

FARM INCOME STATISTICS:

Some of the most quoted—and misquoted—of all statistics are the U.S. Department of Agriculture's national farm income figures. USDA publishes regularly a comprehensive set of income estimates relating to agriculture. The major series, along with other important series from which they are derived, have been developed over more than a third of a century. Each series, whether major or minor, is designed for a specific purpose. For accurate results it should be used only in the way it was designed to be used. Unselective use is a common cause of error. Many figures may be vaguely reported as farm income—cash receipts, realized gross income, total net income, for example. Yet there are billions of dollars worth of difference between them. USDA's estimates center around two major concepts of farm income. One views agriculture as a business or an industry and measures income from the job of farming. The other views the people who live on farms and measures their income from both farm and nonfarm sources. The major series in each classification and their relationship to other series are shown here.

INCOME FROM FARMING, 1971

	Billion Dollars
CASH RECEIPTS FROM FARM MARKETING Money received from sales of about 150 farm products.	53.1
GOVERNMENT PAYMENTS TO FARMERS Payments to farmers under farm programs. Net price support loans are included with cash receipts above.	3.1
NONMONEY INCOME Includes home consumption of farm products and imputed rental value of farm dwellings.	3.9
REALIZED GROSS INCOME FROM FARMING Income from farming available for all purposes—farm operation, family living and investment.	60.1
PRODUCTION EXPENSES All cash spent to operate the farm business, plus certain non-cash items. Includes depreciation of equipment and other capital items rather than current purchases of these items.	44.0
REALIZED NET INCOME USDA's standard net income figure. The word "realized" indicates that the figure has not been adjusted for changes in inventories. Represents return to operator for his labor and management, the labor of his family and his invested capital.	16.1
NET CHANGE IN INVENTORIES Difference this year from last in quantities of each crop and livestock product held on farms, valued at average prices received by farmers during the year just ended.	1.3
TOTAL NET INCOME This figure is a component of national income figures of the Department of Commerce. It is published in the national income reports of that Department as "net income of farm proprietors."	17.4

PERSONAL INCOME OF FARM POPULATION, 1971

	Billion Dollars
PERSONAL INCOME FROM FARM SOURCES:	
TOTAL NET INCOME FROM FARMING OF FARM RESIDENT OPERATORS This is the total net income of farm operators from farming minus the net income received by farm operators who do not live on farms.	14.6
FARM WAGES OF LABORERS LIVING ON FARMS Wages and other labor income for farmwork paid by farm operators out of their gross income to workers living on farms. These wages are a production expense to farm operators, but a source of income to the farm population.	1.2
CONTRIBUTIONS OF FARM RESIDENT OPERATORS AND WORKERS TO SOCIAL INSURANCE	0.4
TOTAL PERSONAL INCOME OF FARM POPULATION FROM FARM SOURCES	15.6
PERSONAL INCOME FROM NONFARM SOURCES: Includes wages, salaries, and other labor income of farm residents from nonfarm jobs, rents and royalties, dividends, and interest, net income from nonfarm business and professions, and transfer payments, such as unemployment compensation and social security.	13.9
TOTAL PERSONAL INCOME OF FARM POPULATION FROM ALL SOURCES	29.5

Work-at-Home Schemes

Any time you're asked to send money for "information" concerning ways to earn money at home, you should be suspicious. You may be helping to fill the pockets of someone who has no intention of helping you find work. Penn State Extension home management specialists warn you to be aware of ads asking for money to "weed out curiosity seekers" or "to show good faith."

Some work-at-home schemes ask you to buy an expensive machine or other equipment or materials. The seller may promise to buy whatever you make. Many women have found that there is usually a catch in the promise—an out for the seller so he really doesn't have to keep his word. For example, he may say the things you have made are not up to his standards of quality.

Be suspicious of ads that promise enormous earnings, huge profits, or guarantee a market for what you make. It's a good idea to avoid any work-at-home plan that requires you to make an investment. Legitimate employers will pay you to work—not the other way around.

Women who do earn money at home usually have created their own jobs. They have thought of a product or service that someone needs and then they have supplied it. Making the most of a hobby or a talent is a good example.

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From Local Ag Teachers:



Thoughts in Passing



One of Lancaster County's newest vo-ag teachers is a lady, and she's the first in the county. Her name is Judith Levine and she teaches floriculture at the Brownstown Vo-Tech school.

Judy is a city girl. She grew up in Pittsburgh, but she says she got to know all about fruits, vegetables and flowers from her grandfather who sold produce off the back of a truck.

An August graduate of Penn State, Judy has a degree in agricultural education. At college, she concentrated on horticultural subject areas,

paying particular attention to the cultivation of carnations.

She enjoys working with her students because she feels they are anxious to learn greenhouse work. Her pupils come to the school for half days only. They concentrate on practical work rather than theory.

"When they go out into the greenhouse industry, I hope my students will be able to work with people as well as flowers," Judy said. "And even if a student doesn't get into greenhouse work, we've still taught him or her the care of plants, flower arranging



and an appreciation for growing things."

Judy said she likes Lancaster County, she likes the people both in and out of school, and she's sure she'll enjoy teaching here.

When you open wide at the dentist's office remember to ask for a complete mouth check. It's one of the ways to detect oral cancer early, according to your American Cancer Society.

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My Neighbors



"What would you charge me just to come in and lie down a while?"