

*1970 Annual Report*

**VOCATIONAL AGRICULTURE  
FARM MANAGEMENT PROGRAM**

**NORTHWESTERN MINNESOTA**

**REPORT NO. 16**

**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 1971**

# 1970 REPORT OF THE FARM MANAGEMENT PROGRAM FOR VOCATIONAL AGRICULTURE IN NORTHWESTERN MINNESOTA

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The following tables and enterprises were not included in the averages because the number of farms were too limited to provide reliable average information:

- Table X - Sugar Beets, Potatoes, Grass Silage
- Table 16B - Feeder Lambs
- Table 17A - Laying Chickens
- Table 18A - Turkey Laying Flock; and Table 18B - Turkey Poults

### 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, sixteen annual reports have been prepared.

We congratulate two families, Mr. & Mrs. Arthur Kilen of Greenbush, and Mr. & Mrs. Richard Dvorak of Thief River Falls, for having completed their tenth year in the program.

We further congratulate the following families for having completed their fifteenth year in the program: Mr. & Mrs. Julian Rodahl, Mr. & Mrs. Clyde Christensen, Mr. & Mrs. Harvey Troska, Mr. & Mrs. Ed Timm, all of Thief River Falls, Mr. & Mrs. Gene Nelson, Viking, Mr. & Mrs. Arnold Stanley, Grygla, and Mr. & Mrs. James Efta, Greenbush.

This report is published annually to provide farmers, agriculture instructors, and others 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 special thank you is awarded the clerical staff for their patience, perseverance, and dedication to the project. The staff this year is: Phyllis Moun, Marie Sorensen, Roberta Kosel, Marlys Swanson, Shirley Koop, Betty Ueland, Fay Gullickson, Fern Hedlund, Bonnie Haglund and Marcella Lemmon. Gladys Narverud prepared the manuscript.

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, Minn. Mr. Paul Day of the State Department of Education, Dr. Ed Persons 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.

While 323 records were included in the averages, 385 records were processed.

This report deals with farmers enrolled in twenty six schools in Northwestern Minnesota. The following tabulation shows the number of farmers submitting 1970 farm records for analysis, the schools cooperating and the names of the Vo-Ag instructors from these schools.

<u>School</u>	<u>No. of Cooperators</u>	<u>Instructor</u>
Ada . . . . .	6 . . . . .	Lowell Gunderson
Ashby . . . . .	2 . . . . .	John Meagher
Barnsville . . . . .	5 . . . . .	David Bakken
Battle Lake . . . . .	2 . . . . .	Alton Carlson
Detroit Lakes . . . . .	.39 . . . . .	Clayton Olsen
	33 . . . . .	Duane Lemmon
Fergus Falls . . . . .	.21 . . . . .	Bert Winger
Fertile . . . . .	.51 . . . . .	Conrad Carlson
Fosston . . . . .	.20 . . . . .	Dean McNelly
Frazee . . . . .	1 . . . . .	Albert Byram
Goodridge . . . . .	.26 . . . . .	Wally Shodean
Greenbush . . . . .	6 . . . . .	Bernard Nelson
Hallock . . . . .	1 . . . . .	Jerry Seibold
Halstad . . . . .	1 . . . . .	Lannis Bergsgaard
Hawley . . . . .	.29 . . . . .	John Hest
Henning . . . . .	4 . . . . .	Darrell Sand
Humboldt . . . . .	1 . . . . .	Duane Westweet
Karlstad . . . . .	2 . . . . .	Harlan Hokanson
Moorhead . . . . .	.15 . . . . .	Ray Maxson
Pelican Rapids . . . . .	.11 . . . . .	Elvin Andrews
Plummer, Red Lake Falls & Oklee	34 . . . . .	Harry Oen
Roseau . . . . .	.31 . . . . .	Bud Leverington
Thief River Falls . . . . .	.32 . . . . .	Don Johnsen
	46 . . . . .	Verne Spengler
Twin Valley . . . . .	1 . . . . .	Marvin Hanson
Ulen . . . . .	3 . . . . .	Merlin Skretvedt
Areas not served by Vo-Ag Depts	.11 . . . . .	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

# 1970 IN A NUTSHELL

	1969	1970	Average
Labor Earnings (operators share)	\$ _____	\$ _____	\$ 2,184
Return to Capital & Family Labor	_____	_____	4,892
Net Worth	_____	_____	52,572
Ratio of Current Assets & Machinery to Current Liabilities	_____	_____	2.29
Ratio of Real Estate Assets to Real Estate Liabilities	_____	_____	3.02
Ratio of Total Assets to Total Liabilities	_____	_____	2.63
Expenses per Dollar Income	_____	_____	.93

## SIZE

Work Units* - Crops	_____	_____	175
Livestock	_____	_____	174
Other	_____	_____	4
Total	_____	_____	353
Total Farm Capital	_____	_____	89,957
*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 on 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 is found in Tables 5 and 6.

WHAT IS THE CAPITAL INVESTMENT PICTURE IN OUR FARM BUSINESS?

Table 1. Summary of Farm Inventories, 1970

Items	Average of 323 Farms	
	Jan. 1	Dec. 31
Size of farm - Total Acres	569.4	
- Tillable Acres	465.3	
Work Units - Crops	175.30	
- Livestock	173.70	
- Other	4.30	
Total size of business in work units	353.30	
Number of workers	1.4	
Farm capital investment per worker	72348	
PRODUCTIVE LIVESTOCK		
Dairy cows	3522	3717
Other dairy cattle	2127	2361
Beef breeding cattle	2970	3430
Beef feeder cattle	1582	1594
Hogs	722	732
Sheep (Incl. feeders)	250	275
Poultry (Incl. turkeys)	149	146
Other productive livestock	130	88
Total Productive Livestock	\$ 11452	\$ 12343
CROP, SEED AND FEED	7599	6873
POWER, MACHINERY AND EQUIPMENT		
Auto and truck (farm share)	1785	1960
Power and machinery	10286	10770
Livestock equipment	1310	1417
Total Power, Machinery and Equipment	\$ 13381	\$ 14147
LAND	46386	47450
BUILDINGS, FENCES, ETC.	8371	9144
TOTAL FARM CAPITAL	\$ 87189	\$ 89957

Table 1. Summary of Farm Inventories, 1970

Items	64 High Farms		64 Low Farms	
	Jan.1	Dec.31	Jan.1	Dec.31
Size of farm - Total Acres	658.4		705.9	
- Tillable Acres	504.7		607.0	
Work units - Crops	212.00		214.16	
- Livestock	313.04		103.46	
- Other	4.10		7.65	
Total size of business in work units	529.14		325.27	
Number of workers	1.7		1.3	
Farm Capital Investment per Worker	74499		94001	
PRODUCTIVE LIVESTOCK				
Dairy cows	8000	8732	854	775
Other dairy cattle	4765	5541	760	576
Beef breeding cattle	3362	4097	3955	5065
Beef feeder cattle	1235	932	3098	3114
Hogs	270	299	986	1244
Sheep (incl. feeders)	63	93	257	269
Poultry (incl. turkeys)	153	170	16	20
Other productive livestock				
Total Productive Livestock	\$ 17848	\$ 19864	\$ 9926	\$ 11063
CROP, SEED AND FEED	\$ 8259	\$ 9149	\$ 12601	\$ 9503
POWER, MACHINERY AND EQUIPMENT				
Auto and truck (farm share)	2030	2169	2373	2777
Power and machinery	11675	12192	15470	15586
Livestock equipment	3156	3215	644	840
Total Power, Machinery and equipment	\$ 16861	\$ 17576	\$ 18487	\$ 19203
LAND	48968	51893	61606	62704
BUILDINGS, FENCES, ETC.	13054	14445	10018	10720
TOTAL FARM CAPITAL	\$104990	\$112927	\$112638	\$113193

Table 2A. Whole Farm Summary of Cash Receipts, 1970

Items	Average of 323 farms	64 Most prof. farms	64 Least prof. farms
SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
Dairy cows	\$ 1105	\$ 2375	\$ 382
Dairy products	7294	18493	996
Other dairy cattle	991	1919	493
Beef breeding cattle	1075	798	1277
Beef feeder cattle	2379	2415	4843
Hogs complete	689	355	775
Hogs finishing	258	20	924
Hogs producing weaning pigs	598	222	932
Sheep and wool, farm flock	200	68	112
Sheep and wool, feeder lambs	21		
Chickens (incl. hens and broilers)	174	149	463
Turkeys	482		705
Eggs	535	675	85
Other productive livestock	149	1	
TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 15950	\$ 27490	\$ 11987
SALE OF CROPS			
Corn	235	513	440
Soybeans, flax, sunflowers	798	1012	954
Wheat, oats, barley, rye	5616	5598	9325
Potatoes, sugar beets, other crops	515	375	553
Hay, silage and other crops	407	424	297
Diverted acre payment	386	867	431
TOTAL SALES FROM CROPS	\$ 7957	\$ 8789	\$ 12000
Capital assets sold	254	189	201
Gas tax refund	140	177	117
Income from work off the farm	250	197	528
Patronage refunds	325	574	337
Miscellaneous farm income	1676	1471	2611
TOTAL FARM SALES (1)	\$ 26552	\$ 38887	\$ 27781
Increase in farm capital (2)	\$ 2771	\$ 7939	\$ 555
Family living from the farm (3)	337	519	223
TOTAL FARM RECEIPTS (1)+(2)+(3)	\$ 29660	\$ 47345	\$ 28559



