1960
Annual Report
SOUTHWESTERN MINNESOTA
FARM MANAGEMENT SERVICE

University of Minnesota
Institute of Agriculture
and
United States Department of Agriculture
Agricultural Research Service
and the
County Extension Services of
10 Southwestern Minnesota Counties
and the
Southwestern Minnesota Farm Management Association
Cooperating

Report No. 259
Department of Agricultural Economics
Institute of Agriculture
St. Paul 1, Minnesota
June, 1961
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 southwestern Minnesota counties are cooperating with the Southwestern Minnesota Farm Management Association in maintaining a farm management service. The Association was organized in the fall of 1939 by farmers in that part of the state for the purpose of studying the farm business through farm records. 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.

1. Janet Otis, Bess Miller, Beatrice McDonald, Leo Wirth and Roger Anderson performed many of the calculations for 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 this service is handled by Harland Routhe. Gene Stevermer was the field agent for this project. At the end of the year Duane Erickson of the Department of Agricultural Economics and Harland Routhe and Kenneth Thomas of the Agricultural Extension Service, 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 1960.

**Southwestern Minnesota**

<table>
<thead>
<tr>
<th>County</th>
<th>No. of records</th>
<th>Association officers</th>
<th>County Agricultural Extension Agent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cottonwood</td>
<td>13</td>
<td>Jan Wassenaar, Director</td>
<td>Herman Vossen</td>
</tr>
<tr>
<td>Faribault</td>
<td>16</td>
<td>Lester Coy, Director</td>
<td>James V. Johnson</td>
</tr>
<tr>
<td>Jackson</td>
<td>21</td>
<td>Harry Marks, Director</td>
<td>Ray Palmby</td>
</tr>
<tr>
<td>Martin</td>
<td>6</td>
<td>Arnold Hussong, Director</td>
<td>Floyd Bellin</td>
</tr>
<tr>
<td>Murray</td>
<td>16</td>
<td>George Russell, Director</td>
<td>Reuben Boxrud</td>
</tr>
<tr>
<td>Nobles</td>
<td>32</td>
<td>John Worthly, Director</td>
<td>Ross Huntsinger</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Michael Thompson, Director</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Clarence Wass, President</td>
<td></td>
</tr>
<tr>
<td>Pipestone</td>
<td>5</td>
<td>Kenneth Butman, Director</td>
<td>Clem Chase</td>
</tr>
<tr>
<td>Redwood</td>
<td>22</td>
<td>William Behrends, Vice. Pres.</td>
<td>Ernest Johnson</td>
</tr>
<tr>
<td>Rock</td>
<td>1</td>
<td>Bernard Fultz, Director</td>
<td>Gregory Leuhr</td>
</tr>
<tr>
<td>Watonwan</td>
<td>7</td>
<td>Clayton Johnson, Director</td>
<td>John Ankeny</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>139</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

The data for 121 farms are shown in the tables on succeeding pages. Eighteen farms were omitted from all of the averages in the tables because the records were not sufficiently complete for a full analysis.

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 variation occurs 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, 1960*

<table>
<thead>
<tr>
<th>Items</th>
<th>Your farm</th>
<th>Average of 121 farms</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Jan. 1</td>
<td>Dec. 31</td>
</tr>
<tr>
<td></td>
<td>Jan. 1</td>
<td>Dec. 31</td>
</tr>
<tr>
<td>Size of farm (acres)</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>320</td>
<td>511</td>
</tr>
<tr>
<td>Size of business (work units)**</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dairy cows</td>
<td>$896</td>
<td>$1093</td>
</tr>
<tr>
<td>Other dairy cattle</td>
<td>665</td>
<td>676</td>
</tr>
<tr>
<td>Beef cattle (incl. feeders)</td>
<td>12597</td>
<td>12417</td>
</tr>
<tr>
<td>Hogs</td>
<td>1992</td>
<td>2887</td>
</tr>
<tr>
<td>Sheep (incl. feeders)</td>
<td>230</td>
<td>193</td>
</tr>
<tr>
<td>Poultry (incl. turkeys)</td>
<td>250</td>
<td>267</td>
</tr>
<tr>
<td>Productive livestock (total)</td>
<td>$16730</td>
<td>$17533</td>
</tr>
<tr>
<td>Horses</td>
<td>32</td>
<td>26</td>
</tr>
<tr>
<td>Crop, seed and feed</td>
<td>8148</td>
<td>9918</td>
</tr>
<tr>
<td>Auto (farm share)</td>
<td>1464</td>
<td>1216</td>
</tr>
<tr>
<td>Tractors</td>
<td>2725</td>
<td>2488</td>
</tr>
<tr>
<td>Crop and general machinery</td>
<td>4887</td>
<td>4918</td>
</tr>
<tr>
<td>Livestock equipment and supplies</td>
<td>1372</td>
<td>1421</td>
</tr>
<tr>
<td>Machinery and equipment (total)</td>
<td>$10148</td>
<td>$10103</td>
</tr>
<tr>
<td>Land</td>
<td>39803</td>
<td>39803</td>
</tr>
<tr>
<td>Buildings, fences, etc.</td>
<td>12812</td>
<td>12756</td>
</tr>
<tr>
<td>Total farm capital</td>
<td>$88003</td>
<td>$90139</td>
</tr>
</tbody>
</table>

24 most profitable farms

<table>
<thead>
<tr>
<th>Items</th>
<th>24 least profitable</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Jan. 1</td>
</tr>
<tr>
<td></td>
<td>Jan. 1</td>
</tr>
<tr>
<td>Size of farm (acres)</td>
<td>427</td>
</tr>
<tr>
<td>Size of business (work units)**</td>
<td>706</td>
</tr>
<tr>
<td>Dairy cows</td>
<td>$1078</td>
</tr>
<tr>
<td>Other dairy cattle</td>
<td>506</td>
</tr>
<tr>
<td>Beef cattle (incl. feeders)</td>
<td>17332</td>
</tr>
<tr>
<td>Hogs</td>
<td>2447</td>
</tr>
<tr>
<td>Sheep (incl. feeders)</td>
<td>2447</td>
</tr>
<tr>
<td>Poultry (incl. turkeys)</td>
<td>230</td>
</tr>
<tr>
<td>Productive livestock (total)</td>
<td>$21767</td>
</tr>
<tr>
<td>Horses</td>
<td>32</td>
</tr>
<tr>
<td>Crop, seed and feed</td>
<td>9362</td>
</tr>
<tr>
<td>Auto (farm share)</td>
<td>1141</td>
</tr>
<tr>
<td>Tractors</td>
<td>3503</td>
</tr>
<tr>
<td>Crop and general machinery</td>
<td>1595</td>
</tr>
<tr>
<td>Livestock equipment and supplies</td>
<td>1124</td>
</tr>
<tr>
<td>Machinery and equipment (total)</td>
<td>$12063</td>
</tr>
<tr>
<td>Land</td>
<td>50394</td>
</tr>
<tr>
<td>Buildings, fences, etc.</td>
<td>13616</td>
</tr>
<tr>
<td>Total farm capital</td>
<td>$107234</td>
</tr>
</tbody>
</table>

* 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), 1960

<table>
<thead>
<tr>
<th>Items</th>
<th>Average of 121 farms</th>
<th>24 most profitable farms</th>
<th>24 least profitable farms</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FARM RECEIPTS</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Dairy cattle</td>
<td>$593</td>
<td>$676</td>
<td>$1048</td>
</tr>
<tr>
<td>2. Dairy products</td>
<td>1761</td>
<td>2119</td>
<td>2105</td>
</tr>
<tr>
<td>3. Beef cattle (incl. feeders)</td>
<td>19601</td>
<td>29421</td>
<td>15491</td>
</tr>
<tr>
<td>4. Hogs</td>
<td>7251</td>
<td>9116</td>
<td>6175</td>
</tr>
<tr>
<td>5. Sheep and wool (incl. feeders)</td>
<td>305</td>
<td>261</td>
<td>163</td>
</tr>
<tr>
<td>6. Horses</td>
<td>10</td>
<td>3</td>
<td>6</td>
</tr>
<tr>
<td>7. Poultry (incl. turkeys)</td>
<td>672</td>
<td>1759</td>
<td>129</td>
</tr>
<tr>
<td>8. Eggs</td>
<td>1078</td>
<td>989</td>
<td>1611</td>
</tr>
<tr>
<td>9. Corn</td>
<td>2143</td>
<td>2983</td>
<td>3421</td>
</tr>
<tr>
<td>10. Small grain</td>
<td>1022</td>
<td>1279</td>
<td>909</td>
</tr>
<tr>
<td>11. Other crops</td>
<td>1816</td>
<td>2206</td>
<td>1747</td>
</tr>
<tr>
<td>12. Machinery &amp; equipment sold</td>
<td>289</td>
<td>256</td>
<td>405</td>
</tr>
<tr>
<td>13. Income from work off the farm</td>
<td>350</td>
<td>317</td>
<td>516</td>
</tr>
<tr>
<td>14. Miscellaneous</td>
<td>389</td>
<td>472</td>
<td>421</td>
</tr>
<tr>
<td>15. Total farm sales</td>
<td>$37580</td>
<td>$52160</td>
<td>$34475</td>
</tr>
<tr>
<td>16. Increase in farm capital</td>
<td>2136</td>
<td>9121</td>
<td>-</td>
</tr>
<tr>
<td>17. Family living from the farm</td>
<td>309</td>
<td>411</td>
<td>301</td>
</tr>
<tr>
<td>18. Total farm receipts</td>
<td>$40025</td>
<td>$61955</td>
<td>$31776</td>
</tr>
<tr>
<td><strong>FARM EXPENSES</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>19. Dairy cattle bought</td>
<td>$206</td>
<td>$155</td>
<td>$411</td>
</tr>
<tr>
<td>20. Beef cattle bought (incl. feeders)</td>
<td>10558</td>
<td>16273</td>
<td>9558</td>
</tr>
<tr>
<td>21. Hogs bought</td>
<td>635</td>
<td>271</td>
<td>1611</td>
</tr>
<tr>
<td>22. Sheep bought (incl. feeders)</td>
<td>54</td>
<td>16</td>
<td>172</td>
</tr>
<tr>
<td>23. Horses bought</td>
<td>3</td>
<td>9</td>
<td>6</td>
</tr>
<tr>
<td>24. Poultry bought (incl. turkeys)</td>
<td>212</td>
<td>372</td>
<td>206</td>
</tr>
<tr>
<td>25. Misc. livestock expenses</td>
<td>560</td>
<td>782</td>
<td>511</td>
</tr>
<tr>
<td>26. Feed bought</td>
<td>6250</td>
<td>9308</td>
<td>4940</td>
</tr>
<tr>
<td>27. Fertilizers</td>
<td>900</td>
<td>1376</td>
<td>797</td>
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<tr>
<td>28. Other crop expenses</td>
<td>1127</td>
<td>1554</td>
<td>1112</td>
</tr>
<tr>
<td>29. Custom work hired</td>
<td>827</td>
<td>1061</td>
<td>919</td>
</tr>
<tr>
<td>30. Gas, oil and grease (farm share)</td>
<td>1215</td>
<td>1388</td>
<td>1308</td>
</tr>
<tr>
<td>31. Repairs for tractors, trucks &amp; autos (farm share)</td>
<td>667</td>
<td>856</td>
<td>660</td>
</tr>
<tr>
<td>32. Repair and upkeep of farm real est.</td>
<td>311</td>
<td>441</td>
<td>280</td>
</tr>
<tr>
<td>33. Repair and upkeep of crop &amp; gen. mach.</td>
<td>469</td>
<td>554</td>
<td>510</td>
</tr>
<tr>
<td>34. Repair and upkeep of livestock equip.</td>
<td>1076</td>
<td>224</td>
<td>166</td>
</tr>
<tr>
<td>35. Wages of hired labor</td>
<td>1017</td>
<td>1715</td>
<td>935</td>
</tr>
<tr>
<td>36. Electricity expense</td>
<td>270</td>
<td>285</td>
<td>337</td>
</tr>
<tr>
<td>37. Pers. prop. and real est. taxes</td>
<td>1245</td>
<td>1555</td>
<td>1229</td>
</tr>
<tr>
<td>38. Telephone and general farm exp.</td>
<td>415</td>
<td>408</td>
<td>527</td>
</tr>
<tr>
<td>39. Total cash operating expense</td>
<td>$27117</td>
<td>$36683</td>
<td>$26311</td>
</tr>
<tr>
<td>40. Mechanical power bought (farm share)</td>
<td>173</td>
<td>459</td>
<td>698</td>
</tr>
<tr>
<td>41. Crop and general machinery bought</td>
<td>1131</td>
<td>1516</td>
<td>1091</td>
</tr>
<tr>
<td>42. Livestock equipment bought</td>
<td>364</td>
<td>439</td>
<td>453</td>
</tr>
<tr>
<td>43. New real estate improvements</td>
<td>828</td>
<td>1696</td>
<td>480</td>
</tr>
<tr>
<td>44. Total farm purchases</td>
<td>$29913</td>
<td>$2823</td>
<td>$29023</td>
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<tr>
<td>45. Decrease in farm capital</td>
<td>-</td>
<td>-</td>
<td>1808</td>
</tr>
<tr>
<td>46. Interest on farm capital</td>
<td>4454</td>
<td>5597</td>
<td>1212</td>
</tr>
<tr>
<td>47. Unpaid family labor</td>
<td>464</td>
<td>601</td>
<td>597</td>
</tr>
<tr>
<td>48. Board furnished hired labor</td>
<td>103</td>
<td>155</td>
<td>136</td>
</tr>
<tr>
<td>49. Total farm expenses</td>
<td>$34934</td>
<td>$49176</td>
<td>$35806</td>
</tr>
<tr>
<td>50. Labor earnings</td>
<td>5091</td>
<td>12819</td>
<td>-1030</td>
</tr>
</tbody>
</table>
Table 3. Summary of Farm Earnings (Enterprise Statement), 1960*

