LETS LOOK AT THE RECORD

1971 Annual Report

VOCATIONAL AGRICULTURE FARM MANAGEMENT PROGRAM

NORTHWESTERN MINNESOTA

REPORT NO. 17

AREA VOCATIONAL TECHNICAL SCHOOL

THIEF RIVER FALLS, MINNESOTA

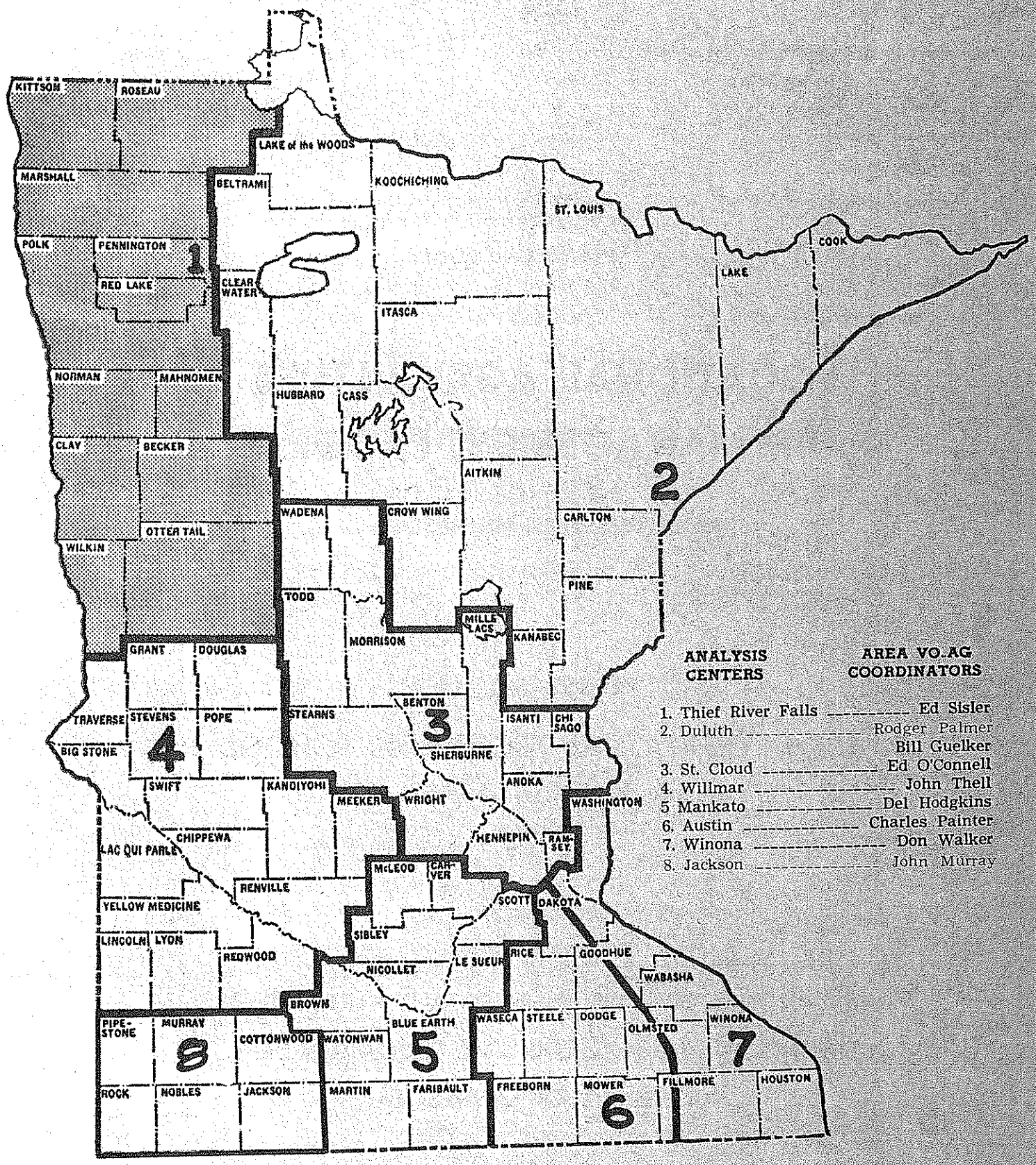
In Cooperation With

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

April 1972

Verne Spengler

VO-AG FARM MANAGEMENT AREAS



ANALYSIS CENTERS	AREA VO-AG COORDINATORS
1. Thief River Falls	Ed Sisler
2. Duluth	Rodger 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
8. Jackson	John Murray

* Shaded Area Served by the Thief River Falls Analysis Center

The Minnesota Vocational Agriculture Farm Management Program is available to all Minnesota farmers through their local Vocational Agricultural Instructor.

There are two basic plans available to farmers.

A. Annual analysis program (Adequate for the majority of farmers)

For a cost of about $30.00, the farmer receives a computerized depreciation schedule, and a very complete enterprise analysis of his farming operation. In addition he will be working with a Farm Management Instructor who teaches him basic accounting procedures and helps him to budget, interpret his analysis, plan his operation, and plan his credit needs. The ag man also helps him keep up with the latest agricultural developments. In short, the "Ag Man" helps the farmer to get the most out of his farm and himself.

B. Monthly analysis program

This program has been developed for those farmers who need more current evaluation, and is called a monthly "mail-in". The cooperators in this program receive a monthly return, primarily cash flow, and pay $125.00 per year. In addition to the monthly return, they receive the detailed annual enterprise analysis which the annual analysis program cooperators receive. They work as closely with their Farm Management Instructor as do those in the annual analysis program.

The program has grown rapidly. Farmers, credit sources, and Agribusinessmen enthusiastically endorse it. This year over 3000 Minnesota farmers are enrolled. This program is now extending into North Dakota, Alaska, Oregon, Connecticut, and Nebraska.

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1971 REPORT OF THE FARM MANAGEMENT PROGRAM FOR VOCATIONAL AGRICULTURE IN NORTHWESTERN MINNESOTA

HERE'S WHERE YOU'LL FIND THE INFORMATION

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 10. - Flax, Grass Silage
Table 16B - Feeder Lambs
Table 17A - Laying Chickens
Table 18A - Turkeys, Laying Flock

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, seventeen annual reports have been prepared.

We congratulate seven families, Mmrs. Donovan Dyrdal, Gilbert Trontvet, Bernard Myers, Lenord Swanson, Chester Swanson, Donald Swanson of Thief River Falls and William Omdahl of Warren, for having completed their tenth year in the program.

We further congratulate the following families for having completed their fifteenth year in the program: Mmrs. Rufus Olson, Martin Hanson, and Marvin Koop of Thief River Falls.

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 the Area Vocational Technical School at Thief River Falls. A special 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, Connie Mehrkens, Shirley Koop, Betty Ueland, Fay Gullickson, Bonnie Haglund, Betty Johannson, and Beverly Hest. Gladys Narverud prepared the manuscript.

We especially recognize Marie Sorensen for her tenth year on our office staff.

The Farm Management Program is supervised locally by Dr. William Corliss, Superintendent of Thief River Falls Public Schools and Arnt Aune, Director of the Area Vocational Technical School, Thief River Falls, Minnesota. 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 419 records were included in the averages, 490 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 1971 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
Barnsville	7	David Bakken
Battle Lake	2	Alton Carlson
Crookston Tech. College	11	Erman Ueland
Detroit Lakes	42	Clayton Olsen
	34	Duane Lemmon
	25	Paul Ramsey
Fergus Falls	24	Bert Winger
Fertile	53	Conrad Carlson
Fosston	17	Dean McNelly
Frazee	7	Albert Byram
Goodridge	32	Wally Shodean
Greenbush	6	Bernard Nelson
Hallock	3	Jerry Seibold
Halstad	1	Lannis Bergsgaard
Hawley	36	John Hest
Henning	1	Darrell Sand
Humboldt	2	Duane Wastweet
Karlstad	2	Harlan Hokanson
Moorhead	15	Ray Maxson
Pelican Rapids	15	Elvin Andrews
Plummer, Red Lake Falls, Oklee	44	Harry Oen
Roseau	37	Gary Olson
Thief River Falls	39	Don Johnsen
	41	Verne Spengler
Twin Valley	16	Marvin Hanson
Ulen	8	Merlin Skretvedt
Areas not served by Vo-Ag Depts	11	Ed Sisler Vo-Ag Coordinator
Stanley, No. Dakota	7	Leonard, Larshus
Total	544	

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 - 1971 IN A NUTSHELL

	1970	1971
Labor Earnings (operator's share)	$ 2184	$ 8916
Return to Capital & Family Labor	$ 4892	$11595
Net Worth	$52572	$59873
Ratio of Current Assets & Machinery to Current Liabilities	2.29	2.53
Ratio of Real Estate Assets to Real Estate Liabilities	3.02	2.89
Ratio of Total Assets to Total Liabilities	2.63	2.70
Expenses per Dollar Income	.93	.78

SIZE

Tillable Acres	465	476
Work Units* - Crops	175	176
Livestock	174	197
Other	4	8
TOTAL	353	381
Total Farm Capital	$89957	$79483

*One work unit equals one ten hour day

GROSS FARM EARNINGS

Livestock	$15011	$17480
Crops	$13135	$18361
Other	$ 2087	$ 3376

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WHAT IS THE CAPITAL INVESTMENT PICTURE IN OUR FARM BUSINESS?

Table 1. Summary of Farm Inventories, 1971

Items	Average of 419 Farms Jan. 1	Dec. 31
1. Size of farm - Total Acres	578.9	
2. - Tillable Acres	475.9	
3. Work Units - Crops	176.30	
4. - Livestock	197.06	
5. - Other	8.00	
6. Total Size of Business in Work Units	381.36	
7. Number of Workers	1.4	
7A Farm Capital Investment Per Worker	71847	
8. PRODUCTIVE LIVESTOCK		
9. Dairy cows	4201	4445
10. Other dairy cattle	2393	2876
11. Beef breeding cattle	3482	4258
12. Beef feeder cattle	1562	2041
13. Hogs	604	845
14. Sheep (incl. feeders)	324	401
15. Poultry (incl. turkeys)	110	69
16. Other productive livestock	68	32
17. Total Productive Livestock	$ 12744	14967
18. CROP, SEED AND FEED	5892	8972
19. POWER, MACHINERY AND EQUIPMENT		
20. Auto and truck (farm share)	1906	2216
21. Power and machinery	10198	11605
22. Livestock equipment	1485	1627
23. Total Power, Machinery and Equip.	$ 13589	15448
24. LAND	46288	47339
25. BUILDINGS, FENCES, ETC.	9396	10474
26. TOTAL FARM CAPITAL	$ 87909	97200

Table 1 lists the categories of farm capital for the average of farms and for the 83 most profitable and 83 least profitable farms. These averages include the landlord's share of the investment for rented farms.