Table 2B, Whole Farm Summary of Cash Expenses, 1970

Items	Average of 323 farms	64 Most prof. farms	64 Least prof. farms
<b>PURCHASE OF LIVESTOCK</b>			
Dairy cows	\$ 264	\$ 482	\$ 161
Other dairy cattle	192	380	59
Beef breeding cattle	330	53	974
Beef feeder cattle	931	864	2323
Hogs complete	53	30	163
Hogs finishing	120	40	311
Hogs producing weaning pigs	69	18	181
Sheep, farm flock	18	40	3
Sheep, feeder lambs			
Chickens (incl. hens and broilers)	141	90	90
Turkeys	124		239
Other productive livestock	46		
Miscellaneous livestock expense	593	1060	531
Feed bought	2733	3944	2817
Fertilizer	1445	1507	2143
Chemicals	200	320	182
Other crop expense	1444	1560	2324
Custom work hired	785	1333	585
Rep. & upkeep of livestock equipment	221	388	144
Rep. & upkeep of farm real estate	275	336	330
Gas, oil, grease bought (farm share)	1302	1472	1593
Rep. & oper. of mach., tractor, truck, auto (f.s.)	1477	1745	1878
Wages of hired labor	962	1593	1205
Personal property & real estate taxes	860	1026	1124
General farm expense	424	584	537
Telephone expense (farm share)	94	116	106
Electricity expense (farm share)	298	465	258
<b>TOTAL CASH OPERATING EXPENSE</b>	<b>\$ 15401</b>	<b>\$ 19446</b>	<b>\$ 20261</b>
Power, crop & gen. machinery bought (f.s.)	\$ 3239	\$ 3698	\$ 3820
Livestock equipment bought	357	521	311
New real estate & improvement	2604	5433	3017
<b>TOTAL FARM PURCHASES</b>	<b>\$ 21601</b>	<b>\$ 29098</b>	<b>\$ 27409</b>
Interest on farm capital	5314	6537	6774
Unpaid family labor	347	293	229
Labor charge for partners & other operators	139	426	111
Board furnished hired labor	57	106	72
<b>TOTAL FARM EXPENSE</b>	<b>\$ 27458</b>	<b>\$ 36460</b>	<b>\$ 34595</b>
Labor earnings (whole farm)	\$ 2202	\$ 10885	\$ -6036
Number of operators	1	1	1

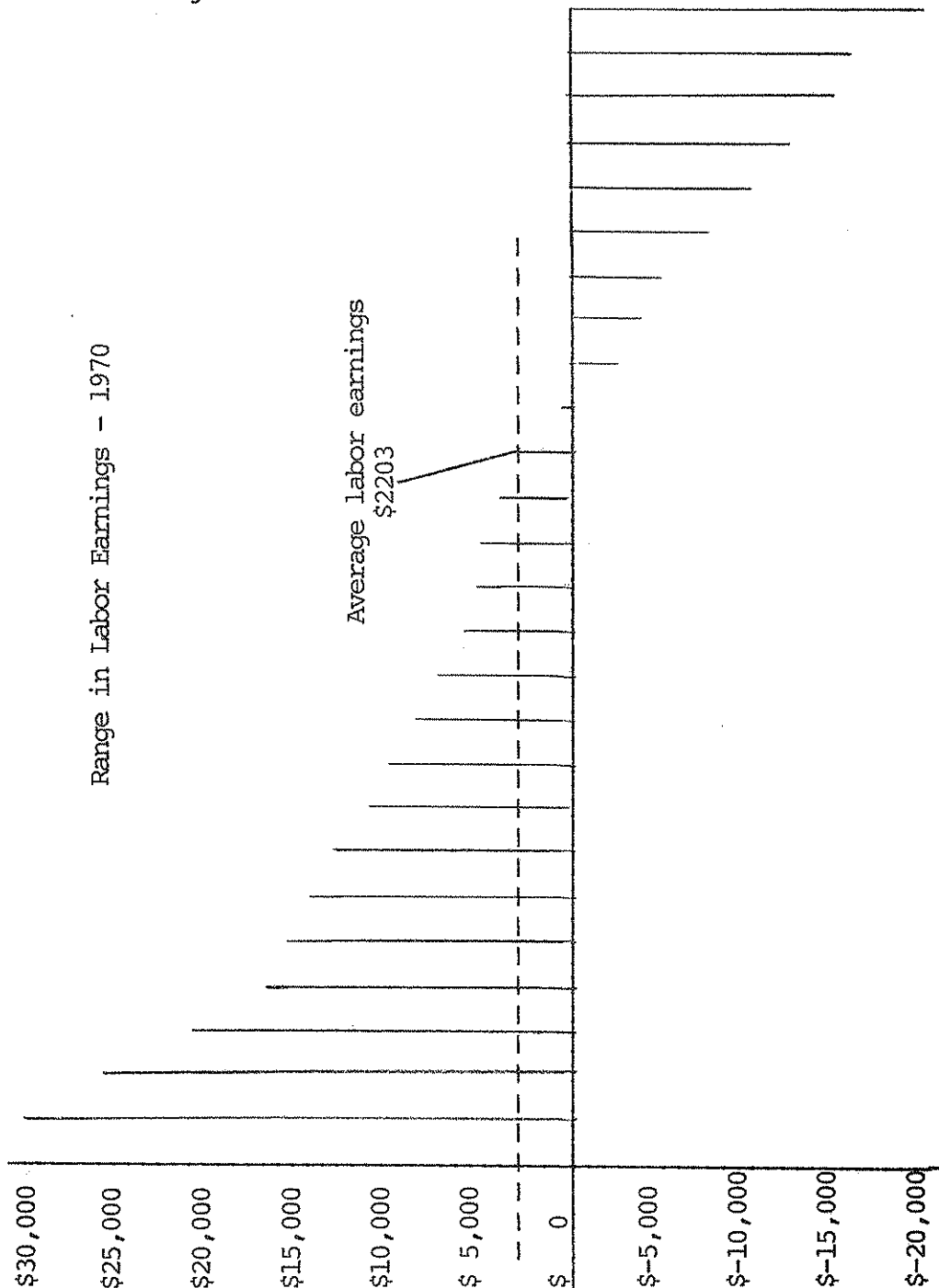
WHAT IS THE VALUE PRODUCED BY EACH ENTERPRISE?

Table 3. Summary of Farm Earnings (Enterprise Statement), 1970

Items	Average of 323 farms	64 Most prof. farms	64 Least prof. farms
<u>RETURNS AND NET INCREASES</u>			
Productive livestock			
Dairy cattle	\$ 7683	\$ 19313	\$ 1051
Other dairy cattle	2063	4872	435
Beef breeding cattle	1618	1696	2050
Feeder cattle	1094	1049	2004
Complete hog enterprise	640	323	931
Hog finishing enterprise	203	32	547
Producing weaning pigs	496	195	807
Farm flock of sheep	223	59	122
Feeder lambs	5		
Chickens (incl. hens and broilers)	488	753	465
Turkeys	437		466
Other productive livestock	61	1	
ALL PRODUCTIVE LIVESTOCK	\$ 15011	\$ 28293	\$ 8878
Value of feed fed to livestock	7472	11894	6830
Return over feed from livestock	7539	16399	2048
Crop, seed and feed	8757	13978	8232
Income from labor off the farm	86	82	153
Cooperative patronage refunds	325	574	337
Miscellaneous farm income	1676	1471	2611
 TOTAL RETURNS AND NET INCREASES	 \$ 18383	 \$ 32504	 \$ 13381
<u>EXPENSES AND NET DECREASES</u>			
Truck and auto (farm share)	\$ 1683	\$ 2287	\$ 1669
Tractors and crop machinery	3907	4838	5023
Electricity	298	465	258
Livestock equipment	462	840	251
Buildings, fences and tiling	959	1340	1416
Misc. livestock expense	593	1060	531
Labor	1448	2099	1616
Labor charge for other operator (s)	139	426	111
Property tax	860	1026	1124
General farm expense and telephone	518	700	643
Interest on farm capital	5314	6537	6774
 TOTAL EXPENSES AND NET DECREASES	 \$ 16192	 \$ 21618	 \$ 19416
Labor earnings	\$ 2202	\$ 10886	\$ -6036
Number of farm operators	1	1	1

# RANGE IN EARNINGS

Every study of farm earnings shows a wide variation in earnings among farmers in a given year (Fig. 1). The average labor earnings of those farmers ranking in the upper 20 per cent was \$11,262 and of those in the lower 20 per cent was \$-6,130. This is a range of \$17,392. 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, 1970.

