

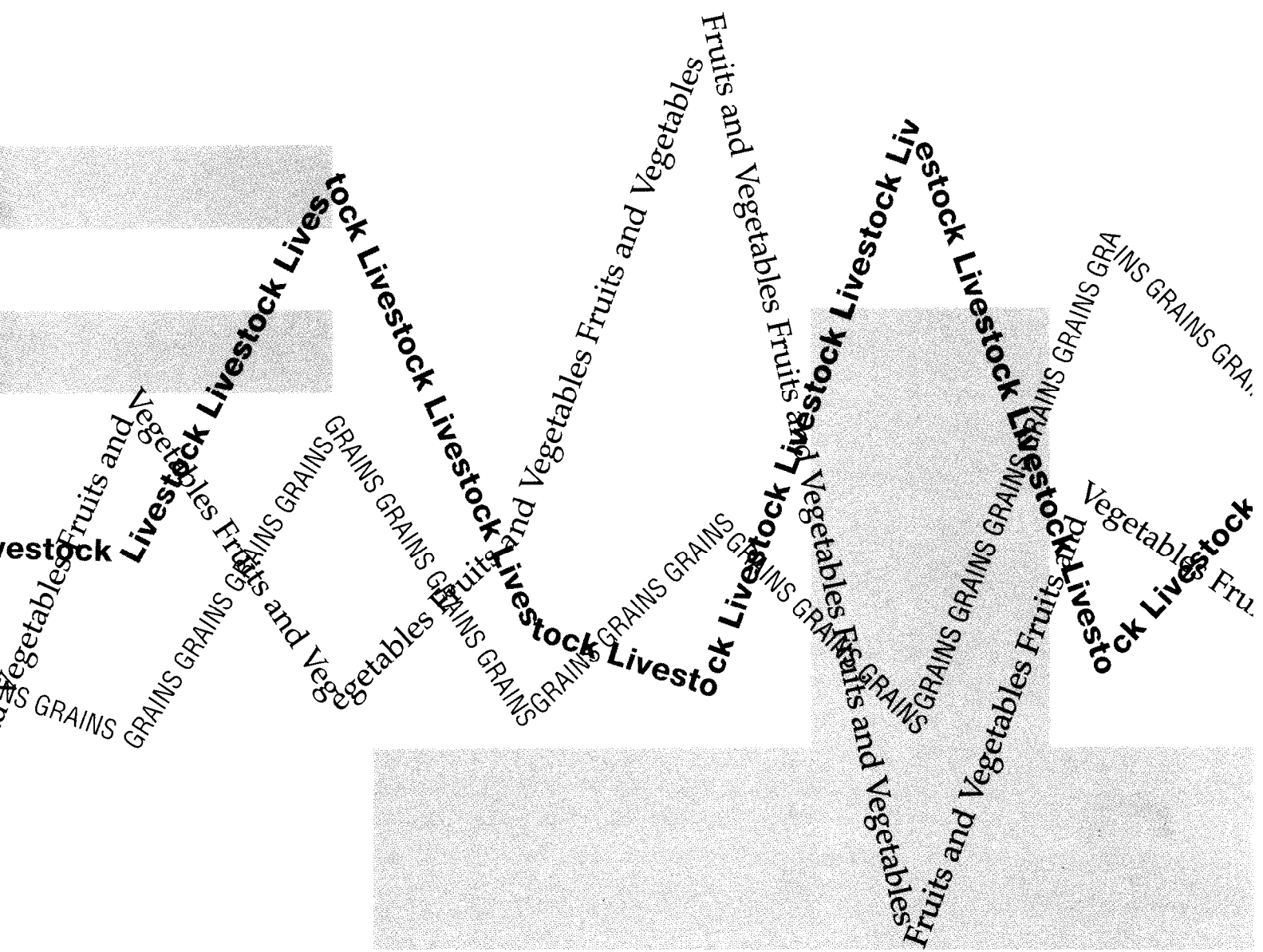


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Report 39

Farmer Cooperative Statistics, 1992



Abstract

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A survey of U.S. farmer cooperatives for calendar year 1992 showed net income of \$1.44 billion, down from \$1.57 billion in 1991. Gross and net business volumes were up for the 4,315 cooperatives included in the survey. Assets, liabilities, and net worth were up. Business volume, number of cooperatives, and cooperative memberships were reported by commodity for those cooperatives classified as marketing, farm supply, and service. Cooperative trends in cooperative numbers, memberships, sales volume, net income, assets, liabilities, and net worth are reported. Data on balance sheet and net income and selected activities of other service organizations also were reported.

Keywords: cooperatives, statistics, business volume, memberships, balance sheet, net income.

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Preface

Farmer cooperative statistics are collected annually to provide information on the progress and trends in cooperatives' growth and development. Many people use these statistics for various purposes such as research, technical assistance, education, planning, and public policy. Acquiring, analyzing, and disseminating farmer cooperative statistics is authorized by the Cooperative Marketing Act of 1926.

This report provides aggregate information on the number, membership, business volume, and net income of farmer cooperatives classified by principal product marketed and major functional type. Both gross (includes intercooperative business) and net (excludes intercooperative business) dollar volumes of cooperatives are reported.

Statistics for 1992 were only compiled on a national basis. Data by State are reported every other year. Therefore, to provide information by State in this report, 1991 numbers were included as an appendix.

The information was collected from individual farmer cooperatives by a mail survey of all organizations identified by the Agricultural Cooperative Service (ACS) as farmer cooperatives. Information was requested for their business years that ended during calendar 1992.

ACS conducts an annual census because of the declining number of cooperatives, the need to make more accurate estimates for all cooperatives, and the need for more data on individual cooperatives for research purposes. Before 1989, survey data were collected from cooperatives selected in a stratified random sample in 3 of 4 years. The census provides better information for developing a database for research and other purposes.

Statistics for all cooperatives were derived by estimating and adding data for nonrespondents to respondent data. Those responding to the 1992 survey accounted for 83.4 percent of the total gross sales handled by farmer cooperatives.

ACS depends on the cooperative community's response to its annual survey to develop a detailed and comprehensive set of statistics on farmer cooperatives. The time and effort taken to provide information and the rapidity with which it is furnished are greatly appreciated.

Appreciation is extended to Todd Holloway for assisting with the survey and John H. Wells for providing technical support.

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Highlights

For 1992, marketing, farm supply, and related service cooperatives reported a combined net income of \$1.44 billion, down 8.3 percent from the \$1.57 billion reported in 1991. The 1992 net included intercooperative dividends and refunds of \$356 million-down 6.5 percent from \$381 million.

- Total gross business volume (including intercooperative business) handled by cooperatives increased 2.9 percent to \$93.4 billion from \$90.8 billion.
- Total net business, excluding business done between cooperatives, was up 3.5 percent to \$79.3 billion from \$76.6 billion.
- The number of cooperatives declined 4 percent from 4,494 to 4,315. Each year, new cooperatives are formed and others disappear as they discontinue operations due to consolidation, merger, acquisition, or unsuccessful operations.
- Grain (1,554) and farm supply cooperatives (2,628) operated an estimated 4,182 branches.
- Cooperative memberships of 4,071,869 increased slightly (0.3 percent) from 4,058,570.
- Gross value of farm products marketed by cooperatives in 1992 increased 3.8 percent to \$63.8 billion from \$61.4 billion. Net value of these farm products, after eliminating duplication from intercooperative business, was up 3.5 percent to \$58.2 billion from \$56.2 billion.
- Gross value of farm supplies handled by farmer cooperatives was up 0.9 percent to \$27 billion from \$26.8 billion. Net value of these supplies, after adjusting for intercooperative business, increased 3.3 percent to \$18.5 billion from \$17.9 billion.
- Receipts for services related to marketing farm products and handling farm supplies plus other income was up 2.3 percent to \$2.6 billion.
- Combined assets for all farmer cooperatives increased 2.3 percent to \$32 billion. Net assets, after eliminating intercooperative investments, were up 2.8 percent to \$29.6 billion from \$28.8 billion.

- Total liabilities of \$17.8 billion were up 3.2 percent from \$17.2 billion.
- Net worth, or member and patron equity, was up 1.2 percent to \$14.2 billion. Total assets financed by member and patron equity were down from 44.9 percent to 44.4 percent.

HIGHLIGHTS CAPSULE

| | <i>1991</i> | <i>1992</i> |
|---------------------------------------|-------------|-------------|
| Number of cooperatives | 4,494 | 4,315 |
| Memberships | 4,058,570 | 4,071,869 |
| Net Business volume (million dollars) | 76,636 | 79,284 |
| Net income (million dollars) | 1,570 | 1,440 |
| Total assets (million dollars) | 3 1,268 | 31,994 |
| Net worth (million dollars) | 14,040 | 14,213 |
| <i>Leading State:</i> | <i>1989</i> | |

(8,014)

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I—COOPERATIVE TRENDS, 1983-92

The changing economic environment in the 1980s forced some cooperatives out of business. Others had to make difficult adjustments such as reducing the number of employees and selling off less productive assets. An indication of the stress is noted in business volume of farmer cooperatives that dropped from its peak of \$73 billion in 1984 to \$58.4 billion in 1986. Volume subsequently rebounded to reach \$77.3 billion in 1990 and a record of \$79.3 billion in 1992 (appendix figure 1).

Number of Cooperatives

The total number of marketing, farm supply, and related service cooperatives declined from 5,989 in 1983 to 4,315 in 1992 (table 1 and figure 1). Marketing cooperatives declined from 3,647 to 2,218 and farm supply cooperatives from 2,208 to 1,618. The number of service cooperatives

increased from 134 to 479, due primarily to reclassifying cotton ginning cooperatives and livestock shipping associations from marketing to service.

From 1983 through 1992, 2,308 cooperatives were removed from the ACS list of farmer cooperatives because of dissolutions, mergers, consolidations, and other reasons—an average decrease of nearly 231 per year. Over the decade, 41 percent were dissolved, 22.9 percent merged or consolidated, 16.9 percent were acquired by other cooperatives or investor-owned firms, and the remaining 19.1 percent were removed because of other reasons such as inactive or no longer operating as a cooperative (figure 2).

Memberships

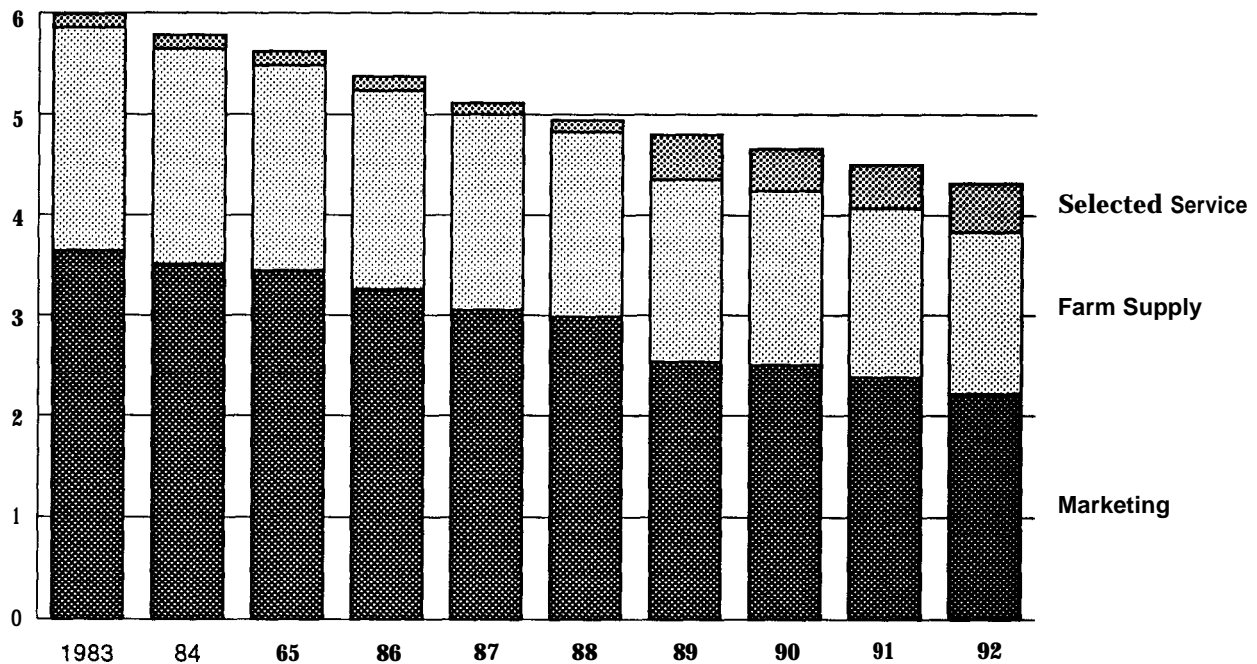
Memberships in farmer cooperatives, almost five million in 1983, reached nearly 4.1 million in 1992 (table 2 and figure 3). The long-term decline in part reflected the decreasing number of farmers in the United States. Many farmers were members of more than one cooperative and each membership was counted. Total membership contains duplication that cannot be eliminated with current reporting methods.

However, the slight membership increase in 1992 does not necessarily reflect a change in the long-term trend. It basically reflects changes in methods used to collect and process farmer cooperative statistics.

¹ Ralph M. Richardson, agricultural statistician; Celestine C. Adams, agricultural statistician; Katherine C. DeVille, statistical assistant; Jacqueline E. Penn, statistical assistant; John W. Stutzman, computer specialist; and Charles A. Kraenzle, director, Statistics and Technical Services Staff (STSS).

Figure 1- Farmer Cooperatives in the United States, 1983-92

Thousands



Cotton ginning cooperatives and livestock shipping associations reclassified from marketing to service cooperatives in 1989 and 1992 respectively.