Livestock, Crops, Seed, and Feed reflect a conservative market price at the time the inventory is taken.

Machinery, equipment, and building values reflect cost less depreciation.

The number of workers listed on line 7 includes the operator(s), hired labor, and unpaid family labor as well as the labor portion of custom work hired.

Table 1. Summary of Farm Inventories, 1971

Items	83 High Farms Jan.1	83 High Farms Dec. 31	83 Low Farms Jan.1.	83 Low Farms Dec.31
1. Size of Farm - Total Acres	990.0		407.9	
2. Tillable Acres	870.4		309.8	
3. Work Units - Crops	328.59		111.67	
4. Livestock	303.63		113.47	
5. Other	11.30		4.95	
6. Total size of business in work units	643.52		230.09	
7. Number of workers	1.8		1.3	
7A Farm Capital Investment per worker	99508		69079	
8. PRODUCTIVE LIVESTOCK				
9. Dairy cows	5042	5321	2250	2477
10. Other dairy cattle	2650	3210	1295	1555
11. Beef breeding cattle	6919	8595	2780	3311
12. Beef feeder cattle	3744	5782	761	1171
13. Hogs	480	834	850	1103
14. Sheep (incl. feeders)	192	122	339	375
15. Poultry (incl. turkeys)	130	265	284	
16. Other productive livestock	344	163		
17. Total Productive Livestock	$ 19501	24292	$ 8559	9992
18. CROP, SEED AND FEED	$ 12713	21205	$ 3468	4377
19. POWER, MACHINERY AND EQUIPMENT				
20. Auto and truck (farm share)	3282	3884	1399	1860
21. Power and machinery	18336	21913	7619	8135
22. Livestock equipment	2707	2586	914	1203
23. Total Power, Machinery and Equipment	$ 24325	28383	$ 9932	11198
24. LAND	80775	82102	42770	43900
25. BUILDINGS, FENCES, ETC.	14608	16298	7069	7906
26. TOTAL FARM CAPITAL	$151922	172280	$71798	77373

Table 2A. Whole Farm Summary of Cash Receipts, 1971

Items	Average of 419 Farms	83 Most Prof. Farms	83 Least Prof. Farms
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS			
2. Dairy cows	$ 1083	1383	570
3. Dairy products	8251	10483	3647
4. Other dairy cattle	1064	1147	659
5. Beef breeding cattle	1314	2081	1226
6. Beef feeder cattle	2153	5461	1208
7A Hogs complete	716	407	1175
7B Hogs finishing	260	220	394
7C Hogs producing weaning pigs	478	455	359
8A Sheep and wool, farm flock	326	116	162
8B Sheep and wool, feeder lambs	14	69	
9 Chickens, (incl. hens and broilers)	25	77	48
10. Turkeys	906	3668	
11. Eggs	271	472	575
12. Other productive livestock	100	506	
12A. Total Sales of Productive Livestock	$ 16961	26545	10023
13. SALE OF CROPS			
14. Corn	288	825	184
15. Soybeans, flax, sunflowers	1050	2433	938
16. Wheat, oats, barley, rye	8385	19624	4078
17. Potatoes, sugar beets, other crops	601	2570	42
18. Hay, silage and other crops	480	791	400
19. Diverted acre payment	22	48	
19A. Total Sales from Crops	$ 10826	26291	5642
20. Capital assets sold	312	403	440
21. Gas tax refund	145	245	90
22. Income from work off the farm	350	608	224
23. Patronage refunds	380	863	180
24. Miscellaneous farm income	2836	4879	1723
25. Total Farm Sales	$ 31810	59834	18322
26. Increase in farm capital	9294	20358	5576
27. Family living from the farm	358	343	282
28. TOTAL FARM RECEIPTS (25)+(26)+(27)	$ 41462	80535	24180

Table 2A provides a listing of the sources of cash income. The landlord's share of crops and other items is included in order to calculate earnings for the whole farm business. In addition to cash sales, the increase in farm capital and value of farm produce used in the home are listed.

Table 2B. Whole Farm Summary of Cash Expenses, 1971

Items	Average of 419 Farms	83 Most Prof. Farms	83 Least Prof. Farms
1. PURCHASE OF LIVESTOCK			
2. Dairy cows	319	437	432
3. Other dairy cattle	188	191	256
4. Beef breeding cattle	335	291	235
5. Beef feeder cattle	969	2692	858
6A. Hogs complete	43	20	157
6B. Hogs finishing	83	6	183
6C. Hogs producing weaning pigs	43	35	40
7A. Sheep, farm flock	8	3	4
7B. Sheep, feeder lambs	15		
8. Chickens (incl. hens and broilers)	19	71	14
9. Turkeys	135	542	
10. Other productive livestock	22	112	
11. Miscellaneous livestock expense	650	1105	394
12. Feed bought	3450	5604	2651
13. Fertilizer	2128	4776	1104
14. Chemicals	330	820	146
15. Other crop expense	1557	2726	1048
16. Custom work hired	1017	1534	640
17. Repair & upkeep of livestock equipment	128	211	96
18. Repair & upkeep of farm real estate	434	585	300
19. Gas, oil, grease bought (farm share)	1493	2495	1084
20. Rep. & oper. of mach, tractor,truck,auto(fs)	1844	3220	1296
21. Wages of hired labor	1119	2241	595
22. Personal property & real estate taxes	1114	1963	865
23. General farm expense	488	824	327
24. Telephone expense (f.s)	107	133	102
25. Electricity expense (f.s)	334	434	230
26. TOTAL CASH OPERATING EXPENSE $	18371	33071	13057
27. Power,crop & gen.machinery bought(f.s.)	4288	8550	3002
28. Livestock equipment bought	415	487	447
29. New real estate & improvement	3042	3872	3550
30. TOTAL FARM PURCHASES (26) thru (29) $	26116	45980	20056
32. Interest on farm capital	5553	9726	4475
33. Unpaid family labor	284	102	499
34. Labor charge for partners & other operators	184	566	170
35. Board furnished hired labor	65	158	17
36. TOTAL FARM EXPENSE (30) thru (35) $	32202	56532	25217
37. Labor earnings (whole farm)	9261	24004	(-1036)
38. Number of operators	1	1	1

Labor earnings represent the return for labor after all expenses (Table 2B, Line 36) are deducted from total Farm Receipts, (Table 2A, Line 28). The interest on Farm Capital is 6% of the average total Farm Capital, Table 1, Line 26.

WHAT IS THE VALUE PRODUCED BY EACH ENTERPRISE?

Table 3. Summary of Farm Earnings (Enterprise Statement), 1971

Items		Average of 419 Farms	83 Most Prof. Farms	83 Least Prof. Farms
1. RETURNS AND NET INCREASES				
2. Productive Livestock				
3. Dairy cattle	$	8391	10572	3660
4. Other dairy cattle		2694	3215	1230
5. Beef breeding cattle		2074	4549	1582
6. Feeder cattle		1319	3614	772
7. Complete hog enterprise		758	465	1218
8. Hog finishing enterprise		203	170	281
9. Producing weaning pigs		593	764	340
10. Farm flock of sheep		389	106	196
11. Feeder lambs		6	7	
12. Chickens (incl. hens and broilers)		196	614	326
13. Turkeys		815	3126	
14. Other productive livestock		42	213	
15. ALL PRODUCTIVE LIVESTOCK	$	17480	27415	9605
16. Value of feed fed to livestock		- 8019	-12167	-5562
17. Return over feed from livestock		9461	15248	4043
18. Crop, seed and feed		14346	32889	7119
19. Income from labor off the farm		160	226	99
20. Cooperative patronage refunds		380	863	180
21. Miscellaneous farm income		2836	4879	1723
22. TOTAL RETURNS AND NET INCREASES	$	27183	54105	13164
23. EXPENSES AND NET DECREASES				
24. Truck and auto (farm share)	$	1743	2747	1072
25. Tractors and crop machinery		4510	7747	3384
26. Electricity		334	434	230
27. Livestock equipment		405	838	262
28. Buildings, fences and tiling		1147	1374	1213
29. Bare land		65	(-131)	493
30. Misc. livestock expense		650	1105	394
31. Labor		1622	2774	1212
32. Labor charge for other operator(s)		184	566	170
33. Property tax		1114	1963	865
34. General farm expense and telephone		595	957	429
35. Interest on farm capital		5553	9726	4475
36. TOTAL EXPENSES AND NET DECREASES	$	17922	30100	14199
37. Labor earnings	$	9261	24005	(-1035)
38. Number of farm operators		1	1	1

Table 3 combines Tables 1, 2A, & 2B. Cash receipts and expenses are adjusted for changes in inventory for each enterprise and for each category of expense in order to show net increases and net decreases. The resulting labor earnings are the same as those on Page 7.

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 $23,085 and of those in the lower 20 per cent was $-882. This is a range of $23,967. 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.