Items	Average of 184 farms	33 Most prof. farms	33 Least prof. farms
Number of persons - family	5	6	5
Number of adult equivalent - family	4.0	4.4	3.9
Church and welfare	\$ 198	\$ 300	\$ 226
Medical care and health insurance	593	716	624
Food and meals bought	1271	1422	1440
Operating expense and supplies	365	428	411
Furnishings and equipment	320	482	245
Clothing and clothing materials	427	589	437
Personal care, personal spending	233	220	209
Education	264	294	219
Recreation	3		16
Gifts and special events	167	185	198
Personal share truck & auto expense	213	259	188
Operators share upkeep on dwelling	166	223	271
Personal share telephone & electricity exp.	152	170	151
TOTAL CASH LIVING EXPENSES	\$ 4372	\$ 5288	\$ 4635
Personal share new truck and auto	179	274	168
New dwelling bought	313	846	260
Taxes and other deductions	530	713	650
Life ins., other savings & investments	444	680	505
TOTAL HOUSEHOLD AND PERSONAL	\$ 5838	\$ 7801	\$ 6218
TOTAL FAMILY LIVING FROM THE FARM	367	547	259
TOTAL CASH AND NON-CASH EXPENSES	\$ 6205	\$ 8348	\$ 6477
FAMILY LIVING FROM THE FARM			
Milk and cream	98	181	36
Beef	208	318	158
Pork	25	13	59
Lamb	1		5
Poultry	2		1
Eggs	3	2	
Veg., fruit, spuds, & fuel-also other prod.	31	34	
TOTAL FAMILY LIVING FROM THE FARM	\$ 368	\$ 548	\$ 259

# NET WORTH

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

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

Table 5. Net Worth Statement, Operator, 1970

Items	Average for 323 Farms	
	Jan. 1	Dec. 31
Total productive livestock	\$ 11291	\$ 12169
Crop, seed and feed	7341	6640
Total power, machinery and equipment	13005	13784
Land	28387	29253
Buildings, fences, etc.	7981	8774
Total Farm Capital	68005	70620
Non-farm assets	7026	7469
Dwelling	6322	6805
TOTAL ASSETS	\$ 81353	\$ 84894
Real estate mortgages	14115	14854
Chattel mortgages	11319	12538
Notes	3236	3514
Accounts payable	1271	1416
TOTAL LIABILITIES	\$ 29941	\$ 32322
FARMERS NET WORTH	\$ 51412	\$ 52572
GAIN OR (LOSS) IN NET WORTH		\$ 1160

## SUPPLEMENTARY MANAGEMENT INFORMATION

Operators labor earnings	\$ 2184	
Return to capital and family labor	4892	
Non-farm income		
Outside investment income	14	
Other personal income & income tax refund	2106	
TOTAL NON-FARM INCOME	\$ 2120	
Total money borrowed	14213	
Total paid on debt (principal)	11873	
Total household & personal cash expense	4627	
Ratio total farm exp. to total farm receipts	.928	
Ratio total assets to total liabilities	Jan. 2.717	Dec. 2.627
Ratio Non-real est. assets-non-real est. liab.	2.44	2.29
Ratio real estate assets to real estate liab.	3.02	3.02
Ratio net worth to total liabilities	1.72	1.63
*Ratio cash operating exp. to adj. total farm sales		.70

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

Table 5A. Net Worth Statement, 1970

Items	64 High Farms		64 Low Farms	
	Jan. 1	Dec. 31	Jan. 1	Dec. 31
Total productive livestock	\$ 17629	\$ 19807	\$ 10091	\$ 11335
Crop, seed and feed	8271	9125	13324	10124
Total power, machinery and equipment	17424	18060	19099	19856
Land	28330	30427	41646	42781
Buildings, fences, etc.	11986	13375	10267	10986
Total Farm Capital	83640	90794	94427	95082
Non-farm assets	8488	9719	10219	10245
Dwelling	7643	8156	8486	8966
TOTAL ASSETS	\$ 99771	\$ 108669	\$ 113132	114293
Real estate mortgages	15698	16875	20563	22224
Chattel mortgages	15186	17004	17848	19088
Notes	3568	3337	5669	6579
Accounts payable	1015	861	2445	2897
TOTAL LIABILITIES	\$ 35467	\$ 38077	\$ 46525	\$ 50788
FARMERS NET WORTH	\$ 64304	\$ 70592	\$ 66607	\$ 63505
GAIN OR (LOSS) IN NET WORTH		\$ 6288		\$ (-3102)
SUPPLEMENTARY MANAGEMENT INFORMATION				
Operators labor earnings	\$ 11262		\$ (-6130)	
Return to capital and family labor	14476		(-2644)	
Non-farm income				
Outside investment income	3			
Other personal income & income tax refund	611		4825	
TOTAL NON-FARM INCOME	\$ 614		4825	
Total money borrowed	15579		25130	
Total paid on debt (principal)	12990		20815	
Total household & personal cash expense	6211		4444	
Ratio total farm exp. to total farm rec.	.755		1.188	
Ratio total assets to total liabilities	2.813	2.854	2.432	2.250
Ratio non-real est. assets-non-real est.liab	2.62	2.67	2.03	1.81
Ratio real estate assets to real est. liab.	3.06	3.08	2.94	2.82
Ratio net worth to total liabilities	1.81	1.85	1.43	1.25
*Ratio cash oper. exp. to adj. total farm sales		.60		.86

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

Table 6A. Operator's Share of Cash Receipts, 1970

	Average 323 Farms	64 High Farms	64 Low Farms
SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
Dairy cows	\$ 1078	\$ 2444	\$ 387
Dairy products	7192	18012	1112
Other dairy cattle	963	1961	442
Beef breeding cattle	1064	831	1499
Beef feeder cattle	2355	1749	4687
Hogs complete	683	420	741
Hogs finishing	256	45	855
Hogs producing weaning pigs	583	218	1026
Sheep and wool, farm flock	183	68	111
Sheep and wool, feeder lambs	21		
Chickens (incl. hens and broilers)	174	149	463
Turkeys	482		705
Eggs	535	675	85
Other productive livestock	149	1	
TOTAL SALES OF PRODUCTIVE LIVESTOCK	\$ 15718	\$ 26573	\$ 12113
SALE OF CROPS			
Corn	216	556	393
Soybeans, flax, sunflowers	699	945	895
Wheat, oats, barley, rye	5189	5538	9374
Potatoes, sugar beets, other crops	447	314	1089
Hay, silage and other crops	369	386	315
Diverted acre payment	358	802	420
TOTAL SALES FROM CROPS	\$ 7278	\$ 8541	\$ 12486
Capital assets sold	238	164	62
Gas tax refund	140	178	128
Income from work off the farm	248	222	544
Patronage refunds	320	551	359
Miscellaneous farm income	1636	1556	2601
TOTAL FARM SALES	\$ 25578	\$ 37785	\$ 28293
Increase in farm capital	2615	7153	655
Family living from the farm	337	528	228
TOTAL FARM RECEIPTS	\$ 28530	\$ 45466	\$ 29176
Adjusted total farm sales	25340	37621	28231
Total cash farm operating expense	17671	22498	24281
Net cash operating income	\$ 7669	\$ 15123	\$ 3950

Table 6B. Operators Share of Cash Expenses, 1970

	Average 323 Farms	64 High Farms	64 Low Farms
PURCHASE OF LIVESTOCK			
Dairy cows	\$ 264	\$ 489	\$ 170
Other dairy cattle	192	498	53
Beef breeding cattle	330	135	996
Beef feeder cattle	927	438	2283
Hogs complete	53	39	107
Hogs finishing	120	74	308
Hogs producing weaning pigs	69	18	190
Sheep, farm flock	18	40	
Chickens	141	90	90
Turkeys	124		239
Other productive livestock	46		
Miscellaneous livestock expense	590	1038	540
Feed bought	2713	3789	2762
Fertilizer	1399	1483	2190
Chemicals	194	323	232
Other crop expense	1418	1525	2473
Custom work hired	771	1305	588
Repair & upkeep of livestock equipment	221	378	146
Repair & upkeep of farm real estate	271	305	330
Gas, oil, grease bought (farm share)	1293	1524	1641
Repair & oper. of mach., tractor, truck, auto (f.s)	1469	1821	1980
Wages of hired labor	957	1667	1379
Personal property & real estate taxes	676	766	965
Cash rent	811	1302	1203
General farm expense	420	596	549
Telephone expense (farm share)	93	116	105
Electricity expense (farm share)	294	447	260
Interest expense	1798	2294	2499
TOTAL CASH OPERATING EXPENSE	\$ 17672	\$ 22500	\$ 24278
Power, crop & general mach. bought (f.s.)	3206	3772	3930
Livestock equipment bought	357	485	421
New real estate & improvements	2348	4112	3113
TOTAL FARM PURCHASES	\$ 23583	\$ 30869	\$ 31742
Interest on farm capital	2361	2939	3187
Unpaid family labor	347	274	299
Board furnished hired labor	57	121	77
TOTAL FARM EXPENSE	\$ 26348	\$ 34203	\$ 35305
Labor earnings (operators share)	\$ 2184	\$ 11262	\$ (-6130)
Return to capital and family labor	\$ 4892	\$ 14475	\$ (-2644)



