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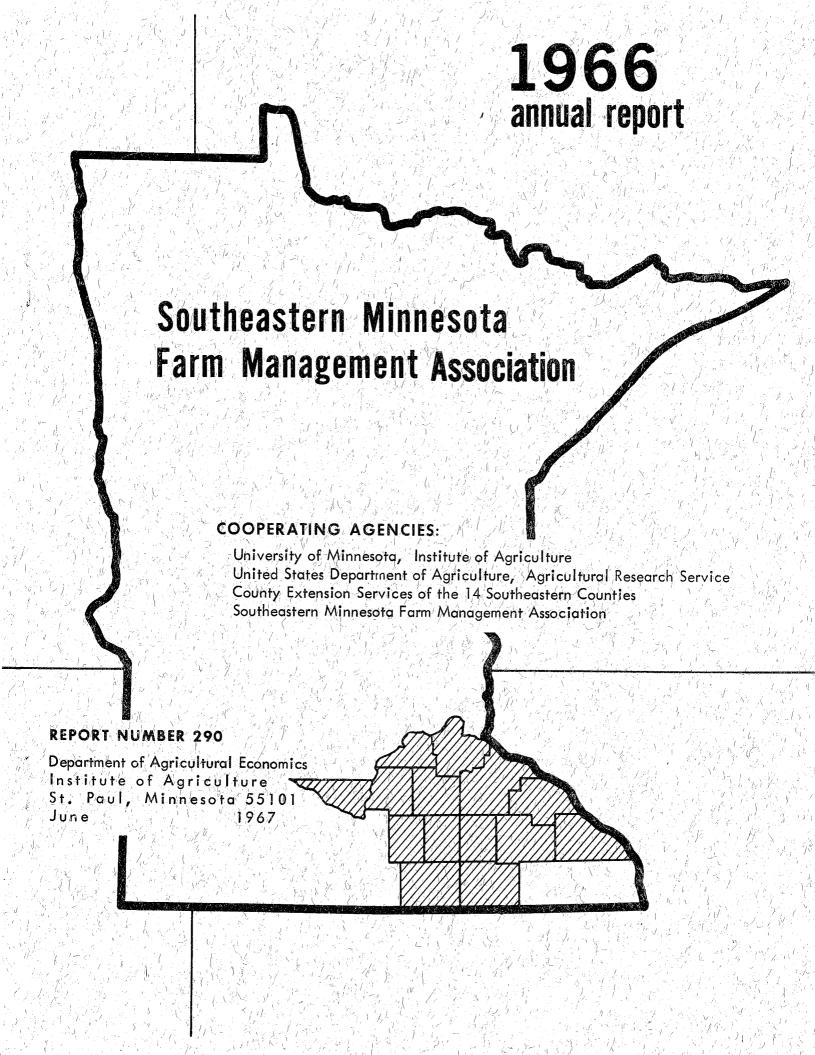
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1966 ANNUAL REPORT OF THE SOUTHEASTERN MINNESOTA FARM MANAGEMENT ASSOCIATION

Prepared by T. R. Nodland*

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INTRODUCTION

The Department of Agricultural Economics and the Agricultural Extension Service of the University of Minnesota, the Agricultural Research Service of the United States Department of Agriculture and the county extension services of several southeastern Minnesota counties are cooperating with the Southeastern Minnesota Farm Management Association in maintaining a farm management service. The Southeast Minnesota Farm Management Service was organized in 1927 and began operation on January 1, 1928. The Southeastern Minnesota Farm Management Association was organized in 1939 by the farmers and now represents the farmers in determining policies and maintaining the field organization and membership. Each farmer pays an annual fee which covers a part of the cost. The balance of the cost is defrayed by the University of Minnesota and the United States Department of Agriculture.

^{*} The author is indebted to Janet Otis, Barbara Miller, Dorothy Spreck and Eileen Miley for their assistance in the preparation of this report.

The analysis of the records and the preparation of the report are handled by the Department of Agricultural Economics under the direction of T. R. Nodland. Extension work in connection with the service is handled by Paul Hasbargen and Kenneth Thomas. Harvey Bjerke was the field agent for this project. At the end of the year, Herbert Walch and Carl Pherson of the Department of Agricultural Economics aided in closing the records.

The following tabulation shows by counties the number of records submitted, the officers of the Association, and the county agricultural extension agents who cooperated in 1966.

Enterthings of the Headenberg College College College	No. of		County Agricultural
County	records	Association Officers	Extension Agent
	•		
Dakota	9	Arthur Ackerman, Director	Clarence O. Quie
Dodge	15	John Chapin, Director	David H. Hanson
Freeborn	12	Arthur Ulland, Director	Eldon H. Senske
Goodhue	27	John Schwartau, Secretary	G. J. Kunau
Le Sueur	6	Lauris Krenik, Director	Robert Leary
Mower	5	Howard Brownell, Director	Don Hasbargen
Nicollet	10	Adolph Lokensgard, Director	F. E. Wetherill
Olmsted	13	Clarence Carpenter, Director	Richard Radway
Rice	11	Lloyde Little, Director	Warren Liebenstein
Scott	8	Dallas Bohnsack, Director	James Rabehl
Steele	15	Arnold Abbe, Vice President	J. R. Gute
Wabasha	10	Francis Kottschade, President	Matthias Metz
Waseca	6	Harold Trahms, Director	Roger Wilkowske
Winona	12	Edmund Luehmann, Director	Oliver Strand
Total	159		

The data for 147 farms are shown in the tables on succeeding pages. Twelve farms were omitted from all averages in the tables because the records were not sufficiently complete for a full summarization or the records were not returned for summarization following completion of income tax schedules.

Because the farmers included in this study are, in general, above the average in managerial ability and operate larger and more productive farms, they have returns materially higher than the average for this section of the state. There were, nevertheless, wide variations in the methods and practices followed by these men. It is reasonable to assume that similar variations occur among all farmers in the area. To the extent that this is true, this report would be of value to all farmers and to others interested in agriculture in that it illustrates how farm records may be used as a basis for making an analysis of a farm business and for improving the management of a farm.

Table 1. Summary of Farm Inventories, 1966*

	You	r farm	Average of	Average of 147 farms		
Items	Jan. 1	Dec. 31	Jan. 1	Dec. 31		
Size of farm (acres) Size of business (work units)**			273 577			
Dairy cows Other dairy cattle Beef cattle (incl. feeders) Hogs			\$4209 2756 1445 3085	\$4320 2853 1982 2682		
Sheep (incl. feeders) Poultry (incl. turkeys) Miscellaneous livestock Productive livestock (total) Horses			86 267 <u>14</u> 11862 17	87 238 28 12190 14		
Crop, seed and feed Auto and truck (farm share) Tractors and crop machinery Livestock equipment			8814 1267 7614 2241	11658 1516 9017 <u>2366</u>		
Machinery and equipment (total) Land Buildings, fences, etc.	Antido to Consulta antido anti	Participant and indicate an accordance to the control of the contr	11122 23331 16682	12899 23331 16742		
Total farm capital managed	\$	\$	\$71828	\$76834		
Items	29 most p Jan. 1	rofitable Dec. 31	29 least pr Jan. 1	ofitable Dec. 31		
Size of farm (acres) Size of business (work units)**	380 809		211 453			
Dairy cows Other dairy cattle Beef cattle (incl. feeders) Hogs Sheep (incl. feeders) Poultry (incl. turkeys) Productive livestock (total) Horses	\$4474 3182 1587 7691 33 678 17645	\$4592 3275 1383 7013 52 543 16858	\$3665 2496 228 1402 118 177 8086	\$3911 2610 423 1415 104 164 8627 20		
Crop, seed and feed Auto and truck (farm share) Tractors and crop machinery Livestock equipment Machinery and equipment (total) Land Buildings, fences, etc.	14576 1576 10382 3552 15510 38180 23858	20262 2079 12638 3619 18336 38180 24893	5718 1044 5260 1456 7760 17096 11522	7071 1250 6748 1551 9549 17096 11168		
Total farm capital managed	109785	118543	50216	53531		

^{*} For the purpose of comparison, all the data shown in this report, with the exception of tables 4 and 5, are presented on a full-owner basis. The assets, expenses, and receipts of the landlord were included in the records from rented farms.