Table 1- Number and percentage of farmer cooperatives, 1983-92

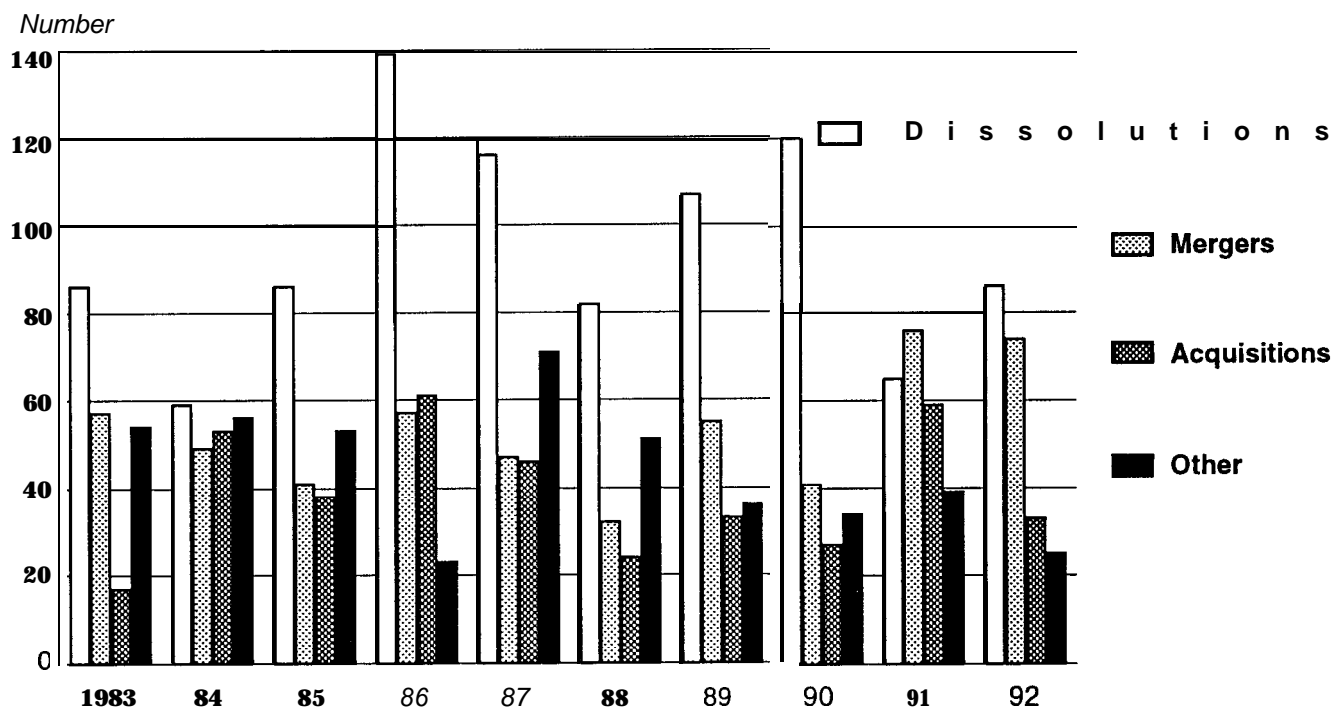
| Period ¹ | Marketing | | Farm supply | | Service | | Total |
|---------------------|-----------|----------|-------------|----------|---------|----------|-------|
| | No. | Percent. | No. | Percent, | No. | Percent. | No. |
| 1983 | 3,647 | 60.9 | 2,208 | 36.9 | 134 | 2.2 | 5,989 |
| 1984 | 3,514 | 60.8 | 2,136 | 36.9 | 132 | 2.3 | 5,782 |
| 1985 | 3,441 | 61.2 | 2,036 | 36.2 | 148 | 2.6 | 5,625 |
| 1986 | 3,260 | 60.7 | 1,971 | 36.7 | 138 | 2.6 | 5,369 |
| 1987 | 3,054 | 59.8 | 1,941 | 38.0 | 114 | 2.2 | 5,109 |
| 1988 | 2,988 | 60.5 | 1,836 | 37.2 | 113 | 2.3 | 4,937 |
| 1989 ² | 2,550 | 53.1 | 1,803 | 37.6 | 446 | 9.3 | 4,799 |
| 1990 | 2,519 | 54.0 | 1,717 | 36.8 | 427 | 9.2 | 4,663 |
| 1991 | 2,384 | 53.0 | 1,689 | 37.6 | 421 | 9.4 | 4,494 |
| 1992 ³ | 2,218 | 51.4 | 1,618 | 37.5 | 479 | 11.1 | 4,315 |

¹ For years before 1983, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, ACS, Wash., DC, Revised January 1993.

² Cotton ginning cooperatives were reclassified from marketing to service.

³ Livestock shipping associations were reclassified from marketing to service.

Figure 2-Cooperatives Removed from ACS's List, 1983-92



Based on a list of all U.S. farmer cooperatives maintained by the Agricultural Cooperative Service. Mergers also include consolidations. Other includes cooperatives dropped due to inactivity and unknown and miscellaneous reasons.

Table 2— Memberships in marketing, farm supply, and service cooperatives, 1983-92

| Period ¹ | Marketing | | Farm supply | | Service | | Total |
|---------------------|-----------|----------|-------------|----------|---------|----------|-------|
| | 1,000 | Percent. | 1,000 | Percent. | 1,000 | Percent. | |
| 1983 | 2,308 | 46.6 | 2,553 | 51.5 | 95 | 1.9 | 4,955 |
| 1984 | 2,317 | 47.9 | 2,397 | 49.5 | 128 | 2.6 | 4,842 |
| 1985 | 2,214 | 46.3 | 2,398 | 50.2 | 169 | 3.5 | 4,781 |
| 1986 | 2,140 | 46.5 | 2,310 | 50.2 | 150 | 3.3 | 4,600 |
| 1987 | 2,026 | 45.6 | 2,282 | 51.4 | 132 | 3.0 | 4,440 |
| 1988 | 1,912 | 45.6 | 2,142 | 51.1 | 141 | 3.4 | 4,195 |
| 1989 ² | 1,856 | 44.9 | 2,035 | 49.2 | 243 | 5.9 | 4,134 |
| 1990 | 1,882 | 45.7 | 2,006 | 48.7 | 232 | 5.6 | 4,119 |
| 1991 | 1,842 | 45.4 | 2,025 | 49.9 | 191 | 4.7 | 4,058 |
| 1992 ³ | 1,839 | 45.2 | 2,020 | 49.6 | 212 | 5.2 | 4,072 |

¹ For years before 1983, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, ACS, Wash., DC, Revised January 1993.

² Cotton ginning cooperatives included as service cooperatives. Previously, they were classified as marketing cooperatives.

³ Livestock shipping associations were reclassified from marketing to service.

Figure 3— Memberships in Farmer Cooperatives, 1983-92

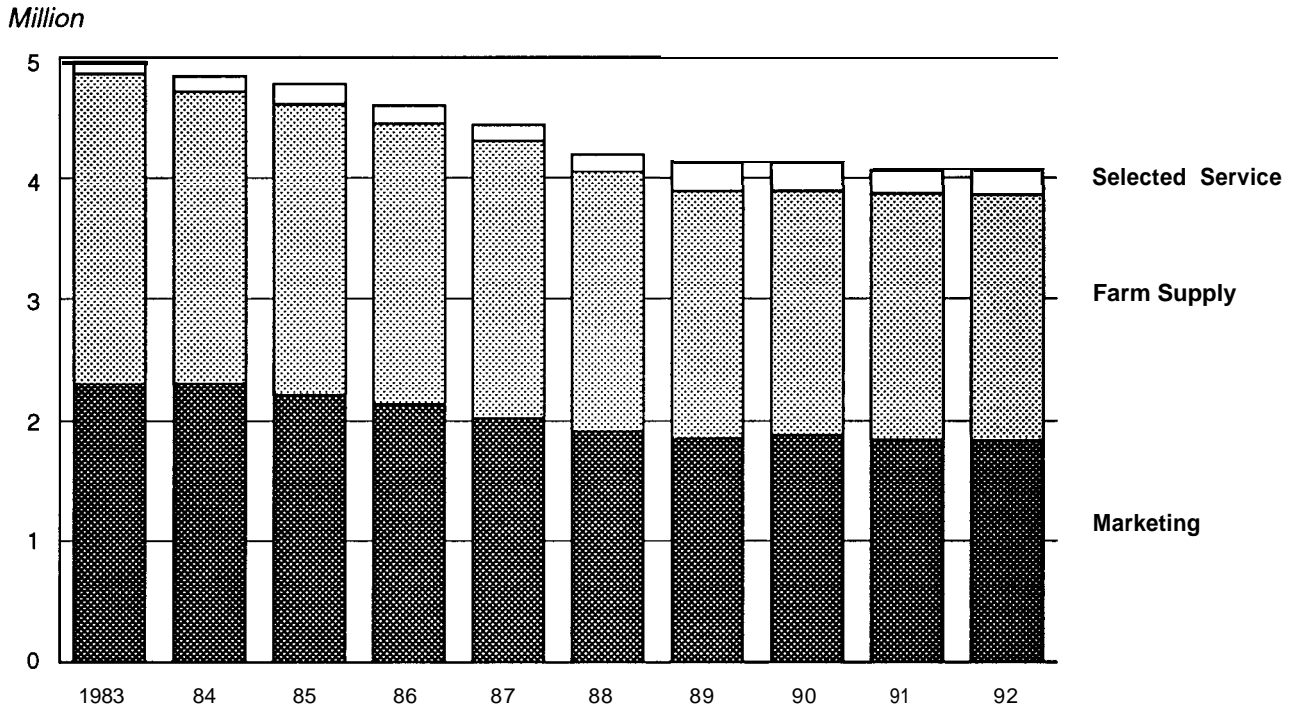
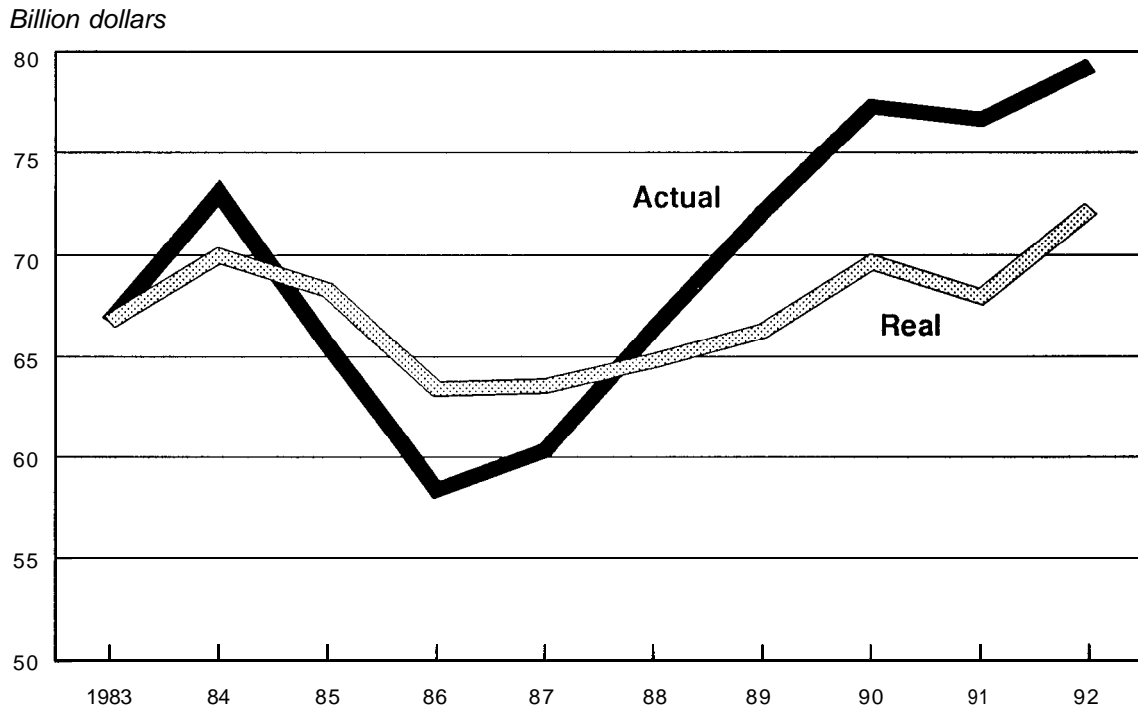


Figure 4— Cooperatives' Net Business Volume, 1983-92



Real sales were adjusted by price changes based on 1983 = 100.

Table 3— Cooperatives' net business volume, 1983 and 1992 ¹

| Function | Net Volume | |
|--|------------|----------------------|
| | 1983 | 1992 |
| <i>Million dollars</i> | | |
| Products marketed: | | |
| Beans and peas (dry edible) | 81.6 | 265.4 |
| Cotton | 1,721.5 | 2,076.6 |
| Dairy | 16,765.6 | 20,238.6 |
| Fruits and vegetables | 4,241.3 | 7,591.0 |
| Grains and oilseeds ² | 16,218.0 | 15,223.3 |
| Livestock | 4,768.0 | 4,938.5 |
| Nuts | 826.7 | 916.3 |
| Poultry | 1,043.2 | 1,216.2 |
| Rice | 864.7 | 771.6 |
| Sugar | 1,682.5 | 2,225.7 |
| Tobacco | 393.6 | 415.5 |
| Wool and mohair | 29.2 | 19.0 |
| Other products | 707.7 | ³ 2,298.3 |
| Total farm products | 49,343.6 | 58,195.9 |
| Supplies purchased: | | |
| Farm chemicals | 1,250.2 | 2,097.9 |
| Feed | 3,594.1 | 4,554.1 |
| Fertilizer | 2,837.2 | 3,708.1 |
| Petroleum | 5,433.8 | 4,775.2 |
| Seed | 483.1 | 610.5 |
| Other supplies | 2,344.6 | 2,766.6 |
| Total farm supplies | 15,943.0 | 18,512.5 |
| Services provided: | | |
| Trucking, cotton ginning, storage, grinding, locker plants, misc | 1,468.3 | 2,575.3 |
| Total business | 66,754.8 | 79,283.7 |

¹ Excludes intercooperative business volume. Totals may not add due to rounding.

² Excludes cottonseed.

³ Includes value of processed oilseeds.

Though many farmers maintained membership in more than one cooperative, nearly 20.5 percent did not actively patronize their cooperatives, down from 21.3 percent in 1991.

Yearly membership figures often vary widely for cooperatives participating in price stabilization programs such as cotton, peanuts, or tobacco.

Member classification is affected also by the diversity of services offered by cooperatives. For example, a member may use a cooperative to market only one of the farm products handled by the cooperative, or a member may use a cooperative classified in the marketing group only for purchasing one or more types of production supplies. The member's business with the cooperative, therefore, may not be in the group that represents the cooperative's major business volume (the criteria for classifying cooperatives in this report). The membership, however, will be included arbitrarily in that classification.

Business Volume

Net cooperative business, unadjusted for changes in the price level, increased from \$66.8 billion in 1983 to \$79.3 billion in 1992 (table 3).

Adjusted for price changes ², net cooperative business totaled \$72.2 billion in 1992 (figure 4). Lower real prices in 1985-87 caused cooperatives' net business volume in real terms to be higher than the actual.

Four major commodity groups—dairy, grains and oilseeds excluding cottonseed, fruits and vegetables, and livestock—decreased from 85 percent of all products marketed in 1983 to 82.5 percent in 1992. Grains and oilseeds (excluding cottonseed) showed a significant decrease—from 32.9 to 26.2 percent. Dairy and fruits and vegetables as a percentage of total cooperative business increased from 31.4 percent in 1983 to 35.1 percent in 1992.