<table>
<thead>
<tr>
<th>Items</th>
<th>Your farm</th>
<th>Average of 121 profitable farms</th>
<th>21/2 most profitable farms</th>
<th>21/2 least profitable farms</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>RETURNS AND NET INCREASES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Dairy cows</td>
<td>$1773</td>
<td>$2142</td>
<td>$2081</td>
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</tr>
<tr>
<td>2. Other dairy cattle</td>
<td>631</td>
<td>866</td>
<td>739</td>
<td></td>
</tr>
<tr>
<td>3. Beef breeding herd</td>
<td>358</td>
<td>413</td>
<td>423</td>
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</tr>
<tr>
<td>4. Feeder cattle</td>
<td>8593</td>
<td>111379</td>
<td>4909</td>
<td></td>
</tr>
<tr>
<td>5. Hogs</td>
<td>7567</td>
<td>10988</td>
<td>5277</td>
<td></td>
</tr>
<tr>
<td>6. Sheep--farm flock</td>
<td>215</td>
<td>223</td>
<td>250</td>
<td></td>
</tr>
<tr>
<td>7. Sheep--feeders</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8. Turkeys</td>
<td>501</td>
<td>1138</td>
<td>264</td>
<td></td>
</tr>
<tr>
<td>9. Chickens</td>
<td></td>
<td>1098</td>
<td>1020</td>
<td>1637</td>
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<tr>
<td>10. All productive livestock</td>
<td>$20736</td>
<td>$31169</td>
<td>$13116</td>
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<tr>
<td>11. Value of feed fed to livestock</td>
<td>1348</td>
<td>18968</td>
<td>108311</td>
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<tr>
<td>12. Return over feed from livestock</td>
<td>$7285</td>
<td>$12501</td>
<td>$44682</td>
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</tr>
<tr>
<td>13. Crops, seed and feed</td>
<td>12200</td>
<td>18111</td>
<td>9550</td>
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<tr>
<td>14. Income from labor off the farm</td>
<td>184</td>
<td>135</td>
<td>264</td>
<td></td>
</tr>
<tr>
<td>15. Agricultural conservation payments</td>
<td>96</td>
<td>169</td>
<td>108</td>
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<tr>
<td>16. Miscellaneous</td>
<td>293</td>
<td>303</td>
<td>316</td>
<td></td>
</tr>
<tr>
<td>17. Total returns and net increases</td>
<td>$20058</td>
<td>$31519</td>
<td>$11720</td>
<td></td>
</tr>
<tr>
<td><strong>EXPENSES AND NET DECREASES</strong></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>18. Horses</td>
<td>$1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>19. Truck</td>
<td>337</td>
<td>289</td>
<td>518</td>
<td></td>
</tr>
<tr>
<td>20. Auto (farm share)</td>
<td>613</td>
<td>690</td>
<td>720</td>
<td></td>
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<tr>
<td>21. Tractor</td>
<td>1507</td>
<td>1811</td>
<td>1492</td>
<td></td>
</tr>
<tr>
<td>22. Electricity (farm share)</td>
<td>272</td>
<td>289</td>
<td>335</td>
<td></td>
</tr>
<tr>
<td>23. Hired power</td>
<td>358</td>
<td>414</td>
<td>445</td>
<td></td>
</tr>
<tr>
<td>24. Total power</td>
<td>$3088</td>
<td>$3196</td>
<td>$35141</td>
<td></td>
</tr>
<tr>
<td>25. Crop and general machinery</td>
<td>16118</td>
<td>1987</td>
<td>1836</td>
<td></td>
</tr>
<tr>
<td>26. Livestock equipment</td>
<td>487</td>
<td>545</td>
<td>568</td>
<td></td>
</tr>
<tr>
<td>27. Buildings, fencing and tiling</td>
<td>1211</td>
<td>1140</td>
<td>1331</td>
<td></td>
</tr>
<tr>
<td>28. Misc. productive livestock exp.</td>
<td>560</td>
<td>782</td>
<td>510</td>
<td></td>
</tr>
<tr>
<td>29. Labor</td>
<td>1859</td>
<td>2810</td>
<td>1993</td>
<td></td>
</tr>
<tr>
<td>30. Real estate taxes</td>
<td>975</td>
<td>1216</td>
<td>939</td>
<td></td>
</tr>
<tr>
<td>31. Personal property tax</td>
<td>270</td>
<td>339</td>
<td>290</td>
<td></td>
</tr>
<tr>
<td>32. Insurance</td>
<td>190</td>
<td>272</td>
<td>205</td>
<td></td>
</tr>
<tr>
<td>33. General farm expenses</td>
<td>225</td>
<td>216</td>
<td>322</td>
<td></td>
</tr>
<tr>
<td>34. Interest on farm capital</td>
<td>4194</td>
<td>5597</td>
<td>4212</td>
<td></td>
</tr>
<tr>
<td>35. Total expenses and net decreases</td>
<td>$14967</td>
<td>$18700</td>
<td>$15750</td>
<td></td>
</tr>
<tr>
<td>36. Labor earnings</td>
<td>$5091</td>
<td>$12819</td>
<td>$1030</td>
<td></td>
</tr>
</tbody>
</table>

* 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 li.
Table 4. Net Worth Statement for Those Farmers Who Kept a Complete Record of All Assets and Liabilities, 1960 (Operator's Share)

<table>
<thead>
<tr>
<th>Items</th>
<th>Your farm</th>
<th>15 Owners</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Jan. 1</td>
<td>Dec. 31</td>
</tr>
<tr>
<td>Total acres in farm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Owned</td>
<td>252</td>
<td></td>
</tr>
<tr>
<td>Rented</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total farm capital</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stocks and bonds</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Life insurance</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Notes and accounts receivable</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Shares in cooperative organizations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Outside real estate</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash on hand and in bank</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Household furnishings and clothing</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Personal share of auto</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Farm dwelling</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total non-farm assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Federal Land Bank mortgage</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other real estate mortgages</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Production Credit Association loans</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Farmers Home Adm. chattel loans</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sealed grain</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other chattel mortgages</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Notes payable</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total liabilities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Farmer's net worth</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Change in net worth</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Items</th>
<th>19 part-owners*</th>
<th>24 renters**</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Jan. 1</td>
<td>Dec. 31</td>
</tr>
<tr>
<td>Owned</td>
<td>192</td>
<td>-</td>
</tr>
<tr>
<td>Rented</td>
<td>177</td>
<td>276</td>
</tr>
<tr>
<td>Total farm capital</td>
<td>$68513</td>
<td>$73112</td>
</tr>
<tr>
<td>Stocks and bonds</td>
<td>7147</td>
<td>759</td>
</tr>
<tr>
<td>Life insurance</td>
<td>1794</td>
<td>1938</td>
</tr>
<tr>
<td>Notes and accounts receivable</td>
<td>109</td>
<td>72</td>
</tr>
<tr>
<td>Shares in cooperative organizations</td>
<td>776</td>
<td>915</td>
</tr>
<tr>
<td>Outside real estate</td>
<td>902</td>
<td>982</td>
</tr>
<tr>
<td>Cash on hand and in bank</td>
<td>995</td>
<td>1209</td>
</tr>
<tr>
<td>Household furnishings and clothing</td>
<td>2533</td>
<td>2561</td>
</tr>
<tr>
<td>Personal share of auto</td>
<td>600</td>
<td>501</td>
</tr>
<tr>
<td>Farm dwelling</td>
<td>6866</td>
<td>6633</td>
</tr>
<tr>
<td>Total non-farm assets</td>
<td>$15322</td>
<td>$15570</td>
</tr>
<tr>
<td>Total assets</td>
<td>$83835</td>
<td>$88682</td>
</tr>
<tr>
<td>Federal Land Bank mortgage</td>
<td>2862</td>
<td>2802</td>
</tr>
<tr>
<td>Other real estate mortgages</td>
<td>10683</td>
<td>11095</td>
</tr>
<tr>
<td>Production Credit Association loans</td>
<td>1686</td>
<td>2135</td>
</tr>
<tr>
<td>Farmers Home Adm. chattel loans</td>
<td>700</td>
<td>687</td>
</tr>
<tr>
<td>Sealed grain</td>
<td>548</td>
<td>672</td>
</tr>
<tr>
<td>Other chattel mortgages</td>
<td>4759</td>
<td>4754</td>
</tr>
<tr>
<td>Notes payable</td>
<td>9131</td>
<td>9321</td>
</tr>
<tr>
<td>Accounts payable</td>
<td>764</td>
<td>941</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>$31133</td>
<td>$32110</td>
</tr>
<tr>
<td>Farmer's net worth</td>
<td>$52702</td>
<td>$56272</td>
</tr>
<tr>
<td>Change in net worth</td>
<td>$+3570</td>
<td>$+3188</td>
</tr>
</tbody>
</table>

* 3 rented for cash, 9 cash and crop share, 6 crop share, and 1 livestock and crop share.
** 5 rented for cash, 13 cash and crop share, 1 crop share, 5 livestock and crop share.
Table 5. Summary of Farm Earnings by Tenure, 1960 (Operator's Share)

