

FARM MANAGEMENT DEMONSTRATIONS.

Statistics of Dairy Farms in Tillamook County.

During the first part of February, 1916, farm analysis records were taken of one hundred and three Tillamook County farms by County Agriculturist R. C. Jones, assisted by Farm Management Demonstrator H. F. Keyes. Fifty-eight of the farms were classified as bottom land farms and forty-five prairie land farms. This circular contains the averages figured from the records secured on fifty-seven of the bottom land farms. The fifty-eighth farm was excluded from the average because it was a market milk and truck farm. These records were taken for the purpose of trying to assist these farmers to analyze their farm business in such manner that they may be able to discover some of the weak points in their farm organization. It is hoped that the ultimate result of the work will be increased profits for the operator or owners of these farms.

Is Your Farm Paying You a Profit?

Unless your farm pays the operating expenses, a fair rate of interest on the investment, and in addition leaves reasonable wages for your own labor, it cannot be called a profitable business. In this circular the farmer's profit is measured by the size of the Labor Income on his farm. By Labor Income is meant what the farmer has left after paying all farm expenses including depreciation on his buildings and machinery, taxes, feed, and labor (including a fair value for work done by members of the farmer's family other than himself but not actually paid for) etc., and deducting 5 per cent interest on the value of the land, buildings, stock, tools and other supplies. In other words, the labor income is what the farmer gets for his own work in addition to what the farm furnished toward the family living.

The labor income on these fifty-seven bottom land farms varied from \$113 to \$248. In other words, some of these farms failed to pay their owners anything for their labor and did not even pay five per cent interest on their investment, while other farms under similar conditions paid the owner 5 per cent on his investment and \$391 for his labor.

What are the reasons for this great variation in the profitableness of these farms? It seems that there are several reasons. Some of the farms were not large enough to be profitable. They did not have enough land or enough cows to keep the farmer and his family or his hired help profitably employed. Below are two tables showing that the larger farms were more profitable than the small farms.

Table I.—Relation of Size of Farm to Labor Income.

Range in Size.	Average Acres per Farm.	No. of Farms.	Labor Income.	No. making Labor Income over \$700.
Less than 50 acres	34	23	\$326	2
Over 75 acres	109	17	471	5
50 to 75 acres	63	17	391	7

Table II.—Relation of Number of Cows to Labor Income.

Range in No. of Cows.	Average No. of Cows.	No. of Farms.	Labor Income.	No. making Labor Income over \$700.
Less than 20 cows	20	31	\$274	4
20 or more cows	40	20	524	10

A second reason for the variation in labor income seems to be a variation in the quality of cows kept on the farms. Below is a table bringing out this factor. This table shows the effects of the receipts per cow on labor income.

Table III.—Relation of Receipts per Cow to Labor Income.

Range in Receipts per Cow.	Average Receipts per Cow.	No. of Farms.	Labor Income.	No. making Labor Income over \$700.
Less than \$70 per cow	\$62	17	\$123	0
\$71 to \$80 per cow	74	22	453	5
\$81 or over per cow	90	18	793	9

It is not enough however, that your cows be heavy producers. They must produce economically. The following table shows the importance of getting a high return on the feed fed.

Table IV.—Relation of Stock Receipts per \$100 Worth of Feed Fed to Labor Income.

Range in Returns.	Average Return on \$100 Feed.	No. of Farms.	Labor Income.	No. making Labor Income over \$700.
\$130 or less	\$113	18	\$122	0
\$131 to \$104	143	21	337	3
\$105 or more	181	18	953	11

The farmer with a small herd of high producing cows stands a much better chance of making a good profit than does the man with a large herd of poor cows. The next two tables show that the large herds with cows better than the average made a labor income is somewhat near four times the labor income of the large herd with cows producing less than the average cow and twenty-five times as much as the small herd of poor cows. The small herd of high producing cows made nearly three times as large a labor income as the large herd of low producing cows, and eighteen times as much as the small herd of low producing cows, in which class do you fall?

Table V.—Relation of Number and Quality of Cows to Labor Income. (A) Cows producing better than \$76 per head.

Range in No. of Cows.	Average No. of Cows.	No. of Farms.	Labor Income.	No. making Labor Income over \$700.
30 or more cows	38	13	\$846	7
Less than 30 cows	19	13	570	4

(B) Cows producing less than \$76 per head.