^{**} See page 20 for an explanation of "work units."

Table 2. Summary of Farm Earnings (Cash Statement), 1966

Items	Your farm	Average of 147 farms	29 most profitable farms	29 least profitable farms
FARM RECEIPTS			40.00	A 0 0 1.1.
Dairy cattle sold	\$	\$3114	\$3311	\$2844
Dairy products sold	AL MARKET STATE OF THE STATE OF	10455	11388	8066
Beef cattle (incl. feeders) sold		1780	2381	11.9
Hogs sold	***************************************	8568	22268	3159
Sheep and wool sold		98	38	204
Horses sold		5	GEO	17
Poultry (incl. turkeys) sold		181	426	53
Eggs sold		1316	380 3	846
Corn sold		1926	3201	1192
Soybeans sold		1660	3742	625
Small grain sold		371	344	299
Other crops sold		2272	3656	958
Machinery and equipment sold		223	360	215
Income from work off the farm	And the second winds for our Lawrence of the Specific Street	690	409	497
Miscellaneous farm income	enne, tueste control of france and product (APRIC)	476	493	340
Total farm sales	\$	\$33135	\$55820	\$19434
Increase in farm capital	* ************************************	5006	8758	3315
Family living from the farm	·	321	321	298
Total farm receipts	\$	\$38462	\$64899	\$23047
FARM EXPENSES	· management section with a section and		, , , , ,	
	dr.	\$ 225	\$ 88	\$ 362
Dairy cattle bought	P	,	\$ 55 844	126
Beef cattle bought (incl. feeders)	ANY ALL PROPERTY AND ASSOCIATION OF THE PROPERTY ASSOCIATION OF THE PR	933	473	690
Hogs bought	energiaene (handratene) (Links) (handratene) (handratene)	377	47)	090
Sheep bought	CONTRACTOR SAME AS AN ASSESSMENT AND ASSESSMENT ASSESSMENT AS AS ASSESSMENT AS ASSESSMENT AS ASSESSMENT AS ASSESSMENT AS ASSESSM	5	=0	n#>
Horses bought	Challeng perspective themps: pt0	1.	260	าวก
Poultry bought (incl. turkeys)	ORDER MEDICAL PROPERTY CONTROL	186	360 3080	134
Miscellaneous livestock expense	Managery designation of the control	855	1080	630
Feed bought	CONTRACTOR DESCRIPTION	4812	9405	3165
Fertilizers bought	energy and a state of the stat	1787	3214	1015
Other crop expenses	MARKET MA	1665	2882	875
Custom work hired	миссиирскомискимистика	1083	1312	734
Gas, oil and grease bought (farm share		1096	1417	868
Repair truck and auto (farm share)		362	465	298
Repair and upkeep of farm real estate	and the second s	428	569	369
Repair and upkeep of tract. & cr. mach.		865	1260	631
Repair and upkeep of livestock equip.		201	297	149
Wages of hired labor		1079	1592	638
Electricity expense (farm share)	CHIEF AND PROCESS OF THE PROCESS OF	396	531	288
Pers. prop. and real estate taxes		1611	2099	1223
Telephone and general farm expense		<u>506</u>	722	408
Total cash operating expenses	\$	\$18473	\$28610	\$12603
Trucks and autos bought (farm share)		594	1032	525
Crop and power machinery bought	C. Marie Control of the Control of t	3221	5162	2713
Livestock equipment bought		544	669	343
New real estate and improvements		1256	2817	517
Total farm purchases	\$	\$24088	\$38290	\$16701
Decrease in farm capital	* with Concentration are provided the least	-	case	esso
Interest on farm capital	the company of the co	3717	5708	2594
Unpaid family labor	9448(200000010H)	836	1288	994
Board furnished hired labor	CHARGE THE THE THE THE THE THE THE THE THE TH	71	57	101
Total farm expenses	\$	\$28712	\$45343	\$20390
Labor earnings	\$	\$ 9750	\$19556	\$ 2657
	F contractor contractor (CE)	1 71-4		

Table 3. Summary of Farm Earnings (Enterprise Statement), 1966

Items	Your farm	Average of 147 farms	29 most profitable farms	29 least profitable farms
RETURNS AND NET INCREASES Dairy cows Other dairy cattle Beef breeding herd Feeder cattle Hogs Sheep, farm flock Sheep, feeders Chickens All productive livestock Value of feed fed to livestock Return over feed from livestock Crop, seed and feed Income from labor off the farm Miscellaneous farm income Total returns and net increases	\$\$ \$\$ \$\$	\$10693 3285 245 1049 7835 94 1304 24505 13868 10637 14593 362 476 26068	\$11516 3698 95 1164 21190 57 3743 41463 22536 18927 23587 215 493 43222	\$8255 2971 54 120 2512 191 803 14906 9376 5530 8661 182 340 14713
EXPENSES AND NET DECREASES Horses Truck Auto (farm share) Electricity (farm share) Hired power Tractors and crop machinery Livestock equipment Buildings, fencing, and tiling Miscellaneous productive livestock e Labor Real estate taxes Personal property taxes General farm expense and telephone Interest on farm capital Total expenses and net decreases		\$ 2 367 524 396 737 3074 601 1612 840 2331 1354 257 506 3717 16318	\$ 3 562 671 531 889 4812 879 2350 1080 3360 1782 317 722 5708 23666	\$ -2 262 492 288 488 2111 389 1195 630 1978 1020 203 408 2594 12056
Labor earnings	\$	9750	19556	2657

^{*} Cash receipts and expenses are adjusted for changes in inventory for each enterprise and for each item of expense in order to show total receipts and net increases, and total expenses and net decreases. The labor earnings are the same as those on page 4.

Table 4. Net Worth Statement for Those Farmers Who Kept a Complete Record of All Assets and Liabilities, 1966 (Operator's Share)