Table 8. Measures of Farm Organization, 1970

	Average 323 Farms	64 High Farms	64 Low Farms
Labor earnings	\$ 2202	\$ 10886	\$ (-6036)
Crop yields - index	99	121	83
Percent tillable land in H.R. crops			
Gross return per tillable A. (excl. pasture)	30.25	37.73	24.21
Return for \$100 to prod. livestock - index	99	104	84
Livestock units per 100 acres*	16.0	17.4	17.3
Size of business - work units	353.3	529.1	325.2
Work units per worker	286.1	337.4	277.6
Power mach., equip., bldg., exp. per work unit	\$ 25.49	\$ 18.83	\$ 43.33
Farm capital investment per worker	\$ 72348	\$ 74499	\$ 94001
INDEX OF RETURN FOR \$100 FEED FROM			
Complete hog enterprise	100	105	116
Hog finishing enterprise	100		79
Producing weaning pigs	100	120	89
Dairy cattle	100	106	61
Other dairy	100	103	94
All dairy and dual purpose cattle	100	106	67
Beef breeding cattle	100	101	87
Beef feeder cattle	100	105	87
Sheep farm flock	100	49	59
Feeder lambs	100		
Chickens-laying flock	100	93	106
Chickens-broilers	100	124	90
Turkeys-laying flock	100		
Turkey-poults	100		82
Number of animal units	58.5	77.8	63.8
WORK UNITS			
Crops	175.3	212.0	214.2
Productive livestock	173.7	313.0	103.4
Other productive work units	4.3	4.1	7.6
EXPENSES PER WORK UNIT			
Tractor and crop machinery expense	\$ 13.45	\$ 9.48	\$ 22.87
Farm share of auto and truck expense	6.23	4.63	10.06
Farm share of electricity expense	1.08	.89	1.84
Livestock equipment expense	1.25	1.39	1.06
Building, fencing and tiling expense	3.46	2.43	7.49
Tractor and crop mach. exp. per crop acre**	11.31	11.24	8.73

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

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

# THERMOMETER CHART

Your standing with respect to the various measures of farm organization and management efficiency are indicated in the thermometers below. The averages for the 323 farmers included in this summary are located between the dotted lines across the center of this page.

Labor Earnings	Crop Yields	Gross Ret. Per Till.A.	Ret. from Prod. Lvstk.	Prod. Lvstk. Units/ 100 A.	Work Units	Work Units Per Worker	Pw. Mach. Eq. & Bldg. Exp. Per Work Unit
\$17,000	150	50	140	26	600	472	5
\$14,000	140	46	132	24	550	435	9
\$11,000	130	42	124	22	500	390	13
\$ 8,000	120	38	116	20	450	355	17
\$ 5,000	110	34	108	18	400	320	21
\$ 2,202	100	30	100	16	353	286	25
\$-1,000	90	26	92	14	300	250	29
\$-4,000	80	22	84	12	250	215	33
\$-7,000	70	18	76	10	200	175	37
\$-10,000	60	14	68	8	150	140	41
\$13,000	50	10	60	6	100	100	45

# 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				
		-\$2,000	\$2,000	\$6,000	\$10,000	\$14,000
0 or 1	53	///				-1499
2 or 3	136	////////				366
4 or 5	94	////////////////////				4535
6 or 7	32	////////////////////////////////////				11007

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

### CROP ANALYSIS

The following crop analysis 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 6%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, 1970

	Unit	Acres	Yield per Acre
Oats and mixtures	Bus	120.1	40.8
Oats silage	Ton	.6	4.3
Wheat	Bus	29.2	25.4
Barley	Bus	32.5	36.9
Flax	Bus	17.6	11.3
Rye	Bus	18.0	35.8
TOTAL SMALL GRAIN		218.0	
Corn grain and seed corn	Bus	9.5	50.5
Soybeans - grain	Bus	3.4	17.1
Corn and cane silage	Ton	14.5	7.6
Potatoes	Cwt	2.0	99.0
Sugar beets	Ton	.7	12.9
Sunflowers	Cwt	8.2	8.4
TOTAL CULTIVATED CROPS		38.3	
Alfalfa hay	Ton	56.2	2.3
Other legume hay and mixtures	Ton	11.4	1.8
Tame grass hay	Ton	.4	1.6
Annual hay	Ton	2.3	1.7
Legume seed	Lbs	3.5	264.6
Grass seed	Lbs	4.2	240.4
TOTAL HAY		78.0	
Alfalfa and mixed pasture		19.1	
Other legume pasture			
Other tillable pasture		7.8	
TOTAL TILLABLE PASTURE		26.9	
Diverted acres income	\$	86.5	4.49
Other tillable land idle		9.3	
TOTAL TILLABLE LAND		457.0	
Wild hay	\$	2.7	.37
Non-tillable pasture		41.8	
Timber	\$	18.4	.05
Roads and waste		33.7	
Farmstead		9.3	
TOTAL ACRES IN FARM		562.9	

SUPPLEMENTARY MANAGEMENT INFORMATION

Percent land tillable	81.4
*Fertilizer cost per acre	3.31
*Crop chemicals per acre	.46
*Seed and other costs per acre	3.31
*Gas, oil, grease bought per acre, crop machinery	2.05
*Tillable land minus pasture	

Table 10. Crop Data for Oats and Mixtures, 1970.

	Average 293 Farms Per Acre	146 High Farms Per Acre	146 Low Farms Per Acre
Acres	132.0	132.6	132.2
Yield per acre	40.8	53.0	28.7
Value per unit	.56	.57	.54
Gross return	22.85	30.21	15.50
SUPPLEMENTAL COSTS			
Fertilizer	4.35	4.56	4.14
Chemicals	.38	.44	.33
Seed and other	2.69	2.87	2.50
Hired labor	.08		.14
Custom work	.35	.41	.27
TOTAL SUPPLEMENTAL COSTS	7.85	8.28	7.38
Return over supplemental costs	15.00	21.93	8.12
ALLOCATED COSTS			
Power and crop machinery expense	7.62	7.83	8.10
Land cost	7.19	8.53	5.84
TOTAL ALLOCATED COSTS	14.81	16.36	13.94
TOTAL LISTED COSTS	22.66	24.64	21.32
Per unit cost	.55	.47	.74
RETURN OVER TOTAL LISTED COSTS	.19	5.57	(-5.82)

Table 10. Crop Data for Oats Silage, 1970

	Average 8 Farms Per Acre	4 High Farms Per Acre	4 Low Farms Per Acre
Acres	18.1	21.5	14.8
Yield per acre	4.3	5.2	2.8
Value per unit	5.25	5.25	5.25
Gross return	22.58	27.30	14.70
SUPPLEMENTAL COSTS			
Fertilizer	4.09	4.88	2.97
Chemicals	.28	.47	
Seed and other	3.15	3.72	2.36
TOTAL SUPPLEMENTAL COSTS	7.52	9.07	5.33
Return over supplemental costs	15.06	18.23	9.37
ALLOCATED COSTS			
Power and crop machinery expense	10.16	10.44	10.80
Land cost	8.57	8.97	7.97
TOTAL ALLOCATED COSTS	18.73	19.41	18.77
TOTAL LISTED COSTS	26.25	28.48	24.10
Per unit cost	6.17	5.52	8.49
RETURN OVER TOTAL LISTED COSTS	(-3.67)	(-1.18)	(-9.40)

Table 10. Crop Data for Wheat, 1970

	Average 227 Farms Per Acre	113 High Farms Per Acre	113 Low Farms Per Acre
Acres	41.6	43.9	38.9
Yield per acre	25.4	31.6	18.5
Value per unit	1.78	1.75	1.81
Gross return	45.21	55.30	33.49
SUPPLEMENTAL COSTS			
Fertilizer	5.65	6.29	4.86
Chemicals	.87	1.21	.51
Seed and other	4.71	5.19	4.11
Custom work	.43	.50	.39
TOTAL SUPPLEMENTAL COSTS	11.66	13.19	9.87
Return over supplemental costs	33.55	42.11	23.62
ALLOCATED COSTS			
Power and crop machinery expense	7.62	7.83	8.10
Land cost	9.08	10.48	7.28
TOTAL ALLOCATED COSTS	16.70	18.31	15.38
TOTAL LISTED COSTS	28.36	31.50	25.25
Per unit cost	1.12	1.00	1.36
RETURN OVER TOTAL LISTED COSTS	16.85	23.80	8.24

