

DAIRY FARM BUSINESS SUMMARIES 1957



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DAIRY FARM BUSINESS SUMMARIES, 1957

"Dairy farm business management projects" were sponsored by the county agricultural agents in fifteen counties in the State during the Year 1957. These projects, which are organized on a three-year basis, were carried on in cooperation with the College of Agriculture at Cornell.

Each cooperating family had a farm inventory and kept a record of receipts and expenses, and crops grown. At the end of the year, the records were checked and summarized at the College. Selected farm business factors were calculated. The figures for each farm were combined with those of the other cooperators in a county to get averages for the county group. These group averages were published in county summary reports. The individual cooperators used the figures in studying their businesses.

Participation in these projects was voluntary. The farm families that cooperated generally were scattered throughout the county. The major interest of the cooperators was to find ways to improve their farm businesses. The summary of these businesses DOES NOT reflect the average for all farms in these counties. The summary merely reports on the experiences of the individual farm operators in the projects.

Farm operators today are faced with many business management decisions. Good managers in any kind of business look for facts which will aid them in making decisions. The business analysis of the records kept by these farm families during 1957 provides facts that may be of help to other farmers in making management decisions.

A general summary of the 464 dairy farm businesses in the fifteen counties has been prepared. The averages for the 464 farms are reported in this mimeograph. Blank spaces have been provided so that any interested farmer can compare his figures with the group averages. Selected information from the individual county summaries is included on pages 18 to 21.

The county agricultural agents in ten other counties in the State obtained farm business information for 1957 from farmers and prepared summary reports. Selected business factors from these county summaries are reported on pages 22 and 23.

This report has been prepared principally for the use of county agricultural agents and teachers of vocational agriculture in their educational programs. Farmers and others interested in agriculture also may find a use for this information.

This summary prepared by C. A. Bratton, Department of Agricultural Economics. G. J. Conneman, C. W. Loomis, R. S. Smith, and C. A. Bratton in cooperation with the county agents prepared the individual county summaries.

Agents sponsoring the fifteen county farm business management projects included: N. C. Kidder and L. M. Palmer, Albany; G. L. Conklin, Cayuga; H. W. Matott and W. E. Worth, Chenango; M. W. Reese and W. H. Kahabha, Clinton; C. S. Denton and H. B. Loomis, Delaware; Ray Bender, Essex; W. E. Schumacher, Greene; R. M. Cary, Madison; H. E. Johnson, Monroe; Frank Colling, Montgomery; R. F. Geiger, Oswego; W. D. Brown, Otsego; R. E. Wingert and Arne Nissen, Schoharie; E. A. Wilde, Sullivan; and G. C. Smith, Yates.

Good decisions are the crux of sound management!

Steps in making a management decision:

1. Locate the trouble spot (problem)
2. Review your objective (goal)
3. Size up what you have to work with (resources)
4. Look for various ways to solve the problem (alternatives)
5. Consider probable results of each way (consequences)
6. Compare the expected results (evaluate)
7. Select way best suited to your situation (decision)

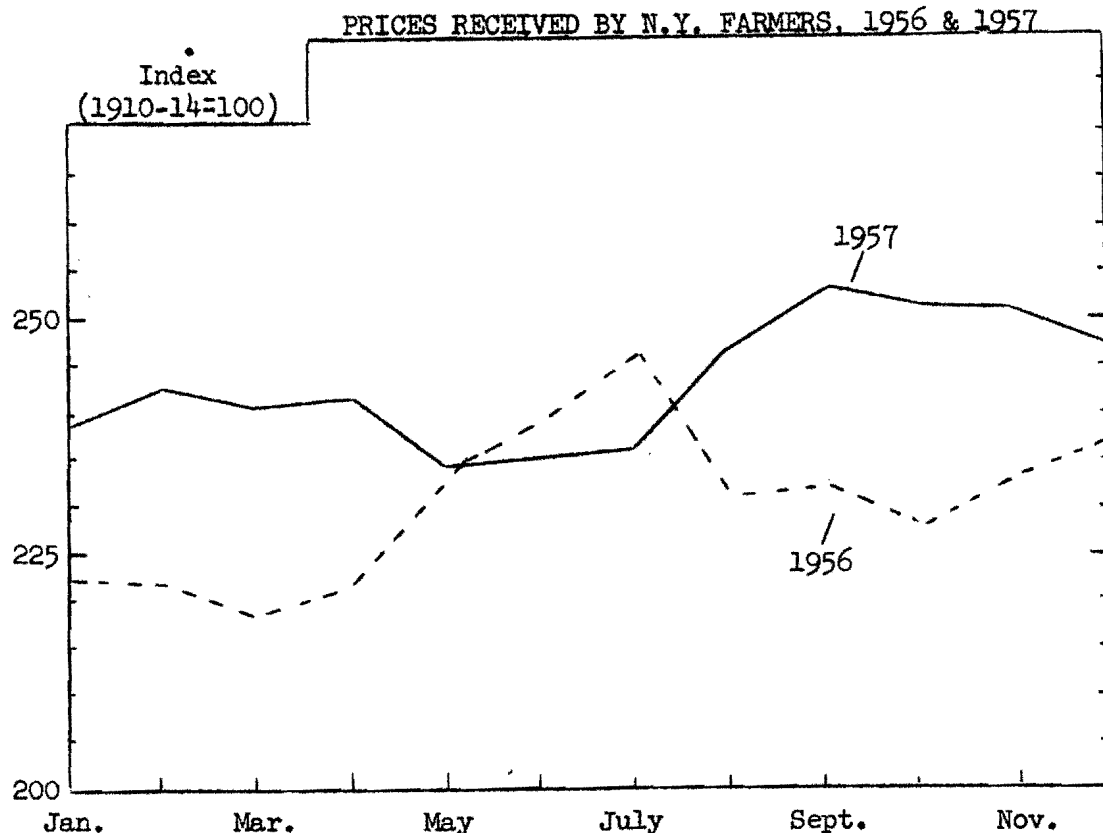
Have you developed a sound procedure for
arriving at management decisions?

or

"Do you shoot from the hip?"