Trends in cooperatives' sales of these major commodity groups for 1983-92 are shown in figure 5. Grains and oilseeds sales show the largest variation during this time period.

In the farm supply group, petroleum, fertilizer, and feed were especially important. They

² Marketing sales was deflated by the index of prices received for all farm products and 1983 = 100. Supply sales and service receipts and other income were deflated by the index of prices paid for all production items and 1983 = 100.

Figure 5— Cooperatives' Sales of Selected Commodities, 1983-92

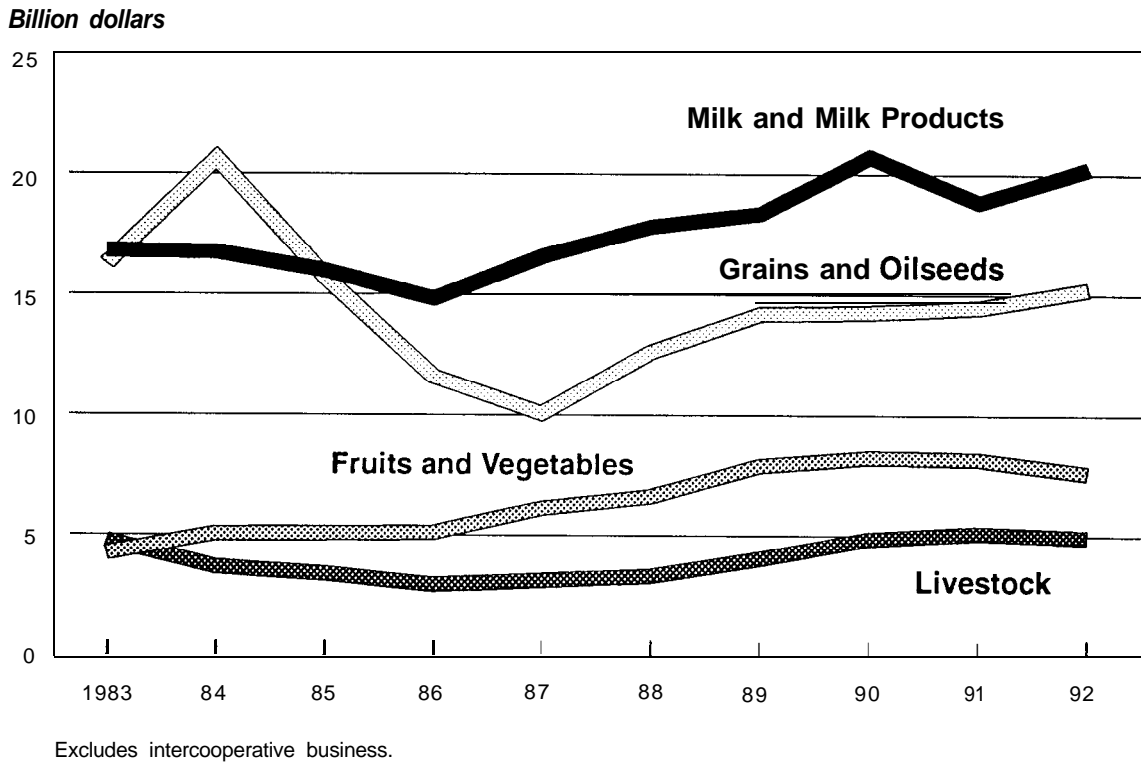
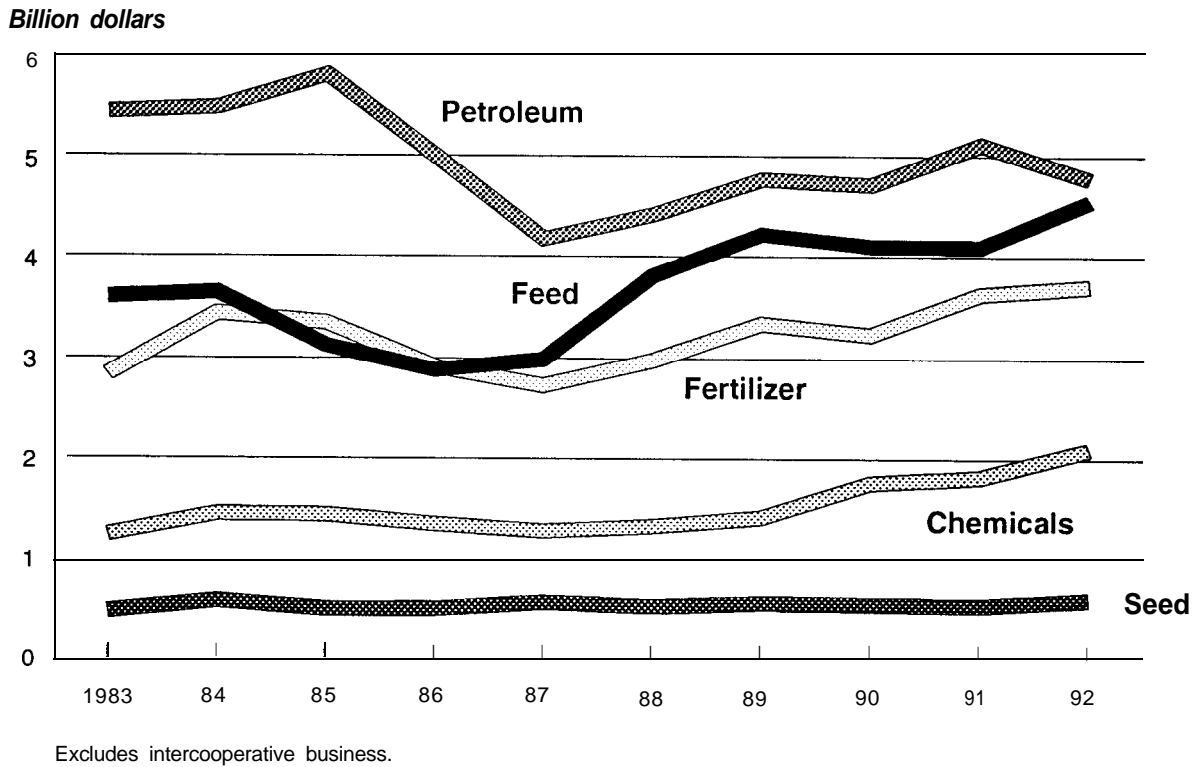


Figure 6— Cooperatives' Sales of Farm Supplies, 1983-92



accounted for 74.4 percent of the total production supply business in 1983 and 70.4 percent in 1992.

From 1983-92, petroleum sales varied but the trend showed decline (Figure 6). Feed sales reached a low point in 1986. Fertilizer and chemical sales bottomed out in 1987. After those years, sales of feed, fertilizer, and chemicals have gone up. Seed sales, however, have plateaued.

Marketing of farm products reached \$54.6 billion in 1984, bottomed at \$41.5 billion in 1986 and set a record at \$58.2 billion in 1992 (table 4). Combined sales of farm supplies were steadier over the period. Sales were \$15.9 billion in 1983 and \$18.5 billion in 1992 compared with a low of \$14.3 billion in 1987. Beginning in 1990, service receipts was expanded to include other income and revenue.

Since 1983, gross business volume peaked in 1984 at \$96.9 billion and was lowest in 1986 at \$73 billion. Gross business volume of farm products

marketed ranged from 65.2 percent to 69.8 percent of cooperatives' total gross business volume. Net business volume of farm products sold ranged from 71.1 percent to 74.9 percent of cooperatives' total net business volume.

The higher percentage of net business volume from farm products marketed compared to the percentage of gross business volume from farm products marketed is the result of greater **intercooperative** business in the purchasing of farm supplies than in the marketing of farm products.

Net Income

Net income of farmer cooperatives totaled \$1.4 billion in 1992, about the same as reported in 1990. From 1983-92, net income declined to \$688 million in 1986 and a record of nearly \$1.9 billion in 1989 (table 5 and figure 7).

Table 4— **Gross and net business volume, 1983-92**

| Year ¹ | Gross volume (includes intercooperative business) | | | | Net volume (excludes intercooperative business) | | | |
|------------------------|--|---------------|-----------------------|-------|--|---------------|-----------------------|-------|
| | Farm products | Farm supplies | Services ² | Total | Farm products | Farm supplies | Services ² | Total |
| <i>Billion dollars</i> | | | | | | | | |
| 1983 | 61.2 | 26.1 | 1.5 | 88.7 | 49.3 | 15.9 | 1.5 | 66.8 |
| 1984 | 67.6 | 27.7 | 1.5 | 96.9 | 54.6 | 17.0 | 1.5 | 73.0 |
| 1985 | 57.0 | 26.4 | 1.6 | 85.1 | 47.3 | 16.6 | 1.6 | 65.6 |
| 1986 | 47.6 | 23.6 | 1.8 | 73.0 | 41.5 | 15.1 | 1.8 | 58.4 |
| 1987 | 50.3 | 22.5 | 1.9 | 74.7 | 44.2 | 14.3 | 1.9 | 60.3 |
| 1988 | 56.2 | 24.0 | 1.9 | 82.1 | 49.1 | 15.4 | 1.9 | 66.4 |
| 1989 | 60.3 | 25.8 | 2.0 | 88.1 | 53.2 | 16.9 | 2.0 | 72.1 |
| 1990 | 64.1 | 26.3 | 2.3 | 92.7 | 57.8 | 17.1 | 2.3 | 77.3 |
| 1991 | 61.4 | 26.8 | 2.5 | 90.8 | 56.2 | 17.9 | 2.5 | 76.6 |
| 1992 | 63.8 | 27.0 | 2.6 | 93.4 | 58.2 | 18.5 | 2.6 | 79.3 |
| <i>Percent</i> | | | | | | | | |
| 1983 | 69.0 | 29.4 | 1.6 | 100 | 73.9 | 23.9 | 2.2 | 100 |
| 1984 | 69.8 | 28.6 | 1.6 | 100 | 74.7 | 23.2 | 2.1 | 100 |
| 1985 | 67.0 | 31.1 | 1.9 | 100 | 72.1 | 25.4 | 2.5 | 100 |
| 1986 | 65.2 | 32.4 | 2.4 | 100 | 71.1 | 25.9 | 3.0 | 100 |
| 1987 | 67.3 | 30.2 | 2.5 | 100 | 73.2 | 23.7 | 3.1 | 100 |
| 1988 | 68.4 | 29.2 | 2.4 | 100 | 73.9 | 23.2 | 2.9 | 100 |
| 1989 | 68.4 | 29.3 | 2.3 | 100 | 73.8 | 23.4 | 2.8 | 100 |
| 1990 | 69.1 | 28.4 | 2.5 | 100 | 74.9 | 22.1 | 3.0 | 100 |
| 1991 | 67.7 | 29.5 | 2.8 | 100 | 73.3 | 23.4 | 3.3 | 100 |
| 1992 | 68.3 | 29.0 | 2.8 | 100 | 73.4 | 23.4 | 3.2 | 100 |

¹ For years prior to 1983, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, ACS, Wash., DC, Revised January 1993. Data for prior years are not entirely comparable due to revisions in statistical procedures.

² Services related to marketing or supply purchasing but not included in the volumes reported for these activities. Beginning with 1990, other income and revenue were included with service receipts.

Figure 7— Net Income of Farmer Cooperatives, 1983-92

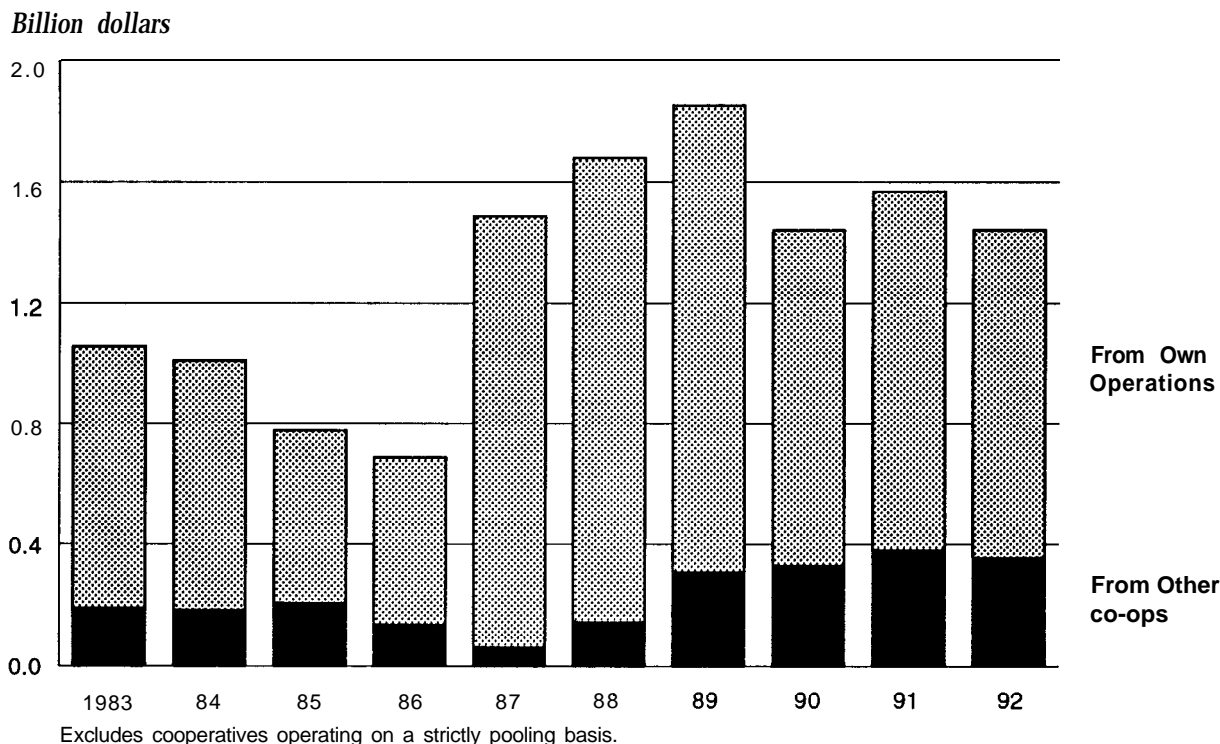


Table 5— Net income of farmer cooperatives, 1983-92 ¹

| Year | From other cooperatives ² | From own operations | Total |
|------------------------|--------------------------------------|---------------------|--------------|
| <i>Million dollars</i> | | | |
| 1983 | 193 | 863 | 1,055 |
| 1984 | 185 | 824 | 1,009 |
| 1985 | 210 | 566 | 775 |
| 1986 | 140 | 548 | 688 |
| 1987 | 63 | 1,423 | 1,486 |
| 1988 | 148 | 1,532 | 1,680 |
| 1989 | 308 | 1,543 | 1,851 |
| 1990 | 330 | 1,110 | 1,440 |
| 1991 | 381 | 1,189 | 1,570 |
| 1992 | 356 | 1,084 | 1,440 |

¹ Totals may not add due to rounding. Does not include income from cooperative pooling operations.