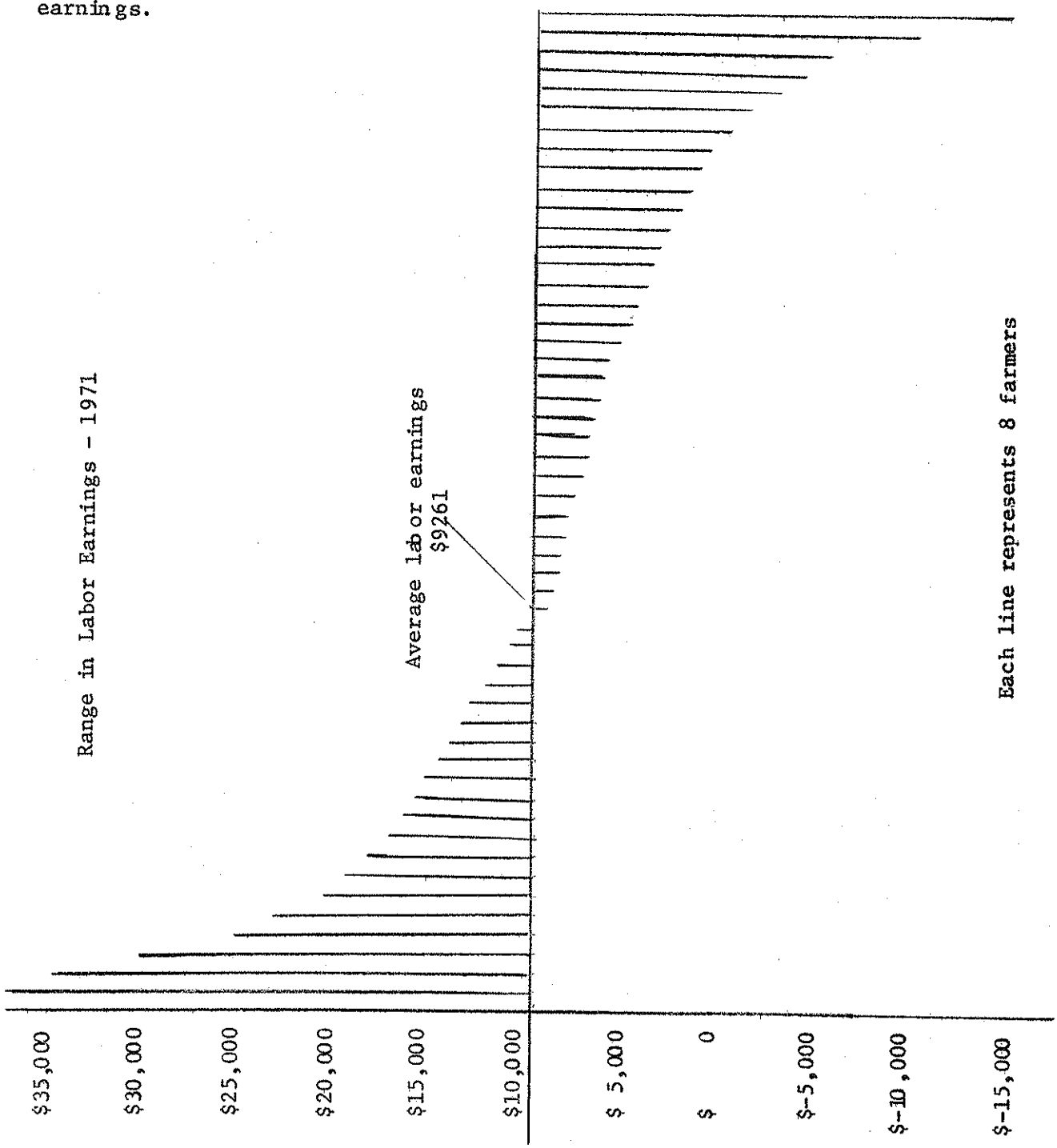

Table 4. Household and Personal Expenses, 1971

Items		Average of 262 Farms	48 Most Prof. Farms	48 Least Prof. Farms
1. Number of persons - family		5	5	4
2. Number of adult equivalent - family		3.8	4.0	3.1
3. Church and welfare	$	206	348	138
4. Medical care and health insurance		666	779	438
5. Food and meals bought		1208	1368	957
6. Operating expense and supplies		399	437	329
7. Furnishings and equipment		343	407	266
8. Clothing and clothing materials		428	590	269
9. Personal care, personal spending		277	306	266
10. Education		237	312	170
11. Recreation		39	91	40
12. Gifts and special events		148	171	109
13. Pers. share truck and auto expense		251	291	287
14. Oper. share upkeep on dwelling		118	133	114
15. Pers. share telephone and electricity exp.		158	185	141
16. TOTAL CASH LIVING EXPENSES	$	4478	5418	3524
17. Pers. share new truck and auto		217	343	288
18. New dwelling bought		284	99	154
19. Taxes and other deductions		502	853	431
20. Life insurance & other savings & investments		513	1332	221
21. TOTAL HOUSEHOLD AND PERSONAL (16) - (20)	$	5994	8045	4618
22. TOTAL FAMILY LIVING FROM THE FARM (33)		382	392	270
23. TOTAL CASH AND NON-CASH EXPENSES(21)+(22)	$	6376	8437	4888
24. FAMILY LIVING FROM THE FARM				
26. Milk and cream		111	106	61
27. Beef		220	264	144
28. Pork		26	17	30
29. Lamb		2	1	2
30. Poultry		1		
31. Eggs				
32. Veg.,Fruit, Spuds,& fuel-also other prod.		22	4	33
33 TOTAL FAMILY LIVING FROM THE FARM	$	382	392	270

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. These farmers spent an average of $500,00 per month for family living in addition to the food, fuel, and housing furnished by the farm.

Table 5. Net Worth Statement, 1971

Items		Average for 419 Farms Jan. 1	Dec. 31
1. Total Productive Livestock	$	12361	14476
2. Crop, Seed and Feed		5751	8764
3. Total Power, Machinery & Equipment		13303	15121
4. Land		29851	30930
5. Buildings, Fences, etc.		9109	10192
6. Total Farm Capital	$	70375	79483
7. Non-farm Assets		7565	8451
8. Dwelling		6765	7083
9. TOTAL ASSETS	$	84705	95017
10. Real Estate Mortgages		15792	16656
11. Chattel Mortgages		12269	13585
12. Notes		3288	3633
13. Accounts Payable		1016	1270
14. TOTAL LIABILITIES	$	32365	35144
15. Farmers Net Worth	$	52340	59873
16. GAIN OR (LOSS) IN NET WORTH			$ 7533
17. SUPPLEMENTARY MANAGEMENT INFORMATION			
18. Operators labor earnings (6B/39)	$	8916	
19. Return to capital & family labor (6B/40)		11595	
20. Non-farm income			
21. Outside investment income		71	
22. Other personal income & income tax ref.		2365	
23 TOTAL NON-FARM INCOME	$	2436	
24. Total money borrowed		19394	
25. Total paid on debt (principal)		16317	
26. Total household & personal cash exp.(4/23)		4845	
27. Ratio total farm exp. to total farm rec.		.780	
28. Ratio total assets to total liabilities		2.617	2.704
29. Ratio non-real est. assets non-real est.liab.		2.35	2.53
30. Ratio real est. assets to real est. liab.		2.90	2.89
31. Ratio net worth to total liabilities		1.62	1.70
32.*Ratio cash operating exp. to adj. total farm sales			.69

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

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 5A. Net Worth Statement, 1971

Items	83 High Farms Jan. 1	83 High Farms Dec. 31	83 Low Farms Jan. 1	83 Low Farms Dec. 31
1. Total productive livestock	$ 18303	23111	8750	10015
2. Crop, seed and feed	12189	20447	2980	3782
3. Total power, machinery & equipment	23849	27541	8626	10160
4. Land	46388	48188	27675	29051
5. Buildings, fences, etc.	14112	16086	6210	7126
6. Total Farm Capital	114841	135373	54241	60134
7. Non-farm assets	11947	14929	7660	7106
8. Dwelling	8188	8389	6237	6641
9. TOTAL ASSETS	$134976	158691	68138	73881
10. Real estate mortgages	23845	24687	14304	15910
11. Chattel mortgages	21446	25270	9407	11121
12. Notes	5503	6256	3051	3592
13. Accounts payable	1482	2100	992	1119
14. TOTAL LIABILITIES	$ 52276	58313	27754	31742
15. Farmers net worth	$ 82700	100378	40384	42139
16. GAIN OR (LOSS) IN NET WORTH		$ 17678		$ 1755
17. SUPPLEMENTARY MANAGEMENT INFORMATION				
18. Operators labor earnings (6B/39)	$ 23085		(-882)	
19. Return to capital & family labor(6B/40)	27307		1243	
20. Non-farm income				
21. Outside investment income	231		12	
22. Other pers. income & inc.tax refund	1215		5151	
23. TOTAL NON-FARM INCOME	$ 1446		5163	
24. Total money borrowed	35907		18009	
25. Total paid on debt(principal)	29345		13899	
26. Total household & pers. cash exp.(4/23)	6802		3996	
27. Ratio total farm exp. to total farm rec.	.702		1.036	
28. Ratio total assets to total liab.	2.582	2.721	2.455	2.328
29. Ratio non-real est. assets to non-real estate liabilities	2.33	2.56	2.08	1.96
30. Ratio real est. assets to real est. liab.	2.88	2.94	2.80	2.69
31. Ratio net worth to total liabilities	1.58	1.72	1.46	1.33
32.*Ratio cash operating exp. to adj. total farm sales		.66		.91

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

The supplementary information listed in Table 5 is helpful in studying the financial structure of the farm. All figures are presented on the operator's share only basis.

The ratio of expense to income is a way of expressing the so-called margin. It answers the question, "How many dollars does it cost me to take in $100?"

Table 6A. Operator's Share of Cash Receipts, 1971

		Average of 419 Farms	83 Most Prof. Farms	83 Least Prof. Farms
1. SALE OF LIVESTOCK AND LIVESTOCK PRODUCTS				
2. Dairy cows	$	1042	1477	442
3. Dairy products		8046	10943	3007
4. Other dairy cattle		1024	1399	526
5. Beef breeding cattle		1269	1827	1123
6. Beef feeder cattle		2140	3416	2217
7A. Hogs complete		704	378	1121
7B. Hogs finishing		258	323	291
7C. Hogs producing weaning pigs		439	455	617
8A. Sheep and wool, farm flock		322	109	242
8B. Sheep and wool, feeder lambs		14	69	
9. Chickens (incl. hens and broilers)		25	77	48
10. Turkeys		906	3908	
11. Eggs		271	629	575
12. Other productive livestock		100	506	
12A. TOTAL SALES OF PRODUCTIVE LIVESTOCK	$	16560	25516	10209
13. SALE OF CROPS				
14. Corn		276	821	161
15. Soybeans, Flax, Sunflowers		931	2057	723
16. Wheat, Oats, Barley, Rye		7908	17972	3500
17. Potatoes, Sugar Beets, canning & other crops		583	2482	39
18. Hay, Silage and other crops		381	816	423
19. Diverted acre payment		22	48	
19A. TOTAL SALES FROM CROPS	$	10101	24196	4846
20. Capital assets sold		312	402	454
21. Gas tax refund		144	239	85
22. Income from work off the farm		350	499	254
23. Patronage refunds		379	892	166
24. Miscellaneous farm income		2826	4748	1634
25. TOTAL FARM SALES	$	30672	56492	17648
26. Increase in farm capital		9109	20531	5893
27. Family living from the farm		355	370	270
28. TOTAL FARM RECEIPTS (25)+(26)+(27)	$	40136	77393	23811
29. Adjusted total farm sales (25)-(20)		30360	56090	17194
30. Total cash farm operating expense		20918	37110	15666
31. Net cash operating income	$	9442	18980	1528

Table 6A. is derived the same way as Table 2A, with the exception of the landlord's share which is left out. For the owner-operator, Table 2A & 6A are the same.