SECTION CONTRACTOR AND COMPANY OF THE CONTRACT SHAPPING A SECTION AND AND AND AND AND AND AND AND AND AN	Your	farm	23 Owners		
Items	Jan. l	Dec. 31	Jan. l	Dec. 31	
Total acres in farm	WATER DESCRIPTION OF THE PROPERTY STREET, THE		21.6		
Acres owned	Katalania annia annia annia annia anni		216		
Acres rented	**************************************		EYS		
Total farm capital	\$	\$ emission contracts the contracts	\$59389	\$63892	
Stocks and bonds		Secretary and a secretary and a secretary of the secretar	2749	341	
Life insurance cash value	MANAGE DÂNK BEGOEBERANDE DE SENTE	DESCRIPTION OF THE PROPERTY OF	3124	340	
Notes and accounts receivable			1361.	175	
Shares in cooperative organizations		Marrie Waller 1 Tark Street and	949	109	
Outside real estate			57	66:	
Cash on hand and in bank			3892	309	
Household furnishing and clothing	described the selection of the Control	occurrence and a second contract	2636	275	
Personal share of auto and truck		William Commence and Commence a	509	659	
Farm dwelling	CHILD SE SHIPE SHIPE PRINCIPALIS (CIT)	ACT TO SECURE THE PROPERTY AND SECURE	4796	4999	
Total non-farm assets	\$	\$	20073	2183	
Total assets	\$	S	79462	8572	
Mortgages on farm operated	- entroverse ministration constitutions	- ORDER CONTROL MEDICAL CONTROL	18031	1796	
Mortgages on other real estate	AND THE COURSE OF THE COURSE O	AN STALL CORPORATION AND CONTRACTOR	20	21:	
Chattel mortgages	CONTRACTOR CONTRACTOR	STATEMENT TO SERVICE STATEMENT OF STATEMENT	3966	516	
Notes payable	CONCLINIA ASSESSMENT THE METAL PROPERTY OF THE PARTY OF T	CONTROL CONTROL AND ADDRESS AND ADDRESS	5914	560	
Accounts payable	ment from the production of the section of the sect	CZ JANGESON SEEDING (SEEDING TOWNS TO THE SEED	484	288	
Total liabilities	de management statement st	C CONTROL OF THE PROPERTY OF T	28415	2923	
Farmer's net worth	CHICAGO CONTRACTOR	A MATERIAL PROPERTY AND A SECOND PROPERTY OF THE PERTY OF	51047	5649	
tarmer a nec wordm	Ψ	4	7±0~1	-	
Change in net worth	14 part	\$ -owners	ng Sanggana at Sangganata. In sa gorddion ai'r dan callaid ai'i carrillaid	+544	
Change in net worth Items	14 part Jan. 1	owners Dec. 31	ug 3.4 agus ug	+5444	
		-owners Dec. 31		+544	
Items	Jan. l	-owners Dec. 31		+5444	
Items Total acres in farm	Jan. 1 345	-owners Dec. 31		+5444	
Items Total acres in farm Acres owned Acres rented	Jan. 1 345 199	\$		+5444	
Items Total acres in farm Acres owned	Jan. 1 345 199 146	Dec. 31		+544	
Items Total acres in farm Acres owned Acres rented Total farm capital	Jan. 1 345 199 146 \$67055 5994	Dec. 31 \$73198		+544)	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds	Jan. 1 345 199 146 \$67055	Dec. 31 \$73198 6016		+5444	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value	Jan. 1 345 199 146 \$67055 5994 2856	Dec. 31 \$73198 6016 3179	each o general, he committee, and a providers and discussion of the Committee of the Commit	+5444	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations	Jan. 1 345 199 146 \$67055 5994 2856 714	\$73198 \$73198 6016 3179 705		+5444	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906	\$73198 \$73198 6016 3179 705 1602 964	each capen as two common and common and are confident as a first section as a common and a commo	+5444	
Items Fotal acres in farm Acres owned Acres rented Fotal farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916	\$73198 \$73198 6016 3179 705 1602	each community of the c	+544	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank Household furnishings and clothing	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916 3502	\$73198 \$73198 6016 3179 705 1602 964 3005	and commission of the commissi	+544)	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank Household furnishings and clothing Personal share of auto and truck	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916 3502 725	Dec. 31 \$73198 6016 3179 705 1602 964 3005 3610 604		45444	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank Household furnishings and clothing Personal share of auto and truck Farm dwelling	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916 3502 725 3472	\$73198 6016 3179 705 1602 964 3005 3610 604 3378		+5444	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank Household furnishings and clothing Personal share of auto and truck Farm dwelling Total non-farm assets	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916 3502 725 3472 22567	\$73198 6016 3179 705 1602 964 3005 3610 604 3378 23063		+5444	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank Household furnishings and clothing Personal share of auto and truck Farm dwelling Total non-farm assets	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916 3502 725 3472 22567 89622	\$73198 6016 3179 705 1602 964 3005 3610 604 3378		+544h	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank Household furnishings and clothing Personal share of auto and truck Farm dwelling Total non-farm assets Total assets Mortgages on farm operated	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916 3502 725 3472 22567 89622 17825	\$73198 6016 3179 705 1602 964 3005 3610 604 3378 23063 96261 16990		+544	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank Household furnishings and clothing Personal share of auto and truck Farm dwelling Total non-farm assets Total assets Mortgages on farm operated Mortgages on other real estate	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916 3502 725 3472 22567 89622 17825 354	\$73198 6016 3179 705 1602 964 3005 3610 604 3378 23063 96261 16990 354		+544	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank Household furnishings and clothing Personal share of auto and truck Farm dwelling Total non-farm assets Total assets Mortgages on other real estate Chattel mortgages	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916 3502 725 3472 22567 89622 17825 354 7814	Dec. 31 \$73198 6016 3179 705 1602 964 3005 3610 604 3378 23063 96261 16990 354 6955		+544h	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank Household furnishings and clothing Personal share of auto and truck Farm dwelling Total non-farm assets Total assets Mortgages on farm operated Mortgages on other real estate Chattel mortgages Notes payable	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916 3502 725 3472 22567 89622 17825 354 7814 8321	\$73198 6016 3179 705 1602 964 3005 3610 604 3378 23063 96261 16990 354 6955 9243		+5444	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank Household furnishings and clothing Personal share of auto and truck Farm dwelling Total non-farm assets Total assets Mortgages on farm operated Mortgages on other real estate Chattel mortgages Notes payable Accounts payable	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916 3502 725 3472 22567 89622 17825 354 7814 8321 749	\$73198 \$73198 6016 3179 705 1602 964 3005 3610 604 3378 23063 96261 16990 354 6955 9243 735		4-5444d	
Items Total acres in farm Acres owned Acres rented Total farm capital Stocks and bonds Life insurance cash value Notes and accounts receivable Shares in marketing organizations Outside real estate Cash on hand and in bank Household furnishings and clothing Personal share of auto and truck Farm dwelling Total non-farm assets Total assets Mortgages on farm operated Mortgages on other real estate Chattel mortgages Notes payable	Jan. 1 345 199 146 \$67055 5994 2856 714 1482 906 2916 3502 725 3472 22567 89622 17825 354 7814 8321	\$73198 6016 3179 705 1602 964 3005 3610 604 3378 23063 96261 16990 354 6955 9243		+5444	

Table 5. Summary of Farm Earnings by Tenure, 1966 (Operator's Share)

