

Table 37.—SOURCES OF FARM INCOME ON DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NORTHERN WOODS REGION: 1954

| Item   | Economic class of farm |        |        |       |       |        |       |
|--|------------------------|--------|--------|-------|-------|--------|-------|
|  | Total                  | I      | II     | III   | IV    | V      | VI    |
| Number of farms.....                                     | 28,001                 | 32     | 385    | 3,294 | 9,465 | 10,820 | 4,005 |
| Gross sales—   |                        |        |        |       |       |        |       |
| Per farm.....dollars.....                                | 2,999                  | 36,118 | 12,495 | 6,545 | 3,499 | 1,849  | 831   |
| Per crop acre.....do.....                                | 39                     | 122    | 64     | 53    | 42    | 29     | 19    |
| Percent of gross sales from dairy products.....          | 73                     | 62     | 68     | 75    | 74    | 72     | 69    |
| Sales per farm:  |                        |        |        |       |       |        |       |
| Milk.....dollars.....                                    | 2,193                  | 22,247 | 8,482  | 4,877 | 2,605 | 1,332  | 575   |
| Cattle and calves.....do.....                            | 381                    | 5,914  | 1,353  | 760   | 416   | 274    | 141   |
| Hogs.....do.....   | 62                     | 32     | 286    | 156   | 71    | 36     | 12    |
| Poultry products except eggs.....do.....                 | 16                     | 56     | 142    | 25    | 19    | 10     | 5     |
| Eggs.....do.....   | 66                     | 395    | 256    | 139   | 76    | 42     | 23    |
| Sheep.....do.....  | 13                     | 228    | 66     | 22    | 15    | 9      | 3     |
| Other livestock and livestock products.....dollars.....  | 8                      | 76     | 29     | 13    | 7     | 8      | 4     |
| Total, livestock and livestock products.....dollars..... | 2,739                  | 28,948 | 10,613 | 5,992 | 3,209 | 1,711  | 763   |
| Field crops.....do.....                                  | 165                    | 7,017  | 1,408  | 371   | 170   | 80     | 40    |
| Other crops.....do.....                                  | 95                     | 152    | 474    | 182   | 120   | 58     | 27    |
| Total crops.....do.....                                  | 260                    | 7,169  | 1,882  | 553   | 290   | 138    | 67    |

<sup>1</sup> Includes horticultural and forest products.

Table 38.—SPECIFIED FARM EXPENDITURES ON DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NORTHERN WOODS REGION: 1954

| Item                          | Economic class of farm |        |       |       |       |        |       |
|-------------------------------|------------------------|--------|-------|-------|-------|--------|-------|
|                               | Total                  | I      | II    | III   | IV    | V      | VI    |
| Number of farms.....          | 28,001                 | 32     | 385   | 3,294 | 9,465 | 10,820 | 4,005 |
| Average per farm:             |                        |        |       |       |       |        |       |
| Machine hire.....dollars..... | 89                     | 178    | 129   | 134   | 109   | 74     | 43    |
| Hired labor.....do.....       | 113                    | 4,402  | 1,252 | 318   | 96    | 46     | 21    |
| Feed.....do.....              | 461                    | 4,622  | 1,708 | 947   | 533   | 303    | 162   |
| Gas and oil.....do.....       | 242                    | 1,449  | 748   | 443   | 276   | 184    | 96    |
| Fertilizer.....do.....        | 78                     | 1,061  | 511   | 206   | 88    | 34     | 15    |
| Lime.....do.....              | 13                     | 336    | 62    | 31    | 15    | 6      | 2     |
| Total.....do.....             | 996                    | 12,048 | 4,410 | 2,079 | 1,117 | 647    | 339   |
| Average per crop acre:        |                        |        |       |       |       |        |       |
| Machine hire.....do.....      | 1                      | 1      | 1     | 1     | 1     | 1      | 1     |
| Hired labor.....do.....       | 1                      | 15     | 6     | 3     | 1     | 1      | (Z)   |
| Feed.....do.....              | 6                      | 16     | 9     | 8     | 6     | 5      | 4     |
| Gas and oil.....do.....       | 3                      | 5      | 4     | 4     | 3     | 3      | 2     |
| Fertilizer.....do.....        | 1                      | 4      | 3     | 2     | 1     | 1      | (Z)   |
| Lime.....do.....              | (Z)                    | 1      | (Z)   | (Z)   | (Z)   | (Z)    | (Z)   |
| Total.....do.....             | 12                     | 42     | 23    | 18    | 12    | 11     | 7     |

Z Less than 0.50.

Milk sales per cow show the same trend (Table 39). They dropped from \$446 to \$94 and from 13,282 pounds to 3,718 pounds. The lower price of cream can account for a part of the price difference because the smaller farmers sold more than 40 percent of their milk as cream whereas the larger farms sold not more than 5 or 6 percent.