FARM PRICES

Prices are an important factor affecting profits from farming. In studying the financial returns from farm businesses for any year, consideration must be given to the nature of prices for that year.



Prices received by New York farmers in 1957 were above those of the corresponding month in 1956 for all months except June and July. The average for the year was up about 6 per cent. The 1957 average still was about 14 per cent below that for 1952. A marked rise occurred from July to September 1957. Crops increased about 17 per cent, poultry and eggs 10 per cent, and dairy 6 per cent during this period.

The index of prices received by New York farmers is weighted by commodities according to their importance. Milk has a weight of 53; cattle and calves 10; eggs 13; and other poultry 6. All crops have a weight of 17 with potatoes accounting for 6 and apples 4.

Prices paid by farmers continued to rise in 1957 averaging 4 per cent higher than 1956. Wages and machinery rose in 1957 while fertilizer remained unchanged and feed costs declined slightly. Farm machinery costs in 1957 were up 5 per cent from 1956 and wages were up 4 per cent, while feed was down 1 per cent.

THINGS TO WORK WITH

The 464 farms included in this summary were scattered throughout the fifteen counties. All the farms had dairies, but there was considerable variation in the combination of other enterprises on these farms. The "resources" or things to work with are reported below:

THINGS TO WORK WITH
464 New York Dairy Farms, 1957

Item	Number reporting	Average*	Range	
			Low	High
<u>Labor:</u>				
Man equivalent (No. men)		1.8	1.0	4.8
Operator only	(16 farms)			
Hired help	(411 farms)			
Unpaid family labor	(239 farms)			
<u>Livestock: (Number)</u>				
Cows		33	7	102
Heifers		20	0	74
Bulls	(203 farms)	1.5	1.0	7.5
Hens	(120 farms)	255	8	2,200
<u>Crops: (Acres grown)</u>				
Hay		58	4	300
Grass silage	(157 farms)	15	2	61
Corn for grain	(146 farms)	12	1	88
Corn for silage	(395 farms)	14	2	50
Oats	(298 farms)	18	1.5	65
Total cropland		100	13	510

*Average for farms reporting

These were "family farms". The farm operator and members of the family made up most of the labor force. A total of 411 farms reported hiring some labor, 239 farms reported some unpaid labor, while only 16 farms had neither unpaid family labor nor hired labor. Some farms were operated by two or more individuals as partners. There were 409 single operators and 55 partnerships (7 with 3 operators) making a total of 526 operators on the 464 farms.

Crops and livestock other than those listed above were grown on some of the farms. Only the most common are shown above.

CAPITAL INVESTMENT

Capital is required to provide many of the things to work with. In modern farm businesses, the capital investment is large. In this report, the farm inventory is used as a measure of capital investment.

FARM INVENTORY VALUES, JANUARY 1, 1958
464 New York Dairy Farms

Item	Amount per farm		Amount per cow	
	Av. 464 farms	Your farm	Av. 464 farms	Your farm
Land and buildings	\$20,373	\$ _____	\$ 617	\$ _____
Machinery and equipment	9,163	_____	278	_____
Cattle	10,024	_____	304	_____
Other livestock	162	_____	5	_____
Feed and supplies	<u>3,722</u>	_____	<u>113</u>	_____
TOTAL INVESTMENT	\$43,444	\$ _____	\$ 1,317	\$ _____

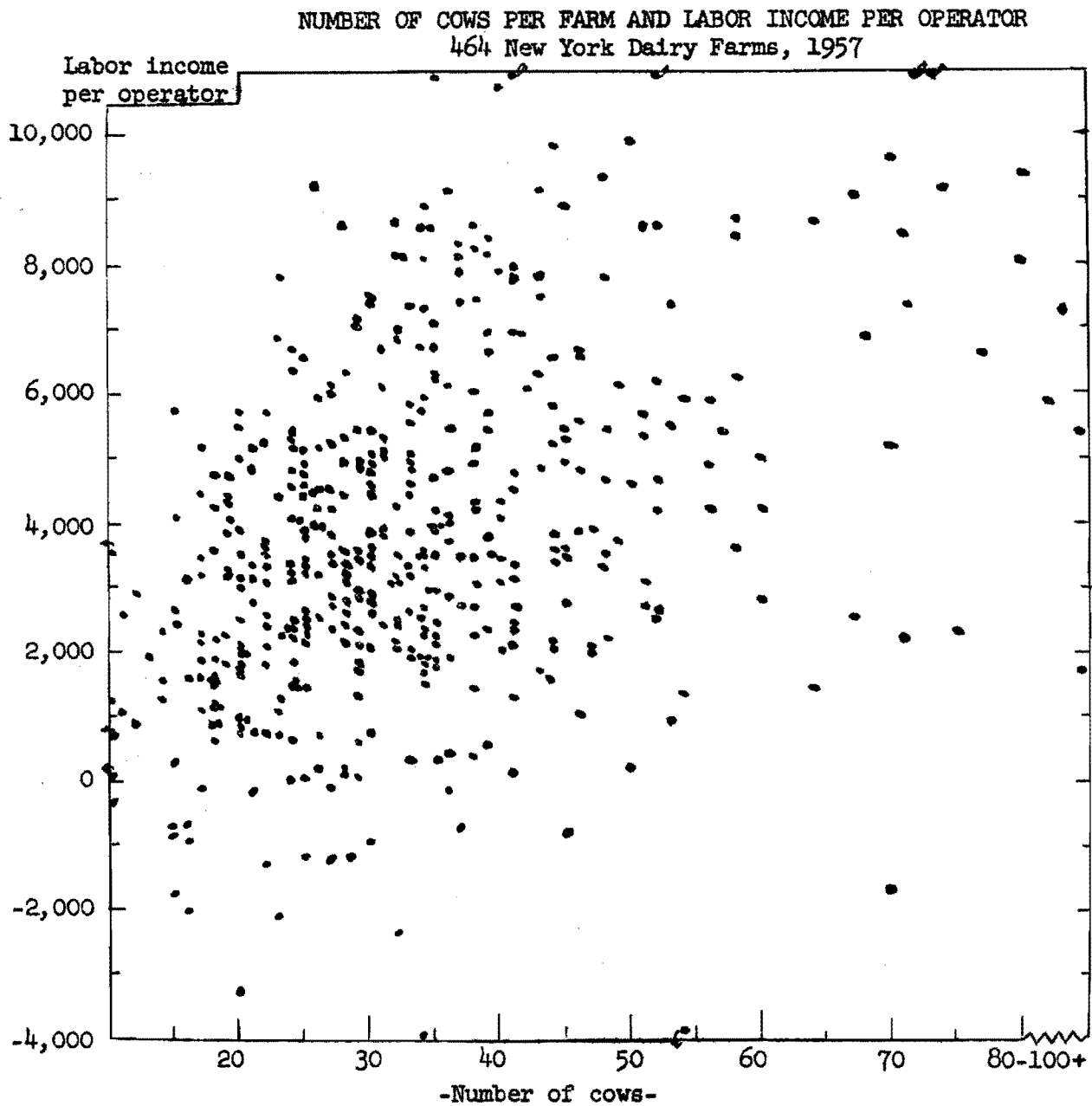
The average investment per man on these farms was \$24,136. This is nearly double the capital investment per worker in many industries.