Table 10. Crop Data for Barley, 1970

	Average 143 Farms Per Acre	71 High Farms Per Acre	71 Low Farms Per Acre
Acres	65.1	69.9	61.0
Yield per acre	36.9	45.8	26.6
Value per unit	.91	.92	.90
Gross return	33.58	42.14	23.94
SUPPLEMENTAL COSTS			
Fertilizer	5.24	5.58	4.82
Chemicals	.89	1.22	.52
Seed and other	3.07	3.26	2.85
Custom work	.38	.49	.23
TOTAL SUPPLEMENTAL COSTS	9.58	10.55	8.42
Return over supplemental costs	24.00	31.59	15.52
ALLOCATED COSTS			
Power and crop machinery expense	7.62	7.83	8.10
Land cost	9.19	10.39	7.79
TOTAL ALLOCATED COSTS	16.81	18.22	15.89
TOTAL LISTED COSTS	26.39	28.77	24.31
Per unit cost	.72	.63	.91
RETURN OVER TOTAL LISTED COSTS	7.19	13.37	(-.37)

Table 10. Crop Data for Flax, 1970

	Average 64 Farms Per Acre	32 High Farms Per Acre	32 Low Farms Per Acre
Acres	64.5	84.5	44.5
Yield per acre	11.3	14.3	5.5
Value per unit	2.26	2.31	2.21
Gross return	25.54	33.03	12.16
SUPPLEMENTAL COSTS			
Fertilizer	2.53	2.78	2.04
Chemicals	.82	1.02	.47
Seed and other	3.74	3.70	3.80
Custom work	.40	.36	.49
TOTAL SUPPLEMENTAL COSTS	7.49	7.86	6.80
Return over supplemental costs	18.05	25.17	5.36
ALLOCATED COSTS			
Power and crop machinery expense	7.62	7.83	8.10
Land cost	8.68	8.90	8.27
TOTAL ALLOCATED COSTS	16.30	16.73	16.37
TOTAL LISTED COSTS	23.79	24.59	23.17
Per unit cost	2.11	1.72	4.21
RETURN OVER TOTAL LISTED COSTS	1.75	8.44	(-11.01)

Table 10. Crop Data for Rye, 1970

	Average 38 Farms Per Acre	19 High Farms Per Acre	19 Low Farms Per Acre
Acres	63.4	73.6	53.3
Yield per acre	28.0	38.1	14.1
Value per unit	.92	.84	1.00
Gross return	25.76	32.00	14.10
SUPPLEMENTAL COSTS			
Fertilizer	2.95	3.63	1.99
Chemicals	.27	.42	.06
Seed and other	2.27	2.30	2.25
Custom work	.27	.15	.45
TOTAL SUPPLEMENTAL COSTS	5.76	6.50	4.75
Return over supplemental costs	20.00	25.50	9.35
ALLOCATED COSTS			
Power and crop machinery expense	7.62	7.83	8.10
Land cost	7.78	8.86	6.29
TOTAL ALLOCATED COSTS	15.40	16.69	14.39
TOTAL LISTED COSTS	21.16	23.19	19.14
Per unit cost	.76	.61	1.36
RETURN OVER TOTAL LISTED COSTS	4.60	8.81	(-5.04)



Table 10. Crop Data for Corn for Grain, 1970

	Average 65 Farms Per Acre	32 High Farms Per Acre	32 Low Farms Per Acre
Acres	36.8	45.8	28.2
Yield per acre	50.5	59.8	35.7
Value per unit	1.19	1.18	1.19
Gross return	60.10	70.56	42.48
SUPPLEMENTAL COSTS			
Fertilizer	9.21	9.37	8.84
Chemicals	3.04	3.56	2.17
Seed and other	4.63	4.74	4.38
Custom work	1.15	.70	1.92
TOTAL SUPPLEMENTAL COSTS	18.03	18.37	17.31
Return over supplemental costs	42.07	52.19	25.17
ALLOCATED COSTS			
Power and crop machinery expense	13.97	14.36	14.85
Land cost	10.52	10.79	10.21
TOTAL ALLOCATED COSTS	24.49	25.15	25.06
TOTAL LISTED COSTS	42.52	43.52	42.37
Per unit cost	.84	.73	1.19
RETURN OVER TOTAL COSTS	17.58	27.04	.11

Table 10. Crop Data for Soybeans - Grain, 1970

	Average 21 Farms Per Acre	10 High Farms Per Acre	10 Low Farms Per Acre
Acres	49.3	63.3	34.6
Yield per acre	17.1	19.0	13.8
Value per unit	2.47	2.53	2.42
Gross return	42.24	48.07	33.40
SUPPLEMENTAL COSTS			
Fertilizer	1.14	1.31	.98
Chemicals	.99	1.52	.20
Seed and other	4.48	4.44	4.57
Custom work	.18	.30	
TOTAL SUPPLEMENTAL COSTS	6.79	7.57	5.75
Return over supplemental costs	35.45	40.50	27.65
ALLOCATED COSTS			
Power and crop machinery expense	11.43	11.75	12.15
Land cost	13.22	15.50	9.19
TOTAL ALLOCATED COSTS	24.65	27.25	21.34
TOTAL LISTED COSTS	31.44	34.82	27.09
Per unit cost	1.84	1.83	1.97
RETURN OVER TOTAL LISTED COSTS	10.80	13.25	6.31

Table 10. Crop Data for Sunflowers, 1970

	Average 22 Farms Per Acre	11 High Farms Per Acre	11 Low Farms Per Acre
Acres	115.2	96.8	133.5
Yield per acre	8.4	9.9	7.4
Value per unit	4.54	4.68	4.40
Gross return	38.14	46.33	32.56
SUPPLEMENTAL COSTS			
Fertilizer	4.13	3.03	4.94
Chemicals	.47	.67	.32
Seed and other	2.88	2.60	3.09
Custom work	1.46	2.24	.89
TOTAL SUPPLEMENTAL COSTS	8.94	8.54	9.24
Return over supplemental costs	29.20	37.79	23.32
ALLOCATED COSTS			
Power and crop machinery expense	13.97	14.36	14.85
Land cost	8.46	8.25	8.63
TOTAL ALLOCATED COSTS	22.43	22.61	23.48
TOTAL LISTED COSTS	31.37	31.15	32.72
Per unit cost	3.71	3.15	4.42
RETURN OVER TOTAL LISTED COSTS	6.77	15.18	(-.16)

Table 10. Crop Data for Corn and Cane Silage, 1970

	Average 142 Farms Per Acre	71 High Farms Per Acre	71 Low Farms Per Acre
Acres	33.0	31.1	35.0
Yield per acre	7.6	10.0	5.5
Value per unit	5.95	5.88	6.01
Gross return	45.22	58.80	33.06
SUPPLEMENTAL COSTS			
Fertilizer	6.00	6.78	5.31
Chemicals	1.82	2.15	1.51
Seed and other	3.73	3.73	3.71
Custom work	1.36	1.80	1.00
TOTAL SUPPLEMENTAL COSTS	12.91	14.46	11.53
Return over supplemental costs	32.31	44.34	21.53
ALLOCATED COSTS			
Power and crop machinery expense	20.32	20.88	21.60
Land cost	8.45	8.52	8.34
TOTAL ALLOCATED COSTS	28.77	29.40	29.94
TOTAL LISTED COSTS	41.68	43.86	41.47
Per unit cost	5.48	4.39	7.60
RETURN OVER TOTAL LISTED COSTS	3.54	14.94	(-8.41)

Table 10. Crop Data for Diverted Acres, 1970

	Average 253 Farms Per Acre
Acres	109.7
Yield per acre	4.49
Value per unit	1.00
Gross return	4.49
SUPPLEMENTAL COSTS	
Fertilizer	.07
Seed and other	.06
TOTAL SUPPLEMENTAL COSTS	.13
Return over supplemental costs	4.36
ALLOCATED COSTS	
Power and crop machinery expense	10.16
Land cost	6.94
TOTAL ALLOCATED COSTS	17.10
TOTAL LISTED COSTS	17.23
Per unit cost	3.83
RETURN OVER TOTAL LISTED COSTS	(-12.74)

Table 10. Crop Data for Alfalfa Hay, 1970

	Average 251 Farms Per Acre	125 High Farms Per Acre	125 Low Farms Per Acre
Acres	72.0	63.0	81.0
Yield per acre	2.3	3.0	1.7
Value per unit	15.17	15.75	14.59
Gross return	34.89	47.25	24.80
SUPPLEMENTAL COSTS			
Fertilizer	2.10	2.98	1.43
Chemicals			.01
Seed and other	1.95	2.56	1.49
Custom work	.24	.27	.22
TOTAL SUPPLEMENTAL COSTS	4.29	5.81	3.15
Return over supplemental costs	30.60	41.44	21.65
ALLOCATED COSTS			
Power and crop machinery expense	15.24	15.66	16.20
Land cost	6.64	7.94	5.65
TOTAL ALLOCATED COSTS	21.88	23.60	21.85
TOTAL LISTED COSTS	26.17	29.41	25.00
Per unit cost	11.63	9.80	14.89
RETURN OVER TOTAL LISTED COSTS	8.72	17.84	(-.20)