Thems		Your	36	22 part
PARM EXCELTES \$ \$2607 \$3997	Items			-
Dairy products sold Seou 12660 Seou 12660 Seou 12660 Seou Seo			VIVE OF CHEST	W141020
Bairy products sold 9804 12860 1538 1538 1588 1698 sold 3666 5496	Dairy cattle sold	\$	\$2607	\$3997
Beef cattle sold (including feeders) 1538 1688 1689 168	Dairy products sold	* emischenichtendrützbehanntenssch		
Hogs sold Sheep and wool sold (including feeders)	Beef cattle sold (including feeders)	MACES TO AMBRICAL STREET, SAN COLOR STREET, CASTON	•	
Sheep and wool sold (including feeders)	Hogs sold	CONCENSION OF THE PROPERTY OF		
Horses sold	Sheep and wool sold (including feeders)	ORTHODORES WITH SECTION AND SECTION AND SECTION ASSESSMENT		-
Poultry sold (including turkeys)		#doc/##ccon/Controde/Cuty/Concordage/Collegic		
Eggs sold	Poultry sold (including turkeys)	Marie - conflict and the conflict of principle results		46
Soybeans sold Soybeans sol		Management and Description of the Control of the Co		
Soybeans sold Say 3367 Small grain sold 221 391 Other crops sold 1949 2553 Machinery and equipment sold 1949 2553 Machinery and equipment sold 1949 2553 Machinery and equipment sold 1949 2553 Machinery and equipment sold 1949 2553 Machinery and equipment sold 1947 706 Miscellaneous farm income 414 643 (1) Total farm sales 29921 35299 (2) Increase in farm capital 3969 6491 (3) Family living from the farm 315 307 (4) Total farm receipts (1)+(2)+(3) 34205 42097 FARM EXPENSES 34205 42097 FARM EXPENSES 34205 42097 FARM EXPENSES 34405 42097 FARM EXPENSES 1069 655 Hogs bought 1069 655 Hogs bought 384 89 Sheep fought (including feeders) 1069 655 Horses bought (including feeders) 5		www.day.augucco-level.com/augusco-level.com/augusco-		
Small grain sold 221 391 1949 2531 Machinery and equipment sold 217 236 10come from work off the farm 517 708 1144 643 643 1157 115	Soybeans sold	Addition and product association of transcent means		
Other crops sold 1949 2553 Machinery and equipment sold 217 236 Income from work off the farm 517 708 Miscellaneous farm income 414 643 (1) Total farm sales \$29921 35299 (2) Increase in farm capital 3969 6491 (3) Family living from the farm 315 307 (4) Total farm receipts (1)+(2)+(3) \$34205 42097 PARM EXPENSES 34205 42097 PARM EXPENSES 1069 655 Beef cattle bought (including feeders) 1069 655 Hogs bought 384 38 Beef cattle bought (including feeders) 1069 655 Hogs bought (including turkeys) 250 142 Miscellaneous livestock expense 765 965 Feed bought 1 - Feed bought 14726 4576 Fertilizers bought 14726 4576 Feet bought 14726 4576 Fertilizers bought 14726		CHARLES AND CHARLES AND COMMUNICATION CO.		
Machinery and equipment sold 217 226 Income from work off the farm 517 708 Miscellaneous farm income 414 643 (1) Total farm sales \$29921 35299 (2) Increase in farm capital 3969 6491 (3) Family living from the farm 315 307 (4) Total farm receipts (1)+(2)+(3) \$34205 42097 FARM EXPENSES 8 34205 42097 Dairy cattle bought \$165 \$289 Beef cattle bought (including feeders) 1069 655 Bogs bought (including feeders) 5 8 Horses bought 11 - Foultry bought (including turkeys) 250 142 Miscellaneous livestock expense 765 965 Feed bought 14726 4576 Ferd bought 14726 4576 Fertilizers bought 14726 4576 Fertilizers bought 14726 4576 Fertilizers bought (farm share) 972 1198 Gas, oil and g		ENTERON DE LA CONTRACTION DEL CONTRACTION DE LA		
Income from work off the farm 517 708 Miscellaneous farm income 414 643 (1) Total farm sales 29921 35299 (2) Increase in farm capital 3969 6491 (3) Family living from the farm 315 307 (4) Total farm receipts (1)+(2)+(3) 34205 42097 FARM EMPENSES 34205 42097 FARM EMPENSES 34205 42097 FARM EMPENSES 34205 42097 Farm Emperses 1069 655 Hogs bought (including feeders) 1069 655 Hogs bought (including feeders) 1069 655 Hogs bought (including feeders) 5 8 Horses bought 1		**************************************		
Miscellaneous farm income 414 643 (1) Total farm sales \$ 29921 35299 (2) Increase in farm capital 3969 6491 (3) Family living from the farm 315 307 (4) Total farm receipts (1)+(2)+(3) \$ 34205 42097 FARM EXPENSES Bairy cattle bought \$ 165 \$ 289 Beef cattle bought (including feeders) 1069 655 Hogs bought 384 89 Sheep bought (including feeders) 5 8 Horses bought 1 - Poultry bought (including turkeys) 250 142 Miscellaneous livestock expense 765 965 Feed bought 4726 4576 Fertildzers bought 1475 2109 Other crop expenses 1330 1799 Custom work hired 972 1193 Repair and upkeep power and crop machinery 1173 1312 Repair and upkeep power and crop machinery 1173 1312 Repair and upkeep power and crop machinery 203 21		SHIP CONTRACTOR SHOWS TO SHIP CONTRACTOR SHIP	•	
(1) Total farm sales (2) Increase in farm capital (3) Family living from the farm (3) Family living (4) Total farm receipts (1)+(2)+(3) (4) Total farm receipts (1)+(3)+(3)+(3)+(3)+(3)+(3)+(3)+(3)+(3)+(3		CONTROL NAME OF THE PERSON OF		
(2) Increase in farm capital (3) Family living from the farm (4) Total farm receipts (1)+(2)+(3) FARM EXPENSES Dairy cattle bought Beef cattle bought (including feeders) Horses bought Sheep bought (including feeders) Horses bought Sheep bought (including turkeys) Horses bought Siscellaneous livestock expense Feed bought Gas, oil and grease bought (farm share) Repair and upkeep power and crop machinery Repair and upkeep real estate Repair and upkeep real estate Repair and upkeep livestock equipment Mages of hired labor Real estate and personal property taxes Cash rent General farm expense Liters bough Total cash operating expense Crop and power machinery Repair and expense Siscellaneous livestock equipment Size Cash rent General farm expense Liters baid Crop and power machinery bought Crop and power machinery Size Cash rent General farm expense Liters baid Crop and power machinery bought Livestock equipment bought Farm purchases Size Conditions Size Condition		\$	CHECK AND ADDRESS OF THE PARTY	MARKET COMPANY
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(12) Return to capital & lamily labor $(7)+(8)+(11)$ \$ 11217 12188		\$		
	(12) neturn to capital & lamity labor $(7)+(8)+(11)$		11217	T5T88

Table 6. Household and Personal Expenses for Those Farms Which Kept Complete Accounts of These Expenses, 1966

Items	Your farm	Average of 63 farms	13 high in return to cap. and fam. labor	13 low in return to cap and fam. labor
Number of persons - family	watchwarenymennomocaleado	5.0	5.5	4.2
Number of adult equivalent - family other*	Antiglication of the section of the	4.2 .2	4.6 .2	3.5 .2
EXPENSES				
Food and meals bought Operating and supplies Furnishings and equipment Clothing and clothing materials Personal care and spending Education Recreation Gifts and special events Medical and hospital expenses Church and welfare Personal share of auto expense Upkeep on dwelling Pers. share of tel. & elec. expense		\$1316 400 428 493 127 382 107 218 677 274 216 74 160	\$1488 538 801 558 192 483 214 405 792 514 270 75 164	\$1207 385 174 334 121 245 46 126 526 159 199 66 138
Total cash living expense Personal share of new autos New dwelling Taxes Life insurance Other savings and investments		4872 217 108 648 514 1078	6494 538 342 1948 648 <u>2764</u>	3726 163 76 244 355 193
Total household and pers. cash expense	\$	7437	12734	4757
Family living from the farm	www.commonweacommon	334	314	291
Total cash expenses and perquisites	\$	7771	13048	5048
RECEIPTS				
Return to capital and family labor Income from outside investments Other personal income	PROCESSIONAL COMMENTANCES ***NOCIONAL COMME	\$12230 308 373	\$22169 626 415	\$5035 199 422

^{*} Hired help or others boarded.

Table 7. Family Living from the Farm, 1966

Items	Your farm	Average of 147 farms	Your farm	Average of 147 farms
No. of adult equivalents: Family Other*	ontegened A 20 mil En C 20 mil	4.0 .l		
Whole milk Cream Cattle Hogs Sheep Poultry Eggs		1195 qts 5 pts 747 lbs 216 lbs 2 lbs 32 lbs 54 doz		\$ 98 1 152 47 6 17

^{*} Hired help or others boarded.

CUMULATIVE EFFECT OF EXCELLING IN A NUMBER OF MANAGEMENT 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) choice of 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 8. The farmer's earnings are determined to a considerable extent by his accomplishments in these seven factors.

Table 8. Relation of Labor Earnings to the Number of Factors in Which the Farmer Excels

Number of factors in which farmer excels	No. of farms	Your farm	The length of the shaded lines is in proportion to the average operator's labor earnings	Average labor earnings
0 or 1 2 3 4 5	17 26 38 35 16	eactiff or constative appendictions and eactiff or constative appendictions and eactiff of eactiff	XXXXXXXXX XXXXXXXXXXXXXXXX XXXXXXXXXX	\$4809 8599 8637 9268 13067 17749

The array in Table 8 indicates that it will be worth while for each cooperator to study carefully his ranking on pages 10 and 11, and learn his standing in respect to each of the above factors and the elements of strength and weakness in his farm business.

Pond, G.A. and Nodland, T.R., "Some Factors Affecting Earnings of Farmers in Southeastern Minnesota, 1950-1959." University of Minnesota Department of Agricultural Economics Report No. 261, December 1961.