Table 6B. Operators Share of Cash Expenses, 1971

		Average of 419 Farms	83 Most Prof. Farms	83 Least Prof. Farms
1. PURCHASE OF LIVESTOCK				
2. Dairy cows	$	312	520	397
3. Other dairy cattle		180	307	210
4. Beef breeding cattle		316	171	261
5. Beef feeder cattle		950	1503	1374
6A. Hogs complete		43	20	155
6B. Hogs finishing		83	28	161
6C. Hogs producing weaning pigs		35	35	89
7A. Sheep, farm flock		8	3	4
7B. Sheep, feeder lambs		15		
8. Chickens		19	71	14
9. Turkeys		135	588	
10. Other productive livestock		22	112	
11. Miscellaneous livestock expense		639	1111	393
12. Feed bought		3372	5735	2882
13. Fertilizer		2094	4668	1115
14. Chemicals		327	727	129
15. Other crop expense		1513	2575	915
16. Custom work hired		980	1541	609
17. Repair & upkeep of livestock equipment		127	215	86
18. Repair & upkeep of farm real estate		433	590	289
19. Gas, Oil, grease bought (farm share)		1484	2468	1048
20. Rep. & oper. of mach,tractor,truck,auto (f.s.)		1831	3156	1235
21. Wages of hired labor		1118	2222	604
22. Personal property & real estate taxes		860	1423	598
23. Cash rent		1005	2522	636
24. General farm expense		486	792	321
25. Telephone expense (farm share)		105	132	91
26. Electricity expense (farm share)		328	437	213
27. Interest expense		2101	3439	1837
28. TOTAL CASH OPERATING EXPENSE	$	20921	37111	15666
29. Power, crop & general mach. bought (f.s.)		4221	7788	2996
30. Livestock equipment bought		386	566	482
31. New real estate & improvements		2949	4467	3402
32. TOTAL FARM PURCHASES (28) thru (31)	$	28477	49932	22546
34. Interest on farm capital		2395	4067	1594
35. Unpaid family labor		284	155	531
37. Board furnished hired labor		65	154	22
38. TOTAL FARM EXPENSE (32) thru (37)	$	31221	54308	24693
39. Labor earnings (operators share)(6A/28)-(38)		8916	23085	(-882)
40.*Return to capital and family labor	$	11595	27307	1243

*Return to capital and family labor represents the amount available for debt service, living expense, and savings, and uses actual interest paid rather than interest on average farm capital.

MEASURES OF FARM ORGANIZATION AND MANAGEMENT EFFICIENCY

The following explanations and definitions are for use in interpreting Table 8 and the thermometer chart on page 17.

1. Labor Earnings - A measure of the relative financial return for operator's labor taking into account all income and expense, cash and non-cash, including a charge for the use of farm capital. This is based on the whole farm business and is found in Table 2 and Table 3.

2. Crop Yield Index - A measure of the crop yield level for all crops produced expressed as a percentage of the average.

3. Gross Return Per Acre - An additional measure of crop selection based on total production times an average price for the crops.

4. Return Per $100 Feed Fed to Productive Livestock - Measures the general level of efficiency for all livestock. It is expressed as a percentage of the average and combines the individual livestock indexes into one figure.

5. Livestock Units Per 100 Acres - A measure of livestock density or population. Unit values are assigned to the various classes of livestock.

6. Size of Business - Work Units - A measure of the total work load. A work unit represents the average accomplishment of a worker in one 10 hour day. Work Unit values are assigned to each class of livestock, each crop, and to other tasks utilizing farm labor. Explanation on page 36.

7. Work Units Per Worker - Measures labor efficiency. It is the total work units divided by the number of workers including the operator, hired labor, and family labor.

8. Power, Machinery, Equipment and Building Expense Per Work Unit - A measure of expense control. It is the total cost of items listed in Table 3 divided by the number or work units.

Other items listed on Table 8 are related to the above measures and serve to further define and describe the efficiency level of a farm business.

Note should be taken that items listed in Table 8 and the thermometer charts are to be considered in light of the individual farm and farm operator. Although in general, an above-average level for each factor listed would indicate as above average earnings, this may not be true when individual farms are considered. The inter-relationship of factors varies from farm to farm.

Table 8. Measures of Farm Organization, 1971

		Average of 419 Farms	83 Most Prof. Farms	83 Least Prof. Farms
1. Labor Earnings	$	9261	24004	(-1036)
2. Crop yields - index		99	114	79
3. Percent till. land in H.R. crops				
4. Gross return per till. acre (excl. pasture)	$	39.61	51.12	35.16
5. Return for $100 to prod. livestock-index		99	102	91
6. Livestock units per 100 acres*		20.3	41.3	14.1
7. Size of business - work units		381.3	643.5	230.0
8. Work units per worker		303.6	408.3	187.8
9. Power Mach,equip,bldg, Exp. per work unit	$	25.28	22.93	38.94
10. Farm capital investment per worker	$	71847	99508	69079
11 INDEX OF RETURN FOR $100 FEED FROM				
12. Complete hog enterprise		100	134	96
13. Hog finishing enterprise		100	73	96
14. Producing weaning pigs		100	140	71
15. Dairy cattle		100	105	82
16. Other dairy		100	108	81
17. All dairy and dual purpose cattle		100	106	83
18. Beef breeding cattle		100	125	76
19. Beef feeder cattle		100	103	110
20. Sheep farm flock		100	89	67
21. Feeder lambs		100	35	
22. Chickens-laying flock		100	101	96
23. Chickens-broilers		100	100	
24. Turkeys-laying flock		100		
25. Turkey-poults		100	103	
26. Other productive livestock				
27. Number of animal units		70.8	146.7	41.3
28. WORK UNITS				
29. Crops		176.3	328.6	111.7
30. Productive livestock		197.1	303.6	113.7
31. Other productive work units		8.0	11.3	4.9
32. EXPENSES PER WORK UNIT				
33. Tractor and crop machinery expense	$	13.50	14.02	18.32
34. Farm share of auto and truck expense	$	5.72	4.93	8.38
35. Farm share of electricity expense	$	1.06	.73	1.47
36. Livestock equipment expense	$	.94	1.07	1.24
37. Building,fencing, and tiling expense	$	4.04	2.16	9.52
38. Tractor and crop mach. expense per crop acre**		11.93	9.74	18.14
39. Farm power & mach. cost allocated to livestk.		562.80	687.57	409.01
40. Bldg.,fencing, & tiling cost alloc. to crops		667.23	1065.97	710.45

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

THERMOMETER CHART

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
$40,000	190	64	160	38	680	510	1
$35,000	175	60	150	35	630	475	5
$30,000	160	56	140	32	580	440	9
$25,000	145	52	130	29	530	405	13
$20,000	130	48	120	26	480	370	17
$15,000	115	44	110	23	430	335	21
$10,000	100	40	100	20	380	300	25
$ 5,000	85	36	90	17	330	265	29
$ 0	70	32	80	14	280	230	33
$-5,000	55	28	70	11	230	195	37
$-10,000	40	24	60	8	180	160	41
$-15,000	25	20	50	5	130	125	45

Your standing with respect to the various measures of farm organization and management efficiency are indicated in the thermometer above. The averages for the 419 farmers included in this summary are located between the dotted lines across the center of this page.

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, 1971

	Unit	Acres	Yield per Acre
1. Oats and mixtures	Bus.	100.3	68.5
2. Oats silage	Ton	1.0	7.4
3. Canning peas	$	3.3	
4. Wheat	Bus.	78.1	39.4
5. Barley	Bus.	45.6	54.4
6. Flax	Bus.	16.3	
7. Rye	Bus.	24.4	43.6
8. TOTAL SMALL GRAIN		269.0	
9. Canning corn	$	.1	
10. Corn grain and seed corn	Bus.	17.5	64.3
11. Soybeans - Grain	Bus.	3.9	16.0
12. Corn and cane silage	Ton	15.0	10.4
13. Corn and cane fodder	Ton		
14. Potatoes	Cwt.	.8	131.9
15. Sugar beets	Ton	1.2	17.3
16. Sunflowers	Cwt.	13.3	10.1
17. Other cultivated crops	$	2.0	
18. Other cultivated crops	$	.1	
19. TOTAL CULTIVATED CROPS		53.9	
20. Alfalfa hay	Ton	54.0	2.3
21. Other legume hay and mixtures	Ton	14.3	2.0
22. Tame grass hay	Ton	1.7	1.2
23. Annual hay	Ton	.9	.8
24. Legume and grass silage	Ton	.3	5.5
25. Legume seed	Lbs.	3.2	416.1
26. Grass seed	Lbs.	9.7	282.8
27. TOTAL HAY		84.1	
28. Alfalfa and mixed pasture		15.1	
29. Other legume pasture		2.7	
30. Other tillable pasture		10.7	
31. TOTAL TILLABLE PASTURE		28.5	
32. Diverted acres income	$	35.3	
33. Summer fallow - tilled		.4	
34. Other tillable land idle		4.7	
35. TOTAL TILLABLE LAND		475.9	
36. Wild hay	$	4.2	
37. Non-tillable pasture		38.8	
38. Timber	$	16.8	
39. Roads and waste		33.4	
40. Farmstead		9.8	
41. TOTAL ACRES IN FARM		578.9	
42. SUPPLEMENTARY MANAGEMENT INFORMATION			
43. Percent land tillable			82.2
44. Percent in high return crops			
45. *Fertilizer cost per acre			4.76
46. *Crop chemicals per acre			.74
47. *Seed and other costs per acre			3.48
48. *Gas,oil,grease bought per acre, crop machinery			2.39

49. *Tillable land minus pasture

Table 10. Crop Data for Oats and Mixtures, 1971

	Average 374 Farms Per Acre	187 High Farms Per Acre	187 Low Farms Per Acre
1. Acres	111.5	114.8	108.2
2. Yield per acre	68.5	79.9	56.5
3. Value per unit	.52	.52	.52
4. Gross return	35.62	41.55	29.38
5. SUPPLEMENTAL COSTS			
6. Fertilizer	4.35	4.83	3.84
7. Chemicals	.41	.43	.39
8. Seed and other	3.00	3.19	2.80
9. Hired labor			
10. Custom work	.61	.74	.47
11. TOTAL SUPPLEMENTAL COSTS	8.37	9.19	7.50
12. Return Over Supplemental Costs	27.25	32.36	21.88
13. ALLOCATED COSTS			
14. Power and machinery expense	8.25	8.01	8.85
15. Land Cost	7.47	7.87	7.06
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	15.72	15.88	15.91
18. TOTAL LISTED COSTS	24.09	25.07	23.41
Per unit cost	.35	.31	.41
19. RETURN OVER TOTAL LISTED COSTS	11.53	16.48	5.97

Table 10.. Crop Data for Oats Silage, 1971

	Average 13 Farms Per Acre	6 High Farms Per Acre	6 Low Farms Per Acre
1. Acres	13.1	11.5	15.2
2. Yield per acre	7.4	9.2	5.9
3. Value per unit	5.77	5.83	5.83
4. Gross return	42.70	53.64	34.40
5. SUPPLEMENTAL COSTS			
6. Fertilizer	3.66	3.91	3.03
7. Chemicals	.08	.26	
8. Seed and other	2.82	2.87	2.76
9. Hired labor			
10. Custom work			
11. TOTAL SUPPLEMENTAL COSTS	6.56	7.04	5.79
12. Return Over Supplemental Costs	36.14	46.60	28.61
13. ALLOCATED COSTS			
14. Power and crop machinery expense	11.00	10.68	11.80
15. Land cost	8.47	8.70	8.68
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	19.47	19.38	20.48
18. TOTAL LISTED COSTS	26.03	26.42	26.27
Per unit cost	3.52	2.87	4.44
19. RETURN OVER TOTAL LISTED COSTS	16.67	27.22	8.13