The total investment per cow of \$1,317 is in line with that found in most dairy areas. (Land and buildings was the largest item amounting to \$617 per cow.) The amount of cropland on the farms and the location in respect to cities affects the land and building investment per cow.

High capital investment per "productive unit" (per cow) in a business tends to cause a heavier overhead cost per unit. In some cases, it may indicate that the capital resources are not being used to capacity.

Capital turnover (years required for receipts to equal capital) is sometimes used to measure efficiency in the use of capital. On these farms, it would require 2.2 years for the 1957 farm receipts to equal the capital investment.

FINANCIAL SUMMARY OF YEAR'S BUSINESS



Each dairy farm included in the farm business management projects is represented by a dot on the above graph. Labor income per operator is plotted rather than the labor income per farm.

The labor incomes per operator ranged from a minus \$6,269 to a high of \$13,662 or a difference of \$19,931.

LABOR INCOMES
464 New York Dairy Farms, 1957

Item	Your farm	Average of 464 farms
Capital Investment	\$ _____	\$42,012
Farm Receipts	\$ _____	\$20,166
Farm Expenses	\$ _____	<u>\$13,798</u>
Farm Income	\$ _____	\$ 6,368
Interest on Capital at 5%	\$ _____	<u>\$ 2,101</u>
LABOR INCOME per farm	\$ _____	\$ 4,267
Number of operators	_____	526
LABOR INCOME per operator	\$ _____	\$ 3,764

"Labor Income" is a measure of the return to the farm operator for his labor and management. It is the amount left after paying the usual farm expenses, and deducting a charge for unpaid family labor and for interest on the capital invested.

Changes in inventories during the year are included in figuring labor income. If the farmer builds up his inventory, this is considered as a farm receipt, and if he depletes his inventory, the amount used up is included as a farm expense. Interest and principal payments on debts are not included in the expenses. On the other hand, to make all farms comparable, a five per cent interest charge on the capital investment (average of beginning and end inventories) is deducted in figuring labor income.

In addition to the labor income on a farm, the family usually has the use of a house, milk, eggs, meat, vegetables, and other products produced on the farm. The estimated value of these farm privileges for 1957 on 282 of these dairy farms averaged \$1,009. In general, these items were valued at what they would sell for at the farm. If they were purchased in the city, they would cost considerably more.

If the operators' labor were figured at \$3,600 per year, the rate of return on the capital investment would be 5.4%.

WHERE THE MONEY CAME FROM

FARM RECEIPTS
464 New York Dairy Farms, 1957

Item	Your farm	Average of 464 farms	Per cent of total
Milk sales	\$ _____	\$13,624	79
Livestock & poultry sold	_____	1,508	9
Eggs sold	_____	423	2
Crop sales	_____	633	4
Miscellaneous*	_____	1,114	6
Total cash receipts	\$ _____	\$17,302	100
Increase in inventory	_____	2,864	
TOTAL FARM RECEIPTS	\$ _____	\$20,166	

*Includes work off farm, conservation payments, refunds, etc.

Total cash receipts on these farms amounted to \$17,302 per farm in 1957. This is equivalent to about \$1,440 per month or \$47 per day.

Increases in inventory due to expansion in the business are considered as a farm receipt. These items could have been sold and turned into cash receipts but the farmer decided to invest this in the business. In other businesses, they refer to it as "plowed back" into the business. Machinery and equipment accounted for about \$850 of the increase in inventory, cattle \$700, land and buildings \$700, and feed and supplies \$600.

Milk was the largest source of income making up 79 per cent of the total cash receipts. Livestock and poultry sold were the second most important receipt item.

Milk sales averaged \$413 per cow.

The average price per hundredweight of 3.7% milk sold was \$4.65.