Range in No. of Cows.	Average No. of Cows.	No. of Farms.	Labor Income.	No. making Labor Income over \$700.
25 or more cows	39	15	\$215	3
Less than 20 cows	20	10	32	0

Three farmers made labor incomes over \$700 with cows poorer than average, \$70 or better per head. The chances of making a good labor income with poor cows are very light.

How much return per acre is necessary to make a good labor income? Should the average farmer strive for the highest possible return per acre? After studying these records it would seem that a good return per acre is necessary to make a good labor income. The farmers with low returns per acre did not make good labor incomes, but neither did those farmers with the highest return per acre make good labor incomes. Most of the high labor incomes were made on those farms securing from \$35 to \$60 return per acre. The following table shows the relation of returns per acre to labor income.

Table VI.—Relation of Returns per Acre to Labor Income.

Range of Returns per Acre.	Average Return per Acre.	No. of Farms.	Labor Income.	No. making Labor Income over \$700.
\$35 or Less	\$30	15	\$90	2
\$30 to \$54	45	28	570	8
\$55 or Over	65	14	538	4

With land values as high as they are in this area it would seem that it is necessary to get a fairly large return per acre in order to make a fair profit. However, when the returns per acre get up much above \$64 the expenses necessary to secure such a return is apt to take all the added income and may reduce the profits besides. The farmer's net returns per acre must be above \$25.00.

The discussion this far has shown that the size of the farm, the number of cows, the receipts per cow, the returns per \$100 worth of feed, the number and quality of cows and the return per acre are all factors which have great influence in the success of the dairyman. Which of these factors are the most important? A study of the foregoing tables shows that receipts per cow and returns per \$100 worth of feed have the greatest bearing on success or failure in the dairy business.

Table III. shows that on no farm with receipts per cow of under \$70 received a labor income of over \$700 while one out of every two farms with over \$80 per cow made a labor income of over \$700.

Table IV. shows that where returns per \$100 worth of feed were under \$40 there was no chance of a labor income over \$700 while if the returns were \$105 or more eleven out of eighteen made over \$700.

This emphasizes the value of records of both feed and product on the individual cows in the herd and a careful weeding out of the unprofitable cows. The Cow Testing Association will keep these records for a very normal cost per cow and return information regarding each cow which will be worth many times the cost. Every dairyman should take advantage of the opportunity which the Cow Testing Association offers.

The following, first, a statement of your own farm business for the year January 1, 1915 to December 31, 1915, and second, a comparison of your farm

business with the average of all fifty-seven farms and with the twelve best farms.

Record of A Year's Business.

	Value
CAPITAL	
Total acres, 83	\$22,422.00
Cattle, 45	2,149.00
Horses, Colts, 25	344.00
Hogs, 5	55.00
Poultry, 36	20.00
Machinery	311
Feed and supplies	454.00
Total capital	\$25,736.00
RECEIPTS	
Cattle	\$ 273.00
Milk and butter	3,043.00
Horses and Colts*	6.00
Swine*	187.00
Poultry and eggs*	13.00
Breeding fees	4.00
Miscellaneous	82.00
Increase in feed invt.	149.00
Total receipts	\$3,759.00
EXPENSES, (cash)	
Hired labor	\$363.00
Board of hired labor	57.00
Cow Testing Associating fees	11.00
Machinery repairs	3.00
Fence repairs	2.00
Pasture	32.00
Feed	136
Straw	8.00
Horse shoeing	21.00
Veterinary	5.00
Seed (oats, clover, grass)	24.00
Insurance	12.00
Taxes	290.00
All else	28.00
EXPENSES (not cash)	
Depreciation, building and machinery	118.00
Total expenses	\$1,110.00
Income from capital and labor of operator and family	\$2,649.00
Income from family labor	138.00
Income from capital and operator's labor	2,511.00
Income from capital	1,288.00
Labor income	1,223

*The receipts from stock are found by subtracting the sum of the purchases and what is on hand at the beginning of the year from the sum of the sales and that on hand at the close of the year.

A Comparison of the Average of 57 Bottom Land Farms and the Average of the Twelve Best Farms.