Table 9. Measures of Farm Organization and Management Efficiency, 1966

Measures used in chart on page 11	Your farm	Average of 147 farms	29 most profitable farms	29 least profitable farms
Labor earnings	\$	\$9750	\$19556	\$2657
Crop yields*		100	105	88
Percent till. land in high ret. crops*	**	58.9	63.1	54.4
Ret. for \$100 feed to prod. livestock*	**	100	109	89
Prod. livestock units per 100 acres***	*	38.5	52.6	32.8
Size of business - work units		57 7	809	453
Work units per worker		361	426	302
Power, mach., equip., & bldg. expense per work unit	\$	\$13.76	\$14.77	\$13.23
Items related to some of the above mean	sures:	- Malain Markalandigi in anga Pandalan 400 ki malah ya sara sa nasa manta sa na bi sa	об снихом том н. о э уменной отставра наврова той в 4 меня в официонализация сухонный и	
Index of return for \$100 feed from: Dairy cattle (see pages 16 and 17) Beef cattle - breed. herd (see p. 18) Beef cattle - feeders (see p. 18)		100 100 100	106 104 89	88
Hogs (see page 15) Sheep - farm flock (see page 19) Chickens (see page 20)		100 100 100	106 108	85 95 96
Number of animal units		78.5	124.8	54.9
Work units on crops Work units on productive livestock Other work units		120 426 31	176 614 19	87 349 17
Number of family workers Number of hired workers Total number of workers		1.3 .3 1.6	1.4 <u>.5</u> 1.9	1.3 .2 1.5
Power & crop mach. exp. per work unit Livestock equip. exp. per work unit Bldg. & fencing exp. per work unit	\$	\$9.76 .99 3.01	\$10.57 1.02 3.18	\$9.24 .85 3.14

^{*} Given as a percentage of the average.

^{**} Crops are marked in table 10 as A, B, C, and D. All of acres in A crops, one-half of acres in B crops, and one-fourth of acres in C crops are used in calculating percent of tillable land in high return crops.

^{***} An index weighted by the animal units of livestock.

^{****} Acres in timber not pastured, roads, waste and farmstead were not included.

Using your figures from page 10, locate your standing with respect to the various measures of farm organization and management efficiency. The average for the 147 farms included in the summary are located between the dotted lines across the center of the page.

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18800	F	130	77.0	130	68.0	880 =	540	8.00	
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17300		125	74.0	125	63.0	830	510	9.00	
15800		120	71.0	120	58.0	780	480	10.00	
14300		115	68.0	115	53.0	730	450	11.00	
12800		110	65.0	110	48.0	680	420	12.00	
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11300		105	62.0	105	43.0	630	390	13.00	
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Table 10. Distribution of Acres in Farm, 1966

Items	Crop ratings*	Number growing this crop	Your farm	Average of 147 farms	Ave. per farm raising each crop
Canning peas Wheat Oats for silage Oats for grain Barley Rye or flax Total small grains and peas	B C C D D	17 30 21 122 11 2 136	MACOUNT OF COUNTY OF COUNT	3.8 2.7 2.1 22.0 1.9 .2 32.7	32.7 13.2 15.0 26.5 25.2 28.0 35.4
Corn grain Soybeans for grain Sweet corn Corn silage Corn fodder Total cultivated crops	А В В В	146 84 14 102 1	MATERIA DE LA CONTRACTOR DE LA CONTRACTO	74.1 31.8 4.9 10.3 -	74.6 55.7 51.1 14.9 6.0 121.1
Alfalfa hay Other legume hay Other tame hay Annual hay Legume seed Total tillable land in hay	B C D D	137 3 2 14 2 138		36.8 .4 .2 .7 .1 38.2	39.4 19.7 11.3 7.7 10.0 40.6
Alfalfa pasture Other tillable pasture Total tillable land in pasture	B D	84 40 103	windschausglowick has gewindschaus. Mindschausglowich in Sichersauwerts Mindschausglowich in Sichersauwerts	12.3 2.6 14.9	21.5 9.4 21.2
Feed-grain program (diverted acres) Tillable land not cropped Total tillable land	B D	75 20 147	AND DEPOSITION OF THE PROPERTY	19.2, .8 226.9	37.5 5.9 226.9
Wild hay Non-tillable pasture Timber not pastured Roads and waste Farmstead Total acres in farm Percent land tillable Percent tillable land in high return	n crops	9 85 60		.5 19.2 8.7 9.7 7.8 272.8 83.4 58.9	8.6 33.4 21.2

^{*} A, B, C, and D refer to ranking used in calculating percent of tillable land in high return crops.

Table 11. Crop Yields per Acre, 1966

Items	Your farm	Average of farms growing each crop
Canning peas, dollars Wheat, bu. Oats for silage, tons	\$	\$59.50 27.7 9.7
Oats for grain, bu. Barley, bu. Corn grain, bu.		61.7 44.1 91.0
Soybeans, bu. Sweet corn, tons Corn silage, tons		26.4 5.5 15.0
Alfalfa hay, tons Other legume hay, tons Annual hay, tons		3.4 2.5 2.7
Feed-grain program, dollars	\$	\$58.10

Table 12. Average Price of Feeds, 1966

Items	Value	i Items	Value
Ear corn, per bu.	\$1.19	Alfalfa hay, per ton	\$21.00
Oats, per bu.	.66	Timothy, per ton	12.20
Barley, per bu.	1.02	Wild hay, per ton	10.50
Wheat, per bu.	1.65	Corn silage, per ton	7.30
Soybean meal, per cwt.	5.25	Pasture, per mo. per cow	3,00

TOTAL FEED COSTS AND RETURNS FROM YOUR LIVESTOCK ENTERPRISES

The total "return over feed costs" for each class of livestock is shown in table 13. 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 "per head," "per unit," or "per 100 pounds." 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 return and net increases shown on page 5. The value of milk consumed by calves is included in the total returns from dairy cows and in the total feed cost for other dairy cattle. The value of milk consumed by calves is not included in either the total returns or the feed cost for "all dairy" cattle. The return over feed is not a net return, but rather the amount available from the gross income, after paying the feed bill, to cover the outlay for hired labor, power, equipment, taxes, insurance, interest, and veterinary bills, and to provide a return for the use of family labor and capital.

Table 13. Total Feed Costs and Returns from Your Livestock Enterprises, 1966

		Dairy cattle		Beef breeding
Items	Cows	Other	All	herd
Total returns	\$	\$	\$	\$
Total feed cost	·	**************************************	email:http://www.eaghertchenchencs.com	which was the properties of th
Total return over feed	a-redu-value-reducing CARS2-Mice A Residence			Married Commission Commission of the Commission Commiss
Items	Feeder Cattle	Hogs	Farm Flock of Sheep	Chickens
Total returns	\$	\$	\$	\$
Total feed cost	West-vasorsopmonised-buckmuphatics	MINISTER STATE OF THE PROPERTY	. MERCED-MAN STRANGE AND	CONSTRUCTION OF THE PROPERTY O
Total return over feed	Commission to spin his Commission received Commission		MICCOMISS Invasionals argument production	RMMEDIALCE/MEXICHACION REPORTATION STATEMENTS

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 percent of the total costs of maintaining dairy cattle and poultry, 50 percent in the case of a farm flock of sheep, and 75 to 90 percent 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.

