

# 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

<sup>1</sup> 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.<sup>2</sup>

**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).

<sup>2</sup> Including cropland pastured.