TOTAL FAMILY LIVING FROM THE FARM (33)		577
23	TOTAL CASH AND NON-CASH EXPENSES (21)+(22)	$	4189 *

24 FAMILY LIVING FROM THE FARM

25		AMOUNT	$ OPR SHARE
26	MILK AND CREAM	1020	102
27	BEEF	1269	435
28	PORK	210	40
29	LAMB		
30	POULTRY		
31	EGGS		
32	VEG., FRUIT, SPUDS, AND FUEL-ALSO OTHER PRODUCE		
33	TOTAL FAMILY LIVING FROM THE FARM	$	577 *

Was another percentage of rural home [illegible] and [illegible] [illegible] [illegible] [illegible]

TABLE 4 - HOUSEHOLD EXPENSE - 1964

1 NUMBER OF PERSONS-FAMILY	3
2 NUMBER OF ADULT EQUIVALENT-FAMILY	3.0
3 CHURCH AND WELFARE	0
4 MEDICAL CARE AND HEALTH INSURANCE	164
5 FOOD AND HEALTH COUNTY	3[illegible]
6 OPERATING EXPENSE AND SUPPLIES	3[illegible]
7 FURNISHINGS AND EQUIPMENT	90
8 CLOTHING AND RELATED MATERIALS	1[illegible]
9 PERSONAL CARE, PERSONAL SPENDING	1[illegible]
10 EDUCATION	2[illegible]
11 RECREATION	
12 GIFTS AND SPECIAL EVENTS	75
13 FOR: SMALL TRUCK AND AUTO EXP.	40
14 OPER. SMALL TRACTOR ON OWNING	0
15 FOR: SMALL TOL. AND ELECT. EXP.	8
16 TOTAL CASH LIVING EXPENSES	3[illegible]
17 FOR: SMALL NEW TRUCK AND AUTO	
18 NET ONGOING BUDGET	
19 TAXES AND OTHER DEDUCTIONS	
20 LIFE INSURANCE AND OTHER SAVINGS AND INVESTMENTS	74
21 TOTAL HOUSEHOLD AND PERSONAL (16+-20)	3[illegible]
22 TOTAL FAMILY LIVING FROM THE FARM (29)	37[illegible]
23 TOTAL CASH AND NON-CASH EXPENSES (21+22)	4[illegible]

FAMILY LIVING FROM THE FARM

	AMOUNT	% OF SHARE
24 MILK AND CREAM	1[illegible]	1[illegible]
25 BEEF	1[illegible]	[illegible]
26 PORK	2[illegible]	4[illegible]
27 LAMB		
28 POULTRY		
29 EGGS		
30 VEG., FRUIT, BERRY, AND SUGAR-ALSO OTHER PRODUCE		
31 TOTAL FAMILY LIVING FROM THE FARM		37[illegible]

NET WORTH

A net worth statement included 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, Operator, 1969.

Items	Average for 308 Farms Jan. 1	Dec. 31
Total productive livestock	$ 9435	$ 10876
Crop, seed and feed	7044	8031
Total power, machinery and equipment	11585	13257
Land	27244	28469
Buildings, fences, etc.	7296	8576
Total farm capital	62604	69209
Non-farm assets	6766	7569
Dwelling	5313	5669
TOTAL ASSETS	$ 74683	$ 82447
Real estate mortgages	13475	14304
Chattel mortgages	9756	10830
Notes	2959	3871
Accounts payable	1454	1378
TOTAL LIABILITIES	$ 27644	$ 30383
FARMERS NET WORTH	$ 47039	$ 52064
GAIN OR (LOSS) IN NET WORTH		$ 5025
SUPPLEMENTARY MANAGEMENT INFORMATION		
Operators labor earnings	$ 5854	
Return to capital and family labor	8575	
Non-farm income		
Outside investment income	69	
Other personal income & income tax refund	1677	
TOTAL NON-FARM INCOME	$ 1746	
Total money borrowed	14629	
Total paid on debt (principal)	11811	
Total household & personal cash expense	4233	
Ratio total farm exp. to total farm receipts	.823	
Ratio total assets to total liabilities Jan.	2.702	Dec. 2.714
Ratio non-real est. assets-non real est. liab.	2.46	2.47
Ratio real estate assets to real estate liab.	2.96	2.99
Ratio net worth to total liabilities	1.70	1.71
*Ratio cash operating exp. to adj. total farm sales		.65

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

06/25/70

TABLE 5 - NET WORTH STATEMENT-OPERATOR - 1969

		JAN. 1	DEC. 31
1 TOTAL PRODUCTIVE LIVESTOCK	$	23205	28005
2 CROP, SEED AND FEED		3952	5037
3 TOTAL POWER, MACHINERY AND EQUIPMENT		16305	14172
4 LAND		37330	39700
5 BUILDINGS, FENCES, ETC.		5937	6540
6 TOTAL FARM CAPITAL		86729	93454
7 NON-FARM ASSETS		5662	6173
8 DWELLING		3075	3075
9 TOTAL ASSETS	$	95466	102702
10 REAL ESTATE MORTGAGES		19254	25666
11 CHATTEL MORTGAGES		14400	15272
12 NOTES			898
13 ACCOUNTS PAYABLE		300	532
14 TOTAL LIABILITIES	$	33954	42368
15 FARMERS NET WORTH	$	61512	60334
16 GAIN OR (LOSS) IN NET WORTH			$ (-1178) 2952

* * *

17 SUPPLEMENTARY MANAGEMENT INFORMATION

18 OPERATORS LABOR EARNINGS (68/39)	$	~~(-524)~~ 3495	
19 RETURN TO CAPITAL AND FAMILY LABOR (68/40)		~~3019~~ 7149	
20 NON-FARM INCOME	7149		
21 OUTSIDE INVESTMENT INCOME	249	102	
22 OTHER PERSONAL INCOME & INCOME TAX REFUND	7398	147	
23 TOTAL NON-FARM INCOME	$	249	
24 TOTAL MONEY BORROWED	7398 4189 3209 3209	21505	3019 4130 7149
25 TOTAL PAID ON DEBT(PRINCIPAL)	2952	13092	
26 TOTAL HOUSEHOLD + PERSONAL CASH EXP. (4/23)	1257	4189	
27 RATIO TOTAL FARM EXPENSES TO TOTAL FARM RECEIPTS		~~1.019~~	
28 RATIO TOTAL ASSETS TO TOTAL LIABILITIES	JAN	2.812	DEC 2.424
29 RATIO NON-REAL EST. ASSETS - NON-REAL EST. LIABL.		3.34	3.20
30 RATIO REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES		2.41	1.92
31 RATIO NET WORTH TO TOTAL LIABILITIES		1.81	1.42
32 *RATIO CASH OPERATING EXP TO ADJ. TOTAL FARM SALES			.68

*ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS

3019
~~524~~
3495

4130
1178
2952

TABLE 3 - NET WORTH STATEMENT-OPERATOR - 1980

1. TOTAL PRODUCTIVE LIVESTOCK	$	25000
2. CROP, SEED AND FEED		3500
3. TOTAL POWER, MACHINERY AND EQUIPMENT		14000
4. LAND		37500
5. BUILDINGS, FENCES, ETC.		5500
6. TOTAL FARM CAPITAL		84500
7. NON-FARM ASSETS		9100
8. OTHER LIVING		1000
9. TOTAL ASSETS	$	194600
10. REAL ESTATE MORTGAGES		14500
11. CHATTEL MORTGAGES		1400
12. NOTES		800
13. ACCOUNTS PAYABLE		800
14. TOTAL LIABILITIES	$	17500
15. FARMERS NET WORTH	$	177100
16. GAIN OR LOSS IN NET WORTH	$	(-4100)

SUPPLEMENTARY MANAGEMENT INFORMATION

17. OPERATORS LABOR BUSINESS (ACTUAL)	$	1-800
18. RETURN TO CAPITAL AND FAMILY LABOR (ACTUAL)		2800
19. NON-FARM INCOME		
20. OUTSIDE INVESTMENT INCOME		100
21. OTHER PERSONAL INCOME & INCOME TAX REFUND		400
22. TOTAL NON-FARM INCOME	$	500
23. TOTAL MONEY BORROWED		12000
24. TOTAL PAID ON OPERTING CREDIT		1200
25. TOTAL HOUSEHOLD & PERSONAL CASH EXP. (ACTUAL)		4100
26. RATIO: TOTAL FARM EXPENSES TO TOTAL FARM RECEIPTS		1.010
27. RATIO: TOTAL ASSETS TO TOTAL LIABILITIES		3.0:1 OR 3.0:1
28. RATIO: NON-REAL EST. ASSETS - NON-REAL EST. LIABIL.		3.2:1
29. RATIO: REAL ESTATE ASSETS TO REAL ESTATE LIABILITIES		2.4:1
30. RATIO: NET WORTH TO TOTAL LIABILITIES		1.8:1
31. *RATIO CASH OPERATING EXP TO ADJ. TOTAL FARM SALES		

*ADJUSTED TOTAL FARM SALES DOES NOT INCLUDE SALE OF CAPITAL ASSETS

Table 5A. Net Worth Statement, 1969

Items	62 High Farms Jan. 1	62 High Farms Dec. 31	62 Low Farms Jan.1	62 Low Farms Dec. 31
Total productive livestock	$ 13443	$ 16378	$ 6123	$ 6357
Crop, seed and feed	13024	16803	4964	5064
Total power, machinery and equipment	18695	20962	10533	11532
Land	38889	41425	24832	25992
Buildings, fences, etc.	11056	12082	7373	8821
Total Farm Capital	95107	107650	53825	57766
Non-farm assets	8451	9984	7882	8006
Dwelling	6802	7506	4800	5595
TOTAL ASSETS	$110360	$125140	$ 66507	$ 71367
Real estate mortgages	18083	17851	15446	17666
Chattel mortgages	17094	17908	9605	10155
Notes	4487	5605	3347	4582
Accounts payable	1409	1076	2647	3006
TOTAL LIABILITIES	$ 41073	$ 42440	$ 31045	$ 35409
FARMERS NET WORTH	$ 69287	$ 82700	$ 35462	$ 35958
GAIN OR (LOSS) IN NET WORTH		$ 13413		$ 496
SUPPLEMENTARY MANAGEMENT INFORMATION				
Operator's labor earnings	$ 17097		$(-1953)	
Return to capital and family labor	20880		297	
Non-farm income				
Outside investment income	185		2	
Other personal income & inc. tax.refund	1364		3910	
TOTAL NON-FARM INCOME	$ 1549		$ 3912	
Total money borrowed	21869		15938	
Total paid on debt (principle)	20411		11579	
Total household & personal cash expense	5910		3659	
Ratio total farm exp. to toal farm rec.	.715		1.086	
Ratio total assets to total liab.	2.687	2.949	2.142	2.016
Ratio non-real est. assets-non real estate liabilities	2.33	2.61	1.89	1.74
Ratio real estate assts to real est. liab.	3.14	3.42	2.40	2.29
*Ratio cash op. expense to adjusted total farm sales	1.69	1.95	1.14	1.02
Ratio net worth to total liabilities		.62		.84

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

Table 6A. Operator's Share of Cash Receipts, 1969

	Average 312 farms	62 High farms	62 Low farms
SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
Dairy cows	$ 877	$ 1272	$ 418
Dairy products	6141	9033	2325
Other dairy cattle	799	938	543
Beef breeding cattle	1153	1125	1085
Beef feeder cattle	2016	4422	777
Hogs complete	786	2538	162
Hogs finishing	345	691	327
Hogs producing weaning pigs	543	924	390
Sheep and wool, farm flock	269	314	307
Sheep and wool, feeder lambs	55	98	
Chickens (incl. hens and broilers)	110	550	
Turkeys	1004	3957	1016
Eggs	469	1785	121
Other productive livestock	55	275	
TOTAL SALES OF PRODUCTIVE LIVESTOCK	$ 14622	$ 27922	$ 7471
SALE OF CROPS			
Corn	264	513	210
Soybeans, flax, sunflowers	834	1399	802
Wheat, oats, barley, rye	6829	11741	6516
Potatoes, sugar beets, other crops	725	1968	2
Hay, silage and other crops	396	682	311
Diverted acre payment	723	1269	672
TOTAL SALES FROM CROPS	$ 9771	$ 17572	$ 8513
Capital assets sold	326	685	508
Gas tax refund	157	208	142
Income from work off the farm	354	624	301
Patronage refunds	266	497	151
Miscellaneous farm income	662	1298	527
TOTAL FARM SALES	$ 26158	$ 48806	$ 17613
Increase in farm capital	7122	12861	4955
Family living from the farm	310	387	197
TOTAL FARM RECEIPTS	$ 33590	$ 62054	$ 22765
Adjusted total farm sales	25832	48121	17105
Total cash farm operating expense	16775	29809	14428
Net cash operating income	$ 9057	$ 18312	$ 2677