Table 10. Crop Data for Other Legume Hay and Mixtures, 1970

	Average 69 Farms Per Acre	34 High Farms Per Acre	34 Low Farms Per Acre
Acres	53.5	47.6	60.5
Yield per acre	1.8	2.4	1.3
Value per unit	13.77	14.06	13.41
Gross return	24.79	33.74	17.43
SUPPLEMENTAL COSTS			
Fertilizer	1.61	2.31	1.06
Seed and other	1.52	2.23	.97
Hired labor		.02	
Custom work	.17	.15	.18
TOTAL SUPPLEMENTAL COSTS	3.30	4.71	2.21
Return over supplemental costs	21.49	29.03	15.22
ALLOCATED COSTS			
Power and crop machinery expense	10.16	10.44	10.80
Land cost	6.74	7.16	6.38
TOTAL ALLOCATED COSTS	16.90	17.60	17.18
TOTAL LISTED COSTS	20.20	22.31	19.39
Per unit cost	11.50	9.32	15.44
RETURN OVER TOTAL LISTED COSTS	4.59	11.43	(-1.96)

Table 10. Crop Data for Annual Hay, 1970

	Average 12 Farms Per Acre	6 High Farms Per Acre	6 Low Farms Per Acre
Acres	59.3	85.5	33.2
Yield per acre	1.7	2.2	.5
Value per unit	11.50	12.83	10.17
Gross return	19.55	28.23	5.09
SUPPLEMENTAL COSTS			
Fertilizer	.31		1.11
Seed and other	.58	.43	.93
Hired labor	.92	1.25	
Custom work	.19		.65
TOTAL SUPPLEMENTAL COSTS	2.00	1.68	2.69
Return over supplemental costs	17.55	26.55	2.40
ALLOCATED COSTS			
Power and crop machinery expense	7.62	7.83	8.10
Land cost	8.46	9.05	6.87
TOTAL ALLOCATED COSTS	16.08	16.88	14.97
TOTAL LISTED COSTS	18.08	18.56	17.66
Per unit cost	10.41	8.44	32.57
RETURN OVER TOTAL LISTED COSTS	1.47	9.67	(-12.57)

Table 10. Crop Data for Tame Grass Hay, 1970

	Average 6 Farms Per Acre
Acres	22.3
Yield per acre	1.6
Value per unit	12.50
Gross return	20.00
SUPPLEMENTAL COSTS	
Fertilizer	1.61
Seed and other	.94
TOTAL SUPPLEMENTAL COSTS	2.55
Return over supplemental costs	17.45
ALLOCATED COSTS	
Power and crop machinery expense	5.08
Land cost	3.09
TOTAL ALLOCATED COSTS	8.17
TOTAL LISTED COSTS	10.72
Per unit cost	6.64
RETURN OVER TOTAL LISTED COSTS	9.28

Table 10. Crop Data for Legume Seed, 1970

	Average 25 Farms Per Acre
Acres	28.9
Yield per acre	264.6
Value per unit	.22
Gross return	58.21
SUPPLEMENTAL COSTS	
Fertilizer	2.25
Chemicals	.14
Seed and other	1.97
Custom work	1.04
TOTAL SUPPLEMENTAL COSTS	5.40
Return over supplemental costs	52.81
ALLOCATED COSTS	
Power and crop machinery expense	10.16
Land cost	7.34
TOTAL ALLOCATED COSTS	17.50
TOTAL LISTED COSTS	22.90
Per unit cost	.09
RETURN OVER TOTAL LISTED COSTS	35.31

Table 10. Crop Data for Grass Seed, 1970

	Average 25 Farms Per Acre
Acres	54.6
Yield per acre	240.4
Value per unit	.14
Gross return	33.66
SUPPLEMENTAL COSTS	
Fertilizer	3.44
Chemicals	.42
Seed and other	2.18
Custom work	1.08
TOTAL SUPPLEMENTAL COSTS	7.12
Return over supplemental costs	26.54
ALLOCATED COSTS	
Power and crop machinery expense	10.16
Land cost	6.19
TOTAL ALLOCATED COSTS	16.35
TOTAL LISTED COSTS	23.47
Per unit cost	.10
RETURN OVER TOTAL LISTED COSTS	10.19

#### 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 8. 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 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 11 A. Costs and Returns From Complete Hog Enterprise, 1970

	Average 25 Farms Per Lit.	8 High Farms Per Lit.	8 Low Farms Per Lit.
Pounds of hogs produced	45200	60764	23126
Total value produced	\$ 17.35	\$ 18.13	\$ 14.60
Pounds of Feed Fed			
Corn	164.0	148.4	174.1
Small grain	177.3	147.3	230.9
Protein, salt and mineral	43.7	50.7	64.8
Complete ration	70.0	28.1	79.5
Total Concentrates	454.0	374.5	549.3
Forages	9.9	3.2	25.9
Feed Cost			
Concnetrates and forages	12.57	9.81	15.42
Pasture			
Total Feed Costs	\$ 12.57	\$ 9.81	\$ 15.42
RETURN OVER FEED COST	\$ 4.78	\$ 8.32	\$ (-.82)
Supplemental Costs			
Miscellaneous livestock expense	.39	.26	.38
Veterinary expense	.20	.10	.31
Custom work	.29	.15	.47
Total Supplemental Costs	.88	.51	1.16
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 3.90	\$ 7.81	\$ (-1.98)
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$138.01	\$184.82	\$ 94.70
Price received per cwt.	\$ 22.49	\$ 23.39	\$ 20.62
Number of litters farrowed	27	28	13
Number of pigs born per litter	9.7	9.9	10.7
Number of pigs weaned per litter	7.7	8.1	8.2
Per cent death loss	15.0	13.0	16.2
Average weight of hogs sold	224.5	243.7	231.4
Price per cwt. concentrate fed	\$ 1.15	\$ 2.61	\$ 2.77
Pounds of pork purchased	1393	1065	1071



Table 11C. Costs and Returns from Producing Weaning Pigs, 1970

	Average 26 Farms Per Lit.	9 High Farms Per Lit.	9 Low Farms Per Lit.
Number of litters farrowed	51	60	49
Total value produced	\$ 108.02	\$134.23	\$ 74.71
Pounds of Feed Fed			
Corn	316.9	272.4	243.0
Small grain	1494.6	1344.5	1285.6
Protein, salt and mineral	330.2	363.2	294.7
Complete ration	147.3	324.1	378.0
Total Concentrates	2289.0	2304.2	2201.3
FORAGES	82.2	3.7	204.1
Feed Cost			
Concentrates and forages	74.24	66.90	78.63
Pasture	.45	.65	.33
Total Feed Costs	\$ 74.69	\$ 67.55	\$ 78.96
RETURN OVER FEED COST	\$ 33.33	\$ 66.68	\$(-4.25)
Supplemental Costs			
Miscellaneous livestock expense	3.73	4.00	3.90
Veterinary expense	3.29	4.03	3.31
Custom work	1.55	1.10	1.39
Total Supplemental Costs	\$ 8.57	\$ 9.13	\$ 8.60
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 24.76	\$ 57.55	\$(-12.85)
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 144.63	\$198.72	\$ 94.62
Average price received per pig sold	\$ 19.94	\$ 20.62	\$ 18.66
Number of pigs produced	369	497	305
Number of pigs born per litter	9.0	9.4	8.8
Number of pigs weaned per litter	7.3	8.3	6.3
Per cent death loss	16.2	9.8	23.9
Price per cwt. concentrate fed	\$ 3.26	\$ 2.90	\$ 3.59
Feed and suppl. costs per pig produced	11.51	9.26	14.07

Table 11B. Costs and Returns From Hog Finishing Enterprise, 1970

	Average 11 Farms Per Cwt.	5 High Farms Per Cwt.	5 Low Farms Per Cwt.
Average number of pigs on hand	53.2	50.9	57.8
Pounds of hogs produced	26707	28780	25179
Total value produced	\$ 13.21	\$ 16.04	\$ 10.08
Pounds of Feed Fed			
Corn	9.3	19.0	
Small grain	136.5	184.7	99.9
Protein, salt and mineral	17.0	27.7	7.9
Complete ration	183.9	70.2	283.7
Total Concentrates	346.7	301.6	391.5
FORAGES			
Feed Cost			
Concentrates and forages	\$ 10.17	\$ 7.76	\$ 12.34
Pasture			
Total Feed Costs	\$ 10.17	\$ 7.76	\$ 12.34
RETURN OVER FEED COST	\$ 3.04	\$ 8.28	\$ (-2.26)
Supplemental Costs			
Miscellaneous livestock expense	.13	.15	.15
Veterinary expense	.08	.13	.04
Custom work	.42	.53	.06
Total Supplemental Costs	\$ .63	\$ .81	\$ .25
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 2.41	\$ 7.47	\$ (-2.51)
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$129.93	\$ 206.72	\$ 81.65
Price received per cwt.	\$ 21.23	\$ 23.35	\$ 17.61
Average weight of pigs sold	208.4	208.2	221.1
Average price paid per pig bought	\$ 15.80	\$ 15.92	\$ 15.58
Average weight per pig bought	40.7	39.1	41.7
Number of pigs purchased	124	123	151
Pounds of pork purchased	5051	4814	6298
Per cent death loss	1.5	1.0	2.1
Price per cwt. concentrate fed	\$ 2.93	\$ 2.57	\$ 3.15