WHERE THE MONEY WENT

The expenses on these farms averaged about \$1,150 per month or \$38 per day including Sundays. This is the equivalent of spending \$1.58 per hour every hour of the year.

FARM EXPENSES
464 New York Dairy Farms, 1957

Item	Your farm	Average of 464 farms	Per cent of total
Dairy feed bought	\$ _____	\$ 3,515	33
Other feed bought	_____	321	3
Hired labor	_____	1,145	11
Dairy & poultry expense*	_____	938	9
Gas and oil	_____	670	6
Machinery repairs, etc.	_____	709	7
Auto expense (farm share)	_____	147	1
Machine hire	_____	121	1
Fertilizer and lime	_____	634	6
Other crop expenses	_____	409	4
Building repairs, etc.	_____	324	3
Livestock bought	_____	585	5
Miscellaneous**	_____	<u>1,152</u>	<u>11</u>
Total cash operating	\$ _____	\$10,670	100
New machinery	_____	2,079	
New buildings	_____	809	
Unpaid family labor	_____	240	
Decrease in inventory	_____	--	
TOTAL FARM EXPENSE	\$ _____	\$13,798	

*Includes milk hauling \$271

**Taxes \$440, Insurance \$187, Electricity \$217, Telephone \$56, Rent \$120
.. Other \$132

FEED COSTS

Feed bought is usually the largest single expense item on a dairy farm. It is a challenge to dairymen to keep feed costs under control. A few business "checks" may be helpful in locating weaknesses in the feed program.

SELECTED FACTORS RELATED TO FEED COSTS
464 New York Dairy Farms, 1957

Item	Your farm	Average of 464 farms
<u>Purchased feed</u>		
Dairy feed bought	\$ _____	\$3,515
Feed bought per cow	\$ _____	\$107
Feed bought per Cwt. milk sold	\$ _____	\$1.20
Feed bought as % of milk receipts	_____ %	26%
<u>Roughage Harvested (hay equivalent)</u>		
Hay (tons)	_____	122 tons
Grass silage (_____ tons ÷ 3)	_____	11 tons
Corn silage (_____ tons ÷ 3)	_____	45 tons
Total tons hay equivalent	_____	178 tons
Tons hay equivalent per cow	_____	5.4 tons
Acres in crops per cow	_____	3.0 acres
Lime and fertilizer expense per cow	\$ _____	\$19
Lime and fertilizer expense per crop acre	\$ _____	\$6
Number of heifers per 10 cows	_____	6.1

Good quality roughage is the cheapest source of nutrients on a New York dairy farm. In considering purchased feed costs, one needs to look at the roughage program. These farms harvested an average of 5.4 tons of "hay equivalent" per cow. In addition to the quantity, the quality also must be taken into consideration.

The tons of hay equivalent per cow must feed the accompanying young cattle. If a farm has an unusually large number of heifers, more roughage per cow will be needed. There was an average of 6.1 heifers of all ages per 10 cows on these farms.

FARM MACHINERY COSTS

Machinery costs of all kinds (including milk hauling) were 22 per cent of the total farm expenses and interest on investment. Machinery costs were unquestionably the second most important item of expense on these farms.

MACHINERY COSTS*
464 New York Dairy Farms, 1957

Item	Your farm	Average 464 farms	
		Amount	Per cent
Beginning inventory	\$ _____	\$8,306	
New machinery bought	_____	2,079	
Total	\$ _____	\$10,385	
End inventory	\$ _____	\$9,163	
Machinery sold	_____	100	
Total	\$ _____	<u>\$ 9,263</u>	
Depreciation	\$ _____	\$ 1,122	32
Interest @ 5% Av. inventory	_____	437	13
Gas and oil	_____	670	19
Machinery repairs	_____	709	20
Milk hauling	_____	271	8
Machine hire	_____	147	4
Auto expense (farm share)	_____	<u>121</u>	<u>4</u>
Total machinery cost	\$ _____	\$ 3,477	100
<hr style="border-top: 1px dashed black;"/>			
Machinery cost per cow	\$ _____	\$105	
Machinery cost per crop acre	\$ _____	\$35	
Machinery cost per work unit	\$ _____	\$6.04	
Machinery cost per man	\$ _____	\$1,932	

*Does not include insurance, housing, or labor repair costs.

Depreciation was the largest item in the machinery costs and accounted for one-third of the total. This is an item sometimes overlooked by farmers in estimating what it costs to operate machinery. Machines do wear out and become obsolete which accounts for the depreciation. The fixed costs of depreciation and interest made up 45 per cent of the total cost.

ANALYSIS OF FARM BUSINESS

Size of business, rates of production, labor efficiency, and cost control are important factors affecting farm incomes. Below are some measures used in studying these factors.

SIZE OF BUSINESS 464 New York Dairy Farms, 1957

Item	Your farm	Average 464 farms
Man equivalent	_____	1.8
Number of cows	_____	33
Pounds 3.7% milk sold	_____	293,190
Total crop acres	_____	100
Total work units*	_____	576

*A "work unit" is the average amount of productive work accomplished by a man in a 10-hour day under New York farm conditions.

Farm management studies have shown that in general larger farms pay better than small farms. Larger farms make it possible to use equipment and other items more efficiently. However, if costs are not under control, large farms can lose more than small farms.

Below are some data on size of farm and income for the 464 farms in the farm business management projects in 1957.