Table 10. Crop Data for Wheat, 1971

	Average 330 Farms Per Acre	165 High Farms Per Acre	165 Low Farms Per Acre
1. Acres	99.0	122.4	75.5
2. Yield per acre	39.4	45.3	29.9
3. Value per unit	1.40	1.40	1.39
4. Gross return	55.16	63.42	41.56
5. SUPPLEMENTAL COSTS			
6. Fertilizer	5.70	6.15	4.97
7. Chemicals	.91	1.11	.58
8. Seed and other	4.36	4.56	4.07
9. Hired labor			
10. Custom work	.66	.60	.73
11. TOTAL SUPPLEMENTAL COSTS	11.63	12.42	10.35
12. Return Over Supplemental Costs	43.53	51.00	31.21
13. ALLOCATED COSTS			
14. Power & crop machinery expense	8.25	8.01	8.85
15. Land cost	8.78	9.41	7.76
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	17.03	17.42	16.61
18. TOTAL LISTED COSTS	28.66	29.84	26.96
Per unit cost	.73	.66	.90
19. RETURN OVER TOTAL LISTED COSTS	26.50	33.58	14.60

Table 10. Crop Data for Barley, 1971

	Average 210 Farms Per Acre	105 High Farms Per Acre	105 Low Farms Per Acre
1. Acres	87.3	105.4	69.2
2. Yield per acre	54.4	62.8	41.5
3. Value per unit	.81	.81	.81
4. Gross return	44.06	50.87	33.62
5. SUPPLEMENTAL COSTS			
6. Fertilizer	5.53	6.39	4.25
7. Chemicals	1.18	1.41	.82
8. Seed and other	3.25	3.31	3.15
9. Hired labor			
10. Custom work	.48	.51	.45
11. TOTAL SUPPLEMENTAL COSTS	10.44	11.62	8.67
12. Return Over Supplemental Costs	33.62	39.25	24.95
13. ALLOCATED COSTS			
14. Power & crop machinery expense	8.25	8.01	8.85
15. Land cost	9.58	10.01	8.93
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	17.83	18.02	17.78
18. TOTAL LISTED COSTS	28.27	29.64	26.45
Per unit cost	.52	.47	.64
19. RETURN OVER TOTAL LISTED COSTS	15.79	21.23	7.17

Table 10. Crop Data for Rye, 1971

	Average 78 Farms Per Acre	39 High Farms Per Acre	39 Low Farms Per Acre
1. Acres	85.8	102.4	69.2
2. Yield per acre	43.6	53.4	29.1
3. Value per unit	.84	.83	.85
4. Gross return	36.62	44.32	24.74
5. SUPPLEMENTAL COSTS			
6. Fertilizer	4.49	5.44	3.06
7. Chemicals	.27	.30	.20
8. Seed and other	2.37	2.51	2.15
9. Hired labor			
10. Custom work	.71	1.01	.29
11. TOTAL SUPPLEMENTAL COSTS	7.84	9.26	5.70
12. Return Over Supplemental Costs	28.78	35.06	19.04
13. ALLOCATED COSTS			
14. Power and crop machinery expense	8.25	8.01	8.85
15. Land cost	7.34	8.02	6.34
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	15.59	16.03	15.19
18. TOTAL LISTED COSTS	23.43	25.29	20.89
Per unit cost	.54	.47	.72
19. RETURN OVER TOTAL LISTED COSTS	13.19	19.03	3.85

Table 10. Crop Data for Corn for Grain, 1971

	Average 152 Farms Per Acre	76 High Farms Per Acre	76 Low Farms Per Acre
1. Acres	45.1	59.5	30.7
2. Yield per acre	64.3	74.3	45.0
3. Value per unit	1.01	1.03	1.00
4. Gross return	64.94	76.53	45.00
5. SUPPLEMENTAL COSTS			
6. Fertilizer	10.11	11.23	7.98
7. Chemicals	3.37	3.76	2.64
8. Seed and other	5.10	5.63	4.04
9. Hired labor			
10. Custom work	2.90	1.92	4.85
11. TOTAL SUPPLEMENTAL COSTS	21.48	22.54	19.51
12. Return Over Supplemental Costs	43.46	53.99	25.49
13. ALLOCATED COSTS			
14. Power & crop machinery expense	15.13	14.69	16.23
15. Land cost	10.49	10.92	9.67
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	25.62	25.61	25.90
18. TOTAL LISTED COSTS	47.10	48.15	45.41
Per unit cost	.73	.65	1.01
19. RETURN OVER TOTAL LISTED COSTS	17.84	28.38	(-.41)

Table 10. Crop Data for Soybeans-Grain, 1971

	Average 34 Farms Per Acre	17 High Farms Per Acre	17 Low Farms Per Acre
1. Acres	48.4	59.6	37.1
2. Yield per acre	16.0	20.3	9.1
3. Value per unit	2.60	2.67	2.53
4. Gross return	41.60	54.20	23.02
5. SUPPLEMENTAL COSTS			
6. Fertilizer	.64	.76	.46
7. Chemicals	1.59	1.95	1.02
8. Seed and other	4.67	4.77	4.53
9. Hired labor			
10. Custom work	.58	.49	.73
11. TOTAL SUPPLEMENTAL COSTS	7.48	7.97	6.74
12. Return Over Supplemental Costs	34.12	46.23	16.28
13. ALLOCATED COSTS			
14. Power & crop machinery expense	12.38	12.02	13.28
15. Land cost	14.50	17.10	10.38
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	26.88	29.12	23.66
18. TOTAL LISTED COSTS	34.36	37.09	30.40
Per unit cost	2.15	1.83	3.36
19. RETURN OVER TOTAL LISTED COSTS	7.24	17.11	(-7.38)

Table 10. Crop Data for Sugar Beets, 1971

	Average 5 Farms Per Acre
1. Acres	98.6
2. Yield per acre	17.3
3. Value per unit	17.44
4. Gross return	301.71
5. SUPPLEMENTAL COSTS	
6. Fertilizer	21.46
7. Chemicals	5.85
8. Seed and other	3.65
9. Hired labor	34.98
10. Custom work	10.07
11. TOTAL SUPPLEMENTAL COSTS	76.01
12. Return Over Supplemental Costs	225.70
13. ALLOCATED COSTS	
14. Power and crop machinery expense	55.00
15. Land cost	32.90
16. Miscellaneous costs	
17. TOTAL ALLOCATED COSTS	87.90
18. TOTAL LISTED COSTS	163.91
Per unit cost	9.49
19. RETURN OVER TOTAL LISTED COSTS	137.80

Table 10. Crop Data for Potatoes, 1971

	Average 4 Farms Per Acre
1. Acres	86.6
2. Yield per acre	131.9
3. Value per unit	1.69
4. Gross return	222.91
5. SUPPLEMENTAL COSTS	
6. Fertilizer	18.48
7. Chemicals	14.98
8. Seed and other	18.31
9. Hired labor	6.29
10. Custom work	9.52
11. TOTAL SUPPLEMENTAL COSTS	67.58
12. Return Over Supplemental Costs	155.33
13. ALLOCATED COSTS	
14. Power and crop machinery expense	82.50
15. Land cost	9.28
16. Miscellaneous costs	
17. TOTAL ALLOCATED COSTS	91.78
18. TOTAL LISTED COSTS	159.36
Per unit cost	1.21
19. RETURN OVER TOTAL LISTED COSTS	63.55

Table 10. Crop Data for Corn and Cane Silage, 1971

	Average 208 Farms Per Acre	104 High Farms Per Acre	104 Low Farms Per Acre
1. Acres	30.3	30.8	29.7
2. Yield per acre	10.4	13.3	7.5
3. Value per unit	6.00	5.97	6.04
4. Gross return	62.40	79.40	45.30
5. SUPPLEMENTAL COSTS			
6. Fertilizer	6.57	7.11	6.06
7. Chemicals	1.85	2.50	1.14
8. Seed and other	3.80	3.96	3.60
9. Hired labor			
10. Custom work	1.68	1.62	1.72
11. TOTAL SUPPLEMENTAL COSTS	13.90	15.19	12.52
12. Return Over Supplemental Costs	48.50	64.21	32.78
13. ALLOCATED COSTS			
14. Power & crop machinery expense	22.00	21.36	23.60
15. Land cost	8.51	9.61	7.41
16. Miscellaneous Costs			
17. TOTAL ALLOCATED COSTS	30.51	30.97	31.01
18. TOTAL LISTED COSTS	44.41	46.16	43.53
Per unit cost	4.26	3.48	5.82
19. RETURN OVER TOTAL LISTED COSTS	17.99	33.24	1.77

Table 10. Crop Data for Sunflowers, 1971

	Average 41 Farms Per Acre	20 High Farms Per Acre	20 Low Farms Per Acre
1. Acres	136.1	130.7	138.8
2. Yield per acre	10.1	12.7	7.5
3. Value per unit	5.05	4.88	5.16
4. Gross return	51.01	61.98	38.70
5. SUPPLEMENTAL COSTS			
6. Fertilizer	4.22	4.42	4.03
7. Chemicals	1.40	1.85	.86
8. Seed and other	2.72	2.67	2.74
9. Hired labor			
10. Custom work	1.39	1.19	1.66
11. TOTAL SUPPLEMENTAL COSTS	9.73	10.13	9.29
12. Return Over Supplemental Costs	41.28	51.85	29.41
13. ALLOCATED COSTS			
14. Power & crop machinery expense	15.13	14.69	16.23
15. Land cost	9.52	10.05	8.96
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	24.65	24.74	25.19
18. TOTAL LISTED COSTS	34.38	34.87	34.48
Per unit cost	3.42	2.74	4.59
19. RETURN OVER TOTAL LISTED COSTS	16.63	27.11	4.22

Table 10. Crop Data for Alfalfa Hay, 1971

	Average 310 Farms Per Acre	155 High Farms Per Acre	155 Low Farms Per Acre
1. Acres	73.0	65.6	80.5
2. Yield per acre	2.3	3.0	1.6
3. Value per unit	14.96	15.48	14.44
4. Gross return	34.41	46.44	23.10
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.70	3.16	2.32
7. Chemicals	.01	.02	.01
8. Seed and other	2.08	2.35	1.85
9. Hired labor			
10. Custom work	.40	.46	.34
11. TOTAL SUPPLEMENTAL COSTS	5.19	5.99	4.52
12. Return Over Supplemental Costs	29.22	40.45	18.58
13. ALLOCATED COSTS			
14. Power & crop machinery expense	16.50	16.02	17.70
15. Land cost	7.39	8.51	6.46
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	23.89	24.53	24.16
18. TOTAL LISTED COSTS	29.08	30.52	28.68
Per unit cost	12.87	10.11	17.49
19. RETURN OVER TOTAL LISTED COSTS	5.33	15.92	(-5.58)