Table 12. Dairy Cows, 1970

	Average 154 Farms Per Cow	51 High Farms Per Cow	51 Low Farms Per Cow
Average number of cows	29.7	33.2	23.9
Pounds of milk	10917	12784	8364
Pounds of butterfat	399.2	444.2	288.3
Per cent of butterfat in milk	3.7	3.5	3.5
Value of Produce			
Dairy products sold	503.84	610.93	346.32
Dairy products used in home	6.06	6.14	7.28
Milk fed to livestock	10.44	12.74	11.05
Net increases in value of cows	8.01	28.92	(-4.60)
TOTAL VALUE PRODUCED	\$ 528.35	\$ 658.73	\$ 360.05
Pounds of feed fed			
Corn	754.3	1257.0	407.6
Small grain & complete dairy ration	3185.0	3180.6	3196.2
Protein, salt and mineral	748.6	790.2	535.9
TOTAL CONCENTRATES	4687.9	5227.8	4139.7
Legume hay	7983.6	8438.3	7490.4
Other hay and dry roughage	330.5	53.6	599.7
Silage	8854.3	11063.1	5114.4
Feed Costs			
Concentrates	108.05	123.52	88.70
Roughages	90.34	97.92	75.15
Pasture	4.75	4.19	6.78
TOTAL FEED COSTS	\$ 203.14	\$ 225.63	\$ 170.63
RETURN OVER FEED COST	\$ 325.21	\$ 433.10	\$ 189.42
Supplemental Costs			
Miscellaneous livestock expense	18.45	24.55	9.79
Veterinary expense	6.80	8.92	4.18
Custom work	27.68	34.28	18.87
TOTAL SUPPLEMENTAL COSTS	\$ 52.93	\$ 67.75	\$ 32.84
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 272.28	\$ 365.35	\$ 156.58
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 260.10	\$ 291.95	\$ 211.01
Feed cost per cwt. milk	\$ 1.86	\$ 1.76	\$ 2.04
Feed cost per pounds of butterfat	\$ .509	\$ .508	\$ .592
Pounds of milk per pound of concentrate	2.329	\$ 2.445	2.020
Average price per cwt. milk sold	\$ 4.79	\$ 4.96	\$ 4.38
Average price per pound of butterfat	\$ 1.31	\$ 1.43	\$ 1.27

Table 13. Other Dairy Cattle, 1970

	Average 148 Farms Per Head	49 High Farms Per Head	49 Low Farms Per Head
Number of head	38.5	32.2	42.7
Net inc. in value	\$ 111.19	\$ 148.26	\$ 78.45
Pounds of Feed Fed			
Concentrates	709.0	632.5	763.9
Hay and roughage	2937.3	2724.3	2829.3
Silage	2518.8	1294.2	3761.4
Milk	207.4	263.9	206.1
Feed Cost			
Concentrates	18.42	16.49	20.14
Roughages	30.03	24.75	32.90
Milk	8.10	10.25	7.26
Pasture	2.21	2.33	2.08
TOTAL FEED COST	\$ 58.76	\$ 53.82	\$ 62.38
RETURN OVER FEED COST	\$ 52.43	\$ 94.44	\$ 16.07
Supplemental Costs			
Miscellaneous livestock expense	.08	.28	
Veterinary expense	.03	.06	
Custom work	.13	.50	
TOTAL SUPPLEMENTAL COSTS	\$ .24	\$ .84	
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 52.19	\$ 93.60	\$ 16.07
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 189.26	\$ 275.48	\$ 125.75
Per cent death loss	8.3	6.3	9.3

Table 14. All Dairy and Dual Purpose Cattle, 1970

	Average 154 Farms Per Cow	51 High Farms Per Cow	51 Low Farms Per Cow
Average number of cows	29.7	33.1	27.7
Value of dairy products	\$ 520.34	\$ 616.50	\$ 388.99
Net increase in value	\$ 148.28	\$ 191.09	\$ 107.80
TOTAL VALUE PRODUCED	\$ 668.62	\$ 807.59	\$ 496.79
Pounds of Feed Fed			
Concentrates	5601.8	5997.1	4747.5
Hay and dry roughage	11995.0	12736.0	11470.6
Silage	12009.7	14239.7	8287.7
Feed Cost			
Concentrates	141.45	155.02	115.70
Roughage	127.91	141.45	113.00
Pasture costs	7.51	7.16	8.59
TOTAL FEED COSTS	\$ 276.87	\$ 303.63	\$ 237.29
RETURN OVER FEED COST	\$ 391.75	\$ 503.96	\$ 259.50
Supplemental Costs			
Miscellaneous livestock expense	18.55	24.56	11.95
Veterinary expense	6.80	8.37	4.19
Custom work	27.85	33.99	20.25
TOTAL SUPPLEMENTAL COSTS	\$ 53.20	\$ 66.92	\$ 36.39
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 338.55	\$ 437.04	\$ 223.11
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 241.49	\$ 265.98	\$ 209.36

Table 15A. Beef Breeding Cattle, 1970.

	Average 79 Farms Per Cow	26 High Farms Per Cow	26 Low Farms Per Cow
Average number of beef cows	45.6	39.0	36.5
Average number of other beef animals & bull	32.3	32.4	26.5
Pounds of beef produced	19504	19907	13320
Net increase in value	139.91	192.18	96.36
Pounds of Feed Fed			
Grain	335.4	352.7	276.2
Protein, salt and mineral	94.7	146.1	92.4
Legume hay	5409.2	5618.3	5881.6
Other hay and dry roughage	1122.0	1149.9	1418.3
Silage	4340.0	4359.0	5050.9
Feed Cost			
Concentrates	9.85	13.18	8.03
Roughages	54.21	53.26	63.26
Pasture	10.22	9.69	9.48
TOTAL FEED COSTS	\$ 74.28	\$ 76.13	\$ 80.77
RETURN OVER FEED COST	\$ 65.63	\$ 116.05	\$ 15.59
Supplemental Costs			
Miscellaneous livestock expense	1.91	2.41	1.32
Veterinary expense	1.95	2.03	.77
Custom work	2.37	2.18	2.11
TOTAL SUPPLEMENTAL COSTS	\$ 6.23	\$ 6.62	\$ 4.20
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 59.40	\$ 109.43	\$ 11.39
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 188.37	\$ 252.44	\$ 119.30
Price per cwt. sold	\$ 28.33	\$ 28.59	\$ 28.81
Average weight per head sold	641	711	551
Per cent death loss	3.6	2.9	5.7
Per cent calf crop	94		

Table 15B. Feeder Cattle, 1970

	Average 47 Farms Per Cwt.	16 High Farms Per Cwt.	16 Low Farms Per Cwt.
Average number of beef feeders	58.7	50.5	51.2
Pounds of beef produced	26857	24595	24195
Net increase in value of animals	\$ 25.93	\$ 30.04	\$ 22.72
Pounds of Feed Fed			
Grain	455.9	341.3	508.9
Protein, salt and mineral	46.5	18.4	59.3
Legume hay	498.3	500.1	798.8
Other hay and dry roughage	70.0	15.8	105.4
Silage	864.4	686.9	1213.9
Feed Cost			
Concentrates	11.04	7.64	12.49
Roughages	5.80	4.47	9.12
Pasture	.39	.51	.13
TOTAL FEED COSTS	\$ 17.23	\$ 12.62	\$ 21.74
RETURN OVER FEED COST	\$ 8.70	\$ 17.42	\$ .98
Supplemental Costs			
Miscellaneous livestock expense	.44	.17	.46
Veterinary expense	.43	.58	.64
Custom work	.89	1.35	1.05
TOTAL SUPPLEMENTAL COSTS	\$ 1.76	\$ 2.10	\$ 2.15
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 6.94	\$ 15.32	\$ (-1.17)
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 150.53	\$ 237.98	\$ 104.52
Price per cwt. sold	\$ 28.77	\$ 29.64	\$ 27.96
Average weight per head sold	873.8	820.4	840.1
Price per cwt. bought	\$ 30.93	\$ 26.23	\$ 32.60
Average weight per head bought	428.0	390.3	407.3
Number of head bought	43	26	45
Per cent death loss	2.3	1.7	3.5