² Dividends and patronage refunds received from other marketing, farm supply, and related service cooperatives.

Net income from other cooperatives and from own operations has varied during the decade, reflecting the difficult economic times agriculture

faced in the mid-80s. In 1992, net income from other cooperatives accounted for 24.7 percent of total net income. This indicates the importance of cooperatives working together.

Balance Sheet

From 1983-92, farmer cooperatives have made some adjustments to their overall balance sheet. Liabilities were reduced and net worth (member and patron equity) was increased. In 1983, total assets of all farmer cooperatives totaled \$28.8 billion (table 6), but by 1986, dropped to a low of \$26.5 billion. Since then, however, cooperatives' assets have been increasing. By 1992, total assets reached a high of nearly \$32 billion (figure 8).

In 1983, cooperatives' net worth financed 40 percent of their total assets but climbed to 44.4 percent by 1992.

Investments in other cooperatives as a percent of total assets appears to be declining. In the mid-1980s, more than 10 percent of cooperatives' total assets were investments in other cooperatives. From 1988-92, it averaged only 8.6 percent. In 1992, investments in other cooperatives were only 7.6 percent of their total assets.

Figure 8—Assets of Farmer Cooperatives, 1983-92

Billion dollars

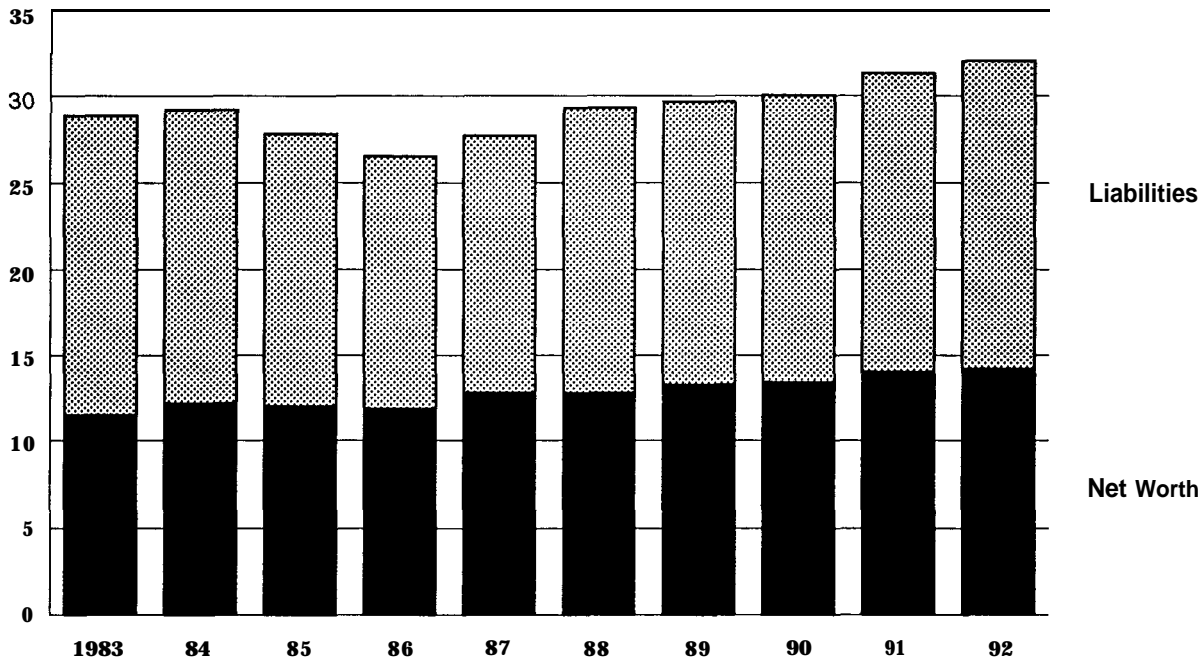


Table 6— Combined balance sheet data of farmer cooperatives, 1983-92

| Year | Total liabilities | Net worth | Total assets | Investments in other co-ops | Assets from own operations |
|------------------------|-------------------|-----------|--------------|-----------------------------|----------------------------|
| <i>Million dollars</i> | | | | | |
| 1983 | 17,275 | 11,535 | 28,810 | 2,946 | 25,864 |
| 1984 | 17,001 | 12,181 | 29,182 | 2,981 | 26,201 |
| 1985 | 15,726 | 12,053 | 27,779 | 3,270 | 24,509 |
| 1986 | 14,601 | 11,895 | 26,496 | 2,857 | 23,639 |
| 1987 | 14,819 | 12,824 | 27,643 | 2,820 | 24,823 |
| 1988 | 16,461 | 12,825 | 29,286 | 2,762 | 26,524 |
| 1989 | 16,337 | 13,313 | 29,649 | 2,571 | 27,078 |
| 1990 | 16,575 | 13,449 | 30,024 | 2,869 | 27,155 |
| 1991 | 17,227 | 14,040 | 31,268 | 2,501 | 28,766 |
| 1992 | 17,780 | 14,213 | 31,994 | 2,422 | 29,572 |

II—1992 STATISTICS

Number of Cooperatives

The 1992 survey accounted for 4,315 marketing, farm supply, and related service ³ cooperatives, compared with 4,494 in 1991. The net decrease of 179 associations (4.0 percent) largely reflected a continuing trend involving dissolution, merger, consolidation, or acquisition.

Of the 4,315 cooperatives, 2,218 primarily marketed farm products, 1,618 handled farm production supplies, and 479 provided related services.

Comparing 1992 with 1991 shows that marketing cooperatives decreased from 53 to 51.4 percent of the total number of cooperatives; farm supply cooperatives decreased from 37.6 to 37.5 percent; and related service cooperatives increased from 9.4 to 11.1 percent.

³ Services include trucking, cotton ginning, storage, drying, artificial insemination, livestock shipping, and similar services affecting the form, quality, or location of farm products and supplies handled by cooperatives. They do not include credit, electric, telephone, or other such services not directly related to marketing or purchasing activities.

Table 7— Number of cooperatives, by major business activity, 1992

| Major business activity | Cooperatives |
|--|--------------|
| | Number |
| Beans and peas, dry edible | 12 |
| Cotton | 18 |
| Dairy | 265 |
| Fruits and vegetables | 290 |
| Grains and oilseeds excluding cottonseed | 1,243 |
| Livestock | 95 |
| Nuts | 16 |
| Poultry | 13 |
| Rice | 23 |
| Sugar | 59 |
| Tobacco | 25 |
| Wool and mohair | 111 |
| Miscellaneous | 48 |
| Total marketing | 2,218 |
| Farm supply | 1,618 |
| Service | 479 |
| Total | 4,315 |

Table 8— Number of cooperatives headquartered in State, 1992

| State | Number |
|--------------------|--------|
| Alabama | 70 |
| Arizona | 11 |
| Arkansas | 66 |
| California | 192 |
| Colorado | 61 |
| Connecticut | 4 |
| Delaware | 3 |
| Florida | 50 |
| Georgia | 15 |
| Hawaii | 33 |
| Idaho | 51 |
| Illinois | 230 |
| Indiana | 66 |
| Iowa | 286 |
| Kansas | 184 |
| Kentucky | 51 |
| Louisiana | 61 |
| Maine | 7 |
| Maryland | 16 |
| Massachusetts | 11 |
| Michigan | 88 |
| Minnesota | 411 |
| Mississippi | 100 |
| Missouri | 71 |
| Montana | 91 |
| Nebraska | 165 |
| New Jersey | 19 |
| New Mexico | 8 |
| New York | 151 |
| North Carolina | 29 |
| North Dakota | 291 |
| Ohio | 109 |
| Oklahoma | 122 |
| Oregon | 44 |
| Pennsylvania | 73 |
| South Carolina | 7 |
| South Dakota | 177 |
| Tennessee | 83 |
| Texas | 298 |
| Utah | 26 |
| Vermont | 7 |
| Virginia | 77 |
| Washington | 97 |
| West Virginia | 28 |
| Wisconsin | 253 |
| Wyoming | 18 |
| Other ¹ | 4 |
| Total | 4,315 |

¹ Includes States where number of cooperatives was less than three to avoid disclosure.

The percentage changes in number of cooperatives are due to some extent to the reclassification of their dollar volume changes. In any given year, sales of farm supplies or grains and oilseeds could be higher due to market supply and demand conditions. Also, the reclassification of cotton ginning and livestock shipping associations from marketing to service significantly increased the percentage of service cooperatives.

The number of cooperatives with the business activity that consistently accounted for the largest percent of their dollar volume for 1992 is shown in table 7.

In table 8, the number of farmer cooperatives is shown by State in which the cooperative maintained its headquarters.

Branches Operated by Grain and farm Supply Cooperatives

Many cooperatives operate facilities at branch locations, mostly owned with some leased, to serve their members. A number of these facilities were at one time independent cooperatives serving a local community. For economic or other reasons, many of these cooperatives were acquired, merged, or consolidated with other cooperatives and operated

as branches-facilities to serve members and patrons at outlying locations.

ACS collected information for the first time on the number of branches cooperatives operated during their 1992 fiscal years. Results show that 2,861 grain and farm supply cooperatives operated an estimated 4,182 branches. Grain cooperatives had 1,554 branches while farm supply cooperatives had 2,628 branches (table 9 and figure 9).

As shown in figure 9, several of the larger cooperatives had more branches than a large number of the smaller cooperatives. For example, 13 of the grain and farm supply cooperatives, or 0.5 percent, accounted for 33.5 percent of the total number of branches operated by all grain and farm supply cooperatives.

Memberships

Memberships in marketing, farm supply, and related service cooperatives totaled 4,071,869 in 1992, up 0.3 percent from 4,058,570 in 1991 (table 10).

Nearly 50 percent of all memberships were accounted for by farm supply cooperatives (figure 10). Grain cooperatives held 21.7 percent of the memberships. Livestock, tobacco, and service coop-

Figure 9— Branches of Grain and Farm Supply Cooperatives, 1992

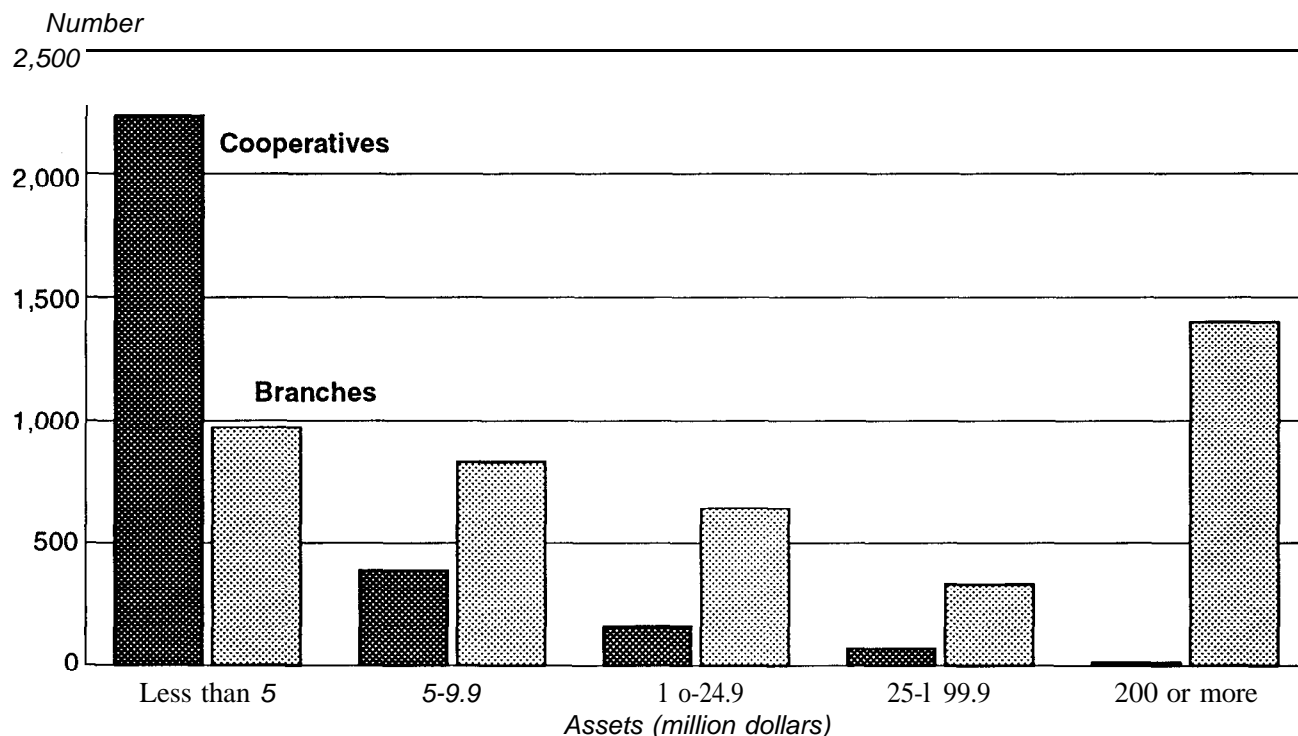


Table 9— Number of branches operated by grain and farm supply cooperatives, 1992

| Asset grouping | Grain | | Farm Supply. | |
|------------------------|---------------|----------|--------------|----------|
| | co-ops | Branches | co-ops | Branches |
| <i>Million dollars</i> | <i>Number</i> | | | |
| Less than 5 | 902 | 313 | 1,332 | 659 |
| 5 - 9.9 | 211 | 414 | 176 | 419 |
| 10 - 4.9 | 114 | 445 | 45 | 199 |
| 25 - 199.9 | 12 | 59 | 56 | 275 |
| 200 or more | 4 | 323 | 9 | 1,076 |
| Total | 1,243 | 1,554 | 1,618 | 2,628 |

eratives accounted for **19.7** percent of total memberships. Dairy cooperatives, which accounted for nearly 25.5 percent of cooperatives' net business volume in 1992, held only 3 percent of cooperatives' total memberships.