06/25/70

TABLE 6A - OPERATORS SHARE OF CASH RECEIPTS - 1969

1	SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS		
2	DAIRY COWS	$	799
3	DAIRY PRODUCTS		6027
4	OTHER DAIRY CATTLE		397
5	BEEF BREEDING CATTLE		2698
6	BEEF FEEDER CATTLE		5524
7A	HOGS COMPLETE		119
7B	HOGS FINISHING		
7C	HOGS PRODUCING WEANING PIGS		
8A	SHEEP AND WOOL, FARM FLOCK		
8B	SHEEP AND WOOL, FEEDER LAMBS		
9	CHICKENS (INCL. HENS AND BROILERS)		
10	TURKEYS		
11	EGGS		
12	OTHER PRODUCTIVE LIVESTOCK		
12A	TOTAL SALES OF PRODUCTIVE LIVESTOCK	$	15564 *
13	SALE OF CROPS		
14	CORN		
15	SOYBEANS, FLAX, SUNFLOWERS		
16	WHEAT, OATS, BARLEY, RYE		3767
17	POTATOES, SUGAR BEETS, CANNING & OTHER CROPS A+B		
18	HAY, SILAGE AND OTHER CROPS		374
19	DIVERTED ACRE PAYMENT		
19A	TOTAL SALES FROM CROPS	$	4141 *
20	CAPITAL ASSETS SOLD		
21	GAS TAX REFUND		175
22	INCOME FROM WORK OFF THE FARM		
23	PATRONAGE REFUNDS		128
24	MISCELLANEOUS FARM INCOME		126
25	TOTAL FARM SALES	$	20134 *
26	INCREASE IN FARM CAPITAL		6725
27	FAMILY LIVING FROM THE FARM		577
28	TOTAL FARM RECEIPTS (25)+(26)+(27)	$	27436 *
29	ADJUSTED TOTAL FARM SALES (25)-(20)		20134
30	TOTAL CASH FARM OPERATING EXPENSE		13777
31	NET CASH OPERATING INCOME	$	6357 *

TABLE 6A - OPERATING SHARE OF CASH EXPENSES - 1969

1 SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS		
2 DAIRY COWS	$	793
3 DAIRY PRODUCTS		7168
4 OTHER DAIRY CATTLE		707
5 BEEF BREEDING CATTLE		2448
6 BEEF FEEDER CATTLE		5554
7A HOGS CHARGILTS		119
7B HOGS FINISHING		
7C HOGS PRODUCING-BEARING PIGS		
7D SHEEP AND WOOL, FARM FLOCK		
7E SHEEP AND WOOL, RESERVE LAMBS		
8 CHICKENS (LIVE, MEAT AND EGGS)		
9 TURKEYS		
10 HORSE		
11 OTHER PRODUCTIVE LIVESTOCK		
12A TOTAL SALES OF PRODUCTIVE LIVESTOCK	$	18504 *
13 SALE OF CROPS		
14 CORN		
15 SOYBEANS, FLAX, SUNFLOWERS		
16 WHEAT, OATS, BARLEY, RYE		3747
17 POTATOES, SUGAR BEETS, CANNING & OTHER TRUCK CROPS		
18 HAY, SILAGE AND OTHER CROPS		374
19 DIVERTED ACRE PAYMENT		
20A TOTAL SALES FROM CROPS	$	4121 *
21 CAPITAL ASSETS SOLD		
22 GAS TAX REFUND		113
23 INCOME FROM WORK OFF THE FARM		
24 PATRONAGE REFUNDS		183
25 MISCELLANEOUS FARM INCOME		136
26 TOTAL FARM SALES	$	22155 *
27 INCREASE IN FARM CAPITAL		2474
28 FAMILY LIVING FROM THE FARM		577
29 TOTAL FARM RECEIPTS (28+26+27)	$	25206 *
30 SALVAGED TOTAL FARM SALES (29-12)		20134
31 TOTAL CASH FARM OPERATING EXPENSE		13777
32 NET CASH OPERATING INCOME	$	6357 *

Table 6B. Operators Share of Cash Expenses, 1969

	Average 312 farms	62 High Farms	62 Low Farms
PURCHASE OF LIVESTOCK			
Dairy cows	$ 244	$ 572	$ 60
Other dairy cattle	141	72	266
Beef breeding cattle	175	159	32
Beef feeder cattle	549	1307	316
Hogs complete	45	35	75
Hogs finishing	120	272	96
Hogs producing weaning pigs	49	64	42
Sheep, farm flock	34	44	8
Sheep, feeder lambs	159	233	
Chickens	67	325	1
Turkeys	145	468	177
Other productive livestock	23	115	
Miscellaneous livestock expense	518	994	339
Feed bought	2534	6415	1580
Fertilizer	1626	2749	1537
Chemicals	96	258	32
Other crop expense	1509	2102	1976
Custom work hired	818	1219	587
Rep. & upkeep of livestock equipment	175	254	135
Rep. & upkeep of farm real estate	239	282	214
Gas, oil, grease bought (farm share)	1355	1891	1231
Rep. & operation of mach,tractor,truck,auto(f.s.)	1489	2036	1460
Wages of hired labor	964	1830	660
Personal property & real estate taxes	663	1056	621
Cash rent	747	1525	633
General farm expense	373	585	324
Telephone expense (farm share)	81	95	82
Electricity expense (farm share)	266	387	195
Interest expense	1569	2464	1749
TOTAL CASH OPERATING EXPENSE	$ 16773	$ 29808	$14428
Power,crop & general mach. bought (f.s.)	4054	5922	2956
Livestock equipment bought	329	441	417
New real estate & improvements	2972	3252	3601
TOTAL FARM PURCHASES	$ 24128	$ 39423	$21402
Decrease in farm capital	491	430	1014
Interest on farm capital	2403	3664	1599
Unpaid family labor	350	180	651
Board furnished hired labor	70	98	53
TOTAL FARM EXPENSE	$ 27442	$ 43795	$24719
Labor earnings (operators share)	$ 6149	$ 18259	$(-1953)
Return to capital and family labor	$ 8902	$ 22103	$ 297

06/25/70

TABLE 6B - OPERATORS SHARE OF CASH EXPENSES - 1969

1	PURCHASE OF LIVESTOCK		
2	DAIRY COWS	$	
3	OTHER DAIRY CATTLE		1650
4	BEEF BREEDING CATTLE		
5	BEEF FEEDER CATTLE		
6A	HOGS COMPLETE		25
6B	HOGS FINISHING		
6C	HOGS PRODUCING WEANING PIGS		
7A	SHEEP, FARM FLOCK		
7B	SHEEP, FEEDER LAMBS		
8	CHICKENS		
9	TURKEYS		
10	OTHER PRODUCTIVE LIVESTOCK		
11	MISCELLANEOUS LIVESTOCK EXPENSE		240
12	FEED BOUGHT		1714
13	FERTILIZER		1231
14	CHEMICALS		
15	OTHER CROP EXPENSE		895
16	CUSTOM WORK HIRED		496
17	REPAIR + UPKEEP OF LIVESTOCK EQUIP.		319
18	REPAIR + UPKEEP OF FARM REAL ESTATE		61
19	GAS, OIL, GREASE BOUGHT (FARM SHARE)		1298
20	REPAIR + OPER OF MACH,TRACTOR,TRUCK,AUTO (F.S.)		1162
21	WAGES OF HIRED LABOR		930
22	PERSONAL PROPERTY + REAL ESTATE TAXES		915
23	CASH RENT		175
24	GENERAL FARM EXPENSE		463
25	TELEPHONE EXPENSE (FARM SHARE)		43
26	ELECTRICITY EXPENSE (FARM SHARE)		298
27	INTEREST EXPENSE		1862
28	TOTAL CASH OPERATING EXPENSE	$	13777 *
29	POWER, CROP AND GENERAL MACH BOUGHT (FARM SHARE)		2633
30	LIVESTOCK EQUIPMENT BOUGHT		439
31	NEW REAL ESTATE + IMPROVEMENTS		7548
32	TOTAL FARM PURCHASES (28) THRU (31)	$	24417 *
33	DECREASE IN FARM CAPITAL		
34	INTEREST ON FARM CAPITAL 6.7% int used		3543
35	UNPAID FAMILY LABOR		
37	BOARD FURNISHED HIRED LABOR		
38	TOTAL FARM EXPENSE (32) THRU (37)	$	27960 *
39	LABOR EARNINGS (OPERATORS SHARE) (6A/28)-(38)	$	(-524)
40	RETURN TO CAPITAL AND FAMILY LABOR	$	3019

TABLE A6 - OPERATORS SHARE OF CASH EXPENSES - 1989

1 PURCHASE OF LIVESTOCK		
2 DAIRY COWS		
3 OTHER DAIRY CATTLE		1600
4 BEEF BREEDING CATTLE		
5 BEEF FEEDER CATTLE		
6A HOGS COMPRIGHT		
6B HOGS, FINISHING		
6C HOGS, PRODUCING MEATING PIGS		
7A SHEEP, LAMB FLOCK		
7B SHEEP, FEEDER LAMBS		
8 CHICKENS		
9 TURKEYS		
10 OTHER PRODUCTIVE LIVESTOCK		
11 MISCELLANEOUS LIVESTOCK EXPENSE		240
12 FEED BOUGHT		1770
13 FERTILIZER		1280
14 CHEMICALS		
15 OTHER CROP EXPENSE		680
16 CUSTOM WORK HIRED		600
17 RENTS + LEASES OF LIVESTOCK EQUIP.		340
18 RENTS + LEASES OF FARM REAL ESTATE		60
19 GAS, OIL, GREASE BOUGHT (FARM SHARE)		1320
20 REPAIRS + OPER OF MACH,TRACTOR,TRUCK,AUTO (F.S.)		1640
21 WAGES OF HIRED LABOR		940
22 PERSONAL PROPERTY + REAL ESTATE TAXES		610
23 CASH RENT		1170
24 GENERAL FARM EXPENSE		160
25 TELEPHONE EXPENSE (FARM SHARE)		80
26 ELECTRICITY EXPENSE (FARM SHARE)		570
27 INTEREST EXPENSE		1600
28 TOTAL CASH OPERATING EXPENSE	$	13777
29 POWER, CROP AND GENERAL FARM SUPPORT (FARM SHARE)		2620
30 LIVESTOCK EQUIPMENT DEBOOST		650
31 NON REAL ESTATE + IMPROVEMENTS		1940
32 TOTAL FARM PURCHASES (EQ1 THRU EQ3)	$	14487
33 DECREASE IN FARM CAPITAL		
34 INTEREST ON FARM CAPITAL		3640
35 OWNING FAMILY LABOR		
36 GROSS TURNINGEN NEED LABOR		
37 TOTAL FARM EXPENSE (EQ1 THRU EQ7)	$	17960
38 FARM EARNINGS (OPERATING SHARE) (EQ29-EQ32)	$	1-8240
39 RETURN TO CAPITAL AND FAMILY LABOR	$	3029

Table 8. Measures of Farm Organization, 1969

	Average 313 Farms	62 High Farms	62 Low Farms
Labor earnings	$ 6636	$ 18258	$(-1672)
Crop yields - index	93	107	64
Per cent tillable land in H.R. crops			
Gross return per tillable A. (excl.pasture)	36.35	41.26	28.12
Return for $100 to prod. livestock-index	99	107	77
Livestock units per 100 acres*	15.3	23.7	14.1
Size of business - work units	352.8	534.4	239.0
Work units per worker	264.6	329.2	225.1
Power, mach., equip., bldg., exp. per work unit	22.08	19.42	29.15
Farm capital investment per worker	$ 61798	$ 73096	$ 61428
INDEX OF RETURN FOR $100 FEED FROM			
Complete hog enterprise	100	100	76
Hog finishing enterprise	100	126	77
Producing weaning pigs	100	116	88
Dairy cattle	100	111	82
Other dairy	100	106	92
All dairy and dual purpose cattle	100	110	83
Beef breeding cattle	100	112	95
Beef feeder cattle	100	105	90
Sheep farm flock	103	129	57
Feeder lambs	100	127	
Chickens-laying flock	100	102	48
Chickens-broilers	100	100	
Turkeys-laying flock	100	89	60
Turkey-poults	100	108	76
Number of animal units	54.7	98.5	35.0
WORK UNITS			
Crops	184.1	278.1	138.2
Productive livestock	162.1	246.1	96.5
Other productive work units	6.5	10.2	4.4
Expenses per work unit			
Tractor and crop machinery expense	12.16	10.55	15.75
Farm share of auto & truck expense	4.88	4.57	5.76
Farm share of electricity expense	.90	.75	1.13
Livestock equipment expense	.95	1.32	.69
Building, fencing, and tiling expense	3.17	2.22	5.80
Tractor and crop mach. expense per crop acre	9.45	9.35	10.13

* Acres include all tillable land, non-tillable hay and pasture
**Acres include all tillable land plus acres in wild hay

