

DAIRY PRODUCERS AND DAIRY PRODUCTION

Table 20.—SOURCES OF FARM INCOME ON DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NORTHEASTERN DAIRY REGION: 1954

| Item | Economic class of farm | | | | | | |
|---|------------------------|--------|--------|--------|--------|-------|-------|
| | Total | I | II | III | IV | V | VI |
| Number of farms..... | 67,521 | 1,215 | 12,525 | 24,658 | 19,447 | 7,965 | 1,711 |
| Gross sales— | | | | | | | |
| Per farm.....dollars.. | 7,256 | 36,282 | 14,181 | 7,163 | 3,809 | 2,005 | 903 |
| Per crop acre.....do.. | 78 | 136 | 98 | 76 | 56 | 39 | 21 |
| Percent of gross sales from dairy products..... | 85 | 84 | 85 | 86 | 86 | 83 | 71 |
| Sales per farm: | | | | | | | |
| Milk.....dollars | 6,202 | 30,500 | 12,096 | 6,175 | 3,273 | 1,657 | 645 |
| Cattle and calves.....do.. | 498 | 2,987 | 944 | 465 | 267 | 163 | 108 |
| Hogs.....do.. | 13 | 48 | 25 | 14 | 7 | 6 | 7 |
| Poultry products except eggs.....dollars | 30 | 312 | 81 | 36 | 14 | 8 | 4 |
| Eggs.....do.. | 167 | 822 | 357 | 143 | 66 | 33 | 24 |
| Sheep.....do.. | 7 | 75 | 11 | 6 | 3 | 2 | 5 |
| Other livestock and livestock products.....dollars | 6 | 20 | 9 | 7 | 4 | 6 | 3 |
| Total, livestock and livestock products.....dollars | 6,922 | 34,773 | 13,523 | 6,846 | 3,634 | 1,875 | 790 |
| Field crops.....do.. | 166 | 886 | 374 | 153 | 68 | 36 | 21 |
| Other crops.....do.. | 98 | 421 | 168 | 90 | 58 | 67 | 70 |
| Total crops.....do.. | 264 | 1,307 | 542 | 243 | 126 | 103 | 91 |

¹ Includes horticultural and forest products.

Table 21.—SPECIFIED FARM EXPENDITURES ON DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NORTHEASTERN DAIRY REGION: 1954

| Item | Economic class of farm | | | | | | |
|----------------------------|------------------------|--------|--------|--------|--------|-------|-------|
| | Total | I | II | III | IV | V | VI |
| Number of farms..... | 67,521 | 1,215 | 12,525 | 24,658 | 19,447 | 7,965 | 1,711 |
| Average per farm: | | | | | | | |
| Machine hire.....dollars.. | 119 | 185 | 149 | 132 | 104 | 78 | 49 |
| Hired labor.....do.. | 664 | 7,023 | 1,570 | 500 | 186 | 83 | 24 |
| Feed.....do.. | 2,332 | 10,269 | 4,398 | 2,323 | 1,315 | 791 | 431 |
| Gas and oil.....do.. | 368 | 1,402 | 633 | 376 | 238 | 146 | 75 |
| Fertilizer.....do.. | 191 | 993 | 409 | 183 | 86 | 48 | 24 |
| Lime.....do.. | 52 | 255 | 109 | 52 | 24 | 12 | 11 |
| Total.....do.. | 3,726 | 20,117 | 7,268 | 3,566 | 1,953 | 1,158 | 614 |
| Average per crop acre: | | | | | | | |
| Machine hire.....do.. | 1 | 1 | 1 | 1 | 2 | 2 | 1 |
| Hired labor.....do.. | 7 | 26 | 11 | 5 | 3 | 2 | 1 |
| Feed.....do.. | 25 | 38 | 30 | 25 | 19 | 16 | 10 |
| Gas and oil.....do.. | 4 | 5 | 4 | 4 | 3 | 3 | 2 |
| Fertilizer.....do.. | 2 | 4 | 3 | 2 | 1 | 1 | 1 |
| Lime.....do.. | 1 | 1 | 1 | 1 | (Z) | (Z) | (Z) |
| Total.....do.. | 40 | 75 | 50 | 38 | 28 | 24 | 15 |

Z Less than 0.50.