Business Size

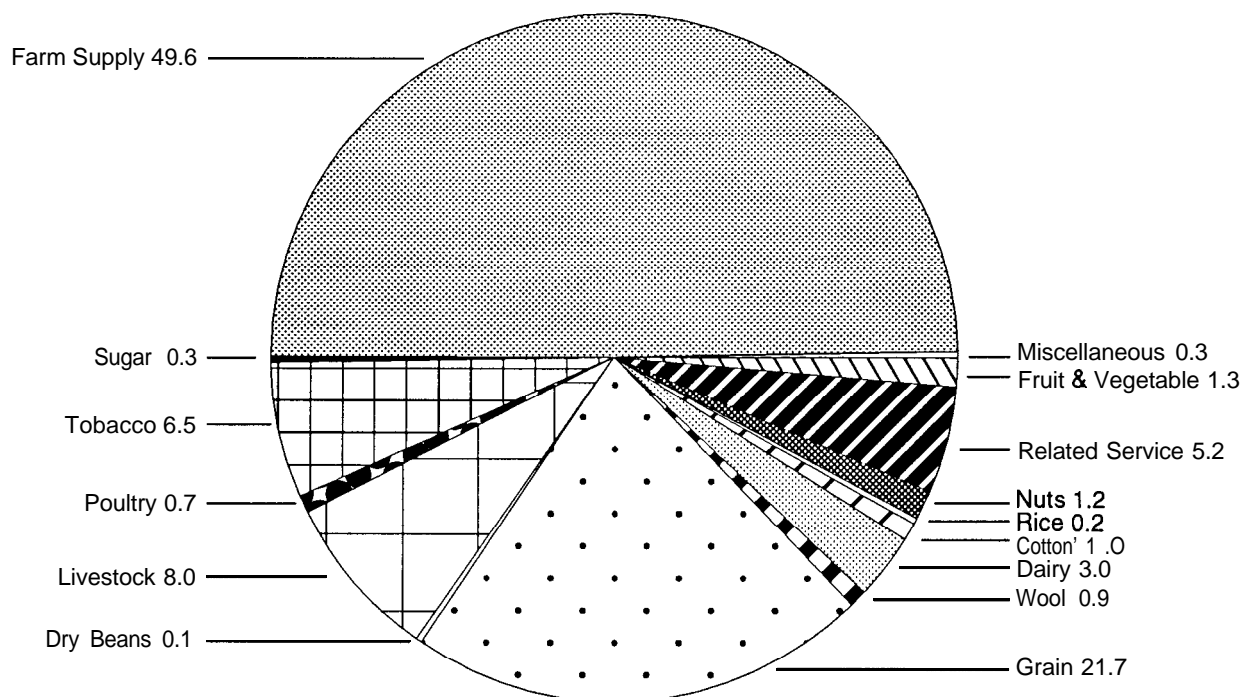
Measured by annual gross business volume, farmer cooperatives increased in size. Although most remain small and primarily serve local areas,

several are seeking regional, national, or even international markets to increase business volume.

The increased size of individual cooperatives comes in part from mergers and consolidations. However, data used were not adjusted for changes in price levels, and some size changes resulted from inflationary effects.

In 1992, 83.1 percent of all farmer cooperatives reported business volumes of less than \$15 million. They accounted for only 15.7 percent of the total gross dollar volume (table 11 and figure 11). Only

Figure 10- Distribution of Memberships by Type of Cooperative, 1992



Percent based on 4,071,869 memberships.

Table 10— Cooperative memberships, by major business activity, 1992

| Major business activity | Memberships |
|--|-------------|
| | Number |
| Beans and peas, dry edible | 3,716 |
| Cotton | 38,758 |
| Dairy | 123,779 |
| Fruits and vegetables | 51,410 |
| Grains and oilseeds excluding cottonseed | 882,762 |
| Livestock | 326,240 |
| Nuts | 50,373 |
| Poultry | 29,444 |
| Rice | 7,396 |
| Sugar | 13,705 |
| Tobacco | 263,625 |
| Wool and mohair | 37,731 |
| Miscellaneous | 10,009 |
| Total marketing | 1,838,948 |
| Farm supply | 2,020,465 |
| Service | 212,456 |
| Total | 4,071,869 |

1.4 percent of farmer cooperatives reported business volumes of at least \$250 million. These cooperatives, however, accounted for 54.5 percent of the total sales, down from 55.2 percent in 1991.

The 100 largest cooperatives (usually operating over large geographic areas) are a very important segment. In 1992, these cooperatives accounted for \$51.2 billion⁴ in business volume, 54.9 percent of the total. These cooperatives, however, directly and through member cooperatives serve a large proportion of the total memberships.

Business Volume

Total gross business volume of 4,315 marketing, farm supply, and related service cooperatives for 1992 was \$93.4 billion (table 12), up 2.9 percent from \$90.8 billion in 1991.

Total net business volume of farmer cooperatives was \$79.3 billion—\$58.2 billion for farm products marketed, \$18.5 billion for farm supplies purchased, and \$2.6 billion for services performed and

⁴Staiert, Jim J. "Harvest States Becomes First Grain Co-op to Reach Pinnacle of Top 100," *Farmer Cooperatives*, Vol. 60, No. 7, October 1993, ACS, USDA, Washington, DC, p. 22.

Figure 11— Farmer Cooperatives Grouped by Business Volume, 1992

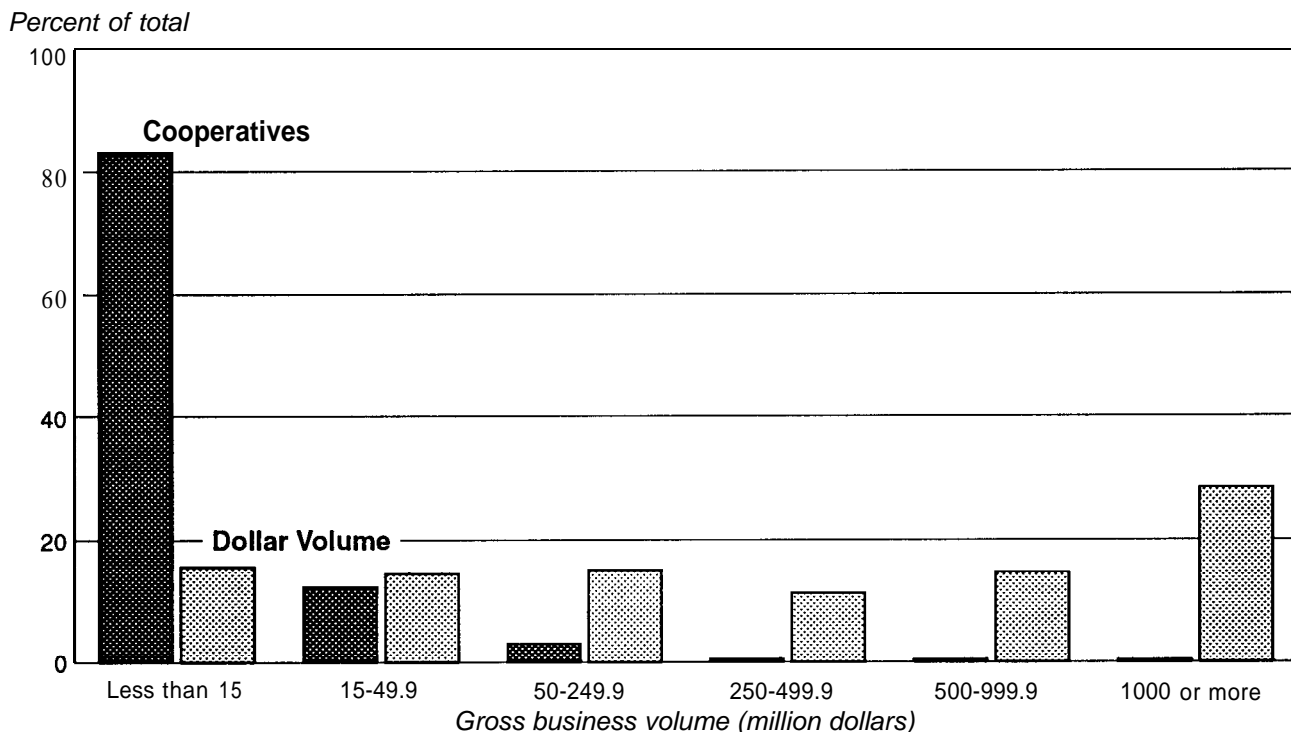


Table 11— Farmer cooperatives grouped by business volume, 1992 ¹

| Volume group (mil. dol.) | Cooperatives | | Dollar volume | |
|--------------------------|--------------|------------------|--------------------------------|------------------|
| | Number | Percent of total | Gross ² (mil. dol.) | Percent of total |
| Less than \$5.0 | 2,402 | 55.7 | 4,561 | 4.9 |
| 5 - 9.9 | 855 | 19.8 | 6,099 | 6.5 |
| 10 - 14.9 | 330 | 7.6 | 4,010 | 4.3 |
| 15 - 24.9 | 313 | 7.3 | 6,032 | 6.5 |
| 25 - 49.9 | 222 | 5.1 | 7,582 | 8.1 |
| 50 - 99.9 | 77 | 1.8 | 5,061 | 5.4 |
| 100 - 199.9 | 42 | 1.0 | 6,018 | 6.5 |
| 200 - 249.9 | 14 | 0.3 | 3,102 | 3.3 |
| 250 - 499.9 | 28 | 0.6 | 10,585 | 11.3 |
| 500 - 999.9 | 20 | 0.5 | 13,848 | 14.8 |
| 1,000 and more | 12 | 0.3 | <u>26,512</u> | 28.4 |
| Total | 4,315 | 100.0 | 93,411 | 100.0 |

¹ Business volume includes revenues from marketing plus the value of products bargained for or handled on a commission basis, supply sales, service receipts, and other income.

² Includes intercooperative business volume.

from other income. The total net figure of \$79.3 billion, which excludes intercooperative business (the difference between gross and net business volumes), represented an increase of 3.5 percent from \$76.6 billion in 1991. However, discounting for price changes, net business volume increased 3.8 percent. ⁵

Gross volume of farm products marketed by cooperatives increased 3.8 percent, from more than \$61.4 billion in 1991 to \$63.8 billion in 1992. The net volume of farm products marketed was \$58.2 billion or 73.4 percent of the total net volume of cooperatives. The net marketing volume increased 3.5 percent from \$56.2 billion.

Figure 12 illustrates the leading products marketed by cooperatives based on net marketing business volume. Dairy led with 34.8 percent, followed by grains and oilseeds excluding cottonseed with 26.2 percent. Fruits and vegetables ranked third with 13 percent of net marketing business volume.

⁵ Deflated cooperative business volume was \$79.5 billion, up 3.8 percent. This value was derived by deflating farm products marketed by indices of producer prices and processed foods and feeds and farm supplies (inputs) and service income by the index of prices paid by farmers for production items excluding interest, taxes, and wages.

Gross volume of all farm supplies handled by cooperatives was \$27 billion, up 0.9 percent from \$26.8 billion. Net farm supply volume of \$18.5 billion accounted for 23.3 percent of the total net business volume, up 3.3 percent from \$17.9 billion.

Sales of feed, fertilizer, farm chemicals, seed, and other supplies were all up but petroleum sales were down.

Figure 13 shows the leading farm supplies handled by cooperatives in terms of net business volume were petroleum, with 25.8 percent of the total, followed by feed and fertilizer at 24.6 and 20 percent, respectively.

Receipts for services performed by marketing, farm supply, and related service cooperatives amounted to \$2.6 billion, up 2.3 percent. Service receipts represented 3.2 percent of total net business volume.

The 1991 estimated volume of farm products marketed, farm supplies sold, and services provided by cooperatives is shown by State in appendix table 2.

Net Income

Total net income, taking losses into account, for all cooperatives in **1992 was \$1.44 billion**, including intercooperative dividends and refunds

Table 12— Cooperative business volume by commodity, 1992 ¹

| Commodity | Gross volume (includes intercooperative business) | | Net volume (excludes intercooperative business) | |
|--|--|------------------|--|------------------|
| | <i>Million dollars</i> | <i>Percent</i> | <i>Million dollars</i> | <i>Percent</i> |
| Products marketed: | | | | |
| Beans and peas (dry edible) | 265.4 | 0.3 | 265.4 | 0.3 |
| Cotton | 2,214.5 | 2.4 | 2,076.6 | 2.6 |
| Dairy | 22,204.4 | 23.8 | 20,238.6 | 25.5 |
| Fruits and vegetables | 8,240.4 | 8.8 | 7,591.0 | 9.6 |
| Grain and oilseeds | | | | |
| excluding cottonseed | 17,525.4 | 18.8 | 15,223.3 | 19.2 |
| Livestock | 4,941.6 | 5.3 | 4,938.5 | 6.2 |
| Nuts | 916.3 | 1.0 | 916.3 | 1.2 |
| Poultry | 1,473.9 | 1.6 | 1,216.2 | 1.5 |
| Rice | 772.7 | 0.8 | 771.6 | 1.0 |
| Sugar | 2,459.6 | 2.6 | 2,225.7 | 2.8 |
| Tobacco | 415.5 | 0.4 | 415.5 | 0.5 |
| Wool and mohair | 32.1 | (²) | 19.0 | (²) |
| Miscellaneous ³ | 2,327.9 | 2.5 | 2,298.3 | 2.9 |
| Total farm products | 63,789.6 | 68.3 | 58,195.9 | 73.4 |
| Supplies purchased: | | | | |
| Farm chemicals | 2,876.2 | 3.1 | 2,097.9 | 2.7 |
| Feed | 6,148.5 | 6.6 | 4,554.1 | 5.7 |
| Fertilizer | 6,115.5 | 6.6 | 3,708.1 | 4.7 |
| Petroleum | 7,620.1 | 8.2 | 4,775.2 | 6.0 |
| Seed | 793.2 | 0.9 | 610.5 | 0.8 |
| Other supplies ⁴ | 3,492.9 | 3.7 | 2,766.6 | 3.5 |
| Total farm supplies | 27,046.3 | 29.0 | 18,512.5 | 23.4 |
| Services provided: | | | | |
| Trucking, cotton ginning, storage, grinding, locker plants, misc | ⁵ 2,575.3 | 2.8 | ⁵ 2,575.3 | 3.2 |
| Total business | 93,411.2 | 100.0 | 79,283.7 | 100.0 |

¹ Totals may not add due to rounding.