04/02/70

TABLE 8 - MEASURES OF FARM ORGANIZATION - 1969

1	LABOR EARNINGS	$	166
2	CROP YIELDS-INDEX		74
3	PERCENT TILL. LAND IN H.R. CROPS		
4	GROSS RETURN PER TILL. ACRE (EXCL. PASTURE)	$	33.80
5	RETURN FOR $100 TO PROD. LIVESTOCK-INDEX		92
6	LIVESTOCK UNITS PER 100 ACRES*		16.7
7	SIZE OF BUSINESS - WORK UNITS		445.2
8	WORK UNITS PER WORKER		381.8
9	POWER MACH.,EQUIP.,BLDG. EXP. PER WORK UNIT	$	20.48
10	FARM CAPITAL INVESTMENT PER WORKER	$	93719
11	INDEX OF RETURN FOR $100 FEED FROM		
12	COMPLETE HOG ENTERPRISE		66
13	HOG FINISHING ENTERPRISE		
14	PRODUCING WEANING PIGS		
15	DAIRY CATTLE		90
16	OTHER DAIRY		76
17	ALL DAIRY AND DUAL PURPOSE CATTLE		88
18	BEEF BREEDING CATTLE		141
19	BEEF FEEDER CATTLE		93
20	SHEEP FARM FLOCK		
21	FEEDER LAMBS		
22	CHICKENS-LAYING FLOCK		
23	CHICKENS-BROILERS		
24	TURKEYS-LAYING FLOCK		
25	TURKEY-POULTS		
26	OTHER PRODUCTIVE LIVESTOCK		
27	NUMBER OF ANIMAL UNITS		114.2
28	WORK UNITS		
29	CROPS		214.1
30	PRODUCTIVE LIVESTOCK		231.1
31	OTHER PRODUCTIVE WORK UNITS		
32	EXPENSES PER WORK UNIT		
33	TRACTOR AND CROP MACHINERY EXPENSE	$	12.64
34	FARM SHARE OF AUTO AND TRUCK EXPENSE	$	4.70
35	FARM SHARE OF ELECTRICITY EXPENSE	$	.66
36	LIVESTOCK EQUIPMENT EXPENSE	$	1.32
37	BUILDING,FENCING, AND TILING EXPENSE	$	1.13
38	TRACTOR AND CROP MACH. EXPENSE PER CROP ACRE**	$	9.49

39 *ACRES INCLUDE ALL TILLABLE LAND,NON-TILLABLE HAY AND PASTURE

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

10 INVESTOR AND CROSS-MARKET PROGRESS AND GROW DEGREES 8 4-44
11 MOTIVATION BONDING AND LIFTING ENDEMIC 8 1-12
12 FIRAFLOCK FEDERAL EXPENSE 8 1-25
13 HOME SHARE OF PRESIDENTIAL EXPENSE 8 4-58
14 HOME INDEX OF WALD AND IDOCK EXPENSE 8 4-47
15 IMPACTS AND CREDIT MECHANISMS EXPENSE 8 19-02
16 PROSPECTS OLD MORK MARIE

17 DIRECT BROADCASTING MORK MARIE
18 BROADCASTING FIRAFLOCK 481-5
19 CHOICE 484-1
20 MORK MARIE

21 WORDS OF MARKET MARIE 1-14

19 OLDER BROADCASTING FIRAFLOCK
20 JOURNEY-BOUNDS
21 JOURNEY-FAVORING BLOCK
22 CHRISTENS-BOUNDERS
23 CHRISTENS-FAVORING BLOCK
24 ECCRON TIMES
25 PRESS FARM BLOCK
26 PRESS ESTIMA CHAIRS 23
27 PRESS PREPARING CHAIRS 1-7
28 ALL DOING AND DOWN ENVELOPE CHAIRS 48
29 OLDER DOING 19
30 OTHER CHAIRS 63
31 BROADCASTING MEANING BIGS
32 NOC EXPERIENCE ENTERPRISES
33 COMMERCIAL NOC ENTERPRISES 44
37 INDEX OF MEANING BOX VIOD SERV MORK

PAGE
34 OTHER CHAIRS INDEPENDENT OFF MORKER 8 4-44
3 MORKS MORK-SERVE-PROD SEAT OFF MORK MARIE 8 30-18
8 MORK CHAIR OFF MORKER 1-28
3 SIZE OF BUSINESS - MORK MARIE 4-48
4 FIRAFLOCK OPEN OFF TOO VOTES 1-1
4 BILLION NOT BIGO IS BIGO FIRAFLOCK-INDEX 1-3
4 CHOICE BILLION OFF LIFT VOTE REACH AVAILABLE 8 44-60
7 MEMBERS LIFT FOND IN M-N INDEX
3 CHOICE ELECTIC-INDEX 14
1 FIRAFLOCK AVAILABLE 8 4-44

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 312 farmers included in this summary are located between the dotted lines across the center of this page.

Labor Earnings	Crop Yields	Gross Ret. Per Crop A.	Ret. from Prod. Lvstk	Prod. Lvstk. Units/ 100A.	Work Units	Work Units Per Worker	Pw. Mach. Eq. & bldg. Exp. per Worker
$24,000	184	58	142	27	705	400	9
$21,000	170	50	135	25	645	372	11
$18,000	156	47	128	23	585	347	13
$15,000	142	44	121	21	525	322	15
$12,000	128	41	114	19	465	297	17
$ 9,000	114	38	107	17	405	272	19
$ 6,636	100	35	100	15	345	247	21
$ 3,000	86	32	93	13	312	222	23
$ 0	72	29	87	11	279	197	25
$-3,000	58	26	81	9	246	172	27
$-6,000	44	23	74	7	213	147	29
$-9,000	30	20	67	5	180	122	31

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	WHOLE FARM LABOR EARNINGS $0 $3000 $6000 $9000 $12000 $15000
0 or 1	56	1420
2 or 3	143	5195
4 or 5	88	9882
6 or 7	24	12189

This table indicates that it may be worth while for each cooperator to study carefully his ranking on pages 19 and 20 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 the comparable return to labor, management and capital 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: 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, 1969

	Unit	Acres	Yield per Acre
Oats and mixtures	Bus	132.9	63.2
Oats silage	Ton	.5	5.3
Wheat	Bus	30.5	31.3
Barley	Bus	37.2	51.0
Flax	Bus	18.4	12.1
Rye	Bus	15.2	30.2
TOTAL SMALL GRAIN		234.7	
Corn grain and seed corn	Bus	11.0	63.9
Soybeans - grain	Bus	7.0	18.3
Corn and cane silage	Ton	12.6	8.6
Potatoes	Cwt	2.1	127.5
Sugar beets	Ton	1.9	15.2
Sunflowers	Cwt	8.7	9.6
TOTAL CULTIVATED CROPS		43.5	
Alfalfa hay	Ton	54.1	2.2
Other legume hay and mixtures	Ton	11.4	1.6
Tame grass hay	Ton	1.0	.9
Annual hay	Ton	1.2	1.5
Legume and grass silage	Ton	.6	4.9
Legume seed	Lbs	5.4	262.5
Grass seed	Lbs	7.2	332.0
TOTAL HAY		80.9	
Alfalfa and mixed pasture		2.4	
Other legume pasture		19.5	
Other tillable pasture		6.2	
TOTAL TILLABLE PASTURE		28.1	
Summer fallow tilled		91.0	
Other tillable land idle		8.7	
TOTAL TILLABLE LAND		486.7	
Wild hay	$	4.7	
Non-tillable pasture		43.7	
Timber	$	22.7	
Roads and waste		33.1	
Farmstead		9.4	
TOTAL ACRES IN FARM		600.3	

SUPPLEMENTARY MANAGEMENT INFORMATION

Per cent land tillable	81.1
Per cent in high return crops	
*Fertilizer cost per acre	3.79
*Crop chemicals per acre	.22
*Seed and other costs per acre	3.47
*Gas, oil, grease bought per acre, crop machinery	2.17

*Tillable land minus pasture

06/25/70

TABLE 9 - CROP PRODUCTION - 1969

		UNIT	CROP RANK	ACRES	YIELD PER ACRE
1	OATS AND MIXTURES	BUS		254.0	42.2
2	OATS SILAGE	TON			
3	CANNING PEAS	$			
4	WHEAT	BUS		29.9	30.1
5	BARLEY	BUS			
6	FLAX	BUS			
7	RYE	BUS			
8	TOTAL SMALL GRAIN AND PEAS			283.9	
9	CANNING CORN	$			
10	CORN GRAIN AND SEED CORN	BUS			
11	SOYBEANS - GRAIN	BUS			
12	CORN AND CANE SILAGE	TON		40.0	10.0
13	CORN AND CANE FODDER	TON			
14	POTATOES	CWT			
15	SUGAR BEETS	TON			
16	SUNFLOWERS	CWT			
17	OTHER CULTIVATED CROPS - A	$			
18	OTHER CULTIVATED CROPS - B	$			
19	TOTAL CULTIVATED CROPS			40.0	
20	ALFALFA HAY	TON		135.0	2.1
21	OTHER LEGUME HAY AND MIXTURES	TON			
22	TAME GRASS HAY	TON			
23	ANNUAL HAY	TON			
24	LEGUME AND GRASS SILAGE	TON			
25	LEGUME SEED	LBS			
26	GRASS SEED	LBS			
27	TOTAL HAY			135.0	
28	ALFALFA AND MIXED PASTURE				
29	OTHER LEGUME PASTURE			95.0	
30	OTHER TILLABLE PASTURE				
31	TOTAL TILLABLE PASTURE			95.0	
32	DIVERTED ACRES INCOME	$		40.0	
33	SUMMER FALLOW - TILLED				
34	OTHER TILLABLE LAND IDLE				
35	TOTAL TILLABLE LAND			593.9	
36	WILD HAY	$			
37	NON-TILLABLE PASTURE			93.0	
38	TIMBER	$		110.0	
39	ROADS AND WASTE			15.0	
40	FARMSTEAD			10.0	
41	TOTAL ACRES IN FARM			821.9	

* * *

42	SUPPLEMENTARY MANAGEMENT INFORMATION	
43	PERCENT LAND TILLABLE	72.3
44	PERCENT IN HIGH RETURN CROPS	
45	*FERTILIZER COST PER ACRE	2.47
46	*CROP CHEMICALS PER ACRE	
47	*SEED AND OTHER COSTS PER ACRE	1.79
48	*GAS,OIL,GREASE BOUGHT PER ACRE, CROP MACHINERY	1.81

49*TILLABLE LAND MINUS PASTURE

TABLE 3 - CROP PRODUCTION - 1985

	UNIT	ACRES	YIELD PER ACRE
1 GRAIN AND OILSEEDS			
2 WHEAT	BUS	324.0	64.5
3 OATS	BUS		
4 BARLEY	BUS		
5 RYE	BUS		
6 TOTAL SMALL GRAIN AND PEAS		324.0	
7 CANOLA	BUS		
8 CORN GRAIN AND SEED CORN	BUS		
9 SOYBEANS - CHAIN	BUS		
10 CORN AND CANE SNLAGE	TON	44.0	10.0
11 CORN AND CANE FODDER	TON		
12 ROTATORS	CWT		
13 SUGAR BEETS	TON		
14 SUNFLOWERS	CWT		
15 OTHER CULTIVATED CROPS - A	0		
16 OTHER CULTIVATED CROPS - B	0		
17 TOTAL CULTIVATED CROPS		0.0	
18 ALFALFA HAY	TON	232.0	3.5
19 OTHER LEGUME HAY AND MIXTURES	TON		
20 TAME GRASS HAY	TON		
21 ANNUAL HAY	TON		
22 LEGUME AND GRASS SILAGE	TON		
23 LEGUME SEED	LBS		
24 GRASS SEED	LBS		
25 TOTAL HAY		132.0	
26 ALFALFA AND MIXED PASTURE			
27 OTHER LEGUME PASTURE		0.0	
28 OTHER VILLAGE PASTURE			
29 TOTAL VILLAGE PASTURE		0.0	
30 DIVERTED ACRES INCOME	0	0.0	
31 SUMMER FALLOW - VILLAGE			
32 OTHER VILLAGE LAND THIS			
33 TOTAL VILLAGE LAND		0.0	
34 WILD HAY	0		
35 NON-VILLAGE PASTURE		0.0	
36 TIMBER	0	0.0	
37 ROADS AND WASTE		0.0	
38 FARMSTEAD		0.0	
39 TOTAL ACRES IN FARM		0.0	

SUPPLEMENTARY MANAGEMENT INFORMATION

40 PERCENT LAND VILLAGE	0.0
41 PERCENT IN MINI REDUCED CROPS	
42 FERTILIZER COST PER ACRE	3.17
43 CROP CHEMICALS PER ACRE	
44 FEED AND OTHER COSTS PER ACRE	1.79
45 FUEL, OIL, GARAGE COSTS PER ACRE, CROP MACHINERY	1.03

VILLAGE LAND USE PASTURE

Table 10. Crop Data for Oats and Mixtures, 1969

	Average 292 Farms Per Acre	146 High Farms Per Acre	146 Low Farms Per Acre
Acres	142.5	160.8	124.1
Yield per acre	63.2	75.2	47.7
Value per unit	.55	.55	.56
Gross return	33.45	41.42	25.47
SUPPLEMENTAL COSTS			
Fertilizer	4.63	5.27	3.81
Chemicals	.38	.50	.22
Seed and other	2.82	2.99	2.62
Hired labor			
Custom work	.64	.69	.60
TOTAL SUPPLEMENTAL COSTS	8.47	9.45	7.25
Return Over Supplemental Costs	24.98	31.97	18.22
ALLOCATED COSTS			
Power and crop machinery expense	7.29	6.96	7.47
Land cost	6.79	7.74	5.55
TOTAL ALLOCATED COSTS	14.08	14.70	13.02
TOTAL COSTS	22.55	24.15	20.27
Per Unit	.36	.32	.43
RETURN OVER TOTAL COSTS	10.90	17.27	5.20