<table>
<thead>
<tr>
<th>Items</th>
<th>Your farm</th>
<th>15 owners</th>
<th>19 owners</th>
<th>24 renters</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>FARM RECEIPTS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dairy cattle</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dairy products</td>
<td>$273</td>
<td>$402</td>
<td>$457</td>
<td></td>
</tr>
<tr>
<td>Beef cattle (incl. feeders)</td>
<td>$1002</td>
<td>$1514</td>
<td>$1708</td>
<td></td>
</tr>
<tr>
<td>Hogs</td>
<td>$22889</td>
<td>$18269</td>
<td>$13602</td>
<td></td>
</tr>
<tr>
<td>Sheep and wool (incl. feeders)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Horses</td>
<td>$232</td>
<td>$562</td>
<td>$180</td>
<td></td>
</tr>
<tr>
<td>Poultry (incl. turkeys)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Eggs</td>
<td>$1435</td>
<td>$805</td>
<td>$567</td>
<td></td>
</tr>
<tr>
<td>Corn</td>
<td>$1292</td>
<td>$1815</td>
<td>$1019</td>
<td></td>
</tr>
<tr>
<td>Small grain</td>
<td>$901</td>
<td>$787</td>
<td>$432</td>
<td></td>
</tr>
<tr>
<td>Other crops</td>
<td>$582</td>
<td>$1807</td>
<td>$1310</td>
<td></td>
</tr>
<tr>
<td>Machinery and equipment sold</td>
<td>$215</td>
<td>$281</td>
<td>$286</td>
<td></td>
</tr>
<tr>
<td>Income from work off the farm</td>
<td>$306</td>
<td>$317</td>
<td>$152</td>
<td></td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$276</td>
<td>$333</td>
<td>$381</td>
<td></td>
</tr>
<tr>
<td><strong>(1) Total farm sales</strong></td>
<td>$39956</td>
<td>$35878</td>
<td>$27365</td>
<td></td>
</tr>
<tr>
<td><strong>(2) Increase in farm capital</strong></td>
<td>$3125</td>
<td>$4599</td>
<td>$1727</td>
<td></td>
</tr>
<tr>
<td><strong>(3) Family living from the farm</strong></td>
<td>$296</td>
<td>$310</td>
<td>$315</td>
<td></td>
</tr>
<tr>
<td><strong>(4) Total farm receipts (1)+(2)+(3)</strong></td>
<td>$43677</td>
<td>$40817</td>
<td>$32407</td>
<td></td>
</tr>
<tr>
<td><strong>FARM EXPENSES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dairy cattle bought</td>
<td>$16</td>
<td>$373</td>
<td>$80</td>
<td></td>
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<tr>
<td>Beef cattle bought (incl. feeders)</td>
<td>$15227</td>
<td>$9068</td>
<td>$7710</td>
<td></td>
</tr>
<tr>
<td>Hogs bought</td>
<td>$743</td>
<td>$704</td>
<td>$433</td>
<td></td>
</tr>
<tr>
<td>Sheep bought (incl. feeders)</td>
<td>$26</td>
<td>$64</td>
<td>$17</td>
<td></td>
</tr>
<tr>
<td>Horses bought</td>
<td>$14</td>
<td>$389</td>
<td>$59</td>
<td></td>
</tr>
<tr>
<td>Poultry (incl. turkeys)</td>
<td>$633</td>
<td>$619</td>
<td>$457</td>
<td></td>
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<tr>
<td>Miscellaneous livestock expense</td>
<td>$8158</td>
<td>$5902</td>
<td>$5230</td>
<td></td>
</tr>
<tr>
<td>Feed</td>
<td>$8518</td>
<td>$5923</td>
<td>$5230</td>
<td></td>
</tr>
<tr>
<td>Fertilizers</td>
<td>$887</td>
<td>$752</td>
<td>$788</td>
<td></td>
</tr>
<tr>
<td>Other crop expense</td>
<td>$951</td>
<td>$1087</td>
<td>$872</td>
<td></td>
</tr>
<tr>
<td>Custom work hired</td>
<td>$808</td>
<td>$954</td>
<td>$642</td>
<td></td>
</tr>
<tr>
<td>Gas, oil and grease</td>
<td>$1091</td>
<td>$1256</td>
<td>$1088</td>
<td></td>
</tr>
<tr>
<td>Rep. tractor, truck, auto (farm share)</td>
<td>$704</td>
<td>$705</td>
<td>$598</td>
<td></td>
</tr>
<tr>
<td>Rep. and upkeep of real estate</td>
<td>$343</td>
<td>$270</td>
<td>$71</td>
<td></td>
</tr>
<tr>
<td>Rep. and upkeep of crop and gen. mach.</td>
<td>$329</td>
<td>$445</td>
<td>$352</td>
<td></td>
</tr>
<tr>
<td>Rep. and upkeep of livestock equip.</td>
<td>$126</td>
<td>$222</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>Wages of hired labor</td>
<td>$981</td>
<td>$1233</td>
<td>$880</td>
<td></td>
</tr>
<tr>
<td>Electricity expense (farm share)</td>
<td>$269</td>
<td>$241</td>
<td>$224</td>
<td></td>
</tr>
<tr>
<td>Real estate and pers. prop. taxes</td>
<td>$1034</td>
<td>$781</td>
<td>$213</td>
<td></td>
</tr>
<tr>
<td>Cash rent</td>
<td>$128</td>
<td>$160</td>
<td>$263</td>
<td></td>
</tr>
<tr>
<td>General farm exp. and insurance</td>
<td>$1514</td>
<td>$1104</td>
<td>$459</td>
<td></td>
</tr>
<tr>
<td>Interest paid</td>
<td>$34111</td>
<td>$27121</td>
<td>$21632</td>
<td></td>
</tr>
<tr>
<td><strong>Total cash operating expense</strong></td>
<td>$34111</td>
<td>$27121</td>
<td>$21632</td>
<td></td>
</tr>
<tr>
<td>Mechanical power bought (farm share)</td>
<td>$115</td>
<td>$675</td>
<td>$719</td>
<td></td>
</tr>
<tr>
<td>Crop and general machinery bought</td>
<td>$871</td>
<td>$1278</td>
<td>$1183</td>
<td></td>
</tr>
<tr>
<td>Livestock equipment bought</td>
<td>$371</td>
<td>$161</td>
<td>$126</td>
<td></td>
</tr>
<tr>
<td>Real est. improvements &amp; farm purchases</td>
<td>$1564</td>
<td>$2868</td>
<td>$2564</td>
<td></td>
</tr>
<tr>
<td><strong>(5) Total farm purchases</strong></td>
<td>$37262</td>
<td>$32683</td>
<td>$25551</td>
<td></td>
</tr>
<tr>
<td><strong>(6) Decrease in farm capital</strong></td>
<td>-</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td><strong>(7) Interest on farm capital</strong></td>
<td>$1285</td>
<td>$2137</td>
<td>$1022</td>
<td></td>
</tr>
<tr>
<td><strong>(8) Unpaid family labor</strong></td>
<td>$159</td>
<td>$167</td>
<td>$201</td>
<td></td>
</tr>
<tr>
<td><strong>(9) Board furnished hired labor</strong></td>
<td>$155</td>
<td>$107</td>
<td>$17</td>
<td></td>
</tr>
<tr>
<td><strong>(10) Total farm exp.(5)+(6)+(7)+(8)+(9)</strong></td>
<td>$39558</td>
<td>$35091</td>
<td>$27821</td>
<td></td>
</tr>
<tr>
<td><strong>(11) Labor earnings (4)-(10)</strong></td>
<td>$1119</td>
<td>$5723</td>
<td>$4583</td>
<td></td>
</tr>
<tr>
<td><strong>(12) Ret.to cap.&amp; fam.labor (7)+(8)+(11)</strong></td>
<td>$6363</td>
<td>$8027</td>
<td>$5806</td>
<td></td>
</tr>
</tbody>
</table>
### Table 6. Household and Personal Expenses for Those Farms Which Kept Complete Accounts of These Expenses, 1960

<table>
<thead>
<tr>
<th>Items</th>
<th>Your farm</th>
<th>Average of 42 farms</th>
<th>12 most profitable farms</th>
<th>12 least profitable farms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of persons--family</td>
<td></td>
<td>4.6</td>
<td>4.9</td>
<td>4.4</td>
</tr>
<tr>
<td>Number of adult equivalents--family</td>
<td></td>
<td>3.4</td>
<td>3.8</td>
<td>3.3</td>
</tr>
<tr>
<td></td>
<td>other*</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**EXPENSES**

<table>
<thead>
<tr>
<th>Items</th>
<th></th>
<th>$ 936</th>
<th>$1029</th>
<th>$ 835</th>
</tr>
</thead>
<tbody>
<tr>
<td>Food and meals bought</td>
<td></td>
<td>324</td>
<td>276</td>
<td>331</td>
</tr>
<tr>
<td>Operating and supplies</td>
<td></td>
<td>180</td>
<td>223</td>
<td>231</td>
</tr>
<tr>
<td>Furnishings and equipment</td>
<td></td>
<td>334</td>
<td>363</td>
<td>252</td>
</tr>
<tr>
<td>Clothing and clothing materials</td>
<td></td>
<td>115</td>
<td>188</td>
<td>94</td>
</tr>
<tr>
<td>Personal care and spending</td>
<td></td>
<td>264</td>
<td>353</td>
<td>153</td>
</tr>
<tr>
<td>Education and recreation</td>
<td></td>
<td>122</td>
<td>70</td>
<td>125</td>
</tr>
<tr>
<td>Gifts and special events</td>
<td></td>
<td>411</td>
<td>415</td>
<td>289</td>
</tr>
<tr>
<td>Medical and hospital insurance</td>
<td></td>
<td>253</td>
<td>272</td>
<td>256</td>
</tr>
<tr>
<td>Church and welfare</td>
<td></td>
<td>211</td>
<td>261</td>
<td>212</td>
</tr>
<tr>
<td>Personal share of auto expense</td>
<td></td>
<td>65</td>
<td>34</td>
<td>101</td>
</tr>
<tr>
<td>Upkeep on dwelling</td>
<td></td>
<td>112</td>
<td>140</td>
<td>111</td>
</tr>
<tr>
<td>Pers. share of tel. &amp; elec. exp.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total cash living expense</td>
<td></td>
<td>$ 3327</td>
<td>$3624</td>
<td>$ 2990</td>
</tr>
<tr>
<td>Personal share of new autos</td>
<td></td>
<td>54</td>
<td>2</td>
<td>158</td>
</tr>
<tr>
<td>New dwelling</td>
<td></td>
<td>598</td>
<td>-</td>
<td>2012</td>
</tr>
<tr>
<td>Taxes</td>
<td></td>
<td>265</td>
<td>470</td>
<td>220</td>
</tr>
<tr>
<td>Life insurance</td>
<td></td>
<td>436</td>
<td>468</td>
<td>496</td>
</tr>
<tr>
<td>Other savings and investments</td>
<td></td>
<td>727</td>
<td>1187</td>
<td>838</td>
</tr>
<tr>
<td>Total household &amp; pers. cash exp.</td>
<td></td>
<td>$ 5407</td>
<td>$6051</td>
<td>$ 6714</td>
</tr>
<tr>
<td>Family living from the farm</td>
<td></td>
<td>309</td>
<td>435</td>
<td>278</td>
</tr>
<tr>
<td>Total cash exp. &amp; perquisites</td>
<td></td>
<td>$ 5716</td>
<td>$6486</td>
<td>$ 6992</td>
</tr>
</tbody>
</table>

**RECEIPTS**

| Items                                      |           | $ 6628              | $11677                   | $ 3314                    |
| Return to capital and family labor        |           | 109                 | 105                      | 123                       |
| Income from outside investments           |           | 104                 | 1606                     | 30                        |

* Hired help or others boarded.
Table 7. Family Living from the Farm, 1960

<table>
<thead>
<tr>
<th>Items</th>
<th>Average of 121 farms</th>
<th>Average of 121 farms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of adult equivalents</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Family</td>
<td>3.4</td>
<td></td>
</tr>
<tr>
<td>Other*</td>
<td>.2</td>
<td></td>
</tr>
<tr>
<td>Whole milk</td>
<td>495 qts.</td>
<td>$34.39</td>
</tr>
<tr>
<td>Skim milk</td>
<td>23 qts.</td>
<td>.23</td>
</tr>
<tr>
<td>Cream</td>
<td>5 pts.</td>
<td>1.19</td>
</tr>
<tr>
<td>Cattle</td>
<td>757 lbs.</td>
<td>171.55</td>
</tr>
<tr>
<td>Hogs</td>
<td>379 lbs.</td>
<td>55.95</td>
</tr>
<tr>
<td>Sheep</td>
<td>10 lbs.</td>
<td>1.59</td>
</tr>
<tr>
<td>Poultry</td>
<td>68 lbs.</td>
<td>12.45</td>
</tr>
<tr>
<td>Eggs</td>
<td>114 doz.</td>
<td>31.85</td>
</tr>
<tr>
<td>Total</td>
<td>$309.20</td>
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</tr>
</tbody>
</table>

* 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 of 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