COWS PER FARM AND LABOR INCOME 464 New York Dairy Farms, 1957

Number of cows	Number of farms	Lbs. Milk Sold		Labor income per operator
		per cow	per man	
Under 20	60	8,110	104,180	\$1,980
20-29	146	8,720	154,150	3,100
30-39	140	8,870	181,250	4,230
40-49	65	8,910	187,850	4,750
50-over	53	8,690	202,640	5,460

RATES OF PRODUCTION
464 New York Dairy Farms, 1957

Item	Your farm	Av. of farms reporting
<u>Animal Production:</u>		
Lbs. 3.7% milk sold per cow	_____	8,885
<u>Crop Yields:</u>		
Tons hay per acre	_____	2.1
Tons corn silage per acre	_____	11.4
Bu. oats per acre	_____	58

Pounds of milk sold has been adjusted to a 3.7 per cent butterfat equivalent so that farms would be comparable. Pounds of milk sold per cow is always less than D.H.I.C. or other production records. The pounds of milk sold per cow ranged from 4,500 to 13,800.

Roughage is the cheapest source of nutrients available to New York State dairymen. It is for this reason that good crop yields are important on dairy farms. Crop yields are frequently a weak point in farm businesses.

Rates of production also have an effect on farm incomes. There is a point, however, beyond which it is no longer profitable to increase the rates of production. Below are data on rates of production and incomes from the dairy farms in the 1957 farm business management projects.

MILK SOLD PER COW AND LABOR INCOME
464 New York Dairy Farms, 1957

Lbs. Milk sold per cow	Number of farms	Number of cows	Milk sold per man	Labor income per operator
Under 7,000	66	29	117,000	\$2,350
7,000-7,999	92	32	141,100	2,780
8,000-8,999	99	34	168,600	3,630
9,000-9,999	107	34	176,100	4,100
10,000-10,999	59	38	207,000	5,560
11,000-over	41	33	210,700	5,500

LABOR EFFICIENCY
464 New York Dairy Farms, 1957

Item	Your farm	Average 464 farms
Number cows per man	_____	18
Pounds milk sold per man	_____	162,883
Crop acres per man	_____	56
Work units per man	_____	320

Measures of labor efficiency indicate how much the labor force on the farm accomplishes. On a dairy farm, pounds of milk sold per man is a good simple measure to use. Work units per man combines all productive work done by the labor force but it has the disadvantage of not taking into account the products produced or the output.

High labor efficiency can be accomplished in several ways. Some farmers do it by long hours and unusually hard work. Others get efficiency by the use of machinery and equipment, but this can be costly. Still others develop good work methods which oftentimes can be done at little cost yet enable the operator to accomplish more.

Below are some data showing the relationship of labor efficiency and incomes on the 464 farms in 1957.

POUNDS OF MILK SOLD PER MAN AND LABOR INCOME
464 New York Dairy Farms, 1957

Pounds milk sold per man	Number of farms	Number of cows	Lbs. Milk sold per cow	Labor Income per operator
Under 120,000	107	24	7,500	\$2,250
120,000-150,000	84	31	8,260	2,930
150,000-180,000	92	34	8,850	3,840
180,000-210,000	76	36	9,290	4,300
210,000-240,000	57	43	9,470	4,890
240,000-over	48	43	10,110	6,590

"Cost control" is essential in a modern farm business. This means keeping check on all costs. At the same time, a farmer must guard against cutting costs which might reduce the efficiency of the business.

Below are some "yardsticks" for checking the reasonableness of expenses on a dairy farm.

COST CONTROL MEASURES
464 New York Dairy Farms, 1957

Item	Your farm	Average for 464 farms
% Feed bought is of milk receipts	_____%	26%
Feed bought per cow	\$ _____	\$107
Fertilizer & lime cost per cow	\$ _____	\$19
Machinery repairs per cow	\$ _____	\$21
Taxes per cow	\$ _____	\$13
Insurance per cow	\$ _____	\$6
Electricity per cow	\$ _____	\$7
Total farm expense per cow	\$ _____	\$418
Machinery cost per crop acre	\$ _____	\$35
Fertilizer & lime/crop acre	\$ _____	\$6.34
Gas & oil per crop acre	\$ _____	\$6.70
Taxes per crop acre	\$ _____	\$4.40
% Expenses are of receipts	_____%	68%

In studying machinery costs, a farm operator must consider them in relation to the labor used. One might figure the combined man labor and machinery costs. For the 464 farms, when the operators' labor was valued at \$3,600, the total man and machinery cost per farm was as follows:

	<u>Your farm</u>	<u>Av. 464 farms</u>
Operator's labor	\$ _____	\$4,081
Hired labor	_____	1,145
Unpaid labor	_____	240
Machinery cost	_____	3,477
TOTAL	\$ _____	\$8,943
Total per cow	\$ _____	\$271

COMPARISON OF BUSINESS SUMMARIES OF 20 FARMS WITH
HIGHEST LABOR INCOMES AND THE 20 FARMS WITH LOWEST LABOR INCOMES
464 New York Dairy Farms, 1957