Table 10. Crop Data for Oats Silage, 1969

	9 Farms	5 Farms	4 Farms
Acres	16.7	12.3	17.8
Yield per acre	5.3	7.9	3.5
Value per unit	6.00	6.25	5.75
Gross return	32.83	45.75	20.63
SUPPLEMENTAL COSTS			
Fertilizer	4.07	3.82	3.76
Chemicals	.06		.11
Seed and other	2.87	2.28	2.19
Hired labor			
Custom work	.30	.81	.06
TOTAL SUPPLEMENTAL COSTS	7.30	6.91	6.12
Return Over Supplemental Costs	25.53	38.84	14.51
ALLOCATED COSTS			
Power and crop machinery expense	9.72	9.28	9.96
Land cost	7.25	6.10	6.85
TOTAL ALLOCATED COSTS	16.97	15.38	16.81
TOTAL COSTS	24.27	22.29	22.93
Per Unit	4.61	2.83	6.48
RETURN OVER TOTAL COSTS	8.56	23.46	(-2.30)

06/25/70

TABLE 10 CROP DATA FOR OATS AND MIXTURES - 1969

			TOTAL	PER ACRE
1	ACRES		254.0	
2	YIELD/ACRE			42.2
3	VALUE/UNIT			.55
4	GROSS RETURN		5895.34	23.21
5	SUPPLEMENTAL COSTS			
6	FERTILIZER			2.36
7	CHEMICALS			.12
8	SEED AND OTHER			1.72
9	HIRED LABOR			
10	CUSTOM WORK			
11	TOTAL SUPPLEMENTAL COSTS		1066.80	4.20
12	RETURN OVER SUPPLEMENTAL COSTS		4828.54	19.01
13	ALLOCATED COSTS			
14	POWER AND CROP MACHINERY EXPENSE			9.15
15	LAND COST			6.96
16	MISCELLANEOUS COSTS			
17	TOTAL ALLOCATED COSTS		4091.94	16.11
18	TOTAL LISTED COSTS	PER UNIT .48	5158.74	20.31
19	RETURN OVER TOTAL LISTED COSTS		736.60	2.90

May be more or less than expenses on your fertilizer you defer to fall or

TABLE 10 CROP DATA FOR WHEAT - 1969

			TOTAL	PER ACRE
1	ACRES		29.9	
2	YIELD/ACRE			30.1
3	VALUE/UNIT			1.96
4	GROSS RETURN		1764.10	59.00
5	SUPPLEMENTAL COSTS			
6	FERTILIZER			8.16
7	CHEMICALS			.23
8	SEED AND OTHER			3.28
9	HIRED LABOR			
10	CUSTOM WORK			
11	TOTAL SUPPLEMENTAL COSTS		348.93	11.67
12	RETURN OVER SUPPLEMENTAL COSTS		1415.17	47.33
13	ALLOCATED COSTS			
14	POWER AND CROP MACHINERY EXPENSE			9.15
15	LAND COST			6.99
16	MISCELLANEOUS COSTS			
17	TOTAL ALLOCATED COSTS		482.59	16.14
18	TOTAL LISTED COSTS	PER UNIT .92	831.52	27.81
19	RETURN OVER TOTAL LISTED COSTS		932.58	31.19

TABLE 10 CROP DATA FOR OATS AND RETURNS - 1982

	TOTAL	PER CENT
1 ACRES	180.0	
2 YIELD/ACRE	44.5	
3 VALUE/UNIT	.55	
4 GROSS RETURN	3693.16	73.23
5 SUPPLEMENTAL COSTS		
6 FERTILIZER	2.76	
7 CHEMICALS	.32	
8 SEED AND OTHER	1.12	
9 HIRED LABOR		
10 CUSTOM WORK		
11 TOTAL SUPPLEMENTAL COSTS	1084.00	4.20
12 RETURN OVER SUPPLEMENTAL COSTS	4529.00	18.00
13 ALLOCATED COSTS		
14 POWER AND CROP MACHINERY EXPENSE	9.13	
15 LAND COST	6.76	
16 MISCELLANEOUS COSTS		
17 TOTAL ALLOCATED COSTS	4091.44	16.11
	PER UNIT	
18 TOTAL LISTED COSTS	.49	20.31
19 RETURN OVER TOTAL LISTED COSTS	736.00	2.90

TABLE 10 CROP DATA FOR WHEAT - 1982

	TOTAL	PER ACRE
1 ACRES	29.0	
2 YIELD/ACRE	36.4	
3 VALUE/UNIT	1.96	
4 GROSS RETURN	1704.16	58.80
5 SUPPLEMENTAL COSTS		
6 FERTILIZER	8.18	
7 CHEMICALS	.23	
8 SEED AND OTHER	3.10	
9 HIRED LABOR		
10 CUSTOM WORK		
11 TOTAL SUPPLEMENTAL COSTS	340.92	11.87
12 RETURN OVER SUPPLEMENTAL COSTS	1363.17	47.03
13 ALLOCATED COSTS		
14 POWER AND CROP MACHINERY EXPENSE	9.19	
15 LAND COST	6.79	
16 MISCELLANEOUS COSTS		
17 TOTAL ALLOCATED COSTS	463.39	16.14
	PER UNIT	
18 TOTAL LISTED COSTS	.92	27.01
19 RETURN OVER TOTAL LISTED COSTS	923.77	31.79

Table 10. Crop Data for Rye, 1969

	Average 13 Farms Per Acre	6 High Farms Per Acre	6 Low Farms Per Acre
Acres	64.6	57.9	77.8
Yield per acre	30.2	49.6	16.1
Value per unit	.88	.81	.94
Gross return	23.16	33.11	13.40
SUPPLEMENTAL COSTS			
Fertilizer	3.13	3.47	3.06
Chemicals	.20	.47	.01
Seed and other	2.83	2.30	3.33
Hired labor			
Custom work	.26	.64	.
TOTAL SUPPLEMENTAL COSTS	6.42	6.88	6.40
Return Over Supplemental Costs	16.74	26.23	7.00
ALLOCATED COSTS			
Power and crop machinery expense	7.29	6.96	7.47
Land cost	7.48	7.53	7.29
TOTAL ALLOCATED COSTS	14.77	14.49	14.76
TOTAL COSTS	21.19	21.37	21.16
Per Unit	.70	.43	1.31
RETURN OVER TOTAL COSTS	1.97	11.74	(-7.76)

Table 10. Crop Data for Wheat, 1969

	236 Farms	117 Farms	117 Farms
Acres	40.2	49.3	31.0
Yield per acre	31.3	36.2	23.5
Value per unit	1.80	1.78	1.80
Gross return	53.16	65.57	40.55
SUPPLEMENTAL COSTS			
Fertilizer	5.42	5.82	4.77
Chemicals	.77	.89	.55
Seed and other	4.75	5.13	4.23
Hired labor			
Custom work	.57	.67	.45
TOTAL SUPPLEMENTAL COSTS	11.51	12.51	10.00
Return Over Supplemental Costs	41.65	53.06	30.55
ALLOCATED COSTS			
Power and machinery expense	7.29	6.96	7.47
Land cost	8.86	9.72	7.52
TOTAL ALLOCATED COSTS	16.15	16.68	14.99
TOTAL COSTS	27.66	29.19	24.99
Per Unit	.88	.81	1.06
RETURN OVER TOTAL COSTS	25.50	36.38	15.56

Table 10. Crop Data for Barley, 1969

	Average 151 Farms Per Acre	75 High Farms Per Acre	75 Low Farms Per Acre
Acres	74.1	86.3	62.2
Yield per acre	51.0	59.5	39.2
Value per unit	.86	.86	.85
Gross return	41.37	51.19	31.43
SUPPLEMENTAL COSTS			
Fertilizer	5.22	5.90	4.31
Chemicals	.92	1.11	.64
Seed and other	3.40	3.43	3.36
Hired labor			
Custom work	.56	.63	.47
TOTAL SUPPLEMENTAL COSTS	10.10	11.07	8.78
Return Over Supplemental Costs	31.27	40.12	22.65
ALLOCATED COSTS			
Power and crop machinery expense	7.29	6.96	7.47
Land cost	9.19	9.69	8.49
TOTAL ALLOCATED COSTS	16.48	16.65	15.96
TOTAL COSTS	26.58	27.72	24.74
Per Unit	.52	.47	.63
RETURN OVER TOTAL COSTS	14.79	23.47	6.69

Table 10. Crop Data for Soybeans - Grain, 1969

	28 Farms	14 Farms	14 Farms
Acres	68.7	85.6	51.9
Yield per acre	18.3	22.3	11.6
Value per unit	2.16	2.17	2.16
Gross return	35.11	48.31	21.90
SUPPLEMENTAL COSTS			
Fertilizer	.79	.88	.66
Chemicals	1.75	1.41	2.29
Seed and other	4.54	4.19	5.11
Hired labor			
Custom work	.58	.89	.10
TOTAL SUPPLEMENTAL COSTS	7.66	7.37	8.16
Return Over Supplemental Costs	27.45	40.94	13.74
ALLOCATED COSTS			
Power and crop machinery expense	10.94	10.44	11.21
Land cost	15.17	17.69	11.00
TOTAL ALLOCATED COSTS	26.11	28.13	22.21
TOTAL COSTS	33.77	35.50	30.37
Per Unit	1.85	1.59	2.63
RETURN OVER TOTAL COSTS	1.34	12.81	(-8.47)

Table 10. Crop Data for Flax, 1969

	Average 86 Farms Per Acre	43 High Farms Per Acre	43 Low Farms Per Acre
Acres	48.0	57.8	38.2
Yield per acre	12.1	15.2	7.5
Value per unit	2.58	2.69	2.47
Gross return	30.17	41.82	18.52
SUPPLEMENTAL COSTS			
Fertilizer	2.04	2.28	1.65
Chemicals	.48	.66	.24
Seed and other	4.17	4.13	4.21
Hired labor			
Custom work	.54	.48	.63
TOTAL SUPPLEMENTAL COSTS	7.23	7.55	6.73
Return Over Supplemental Costs	22.94	34.27	11.79
ALLOCATED COSTS			
Power and crop machinery expense	7.29	6.96	7.47
Land cost	7.40	8.34	5.94
TOTAL ALLOCATED COSTS	14.69	15.30	13.41
TOTAL COSTS	21.92	22.85	20.14
Per Unit	1.81	1.51	2.68
RETURN OVER TOTAL COSTS	8.25	18.97	(-1.62)

Table 10. Crop Data for Sugar Beets, 1969

	5 Farms
Acres	121.7
Yield per acre	15.2
Value per unit	13.97
Gross return	210.49
SUPPLEMENTAL COSTS	
Fertilizer	9.52
Chemicals	4.39
Seed and other	.85
Hired labor	20.50
Custom work	
TOTAL SUPPLEMENTAL COSTS	35.26
Return Over Supplemental Costs	175.23
ALLOCATED COSTS	
Power and crop machinery expense	48.60
Land cost	18.23
TOTAL ALLOCATED COSTS	66.83
TOTAL COSTS	102.09
Per Unit	6.70
RETURN OVER TOTAL COSTS	108.40

Table 10. Crop Data for Corn for Grain, 1969

	Average 83 Farms Per Acre	41 High Farms Per Acre	41 Low Farms Per Acre
Acres	39.4	45.3	32.3
Yield per acre	63.9	80.3	41.4
Value per unit	1.14	1.20	1.07
Gross return	83.48	120.76	46.35
SUPPLEMENTAL COSTS			
Fertilizer	10.63	12.16	8.98
Chemicals	3.71	4.15	3.13
Seed and other	4.21	4.50	3.96
Hired labor			
Custom work	2.21	2.32	2.17
TOTAL SUPPLEMENTAL COSTS	20.76	23.13	18.24
Return Over Supplemental Costs	62.72	97.63	28.11
ALLOCATED COSTS			
Power and crop machinery expense	13.37	12.76	13.70
Land cost	10.43	11.17	9.66
TOTAL ALLOCATED COSTS	23.80	23.93	23.36
TOTAL COSTS	44.56	47.06	41.60
Per Unit	.70	.59	1.01
RETURN OVER TOTAL COSTS	38.92	73.70	4.75

Table 10. Crop Data for Corn Silage, 1969

	141 Farms	70 High	70 Low
Acres	27.9	23.5	32.5
Yield per acre	8.6	11.7	6.4
Value per unit	6.09	5.88	6.31
Gross return	55.01	71.68	38.47
SUPPLEMENTAL COSTS			
Fertilizer	5.95	7.06	5.14
Chemicals	1.51	2.00	1.17
Seed and other	3.51	3.70	3.42
Hired labor			
Custom work	1.37	1.87	1.01
TOTAL SUPPLEMENTAL COSTS	12.34	14.63	10.74
Return Over Supplemental Costs	42.67	57.05	27.73
ALLOCATED COSTS			
Power and crop machinery expense	19.44	18.56	19.92
Land cost	7.49	7.70	7.32
TOTAL ALLOCATED COSTS	26.93	26.26	27.24
TOTAL COSTS	39.27	40.89	37.98
Per Unit	4.55	3.48	5.93
RETURN OVER TOTAL COSTS	15.74	30.79	.49