Table 10. Crop Data for Other Legume Hay and Mixtures, 1971

	Average 84 Farms Per Acre	42 High Farms Per Acre	42 Low FArms Per Acre
1. Acres	70.9	73.6	68.2
2. Yield per acre	2.0	2.6	1.4
3. Value per unit	13.90	14.32	13.48
4. Gross return	27.80	37.23	18.87
5. SUPPLEMENTAL COSTS			
6. Fertilizer	2.48	3.26	1.64
7. Chemicals			
8. Seed and other	1.31	1.77	.83
9. Hired labor	.09		.19
10. Custom work	.50	.53	.45
11. TOTAL SUPPLEMENTAL COSTS	4.38	5.56	3.11
12. Return Over Supplemental Costs	23.42	31.67	15.76
13. ALLOCATED COSTS			
14. Power & crop machinery expense	11.00	10.68	11.80
15. Land cost	6.01	6.05	5.97
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	17.01	16.73	17.77
18. TOTAL LISTED COSTS	21.39	22.29	20.88
Per unit cost	10.76	8.63	15.31
19. RETURN OVER TOTAL LISTED COSTS	6.41	14.94	(-2.01)

Table 10. Crop Data for Tame Grass Hay, 1971

	Average 12 Farms Per Acre	6 High Farms Per Acre	6 Low Farms Per Acre
1. Acres	35.6	36.5	34.7
2. Yield per acre	1.2	1.7	.5
3. Value per unit	11.44	12.39	10.50
4. Gross return	13.73	21.06	5.25
5. SUPPLEMENTAL COSTS			
6. Fertilizer	1.97	2.96	.89
7. Chemicals	.03	.03	.03
8. Seed and other	.56	.99	.09
9. Hired labor			
10. Custom work			
11. TOTAL SUPPLEMENTAL COSTS	2.56	3.98	1.01
12. Return Over Supplemental Costs	11.17	17.08	4.24
13. ALLOCATED COSTS			
14. Power & crop machinery expense	5.50	5.34	5.90
15. Land cost	6.10	5.42	6.77
16. Miscellaneous costs			
17. TOTAL ALLOCATED COSTS	11.60	10.76	12.67
18. TOTAL LISTED COSTS	14.16	14.74	13.68
Per unit cost	12.30	8.54	24.98
19. RETURN OVER TOTAL LISTED COSTS	(-.43)	6.32	(-8.43)

Table10. Crop Data for Annual Hay, 1971

	Average 7 Farms Per Acre
1. Acres	17.9
2. Yield per acre	.8
3. Value per unit	11.14
4. Gross return	8.91
5. SUPPLEMENTAL COSTS	
6. Fertilizer	.84
7. Chemicals	.11
8. Seed and other	1.73
9. Hired labor	
10. Custom work	.11
11. TOTAL SUPPLEMENTAL COSTS	2.79
12. Return Over Supplemental Costs	6.12
13. ALLOCATED COSTS	
14. Power & crop machinery expense	8.25
15. Land cost	5.42
16. Miscellaneous costs	
17. TOTAL ALLOCATED COSTS	13.67
18. TOTAL LISTED COSTS	16.46
Per unit cost	19.64
19. RETURN OVER TOTAL LISTED COSTS	(-7.55)

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 considerably 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 - 90 % 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 include miscellaneous livestock expenses, veterinary expense and custom work.

This year, allocated expenses for power and machinery, livestock equipment and buildings and fences have been added on the basis of work unit proportion.

Table 11A. Costs and Returns From Complete Hog Enterprise, 1971

	Average 38 Farms Per Cwt.	13 High Farms Per Cwt.	13 Low Farms Per Cwt.
1. Pounds of hogs produced	38353	19371	57480
2. Total value produced	$ 21.44	$ 26.75	$ 19.64
3. Pounds of Feed Fed			
4. Corn	107.3	48.9	132.6
5. Small grain	227.2	337.3	161.4
6. Protein, salt and mineral	100.6	40.1	124.2
7. Complete ration	584.0	4.1	1094.5
8. Total Concentrates	1019.1	430.4	1512.7
9. Forages	4.5	9.9	3.3
10. Feed Cost			
11. Concentrates and forages	14.00	10.00	15.71
12. Pasture	.02		.02
13. Total Feed Costs	$ 14.02	$ 10.00	$ 15.73
14. RETURN OVER FEED COST	$ 7.42	$ 16.75	$ 3.91
15. Supplemental Costs			
16. Miscellaneous livestock expense	.33	.53	.29
17. Veterinary expense	.20	.35	.16
18. Custom work	.62	.80	.41
19. Total Supplemental Costs	$ 1.15	$ 1.68	$ .86
20. RETURN OVER FEED & SUPPLEMENTAL COSTS	$ 6.27	$ 15.07	$ 3.05
20A. Allocated Costs			
20B. Power and machinery costs	.34	.27	.43
20C. Livestock equipment costs	.24	.32	.26
20D. Building and fences	.37	.26	.65
20E. Total Allocated Costs	.95	.85	1.34
20F. RETURN OVER ALL LISTED COSTS	5.32	14.22	1.71
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for $100 feed fed	$ 152.93	$ 267.48	$ 124.87
23. Price received per cwt.	$ 19.52	$ 25.60	$ 18.08
24. Number of litters farrowed	23	22	25
25. Number of pigs born per litter	11.7	10.8	11.8
26. Number of pigs weaned per litter	9.3	8.5	9.8
27. Per cent death loss	14.0	16.4	10.3
28. Average weight of hogs sold	169.6	95.8	195.5
29. Price per cwt. concentrate fed	$ 1.37	$ 2.31	$ 1.04
30. Pounds of pork purchased	1911	330	3559

Farms included in Table 11A carried out a complete program of farrowing and marketing their own hogs. Purchases were primarily breeding stock. The feed costs include feed for the breeding herd and market animals. Only thos farms producing more than 5,000 pounds of pork were included in the averages

Table 11B. Costs and Returns from Hog Finishing Enterprise, 1971

	Average 14 Farms Per Cwt.	5 High Farms Per Cwt.	5 Low Farms Per Cwt.
1. Average number of pigs on hand	77.8	37.4	113.0
2. Pounds of hogs produced	35736	20088	55503
3. Total value produced	$ 17.28	$ 18.76	$ 16.10
4. Pounds of Feed Fed			
5. Corn	46.7	38.2	41.2
6. Small grain	205.5	180.5	157.2
7. Protein, salt and mineral	75.9	7.2	117.7
8. Complete ration	98.5	9.0	155.8
9. Total Concentrates	426.6	234.9	471.9
10. FORAGES			
11. Feed Cost			
12. Concentrates and forages	$ 11.81	$ 5.14	$ 14.10
13. Pasture			
14. Total Feed Costs	$ 11.81	$ 5.14	$ 14.10
15. RETURN OVER FEED COST	$ 5.47	$ 13.62	$ 2.00
16. Supplemental Costs			
17. Miscellaneous livestock expense	.13	.24	.12
18. Veterinary expense	.11	.07	.13
19. Custom work	.79	.37	.65
20. Total Supplemental Costs	$ 1.03	$ .68	$ .90
21. RETURN OVER FEED & SUPPLEMENTAL COSTS	$ 4.44	$ 12.94	$ 1.10
21A. Allocated Costs			
21B. Power and machinery costs	.17	.13	.21
21C. Livestock equipment costs	.12	.16	.13
21D. Building and fences	.18	.13	.32
21E. Total Allocated Costs	$ .47	$ .42	$ .66
21F. RETURN OVER ALL LISTED COSTS	$ 3.97	$ 12.52	$ .44
22. SUPPLEMENTARY MANAGEMENT INFORMATION			
23. Return for $100 feed fed	$ 146.35	$ 364.76	$114.16
24. Price received per cwt.	$ 18.61	$ 18.36	$ 18.35
25. Average weight of pigs sold	222.4	227.1	225.2
26. Average price paid per pig bought	13.17	12.05	13.98
27. Average weight per pig bought	39.8	39.4	40.4
28. Number of pigs purchased	181	73	244
29. Pounds of pork purchased	7198	2875	9853
30. Per cent death loss	3.8	3.1	3.2
31. Price per cwt. concentrate fed	$ 2.77	$ 2.19	$ 2.99

Farms included in Table 11B purchased all hogs fed. None of these farms maintained breeding herds. Only those farms producing over 5,000 pounds of pork were included in the averages.

Table 11C. Costs and Returns from Producing Weaning Pigs, 1971

	Average 35 Farms Per Litter	12 High Farms Per Litter	12 Low Farms Per Litter
1. Number of litters farrowed	51	43	40
2. Total value produced	$ 136.08	$ 76.14	$ 100.00
3. Pounds of Feed Fed			
4. Corn	249.0	117.2	609.4
5. Small grain	1340.7	1236.9	1795.4
6. Protein, salt and mineral	388.3	702.9	474.9
7. Complete ration	840.2	278.7	674.6
8. Total Concentrates	2818.2	2335.7	3554.3
9. Forages	155.5	121.3	392.9
10. Feed Cost			
11. Concentrates and forages	82.04	63.63	97.85
12. Pasture	.04	.07	.05
13. Total Feed Costs	$ 82.08	$ 63.70	$ 97.90
14. RETURN OVER FEED COST	$ 54.00	$ 112.44	$ 2.10
15. Supplemental Costs			
16. Miscellaneous livestock expense	3.69	1.65	5.03
17. Veterinary expense	2.20	2.58	1.43
18. Custom work	.84	.86	1.25
19. Total Supplemental Costs	$ 6.73	$ 5.09	$ 7.71
20. RETURN OVER FEED & SUPPLEMENTAL COSTS	$ 47.27	$ 107.35	$ (-5.61)
20A. Allocated Costs			
20B. Power and machinery costs	3.92	3.02	5.00
20C. Livestock equipment costs	2.83	3.77	3.08
20D. Building and fences	4.30	3.04	7.52
20E. Total Allocated Costs	11.05	9.83	15.60
20F. RETURN OVER ALL LISTED COSTS	36.22	97.52	(-21.21)
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for $100 feed fed	$ 165.79	$ 276.52	$ 102.15
23. Average price received per pig sold	$ 15.52	$ 14.26	$ 14.43
24. Number of pigs produced	372	380	230
25. Number of pigs born per litter	8.9	10.2	7.9
26. Number of pigs weaned per litter	7.3	8.9	5.8
27. Per cent death loss	14.8	11.7	19.0
28. Price per cwt. concentrate fed	$ 2.88	$ 2.69	$ 2.71
29. Feed & Suppl. costs per pig produced	$ 12.17	$ 7.78	$ 18.37

Farms included in Table 11C include only those which produced and sold weaning pigs.