	Average of the 464 farms	Average of 20 farms with: Highest labor incomes	Lowest labor incomes
<u>Capital Investment (End of year):</u>			
Land and buildings	\$20,373	\$31,710	\$26,595
Cattle	10,024	16,862	7,832
Machinery	9,163	14,299	11,538
Feed and supplies	3,722	7,721	3,090
Other	162	164	122
TOTAL END INVENTORY	\$43,444	\$70,756	\$49,177
<u>Farm Receipts:</u>			
Milk sales	\$13,624	\$22,801	\$ 9,973
Livestock sold	1,508	2,661	1,200
All other sales and income	2,170	4,453	2,500
Total Cash Receipts	\$17,302	\$29,915	\$13,673
Increase in Inventory	2,864	6,560	1,351
TOTAL FARM RECEIPTS	\$20,166	\$36,475	\$15,024
<u>Farm Expenses:</u>			
Feed bought	\$ 3,836	\$ 5,343	\$ 3,188
Hired labor	1,145	2,872	1,605
Machinery repairs and auto	856	1,394	855
Gas and oil	670	1,094	701
Milk hauling	271	353	235
Dairy expense	667	1,041	519
Fertilizer and lime	634	1,084	583
Other crop expense	530	1,104	519
Livestock bought	585	1,134	610
Building repairs	324	436	321
Miscellaneous	1,152	1,844	1,311
Total Cash Operating	\$10,670	\$17,699	\$10,447
New machinery	2,079	3,818	2,756
New buildings	809	1,158	848
Unpaid labor	240	318	266
TOTAL FARM EXPENSES	\$13,798	\$22,993	\$14,317
<u>Financial Summary:</u>			
Total farm receipts	\$20,166	\$36,475	\$15,024
Total farm expenses	13,798	22,993	14,317
Farm Income	\$ 6,368	\$13,482	\$ 707
5% on Av. Capital	2,101	3,374	2,425
Labor Income per Farm	\$ 4,267	\$10,108	- \$ 1,718
Number of Operators	526	20	20
LABOR INCOME per Operator	\$ 3,764	\$10,108	- \$ 1,718

COMPARISON OF FARM BUSINESS FACTORS OF 20 FARMS WITH HIGHEST
LABOR INCOMES AND THE 20 FARMS WITH LOWEST LABOR INCOMES
464 New York Dairy Farms, 1957

Farm Business Factors:	Average of the 464 farms	Average of 20 farms with:	
		Highest labor incomes	Lowest labor incomes
Man equivalent	1.8	2.3	1.7
Average number cows	33	51	28
Pounds of milk sold (3.7%equiv.)	293,190	500,109	216,849
Total crop acres	100	186	97
Total man work units	576	923	499
<u>Rates of Production:</u>			
Pounds milk sold per cow	8,885	9,806	7,745
Tons hay per acre	2.1	2.5	1.8
Tons corn silage per acre	11	13	10
Bushels oats per acre	58	66	57
<u>Labor Efficiency:</u>			
Man work units per man	320	401	294
Pounds milk sold per man (3.7%)	162,885	217,439	127,558
<u>Use of Capital:</u>			
Total capital per man	\$24,136	\$30,102	\$28,928
Total capital per cow	\$1,316	\$1,387	\$1,756
Land & buildings per cow	\$617	\$622	\$950
Machinery investment:			
per man	\$5,091	\$6,217	\$6,787
per cow	\$278	\$280	\$412
<u>Feed Costs:</u>			
Dairy feed bought per cow	\$107	\$97	\$104
% Feed bought was of milk receipts	26%	22%	29%
Crop acres per cow	3.0	3.6	3.5
Fertilizer & lime expense/crop acre	\$6	\$6	\$6
Hay equivalent harvested per cow	5.4	6.7	5.3
Number heifers per 10 cows	6.1	6.1	6.8
<u>Machinery Costs:</u>			
Total machinery cost	\$3,477	\$5,132	\$3,990
Machinery cost per cow	\$105	\$101	\$142
Machinery cost per man	\$1,932	\$2,231	\$2,347
<u>Prices:</u>			
Av. price received for milk (3.7%)	\$4.65	\$4.56	\$4.60
<u>Other</u>			
% Real estate is of total capital	47%	45%	54%
% Expenses are of receipts	68%	63%	95%
% Machinery cost is of total farm expenses & interest on investment	22%	19%	24%

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1957
15 County Farm Business Management Summaries

Item	Albany County	Cayuga County	Chenango County		
			Group I	Group II	Group III
Number of farms	20	21	33*	25	7
<u>Things to work with:</u>					
Number of cows	28	26	37	34	36
Number of heifers	17	18	24	16	15
Acres of hay	70	52	62	46	63
Acres of corn silage	9	11	13	10	10
Acres of oats	10	23	11	7	9
Total crop acres	101	160	95	72	94
<u>Size of business:</u>					
Man equivalent	1.8	1.6	1.8	1.7	1.9
Total work units	491	536	516	545	545
Cwt. milk sold	2,521	2,413	3,261	3,081	3,210
<u>Rates of production:</u>					
Lbs. milk sold/cow	9,003	9,079	8,814	9,063	8,918
Tons hay/acre	1.5	2.9	2.4	2.3	2.2
Tons corn silage/acre	10	11	12	13	12
Bu. oats/acre	45	64	62	62	79
<u>Work per man:</u>					
Number cows/man	16	16	21	20	19
Work units/man	273	335	342	321	287
Cwt. milk sold/man	1,400	1,510	1,810	1,810	1,690
<u>Financial summary:</u>					
Average capital	\$35,423	\$42,908	\$40,241	\$39,403	\$41,668
Total farm receipts	\$16,837	\$20,342	\$21,640	\$20,631	\$23,520
Total farm expenses	\$12,305	\$14,091	\$14,497	\$14,500	\$16,739
LABOR INCOME/Operator	\$2,629	\$4,106	\$4,703	\$4,001	\$3,288
<u>Cost control factors:</u>					
Machinery investment	\$6,838	\$9,663	\$8,929	\$7,841	\$6,975
Machinery cost	\$3,160	\$4,374	\$3,615	\$3,285	\$2,812
Machinery cost/cow	\$113	\$168	\$98	\$97	\$78
Feed bought/cow	\$110	\$74	\$102	\$128	\$112
Fertilizer/crop acre	\$4.97	\$6.50	\$9.73	\$8.04	\$6.03
% Expenses are of receipts	73%	69%	67%	70%	71%
Av. price/cwt. milk	\$4.88	\$4.48	\$4.66	\$4.61	\$4.61

*County summary includes one additional farm for which data was not complete for overall summary.