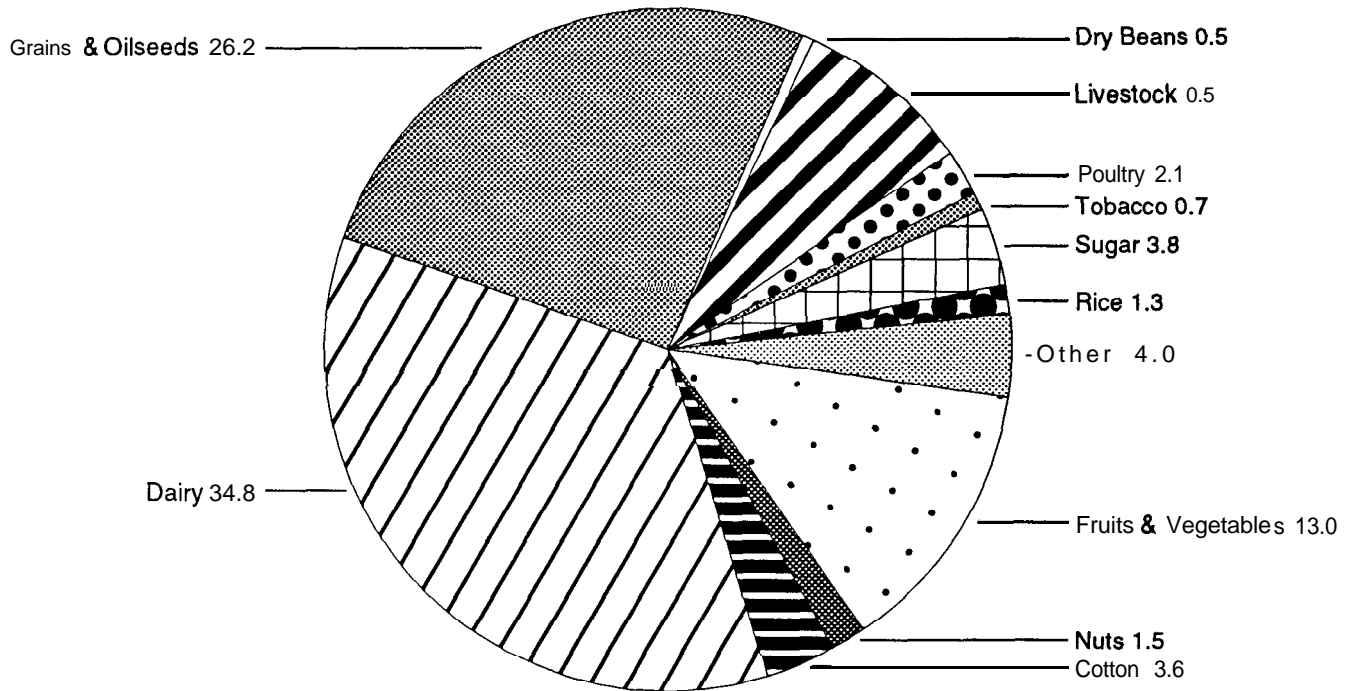
² Less than 0.05 percent.

³ Includes coffee, fish, forest products, hay, hops, seed marketed for growers, nursery stock, other farm products not separately classified, and sales of farm products not received directly from member-patrons. Also includes manufactured food products and resale items marketed by cooperatives.

⁴ Includes building materials, containers and packaging supplies, fan machinery and equipment, meats and groceries, automotive supplies, hardware, chicks, and other supplies not separately classified.

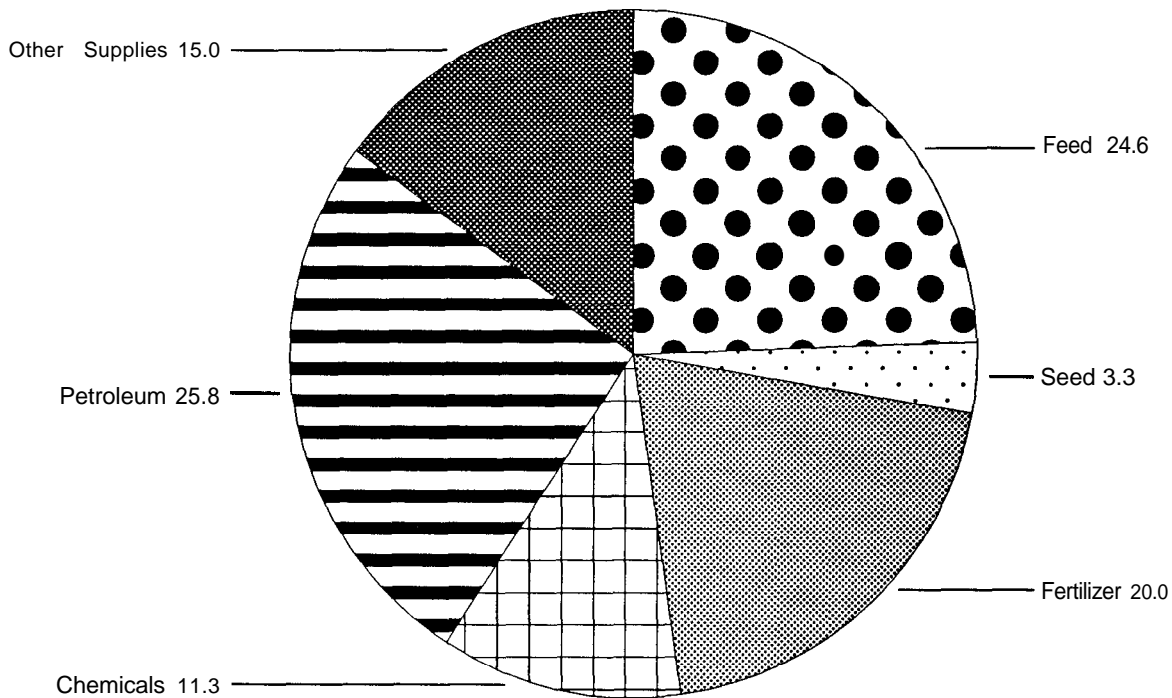
⁵ Charges for services related to marketing or purchasing but not included in the volume reported for those activities, plus other income.

Figure 12— Relative Importance of Major Farm Products Marketed by Cooperatives, 1992



Percent based on a net marketing business volume of \$58.2 billion.

Figure 13— Relative Importance of Major Farm Supplies Handled by Cooperatives, 1992



Percent based on a net farm supply business volume of \$18.5 billion

(table 13). No net income is included for those cooperatives operating strictly on a pooling basis. Net income was down 8.3 percent from the 1991 total of \$1.57 billion. Net income or patronage refunds from other cooperatives of \$355.9 million was down 6.5 percent from \$380.8 million.

Marketing cooperatives' net income of \$780.7 million was down 3.7 percent from the \$810.3 million generated in 1991. Cooperatives handling primarily grains and oilseeds, milk and milk products, and fruits and vegetables accounted for the largest percent of marketing cooperatives' net income (80.8 percent). Grain cooperatives accounted for 35.5 percent, dairy 25.9 percent, and fruit and vegetable cooperatives 19.5 percent.

Farm supply cooperatives accounted for 40.7 percent of cooperatives total net income in 1992. Income from farm supply cooperatives' own operations totaled \$404.6 million compared with \$442.9 million in 1991. Income from other cooperatives of \$182.2 million was also down from \$196.2 million.

Farmer cooperatives' net income from own operations in 1992 totaled \$1,084.4 million-down 8.8 percent from \$1,189.2 million. More than 24.7

percent, or \$355.9 million, of total net income was generated from other cooperatives. Marketing cooperatives' net income from other cooperatives totaled \$162.5 million and accounted for 20.8 percent of their total. Grain cooperatives' net income from other cooperatives was \$106.4 million or 38.4 percent of their total.

Income before losses equaled \$1,612.8 million. Losses from an estimated 815 cooperatives totaled \$172.5 million in 1992. This compares with \$115.7 million in 1991, \$120.8 million in 1990, and \$82.4 million in 1989.

Balance Sheet

Combined assets for all farmer cooperatives totaled \$32 billion in 1992, up 2.3 percent from \$31.3 billion for 1991 (table 14). Assets of cooperatives, excluding intercooperative investments, totaled \$29.6 billion compared with \$28.8 billion, a 2.8-percent increase (table 15).

Total liabilities were \$17.8 billion, up 3.2 percent from the \$17.2 billion reported in 1991. Net worth, or member and patron equity, was \$14.2 bil-

Table 13— Farmer cooperatives' net income, 1992 ¹

| Principal products marketed and major function | co-ops ² | Total net income | Income from own operations | Income from other co-ops ³ |
|---|---------------------|------------------|-------------------------------|--|
| | Number | | | |
| Products marketed: | | | | |
| Cotton | 18 | 73.4 | 72.6 | 0.6 |
| Dairy | 265 | 202.0 | 156.7 | 43.3 |
| Fruits & vegetables | 290 | 152.3 | 144.1 | 8.2 |
| Grains and oilseeds excluding cottonseed | 1,243 | 277.0 | 170.6 | 106.4 |
| Livestock and poultry | 108 | -6.1 | -8.3 | 2.2 |
| Rice | 23 | 20.4 | 20.3 | 0.1 |
| Sugar | 59 | 24.6 | 24.6 | -0.1 |
| Other products ⁴ | 212 | 37.3 | 35.7 | 1.6 |
| Total farm products | 2,218 | 780.7 | 616.3 | 162.5 |
| Total farm supplies | 1,618 | 586.7 | 404.6 | 162.2 |
| Total related services | 479 | 72.8 | 61.5 | 11.3 |
| Combined total | 4,315 | 1,440.3 | 1,084.4 | 355.9 |

¹ Number of cooperatives includes those operating on a pooling rather than net margin basis. Totals may not add due to rounding.

² Many cooperatives are multiproduct and multifunctional in operations and classified in most cases according to predominant commodity or function indicated by business volume.

³ Excludes dividends and patronage refunds from CoBank and Banks for Cooperatives.

⁴ Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.

Table 14— Combined balance sheet data for farmer cooperatives, 1992 ¹

| Principal products marketed and major function | co-ops ² | Total assets | Total liabilities | Net worth |
|--|---------------------|---------------------------|-------------------|-----------------|
| | Number | -----Million dollars----- | | |
| Products marketed: | | | | |
| Cotton | 18 | 612.3 | 337.3 | 275.0 |
| Dairy | 265 | 4,528.3 | 2,826.7 | 1,701.6 |
| Fruits & vegetables | 290 | 4,234.4 | 2,799.1 | 1,435.3 |
| Grains and oilseeds excluding cottonseed | 1,243 | 7,150.9 | 3,509.9 | 3,640.9 |
| Livestock and poultry | 108 | 1,041.2 | 621.1 | 420.1 |
| Rice | 23 | 182.9 | 110.8 | 72.1 |
| Sugar | 59 | 891.7 | 516.7 | 375.0 |
| Other products ³ | 212 | 975.8 | 567.4 | 408.4 |
| Total farm products | 2,218 | 19,617.6 | 11,289.1 | 8,328.5 |
| Total farm supplies | 1,618 | 11,725.6 | 6,311.7 | 5,413.8 |
| Total selected services | 479 | 650.4 | 179.6 | 470.8 |
| Combined total | 4,315 | 31,993.6 | 17,780.5 | 14,213.1 |

¹ Totals may not add due to rounding.

² Many cooperatives are multiproduct and multifunctional in operations and classified in most cases according to predominant commodity or function indicated by business volume.

³ Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.

Table 15— Combined assets of farmer cooperatives, 1992 ¹

| Principal products marketed and major function | co-ops ² | Assets of own operations | Investments in other co-ops | Total assets | Investments in other co-ops as percent of total |
|--|---------------------|---------------------------|-----------------------------|-----------------|---|
| | Number | -----Million dollars----- | | | Percent |
| Products marketed: | | | | | |
| Cotton | 18 | 609.0 | 3.4 | 612.3 | 0.6 |
| Dairy | 265 | 4,317.7 | 210.5 | 4,528.3 | 4.6 |
| Fruits & vegetables | 290 | 4,180.7 | 53.8 | 4,234.4 | 1.3 |
| Grains and oilseeds excluding cottonseed | 1,243 | 6,322.1 | 828.8 | 7,150.9 | 11.6 |
| Livestock and poultry | 108 | 1,013.1 | 28.2 | 1,041.2 | 2.7 |
| Rice | 23 | 180.9 | 2.1 | 182.9 | 1.1 |
| Sugar | 59 | 883.6 | 8.1 | 891.7 | 0.9 |
| Other products ³ | 212 | 957.6 | 18.2 | 975.8 | 1.9 |
| Total farm products | 2,218 | 18,464.7 | 1,153.0 | 19,617.6 | 5.9 |
| Total farm supplies | 1,618 | 10,520.6 | 1,205.0 | 11,725.6 | 10.3 |
| Total selected services | 479 | 586.6 | 63.7 | 650.4 | 9.8 |
| Combined total | 4,315 | 29,571.9 | 2,421.7 | 31,993.6 | 7.6 |

¹ Totals may not add due to rounding.

² Many cooperatives are multiproduct and multifunctional in operations and classified in most cases according to predominant commodity or function indicated by business volume.

³ Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.

lion, up 1.2 percent from \$14 billion in 1991. The proportion of total assets financed by member and patron equity dropped from 44.9 percent to 44.4 percent.

Of the \$32 billion in total assets, marketing cooperatives accounted for \$19.6 billion, about the same as reported for 1991. Cooperatives whose principal products were grains and oilseeds excluding cottonseed had total assets of \$7.2 billion in 1992 and \$7 billion in 1991, a 1.7-percent increase. Among the marketing cooperatives, grain cooperatives also maintained the largest proportion of investments in other cooperatives in both 1992 (11.6 percent) and 1991 (11.1 percent).

Assets of marketing cooperatives, excluding investments in other cooperatives, were \$18.5 billion, about the same as in 1991.

Farm supply cooperatives had total assets of more than \$11.7 billion compared with \$11.1 billion in 1991. Excluding intercooperative investments, assets amounted to \$10.5 billion in 1992, up 8 percent from 1991.

Net worth, or member and patron equity, for all marketing cooperatives totaled \$8.3 billion, down 0.3 percent from 1991. Marketing cooperatives accounted for 58.6 percent of farmer cooperatives' combined net worth. Farm supply cooperatives accounted for 38.1 percent. The highest percent of total assets represented by net worth for all marketing cooperatives (50.9 percent) was for those primarily marketing grains and oilseeds excluding cottonseed. The lowest, 33.9 percent, was for cooperatives primarily marketing fruits and vegetables. Cooperatives classified as farm marketing and farm supply had 42.5 and 46.2 percent, respectively.

Selected Ratios

Financial ratios are often used to measure cooperative performance. Table 16 lists selected ratios for cooperatives reporting to ACS. For the predominant types of cooperatives—dairy, fruit and vegetable, grain, and farm supply—ratios are also shown for cooperatives by selected asset categories. These ratios offer cooperative leaders a general barometer to use in comparing their operations with others of the same type (and size in some cases).

The small fruit and vegetable cooperatives had a high return on assets due to a few small ones that generated income with minimal assets.

Generally, the return on assets (net income/assets) varied but decreased somewhat as size of cooperatives increased. The **net-worth-to-assets** ratio was highest among the smaller farm supply cooperatives. However, as cooperatives become larger, a declining proportion of their assets was financed by members.