Table 16A. Sheep Flock, 1970

	Average 30 Farms Per Ewe	10 High Farms Per Ewe	10 Low Farms Per Ewe
Average number of ewes	90.2	105.2	99.3
Pounds of lamb and mutton produced	8053	11598	6650
Pounds of wool produced	855	1046	837
Wool	6.27	6.83	5.11
Net increase in value of animals	\$ 19.88	\$ 27.42	\$ 11.46
TOTAL VALUE PRODUCED	\$ 26.15	\$ 34.25	\$ 16.57
Pounds of Feed Fed			
Grain	141.7	80.7	178.4
Protein, salt and mineral	9.2	5.4	12.4
Legume hay	1026.6	922.1	1381.7
Other hay and dry roughage	126.8	33.3	
Silage	191.3		2000.0
Feed Cost			
Concentrates	2.97	1.75	3.82
Roughages	8.56	7.20	10.06
Pasture	2.32	3.00	1.67
TOTAL FEED COSTS	\$ 13.85	\$ 11.95	\$ 15.55
RETURN OVER FEED COST	\$ 12.30	\$ 22.30	\$ 1.02
Supplemental Costs			
Miscellaneous livestock expense	.40	.53	.32
Veterinary expense	.40	.62	.28
Custom work	1.54	2.17	.99
TOTAL SUPPLEMENTAL COSTS	\$ 2.34	\$ 3.32	\$ 1.59
RETURN OVER FEED AND SUPPLEMENTAL COSTS	\$ 9.96	\$ 18.98	\$ (-.57)
SUPPLEMENTARY MANAGEMENT INFORMATION			
Return for \$100 feed fed	\$ 188.87	\$ 286.63	\$ 106.54
Price per cwt. lamb and mutton sold	\$ 22.35	\$ 23.83	\$ 19.77
Pounds of wool per sheep sheared	9.4	10.0	8.5
Number of ewes kept for lambing	87	104	88
Per cent lamb crop	126	139	117
Per cent death loss	9.2	7.5	10.8



Table 24. Average of Prices of Feed and Produce Used in Home, 1970

<u>Farm Grown Grains</u>		<u>Hay</u>	
Oats	\$ .57	Alfalfa-Brome	\$16.00
Barley	.85	Red Clover	12.00
Wheat	1.55	Wild Hay	8.00
Oats Mixture	.80	Sweet Clover	9.00
Rye	1.00	Brome	10.00
Corn	1.20	Mixed Legume	14.00
Oats & Peas	.70		
<u>Other Roughages</u>		<u>Milk for Feed</u>	
Corn silage	\$6.00 per ton	Whole milk-Gr.A.	\$ 4.85 per cwt.
Grass silage	5.00 per ton	Whole milk-Gr.B	4.35 per cwt.
Oats silage	5.00 per ton	Skim milk	.90 per cwt.
Haylage	9.00 per ton		
<u>Pasture</u>		<u>Home Produce</u>	
\$2.25 an animal unit per month		Milk	\$ .10 per qt.
		Cream	.26 per pt.
<u>Unpaid family labor</u>	\$10.00 per day	Poultry (Live)	.12 per lb.
		Beef (Live)	.25 per lb.
<u>Board for hired labor</u>	\$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.

Summary of Farm Earnings by Years.

Years	1955	1960	1965	1969	1970
Number of farms	50	57	202	312	323
<b>FARM RECEIPTS</b>					
Dairy	\$ 613	986	1251	1755	2096
Dairy products	2305	2962	4105	6299	7294
Beef cattle (incl. feeders)	361	1770	2625	3466	3454
Hogs	227	483	1166	1684	1545
Sheep and wool (incl. feeders)	395	786	322	325	221
Other productive livestock	51	141	37	55	149
Poultry (incl. turkeys)	56	1047	2310	1114	656
Eggs	417	511	664	469	535
Crops	3225	3573	4970	11222	7957
Mach. & equip. sold & gas tax refund	172	335	410	493	394
Income from work off the farm	179	373	188	360	250
Miscellaneous	214	241	635	961	2001
(1) Total Farm Sales	\$ 8214	13208	18683	28203	26552
(2) Increase in Farm Capital	370	1704	2345	6683	2771
(3) Family Living From the Farm	277	337	283	316	337
(4) Total Farm Receipts (1)+(2)+(3)	\$ 8861	15249	21311	35202	29660
<b>FARM EXPENSES</b>					
Dairy cattle bought	\$ 188	325	168	387	456
Beef cattle bought (incl. feeders)	18	988	641	759	1261
Hogs bought	12	38	66	223	242
Sheep bought (incl. feeders)	23	222	40	193	18
Other productive livestock	26	59	25	23	46
Poultry bought (incl. turkeys)	39	210	425	212	265
Miscellaneous livestock expense	177	304	441	532	593
Feed bought	460	1460	3232	2572	2733
Fertilizers and chemicals	334	504	867	1738	1645
Other crop expense	567	694	1017	1596	1444
Custom work hired	327	431	659	871	785
Gas, oil and grease bought (f.s.)	855	1058	1002	1420	1302
Rep. & op. mach., tract., & auto (f.s.)	517	734	941	1543	1477
Repair & upkeep of real estate	116	118	148	255	275
Repair & upkeep of livestock equipment	61	67	95	178	221
Wages of hired labor	398	437	654	967	962
Electricity expense (f.s.)	152	191	262	280	392
Real estate & pers. property taxes	370	519	637	833	860
General farm expense	101	173	272	485	424
(5) Total Cash Operating Expenses	\$ 4742	8532	11592	15167	15401
(6) Pow., crop, & gen. mach. bought (f.s.)	1438	1031	1908	4344	3239
(7) Livestock equipment bought	84	122	195	334	357
(8) Buildings & fencing bought	450	894	1255	3335	2604
(9) TOTAL FARM PURCHASES (5) to (8)	\$ 6713	10579	14950	23180	21601
(10) Decrease in Farm Capital					
(11) Interest on Farm Capital	1303	1500	2068	4744	5314
(12) Unpaid Family Labor	140	409	96	350	486
(13) Board Furnished Hired Labor	76	130	86	222	57
(14) TOTAL FARM EXPENSES (9) to (13)	\$ 8232	12618	17200	28566	27458
(15) Labor Earnings (4) - (14)	\$ 629	2631	4111	6636	2202
(16) NET CASH INCOME (1) - (9)	\$ 1501	2629	3733	5023	4951

## SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Items	1955	1960	1965	1969	1970
<u>SIZE</u>					
Work units	389	374	479	353	353
Tillable acres	319	385	491	486	465
Number of milk cows	14	17	26.1	28.2	29.7
Number of litters of pigs	4	6	29	56	51
Pounds of hogs produced	3631	2756	28842	36528	26707
Pounds of feeder cattle produced		18372	25457	24601	26857
Number of ewes	47	84	85	93	90.2
Number of beef cows	14	22	45	51	46
Number of chickens	170	313	2569	2969	
<u>EFFICIENCIES - YIELD PER ACRE</u>					
Oats	39.8	53.8	53.1	63.2	40.8
Alfalfa	1.6	1.6	1.9	2.2	2.3
Barley	19.9	31.1	43.5	51.0	36.9
Wheat	18.4	29.3	27.2	31.3	25.4
Flax	7.4	10.8	8.2	12.1	11.3
Corn	44.0	54.2	33.3	63.9	50.5
Soybeans			12.6	18.3	17.1
Corn silage	6.6	6.6	5.7	8.6	7.6
Rye	31.0	12.5	22.5	30.2	35.8
<u>LIVESTOCK</u>					
Pounds butterfat per dairy cow	250	331	361	383	399
Pigs weaned per litter	7.2	8.0	8.0	8.0	7.3
Eggs per hen	162	188	221	177	
Lambing percentage	127	115	106	138	126
<u>RETURNS ABOVE FEED COST PER:</u>					
Dairy cow	97.13	149.93	176.75	303.59	325.21
Cwt. of hogs	1.86	8.02	11.37	10.11	3.04
Ewe.	7.60	5.65	14.60	15.47	12.30
Hen	1.36	1.70	1.71	1.79	
Litter			82.65	114.36	33.33
Cwt. of feeder cattle		5.85	8.07	11.74	8.70
Beef cow	3.25	37.92	25.26	71.38	65.63
<u>PRICES RECEIVED PER:</u>					
Pounds of butterfat	.73	.90	.97	1.29	1.31
Cwt. hogs	15.00	17.38	21.16	23.78	21.23
Cwt. feeder cattle		23.42	21.32	27.72	28.77
Cwt. lamb	17.48	18.05	23.28	23.00	22.35
Feeder pig				19.61	19.94
Dozen eggs (¢)	32.5	29.0	28.9	33.0	
Oats, bushel		.54	.54	.55	.56
Alfalfa, ton		12.00	15.33	15.66	15.17
Barley, bushel		.78	1.03	.86	.91
Wheat, bushel		1.85	1.52	1.80	1.78
Flax, bushel		2.55	2.68	2.58	2.26
Corn, bushel			1.05	1.14	1.19
Soybeans, bushel			2.26	2.16	2.47
Corn silage, ton		4.50	5.43	6.09	5.95
Rye, bushel		.85	.96	.88	.92

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*Legal Secretarial*  
*Medical Secretarial*  
*Welding*  
*Sales & Marketing*  
*Agribusiness Operation & Management*  
*Farm Management*

**FOR INFORMATION CONTACT DIRECTOR**