<table>
<thead>
<tr>
<th>Number of factors in which farmer excels</th>
<th>Number of Your farm</th>
<th>The length of the shaded lines is in proportion to the average operator's labor earnings</th>
</tr>
</thead>
<tbody>
<tr>
<td>None or 1</td>
<td>15</td>
<td>XXXXX</td>
</tr>
<tr>
<td>2</td>
<td>20</td>
<td>3722</td>
</tr>
<tr>
<td>3</td>
<td>31</td>
<td>4752</td>
</tr>
<tr>
<td>4</td>
<td>23</td>
<td>5920</td>
</tr>
<tr>
<td>5</td>
<td>14</td>
<td>6596</td>
</tr>
<tr>
<td>6 or 7</td>
<td>18</td>
<td>7991</td>
</tr>
</tbody>
</table>

The array in Table 8 indicates that it will be worthwhile 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.
Table 9. Measures of Farm Organization and Management Efficiency, 1960

<table>
<thead>
<tr>
<th>Measures used in chart on page 11</th>
<th>Your farm</th>
<th>Average of 121 farms</th>
<th>2h most profitable farms</th>
<th>2h least profitable farms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Labor earnings</td>
<td>$________</td>
<td>$5091</td>
<td>$12819</td>
<td>$-1030</td>
</tr>
<tr>
<td>Crop yields*</td>
<td>100</td>
<td>105</td>
<td>94</td>
<td></td>
</tr>
<tr>
<td>Percent tillable land in high return crops**</td>
<td>67.0</td>
<td>68.8</td>
<td>68.2</td>
<td></td>
</tr>
<tr>
<td>Return for $100 feed to productive livestock***</td>
<td>100</td>
<td>108</td>
<td>83</td>
<td></td>
</tr>
<tr>
<td>Productive livestock units per 100 acres ****</td>
<td>41.7</td>
<td>47.5</td>
<td>34.1</td>
<td></td>
</tr>
<tr>
<td>Size of business—work units</td>
<td>514</td>
<td>706</td>
<td>482</td>
<td></td>
</tr>
<tr>
<td>Work units per worker</td>
<td>302</td>
<td>336</td>
<td>301</td>
<td></td>
</tr>
<tr>
<td>Pow., mach., equip., &amp; bldg. exp. per work unit</td>
<td>$13.45</td>
<td>$10.72</td>
<td>$16.82</td>
<td></td>
</tr>
</tbody>
</table>

Items related to some of the above measures:

- **Index of return for $100 feed from:**
  - Dairy cattle (see pages 16 and 17) 100 95 94
  - Beef cattle—breeding herd (see page 18) 100 113 75
  - Beef cattle—feeders (see page 18) 100 108 92
  - Hogs (see page 15) 100 105 87
  - Sheep—farm flock (see page 19) 100 115 128
  - Sheep—feeders 100 - -
  - Turkeys 100 - -
  - Chickens (see page 20) 100 104 94

- **Number of animal units** 112.7 161.8 88.5

- **Work units on crops** 17½ 21½ 170
- **Work units on productive livestock** 322 452 285
- **Other work units** 18 13 27

- **Number of family workers** 1.3 1.4 1.3
- **Number of hired workers** .4 .7 .3
- **Total number of workers** 1.7 2.1 1.6

- **Power expense per work unit** $6.53 $5.05 $8.30
- **Crop machinery expense per work unit** 3.47 2.85 4.35
- **Livestock equipment expense per work unit** .92 .76 1.11
- **Bldg. & fencing expense per work unit** 2.53 2.06 3.06

* 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.
Thermometer Chart

Using your figures from page 10, locate your standing with respect to the various measures of farm organization and management efficiency. The averages for the 121 farms included in this summary are located between the dotted lines across the center of this page.

<table>
<thead>
<tr>
<th>Labor earnings</th>
<th>Crop yields</th>
<th>High return crops</th>
<th>Return from pro. units</th>
<th>Pr. L.S. units</th>
<th>Work per 100 A. units</th>
<th>Work Pow., mach., units</th>
<th>eq. &amp; bldgs. per exp. per worker</th>
</tr>
</thead>
<tbody>
<tr>
<td>$14,700</td>
<td>140</td>
<td>87.0</td>
<td>140</td>
<td>82.0</td>
<td>875</td>
<td>460</td>
<td>$5.50</td>
</tr>
<tr>
<td>13,500</td>
<td>135</td>
<td>84.5</td>
<td>135</td>
<td>77.0</td>
<td>830</td>
<td>440</td>
<td>6.50</td>
</tr>
<tr>
<td>12,300</td>
<td>130</td>
<td>82.0</td>
<td>130</td>
<td>72.0</td>
<td>785</td>
<td>420</td>
<td>7.50</td>
</tr>
<tr>
<td>11,100</td>
<td>125</td>
<td>79.5</td>
<td>125</td>
<td>67.0</td>
<td>740</td>
<td>400</td>
<td>8.50</td>
</tr>
<tr>
<td>9,900</td>
<td>120</td>
<td>77.0</td>
<td>120</td>
<td>62.0</td>
<td>695</td>
<td>380</td>
<td>9.50</td>
</tr>
<tr>
<td>8,700</td>
<td>115</td>
<td>74.5</td>
<td>115</td>
<td>57.0</td>
<td>650</td>
<td>360</td>
<td>10.50</td>
</tr>
<tr>
<td>7,500</td>
<td>110</td>
<td>72.0</td>
<td>110</td>
<td>52.0</td>
<td>605</td>
<td>340</td>
<td>11.50</td>
</tr>
<tr>
<td>6,300</td>
<td>105</td>
<td>69.5</td>
<td>105</td>
<td>47.0</td>
<td>560</td>
<td>320</td>
<td>12.50</td>
</tr>
<tr>
<td>5,100</td>
<td>100</td>
<td>67.0</td>
<td>100</td>
<td>42.0</td>
<td>515</td>
<td>300</td>
<td>13.50</td>
</tr>
<tr>
<td>3,900</td>
<td>95</td>
<td>64.5</td>
<td>95</td>
<td>37.0</td>
<td>470</td>
<td>280</td>
<td>14.50</td>
</tr>
<tr>
<td>2,700</td>
<td>90</td>
<td>62.0</td>
<td>90</td>
<td>32.0</td>
<td>425</td>
<td>260</td>
<td>15.50</td>
</tr>
<tr>
<td>1,500</td>
<td>85</td>
<td>59.5</td>
<td>85</td>
<td>27.0</td>
<td>380</td>
<td>240</td>
<td>16.50</td>
</tr>
<tr>
<td>300</td>
<td>80</td>
<td>57.0</td>
<td>80</td>
<td>22.0</td>
<td>335</td>
<td>220</td>
<td>17.50</td>
</tr>
<tr>
<td>-900</td>
<td>75</td>
<td>54.5</td>
<td>75</td>
<td>17.0</td>
<td>290</td>
<td>200</td>
<td>18.50</td>
</tr>
<tr>
<td>-2100</td>
<td>70</td>
<td>52.0</td>
<td>70</td>
<td>12.0</td>
<td>215</td>
<td>180</td>
<td>19.50</td>
</tr>
<tr>
<td>-3300</td>
<td>65</td>
<td>49.5</td>
<td>65</td>
<td>7.0</td>
<td>200</td>
<td>160</td>
<td>20.50</td>
</tr>
</tbody>
</table>
Table 10. Distribution of Acres in Farm, 1960

<table>
<thead>
<tr>
<th>Crop</th>
<th>Crop ratings</th>
<th>Number of 121 farms growing this crop</th>
<th>Your farm</th>
<th>Average of 121 farms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canning peas</td>
<td>B</td>
<td>2</td>
<td></td>
<td>.4</td>
</tr>
<tr>
<td>Flax</td>
<td>C</td>
<td>23</td>
<td></td>
<td>6.7</td>
</tr>
<tr>
<td>Wheat</td>
<td>C</td>
<td>30</td>
<td></td>
<td>3.6</td>
</tr>
<tr>
<td>Oats for silage</td>
<td>C</td>
<td>14</td>
<td></td>
<td>1.9</td>
</tr>
<tr>
<td>Oats for grain</td>
<td>D</td>
<td>107</td>
<td></td>
<td>33.3</td>
</tr>
<tr>
<td>Barley</td>
<td>D</td>
<td>8</td>
<td></td>
<td>2.4</td>
</tr>
<tr>
<td>Total small grain and peas</td>
<td></td>
<td>116</td>
<td></td>
<td>48.3</td>
</tr>
<tr>
<td>Corn grain</td>
<td>A</td>
<td>121</td>
<td></td>
<td>111.1</td>
</tr>
<tr>
<td>Sweet corn</td>
<td>B</td>
<td>2</td>
<td></td>
<td>.4</td>
</tr>
<tr>
<td>Soybeans for grain</td>
<td>B</td>
<td>73</td>
<td></td>
<td>29.7</td>
</tr>
<tr>
<td>Corn silage</td>
<td>B</td>
<td>85</td>
<td></td>
<td>14.5</td>
</tr>
<tr>
<td>Sorghum for grain</td>
<td>C</td>
<td>2</td>
<td></td>
<td>.2</td>
</tr>
<tr>
<td>Total cultivated crops</td>
<td></td>
<td>121</td>
<td></td>
<td>185.9</td>
</tr>
<tr>
<td>Alfalfa hay</td>
<td>B</td>
<td>120</td>
<td></td>
<td>33.8</td>
</tr>
<tr>
<td>Other legumes and mixtures</td>
<td>C</td>
<td>2</td>
<td></td>
<td>.4</td>
</tr>
<tr>
<td>Timothy and brome hay or seed</td>
<td>D</td>
<td>4</td>
<td></td>
<td>.2</td>
</tr>
<tr>
<td>Annual hay</td>
<td>D</td>
<td>5</td>
<td></td>
<td>.3</td>
</tr>
<tr>
<td>Total tillable land in hay</td>
<td></td>
<td>121</td>
<td></td>
<td>34.7</td>
</tr>
<tr>
<td>Alfalfa pasture</td>
<td>B</td>
<td>55</td>
<td></td>
<td>6.0</td>
</tr>
<tr>
<td>Other legumes and mixtures</td>
<td>C</td>
<td>2</td>
<td></td>
<td>.1</td>
</tr>
<tr>
<td>Sudan and/or rape</td>
<td>C</td>
<td>3</td>
<td></td>
<td>.2</td>
</tr>
<tr>
<td>Other tillable pasture</td>
<td>D</td>
<td>6</td>
<td></td>
<td>.4</td>
</tr>
<tr>
<td>Total tillable land in pasture</td>
<td></td>
<td>57</td>
<td></td>
<td>6.7</td>
</tr>
<tr>
<td>Tillable land not cropped</td>
<td></td>
<td>13</td>
<td></td>
<td>1.6</td>
</tr>
<tr>
<td>Total tillable land</td>
<td></td>
<td>121</td>
<td></td>
<td>277.2</td>
</tr>
<tr>
<td>Wild hay</td>
<td></td>
<td>26</td>
<td></td>
<td>2.4</td>
</tr>
<tr>
<td>Non-tillable pasture</td>
<td></td>
<td>56</td>
<td></td>
<td>17.4</td>
</tr>
<tr>
<td>Timber not pastured</td>
<td></td>
<td>14</td>
<td></td>
<td>1.1</td>
</tr>
<tr>
<td>Roads and waste</td>
<td></td>
<td></td>
<td></td>
<td>11.4</td>
</tr>
<tr>
<td>Farmstead</td>
<td></td>
<td></td>
<td></td>
<td>11.0</td>
</tr>
<tr>
<td>Total acres in farm</td>
<td></td>
<td></td>
<td></td>
<td>320.5</td>
</tr>
<tr>
<td>Percent land tillable</td>
<td></td>
<td></td>
<td></td>
<td>86.4</td>
</tr>
<tr>
<td>Percent tillable land in high return crops</td>
<td></td>
<td></td>
<td></td>
<td>67.0</td>
</tr>
</tbody>
</table>