The return on sales (net income/total sales) ranged from a -8.5 percent for service cooperatives to a high of 11.5 percent for cooperatives handling other (miscellaneous) products. However, the average for most cooperatives ranged somewhere between 1 and 3 percent.

The sales-to-assets ratio or assets turnover ranged from 1.6 for cotton gins to 32.9 for nut cooperatives. Among dairy and fruit and vegetable cooperatives, the ratio, in most cases, decreased as size of cooperative increased. Generally, this indicates large investments in processing or manufacturing equipment which would be true of the larger dairy and fruit and vegetable cooperatives. The sales-to-assets ratios for grain and farm supply cooperatives did not change as much as size of cooperative increased. Most grain and farm supply cooperatives are not involved as much in manufacturing or processing as the dairy and fruit and vegetable cooperatives.

The high sales-to-assets ratio for the smaller cooperatives as well as for some types of cooperatives is due to their involvement in bargaining or other marketing functions not requiring major investments in plant and equipment.

III—DEFINITION OF A FARMER COOPERATIVE

Agricultural Cooperative Service (ACS) follows four major criteria in identifying an organization as a farmer cooperative: (1) Membership is limited to persons producing agricultural and aquacultural products and associations of such producers; (2) cooperative members are limited to one vote despite the amount of stock or membership capital owned, or the cooperative does not pay dividends on stock or membership capital in excess of 8 percent a year, or the legal rate in the State, whichever is higher; (3) business conducted with nonmembers may not exceed the value of business with members; and (4) the cooperative operates for

Table 16— Selected ratios for cooperatives, 1992¹

| Type of co-op and range of assets (Million) | Net income/ assets ² | Net worth/ assets ³ | Net income/ sales ⁴ | Sales/ assets ⁴ |
|---|---------------------------------|--------------------------------|--------------------------------|----------------------------|
| | ----- Percent ----- | | | Number |
| Beans and peas (dry edible) | 7.2 | 48.8 | 3.4 | 2.5 |
| Cotton | 15.7 | 46.4 | 7.4 | 3.4 |
| Dairy | 6.3 | 45.9 | 1.7 | 7.0 |
| Less than \$0.5 ⁵ | 5.9 | 49.7 | 2.7 | 10.0 |
| \$0.5 - \$.99 | 4.7 | 52.2 | .7 | 8.4 |
| \$1 .0 - \$2.49 | 7.3 | 52.9 | 1.6 | 6.8 |
| \$2.5 - \$24.99 | 5.9 | 37.5 | 1.1 | 7.1 |
| \$25.0 - \$99.99 | 7.7 | 42.3 | 2.1 | 4.1 |
| \$100.0 - \$499.99 | 5.5 | 45.7 | 1.3 | 4.4 |
| Fruit and vegetable | 6.5 | 46.7 | 2.1 | 6.0 |
| Less than \$0.5 ⁵ | 5.4 | 43.6 | 2.4 | 11.6 |
| \$0.5 - \$.99 | 5.1 | 61.3 | .3 | 6.3 |
| \$1 .0 - \$2.49 | 9.5 | 58.5 | 2.9 | 3.8 |
| \$2.5 - \$24.99 | 8.7 | 46.2 | 2.4 | 4.0 |
| \$25.0 - \$99.99 | 3.9 | 35.2 | 2.1 | 1.8 |
| \$100.0 - \$499.99 | 2.0 | 33.4 | 2.1 | 1.8 |
| More than \$500.00 | 4.8 | | | |
| Grains and oilseeds⁶ | 3.2 | 55.7 | 1.0 | 3.2 |
| Less than \$0.5 | 3.9 | 53.5 | -7.0 | 3.6 |
| \$0.5 - \$.99 | 2.3 | 74.3 | .3 | 6.4 |
| \$1 .0 - \$2.49 | 2.7 | 61.8 | .9 | 3.5 |
| \$2.5 - \$24.99 | 3.7 | 53.2 | 1.3 | 3.0 |
| \$25.0 - \$99.99 | 1.6 | 39.5 | .6 | 2.3 |
| \$100.0 - \$499.99 | 4.6 | 51.5 | 1.7 | 3.3 |
| More than \$500.00 | 6.9 | | | |
| Livestock | 4.6 | 59.2 | .6 | 24.0 |
| Nuts | 5.4 | 50.2 | 6.6 | 32.9 |
| Poultry | 3.8 | 38.1 | 1.3 | 5.4 |
| Rice | 7.3 | 57.4 | 8.4 | 10.0 |
| Sugar | 2.0 | 52.1 | 1.2 | 2.6 |
| Tobacco | 12.6 | 75.6 | 3.7 | 14.5 |
| Wool and mohair | 13.0 | 88.2 | -2.0 | 25.4 |
| Other products | 23.4 | 54.0 | 11.5 | 4.0 |
| Farm supply | 6.1 | 67.1 | 2.8 | 2.5 |
| Less than \$0.5 | 4.0 | 72.5 | 1.8 | 4.3 |
| \$0.5 - \$.99 | 6.0 | 71.9 | 2.5 | 2.4 |
| \$1 .0 - \$2.49 | 6.6 | 72.2 | 3.0 | 2.3 |
| \$2.5 - \$24.99 | 6.2 | 61.9 | 3.0 | 2.3 |
| \$25.0 - \$99.99 | 5.3 | 44.5 | 2.0 | 2.8 |
| \$100.0 - \$499.99 | 5.9 | 43.0 | 3.2 | 2.1 |
| More than \$500.00 | 4.5 | 39.8 | 3.2 | 1.8 |
| Service | 7.2 | 68.4 | -8.5 | 27.1 |
| Cotton gins | 11.1 | 67.9 | 11.0 | 1.6 |

¹ Based on cooperatives reporting. Excludes strictly bargaining or pooling cooperatives. Ratios were calculated by summing the individual ratios and dividing by the number of cooperatives.

² Includes net income before any income taxes are deducted.

³ Net worth or member equity is the value of the assets owned by members.

⁴ Total sales includes service receipts and other income and patronage refunds received from other cooperatives and CoBank and Banks for Cooperatives.

⁵ Some of the smaller cooperatives generated income with minimal assets.

⁶ Excludes cottonseed.

the mutual interest of members by providing benefits on the basis of patronage.

These criteria may create larger or smaller numbers of farmer cooperatives than found in lists or directories of State agencies or cooperative councils. ACS includes only marketing, farm supply, and selected service cooperatives on its list. Wool pools are included as marketing cooperatives. Livestock shipping associations, beginning with 1992, are considered service cooperatives.

Many State lists include other types such as production, credit, telephone, electric, and consumer cooperatives as well as those that do not fulfill ACS's definition. Other reasons for possible differences in the number of cooperatives is that: (1) ACS may not learn of certain cooperatives operating in a State for a considerable period of time; (2) a cooperative may not have completed and returned an initial questionnaire; or (3) no notice is received that a cooperative discontinued operating.

Year-to-year comparisons with specific commodity groups, therefore, should reflect any differences in lists and classifications in State and Federal data.

Classification of Cooperatives

Statistics are presented according to a cooperative's major function or classification—marketing, farm supply, and related service.

Marketing cooperatives' primary business is marketing farm products for members—more than 50 percent of total dollar volume was derived from the sale of members' farm products. Marketing cooperatives are further classified according to which commodity of 13 classifications is predominant (in terms of dollar volume) in each association's business. If a cooperative consistently indicates it is handling a larger volume of a commodity than originally organized to handle, and which provided the basis for its initial classification, it is reclassified by the commodity currently representing the predominant product in its business volume.

Farm supply cooperatives derive at least half their business volume from the sale of farm production supplies.

These cooperatives handle a wide variety of farm production supplies, farmstead equipment, and building supplies. Some also handle farm and home items such as heating oil, lawn and garden supplies and equipment, and food.

Service cooperatives provide specialized business services related to the agricultural business operations of farmers, ranchers, or cooperatives such as cotton ginning, trucking, storing, drying, and artificial insemination. Beginning with 1992, livestock shipping associations were included.

Many cooperatives handle more than one commodity and provide both marketing and farm supply services, as well as facilities and equipment to perform related services such as storing, drying, and trucking. These associations are classified according to the predominant commodity or function as indicated by their business volume.

Information on other types of service cooperatives such as Farm Credit System institutions, rural credit unions, rural electric cooperatives, and dairy herd improvement associations are presented separately.

Organizational Membership Structures

Centralized

Of the 4,315 farmer cooperatives in 1992, 4,193 were centralized organizations with individual farmer-members. Centralized cooperatives usually serve a local area or community, county, or several counties. Most usually perform a limited number of initial marketing. Most farm supply sales are at the retail level. A few centralized cooperatives operate over large geographic areas and have members in several States. They often provide more vertically integrated services such as processing farm products or manufacturing feed and fertilizer.

Bargaining associations also have centralized organizational structures. These associations derive all or most of their business volume from negotiating with distributors, processors, and other buyers and sellers over price, quantity, grade, terms of sale, and other factors involved in marketing farm products. Only a few bargain to purchase farm supplies. While the primary function of such an association is to bring buyers and sellers together to contract for the sale of members' products, many bargaining associations now perform additional functions. For example, dairy bargaining associations at one time only negotiated price. Now, many perform additional functions, such as physically handling part of the milk and making spot sales for patrons. Bargaining associations, like other dairy

marketing cooperatives, represent their members at Federal or State milk marketing order hearings.

Federated

Federated cooperatives comprise two or more member associations organized to market farm products, purchase production supplies, or perform bargaining functions.

Associations often operate at points quite distant from federation headquarters. Seventy-five federated cooperatives have been identified. Individual farmers are not members of strictly federated associations. Rather, they are members of cooperatives that comprise the federation-sometimes called a regional cooperative. Also, some federations are made up of regional cooperatives—often called interregional associations.

Mixed

A small number of cooperatives have both individual farmer-members and autonomous cooperative members. These associations, combine centralized and federated structures, serve large geographic areas with members in many States, and provide a variety of integrated services. ACS has identified 47 cooperatives with a “mixed” structure.

IV—OTHER SERVICE COOPERATIVES

Other types of service cooperatives were operating in 1992 besides those directly related to marketing and purchasing.

Farm Credit System

“The Farm Credit System (FCS) is a nationwide system of lending institutions and affiliated service and other entities. Through its Banks and Associations, the System provides credit and related services to farmers, ranchers, producers and harvesters of aquatic products, rural homeowners, certain farm-related businesses, agricultural and aquatic cooperatives (or to other entities for the benefit of such cooperatives) and rural utilities and to certain foreign or domestic entities in connection with international transactions.”⁶

The FCS includes Federal Land Bank Associations (FLBAs), Production Credit Associations (PCAs), Agricultural Credit Associations (ACAs), Federal Land Credit Associations (FLCAs), Farm Credit Banks (FCBs), and Banks for Cooperatives (BCs).

⁶*Farm Credit System, Annual Information Statement-1992*, Federal Farm Credit Banks Funding Corporation, Jersey City, NJ, p. 3.

Table 17— **Farm Credit System combined assets, net worth, and net income, 1986-92¹**

| Year | Assets | Net worth | Net income (loss) |
|------|----------|------------------------|-------------------|
| | | <i>Million dollars</i> | |
| 1986 | 70,100.6 | 5,641.0 | (1,912.8) |
| 1987 | 62,238.5 | 5,030.1 | (17.5) |
| 1988 | 61,616.2 | 5,300.7 | 704.4 |
| 1989 | 63,953.9 | 5,440.5 | 695.0 |
| 1990 | 63,515.0 | 5,840.2 | 608.3 |
| 1991 | 62,503.6 | 6,399.2 | 810.9 |
| 1992 | 63,197.1 | 7,213.8 | 986.3 |

¹ As of December 31 of each year. Data for 1986, 1987, and 1988 were taken from *Farm Credit Administration Annual Report, 1989*, Farm Credit Administration, McLean, VA. Data for 1989-92 were taken from *Farm Credit System, Annual Information Statement*, Federal Farm Credit Banks Funding Corporation, Jersey City, NJ.

In 1992, the combined assets of FCS totaled \$63.2 billion-up 1.1 percent from \$62.5 billion in 1991 (table 17). Net worth totaled \$7.2 billion and net income was \$986.3 million in 1992.

Numbers of selected farm credit cooperatives

are shown by farm credit district in table 18. Of significance during 1992 was the merger of the St. Louis and St. Paul farm credit districts to form the AgriBank district. A map showing States in each district appears as figure 14.

Table 18— Number and structure of selected farm credit cooperatives, January 1, 1993¹

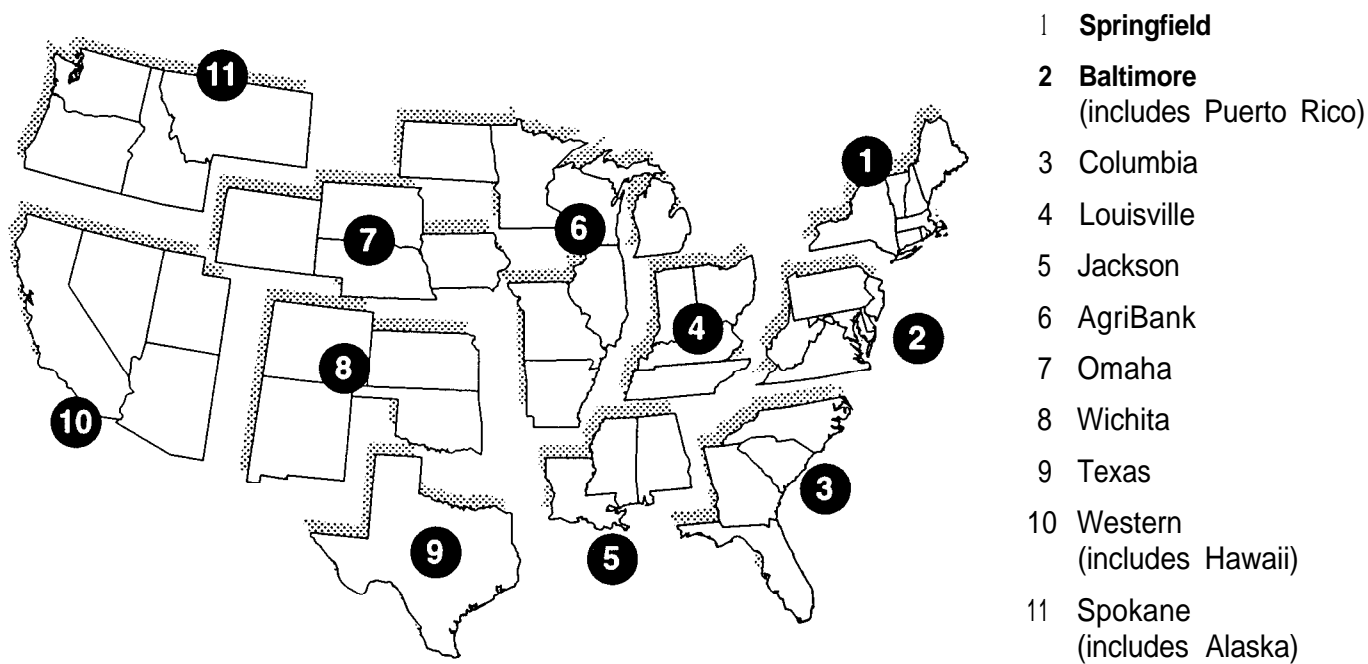
| District | Federal Land Bank Associations (FLBA) | Production Credit Associations (PCA) | Agricultural Credit Associations (ACA) | Federal Land Credit Associations (FLCA) |
|-------------|---------------------------------------|--------------------------------------|--|---|
| | <i>Number</i> | | | |
| Springfield | | | 12 | |
| Baltimore | | | 16 | |
| Columbia | - | - | 19 | |
| Louisville | | | 5 | |
| Jackson | | 2 | | |
| AgriBank | 2 | 20 | 12 | 18 |
| Omaha | 1 | 1 | | |
| Wichita | 22 | 18 | | |
| Texas | 48 | 17 | | |
| Western | 4 | 12 | 4 | 9 |
| Spokane | | | 1 | |
| Total | 77 | 70 | 69 | 27 |

- None located in the district.