06/25/70

TABLE 10 CROP DATA FOR CORN AND CANE SILAGE - 1969

			TOTAL	PER ACRE
1	ACRES		40.0	
2	YIELD/ACRE			10.0
3	VALUE/UNIT			6.00
4	GROSS RETURN		2400.00	60.00
5	SUPPLEMENTAL COSTS			
6	FERTILIZER			5.70
7	CHEMICALS			.15
8	SEED AND OTHER			2.75
9	HIRED LABOR			
10	CUSTOM WORK			
11	TOTAL SUPPLEMENTAL COSTS		344.00	8.60
12	RETURN OVER SUPPLEMENTAL COSTS		2056.00	51.40
13	ALLOCATED COSTS			
14	POWER AND CROP MACHINERY EXPENSE			24.40
15	LAND COST			6.95
16	MISCELLANEOUS COSTS			
17	TOTAL ALLOCATED COSTS		1254.00	31.35
		PER UNIT		
18	TOTAL LISTED COSTS	4.00	1598.00	39.95
19	RETURN OVER TOTAL LISTED COSTS		802.00	20.05

TABLE 10 CROP DATA FOR ALFALFA HAY - 1969

			TOTAL	PER ACRE
1	ACRES		135.0	
2	YIELD/ACRE			2.1
3	VALUE/UNIT			12.00
4	GROSS RETURN		3402.00	25.20
5	SUPPLEMENTAL COSTS			
6	FERTILIZER			1.73
7	CHEMICALS			
8	SEED AND OTHER			2.32
9	HIRED LABOR			
10	CUSTOM WORK			
11	TOTAL SUPPLEMENTAL COSTS		546.75	4.05
12	RETURN OVER SUPPLEMENTAL COSTS		2855.25	21.15
13	ALLOCATED COSTS			
14	POWER AND CROP MACHINERY EXPENSE			18.30
15	LAND COST			6.96
16	MISCELLANEOUS COSTS			
17	TOTAL ALLOCATED COSTS		3410.10	25.26
		PER UNIT		
18	TOTAL LISTED COSTS	14.28	3956.85	29.31
19	RETURN OVER TOTAL LISTED COSTS		(-554.85)	(-4.11)

TABLE 10 CROP DATA FOR CORN AND SAME SILAGE - 1989

	TOTAL	PER ACRE
1 ACRES	30.0	
2 YIELD/ACRE		15.3
3 VARIETY/DEPT		00.0
4 GROSS RETURN	2400.00	80.00
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		5.75
7 CHEMICALS		0.0
8 SEED AND STAKES		5.75
9 HIRED LABOR		
10 CUSTOM WORK		
11 TOTAL SUPPLEMENTAL COSTS	344.00	9.44
12 RETURN OVER SUPPLEMENTAL COSTS	1056.00	31.60
13 ALLOCATED COSTS		
14 POWER AND CROP MACHINERY EXPENSE		24.00
15 LAND COST		6.25
16 MISCELLANEOUS COSTS		
17 TOTAL ALLOCATED COSTS	1380.00	31.33
	PER UNIT	
18 TOTAL LISTED COSTS	4.60 1720.00	57.33
19 RETURN OVER TOTAL LISTED COSTS	680.00	10.07

TABLE 10 CROP DATA FOR ALFALFA HAY - 1989

	TOTAL	PER ACRE
1 ACRES	130.0	
2 YIELD/ACRE		5.1
3 VARIETY/DEPT		12.00
4 GROSS RETURN	3822.00	29.40
5 SUPPLEMENTAL COSTS		
6 FERTILIZER		1.75
7 CHEMICALS		
8 SEED AND TOTMEW		3.33
9 HIRED LABOR		
10 CUSTOM WORK		
11 TOTAL SUPPLEMENTAL COSTS	344.10	4.09
12 RETURN OVER SUPPLEMENTAL COSTS	3478.10	24.39
13 ALLOCATED COSTS		
14 POWER AND CROP MACHINERY EXPENSE		14.10
15 LAND COST		6.96
16 MISCELLANEOUS COSTS		
17 TOTAL ALLOCATED COSTS	3410.10	26.25
	PER UNIT	
18 TOTAL LISTED COSTS	26.23 3756.23	54.31
19 RETURN OVER TOTAL LISTED COSTS	(-756.23)	(-4.31)

Table 10. Crop Data for Potatoes, 1969

	Average 4 Farms Per Acre
Acres	165.3
Yield per acre	127.5
Value per unit	1.87
Gross return	244.68
SUPPLEMENTAL COSTS	
Fertilizer	16.88
Chemicals	17.10
Seed and other	31.74
Hired labor	28.38
Custom work	2.96
TOTAL SUPPLEMENTAL COSTS	97.06
Return Over Supplemental Costs	147.62
ALLOCATED COSTS	
Power and crop machinery expense	72.90
Land cost	7.26
TOTAL ALLOCATED COSTS	80.16
TOTAL COSTS	177.22
Per Unit	1.39
RETURN OVER TOTAL COSTS	67.46

Crop Data for Sunflowers, 1969	Average 211 Farms Per Acre	13 High Farms Per Acre	13 Low Farms Per Acre
Acres	101.6	122.4	80.8
Yield per acre	9.6	11.3	6.9
Value per unit	4.27	4.04	4.50
Gross return	38.16	47.13	29.19
SUPPLEMENTAL COSTS			
Fertilizer	5.23	5.64	4.59
Chemicals	.89	1.37	.14
Seed and other	3.65	4.35	2.61
Hired labor			
Custom work	1.33	.95	1.92
TOTAL SUPPLEMENTAL COSTS	11.10	12.31	9.26
Return Over Supplemental Costs	27.06	34.82	19.93
ALLOCATED COSTS			
Power and crop machinery expense	13.37	12.76	13.70
Land cost	7.99	8.37	7.43
TOTAL ALLOCATED COSTS	21.36	21.13	21.13
TOTAL COSTS	32.46	33.44	30.39
Per Unit	3.39	2.95	4.38
RETURN OVER TOTAL COSTS	5.70	13.69	(-1.20)

Table 10. Crop Data for Alfalfa Hay, 1969

	Average 234 Farms Per Acre	117 High Farms Per Acre	117 Low Farms Per Acre
Acres	72.2	67.4	77.0
Yield per acre	2.2	2.9	1.6
Value per unit	15.66	16.03	15.29
Gross return	36.20	47.88	24.52
SUPPLEMENTAL COSTS			
Fertilizer	2.53	3.07	2.06
Chemicals	.03	.06	
Seed and other	2.40	2.92	1.94
Hired labor			
Custom work	.30	.24	.35
TOTAL SUPPLEMENTAL COSTS	5.26	6.29	4.35
Return Over Supplemental Costs	30.94	41.59	20.17
ALLOCATED COSTS			
Power and crop machinery expense	14.58	13.92	14.94
Land cost	6.41	7.42	5.52
TOTAL ALLOCATED COSTS	20.99	21.34	20.46
TOTAL COSTS	26.25	27.63	24.81
Per Unit	11.92	9.50	15.66
RETURN OVER TOTAL COSTS	9.95	20.25	(- .29)

Table 10. Crop Data for Other Legume Hay and Mixtures, 1969

	68 Farms	34 Farms	34 Farms
Acres	50.8	39.0	62.6
Yield per acre	1.6	2.4	1.0
Value per unit	14.45	14.21	14.69
Gross return	27.00	37.29	16.70
SUPPLEMENTAL COSTS			
Fertilizer	.87	1.26	.64
Chemicals			
Seed and other	1.20	1.28	1.15
Hired labor			
Custom work	.26	.28	.26
TOTAL SUPPLEMENTAL COSTS	2.33	2.82	2.05
Return Over Supplemental Costs	24.67	34.47	14.65
ALLOCATED COSTS			
Power and crop machinery expense	9.72	9.28	9.96
Land cost	5.65	5.72	5.62
TOTAL ALLOCATED COSTS	15.37	15.00	15.58
TOTAL COSTS	17.70	17.82	17.63
Per Unit	11.38	7.47	16.98
RETURN OVER TOTAL COSTS	9.30	19.47	(- .93)

Table 10. Crop Data for Tame Grass Hay, 1969

	Average 11 Farms Per Acre	5 High Farms Per Acre	5 Low Farms Per Acre
Acres	28.2	23.2	33.8
Yield per acre	.9	1.8	.3
Value per unit	12.36	14.40	9.80
Gross return	14.80	26.26	3.60
SUPPLEMENTAL COSTS			
Fertilizer			
Chemicals			
Seed and other	.76	1.47	.30
Hired labor			
Custom work	.36		
TOTAL SUPPLEMENTAL COSTS	1.12	1.47	.30
Return Over Supplemental Costs	13.68	24.79	3.30
ALLOCATED COSTS			
Power and crop machinery expense	4.86	4.64	4.98
Land cost	5.10	6.38	4.17
TOTAL ALLOCATED COSTS	9.96	11.02	9.15
TOTAL COSTS	11.08	12.49	9.45
Per Unit	12.02	7.07	29.04
RETURN OVER TOTAL COSTS	3.72	13.77	(-5.85)

Table 10. Crop Data for Annual Hay, 1969

	5 Farms
Acres	70.6
Yield per acre	1.5
Value per unit	16.60
Gross return	20.86
SUPPLEMENTAL COSTS	
Fertilizer	.33
Chemicals	.03
Seed and other	.96
Hired labor	
Custom work	3.71
TOTAL SUPPLEMENTAL COSTS	5.03
Return Over Supplemental Costs	15.83
ALLOCATED COSTS	
Power and crop machinery expense	7.29
Land cost	6.27
TOTAL ALLOCATED COSTS	13.56
TOTAL COSTS	18.59
Per Unit	12.15
RETURN OVER TOTAL COSTS	2.27

Table 10. Crop Data for Legume and Grass Silage, 1969

	Average 6 Farms Per Acre
Acres	31.5
Yield per acre	4.9
Value per unit	6.42
Gross return	31.46
SUPPLEMENTAL COSTS	
Fertilizer	2.41
Chemicals	.03
Seed and other	3.40
Hired labor	
Custom work	.10
TOTAL SUPPLEMENTAL COSTS	5.94
Return Over Supplemental Costs	25.52
ALLOCATED COSTS	
Power and crop machinery expense	9.72
Land cost	8.16
TOTAL ALLOCATED COSTS	17.88
TOTAL COSTS	23.82
Per Unit	4.84
RETURN OVER TOTAL COSTS	7.64

Table 10. Crop Data for Legume Seed, 1969

	Average 29 Farms Per Acre	14 High Farms Per Acre	14 Low Farms Per Acre
Acres	44.6	53.9	37.7
Yield per acre	262.5	406.4	59.4
Value per unit	.45	.64	.28
Gross return	96.54	173.37	24.59
SUPPLEMENTAL COSTS			
Fertilizer	2.76	1.63	4.43
Chemicals	.09	.02	.24
Seed and other	2.83	2.89	2.73
Hired labor			
Custom work	.54	.59	.45
TOTAL SUPPLEMENTAL COSTS	6.22	5.13	7.85
Return Over Supplemental Costs	90.32	168.24	16.74
ALLOCATED COSTS			
Power and crop machinery expense	9.72	9.28	9.96
Land cost	6.50	6.51	6.58
TOTAL ALLOCATED COSTS	16.22	15.79	16.54
TOTAL COSTS	22.44	20.92	24.39
Per Unit	.09	.05	.41
RETURN OVER TOTAL COSTS	74.10	152.45	.20

Table 10. Crop Data for Grass Seed, 1969

	Average 37 Farms Per Acre	18 High Farms Per Acre	18 Low Farms Per Acre
Acres	60.2	69.7	43.6
Yield per acre	332.0	472.9	126.7
Value per unit	.09	.08	.10
Gross return	23.73	35.55	11.74
SUPPLEMENTAL COSTS			
Fertilizer	4.07	4.82	2.68
Chemicals	.27	.17	.46
Seed and other	1.33	2.02	.37
Hired labor			
Custom work	.66	.95	.39
TOTAL SUPPLEMENTAL COSTS	6.33	7.96	3.90
Return Over Supplemental Costs	17.40	27.59	7.84
ALLOCATED COSTS			
Power and crop machinery expense	9.72	9.28	9.96
Land cost	5.45	6.13	4.50
TOTAL ALLOCATED COSTS	15.17	15.41	14.46
TOTAL COSTS	21.50	23.37	18.36
Per Unit	.06	.05	.14
RETURN OVER TOTAL COSTS	2.23	12.18	(-6.62)