Table 12. Dairy Cows, 1971

	Average 215 Farms Per Cow	71 High Farms Per Cow	71 Low Farms Per Cow
1. Average number of cows	30.4	34.4	24.6
2. Pounds of milk	10765	12423	8428
3. Pounds of butterfat	377.8	434.8	296.5
4. Per cent of butterfat in milk	3.5	3.5	3.5
5. Value of Produce			
6. Dairy products sold	523.32	623.87	382.72
7. Dairy products used in home	6.28	5.84	7.44
8. Milk fed to livestock	8.52	8.58	10.12
9. Net increases in value of cows	(-5.86)	.76	(-12.85)
10. Total Value Produced	$ 532.26	$ 639.05	$ 387.43
11. Pounds of Feed Fed			
12. Corn	580.6	704.4	568.3
13. Small grain & comp. dairy ration	3545.6	3452.3	3308.0
14. Protein, salt and mineral	651.1	801.5	504.9
15. Total Concentrates	4777.3	4958.2	4381.2
16. Legume hay	7558.4	6788.2	7730.2
17. Other hay and dry roughage	541.1	356.4	617.4
18. Silage	8842.9	10387.3	7652.0
19. Feed Costs			
20. Concentrates	111.71	119.22	102.56
21. Roughages	88.98	86.42	85.89
22. Pasture	4.61	3.72	5.85
23. Total Feed Costs	$ 205.30	$ 209.36	$ 194.30
24. RETURN OVER FEED COST	$ 326.96	$ 429.69	$ 193.13
25. Supplemental Costs			
26. Miscellaneous livestock expense	20.10	25.03	13.09
27. Veterinary expense	8.03	10.38	6.18
28. Custom work	27.04	32.27	20.61
29. Total Supplemental Costs	$ 55.17	$ 67.68	$ 39.88
30. RETURN OVER FEED & SUPPLE. COSTS	$ 271.79	$ 362.01	$ 153.25
30A. Allocated Costs			
30B. Power and machinery costs	19.96	15.84	25.20
30C. Livestock equipment costs	14.39	19.32	16.16
30D. Building and fences	21.50	15.21	37.71
30E. Total Allocated Costs	55.85	50.37	79.07
30F. RETURN OVER ALL LISTED COSTS	215.94	311.64	74.18
31. SUPPLEMENTARY MANAGEMENT INFORMATION			
32. Return for $100 feed fed	$ 259.27	$ 305.23	$ 199.39
33. Feed cost per cwt. milk	$ 1.91	$ 1.69	$ 2.31
34. Feed cost per pounds of butterfat	.543	.482	.655
35. Pounds of milk per lb.concentrate	2.253	2.506	1.924
36. Average price per cwt. milk sold	5.01	5.14	4.78
37. Average price per lb. of butterfat	1.43	1.47	1.36

Table 13. Other Dairy Cattle, 1971

	Average 199 Farms Per Head	66 High Farms Per Head	66 Low Farms Per Head
1. Number of head	39.1	32.4	42.6
2. Net inc. in value	$ 134.42	$ 180.03	$ 101.95
3. Pounds of Feed Fed			
4. Concentrates	809.8	904.6	823.4
5. Hay and roughage	2993.3	2215.8	3657.7
6. Silage	2747.4	2362.5	3170.6
7. Milk	151.0	169.5	151.1
8. Feed Cost			
9. Concentrates	19.74	17.62	21.81
10. Roughages	30.66	23.61	37.46
11. Milk	6.83	7.31	6.71
12. Pasture	2.12	1.70	2.35
13. Total Feed Costs	$ 59.35	$ 50.24	$ 68.33
14. RETURN OVER FEED COST	$ 75.07	$ 129.79	$ 33.62
15. Supplemental Costs			
16. Miscellaneous livestock expense	.03	.03	.07
17. Veterinary expense	.08	.	.19
18. Custom work	.03	.06	.
19. Total Supplemental Costs	$ .14	$ .09	$ .26
20. RETURN OVER FEED & SUPPLEMENTAL COSTS	$ 74.93	$ 129.70	$ 33.36
20A. Allocated Costs			
20B. Power and machinery costs	3.42	2.71	4.31
20C. Livestock equipment costs	2.47	3.31	2.77
20D. Building and fences	3.68	2.60	6.46
20E. Total Allocated Costs	9.57	8.62	13.54
20F. RETURN OVER ALL LISTED COSTS	65.36	121.08	19.82
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for $100 feed fed	$ 226.45	$ 358.29	$ 149.19
23. Per cent death loss	8.3	6.2	9.2

Table 14. All Dairy and Dual Purpose Cattle, 1971

	Average 215 Farms Per Cow	71 High Farms Per Cow	71 Low Farms Per Cow
1. Average number of cows	30.4	33.5	23.6
2. Value of Dairy products	$ 538.13	$ 627.85	$ 408.14
3. Net inc. in value	$ 158.62	$ 191.25	$ 119.92
4. Total Value Produced	$ 696.75	$ 819.10	$ 528.06
5. Pounds of Feed Fed			
6. Concentrates	5771.0	6590.5	5155.0
7. Hay and dry roughage	11707.3	10836.9	12129.3
8. Silage	12132.8	14572.1	9231.3
9. Feed Cost			
10. Concentrates	144.05	153.88	129.15
11. Roughage	125.89	125.22	120.85
12. Pasture costs	7.20	6.09	9.32
13. Total Feed Costs	$ 277.14	$ 285.19	$ 259.32
14. RETURN OVER FEED COST	$ 419.61	$ 533.91	$ 268.74
15. Supplemental Costs			
16. Miscellaneous livestock expense	20.13	24.21	12.37
17. Veterinary expense	8.09	10.00	4.75
18. Custom work	27.07	32.69	19.87
19. Total Supplemental Costs	$ 55.29	$ 66.90	$ 36.99
20. RETURN OVER FEED & SUPPLEMENTAL COSTS	$ 364.32	$ 467.01	$ 231.75
20A. Allocated Costs			
20B. Power and machinery costs	24.37	18.47	33.00
20C. Livestock equipment costs	17.25	22.01	20.19
20D. Building and fences	26.25	17.73	49.38
20E. Total Allocated Costs	67.87	58.21	102.57
20F. RETURN OVER ALL LISTED COSTS	296.45	408.80	129.18
21. SUPPLEMENTARY MANAGEMENT INFORMATION			
22. Return for $100 feed fed	$ 251.41	$ 287.21	$ 203.63

Table 14 presents a picture of the costs and returns from the whole dairy herd on a per cow basis. Return above feed cost (Table 12) was the factor used to determine these high and low average farms. The costs listed are only a portion of the total cost for dairy. Other costs to consider would include labor and interest.

Table 15A. Beef Breeding Cattle, 1971

	Average 102 Farms Per Cow	34 High Farms Per Cow	34 Low Farms Per Cow
1. Average number of beef cows	49.4	56.1	46.2
2. Average number of other beef an. & bulls	37.7	51.0	30.3
3. Pounds of beef produced	24308	34530	17964
4. Net increase in value	$ 165.08	$ 204.24	$ 133.92
5. Pounds of Feed Fed			
6. Grain	561.7	659.3	699.1
7. Protein, salt and mineral	79.0	104.7	81.8
8. Legume hay	4948.6	3960.2	6038.3
9. Other hay and dry roughage	981.9	830.2	1086.1
10. Silage	4209.4	2371.0	5983.8
11. Feed Cost			
12. Concentrates	12.75	12.80	17.94
13. Roughages	49.66	36.47	63.64
14. Pasture	9.57	9.98	9.42
15. Total Feed Costs	$ 71.98	$ 59.25	$ 91.00
16. RETURN OVER FEED COST	$ 93.10	$ 144.99	$ 42.92
17. Supplemental Costs			
18. Miscellaneous livestock expense	1.78	2.35	1.95
19. Veterinary expense	1.68	1.64	2.53
20. Custom work	2.47	2.16	2.40
21. Total Supplemental Costs	$ 5.93	$ 6.15	$ 6.88
22. RETURN OVER FEED & SUPPLEMENTAL COSTS	$ 87.17	$ 138.84	$ 36.04
22A. Allocated Costs			
22B. Power and machinery costs	4.27	3.38	5.38
22C. Livestock equipment costs	3.03	4.05	3.30
22D. Building and fences	4.61	3.26	8.08
22E. Total Allocated Costs	11.91	10.69	16.76
22F. RETURN OVER ALL LISTED COSTS	75.26	128.15	19.28
23. SUPPLEMENTARY MANAGEMENT INFORMATION			
24. Return for $100 feed fed	$ 229.33	$ 344.71	$ 147.17
25. Price per cwt. sold	$ 28.62	$ 20.79	$ 29.13
26. Average weight per head sold	672	696	624
27. Percent death loss	3.2	2.1	3.6
28. Percent calf crop	92		

Table 15B. Feeder Cattle, 1971

	Average 57 Farms Per Cwt.	19 High Farms Per Cwt.	19 Low Farms Per Cwt.
1. Average number of beef feeders	60.0	60.9	52.0
2. Pounds of beef produced	31174	31031	31325
3. Net increase in value of animals	30.63	37.33	25.68
4. Pounds of Feed Fed			
5. Grain	515.0	598.1	615.0
6. Protein, salt and mineral	36.9	20.8	70.5
7. Legume hay	418.0	438.3	354.2
8. Other hay and dry roughage	24.7	29.4	9.4
9. Silage	756.1	672.8	760.4
10. Feed Cost			
11. Concentrates	10.92	9.41	15.93
12. Roughages	5.17	5.39	4.31
13. Pasture	.19	.14	.11
14. Total Feed Costs	$ 16.28	$ 14.94	$ 20.35
15. RETURN OVER FEED COST	$ 14.35	$ 22.39	$ 5.33
16. Supplemental Costs			
17. Miscellaneous livestock expense	.47	.87	.16
18. Veterinary expense	.36	.31	.51
19. Custom work	.79	.92	.74
20. Total Supplemental Costs	$ 1.62	$ 2.10	$ 1.41
21. RETURN OVER FEED & SUPPLEMENTAL COSTS	$ 12.73	$ 20.29	$ 3.92
21A. Allocated Costs			
21B. Power and machinery costs	.34	.27	.43
21C. Livestock equipment costs	.24	.32	.26
21D. Building and fences	.37	.26	.65
21E. Total Allocated Costs	.95	.85	1.34
21F. RETURN OVER ALL LISTED COSTS	11.78	19.44	2.58
22. SUPPLEMENTARY MANAGEMENT INFORMATION			
23. Return for $100 feed fed	$ 188.18	$ 249.85	$ 126.20
24. Price per cwt. sold	$ 29.82	$ 31.38	$ 28.08
25. Average weight per head sold	825.8	803.8	923.5
26. Price per cwt. bought	$ 35.16	$ 34.58	$ 34.75
27. Average weight per head bought	395.3	420.3	401.7
28. Number of head bought	49	57	39
29. Percent death loss	2.0	1.2	3.1

Farms producing more than 5,000 pounds of beef from a cattle feeding enterprise are included in Table 15B. The figures presented are calculated from the annual record; thus, inventories as well as purchases and sales are included in the production and cost figures.