Table 14. Feed Costs and Returns from Hogs, 1966

			7l far	ms with breed 14 farms	ling stock	13 farms
Items	Your farm	Average of 84 farms	Average of 71 farms	highest in returns above feed	lowest in returns	with purchased
Feed per cwt. hogs produced, lbs.: Corn Small grain Commercial feeds Total concentrates		340 52 <u>73</u> 465	350 55 74 479	292 27 68 387	414 99 80 593	291 33 70 394
Feed cost per cwt. produced Net increase in value per cwt. produced Return above feed cost per cwt. prod.	\$	\$12.69 20.54 7.85	\$12.90 21.12 8.22	\$10.54 22.32 11.78	\$15.84 20.01 4.17	\$11.51 17.35 5.84
RETURNS FOR \$100 OF FEED	\$	\$167	\$169	\$214	\$128	\$159
Price received per cwt. sold	\$	\$23.06	\$22.97	\$23.44	\$22.35	\$23.62
Total number of litters raised Number of pigs born per litter Number of pigs weaned per litter		35.6 8.9 7.3	42.1 9.0 7.3	66.4 9.4 7.9	21.4 7.9 6.2	60 60 80
Number of feeder pigs purchased Total weight of feeders purchased Price paid per feeder pig		25 874 \$18 .7 5	4 128 \$17.66	- -	esse esse	143 4949 \$19.15
Founds of hogs produced	white head of the control of the con	64341	70968	117491	27619	28128

Table 15. Factors of Cost and Returns from Dairy Cows, 1966

Items	Your farm	Average of 109 farms	22 farms highest in butterfat per cow	22 farms lowest in butterfat per cow
Pounds of butterfat per cow Pounds of milk per cow* Percent of butterfat in milk		401 10729 3.8	501 13356 3.7	295 7585 3.9
Price received per pound BF sold (ϕ) Price received per cwt. milk sold*	\$	111.2 \$4.17	112.1 \$4.12	107.7 \$4.21
Feeds per cow, lbs.: Corn Small grain Commercial feeds		3124 757 1001	3932 1005 609	2701 584 501
Legume hay Other hay	CARTONIA CONTROL CONTR	5320 202	6014 183	3965 142
Total concentrates Total hay Silage		4882 5522 8771	5546 6197 9502	3786 4107 7989
Feed cost per cow: Concentrates Roughages Pasture TOTAL FEED COST	\$ \$	\$119.34 88.31 8.96 \$216.61	\$134.48 97.69 <u>7.26</u> \$239.43	\$ 94.76 71.31 10.54 \$176.61
Value of produce per cow: Dairy product sales Dairy produce used in home Milk fed to livestock Net increase in value of cows TOTAL VALUE PRODUCED	\$	\$434.93 4.60 3.87 3.22 \$446.62	\$537.21 4.11 4.41 16.20 \$561.93	\$308.10 4.67 4.43 64 \$316.56
RETURNS ABOVE FEED COST PER COW		\$230.01	\$322.50	\$139.95
RETURNS FOR \$100 OF FEED	\$	\$211	\$242	\$182
Feed cost per pound BF (cents)	Marco Malacona management (ministra	54.0	47.8	59.9
Number of cows**	ess and remarks (do common and applying)	31.5	34.6	28.3

^{*} Average for farms selling whole milk.

** All dairy cows which have at some time in the past freshened are included in the dairy herd, and affect the average number of cows used in computing this table. There is some variation in the number of months of dry period per cow; however, this variation is small for the majority of farms.

Table 16. Feed Costs and Returns from Other Dairy Cattle, 1966

Items	Your farm	Average of 109 farms	22 farms highest in butterfat per cow	22 farms lowest in butterfat per cow
Feed per head, lbs.: Concentrates Hay Silage Skim milk Whole milk		979 1959 2785 7 104	1100 1921 2861	987 1883 2950 34 172
TOTAL FEED COSTS PER HEAD	\$	\$64.53	\$66.97	\$64.74
Net increase in value of other dairy cattle	\$	\$103.37	\$122.98	\$92.90
RETURNS ABOVE FEED COST PER HEAD	\$	\$38.84	\$56.01	\$28.16
RETURNS FOR \$100 OF FEED	\$	\$172	\$194	\$148
Number of head of other dairy catt	le	39.7	49.6	26.9

Table 17. Feed Costs and Returns from All Dairy Cattle, 1966

Items	Your farm	Average of 109 farms	22 farms highest in butterfat per cow	22 farms lowest in butterfat per cow
Feed per cow, lbs.: Concentrates Hay Silage		6372 8092 12669	7611 9222 14754	5339 6215 11529
TOTAL FEED COSTS PER COW	\$	\$302.38	\$350.11	\$255.18
Value of produce per cow: Dairy products Net increase in value of dairy cattle TOTAL VALUE PRODUCED	\$ \$	\$439.54 146.37 \$585.91	\$541.32 225.56 \$766.88	\$312.77 118.71 \$431.48
RETURNS ABOVE FEED PER COW	\$	\$283.53	\$416.77	\$176.30
RETURNS PER \$100 OF FEED	\$	\$199	\$225	\$173

Table 18. Feed Costs and Returns from Beef Cattle, 1966

Items	Your farm	Average of all farms
Beef breeding herd: No. of farms:		8
Feed per animal units, lbs.: Concentrates Legume hay		731 3112
Other hay Silage		3844
Feed cost per animal unit: Concentrates Roughages Pasture TOTAL FEED COST	\$ \$	\$19.11 .46.74 21.14 \$86.99
TOTAL VALUE PRODUCED PER ANIMAL UNIT	\$	\$110.40
RETURNS ABOVE FEED COST PER ANIMAL UNIT	\$	\$23.41
RETURNS FOR \$100 OF FEED	\$	\$132
Pounds of beef produced Number of cows and herd bulls Number of other beef cattle Number of animal units in the herd		13751 31.7 30.2 34.4
Feeder cattle: No. of farms:		24
Feed per cwt. beef produced, lbs.: Corn Small grain Commercial feeds		603 23 52
Legume hay Other hay		348 7
Total concentrates Total hay and fodder Silage		678 355 812
Feed cost per cwt. beef produced: Concentrates Roughages Pasture TOTAL FEED COST	\$	\$16.18 6.66 <u>.31</u> \$23.15
NET INCREASE IN VALUE OF FEEDERS	Supplies Communication Control	24.18
RETURNS ABOVE FEED COST PER CWT. BEEF PRODUCED	\$	\$1.03
RETURNS FOR \$100 OF FEED	\$	\$110
Price paid per cwt. beef bought Price received for feeder cattle sold Number of animal units Pounds of beef produced		\$25.26 22.78 46.4 27082

Table 19. Feed Costs and Returns from a Farm Flock of Sheep, 1966

		Average
and the property of the control of t	Your	of 13
Items	farm	farms
Feeds per ewe, lbs.:*		
Concentrates		226
Legume hay		589
Other hay	ou vin va	20
Silage	· · · · · · · · · · · · · · · · · · ·	67
Feed cost per ewe:		
Concentrates	\$	\$5.65
Roughages		6.65
Pasture	And the second s	3.26
TOTAL FEED COSTS	S. Control Con	\$15.56
Value of produce per ewe:	and the second	
Wool	\$ <u></u>	\$7.19
Net increase in value of sheep		17.01
TOTAL VALUE PRODUCED	\$	\$24.20
RETURNS ABOVE FEED COST PER EWE	\$	\$8.64
RETURNS FOR \$100 OF FEED	\$	\$167
Price per cwt. of lambs sold		\$23.95
Price per pound of wool sold (cents)	Ψ	68 ₀ 1
Pounds of wool per sheep sheared	<u> </u>	9.5
Touride of wood por shoop brioteou	·	7.0
Percent lamb crop**		101
Percent death loss**	400m*100*100*100*	5.3
Pounds of sheep produced		3575
	enterprising promotion of SINE Contains	
Number of head of ewes	NAMES OF THE PARTY	42
	Committee of the Commit	

^{*} Includes feeds and returns from lambs.

^{**} Lambs which die during month of birth are not included.