06/25/70

TABLE 10 CROP DATA FOR DIVERTED ACRES - 1969

			TOTAL	PER ACRE
1	ACRES		40.0	
2	YIELD/ACRE			
3	VALUE/UNIT			1.00
4	GROSS RETURN			
5	SUPPLEMENTAL COSTS			
6	FERTILIZER			
7	CHEMICALS			
8	SEED AND OTHER			
9	HIRED LABOR			
10	CUSTOM WORK			
11	TOTAL SUPPLEMENTAL COSTS			
12	RETURN OVER SUPPLEMENTAL COSTS			
13	ALLOCATED COSTS			
14	POWER AND CROP MACHINERY EXPENSE			12.20
15	LAND COST			6.95
16	MISCELLANEOUS COSTS			
17	TOTAL ALLOCATED COSTS		766.00	19.15
		PER UNIT		
18	TOTAL LISTED COSTS		766.00	19.15
19	RETURN OVER TOTAL LISTED COSTS		(-766.00)	(-19.15)

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, 1969

	Average 27 Farms Per Cwt.	9 High Farms Per Cwt.	9 Low Farms Per Cwt.
Pounds of hogs produced	37207	80117	9539
Total value produced	27.41	27.22	30.85
Pounds of Feed Fed			
Corn	163.9	174.3	200.1
Small grain	213.2	170.0	347.6
Protein, salt and mineral	65.1	57.3	120.4
Complete ration	25.7	33.0	
Total Concentrates	467.9	434.6	668.1
Forages	3.2	2.9	8.2
Feed Cost			
Concentrates and forages	12.38	12.09	15.98
Pasture	.03		.35
Total Feed Costs	12.41	12.09	16.33
RETURN OVER FEED COST	15.00	15.13	14.52
Supplemental Costs			
Miscellaneous livestock expense	.33	.37	.31
Veterinary expense	.16	.15	.31
Custom work	.22	.10	.21
Total Supplemental Costs	.71	.62	.83
RETURN OVER FEED AND SUPPLEMENTAL COSTS	14.29	14.51	13.69
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for $100 feed fed	220.86	225.13	188.90
Price received per cwt.	24.30	24.31	23.60
Number of litters farrowed	25	53	11
Number of pigs born per litter	9.8	9.9	8.5
Number of pigs weaned per litter	7.7	7.7	6.9
Per cent death loss	15.0	16.4	12.6
Average weight of hogs sold	187.9	196.4	140.1
Price per cwt. concentrate fed	2.64	2.78	2.38
Pounds of pork purchased	2004	533	4372

06/25/70

TABLE 11A - COSTS AND RETURNS FROM COMPLETE HOG ENTERPRISE - 1969

		HERD TOTAL	PER CWT. PORK
1 POUNDS OF HOGS PRODUCED		1985	
2 TOTAL VALUE PRODUCED	$	469	23.63
3 POUNDS OF FEED FED			
4 CORN			
5 SMALL GRAIN			533.6
6 PROTEIN, SALT AND MINERAL			95.7
7 COMPLETE RATION			
8 TOTAL CONCENTRATES			629.3
9 FORAGES			
10 FEED COST			
11 CONCENTRATES AND FORAGES			16.27
12 PASTURE			
13 TOTAL FEED COSTS	$	323	16.27
14 RETURN OVER FEED COST	$	146	7.36
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE			
17 VETERINARY EXPENSE			.91
18 CUSTOM WORK			
19 TOTAL SUPPLEMENTAL COSTS	$	18	.91
20 RETURN OVER FEED AND SUPPLEMENTAL COSTS	$	128	6.45

* * *

21 SUPPLEMENTARY MANAGEMENT INFORMATION		
22 RETURN FOR $100 FEED FED	$	145.20
23 PRICE RECEIVED PER CWT.	$	19.35
24 NUMBER OF LITTERS FARROWED		3
25 NUMBER OF PIGS BORN PER LITTER		10.7
26 NUMBER OF PIGS WEANED PER LITTER		1.3
27 PER CENT DEATH LOSS		70.7
28 AVERAGE WEIGHT OF HOGS SOLD		205.0
29 PRICE PER CWT. CONCENTRATE FED	$	2.59
30 POUNDS OF PORK PURCHASED		900

TABLE 11A - COSTS AND RETURNS FROM CONCRETE HOG CONFORMATION - 1983

1 NUMBER OF HOGS PRODUCED	1983		
2 TOTAL VALUE PRODUCED	564	$	34,[illegible]
3 POUNDS OF FEED FED			
4 CORN			
5 SMALL GRAIN			[illegible]
6 PROTEIN, SALT AND MINERAL			99.7
7 CONCENTRATE RATION			
8 TOTAL CONCENTRATES			2,[illegible]
9 FORAGES			
10 FEED COST			
11 CONCENTRATES AND FORAGES			10.17
12 PASTURE			
13 TOTAL FEED COSTS	523	$	16.17
14 RETURN OVER FEED COST	346	$	7.35
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE			
17 VETERINARY EXPENSE			.01
18 CUSTOM WORK			
19 TOTAL SUPPLEMENTAL COSTS	19	$	.01
20 RETURN OVER FEED AND SUPPLEMENTAL COSTS	327	$	6.[illegible]
21 SUPPLEMENTARY MANAGEMENT INFORMATION			
22 RETURN PER SOLD FEED FED		$	14.[illegible]
23 PRICE RECEIVED PER CWT.		$	15.[illegible]
24 NUMBER OF LITTERS FARROWED			
25 NUMBER OF PIGS BORN PER LITTER			7.61
26 NUMBER OF PIGS WEANED PER LITTER			[illegible]
27 PER CENT DEATH LOSS			7.07
28 AVERAGE WEIGHT OF HOGS SOLD			[illegible]
29 PRICE PER CWT. CONCENTRATE FED		$	2.[illegible]
30 POUNDS OF BARN FURNISHED			[illegible]

Table 11C. Costs and Returns From Producing Weaning Pigs, 1969

	Average 20 Farms Per Lit.	7 High Farms Per Lit.	7 Low Farms Per Lit.
Number of litters farrowed	56	46	27
Total value produced	173.55	176.51	145.78
Pounds of Feed Fed			
Corn	202.0	153.3	75.9
Small grain	1285.9	1204.3	1367.9
Protein, salt and mineral	387.6	211.6	892.3
Complete ration	237.3	361.0	122.7
TOTAL CONCENTRATES	2112.8	1930.2	2458.8
FORAGES	107.9	129.5	133.3
Feed Cost			
Concentrates and forages	58.73	52.81	68.44
Pasture	.46	.43	.26
TOTAL FEED COSTS	$ 59.19	53.24	68.70
RETURN OVER FEED COST	114.36	123.27	77.08
Supplemental Costs			
Miscellaneous livestock	2.91	3.08	4.78
Veterinary expense	3.13	2.72	3.26
Custom work	.84	.91	.26
TOTAL SUPPLEMENTAL COSTS	$ 6.88	6.71	8.30
RETURN OVER FEED AND SUPPLEMENTAL COSTS	107.48	116.56	68.78
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for $100 feed fed	$ 293.18	331.54	212.18
Average price received per pig sold	19.61	18.25	19.42
Number of pigs produced	447	792	197
Number of pigs born per litter	9.4	9.5	9.1
Number of pigs weaned per litter	8.0	8.3	7.3
Per cent death loss	13.2	11.4	16.9
Price per cwt. concentrate fed	$ 2.74	2.68	2.73
Feed and suppl. costs per pig produced	8.28	7.27	10.55

Table 11B. Costs and Returns From Hog Finishing Enterprise, 1969

	Average 9 Farms Per Cwt.	3 High Farms Per Cwt.	3 Low Farms Per Cwt.
Average number of pigs on hand	78.4	187.9	15.3
Pounds of hogs produced	36528	83721	7421
Total value produced	20.72	20.10	24.61
Pounds of Feed Fed			
Corn	14.8	1.6	
Small grain	221.7	215.3	533.3
Protein, salt and mineral	119.1	97.5	73.2
Complete ration			
TOTAL CONCENTRATES	355.6	314.4	606.5
FORAGES			
Feed Cost			
Concentrates and forages	10.58	9.75	12.84
Pasture	.03	.04	
TOTAL FEED COSTS	$ 10.61	9.79	12.84
RETURN OVER FEED COST	$ 10.11	10.31	11.77
Supplemental Costs			
Miscellaneous livestock expense	.10	.06	
Veterinary expense	.18	.20	.01
Custom work	.66	.68	.74
TOTAL SUPPLEMENTAL COSTS	$ .94	.94	.75
RETURN OVER FEED AND SUPPLEMENTAL COSTS	$ 9.17	9.37	11.02
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for $100 feed fed	$ 195.25	205.34	191.61
Price received per cwt.	23.78	23.76	24.47
Average weight of pigs sold	216.2	217.6	209.6
Average price paid per pig bought	17.32	17.72	16.22
Average weight per pig bought	37.7	37.4	47.8
Number of pigs purchased	211	489	36
Pounds of pork purchased	7957	18271	1721
Per cent death loss	2.9	3.2	2.9
Price per cwt. concentrate fed	$ 2.97	3.10	2.12

Table 12. Dairy Cows, 1969

	Average 146 Farms Per Cow	48 High Farms Per Cow	48 Low Farms Per Cow
Average number of cows	28.2	40.5	20.0
Pounds of milk	10748	11817	8053
Pounds of butterfat	382.9	422.5	294.1
Per cent of butterfat in milk	3.6	3.6	3.6
Value of Produce			
Dairy products sold	472.73	552.77	311.45
Dairy products used home	6.38	5.90	7.10
Milk fed to livestock	13.16	12.77	17.75
Net increases in value of cows	4.26	7.98	(-4.25)
TOTAL VALUE PRODUCED	$ 496.53	579.42	332.05
Pounds of Feed Fed			
Corn	781.7	1060.1	531.4
Small grain & complete dairy ration	3121.6	3077.8	3034.2
Protein, salt & mineral	631.5	647.0	415.3
TOTAL CONCENTRATES	4534.8	4784.9	3980.9
Legume hay	7524.8	7498.0	7082.3
Other hay and dry roughage	63.4	68.9	113.6
Silage	8117.1	10200.6	5920.9
Feed Costs			
Concentrates	101.52	109.16	82.65
Roughages	85.89	93.88	73.70
Pasture	5.53	3.48	8.80
TOTAL FEED COSTS	$ 192.94	206.52	165.15
RETURN OVER FEED COST	$ 303.59	372.90	166.90
Supplemental Costs			
Miscellaneous livestock expense	17.87	23.60	8.80
Veterinary expense	6.45	8.37	3.35
Custom work	22.62	28.25	16.60
TOTAL SUPPLEMENTAL COSTS	46.94	60.22	28.75
RETURN OVER FEED AND SUPPLEMENT COSTS	$ 256.65	312.68	138.15
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for $100 feed fed	$ 257.34	280.57	201.06
Feed cost per cwt. milk	1.80	1.75	2.05
Feed cost per pounds of butterfat	.504	.489	.562
Pounds of milk per pound of conc.	2.370	2.470	2.023
Average price per cwt. milk sold	4.59	4.85	4.17
Average price per pound of butterfat	1.29	1.36	1.16

06/25/70

TABLE 12 - DAIRY COWS - 1969

		HERD TOTAL	PER COW
1 AVERAGE NUMBER OF COWS		14.8	
2 POUNDS OF MILK			12433
3 POUNDS OF BUTTERFAT			402.2
4 PER CENT OF BUTTERFAT IN MILK		3.2	
5 VALUE OF PRODUCE			
6 DAIRY PRODUCTS SOLD			407.23
7 DAIRY PRODUCTS USED IN HOME			6.89
8 MILK FED TO LIVESTOCK			25.95
9 NET INCREASES IN VALUE OF COWS			65.81
10 TOTAL VALUE PRODUCED	$	7487	505.88
11 POUNDS OF FEED FED			
12 CORN			
13 SMALL GRAIN & COMPLETE DAIRY RATION			7472.4
14 PROTEIN, SALT & MINERAL			756.8
15 TOTAL CONCENTRATES			8229.2
16 LEGUME HAY			6756.8
17 OTHER HAY AND DRY ROUGHAGE			
18 SILAGE			
19$ FEED COSTS			
20 CONCENTRATES			160.95
21 ROUGHAGES			50.68
22 PASTURE			7.91
23 TOTAL FEED COSTS	$	3249	219.54
24 RETURN OVER FEED COST	$	4238	286.34
25 SUPPLEMENTAL COSTS			
26 MISCELLANEOUS LIVESTOCK EXPENSE			8.11
27 VETERINARY EXPENSE			4.93
28 CUSTOM WORK			
29 TOTAL SUPPLEMENTAL COSTS	$	193	13.04
30 RETURN OVER FEED AND SUPPLEMENTAL COSTS	$	4045	273.30

* * *

31 SUPPLEMENTARY MANAGEMENT INFORMATION		
32 RETURN FOR $100 FEED FED	$	230.44
33 FEED COST PER CWT. MILK	$	1.77
34 FEED COST PER POUNDS OF BUTTERFAT	$	.546
35 POUNDS OF MILK PER POUND OF CONCENTRATE		1.511
36 AVERAGE PRICE PER CWT. MILK SOLD	$	3.49
37 AVERAGE PRICE PER POUND OF BUTTERFAT	$	1.08