	Average of 57 farms	Average of 12 best farms
Labor income	\$ 391.00	\$ 1,223.00
Total acres	84	93
Available acres	40	35
Total capital	\$24,734.00	\$25,736.00
Working capital	\$3,016.00	\$ 3,313.00
Number of cows	29	32
Number of men	1.8	"
Quality of Business.		
No. of acres required to produce as much as the average farm produces on 100 acres	100	90
Milk receipts per cow	\$76.00	\$86.00
Butter fat per cow	224 lbs.	254 lbs.
Pounds of milk per cow	5549 lbs.	6301 lbs.
Stock receipts per \$100 worth of feed fed	\$145.00	\$170.00
Diversity of business		
Per cent of stock receipts from:		
Milk	84 per cent	85 per cent
Cattle	0 per cent	0 per cent
Hogs	5 per cent	5 per cent
Miscellaneous factors.		
Value of feed fed per cow	\$49.00	\$46.00
Cows per man	16	17
Per cent of total capital in Working capital	12 per cent	12 per cent

A farm business to be successful must be properly balanced. By this is meant that it must be large enough for efficient management, it must be of good quality, that is, the crop yields and returns from stock must be better than average; it should be, under most conditions somewhat diversified and the capital invested in the farm business should be properly divided between fixed and operating capital. By this is meant that too large a part of the capital should not be placed in the farm itself. A fairly large part of the capital should be invested in stock, tools, and supplies.

There is one farm in this area which returned a much larger income than any other. It seems that it might be appropriate to discuss this farm a little in the first place, this farm is considerably larger than the average. It contains 109 acres but in addition the owner rented additional land for pasture. There are about fifty cows on the farm. This gives a good size of business for efficient management.

The quality of business is very good. The crops yielded a little better than average. The cows produced more butter fat than average cow and produced it economically. The cost of feed per cow on this farm was lower than on many of the successful farms. This it would seem is partly due to the fact that the cows on this farm are kept in out of the cold and rain during the winter months.

The business of this farm was somewhat diversified. A good percentage of the receipts were from hogs and a good percentage from cattle sales. Had this farmer depended on milk alone for his receipts he would have made over \$1000 less than he did.

The balance between fixed and operating capital was good. While the average farm has about 12 per cent in operating capital this farm has 20. It seems that the pasture management is better on this farm than on most of the farms. As far as possible the operator of the farm is cutting the farm into fifteen or twenty acre fields which he pastures alternately; when one field has been pastured off and the stock taken to another pasture, this field is immediately given a good sprinkling with liquid manure. This practice is followed as far as possible over the whole farm. This it seems is a particularly well balanced farm and one in which many ways might be used as a standard.

If after reading this report of the Farm Management Demonstration work done in this community you have any questions regarding the reorganization of your own farm business call on County Agriculturist R. C. Jones. He will be glad to assist in any way possible. He will also be glad to assist any farmer to analyze his business as your business has been analyzed in this report. He is here to help you. Use him.

Notice of Completion of Street Improvement.

Notice is hereby given that the City Engineer of Tillamook City, Oregon, has filed his certificate of completion, and his approval of the work of the improvement of the following described streets, to-wit: All that portion of Second Avenue East, extending from the north side of Ninth Street South to the South end of Second Avenue East. Also that street sometimes described as Twelfth Street, which connects the south end of Second Avenue East with the South end of Stillwell Avenue, from the West side of Second Avenue East West 211.5 feet to the West side of the street running South along the range line between Twp. 1 South Range 9 West, and Twp. 1 South, Range 10 West, W. M., and that certain street, the center line of which is the range line above mentioned, from the south line of the Street above mentioned sometimes described as Twelfth Street South to the boundary line of Tillamook City.

As provided for by Ordinance No. 301 of Tillamook City, Oregon, and that the acceptance of said street improvements will be considered by the common Council of Tillamook City, Oregon, at a meeting to be held by it on Monday the 3rd day of April, 1916, at the city hall in Tillamook City, Oregon, at the hour of 8 o'clock P. M. All objections to the acceptance of said improvements will be heard and determined at that time, or at such other

time as the consideration thereof may be continued to.

Dated this March 20th, 1916.
John Aschm, City Recorder of Tillamook City, Oregon.

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