Table 20. Feed Costs and Returns from Chickens, 1966*

Items	Your farm	Average of 25 farms	12 farms highest in return above feed	12 farms lowest in return above feed
Feed per hen, lbs.: Grain Commercial feeds Total concentrates		80 <u>38</u> 118	76 <u>34</u> 110	83 <u>41</u> 124
TOTAL FEED COST PER HEN	\$	\$3.71	\$3.52	\$3.84
Value of produce per hen: Eggs sold and used in house Net increase in value of chickens TOTAL VALUE PRODUCED RETURNS ABOVE FEED COST PER HEN	\$ \$	\$5.52 47 \$5.05 \$1.34	\$6.19 17 \$6.02 \$2.50	\$4.83 79 \$4.04 \$.20
RETURNS FOR \$100 OF FEED	\$	\$141	\$176	\$108
Price rec'd per dozen eggs sold (ϕ) Eggs laid per hen		33.1 198	33.9 219	32.4 179
Ave. number hens on farm during year Percent of hens that are pullets Percent death loss of hens		1239 70 7	2008 68 7	488 71 7
Number of chicks bought: Pullets Cockerels		966 39	1898 8	115 32
Number of pullet hens bought Number of old hens bought		394 8	409 -	358 17

^{*} Includes feeds and returns from laying flock and rearing flock.

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 average efficiency, or ten hours of work off the farm for pay. The number of work units for each class of livestock and each acre of crop are presented in Table 21.

Table 21. Number of Work Units for Each Class of Livestock and Each Acre of Crop

	Number of	iki digiranya sang sang baganggangganggangganggan sa Propinsion Sang Sang Sang Sang Abril (1984) sang Abril (19	Number of
Items	work units	Items	work units
Dairy cows	10.0 per cow	Small grain	.5 per acre
Other dairy cattle	3.5 per an. unit*	Sugar beets	1.5 per acre
Beef breeding herd	3.5 per an. unit*	Sweet corn	.7 per acre
Feeder cattle	.25 per 100 lbs.	Corn husked	.7 per acre
Sheep, farm flock	1.5 per an. unit*	Corn hogged	.4 per acre
Sheep, feeders	.3 per 100 lbs.	Corn shredded	1.5 per acre
Hogs	.2 per 100 lbs.	Corn silage	1.0 per acre
Turkeys	.5 per 100 lbs.	Corn fodder	1.0 per acre
Hens	20.0 per 100 hens	Alfalfa hay	.6 per acre
Canning peas	.5 per acre	Soybean hay	.8 per acre
Soybeans for grain	.5 per acre	Other hay crops	.4 per acre
	to the second	Labor off the farm	10.0 per \$12

^{*} Animal unit represents one dairy cow or bull, two other dairy cattle, $1\frac{1}{4}$ beef cows or bull, 1 feeder steer or heifer, 3 1/3 other beef cattle, 7 sheep, 14 lambs, $2\frac{1}{2}$ hogs, 5 pigs, 50 hens or 1,100 pounds of turkeys produced.

Table 22. Summary by Years

Items	Average 1928–29	Average 1930-34	Average 1935 <u>-</u> 39	Average 1940_44	Average 1945-49	Average 1950-54	Average 1955-59	Average 1960-64	1964	1965	1966	
Number of farms Acres in farm Crop acres in farm Farm inventory	148 170 116 \$24574	140 199 136 \$19851	149 218 147 \$20286	177 227 148 \$25912	169 223 148 \$31402	162 226 155 \$42663	165 235 162 \$49342	158 256 178 \$60988	155 264 186 \$66076	149 269 188 \$68438	147 273 192 \$74331	
Farm earnings FARM EXPENSES Cattle bought Hogs bought Sheep bought Poultry bought	\$ 141 85 6 37	\$ 83 52 14 41	\$ 213 72 94 80	\$ 441 154 64 142	\$ 485 194 64 176	\$ 902 202 35 154	\$1148 258 143 124	\$1450 386 88 154	\$1069 298 30 176	\$ 852 383 4 102	\$1158 377 5 186	
Horses bought Misc. livestock expense Misc. crop expense Feed bought	36 66 186 440	33 64 160 313	43 94 222 535	32 124 301 1273	14 228 701 1954	6 359 1010 2241	6 530 1528 2747	2 731 2011 3735	778 2569 3887	2 807 2851 3957	1 855 3452 4812	ı
Custom work hired Power, mach.& equip. (new & upkeep) Buildings (new) Buildings (upkeep)	661 130 52	- 498 81 32	907 245 79	165 1253 331 188	401 2687 778 323	552 3609 983 368	745 4261 982 320	857 4764 1229 344	951 5217 1492 315	962 5761 1475 378	1083 7279 1256 428	22
Hired labor Taxes and insurance General farm expense*	272 298 30	243 313 28	398 281 <u>35</u>	585 303 52	849 449 23	857 736 136	878 1001 176	922 1497 213	972 1683 236	997 1742 243	1079 1611 506	
Total farm purchases Decrease in farm capital Board to hired labor Interest on farm capital Unpaid family labor	\$2440 102 1228 358	\$1955 230 87 992 261	\$3298 - 145 1014 239	\$5408 158 1296 326	\$9396 174 1570 511	\$12150 166 2133 496	\$14847 134 2467 540	\$18383 101 3049 629	\$19676 274 101 3304 705	\$20516 84 3422 836	\$24088 71 3717 836	
Total farm expense	\$4128	\$3525	\$4696	\$7188	\$11651	\$14945	\$17988	\$22162	\$24060	\$24858	\$28712	

^{*} Insurance included with general farm expense.

Table 22. Summary by Years (continued)

						•	,				
Items	Average 1928-29	Average 1930-34	Average 1935-39	Average	Average 1945-49	Average	Average 1955-59	Average 1960-64	1964	1965	1966
FARM RECEIPTS			the second se		and the second s		and the state of t				
Cattle	\$ 753	\$ 431	\$ 713	\$1335	\$2022	\$2981	\$3532	\$4749	\$4803	\$4669	\$4894
Dairy products	1662	1188	1451	2138	4080	4702	6032	8105	9370	9582	10455
Hogs	1164	793	1074	2517	3598	4253	4653	5961	5745	6360	8568
Sheep and wool	52	60	200	186	232	171	272	222	181	89	.98
Poultry	140	166	381	629	672	354	212	88	64	135	181
Eggs	275	243	372	751	1319	1297	1075	1015	1141	901	1316
Horses	30	27	55	34	20	14	8	4	6	ĺ	5
Corn	37	62	153	121	33 <i>5</i>	7 66	1926	1594	1778	1649	1926
Small grain	241	177	357	278	659	495	481	624	531	446	371
Other crops	163	155	174	455	819	853	1334	2181	3107	3421	3932
Income from labor off farm	102	118	168	141	178	182	269	239	325	343	362
Miscellaneous	134	212	<u>477</u>	<u>536</u>	<u>528</u>	684	<u>729</u>	882	1135	1005	1027
Total farm sales	\$4753	\$3632	\$5575	\$9121	\$14462	\$16752	\$20523	\$25664	\$28186	\$28601	\$33135
Increase in farm capital	617		524	921	1411	1905	941	601		3604	5006
Family living from farm	325	232	273	<u>566</u>	<u>715</u>	620	<u>304</u>	307	298	293	321 &
Total farm receipts	\$5695	\$3864	\$6372	\$10608	\$16588	\$19277	\$21768	\$26572	\$28484	\$32498	\$ 38462
Total farm expenses	4128	3525	4696	7188	11651	14945	17988	22162	24060	24858	28712
Labor earnings	1567	339	1676	3420	4937	4332	3780	4410	4424	7640	9750
MISCELLANEOUS ITEMS		**************************************	a night hid a Cambaga balan mar mi Cab an sangungg an paga na								
Yield per acre: Corn (bu.)	44.8	43.4	47.2	בב מ	47.6	ro 0	ד כת	no li	62.0	70.7	03.0
Barley (bu.)	36.0	26.2	28.7	55.7 24.8	30.8	59.8	73.1 41.4	72.4 44.9	63.9	72.1	91.0 44.1
Oats (bu.)	46.0	40.0	43.4	24.0 44.2	48.2	29.1 32.8		•	47.9	54.9	
Alfalfa (tons)	3.0	2.3	2.3	2.4	2.3	-	58.3	58.3	61.3	69.7	61.7
						2.7	2.9	3.0	2.7	2.7	3.4
Percent high return crops	31.9	35.8	41.0	43.3	50.9	62.8	62.7	60.1	59.1	58.6	58.9
Animal units lystk. per 100 A	19.2	20.6	19.3	24.5	22.8	28.9	33.7	36.4	36.3	33.3	38.5
Number of work units	599	747	777	670	601	535	486	548	593	561	577
Work units per worker	310	338	341	305	300	284	274	318	349	330	361
Expense per work unit	\$1.76	\$1.26	\$1.37	\$2.35	\$4.69	\$8.18	\$10.81	\$11.61	\$10.94	\$12.94	\$13.76
Number of milk cows	14.2	17.8	17.8	17.6	17.0	17.7	19.8	22.2	24.5	24.0	23.4