* 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, 1960

<table>
<thead>
<tr>
<th>Crop</th>
<th>Your farm</th>
<th>Average of farms growing each crop</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canning peas, dollars</td>
<td></td>
<td>$38.83</td>
</tr>
<tr>
<td>Flax, bu.</td>
<td></td>
<td>16.1</td>
</tr>
<tr>
<td>Wheat, bu.</td>
<td></td>
<td>27.8</td>
</tr>
<tr>
<td>Oat silage, tons</td>
<td></td>
<td>6.2</td>
</tr>
<tr>
<td>Oats grain, bu.</td>
<td></td>
<td>56.0</td>
</tr>
<tr>
<td>Barley, bu.</td>
<td></td>
<td>42.7</td>
</tr>
<tr>
<td>Corn grain, bu.</td>
<td></td>
<td>64.7</td>
</tr>
<tr>
<td>Sweet corn, tons</td>
<td></td>
<td>2.2</td>
</tr>
<tr>
<td>Soybeans, bu.</td>
<td></td>
<td>24.7</td>
</tr>
<tr>
<td>Corn silage, tons</td>
<td></td>
<td>10.2</td>
</tr>
<tr>
<td>Alfalfa hay, tons</td>
<td></td>
<td>2.8</td>
</tr>
<tr>
<td>Timothy or brome hay, tons</td>
<td></td>
<td>2.5</td>
</tr>
<tr>
<td>Annual hay, tons</td>
<td></td>
<td>1.8</td>
</tr>
<tr>
<td>Wild hay, tons</td>
<td></td>
<td>.7</td>
</tr>
</tbody>
</table>

Table 12. Average Price of Feeds, 1960

<table>
<thead>
<tr>
<th>Item</th>
<th>Value</th>
<th>Item</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ear corn, per bu.</td>
<td>$.96</td>
<td>Alfalfa hay, per ton</td>
<td>$19.50</td>
</tr>
<tr>
<td>Oats, per bu.</td>
<td>.58</td>
<td>Red or alsike clover hay, per ton</td>
<td>16.60</td>
</tr>
<tr>
<td>Barley, per bu.</td>
<td>.87</td>
<td>Timothy, per ton</td>
<td>11.20</td>
</tr>
<tr>
<td>Wheat, per bu.</td>
<td>1.92</td>
<td>Wild hay, per ton</td>
<td>9.75</td>
</tr>
<tr>
<td>Soybean meal, per cwt.</td>
<td>3.85</td>
<td>Corn silage, per ton</td>
<td>6.50</td>
</tr>
<tr>
<td>Meat scraps, per cwt.</td>
<td>4.80</td>
<td>Pasture, per mo. per cow</td>
<td>2.50</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Skim milk per cwt.</td>
<td></td>
</tr>
</tbody>
</table>

Table 13. Power and Machinery Expenses per Crop Acre, 1960

<table>
<thead>
<tr>
<th>Items</th>
<th>Your farm</th>
<th>Average of 121 farms</th>
<th>24 most profitable farms</th>
<th>24 least profitable farms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Crop acres per farm</td>
<td></td>
<td>271</td>
<td>367</td>
<td>265</td>
</tr>
<tr>
<td>Tractor expense per crop acre</td>
<td></td>
<td>$5.80</td>
<td>$5.28</td>
<td>$6.02</td>
</tr>
<tr>
<td>Crop &amp; gen. mach. exp. per crop acre</td>
<td></td>
<td>6.41</td>
<td>5.54</td>
<td>7.20</td>
</tr>
</tbody>
</table>
The total "return over feed costs" for each class of livestock is shown in Table 14. 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 returns 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 of "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 14. Total Feed Costs and Returns from Your Livestock Enterprises, 1960

<table>
<thead>
<tr>
<th></th>
<th>Dairy cattle</th>
<th>All</th>
<th>Beef breeding herd</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Cows</td>
<td>Other</td>
<td></td>
</tr>
<tr>
<td>Total returns</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total feed cost</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total return over feed</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Feeder cattle</td>
<td>Hogs</td>
<td>Farm flock of sheep</td>
</tr>
<tr>
<td>Total returns</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total feed cost</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total return over feed</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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 15. Feed Costs and Returns from Hogs, 1960

<table>
<thead>
<tr>
<th>Items</th>
<th>Your farm</th>
<th>Average of 99 farms</th>
<th>24 farms highest in returns above feed</th>
<th>24 farms lowest in returns above feed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feed per cwt. hogs produced, lbs.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Corn</td>
<td>329</td>
<td>269</td>
<td>470</td>
<td></td>
</tr>
<tr>
<td>Small grain</td>
<td>50</td>
<td>46</td>
<td>67</td>
<td></td>
</tr>
<tr>
<td>Commercial feeds</td>
<td>79</td>
<td>56</td>
<td>57</td>
<td></td>
</tr>
<tr>
<td>Total concentrates</td>
<td>458</td>
<td>371</td>
<td>594</td>
<td></td>
</tr>
<tr>
<td>Feed cost per cwt. hogs produced</td>
<td>$10.16</td>
<td>$8.46</td>
<td>$12.35</td>
<td></td>
</tr>
<tr>
<td>Net increase in value per cwt. hogs produced</td>
<td>$16.26</td>
<td>$17.64</td>
<td>$14.31</td>
<td></td>
</tr>
<tr>
<td>RETURNS ABOVE FEED COST PER CWT. HOGS PRODUCED</td>
<td>$6.10</td>
<td>$9.18</td>
<td>$1.96</td>
<td></td>
</tr>
<tr>
<td>RETURNS FOR $100 OF FEED</td>
<td>$167</td>
<td>$212</td>
<td>$125</td>
<td></td>
</tr>
<tr>
<td>Price received per cwt. hogs sold</td>
<td>$15.18</td>
<td>$15.50</td>
<td>$14.98</td>
<td></td>
</tr>
<tr>
<td>Total number of litters raised</td>
<td>31</td>
<td>29</td>
<td>16</td>
<td></td>
</tr>
<tr>
<td>Number of pigs born per litter</td>
<td>8.6</td>
<td>9.0</td>
<td>8.1</td>
<td></td>
</tr>
<tr>
<td>Number of pigs weaned per litter</td>
<td>6.7</td>
<td>7.0</td>
<td>6.0</td>
<td></td>
</tr>
<tr>
<td>Number of feeder pigs bought</td>
<td>42</td>
<td>10</td>
<td>130</td>
<td></td>
</tr>
<tr>
<td>Total weight of feeder pigs bought</td>
<td>2264</td>
<td>343</td>
<td>8248</td>
<td></td>
</tr>
<tr>
<td>Price paid per feeder pig</td>
<td>$12.37</td>
<td>$11.06</td>
<td>$13.72</td>
<td></td>
</tr>
<tr>
<td>Pounds of hogs produced</td>
<td>55641</td>
<td>48936</td>
<td>39642</td>
<td></td>
</tr>
</tbody>
</table>
Table 16. Factors of Cost and Returns from Dairy Cows, 1960

<table>
<thead>
<tr>
<th>Items</th>
<th>Average of 29 farms</th>
<th>11 Farms highest in butterfat per cow</th>
<th>11 Farms lowest in butterfat per cow</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Your farm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pounds of butterfat per cow</td>
<td>314</td>
<td>397</td>
<td>292</td>
</tr>
<tr>
<td>Pounds of milk per cow*</td>
<td>10308</td>
<td>11311</td>
<td>8292</td>
</tr>
<tr>
<td>Percent of butterfat in milk</td>
<td>3.4</td>
<td>3.5</td>
<td>3.5</td>
</tr>
<tr>
<td>Price received per lb. B.F. sold (cents)</td>
<td>90.7</td>
<td>94.6</td>
<td>85.5</td>
</tr>
<tr>
<td>As manufacturing cream (cents)</td>
<td>57.4</td>
<td>-</td>
<td>57.4</td>
</tr>
<tr>
<td>Other (cents)</td>
<td>92.2</td>
<td>94.6</td>
<td>88.5</td>
</tr>
<tr>
<td>Price received per cwt. milk sold*</td>
<td>$3.27</td>
<td>$3.34</td>
<td>$3.16</td>
</tr>
</tbody>
</table>

| Feeds per cow, lbs.                  |                |                                      |                                      |
| Corn                                 | 2338             | 2632                                  | 2102                                 |
| Small grain                          | 585              | 755                                   | 411                                  |
| Commercial feeds                     | 339              | 469                                   | 224                                  |
| Legume hay                           | 5147             | 5315                                  | 4695                                 |
| Other hay                            | 104              | -                                     | 215                                  |
| Total concentrates                   | 3262             | 3856                                  | 2737                                 |
| Total hay and fodder                 | 5251             | 5315                                  | 4910                                 |
| Silage                               | 9451             | 9857                                  | 8870                                 |

| Feed cost per cow                    |                |                                      |                                      |
| Concentrates                         | $64.68          | $76.60                                | $54.24                               |
| Roughages                            | 81.72           | 81.36                                 | 76.03                                |
| Pasture                              | 6.74            | 6.18                                  | 6.18                                 |
| TOTAL FEED COST                      | $152.64         | $167.70                               | $136.45                              |

| Value of produce per cow             |                |                                      |                                      |
| Dairy product sales                  | $301.64         | $360.98                               | $239.08                              |
| Dairy produce used in home           | 7.66            | 8.32                                  | 7.09                                 |
| Milk to livestock                    | 5.66            | 4.69                                  | 6.70                                 |
| Net increase in value of cows        | -6.74           | -6.94                                 | -6.27                                |
| TOTAL VALUE PRODUCED                 | $308.15         | $367.05                               | $218.60                              |

| RETURNS ABOVE FEED COST PER COW      |                |                                      |                                      |
|                                      | $155.52         | $199.35                               | $110.15                              |

| RETURNS FOR $100 OF FEED             |                |                                      |                                      |
|                                      | $206            | $225                                  | $188                                 |

| Feed cost per lb. B.F. (cents)       | 44.4            | 42.2                                  | 46.7                                 |

| Number of cows**                     | 22.4            | 25.1                                  | 19.6                                 |

* 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 17. Feed Costs and Returns from Other Dairy Cattle, 1960

<table>
<thead>
<tr>
<th>Items</th>
<th>Your farm</th>
<th>Average of 29 farms</th>
<th>14 farms highest in butterfat per cow</th>
<th>14 farms lowest in butterfat per cow</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feed per head, lbs.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Concentrates</td>
<td></td>
<td>815</td>
<td>739</td>
<td>927</td>
</tr>
<tr>
<td>Hay and fodder</td>
<td></td>
<td>1738</td>
<td>1618</td>
<td>1585</td>
</tr>
<tr>
<td>Silage</td>
<td></td>
<td>3242</td>
<td>3173</td>
<td>2965</td>
</tr>
<tr>
<td>Whole milk</td>
<td></td>
<td>143</td>
<td>130</td>
<td>152</td>
</tr>
<tr>
<td>TOTAL FEED COSTS PER HEAD</td>
<td>$</td>
<td>$51.94</td>
<td>$53.16</td>
<td>$50.55</td>
</tr>
<tr>
<td>Net incr. in value of other dairy cattle</td>
<td>$</td>
<td>88.02</td>
<td>97.34</td>
<td>77.03</td>
</tr>
<tr>
<td>RETURNS ABOVE FEED COST PER HEAD</td>
<td>$</td>
<td>36.08</td>
<td>44.18</td>
<td>26.48</td>
</tr>
<tr>
<td>RETURNS FOR $100 OF FEED</td>
<td>$</td>
<td>$187</td>
<td>$189</td>
<td>$185</td>
</tr>
<tr>
<td>Number of head of other dairy</td>
<td></td>
<td>29.8</td>
<td>28.6</td>
<td>31.6</td>
</tr>
</tbody>
</table>