Table 16A. Sheep Flock, 1971

	Average 37 Farms Flock Total	Per Ewe
1. Average number of ewes	98.0	
2. Pounds of lamb & mutton produced	7178	
3. Pounds of wool produced	893	
4. Value of Produce		
5. Wool		5.98
6. Net increase in value of animals		18.66
7. TOTAL VALUE PRODUCED	$ 2413	24.64
8. Pounds of Feed Fed		
9. Grain		137.5
10. Protein, salt and mineral		19.8
11. Legume hay		987.5
12. Other hay and dry roughage		30.6
13. Silage		157.0
14. Feed Cost		
15. Concentrates		2.88
16. Roughages		7.79
17. Pasture		1.95
18. Total Feed Costs	$ 1237	12.62
19. RETURN OVER FEED COST	$ 1176	12.01
20. Supplemental Costs		
21. Miscellaneous livestock expense		.42
22. Veterinary expense		.59
23. Custom work		1.84
24. Total Supplemental Costs	$ 279	2.85
25. RETURN OVER FEED & SUPPLEMENTAL COSTS	$ 897	9.16
25A. Allocated Costs		
25B. Power and machinery costs		1.32
25C. Livestock equipment costs		1.04
25D. Building and fences		2.51
25E. Total Allocated Costs	478	4.87
25F. RETURN OVER ALL LISTED COSTS	419	4.28
26. SUPPLEMENTARY MANAGEMENT INFORMATION		
27. Return for $100 feed fed	$ 195.07	
28. Price per cwt. lamb & mutton sold	$ 23.98	
29. Pounds of wool per sheep sheared	9.1	
30. Number of ewes kept for lambing	85.5	
31. Percent lamb crop	130	
32. Percent death loss	9.5	

Table 18B. Turkey Poults, 1971

	Flock Total Average of 3 Farms	Per Cwt.
1. Cwt. No. turkeys produced	3280.94	
2. Net increase in value	$ 63634	19.40
3. Pounds of Feed Fed		
4. Grain		199.7
5. Protein, salt and mineral		
6. Complete commercial feed		229.2
7. Total pounds of feed		428.9
8. TOTAL FEED COSTS	$ 43866	13.37
9. RETURN OVER FEED COST	$ 19768	6.03
10. SUPPLEMENTAL COSTS	$ 5348	1.63
11. RETURN OVER FEED & SUPPLEMENTAL COSTS	$ 14420	4.40
11A. Allocated Costs		
11B. Power and machinery costs		.27
11C. Livestock equipment costs		.32
11D. Building and fences		.26
11E. Total Allocated Costs	2789	.85
11F. RETURN OVER ALL LISTED COSTS	11631	3.55
12. SUPPLEMENTARY MANAGEMENT INFORMATION		
13. Return for $100 feed fed	$ 145.06	
14. Number of poults purchased	17773	
15. Price paid per poult purchased	.61	
16. Percent death loss	5.1	
17. Price per cwt. of feed	$ 3.12	
18. Price received per lbs. of turkeys sold	$ .22	
19. Weight per bird sold in pounds	19.7	

Average of Prices of Feed and Produce Used in Home, 1971

Farm Grown Grains		Hay	
Oats	$ .52	Alfalfa-Brome	$ 16.00
Barley	.84	Red Clover	12.00
Wheat	1.41	Wild Hay	8.00
Oats Mixture	.77	Sweet Clover	9.00
Rye	.93	Brome	10.00
Corn	1.08	Mixed Legume	14.00
Oats & Peas	.69		

Other Roughages		Milk for Feed	
Corn silage	$6.00 per ton	Whole milk-Gr.A.	$ 4.97 per cwt.
Grass silage	5.00 per ton	Whole milk-Gr.B.	4.46 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)	.26 per lb.
Board for hired labor $3.00 per day unless otherwise specified	Hogs (Live)	.21 per lb.
	Eggs	.36 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 below. Days of work off the farm for pay are not included in work units computations in this report.

Number of Work Units for Each Class of Livestock and 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 Acre
Feeder cattle	.12 per cwt.	Corn for grain	.55 per Acre
Sheep, farm flock	.6 per head	Corn silage	.8 per Acre
Lambs, feeders	.30 per cwt.	Alfalfa	.6 per Acre
Hogs, complete	.12 per cwt.	Other hay	.4 per Acre
Hogs, finishing	.06 per cwt.	Legume seed	.4 per Acre
Hogs, weaning pigs	1.40 per lit.	Grass silage	.4 per Acre
Chickens, lay. flock	5.00 per 100	Potatoes	3.0 per Acre
Chickens, broilers	.20 per cwt.	Sugar beets	2.0 per Acre
Turkeys, poults	.12 per cwt.	Fallow	.4 per Acre

Summary of Farm Earnings by Years

Years		1955	1960	1965	1970	1971
Number of farms		50	57	202	323	419
FARM RECEIPTS						
Dairy	$	613	986	1251	2096	2147
Dairy products		2305	2962	4105	7294	8251
Beef cattle (incl. feeders)		361	1770	2625	3454	3467
Hogs		227	483	1166	1545	1454
Sheep and wool (incl. feeders)		395	786	322	221	340
Other productive livestock		51	141	37	149	100
Poultry (incl. turkeys)		56	1047	2310	656	931
Eggs		417	511	664	535	271
Crops		3225	3573	4970	7957	10826
Mach. & equip. sold & gas tax refund		172	335	410	394	457
Income from work off the farm		179	373	188	250	350
Miscellaneous		214	241	635	2001	3216
(1) Total Farm Sales	$	8214	13208	18683	26552	31810
(2) Increase in Farm Capital		370	1704	2345	2771	9294
(3) Family Living From the Farm		277	337	283	337	358
(4) Total Farm Receipts (1)+(2)+(3)	$	8861	15249	21311	29660	41462
FARM EXPENSES						
Dairy cattle bought	$	188	325	168	456	506
Beef cattle bought (incl. feeders)		18	988	641	1261	1304
Hogs bought		12	38	66	242	169
Sheep bought (incl. feeders)		23	222	40	18	23
Other productive livestock		26	59	25	46	22
Poultry bought (incl. turkeys)		39	210	425	265	154
Miscellaneous livestock expense		177	304	441	593	650
Feed bought		460	1460	3232	2733	3450
Fertilizers and chemicals		334	504	867	1645	2458
Other crop expense		567	694	1017	1444	1557
Custom work hired		327	431	659	785	1017
Gas, oil and grease bought (farm share)		855	1058	1002	1302	1493
Rep. & op. mach.,tract., & auto (f.s.)		517	734	941	1477	1844
Repair & upkeep of real estate		116	118	148	275	343
Repair & upkeep of livestock equipment		61	67	95	221	128
Wages of hired labor		398	437	654	962	1119
Electricity expense (farm share)		152	191	262	392	441
Real estate & pers. property taxes		370	519	637	860	1114
General Farm expense		101	173	272	424	488
(5) Total Cash Operating Expenses	$	4742	8532	11592	15401	18371
(6) Pow.,crop,& gen. mach. bought(f.s.)		1438	1031	1908	3239	4288
(7) Livestock equipment bought		84	122	195	357	415
(8) Buildings & fencing bought		450	894	1255	2604	3042
(9) TOTAL FARM PURCHASES (5) to (8)	$	6713	10579	14950	21601	26116
(10) Decrease in Farm Capital						
(11) Interest on Farm Capital		1303	1500	2068	5314	5553
(12) Unpaid Family Labor		140	409	96	486	284
(13) Board Furnished Hired Labor		76	130	86	57	65
(14) TOTAL FARM EXPENSES (9) to (13)	$	8232	12618	17200	27458	32202
(15) Labor Earnings (4) - (14)	$	629	2631	4111	2202	9261
(16) NET CASH INCOME (1) - (9)	$	1501	2629	3733	4951	5694

Number of farms	50	57	202	323	619

SUMMARY OF MISCELLANEOUS ITEMS BY YEARS

Items	1955	1960	1965	1970	1971
SIZE					
Work units	389	374	479	353	381
Tillable acres	319	385	491	465	476
Number of milk cows	14	17	26.1	29.7	30.4
Number of litters of pigs	4	6	29	51	51
Pounds of hogs produced	3631	2756	28842	26707	35736
Pounds of feeder cattle produced		18372	25457	26857	31174
Number of ewes	47	84	85	90.2	142
Number of beef cows	14	22	45	46	49
Number of chickens	170	313	2569		
EFFICIENCIES - YIELD PER ACRE					
Oats	39.8	53.8	53.1	40.8	68.5
Alfalfa	1.6	1.6	1.9	2.3	2.3
Barley	19.9	31.1	43.5	36.9	54.4
Wheat	18.4	29.3	27.2	25.4	39.4
Flax	7.4	10.8	8.2	11.3	
Corn	44.0	54.2	33.3	50.5	64.3
Soybeans			12.6	17.1	16.0
Corn silage	6.6	6.6	5.7	7.6	10.4
Rye	31.0	12.5	22.5	35.8	43.6
LIVESTOCK					
Pounds butterfat per dairy cow	250	331	361	399	378
Pigs weaned per litter	7.2	8.0	8.0	7.3	7.3
Eggs per hen	162	188	221		
Lambing percentage	127	115	106	126	130
RETURNS ABOVE FEED COST PER:					
Dairy cow	97.13	149.93	176.75	325.21	326.96
Cwt. of hogs	1.86	8.02	11.37	3.04	5.47
Ewe	7.60	5.65	14.60	12.30	12.01
Hen	1.36	1.70	1.71		
Litter			82.65	33.33	54.00
Cwt. of feeder cattle		5.85	8.07	8.70	14.35
Beef cow	3.25	37.92	25.26	65.63	93.10
PRICES RECEIVED PER:					
Pounds of butterfat	.73	.90	.97	1.31	1.43
Cwt. hogs	15.00	17.38	21.16	21.23	18.61
Cwt. feeder cattle		23.42	21.32	28.77	29.82
Cwt. lamb	17.48	18.05	23.28	22.35	23.98
Feeder pig				19.94	15.52
Dozen eggs (¢)	32.5	29.0	28.9		
Oats, bushel		.54	.54	.56	.52
Alfalfa, ton		12.00	15.33	15.17	14.96
Barley, bushel		.78	1.03	.91	.81
Wheat, bushel		1.85	1.52	1.78	1.40
Flax, bushel		2.55	2.68	2.26	2.15
Corn, bushel			1.05	1.19	1.01
Soybeans, bushel			2.26	2.47	2.60
Corn silage, ton		4.50	5.43	5.95	6.00
Rye, bushel		.85	.96	.92	.84

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