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1957 (Cont.)
15 County Farm Business Management Summaries

Item	Clinton County	Delaware County		Essex County	Greene County
		Group I	Group II		
Number of farms	22	27	23	18*	31
<u>Things to work with:</u>					
Number of cows	35	36	34	29	30
Number of heifers	26	18	18	23	18
Acres of hay	73	53	43	73	64
Acres of corn silage	15	6	5	15	7
Acres of oats	16	2	2	6	2
Total crop acres	110	70	63	132	77
<u>Size of business:</u>					
Man equivalent	2.0	1.7	1.5	2.0	1.7
Total work units	622	562	519	590	544
Cwt. milk sold	3,167	3,122	2,693	2,322	2,307
<u>Rates of production:</u>					
Lbs. milk sold/cow	9,048	8,672	7,922	8,006	7,690
Tons hay/acre	2.0	1.8	1.8	1.8	1.5
Tons corn silage/acre	11	14	11	10	10
Bu. oats/acre	64	60	59	63	45
<u>Work per man:</u>					
Number cows/man	18	21	23	14	18
Work units/man	311	331	346	295	320
Cwt. milk sold/man	1,580	1,840	1,800	1,160	1,360
<u>Financial summary:</u>					
Average capital	\$49,545	\$34,843	\$34,530	\$45,589	\$37,600
Total farm receipts	\$20,297	\$18,672	\$16,316	\$18,517	\$16,774
Total farm expenses	\$13,649	\$12,880	\$11,271	\$12,858	\$12,158
LABOR INCOME/Operator	\$3,398	\$3,645	\$3,319	\$2,901	\$2,606
<u>Cost control factors:</u>					
Machinery investment	\$9,945	\$7,193	\$6,860	\$11,982	\$8,167
Machinery cost	\$3,841	\$2,793	\$2,544	\$3,664	\$3,018
Machinery cost/cow	\$110	\$78	\$75	\$126	\$101
Feed bought/cow	\$112	\$133	\$121	\$93	\$121
Fertilizer/crop acre	\$3.75	\$8.66	\$8.62	\$3.38	\$6.14
% Expenses are of receipts	67%	69%	69%	69%	72%
Av. price/cwt. milk	\$4.53	\$4.66	\$4.66	\$4.49	\$4.82
<hr/>					
Av. price/cwt. milk	\$4.64	\$4.80	\$4.81	\$4.49	

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1957 (Cont.)
15 County Farm Business Management Summaries

Item	Madison County	Monroe County	Montgomery County	Oswego County
Number of farms	60	15*	40	10
<u>Things to work with:</u>				
Number of cows	41	28	34	30
Number of heifers	23	21	20	17
Acres of hay	59	50	74	39
Acres of corn silage	19	15	14	11
Acres of oats	21	18	19	15
Total crop acres	116	126	120	96
<u>Size of business:</u>				
Man equivalent	2.1	1.9	1.6	1.4
Total work units	706	575	580	484
Cwt. milk sold	3,755	2,500	2,904	3,076
<u>Rates of production:</u>				
Lbs. milk sold/cow	9,158	8,929	8,540	10,254
Tons hay/acre	2.8	2.4	1.8	2.9
Tons corn silage/acre	12	11	12	12
Bu. oats/acre	62	66	55	49
<u>Work per man:</u>				
Number cows/man	20	15	21	21
Work units/man	336	303	362	346
Cwt. milk sold/man	1,790	1,320	1,820	2,200
<u>Financial summary:</u>				
Average capital	\$51,862	\$52,389	\$41,593	\$35,571
Total farm receipts	\$24,167	\$20,490	\$19,778	\$19,456
Total farm expenses	\$16,535	\$13,399	\$12,154	\$12,273
LABOR INCOME/Operator	\$3,978	\$3,530	\$4,719	\$4,504
<u>Cost control factors:</u>				
Machinery investment	\$11,338	\$10,066	\$10,170	\$7,948
Machinery cost	\$4,380	\$4,335	\$3,475	\$3,108
Machinery cost/cow	\$107	\$155	\$102	\$104
Feed bought/cow	\$83	\$80	\$79	\$135
Fertilizer/crop acre	\$6.49	\$6.02	\$4.08	\$8.09
% Expenses are of receipts	68%	65%	61%	63%
Av. price/cwt. milk	\$4.54	\$4.82	\$4.72	\$4.50

*County summary includes one additional farm for which data was not complete for overall summary.

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1957 (Cont.)
15 County Farm Business Management Summaries

Item	Otsego County	Schoharie County	Sullivan County	Yates County
Number of farms	45	38	19	10
<u>Things to work with:</u>				
Number of cows	35	31	29	25
Number of heifers	20	18	16	17
Acres of hay	50	68	50	36
Acres of corn silage	14	10	6	11
Acres of oats	13	8	1	14
Total crop acres	90	98	70	100
<u>Size of business:</u>				
Man equivalent	1.7	1.8	1.7	1.8
Total work units	599	546	447	473
Cwt. milk sold	3,044	2,711	2,571	2,299
<u>Rates of production:</u>				
Lbs. milk sold/cow	8,697	8,745	8,866	9,196
Tons hay/acre	2.3	1.8	1.5	2.7
Tons corn silage/acre	12	11	9	12
Bu. oats/acre	55	60	30	66
<u>Work per man:</u>				
Number cows/man	21	17	17	14
Work units/man	352	303	263	263
Cwt. milk sold/man	1,790	1,510	1,510	1,280
<u>Financial summary:</u>				
Average capital	\$43,324	\$41,251	\$34,814	\$37,258
Total farm receipts	\$23,067	\$18,835	\$16,604	\$20,298
Total farm expenses	\$16,064	\$12,940	\$12,305	\$13,355
LABOR INCOME/Operator	\$4,354	\$3,641	\$2,113	\$4,618
<u>Cost control factors:</u>				
Machinery investment	\$10,434	\$8,519	\$7,051	\$8,796
Machinery cost	\$3,429	\$3,042	\$2,862	\$3,679
Machinery cost/cow	\$98	\$98	\$99	\$147
Feed bought/cow	\$1.09	\$1.18	\$1.55	\$1.60
Fertilizer/crop acre	\$7.20	\$6.45	\$7.14	\$7.18
% Expenses are of receipts	70%	69%	74%	66%
Av. price/cwt. milk	\$4.64	\$4.80	\$4.81	\$4.49