TABLE 14 - DAIRY-COWS - 1964

1 AVERAGE NUMBER OF COWS	34.8		
2 POUNDS OF MILK			15403
3 POUNDS OF BUTTERFAT			464.3
4 PER CENT OF BUTTERFAT IN MILK	3.3		
4 VALUE OF PRODUCE			
4 DAIRY PRODUCTS SOLD			4071.23
4 DAIRY PRODUCTS USED IN HOME			8.00
5 MILK FED TO LIVESTOCK			23.23
6 NET INCREASES IN VALUE OF COWS			23.21
8 TOTAL VALUE PRODUCED	8	1487	3023.00
1 POUNDS OF FEED FED			
2 CORN			
3 SMALL GRAIN & COMPLETE DAIRY RATIONS			1471.4
4 PROTEIN, SALT & MINERAL			130.0
5 TOTAL CONCENTRATES			1602.2
6 LEGUME HAY			2122.0
7 OTHER HAY AND DRY ROUGHAGE			
8 SILAGE			
10 FEED COSTS			
10 CONCENTRATES			100.00
11 ROUGHAGES			30.00
12 PASTURE			10.7
13 TOTAL FEED COSTS	8	3349	140.34
14 BUSHELS OVER FEED COST	8	4224	126.34
15 SUPPLEMENTAL COSTS			
16 BIOLOGICAL LIVESTOCK EXPENSE			8.11
17 VETERINARY SERVICE			6.03
18 SERVICE FEES			
19 TOTAL SUPPLEMENTAL COSTS	8	103	13.04
20 RETURN OVER FEED AND SUPPLEMENTAL COSTS	8	4063	113.30

* * *

1 SUPPLEMENTARY MANAGEMENT INFORMATION			
2 RETURN FOR SLOD FEED FED.	8	320.44	
3 FEED COST PER CWT. MILK	8	1.77	
4 FEED COST PER POUND OF BUTTERFAT	8	.340	
5 POUNDS OF MILK PER POUND OF CONCENTRATE		1.311	
6 AVERAGE PRICE PER CWT. MILK SOLD	8	3.49	
7 AVERAGE PRICE PER POUND OF BUTTERFAT	8	1.00	

Table 13. Other Dairy Cattle, 1969

	Average 138 Farms Per Head	46 High Farms Per Head	46 Low Farms Per Head
Number of head	36.1	50.5	28.3
Net increase in value	118.67	136.48	90.81
Pounds of Feed Fed			
Concentrates	772.5	745.0	978.0
Hay and roughage	2942.5	2864.0	3605.0
Silage	2358.2	2660.4	2312.2
Milk	260.2	128.3	502.2
Feed Cost			
Concentrates	18.31	17.62	19.86
Roughages	30.58	30.83	35.37
Milk	9.72	5.47	18.23
Pasture	2.49	2.16	3.18
TOTAL FEED COSTS	$ 61.10	56.08	76.64
RETURN OVER FEED COST	$ 57.57	80.40	14.17
Supplemental Costs			
Miscellaneous livestock expense	.06	.02	
Veterinary expense	.03		
Custom work	.11	.04	
TOTAL SUPPLEMENTAL COSTS	$ .20	.06	
RETURN OVER FEED AND SUPPLEMENTAL COSTS	$ 57.37	80.34	14.17
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for $100 feed fed	$ 194.20	243.36	118.49
Per cent death loss	6.0	5.5	7.3

06/25/70

TABLE 13 - OTHER DAIRY CATTLE - 1969

		HERD TOTAL	PER HEAD
1 NUMBER OF HEAD		13.0	
2 NET INC. IN VALUE	$	1540	118.46
3 POUNDS OF FEED FED			
4 CONCENTRATES			1500.0
5 HAY AND ROUGHAGE			2153.8
6 SILAGE			
7 MILK			694.6
8 FEED COST			
9 CONCENTRATES			29.23
10 ROUGHAGES			16.15
11 MILK			29.54
12 PASTURE			5.15
13 TOTAL FEED COSTS	$	1041	80.07
14 RETURN OVER FEED COST	$	499	38.39
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE			
17 VETERINARY EXPENSE			
18 CUSTOM WORK			
19 TOTAL SUPPLEMENTAL COSTS	$		
20 RETURN OVER FEED AND SUPPLEMENTAL COSTS	$	499	38.39

* * *

21 SUPPLEMENTARY MANAGEMENT INFORMATION		
22 RETURN FOR $100 FEED FED	$	147.93
23 PER CENT DEATH LOSS		4.3

Table 14. All Dairy and Dual Purpose Cattle, 1969

		Average 146 Farms Per Cow	48 High Farms Per Cow	48 Low Farms Per Cow
Average number of cows		28.2	41.0	20.2
Value of dairy products	$	492.27	562.49	343.32
Net increase in value	$	151.03	166.51	122.82
TOTAL VALUE PRODUCED	$	643.30	729.00	466.14
Pounds of feed fed				
Concentrates		5525.0	5595.1	4670.0
Hay and dry roughage		11179.0	11443.6	10923.1
Silage		10977.8	13667.1	7582.5
Feed Cost				
Concentrates		136.95	140.20	116.63
Roughage		123.16	135.12	111.98
Pasture costs		8.62	5.80	12.57
TOTAL FEED COSTS		268.73	281.12	241.18
RETURN OVER FEED COST	$	374.57	447.88	224.96
Supplemental Costs				
Miscellaneous livestock expense		17.94	23.00	8.76
Veterinary expense		6.45	8.34	3.47
Custom work		22.77	27.24	16.44
TOTAL SUPPLEMENTAL COSTS	$	47.16	58.58	28.67
RETURN OVER FEED AND SUPPLEMENTAL COSTS		327.41	389.30	196.29
SUPPLEMENTARY MANAGEMENT INFORMATION				
Return for $100 feed fed	$	239.39	259.32	193.27

06/25/70

TABLE 14 - ALL DAIRY AND DUAL PURPOSE CATTLE - 1969

		HERD TOTAL	PER COW
1 AVERAGE NUMBER OF COWS		14.8	
2 VALUE OF DAIRY PRODUCTS	$	6513	440.07
3 NET INC. IN VALUE	$	2514	169.86
4 TOTAL VALUE PRODUCED	$	9027	609.93
5 POUNDS OF FEED FED			
6 CONCENTRATES			9607.8
7 HAY AND DRY ROUGHAGE			8640.6
8 SILAGE			
9 FEED COST			
10 CONCENTRATES			212.57
11 ROUGHAGE			64.86
12 PASTURE COSTS			12.43
13 TOTAL FEED COSTS	$	4290	289.86
14 RETURN OVER FEED COST	$	4737	320.07
15 SUPPLEMENTAL COSTS			
16 MISCELLANEOUS LIVESTOCK EXPENSE			8.11
17 VETERINARY EXPENSE			4.93
18 CUSTOM WORK			
19 TOTAL SUPPLEMENTAL COSTS	$	193	13.04
20 RETURN OVER FEED AND SUPPLEMENTAL COSTS	$	4544	307.03

* * *

21 SUPPLEMENTARY MANAGEMENT INFORMATION		
22 RETURN FOR $100 FEED FED	$	210.42

Table 15A. Beef Breeding Cattle, 1969

	Average 66 Farms Per Cow	22 High Farms Per Cow	22 Low Farms Per Cow
Average number of beef cows	50.7	91.2	22.7
Average number of other beef animals & bulls	36.4	66.0	16.8
Pounds of beef produced	26367	50743	10945
Net increase in value	$ 147.40	149.98	133.74
Pounds of Feed Fed			
Grain	464.1	471.8	604.5
Protein, salt and mineral	92.7	84.6	190.2
Legume hay	5350.0	4927.2	6532.2
Other hay and dry roughage	145.8	69.8	
Silage	5715.2	4685.0	10461.7
Feed Cost			
Concentrates	11.89	11.71	18.02
Roughages	51.74	44.79	67.58
Pasture	12.39	12.11	13.35
TOTAL FEED COSTS	$ 76.02	68.61	98.95
RETURN OVER FEED COST	$ 71.38	81.37	34.79
Supplemental Costs			
Miscellaneous livestock expense	1.60	1.64	1.45
Veterinary expense	1.36	1.54	1.54
Custom work	2.37	2.14	2.51
TOTAL SUPPLEMENTAL COSTS	$ 5.33	5.32	5.50
RETURN OVER FEED AND SUPPLEMENTAL COSTS	$ 66.05	76.05	29.29
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for $100 feed fed	193.90	218.60	135.17
Price per cwt. sold	26.14	27.36	22.97
Average weight per head sold	647	629	693
Per cent death loss	3.1	2.7	3.0
Per cent calf crop	94		

06/25/70

TABLE 15A - BEEF BREEDING CATTLE - 1969

		HERD TOTAL	PER COW
1	AVERAGE NUMBER OF BEEF COWS	63.2	
2	AVERAGE NUMBER OF OTHER BEEF ANIMALS AND BULLS	39.9	
3	POUNDS OF BEEF PRODUCED	146945	
4	NET INCREASE IN VALUE	$ 8206	129.84
5	POUNDS OF FEED FED		
6	GRAIN		
7	PROTEIN, SALT AND MINERAL		10.3
8	LEGUME HAY		3912.7
9	OTHER HAY AND DRY ROUGHAGE		
10	SILAGE		3734.2
11	FEED COST		
12	CONCENTRATES		.82
13	ROUGHAGES		37.53
14	PASTURE		9.13
15	TOTAL FEED COSTS	$ 3001	47.48
16	RETURN OVER FEED COST	$ 5205	82.36
17	SUPPLEMENTAL COSTS		
18	MISCELLANEOUS LIVESTOCK EXPENSE		.19
19	VETERINARY EXPENSE		.27
20	CUSTOM WORK		
21	TOTAL SUPPLEMENTAL COSTS	$ 29	.46
22	RETURN OVER FEED AND SUPPLEMENTAL COSTS	$ 5176	81.90

* * *

23	SUPPLEMENTARY MANAGEMENT INFORMATION		
24	RETURN FOR $100 FEED FED	$ 273.44	
25	PRICE PER CWT. SOLD	$ 27.13	
26	AVERAGE WEIGHT PER HEAD SOLD	585	
27	PERCENT DEATH LOSS	1.9	
28	PERCENT CALF CROP		

TABLE 134 - BEEF BREEDING CATTLE - 1969

1	AVERAGE NUMBER OF BEEF COWS			63.2
2	AVERAGE NUMBER OF OTHER BEEF BREEDING AND BULLS			39.0
3	POUNDS OF BEEF PRODUCED			16004
4	NET INCREASE IN VALUE	$	8258	129.49
5	POUNDS OF FEED FED			
6	GRAIN			
7	PROTEIN, SALT AND MINERAL			10.0
8	LEGUMES HAY			2412.7
9	OTHER HAY AND DRY ROUGHAGE			
10	SILAGE			2786.4
11	FEED COST			
12	CONCENTRATES			.00
13	ROUGHAGES			37.23
14	PASTURE			9.13
15	TOTAL FEED COSTS	$	3001	47.96
16	RETURN OVER FEED COST	$	5258	82.34
17	SUPPLEMENTAL COSTS			
18	MISCELLANEOUS LIVESTOCK EXPENSE			.12
19	VETERINARY EXPENSE			.32
20	BUSTON WORK			
21	TOTAL SUPPLEMENTAL COSTS	$	25	.40
22	RETURN OVER FEED AND SUPPLEMENTAL COSTS	$	5178	81.90
23	SUPPLEMENTAL REQUIREMENT INFORMATION			
24	RETURN PER AIRD FEED FED	$	219.44	
25	PRICE PER CWT. SOLD	$	27.13	
26	AVERAGE WEIGHT PER HEAD SOLD		592	
27	PERCENT CALVE LOSS		1.9	
28	PERCENT CALF CROP			

Table 15B. Feeder Cattle, 1969

		Average 52 Farms Per Cwt.	17 High Farms Per Cwt.	17 Low Farms Per Cwt.
Average number of beef feeders		48.1	84.2	22.8
Pounds of beef produced		24601	41831	10916
Net increase in value of animals		29.32	30.31	25.29
Pounds of Feed Fed				
Grain		485.5	376.2	569.2
Protein, salt and mineral		81.2	118.3	52.4
Legume hay		519.3	545.8	765.7
Other hay and dry roughage		27.0	38.8	
Silage		762.1	734.0	1066.1
Feed Cost				
Concentrates		10.80	8.44	13.56
Roughages		6.26	6.96	7.64
Pasture		.52	.53	.71
TOTAL FEED COSTS	$	17.58	15.93	21.91
RETURN OVER FEED COST	$	11.74	14.38	3.38
Supplemental Costs				
Miscellaneous livestock expense		.22	.24	.12
Veterinary expense		.28	.36	.09
Custom work		.89	1.09	.78
TOTAL SUPPLEMENTAL COSTS	$	1.39	1.69	.99
RETURN OVER FEED AND SUPPLEMENTAL COSTS	$	10.35	12.69	2.39
SUPPLEMENTARY MANAGEMENT INFORMATION				
Return for $100 feed fed	$	166.75	190.29	115.43
Price per cwt. sold	$	27.72	27.97	26.61
Average weight per head sold		861.1	867.8	875.0
Price per cwt. bought	$	28.62	27.99	29.26
Average weight per head bought		422.6	426.8	531.4
Number of head bought		25	43	10
Per cent death loss		1.9	1.8	1.9