Table 18. Feed Costs and Returns from All Dairy Cattle, 1960

<table>
<thead>
<tr>
<th>Items</th>
<th>Your farm</th>
<th>Average of 29 farms</th>
<th>14 farms highest in butterfat per cow</th>
<th>14 farms lowest in butterfat per cow</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feeds per animal unit, lbs.</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Concentrates</td>
<td></td>
<td>2547</td>
<td>2879</td>
<td>2269</td>
</tr>
<tr>
<td>Hay and fodder</td>
<td></td>
<td>4664</td>
<td>5007</td>
<td>4079</td>
</tr>
<tr>
<td>Silage</td>
<td></td>
<td>8537</td>
<td>8938</td>
<td>7984</td>
</tr>
<tr>
<td>TOTAL FEED COSTS PER ANIMAL UNIT</td>
<td>$</td>
<td>$130.87</td>
<td>$143.38</td>
<td>$117.18</td>
</tr>
<tr>
<td>Value of produce per animal unit</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dairy products</td>
<td>$</td>
<td>$192.32</td>
<td>$235.79</td>
<td>$144.90</td>
</tr>
<tr>
<td>Net increase in value of dairy cattle</td>
<td>$</td>
<td>62.35</td>
<td>64.72</td>
<td>60.27</td>
</tr>
<tr>
<td>TOTAL VALUE PRODUCED</td>
<td>$</td>
<td>$254.67</td>
<td>$300.51</td>
<td>$205.17</td>
</tr>
<tr>
<td>RETURNS ABOVE FEED PER ANIMAL UNIT</td>
<td>$</td>
<td>$123.80</td>
<td>$157.13</td>
<td>$87.99</td>
</tr>
<tr>
<td>RETURNS PER $100 OF FEED</td>
<td>$</td>
<td>$198</td>
<td>$214</td>
<td>$180</td>
</tr>
<tr>
<td>Animal units of dairy cattle</td>
<td></td>
<td>37.5</td>
<td>39.5</td>
<td>35.6</td>
</tr>
</tbody>
</table>
Table 19. Feed Costs and Returns from Beef Cattle, 1960

<table>
<thead>
<tr>
<th>Items</th>
<th>Your farm</th>
<th>Average of all farms</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beef breeding herd: No. of farms</td>
<td></td>
<td>14</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Feeds per animal unit, lbs.</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Concentrates</td>
<td>787</td>
<td>$15.85</td>
</tr>
<tr>
<td>Legume</td>
<td>3042</td>
<td>42.26</td>
</tr>
<tr>
<td>Other hay</td>
<td>153</td>
<td>15.59</td>
</tr>
<tr>
<td>Silage</td>
<td>3180</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Feed cost per animal unit</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Concentrates</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Roughages</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>Pasture</td>
<td>$</td>
<td></td>
</tr>
<tr>
<td>TOTAL FEED COST</td>
<td>$</td>
<td>$73.70</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Value of produce per animal unit</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Dairy products</td>
<td>$</td>
<td>$3.36</td>
</tr>
<tr>
<td>Net increase in value of animal</td>
<td>$</td>
<td>11.199</td>
</tr>
<tr>
<td>TOTAL VALUE PRODUCED</td>
<td>$</td>
<td>$145.35</td>
</tr>
</tbody>
</table>

| RETURNS ABOVE FEED COST PER ANIMAL UNIT | $         | $71.65              |

| RETURNS FOR $100 OF FEED             | $         | $24.3               |

| Lbs. beef produced                  | 9361      |                     |
| Number of cows and herd bulls       |          | 18.9                |
| Number of other beef cattle         |          | 15.3                |
| Number of animal units in the herd  |          | 19.7                |

| Feeding Cattle: No. of farms        | 88        |

<table>
<thead>
<tr>
<th>Feeds per cwt. beef produced, lbs.</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn</td>
<td>570</td>
<td></td>
</tr>
<tr>
<td>Small grain</td>
<td>30</td>
<td></td>
</tr>
<tr>
<td>Commercial feeds</td>
<td>53</td>
<td></td>
</tr>
<tr>
<td>Legume hay</td>
<td>211</td>
<td></td>
</tr>
<tr>
<td>Other hay</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>Total concentrates</td>
<td>653</td>
<td></td>
</tr>
<tr>
<td>Total hay</td>
<td>222</td>
<td></td>
</tr>
<tr>
<td>Silage</td>
<td>616</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Feed cost per cwt. beef produced</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Concentrates</td>
<td>$</td>
<td>$12.29</td>
</tr>
<tr>
<td>Roughages</td>
<td>$</td>
<td>4.15</td>
</tr>
<tr>
<td>Pasture</td>
<td>.25</td>
<td></td>
</tr>
<tr>
<td>TOTAL FEED COSTS</td>
<td>$</td>
<td>$16.69</td>
</tr>
</tbody>
</table>

| Net increase in value of feeders   | $         | 22.46               |

| RETURNS ABOVE FEED COST PER CWT. BEEF PRODUCED | $         | 5.77                |

| RETURNS FOR $100 OF FEED             | $         | $1.38               |

| Price paid per cwt. beef bought      | $         | $25.14              |
| Price received for feeder cattle sold| $         | 23.63               |
| Number of animal units               | $         | 81.2                |
| Pounds of beef produced              | $         | 52996               |
Table 20. Feed Costs and Returns from a Farm Flock of Sheep, 1960

<table>
<thead>
<tr>
<th>Items</th>
<th>Your farm</th>
<th>Average of 24 farms</th>
<th>12 farms highest in returns above feed</th>
<th>12 Farms lowest in returns above feed</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Feeds per head, lbs.</strong>*</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Concentrates</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Legume hay</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Silage</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Feed cost per head</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Concentrates</td>
<td></td>
<td>$3.30</td>
<td>$3.72</td>
<td>$2.87</td>
</tr>
<tr>
<td>Roughages</td>
<td></td>
<td>4.66</td>
<td>4.02</td>
<td>5.30</td>
</tr>
<tr>
<td>Pasture</td>
<td></td>
<td>1.64</td>
<td>1.76</td>
<td>1.53</td>
</tr>
<tr>
<td><strong>TOTAL FEED COSTS</strong></td>
<td></td>
<td>$9.60</td>
<td>$9.50</td>
<td>$9.70</td>
</tr>
<tr>
<td><strong>Value of produce per head</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wool</td>
<td></td>
<td>$4.24</td>
<td>$4.86</td>
<td>$3.62</td>
</tr>
<tr>
<td>Net increase in value of sheep</td>
<td></td>
<td>10.66</td>
<td>11.32</td>
<td>6.99</td>
</tr>
<tr>
<td><strong>TOTAL VALUE PRODUCED</strong></td>
<td></td>
<td>$14.90</td>
<td>$19.18</td>
<td>$10.61</td>
</tr>
<tr>
<td><strong>RETURNS ABOVE FEED COST PER HEAD</strong></td>
<td></td>
<td>$5.30</td>
<td>$9.68</td>
<td>$ .91</td>
</tr>
<tr>
<td><strong>RETURNS FOR $100 OF FEED</strong></td>
<td></td>
<td>$190</td>
<td>$244</td>
<td>$135</td>
</tr>
<tr>
<td>Price per cwt. of lambs sold</td>
<td></td>
<td>$17.61</td>
<td>$17.43</td>
<td>$17.82</td>
</tr>
<tr>
<td>Price per lb. wool sold (cents)</td>
<td></td>
<td>59.2</td>
<td>59.2</td>
<td>59.1</td>
</tr>
<tr>
<td>Pounds of wool per sheep sheared</td>
<td></td>
<td>9.3</td>
<td>9.6</td>
<td>9.0</td>
</tr>
<tr>
<td>Number of ewes kept for lambing</td>
<td></td>
<td>148</td>
<td>50</td>
<td>46</td>
</tr>
<tr>
<td>Percent lamb crop**</td>
<td></td>
<td>108</td>
<td>116</td>
<td>101</td>
</tr>
<tr>
<td>Percent death loss**</td>
<td></td>
<td>6.9</td>
<td>7.0</td>
<td>6.9</td>
</tr>
<tr>
<td>Pounds of sheep produced</td>
<td></td>
<td>5262</td>
<td>7279</td>
<td>3215</td>
</tr>
<tr>
<td>Number of head of sheep*</td>
<td></td>
<td>64.7</td>
<td>65.1</td>
<td>64.2</td>
</tr>
</tbody>
</table>

* Two lambs under six months of age considered as one head.
** Lambs which die during month of birth are not included.
Table 21. Feed Costs and Returns from Chickens, 1960

<table>
<thead>
<tr>
<th>Items</th>
<th>Average of 58 farms</th>
<th>12 farms highest in return above feed</th>
<th>12 farms lowest in return above feed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feed per hen, lbs.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grain</td>
<td>75</td>
<td>71</td>
<td>69</td>
</tr>
<tr>
<td>Commercial feeds</td>
<td>41</td>
<td>38</td>
<td>55</td>
</tr>
<tr>
<td>Total concentrates</td>
<td>116</td>
<td>109</td>
<td>124</td>
</tr>
<tr>
<td>TOTAL FEED COST PER HEN</td>
<td>$3.22</td>
<td>$3.22</td>
<td>$3.45</td>
</tr>
<tr>
<td>Value of produce per hen</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Eggs sold and used in house</td>
<td>$4.93</td>
<td>$6.21</td>
<td>$4.03</td>
</tr>
<tr>
<td>Net increase in value of chickens</td>
<td>-0.08</td>
<td>0.16</td>
<td>-0.28</td>
</tr>
<tr>
<td>TOTAL VALUE PRODUCED</td>
<td>$4.85</td>
<td>$6.37</td>
<td>$3.75</td>
</tr>
<tr>
<td>RETURNS ABOVE FEED COST PER HEN</td>
<td>1.63</td>
<td>3.15</td>
<td>3.30</td>
</tr>
<tr>
<td>RETURNS FOR $100 OF FEED</td>
<td>$15.4</td>
<td>$20.3</td>
<td>$10.9</td>
</tr>
<tr>
<td>Price rec'd. per doz. eggs sold (cents)</td>
<td>29.0</td>
<td>30.4</td>
<td>27.8</td>
</tr>
<tr>
<td>Eggs laid per hen</td>
<td>20/4</td>
<td>24/6</td>
<td>175</td>
</tr>
<tr>
<td>Ave. no. hens on farm during year</td>
<td>4/36</td>
<td>6/10</td>
<td>2/73</td>
</tr>
<tr>
<td>Percent of hens that are pullets</td>
<td>83</td>
<td>90</td>
<td>74</td>
</tr>
<tr>
<td>Percent death loss of hens</td>
<td>8</td>
<td>5</td>
<td>11</td>
</tr>
<tr>
<td>Number of chicks started</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pullets</td>
<td>1/10</td>
<td>6/33</td>
<td>1/93</td>
</tr>
<tr>
<td>Straight run</td>
<td>9</td>
<td>-</td>
<td>4/2</td>
</tr>
<tr>
<td>Cockerels</td>
<td>19</td>
<td>29</td>
<td>15</td>
</tr>
<tr>
<td>Lbs. chickens produced</td>
<td>1/436</td>
<td>2/446</td>
<td>6/41</td>
</tr>
</tbody>
</table>

* 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 22.