Average net farm incomes of these operators were a little more than one-half of those of the Northern Lake Region not because of the differences between identical economic classes, but because of the much larger proportion of farmers in Economic Classes V and VI. Likewise, other factors showing effectiveness in the use

of resources are fairly comparable with other areas within economic classes, but averages for the whole region are low. Fully one-half of the dairy farms are in the two smallest size groups in comparison with one-fifth for the Northern Lake Region.

Table 39.—MEASURES OF INCOME AND EFFICIENCY LEVELS FOR DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NORTHERN WOODS REGION: 1954

| Item  | Economic class of farm |        |        |        |        |        |       |
|---|------------------------|--------|--------|--------|--------|--------|-------|
|   | Total                  | I      | II     | III    | IV     | V      | VI    |
| Number of farms.....  | 28,001                 | 32     | 385    | 3,294  | 9,465  | 10,820 | 4,005 |
| Gross sales per farm.....dollars.....                         | 2,999                  | 36,118 | 12,495 | 6,545  | 3,499  | 1,849  | 831   |
| Specified expenses per farm.....do.....                       | 996                    | 12,048 | 4,410  | 2,079  | 1,117  | 647    | 339   |
| Gross sales less specified expenses per farm.....dollars..... | 2,003                  | 24,070 | 8,085  | 4,466  | 2,382  | 1,202  | 492   |
| Gross sales per man-equivalent.....                           | 2,307                  | 8,209  | 5,433  | 4,091  | 2,499  | 1,541  | 755   |
| Total investment—   |                        |        |        |        |        |        |       |
| Per farm.....dollars.....                                     | 15,388                 | 60,537 | 37,618 | 25,954 | 16,944 | 12,465 | 8,608 |
| Per man-equivalent.....do.....                                | 11,837                 | 13,758 | 16,356 | 16,221 | 12,103 | 10,388 | 7,825 |
| Per \$100 gross sales.....do.....                             | 513                    | 168    | 301    | 399    | 484    | 692    | 1,076 |
| Percent of sales of dairy products from cream.....            | 14                     | (Z)    | 6      | 5      | 12     | 25     | 44    |
| Milk sales per cow:   |                        |        |        |        |        |        |       |
| Dollars.....  | 174                    | 446    | 293    | 230    | 170    | 135    | 94    |
| Pounds (milk equivalent).....                                 | 5,674                  | 13,282 | 8,327  | 6,796  | 5,794  | 4,842  | 3,718 |

Z Less than 0.5 percent.

Not so many of these farmers used fertilizers as in other areas, and when used the rates applied were lower (Table 40). Fewer of the smaller farmers bought fertilizers and they applied less per acre than their larger neighbors. The soils were derived from noncalcareous material so that in general a good application of limestone or marl is beneficial to crop production. Yet only one-seventh of these farmers reported using any liming material, and only a few of the smaller farms used any at all. When used, these smaller farmers made only about half the per acre application made by the larger farms. The limited use of both fertilizers and lime may partly account for the relatively low production reported for the area as a whole.

Table 40.—USE OF FERTILIZER AND LIME ON DAIRY FARMS, BY ECONOMIC CLASS OF FARM, FOR THE NORTHERN WOODS REGION: 1954

| Item  | Economic class of farm |       |       |       |       |        |       |
|---|------------------------|-------|-------|-------|-------|--------|-------|
|   | Total                  | I     | II    | III   | IV    | V      | VI    |
| Number of farms.....                          | 28,001                 | 32    | 385   | 3,294 | 9,465 | 10,820 | 4,005 |
| Fertilizer:                                   |                        |       |       |       |       |        |       |
| Percent of farms using.....                   | 48                     | 84    | 84    | 79    | 62    | 35     | 21    |
| Tons used per farm reporting.....             | 3                      | 20    | 10    | 4     | 2     | 2      | 1     |
| Acres upon which used per farm reporting..... | 23                     | 138   | 75    | 35    | 21    | 15     | 11    |
| Average per acre fertilized:                  |                        |       |       |       |       |        |       |
| Pounds.....                                   | 240                    | 290   | 269   | 246   | 236   | 231    | 216   |
| Cost.....dollars.....                         | 7.08                   | 9.12  | 8.16  | 7.32  | 6.89  | 6.62   | 6.45  |
| Lime:   |                        |       |       |       |       |        |       |
| Percent of farms using.....                   | 16                     | 63    | 34    | 32    | 21    | 11     | 4     |
| Acres upon which used per farm reporting..... | 12                     | 59    | 20    | 14    | 11    | 9      | 9     |
| Average per acre limed:                       |                        |       |       |       |       |        |       |
| Pounds.....                                   | 3,690                  | 6,270 | 4,362 | 3,603 | 3,639 | 3,502  | 3,343 |
| Cost.....dollars.....                         | 6.84                   | 9.07  | 9.12  | 6.85  | 6.84  | 6.21   | 5.40  |