06/25/70

TABLE 15B - FEEDER CATTLE - 1969

		HERD TOTAL	PER CWT
1 AVERAGE NUMBER OF BEEF FEEDERS		28.5	
2 POUNDS OF BEEF PRODUCED		12274	
3 NET INCREASE IN VALUE OF ANIMALS	$	1948	15.87
4 POUNDS OF FEED FED			
5 GRAIN			152.5
6 PROTEIN, SALT AND MINERAL			32.6
7 LEGUME HAY			1417.6
8 OTHER HAY AND DRY ROUGHAGE			
9 SILAGE			1124.3
10 FEED COST			
11 CONCENTRATES			4.07
12 ROUGHAGES			14.04
13 PASTURE			
14 TOTAL FEED COSTS	$	2223	18.11
15 RETURN OVER FEED COST	$	(-275)	(-2.24)
16 SUPPLEMENTAL COSTS			
17 MISCELLANEOUS LIVESTOCK EXPENSE			
18 VETERINARY EXPENSE			
19 CUSTOM WORK			
20 TOTAL SUPPLEMENTAL COSTS	$		
21 RETURN OVER FEED AND SUPPLEMENTAL COSTS	$	(-275)	(-2.24)

* * *

22 SUPPLEMENTARY MANAGEMENT INFORMATION		
23 RETURN FOR $100 FEED FED	$	87.63
24 PRICE PER CWT. SOLD	$	22.80
25 AVERAGE WEIGHT PER HEAD SOLD		591.0
26 PRICE PER CWT. BOUGHT	$	
27 AVERAGE WEIGHT PER HEAD BOUGHT		
28 NUMBER OF HEAD BOUGHT		
29 PERCENT DEATH LOSS		1.7

Table 16A. Sheep Flock, 1969

		Average 30 Farms Per Ewe	10 High Farms Per Ewe	10 Low Farms Per Ewe
Average number of ewes		93.1	173.4	46.4
Pounds of lamb and mutton produced		8487	18667	2434
Pounds of wool produced		962	1930	381
Value of produce				
Wool		5.92	6.18	4.29
Net increase in value of animals		24.52	27.92	13.81
TOTAL VALUE PRODUCED		30.44	34.10	18.10
Pounds of Feed Fed				
Grain		180.4	126.3	373.7
Protein, salt and mineral		15.4	17.7	15.2
Legume hay		998.6	994.8	1045.3
Other hay and dry roughage		48.2	73.8	
Silage		343.9		1053.4
Feed Cost				
Concentrates		4.00	3.22	8.13
Roughages		8.71	8.51	10.63
Pasture		2.26	2.11	2.28
TOTAL FEED COSTS	$	14.97	13.84	21.04
RETURN OVER FEED COST	$	15.47	20.26	(-2.94)
Supplemental Costs				
Miscellaneous livestock expenses		.42	.44	.24
Veterinary expense		.54	.56	.56
Custom work		1.46	1.73	1.12
TOTAL SUPPLEMENTAL COSTS	$	2.42	2.73	1.92
RETURN OVER FEED AND SUPPLEMENTAL COSTS	$	13.05	17.53	(-4.86)
SUPPLEMENTARY MANAGEMENT INFORMATION				
Return for $100 feed fed	$	203.30	246.38	86.07
Price per cwt. lamb and mutton sold	$	23.00	22.12	23.66
Pounds of wool per sheep sheared		9.6	10.2	8.3
Number of ewes kept for lambing		87	150	49
Per cent lamb crop		138	149	108
Per cent death loss		12.4	8.4	18.0

Table 16B. Feeder Lambs, 1969

		Average 3 Farms Per Cwt.
Average number of lambs		63.2
Pounds of lamb produced		6013
Pounds of wool produced		
Value of produce		
Wool		
Net increase in value		31.23
TOTAL VALUE PRODUCED		31.23
Pounds of Feed Fed		
Grain		371.0
Protein, salt and mineral		538.8
Legume hay		792.7
Other hay and dry roughage		
Silage		
Feed Cost		
Concentrates		21.95
Roughages		6.44
Pasture		1.20
TOTAL FEED COSTS	$	29.59
RETURN OVER FEED COST	$	1.64
Supplemental Costs		
Miscellaneous livestock expense		.42
Veterinary expense		.42
Custom work		.17
TOTAL SUPPLEMENTAL COSTS	$	1.01
RETURN OVER FEED AND SUPPLEMENTAL COSTS	$	.63
SUPPLEMENTARY MANAGEMENT INFORMATION		
Return for $100 feed fed	$	105.56
Price per cwt. sold	$	27.70
Pounds of wool per sheep sheared		
Average weight of lambs sold		96.5
Price per cwt. bought	$	27.03
Average weight of lambs bought		63.5
Per cent death loss		.6

Table 17A. Laying Flock - Chickens, 1969

		Average 7 Farms Per Hen
Average number of hens		2969.5
Value of produce		
Eggs sold and used		4.88
Inc. in value of flock		(-.37)
TOTAL VALUE PRODUCED	$	4.51
Pounds of Feed Fed		
Grain		12.5
Protein, salt and mineral		1.7
Complete commercial feed		58.2
TOTAL POUNDS OF FEED		72.4
TOTAL FEED COST	$	2.72
RETURN OVER FEED COST	$	1.79
SUPPLEMENTAL COSTS	$	.07
RETURN OVER FEED AND SUPPLEMENTAL COSTS	$	1.72
SUPPLEMENTARY MANAGEMENT INFORMATION		
Return for $100 feed fed	$	165.80
Eggs laid per hen		177
Price per dozen eggs sold - cents	$	.33
Feed cost per dozen eggs - cents	$	.18
Return over feed costs per dozen eggs	$	.13
Per cent death loss		8.4

Table 18A. Laying Flock - Turkeys, 1969.

		Average 4 Farms Per Hen
Average number of hens		576.7
Value of produce		
Eggs sold and used		18.32
Increase in value of flock		(-1.41)
TOTAL VALUE PRODUCED		16.91
Pounds of Feed Fed		
Grain		91.7
Protein, salt and mineral		
Complete commercial feed		174.4
TOTAL POUNDS OF FEED		266.1
TOTAL FEED COST	$	8.49
RETURN OVER FEED COST	$	8.42
SUPPLEMENTAL COSTS	$	1.27
RETURN OVER FEED AND SUPPLEMENTAL COSTS		7.15
SUPPLEMENTARY MANAGEMENT INFORMATION		
Return for $100 feed fed	$	199.18
Eggs laid per hen		84
Price per egg sold - cents	$	.22
Feed cost per egg sold - cents	$	.10
Return over feed costs per egg	$	.10
Per cent death loss		4.6

Table 18B. Turkey Poults, 1969

	Average 4 Farms Per Cwt.
Cwt. number turkeys produced	3344.20
Net increase in value	19.76
Pounds of Feed Fed	
Grain	113.4
Protein, salt and mineral	
Complete commercial feed	326.2
TOTAL POUNDS OF FEED	439.6
TOTAL FEED COSTS	$ 13.61
RETURN OVER FEED COST	$ 6.15
SUPPLEMENTAL COSTS	$ 1.77
RETURN OVER FEED AND SUPPLEMENTAL COSTS	$ 4.38
SUPPLEMENTARY MANAGEMENT INFORMATION	
Return for $100 feed fed	$ 145.18
Number of poults purchased	17956
Price paid per poult purchased	.56
Per cent death loss	9.7
Price per cwt. of feed	$ 3.10
Price received per pounds of turkeys sold	.22
Weight per bird sold in pounds	20.9

Table 24. Average of Prices of Feed and Produce Used in Home, 1969

FEED PRICES

Farm Grown Grains		Hay	
Oats	$ .56	Alfalfa-Brome	$16.00
Barley	.80	Red Clover	12.00
Wheat	1.40	Wild Hay	8.00
Oats Mixture	.80	Sweet Clover	9.00
Rye	1.00	Brome	10.00
Corn	1.15	Mixed Legume	14.00
Oats & Peas	.70		

Other Roughages		Milk for Feed	
Corn Silage	$6.00 per ton	Whole milk-Gr. A	$ 4.75 per cwt.
Grass silage	5.00 per ton	Whole milk-Gr. B	4.25 per cwt.
Oats silage	5.00 per ton	Skim milk	.90 per cwt.
Haylage	9.00 per ton		

Pasture	Home Produce	
$2.25 an animal unit per month	Milk	$ .10 per qt.
	Cream	.26 per pt.
Unpaid family labor $10.00 per day	Poultry (Live)	.12 per lb.
	Beef (Live)	.25 per lb.
Board for hired labor $3.00 per day	Hogs (Live)	.22 per lb.
Unless otherwise specified	Eggs	.40 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 head	Turkeys, Lay. Flock	25.00 per 100
Other dairy cows	1.20 per head	Bees	.33 per hive
Beef breeding cows	1.50 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, lay. flock	5.00 per 100	Potatoes	3.0 per A.
Chickens, broilers	.20 per cwt.	Sugar beets	2.0 per A.
Turkeys, Poults	.12 per cwt.	Fallow	.4 per A.

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

Table 25. Summary of Farm Earnings by Years.

Years	1955	1960	1965	1968	1969
Number of Farms	50	57	202	279	312
FARM RECEIPTS					
Dairy and dual-purpose cattle	$ 613	986	1251	1701	1755
Dairy products	2305	2962	4105	6586	6299
Beef cattle (incl. feeders)	361	1770	2625	3197	3466
Hogs	227	483	1166	1220	1684
Sheep and wool (incl. feeders)	395	786	322	444	325
Other productive livestock	10	4	37	40	55
Poultry (incl. turkeys)	56	1047	2310	448	1114
Eggs	417	511	664	535	469
Honey sold	41	137			
Crops	3225	3573	4970	7898	11222
Mach. & equip. sold & gas tax refund	172	335	410	651	493
Income from work off the farm	179	373	188	253	360
Miscellaneous	214	241	635	737	961
(1) Total farm sales	$ 8214	13208	18683	23710	28203
(2) Increase in farm capital	370	1704	2345	4712	6683
(3) Family living from the farm	277	337	283	301	316
(4) Total farm receipts (1)+(2)+(3)	$ 8861	15249	21311	28723	35202
FARM EXPENSES					
Dairy and dual-purpose cattle bought	188	325	168	277	387
Beef cattle bought (incl. feeders)	18	988	641	993	759
Hogs bought	12	38	66	107	223
Sheep bought(incl. feeders)	23	222	40	67	193
Other productive livestock	26	59	25	27	23
Poultry bought (incl. turkeys)	39	210	425	167	212
Miscellaneous livestock expense	177	304	441	413	532
Feed bought	460	1460	3232	2283	2572
Fertilizers and chemicals	334	504	867	1434	1738
Other crop expense	567	694	1017	1292	1596
Custom work hired	327	431	659	858	871
Gas, oil and grease bought (f.s.)	855	1058	1002	1214	1420
Repair of mechanical power (f.s.)	295	447	523	1257	1543
Repair & upkeep of real estate	116	118	148	226	255
Repair & upkeep of crop & gen. mach.	222	287	418		
Repair & upkeep of livestock equip.	61	67	95	152	178
Wages of hired labor	398	437	654	783	967
Electricity expense (f.s.)	152	191	262	292	280
Real estate & pers. property taxes	370	519	637	527	833
General farm expense	101	173	272	395	485
(5) Total cash operating expenses	$ 4742	8532	11592	12764	15167
(6) Cap. purchases-mech. power (f.s.)	635	456	911	3889	4344
(7) Cap. purchases-crop & gen. mach.	803	575	997		
(8) Cap. purchases-livestock equip.	84	122	195	212	334
(9) Cap. purchases-bldgs. & fencing	450	894	1255	2217	3335
(10) Total farm purchases (5) to (9)	$ 6713	10579	14950	19082	23180
(11) Decrease in farm capital					
(12) Interest on farm capital	1303	1500	2068	2822	4744
(13) Unpaid family labor	140	409	96	402	350
(14) Board furnished hired labor	76	130	86	67	222
(15) Total farm expenses (10) to (14)	$ 8232	12618	17200	22373	28566
(16) Labor earnings (4) - (15)	$ 629	2631	4111	6350	6636
(17) Net cash income (1) - (10)	$ 1501	2629	3733	4628	5023

THIEF RIVER FALLS

AREA VOCATIONAL TECHNICAL SCHOOL

AVIATION MECHANICS

ARCHITECTURAL DRAFTING

AUTO BODY REPAIR

AUTO MECHANICS

BUSINESS EDUCATION

CARPENTRY

COSMETOLOGY

ELECTRONICS

FARM MANAGEMENT

PRACTICAL NURSING

RADIO ANNOUNCING

WELDING

FOR INFORMATION CONTACT DIRECTOR

LOOK TO

VOCATIONAL EDUCATION

FOR YOUR FUTURE IN

MINNESOTA