Table 22. Number of Work Units for Each Class of Livestock and Each Acre of Crop

<table>
<thead>
<tr>
<th>Item</th>
<th>Number of work units</th>
<th>Item</th>
<th>Number of work units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dairy cows</td>
<td>10.0 per cow</td>
<td>Small grain</td>
<td>.5 per acre</td>
</tr>
<tr>
<td>Other dairy cattle</td>
<td>3.5 per an.unit*</td>
<td>Sugar beets</td>
<td>1.5 per acre</td>
</tr>
<tr>
<td>Beef breeding herd</td>
<td>3.5 per an.unit*</td>
<td>Sweet corn</td>
<td>.7 per acre</td>
</tr>
<tr>
<td>Feeder cattle</td>
<td>.25 per 100 lbs.</td>
<td>Corn husked</td>
<td>.7 per acre</td>
</tr>
<tr>
<td>Sheep--farm flock</td>
<td>1.5 per an.unit*</td>
<td>Corn hogged</td>
<td>.4 per acre</td>
</tr>
<tr>
<td>Sheep--feeder</td>
<td>.3 per 100 lbs.</td>
<td>Corn shredded</td>
<td>1.5 per acre</td>
</tr>
<tr>
<td>Hogs</td>
<td>.2 per 100 lbs.</td>
<td>Corn silage</td>
<td>1.0 per acre</td>
</tr>
<tr>
<td>Turkeys</td>
<td>.5 per 100 lbs.</td>
<td>Corn fodder</td>
<td>1.0 per acre</td>
</tr>
<tr>
<td>Hens</td>
<td>20.0 per 100 hens</td>
<td>Alfalfa hay</td>
<td>.6 per acre</td>
</tr>
<tr>
<td>Canning peas</td>
<td>.5 per acre</td>
<td>Soybean hay</td>
<td>.8 per acre</td>
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<tr>
<td>Soybeans for grain</td>
<td>.5 per acre</td>
<td>Other hay crops</td>
<td>.4 per acre</td>
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</tbody>
</table>

* An animal unit represents one dairy cow or bull, two other dairy cattle, 1 1/2 beef cows or bull, 1 feeder steer or heifer, 3 1/3 other beef cattle, 7 sheep, 14 lambs, 2 1/2 hogs, 5 pigs, 50 hens or 1,100 pounds of turkeys produced.
Table 23. Summary of Farm Earnings by Years

<table>
<thead>
<tr>
<th>Items</th>
<th>Average 1940-44</th>
<th>Average 1945-49</th>
<th>Average 1950-54</th>
<th>Average 1955</th>
<th>Average 1956</th>
<th>Average 1957</th>
<th>Average 1958</th>
<th>Average 1959</th>
<th>Average 1960</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of farms</td>
<td>165</td>
<td>140</td>
<td>138</td>
<td>146</td>
<td>135</td>
<td>131</td>
<td>128</td>
<td>136</td>
<td>121</td>
</tr>
<tr>
<td>Total farm capital</td>
<td>$36,133</td>
<td>$40,590</td>
<td>$57,692</td>
<td>$64,512</td>
<td>$70,144</td>
<td>$73,316</td>
<td>$80,689</td>
<td>$87,567</td>
<td>$89,071</td>
</tr>
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<td>Monthly charge for</td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unpaid family labor*</td>
<td>63</td>
<td>118</td>
<td>130</td>
<td>130</td>
<td>135</td>
<td>135</td>
<td>135</td>
<td>135</td>
<td>135</td>
</tr>
<tr>
<td>Board to hired labor*</td>
<td>23</td>
<td>33</td>
<td>36</td>
<td>36</td>
<td>38</td>
<td>38</td>
<td>38</td>
<td>38</td>
<td>38</td>
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<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dairy cattle bought</td>
<td>120</td>
<td>175</td>
<td>215</td>
<td>98</td>
<td>196</td>
<td>121</td>
<td>125</td>
<td>217</td>
<td>206</td>
</tr>
<tr>
<td>Beef cattle bought</td>
<td>1405</td>
<td>2027</td>
<td>4097</td>
<td>3865</td>
<td>5506</td>
<td>7050</td>
<td>11,084</td>
<td>10,589</td>
<td>10,558</td>
</tr>
<tr>
<td>Hogs bought</td>
<td>275</td>
<td>447</td>
<td>448</td>
<td>384</td>
<td>322</td>
<td>462</td>
<td>640</td>
<td>559</td>
<td>635</td>
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<tr>
<td>Sheep bought (incl. feeders)</td>
<td>596</td>
<td>365</td>
<td>599</td>
<td>483</td>
<td>837</td>
<td>786</td>
<td>216</td>
<td>261</td>
<td>54</td>
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<tr>
<td>Poultry bought (incl. turkeys)</td>
<td>140</td>
<td>165</td>
<td>190</td>
<td>181</td>
<td>264</td>
<td>258</td>
<td>211</td>
<td>210</td>
<td>212</td>
</tr>
<tr>
<td>Horses bought</td>
<td>39</td>
<td>11</td>
<td>6</td>
<td>2</td>
<td>2</td>
<td>7</td>
<td>8</td>
<td>7</td>
<td>3</td>
</tr>
<tr>
<td>Misc. livestock expense</td>
<td>140</td>
<td>248</td>
<td>378</td>
<td>424</td>
<td>468</td>
<td>511</td>
<td>593</td>
<td>626</td>
<td>560</td>
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<td>Misc. crop expense</td>
<td>4,023</td>
<td>8,699</td>
<td>12,134</td>
<td>16,909</td>
<td>15,199</td>
<td>17,286</td>
<td>21,584</td>
<td>19,568</td>
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<td>Feed bought</td>
<td>20,411</td>
<td>31,911</td>
<td>43,231</td>
<td>41,498</td>
<td>52,011</td>
<td>51,822</td>
<td>61,811</td>
<td>64,044</td>
<td>62,500</td>
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<tr>
<td>Custom work hired</td>
<td>193</td>
<td>356</td>
<td>438</td>
<td>587</td>
<td>646</td>
<td>688</td>
<td>814</td>
<td>734</td>
<td>827</td>
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<tr>
<td>Power machinery (new)</td>
<td>320</td>
<td>757</td>
<td>864</td>
<td>802</td>
<td>694</td>
<td>852</td>
<td>1,396</td>
<td>807</td>
<td>973</td>
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<tr>
<td>Power machinery (upkeep, gas, oil)</td>
<td>551</td>
<td>1,081</td>
<td>1,422</td>
<td>1,570</td>
<td>1,636</td>
<td>1,786</td>
<td>2,041</td>
<td>1,974</td>
<td>2,152</td>
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<tr>
<td>Crop and gen. machinery (new)</td>
<td>335</td>
<td>912</td>
<td>1,000</td>
<td>719</td>
<td>790</td>
<td>1,123</td>
<td>1,112</td>
<td>1,222</td>
<td>1,131</td>
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<tr>
<td>Crop and gen. machinery (upkeep)</td>
<td>124</td>
<td>284</td>
<td>313</td>
<td>338</td>
<td>375</td>
<td>408</td>
<td>412</td>
<td>425</td>
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<td>Livestock equipment (new)</td>
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<td>99</td>
<td>164</td>
<td>241</td>
<td>210</td>
<td>332</td>
<td>403</td>
<td>150</td>
<td>364</td>
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<tr>
<td>Livestock equipment (upkeep)</td>
<td>55</td>
<td>111</td>
<td>135</td>
<td>144</td>
<td>170</td>
<td>207</td>
<td>210</td>
<td>238</td>
<td>176</td>
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<tr>
<td>Buildings and fencing (new)</td>
<td>341</td>
<td>676</td>
<td>881</td>
<td>786</td>
<td>618</td>
<td>782</td>
<td>1,047</td>
<td>926</td>
<td>828</td>
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<tr>
<td>Building and fencing (upkeep)</td>
<td>149</td>
<td>319</td>
<td>312</td>
<td>272</td>
<td>264</td>
<td>316</td>
<td>365</td>
<td>395</td>
<td>311</td>
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<tr>
<td>Hired labor</td>
<td>593</td>
<td>794</td>
<td>883</td>
<td>895</td>
<td>863</td>
<td>1,024</td>
<td>1,125</td>
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<td>1,017</td>
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<td>Taxes</td>
<td>320</td>
<td>403</td>
<td>622</td>
<td>724</td>
<td>804</td>
<td>866</td>
<td>999</td>
<td>1,158</td>
<td>1,285</td>
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<td>Insurance</td>
<td>33</td>
<td>56</td>
<td>90</td>
<td>130</td>
<td>153</td>
<td>155</td>
<td>147</td>
<td>183</td>
<td>190</td>
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<tr>
<td>General farm</td>
<td>65</td>
<td>118</td>
<td>170</td>
<td>197</td>
<td>205</td>
<td>187</td>
<td>237</td>
<td>226</td>
<td>225</td>
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<td>Total farm purchases</td>
<td>$8,359</td>
<td>$13,646</td>
<td>$18,874</td>
<td>$19,030</td>
<td>$21,783</td>
<td>$24,831</td>
<td>$31,516</td>
<td>$30,625</td>
<td>$29,913</td>
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<td>Decrease in farm capital</td>
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<td>-</td>
<td>-</td>
<td>2,132</td>
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<td>-</td>
<td>1,652</td>
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<td>Interest on farm capital</td>
<td>1,806</td>
<td>2,030</td>
<td>2,885</td>
<td>3,226</td>
<td>3,507</td>
<td>3,666</td>
<td>4,034</td>
<td>4,378</td>
<td>4,164</td>
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<tr>
<td>Unpaid family labor</td>
<td>310</td>
<td>377</td>
<td>358</td>
<td>355</td>
<td>371</td>
<td>341</td>
<td>412</td>
<td>416</td>
<td>464</td>
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<tr>
<td>Board furnished hired labor</td>
<td>142</td>
<td>107</td>
<td>91</td>
<td>95</td>
<td>89</td>
<td>89</td>
<td>89</td>
<td>102</td>
<td>103</td>
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<tr>
<td>Total farm expense</td>
<td>$10,617</td>
<td>$15,978</td>
<td>$22,218</td>
<td>$24,838</td>
<td>$25,748</td>
<td>$28,927</td>
<td>$33,604</td>
<td>$37,173</td>
<td>$31,934</td>
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</table>

* These adjustments should be considered in comparing 1960 results with previous years.
Table 23. Summary of Farm Earnings by Years (continued)

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<tbody>
<tr>
<td>FARM RECEIPTS</td>
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<td></td>
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<tr>
<td>Dairy cattle</td>
<td>$383</td>
<td>573</td>
<td>695</td>
<td>524</td>
<td>438</td>
<td>481</td>
<td>704</td>
<td>776</td>
<td>593</td>
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<td>Dairy products</td>
<td>783</td>
<td>988</td>
<td>1085</td>
<td>1091</td>
<td>1324</td>
<td>1540</td>
<td>1499</td>
<td>1797</td>
<td>1761</td>
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<td>Beef cattle</td>
<td>3140</td>
<td>4246</td>
<td>7918</td>
<td>7478</td>
<td>10595</td>
<td>12392</td>
<td>16980</td>
<td>17678</td>
<td>19601</td>
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<td>Hogs</td>
<td>3522</td>
<td>6775</td>
<td>7455</td>
<td>6147</td>
<td>5797</td>
<td>7577</td>
<td>8781</td>
<td>7487</td>
<td>7251</td>
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<tr>
<td>Sheep and wool</td>
<td>928</td>
<td>651</td>
<td>978</td>
<td>798</td>
<td>1341</td>
<td>1327</td>
<td>822</td>
<td>612</td>
<td>305</td>
</tr>
<tr>
<td>Poultry (incl. turkeys)</td>
<td>563</td>
<td>525</td>
<td>526</td>
<td>550</td>
<td>608</td>
<td>544</td>
<td>506</td>
<td>443</td>
<td>672</td>
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<td>Eggs</td>
<td>597</td>
<td>1035</td>
<td>965</td>
<td>954</td>
<td>1190</td>
<td>953</td>
<td>1130</td>
<td>839</td>
<td>1078</td>
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<td>Horses</td>
<td>44</td>
<td>23</td>
<td>8</td>
<td>4</td>
<td>7</td>
<td>5</td>
<td>4</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>Corn</td>
<td>584</td>
<td>1138</td>
<td>1855</td>
<td>3697</td>
<td>3385</td>
<td>2933</td>
<td>2824</td>
<td>2904</td>
<td>2413</td>
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<tr>
<td>Small grain</td>
<td>1031</td>
<td>2055</td>
<td>1236</td>
<td>920</td>
<td>809</td>
<td>595</td>
<td>769</td>
<td>941</td>
<td>1022</td>
</tr>
<tr>
<td>Other crops</td>
<td>400</td>
<td>879</td>
<td>1023</td>
<td>1850</td>
<td>1867</td>
<td>1666</td>
<td>1906</td>
<td>1507</td>
<td>1816</td>
</tr>
<tr>
<td>Machinery and equipment sold</td>
<td>196</td>
<td>364</td>
<td>367</td>
<td>222</td>
<td>203</td>
<td>280</td>
<td>264</td>
<td>359</td>
<td>289</td>
</tr>
<tr>
<td>Agricultural adjustment payment</td>
<td>370</td>
<td>65</td>
<td>64</td>
<td>26</td>
<td>76</td>
<td>68</td>
<td>22</td>
<td>29</td>
<td>96</td>
</tr>
<tr>
<td>Income from work off the farm</td>
<td>174</td>
<td>313</td>
<td>349</td>
<td>377</td>
<td>332</td>
<td>390</td>
<td>537</td>
<td>357</td>
<td>350</td>
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<tr>
<td>Miscellaneous</td>
<td>224</td>
<td>78</td>
<td>137</td>
<td>252</td>
<td>315</td>
<td>261</td>
<td>324</td>
<td>379</td>
<td>293</td>
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<td>$31012</td>
<td>$37075</td>
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<td>$37580</td>
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<tr>
<td>Increase in farm capital</td>
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<td>2395</td>
<td>1845</td>
<td>-</td>
<td>2423</td>
<td>1895</td>
<td>5253</td>
<td>-</td>
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<tr>
<td>Family living from the farm</td>
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<td>665</td>
<td>553</td>
<td>271</td>
<td>250</td>
<td>266</td>
<td>117</td>
<td>288</td>
<td>309</td>
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<td>$30963</td>
<td>$33173</td>
<td>$42645</td>
<td>$33400</td>
<td>$34025</td>
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<td>Total farm expenses</td>
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<td>15978</td>
<td>22118</td>
<td>24838</td>
<td>25748</td>
<td>28927</td>
<td>36049</td>
<td>37173</td>
<td>34924</td>
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<tr>
<td>Labor earnings</td>
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<td>$6791</td>
<td>$4941</td>
<td>$323</td>
<td>$5215</td>
<td>$4246</td>
<td>$6596</td>
<td>$773</td>
<td>$5091</td>
</tr>
</tbody>
</table>