Table 22. Summary by Years (Concluded)

	Average	Average	Average	Average	Average	Average	Average	Average	1964	1965	1966	
Items (C. /)	1928- 2 9	1930-34	1935-39	1940-44	1945-49	1920-24	1955-59	1960-64	1904	1905	1900	, ma
MISCELLANEOUS ITEMS (Cont)	0.3	10.8	0.5	14.4	11.7	13.5	17.3	19.4	17.8	17.2	20.5	
No. of litters of pigs	9.3		9.5	21586	18505	17579	28272	36619	37318	30933	36834	
Pounds of hogs produced	12706	15153	13438	1534	813	2118	3529	5573	4947	3955	4469	
Pounds of feeder cattle prod.	*	*	*	10	7	7	5 5)) () [4	4	4	4	
Number of head of ewes	136	169	182	222	235	219	ر 209	197	231	191	218	
Number of hens	244	240	238	252	278	308	342	375	403	415	401	
Pounds of BF per dairy cow	6.3	6.1	6.4	6.2	6.5	6.7	6.9	7.1	7.3	7.5	7.3	
Pigs weaned per litter Number of eggs laid per hen	95	114	131	145	177	194	203	205	207	186	198	
	,,,				_,,,		_	-	•			
PRICE RECEIVED PER: Cwt. of milk	*	*	*	*	*	*	*	\$3.48	\$3.46	\$3.58	\$4.17	
Pound BF as cream	\$.52	\$.28	\$.34	\$.47	\$.80	\$.75	\$.66	Ψ, 10	φ υ	42 - 2	Ψ.τ;	
Cwt. hogs sold	8.92	4.98	8,26	10.93	19.36	19.54	15.99	15.55	14.69	20.32	23.06	
Cwt. feeder cattle sold	*	*	*	11.55	20.56	26.22	21.19	22.61	19.96	21.67	25.26	
Pound wool sold	.36	.16	.25	•39	.43	.58	.50	.62	.64	.58	.68	
Dozen eggs sold	.28	.16	.19	.27	•39	.37	.31	.28	.27	.26	•33	ı
			ŕ	·				×				1,
RETURN ABOVE FEED COST PER:	476 FA	\$28.15	\$49.95	\$ 129°	מי ואד	\$7.56 86	\$162.86	\$183.05	לו וסו	\$100 71	\$230.01	•
Dairy cow	\$76.50 1.50	φ20.13 .48	2.98	3.93	6.09	6.47	4.62	4.57	4.09	12.13	7.85	
Cwt. hogs produced	1.50	• +O	~•70 *	6.97	11.16	9.47	6.18	5.40	7.35	8.85	8.64	
Ewe	1.82	.99	1.12	1.82	2.11	1.60	1.39	1.27	1.15	•39	1.34	
Hen Cwt. feeder cattle prod.	±.∪2 *	。フフ *	±•±∠ *	2.98	6.40	7.37	4.76	1.78	16	7.06	1.03	
· · · · · · · · · · · · · · · · · · ·				20,0	•	1 4 2 1			·	·		
FEED COST PER:	\$60 F0	ታ ከጥ ኃላ	фыы 03	ተረጋ ገጋ	ΦΤ 02 00	ליווים בח	<u>ቀ</u> ገ <i>ከሚ</i>	\$169.62	מכ מגוש	\$200 TO	\$216 61	
Dairy cow	\$69.50	\$47.30 4.21	\$44.93 5.10	7.52	13.23	12.95	10.65	10.65	10.18	11.39	12.69	
Cwt. hogs produced	7.66	4 ∘∠⊥ *	* 0.T0		8,07	10.73	11.17	13.46	12.98	16.00	15.56	
Ewe	1.62			7.92 2.38	4.39	4.76	3.78	3.28	3.0%		3.71	
Hen	1.02	1.13	1.57	11.80	23.08	19.46	18.83	19.10	18.97	20.44	23.15	
Cwt. feeder cattle prod.	7.	4		TT . 00	2):00	17.40	1000	1,701.0	10.7	2011	~ / 6 - /	
PRICE OF FEED:							<u> </u>		47.04	42.20	47.70	
Corn (per bu.)	\$.70	\$.45	\$.59	\$.71	\$1.29	\$1.31	\$1.11	\$.99	\$1.06	\$1.13	\$1.19	
Barley (per bu.)	.60	.42	.49	۰59	1.31	1.16	.92	• 91	.90	.98	1.02	
Oats (per bu.)	.48	.26	.28	.46	•75	.74	•59	.61	-63	.63	.66	
Oilmeal (per cwt.)	3.00	1.96	2.12	2.30	3.84	4.19	3.73	4.36	4.60	4.60	5.25	
Alfalfa (per ton)	14.75	11.10	9.30	9.90	18.40	18.30	18.20	19.40	20.00	23.00	21.00	

^{*} Information not available.

Footnote for pages 22, 23 and 24.

The values of farm real estate in 1931 were reduced approximately 25 percent from 1928-30 values. The values in 1932 were reduced about 29 percent from the 1931 values. Only land was affected by the reduction in 1931, but in 1932 buildings and improvements were cut 25 percent. In 1936 the values of land were adjusted upward 10 percent. The value of dairy cows was also adjusted downward in 1932 and upward in 1936. The capital losses were not included in the inventory decreased in the financial statement but the changes in valuation resulted in variations in the interest charge. No changes in the basis of inventory valuations were made in the years 1933 to 1935 and 1937 to 1965.

The charges for unpaid family labor and board for hired labor were also changed from year to year. The rates for the period 1928 to 1966 are as follows:

Year	Unpaid family labor	Board for hired labor	Year	Unpaid family labor	Charge for 2nd operator	Board for hired labor
1928-30	\$60	\$20	1944	\$85	\$85	\$25
1931	40	15	1945	90	90	25
1932-34	30	10	1946	100	100	30
1935	40	15	1947-55	125	125	36
1936	43	18	1956-60	135	135	38
1937-40	45	18	1961-64	150	200	40
1941	50	20	1965	160	275	45
1942	60	25	1966	160	300	45
1943	75	25	•			

Several changes were made in the 1940 records. The value of the house, which had previously been omitted from the farm business, was included and a rental charge equal to 10 percent of the average value of the house was included with the farm perquisites. The standards used in the calculation of work units were changed in accordance with the new information made available. This latter change also affected the work units per worker and the factor of expense per work unit. The acres in protected woodlots, roads, waste, and farmstead were omitted from the acreage used in the calculation of amount of livestock per 100 acres. Several new livestock statements were added. Statements for beef breeding cattle, feeder cattle, and feeder sheep were also included.

The crop ratings used in calculating the percentage of the tillable land in high return crops were changed considerably in 1944 and 1957 and the animal unit equivalents were changed in 1951.

The standards used in the calculation of work units were changed in 1953. Also, the value of the house, which had been included in the investment of farm buildings since 1940, was omitted from all the records except the net worth statements.

These adjustments should be considered in comparing 1966 results with previous years.