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1957
From 10 County Summaries Not In Farm Business Management Projects*

Item	Cattaraugus County	Genesee County	Herkimer County	Jefferson County	Oneida County
Number of farms	24	30	30	30	57
<u>Things to work with:</u>					
Number of cows	29	33	37	38	33
Acres of hay	na	52	69	75	46
Total acres of crops	93	147	105	134	83
<u>Size of business:</u>					
Man equivalent	1.5	1.9	1.7	1.7	1.6
Cwt. milk sold	2,683	3,009	3,277	3,438	2,955
<u>Rates of production:</u>					
Lbs. milk sold/cow	9,060	9,120	8,857	9,047	8,955
Tons hay/acre	na	3.0	2.2	1.8	2.7
<u>Work per man:</u>					
Number of cows/man	20	17	22	22	21
Cwt. milk sold/man	1,844	1,584	1,928	2,022	1,847
<u>Cost control factors:</u>					
% Feed bought is of milk sales	24%	15%	22%	21%	20%
Machinery cost/cow	na	\$156	\$82	\$83	\$96
% Expenses are of receipts	76%	67%	66%	59%	62%
<u>Financial summary:</u>					
Average capital	\$41,137	\$53,372	\$39,711	\$38,546	\$35,492
Total farm receipts	\$20,689	\$24,608	\$21,166	\$20,793	\$18,368
Total farm expenses	\$15,792	\$16,568	\$13,998	\$12,297	\$11,475
Labor income/operator	\$3,515	\$5,198	\$5,183	\$6,158	\$4,862

*County agricultural agents in these counties obtained farm business information from farmers in the counties, and prepared summary reports for use with the cooperators and others in discussing farm business management problems.

na - Not available

COMPARISON OF SELECTED FARM BUSINESS FACTORS FOR 1957 (Cont.)
From 10 County Summaries Not In Farm Business Management Projects*

Item	Ontario County	Rensselaer County	Schuyler County	St. Lawrence County	Tompkins County
Number of farms	25	34	11	68	24
<u>Things to work with:</u>					
Number of cows	29	31	21	31	33
Acres of hay	53	57	41	56	58
Total acres of crops	142	100	86	84	128
<u>Size of business:</u>					
Man equivalent	2.0	1.7	1.5	1.6	1.8
Cwt. milk sold	2,972	2,943	2,038	2,717	3,254
<u>Rates of production:</u>					
Lbs. milk sold/cow	10,248	9,493	9,707	8,763	9,861
Tons hay/acre	2.9	2.2	2.5	2.1	2.5
<u>Work per man:</u>					
Number of cows/man	15	18	14	19	18
Cwt. milk sold/man	1,486	1,731	1,359	1,698	1,808
<u>Cost control factors:</u>					
% Feed bought is of milk sales	15%	21%	24%	27%	20%
Machinery cost/cow	\$163	\$109	\$130	\$83	\$117
% Expenses are of receipts	67%	67%	69%	65%	68%
<u>Financial summary:</u>					
Average capital	\$52,679	\$37,897	\$32,578	\$32,723	\$52,919
Total farm receipts	\$24,897	\$19,366	\$13,753	\$15,525	\$25,085
Total farm expenses	\$16,756	\$13,040	\$9,555	\$10,042	\$17,025
Labor income/operator	\$4,202	\$4,431	\$2,569	\$3,533	\$5,414

COMPARISON OF SELECTED FARM BUSINESS SUMMARY FACTORS
New York Dairy Farms, 1955, 1956, and 1957

Item	1955	1956	1957
Number of farms	201	342	464
<u>Things to work with:</u>			
Number of cows	33	34	33
Number of heifers	20	20	20
Acres of hay	54	56	58
Acres of corn silage	15	13	12
Acres of oats	18	13	11
Total crop acres	105	98	100
<u>Size of business:</u>			
Man equivalent	1.8	1.8	1.8
Total work units	573	575	576
Cwt. milk sold	2,887	3,025	2,932
<u>Rates of production:</u>			
Lbs. milk sold/cow	8,747	8,897	8,885
Tons hay/acre	2.2	2.1	2.1
Tons corn silage/acre	9.9	9.5	11.4
Bu. oats/acre	50	52	58
<u>Work per man:</u>			
Number cows/man	18	19	18
Work units/man	318	319	320
Cwt. milk sold/man	1,604	1,681	1,629
<u>Financial summary:</u>			
Average capital	\$39,552	\$39,708	\$42,012
Total farm receipts	\$16,443	\$17,654	\$20,166
Total farm expenses	\$11,539	\$12,397	\$13,798
LABOR INCOME/Operator	\$2,482	\$2,870	\$3,764
<u>Cost control factors:</u>			
Machinery investment	\$8,475	\$8,438	\$9,163
Machinery cost	\$3,252	\$3,225	\$3,477
Machinery cost/cow	\$99	\$95	\$105
Feed bought/cow	\$90	\$96	\$107
Fertilizer/crop acre	\$6	\$6	\$6
% Expenses are of receipts	70%	70%	68%
Av. price/cwt. milk	\$4.09	\$4.18	\$4.65