MEASURES OF FARM ORGANIZATION AND MANAGEMENT

| Percent high return crops*                 | 41.2            | 56.4            | 59.7            | 60.6 | 63.0 | 60.8 | 65.2 | 67.2 | 67.0 |
| Livestock units per 100 Acres**            | 23.6            | 20.3            | 30.3            | 36.1 | 37.8 | 39.6 | 39.6 | 43.7 | 41.7 |
| Work units***                              | 988             | 501             | 470             | 412  | 473  | 472  | 508  | 518  | 514  |
| Work units per worker***                   | 273             | 285             | 283             | 242  | 271  | 278  | 299  | 305  | 302  |
| Expenses per work unit***                  | $3.02           | $6.23           | $9.49           | $12.34| $12.72| $12.50| $13.50| $12.97| $13.45|

* The crop ratings used in calculating the percentage of the tillable land in high return crops was changed considerably in 1944 and 1957.
** The basis for computing animal units was revised in 1951.
*** The basis for computing work units was revised in 1953.
Table 24. Summary of Miscellaneous Items by Years

<table>
<thead>
<tr>
<th>Items</th>
<th>Average</th>
<th>Average</th>
<th>Average</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>1940-44</td>
<td>1945-49</td>
<td>1950-54</td>
</tr>
<tr>
<td><strong>RETURN ABOVE FEED COST PER</strong></td>
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<td></td>
</tr>
<tr>
<td>Dairy cow</td>
<td>$61.87</td>
<td>$114.96</td>
<td>$111.51</td>
</tr>
<tr>
<td>Dual-purpose cow</td>
<td>41.43</td>
<td>65.98</td>
<td>64.82</td>
</tr>
<tr>
<td>Animal unit in beef herd*</td>
<td>21.90</td>
<td>46.46</td>
<td>42.51</td>
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<tr>
<td>100 lbs. feeder cattle produced</td>
<td>3.11</td>
<td>8.87</td>
<td>5.26</td>
</tr>
<tr>
<td>Head of sheep in farm flock</td>
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<td>4.58</td>
</tr>
<tr>
<td>100 lbs. hogs produced</td>
<td>4.05</td>
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<td>6.23</td>
</tr>
<tr>
<td>Hen</td>
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<td>2.15</td>
<td>1.09</td>
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</tr>
<tr>
<td><strong>FEED COST PER</strong></td>
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<td>Dairy cow</td>
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<td>Cwt. of feeder cattle produced</td>
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<td>100 lbs. hogs produced</td>
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<td>12.95</td>
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<tr>
<td>Hen</td>
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<td>2.28</td>
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<td><strong>MISCELLANEOUS LIVESTOCK INFORMATION</strong></td>
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<tr>
<td>Number of dairy or dual pur. cows</td>
<td>8.1</td>
<td>5.3</td>
<td>4.7</td>
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<tr>
<td>Head in beef breeding herd</td>
<td>10.5</td>
<td>9.4</td>
<td>11.1</td>
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<tr>
<td>Lbs. feeder cattle produced</td>
<td>9336</td>
<td>6676</td>
<td>12137</td>
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<tr>
<td>Litters of pigs</td>
<td>18.5</td>
<td>19.5</td>
<td>21.7</td>
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<tr>
<td>Lbs. of hogs produced</td>
<td>30411</td>
<td>34292</td>
<td>37265</td>
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<tr>
<td>Number of hens</td>
<td>197</td>
<td>202</td>
<td>187</td>
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<tr>
<td>Lbs. of B.F. per dairy cow</td>
<td>216</td>
<td>257</td>
<td>282</td>
</tr>
<tr>
<td>Number of pigs weaned per litter</td>
<td>6.1</td>
<td>6.3</td>
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<tr>
<td>Percent lamb crop</td>
<td>105</td>
<td>109</td>
<td>107</td>
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<tr>
<td>Eggs per hen</td>
<td>134</td>
<td>171</td>
<td>180</td>
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*Animal unit in beef herd includes dairy cows, dual-purpose cows, and beef steers.
Table 24. Summary of Miscellaneous Items by Years (continued)

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<td><strong>PRICE RECEIVED FOR</strong></td>
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<tr>
<td>Pound of B.F. in milk</td>
<td>$0.64</td>
<td>$0.98</td>
<td>$0.94</td>
<td>$0.88</td>
<td>$0.92</td>
<td>$0.92</td>
<td>$0.91</td>
<td>$0.91</td>
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<tr>
<td>Pound of B.F. in cream</td>
<td>$0.44</td>
<td>$0.73</td>
<td>$0.72</td>
<td>$0.61</td>
<td>$0.63</td>
<td>$0.65</td>
<td>$0.58</td>
<td>$0.58</td>
<td>$0.57</td>
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<tr>
<td>100 lbs. fat cattle</td>
<td>11.73</td>
<td>21.71</td>
<td>26.61</td>
<td>20.73</td>
<td>19.49</td>
<td>21.59</td>
<td>25.10</td>
<td>25.63</td>
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<tr>
<td>Pound of wool</td>
<td>$0.38</td>
<td>$0.41</td>
<td>$0.60</td>
<td>$0.42</td>
<td>$0.65</td>
<td>$0.59</td>
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<td>Dozen eggs</td>
<td>2.26</td>
<td>3.27</td>
<td>3.35</td>
<td>3.33</td>
<td>3.28</td>
<td>3.30</td>
<td>2.28</td>
<td>2.29</td>
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<tr>
<td>100 lbs. hogs produced</td>
<td>4.65</td>
<td>6.29</td>
<td>6.23</td>
<td>5.34</td>
<td>4.98</td>
<td>7.44</td>
<td>8.60</td>
<td>1.24</td>
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<td><strong>PRICE OF FEED</strong></td>
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<tr>
<td>Corn, bu.</td>
<td>$0.70</td>
<td>$1.24</td>
<td>$1.31</td>
<td>$1.23</td>
<td>$1.25</td>
<td>$1.10</td>
<td>$0.98</td>
<td>$0.98</td>
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<td>$0.96</td>
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<tr>
<td>Oats, bu.</td>
<td>$0.46</td>
<td>$0.74</td>
<td>$0.74</td>
<td>$0.61</td>
<td>$0.63</td>
<td>$0.61</td>
<td>$0.54</td>
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<tr>
<td>Barley, bu.</td>
<td>$0.68</td>
<td>$1.31</td>
<td>$1.15</td>
<td>$0.93</td>
<td>$0.94</td>
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<td>$0.92</td>
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<td>Alfaalfa hay, ton</td>
<td>10.00</td>
<td>18.60</td>
<td>18.30</td>
<td>18.00</td>
<td>18.50</td>
<td>17.00</td>
<td>17.75</td>
<td>19.75</td>
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<td>Timothy hay, ton</td>
<td>6.24</td>
<td>10.86</td>
<td>10.60</td>
<td>10.40</td>
<td>10.05</td>
<td>9.80</td>
<td>10.25</td>
<td>11.50</td>
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<td>Corn silage, ton</td>
<td>3.20</td>
<td>6.07</td>
<td>6.00</td>
<td>6.00</td>
<td>5.80</td>
<td>6.00</td>
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<td>6.60</td>
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<tr>
<td>Bran, cwt.</td>
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<td>2.55</td>
<td>2.50</td>
<td>2.40</td>
<td>2.60</td>
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<td>Linseed oilmeal, cwt.</td>
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<td>3.80</td>
<td>4.20</td>
<td>4.10</td>
<td>3.70</td>
<td>3.50</td>
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<tr>
<td>Soybean meal, cwt.</td>
<td>2.51</td>
<td>4.15</td>
<td>4.50</td>
<td>-</td>
<td>3.70</td>
<td>3.50</td>
<td>3.50</td>
<td>3.85</td>
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<tr>
<td>Small grains</td>
<td>89.9</td>
<td>73.9</td>
<td>70.5</td>
<td>52.5</td>
<td>49.3</td>
<td>52.4</td>
<td>51.5</td>
<td>41.4</td>
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<td>Cultivated crops</td>
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<td>134.6</td>
<td>147.9</td>
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<td>188.6</td>
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<td>28.1</td>
<td>34.1</td>
<td>41.1</td>
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<td>31.0</td>
<td>32.6</td>
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<td>Tillable land in pasture</td>
<td>24.5</td>
<td>15.2</td>
<td>14.8</td>
<td>15.6</td>
<td>16.0</td>
<td>12.9</td>
<td>11.5</td>
<td>9.8</td>
<td>6.7</td>
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<tr>
<td>Tillable land not cropped</td>
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<td>2.4</td>
<td>1.4</td>
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<tr>
<td>Total tillable land</td>
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<td>245.8</td>
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<td>257.9</td>
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<tr>
<td>Flax, bu.</td>
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<td>13.7</td>
<td>11.5</td>
<td>15.9</td>
<td>9.9</td>
<td>9.0</td>
<td>15.7</td>
<td>14.4</td>
<td>16.1</td>
<td>16.1</td>
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<tr>
<td>Barley, bu.</td>
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<td>34.1</td>
<td>29.0</td>
<td>34.5</td>
<td>25.9</td>
<td>26.9</td>
<td>48.5</td>
<td>37.4</td>
<td>42.7</td>
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<tr>
<td>Oats, bu.</td>
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<td>46.3</td>
<td>41.4</td>
<td>55.1</td>
<td>39.7</td>
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<td>67.4</td>
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<tr>
<td>Corn grain, bu.</td>
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<td>47.8</td>
<td>53.7</td>
<td>51.5</td>
<td>65.0</td>
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<td>57.8</td>
<td>47.6</td>
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<tr>
<td>Corn silage, tons</td>
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<td>8.4</td>
<td>9.2</td>
<td>8.8</td>
<td>10.5</td>
<td>10.3</td>
<td>10.5</td>
<td>8.6</td>
<td>10.2</td>
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<tr>
<td>Soybeans, bu.</td>
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<td>14.4</td>
<td>19.8</td>
<td>21.3</td>
<td>22.3</td>
<td>26.8</td>
<td>20.4</td>
<td>21.6</td>
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<tr>
<td>Alfalfa hay, tons</td>
<td>2.2</td>
<td>2.1</td>
<td>2.5</td>
<td>2.2</td>
<td>2.7</td>
<td>2.7</td>
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