The net incomes are larger than they would be if the specified expenses were expanded to include other necessary items and cost (Table 22). Further, the average income for the area does not fully reflect the variation in effectiveness in the use of resources. The dairymen in Economic Subregion 1, with an average net income of \$2,871, have only two-thirds the income of the dairymen in Hudson Valley, Subregion 6, and Central New York, Economic Subregion 8. To the extent that net income is a measure of efficiency or effectiveness in the use of resources, the farmers of these two economic subregions are using to good advantage the resources at their command. Another indication

of effectiveness in the use of resources is the total investment in terms of gross sales. Economic Class I farmers used a total investment of \$221 to obtain \$100 income. This ratio was increased with the smaller units until farmers in Economic Class VI used \$1,039 of capital investment to obtain \$100 total income.

Table 22.—MEASURES OF INCOME AND EFFICIENCY LEVELS FOR DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NORTHEASTERN DAIRY REGION: 1954

| Item | Economic class of farm | | | | | | |
|--|------------------------|--------|--------|--------|--------|--------|--------|
| | Total | I | II | III | IV | V | VI |
| Number of farms..... | 67,521 | 1,215 | 12,525 | 24,658 | 19,447 | 7,965 | 1,711 |
| Gross sales per farm.....dollars.. | 7,256 | 36,282 | 14,181 | 7,163 | 3,809 | 2,005 | 903 |
| Specified expenses per farm.....do.. | 3,726 | 20,117 | 7,268 | 3,566 | 1,953 | 1,158 | 614 |
| Gross sales less specified expenses per farm.....dollars.. | 3,530 | 16,165 | 6,913 | 3,597 | 1,856 | 847 | 289 |
| Gross sales per man-equivalent..... | 4,837 | 6,846 | 6,446 | 4,775 | 3,463 | 2,228 | 1,003 |
| Total investment— | | | | | | | |
| Per farm.....dollars.. | 23,348 | 80,128 | 37,759 | 23,399 | 16,383 | 12,625 | 9,347 |
| Per man-equivalent.....do.. | 15,565 | 15,118 | 17,163 | 15,599 | 14,894 | 14,028 | 10,386 |
| Per \$100 gross sales.....do.. | 320 | 221 | 266 | 325 | 431 | 631 | 1,039 |
| Percent of sales of dairy products from cream..... | (Z) | (Z) | (Z) | (Z) | (Z) | 2 | 12 |
| Milk sales per cow: | | | | | | | |
| Dollars..... | 264 | 405 | 309 | 254 | 204 | 160 | 89 |
| Pounds (milk equivalent)..... | 6,526 | 8,036 | 7,549 | 6,441 | 5,361 | 4,361 | 2,782 |

Z Less than 0.5 percent.

From three-fifths to three-fourths of the farms in the different economic subregions used fertilizer, the smallest number being in Northern New York, Economic Subregion 7, while in Economic Subregions 8 and 10, 77 percent used some fertilizer. Some fertilizer was applied to 28 percent of the harvested cropland.²

Table 23.—USE OF FERTILIZER AND LIME ON DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NORTHEASTERN DAIRY REGION: 1954

| Item | Economic class of farm | | | | | | |
|---|------------------------|-------|--------|--------|--------|-------|-------|
| | Total | I | II | III | IV | V | VI |
| Number of farms..... | 67,521 | 1,215 | 12,525 | 24,658 | 19,447 | 7,965 | 1,711 |
| Fertilizer: | | | | | | | |
| Percent of farms using..... | 71 | 90 | 88 | 79 | 62 | 46 | 32 |
| Tons used per farm reporting..... | 5 | 21 | 9 | 4 | 3 | 2 | 1 |
| Acres upon which used per farm reporting..... | 28 | 107 | 47 | 25 | 16 | 12 | 8 |
| Average per acre fertilized: | | | | | | | |
| Pounds..... | 360 | 400 | 380 | 360 | 360 | 360 | 360 |
| Cost.....dollars.. | 9.50 | 10.29 | 9.83 | 9.24 | 8.90 | 8.99 | 8.89 |
| Lime: | | | | | | | |
| Percent of farms using..... | 39 | 67 | 59 | 45 | 29 | 19 | 15 |
| Acres upon which used per farm reporting..... | 15 | 37 | 20 | 13 | 10 | 9 | 7 |
| Average per acre limed: | | | | | | | |
| Pounds..... | 2,900 | 3,020 | 2,980 | 2,900 | 2,700 | 2,700 | 2,500 |
| Cost.....dollars.. | 8.98 | 10.19 | 9.46 | 8.84 | 7.84 | 7.64 | 9.97 |

The larger farms fertilized a few percentage points more of its cropland than the smaller farms, but the rate of application was practically the same for large and small farms. Slightly more than one-half as many farms used lime as used fertilizer. Nominal applications of 350 to 400 pounds per acre were used (Table 23).

² Including cropland pastured.