¹ The Farm Credit System Structure also includes three Banks for Cooperatives-National Bank for Cooperatives (**CoBank**), the Springfield (MA) Bank for Cooperatives, and the St. Paul (MN) Bank for **Cooperatives**—and 10 Farm Credit Banks not included in this table.

Source: *Risk Analysis of Farm Credit System Operations and Economic Outlook, Quarter Ended December 37, 1992*, Farm Credit Administration, McLean, VA, p. 20.

Figure 14— Cooperative Farm Credit Districts, 1992



- 1 **Springfield**
- 2 **Baltimore**
(includes Puerto Rico)
- 3 **Columbia**
- 4 **Louisville**
- 5 **Jackson**
- 6 **AgriBank**
- 7 **Omaha**
- 8 **Wichita**
- 9 **Texas**
- 10 **Western**
(includes Hawaii)
- 11 **Spokane**
(includes Alaska)

Federal Land Bank Associations

The FLBAs serve as agents for originating and servicing long-term loans made by FCBs. The proceeds of long-term loans are used for the purchase of agricultural real estate and rural homes and refinancing agricultural real estate and rural home mortgages. FLBAs dropped from 85 to 77 in 1992 (table 18) primarily due to conversion to FLCAs. FLCAs are FLBAs that were granted direct lending authority by their FCB.

Federal Land Credit Associations

Of the 27 FLCAs operating in 1992, 18 were located in the AgriBank district. FLCAs were authorized by the Agricultural Credit Act of 1987.

Production Credit Associations

PCAs provide farmers and ranchers short- and intermediate-term loans for various purposes, such as operating expenses, farm equipment, livestock, farm buildings, and other capital improvements.

PCAs numbers declined from 72 to 70. The AgriBank district accounted for 20 PCAs.

Agricultural Credit Associations

ACAs resulted from the merger of FLBAs with PCAs. ACAs offer both long- and short-term loans.

Sixty-nine ACAs were operating in 1992. The districts with the most ACAs were Columbia (19) and Baltimore (16).

Farm Credit Banks

The FCBs provide loan funds and support services to FLBAs, ACAs, FLCAs, and PCAs within their district territories.

Combined assets of the Farm Credit Banks totaled \$47.7 billion in 1992, up from \$47.4 billion in 1991 (table 19). Net worth was \$6.6 billion and net loans totaled \$39 billion. Net income was \$722 million in 1992, up \$138 million from 1991.

Banks for Cooperatives

There are three BCs—CoBank (National Bank for Cooperatives), headquartered in Denver, Colorado, the St. Paul Bank, based in Minnesota, and the Springfield Bank, based in Massachusetts. The BCs provide short, intermediate, and long-term credit to agricultural cooperatives and rural utilities nationwide. CoBank also provides international credit services to finance the export of American agricultural products.

Assets of the BCs totaled \$14.6 billion on Dec. 31, 1992 (table 20). The combined net worth of nearly \$1,064 million financed 7.3 percent of the banks' combined assets. The combined net loans of the BCs totaled \$11.7 billion, up 3.6 percent from \$11.3 billion in 1991. Net income in 1992 totaled

Table 19— Farm Credit Banks combined assets, net worth, net loans, and net income, 1986-92 ¹

| Year | Assets | Net worth | Net loans | Net income (loss) |
|-----------------|----------|-----------|-----------|-------------------|
| Million dollars | | | | |
| 1986 | 59,888.9 | 3,806.5 | 49,310.5 | (1,405.4) |
| 1987 | 50,432.1 | 3,368.9 | 42,629.6 | (127.9) |
| 1988 | 47,843.7 | 3,975.7 | 40,956.1 | 749.5 |
| 1989 | 48,515.9 | 3,706.7 | 39,476.7 | 516.1 |
| 1990 | 47,231.3 | 4,203.3 | 38,922.1 | 264.3 |
| 1991 | 47,362.7 | 6,096.0 | 38,525.1 | 583.8 |
| 1992 | 47,729.6 | 6,620.4 | 39,011.2 | 721.5 |

¹As of December 31 of each year. The Farm Credit Banks resulted from the mergers of the Federal Land Banks and Federal Intermediate Credit Banks on July 6, 1988.

² Revised.

Source: Federal Farm Credit Banks Funding Corporation, Jersey City, NJ, and Farm Credit Administration, McLean, VA.

Table 20— Banks for Cooperatives combined assets, net worth, net loans, and net income, 1986-92 ¹

| Year | Assets | Net worth | Net loans | Net income |
|------------------------|----------|-----------|-----------|------------|
| <i>Million dollars</i> | | | | |
| 1986 | 9,811 .0 | 1,074.4 | 7,401.8 | 0.5 |
| 1987 | 11,138.0 | 1,034.9 | 8,245.5 | 79.8 |
| 1988 | 13,174.9 | 1,008.3 | 10,067.3 | 85.8 |
| 1989 | 13,945.8 | 946.1 | 10,548.1 | 106.3 |
| 1990 | 14,459.6 | 933.3 | 11,150.7 | 71.8 |
| 1991 ² | 14,485.5 | 986.0 | 11,315.5 | 119.9 |
| 1992 | 14,577.4 | 1,063.5 | 11,724.9 | 160.7 |

¹ As of December 31 of each year.

² Revised.

Source: Federal Farm Credit Banks Funding Corporation, Jersey City, NJ and Farm Credit Administration, McLean, VA.

\$160.7 million, up **34** percent from **\$119.9** million in 1991.

Rural Telephone Cooperatives

There were 242 rural telephone cooperatives borrowing from the Rural Electrification Administration (REA) with revenues of \$967 million and 1,265,000 subscriber members. Iowa with 32 had the largest number of cooperatives (13.2 percent of the total), while South Carolina accounted for more subscriber memberships (10.3 percent) than any other State (table 21). Texas led all States in revenue with 13.2 percent of the total.

Rural Electric Cooperatives

The Nation's 893 rural electric cooperatives reported 11.3 million consumer members and revenue of \$23 billion. Texas led all States, with 8 percent of total associations, while Georgia led with the most consumer members (9.8 percent) and revenue (10.6 percent).

Rural Credit Unions

The 720 rural credit unions reported nearly 3.5 million members and savings of \$11.9 billion. Wisconsin led all States in number of associations (10.4 percent) while California led in number of

members (24.9 percent) and in savings (29.6 percent).

Dairy Herd Improvement Associations

Dairy Herd Improvement Associations (DHIA) had 30,025 memberships. The DHIA's tested more than 3.1 million cows. New York (1,956), Pennsylvania (2,837), Minnesota (4,403), and Wisconsin (5,388) combined accounted for 48.6 percent of total members. About 687,000, or 21.1 percent, of the cows tested were in California.

Table 21— Number, participation, and level of activity of selected service cooperatives by State ¹

| Rural telephone cooperatives ² | | | | | | | |
|---|---------------|-----------------------|------------------|----------------|---------------|-----------------------|------------------|
| State | Cooperatives | Members (subscribers) | Revenue | State | Cooperatives | Members (subscribers) | Revenue |
| | <i>Number</i> | 1,000 | <i>Mil. dol.</i> | | <i>Number</i> | 1,000 | <i>Mil. dol.</i> |
| Alabama | 3 | 23 | 14 | Nevada | | | |
| Alaska | 7 | 45 | 55 | New Hampshire | | | |
| Arizona | 1 | 3 | 5 | New Jersey | | | |
| Arkansas | 2 | 7 | 6 | New Mexico | 5 | 18 | 35 |
| California | | | | New York | | | |
| Colorado | 5 | 8 | 7 | North Carolina | 9 | 115 | 57 |
| Delaware | | | | North Dakota | 10 | 52 | 44 |
| Florida | | | | Ohio | 7 | 7 | 4 |
| Georgia | 4 | 26 | 15 | Oklahoma | 2 | 39 | 41 |
| Idaho | 3 | 9 | 6 | Oregon | 9 | 38 | 28 |
| Illinois | 7 | 24 | 17 | Pennsylvania | | | |
| Indiana | 8 | 29 | 20 | South Carolina | 6 | 130 | 78 |
| Iowa | 32 | 58 | 38 | South Dakota | 13 | 46 | 36 |
| Kansas | 11 | 55 | 53 | Tennessee | 7 | 109 | 58 |
| Kentucky | 8 | 85 | 47 | Texas | 21 | 111 | 128 |
| Louisiana | | | | Utah | 3 | 9 | 9 |
| Maine | | | | Vermont | | | |
| Maryland | | - | | Virginia | 5 | 17 | 10 |
| Michigan | | | | Washington | | | |
| Minnesota | 19 | 69 | 47 | West Virginia | 2 | 3 | 3 |
| Mississippi | | | | Wisconsin | 11 | 38 | 24 |
| Missouri | 8 | 45 | 32 | Wyoming | 1 | 1 | 1 |
| Montana | 8 | 37 | 43 | | | | |
| Nebraska | 5 | 9 | 6 | United States | 242 | 1,265 | 967 |

Continued

Table 21— Number, participation, and level of activity of selected service cooperatives by State¹ (Continued)

| Ruralelectriccooperatives ² | | | | | | | |
|--|-------------------|-----------------------------|------------------|----------------|-------------------|-----------------------------|------------------|
| State | Coopera- tives | Members (con- sumers) | Revenue | State | Coopera- tives | Members (con- sumers) | Revenue |
| | <i>Number</i> | <i>1,000</i> | <i>Mil. dol.</i> | | <i>Number</i> | <i>1,000d</i> | <i>Mil. dol.</i> |
| Alabama | 22 | 377 | 608 | Nevada | 3 | 18 | 41 |
| Alaska | 12 | 95 | 219 | New Hampshire | 1 | 65 | 78 |
| Arizona | 6 | 98 | 308 | New Jersey | 1 | 10 | 12 |
| Arkansas | 20 | 339 | 784 | New Mexico | 17 | 148 | 316 |
| California | 3 | 14 | 17 | New York | 4 | 14 | 12 |
| Colorado | 24 | 320 | 792 | North Carolina | 29 | 629 | 1,459 |
| Delaware | 1 | 47 | 49 | North Dakota | 26 | 105 | 838 |
| Florida | 15 | 524 | 1,079 | Ohio | 28 | 279 | 489 |
| Georgia | 43 | 1,113 | 2,441 | Oklahoma | 26 | 335 | 563 |
| Idaho | 8 | 47 | 62 | Oregon | 14 | 108 | 145 |
| Illinois | 27 | 196 | 537 | Pennsylvania | 13 | 179 | 318 |
| Indiana | 42 | 359 | 669 | South Carolina | 22 | 459 | 930 |
| Iowa | 47 | 178 | 404 | South Dakota | 33 | 111 | 192 |
| Kansas | 36 | 178 | 406 | Tennessee | 20 | 650 | 793 |
| Kentucky | 28 | 550 | 1,382 | Texas | 71 | 869 | 1,447 |
| Louisiana | 13 | 287 | 738 | Utah | 5 | 24 | 193 |
| Maine | 4 | 14 | 13 | Vermont | 3 | 22 | 34 |
| Maryland | 2 | 132 | 192 | Virginia | 13 | 324 | 441 |
| Michigan | 14 | 220 | 240 | Washington | 8 | 36 | 52 |
| Minnesota | 50 | 528 | 906 | West Virginia | 1 | 5 | 4 |
| Mississippi | 22 | 483 | 868 | Wisconsin | 29 | 188 | 335 |
| Missouri | 46 | 479 | 1,167 | Wyoming | 13 | 70 | 149 |
| Montana | 25 | 101 | 139 | | | | |
| Nebraska | 3 | 8 | 97 | United States | 893 | 11,335 | 22,958 |

Continued

Table 21— Number, participation, and level of activity of selected service cooperatives by State¹ (Continued)

| Rural credit unions ³ | | | | | | | |
|----------------------------------|-------------------|--------------|------------------|----------------|-------------------|--------------|------------------|
| State | Coopera- tives | Members | Savings | State | Coopera- tives | Members | Savings |
| | <i>Number</i> | <i>1,000</i> | <i>Mil. dol.</i> | | <i>Number</i> | <i>1,000</i> | <i>Mil. dol.</i> |
| Alabama | 11 | 20 | 60 | Montana | 13 | 51 | 165 |
| Alaska | 1 | 18 | 62 | Nebraska | 17 | 11 | 27 |
| Arizona | 4 | 12 | 24 | Nevada | 6 | 33 | 139 |
| Arkansas | 3 | 4 | 11 | New Hampshire | 2 | 1 | 1 |
| California | 68 | 870 | 3,526 | New Jersey | 6 | 11 | 19 |
| Colorado | 14 | 17 | 49 | New Mexico | 3 | 34 | 126 |
| Connecticut | 1 | 1 | 1 | New York | 30 | 145 | 519 |
| Delaware | 1 | 2 | 9 | North Carolina | 17 | 32 | 65 |
| Florida | 18 | 87 | 330 | North Dakota | 33 | 88 | 369 |
| Georgia | 15 | 31 | 68 | Ohio | 16 | 49 | 61 |
| Hawaii | 19 | 96 | 605 | Oklahoma | 4 | 5 | 27 |
| Idaho | 9 | 11 | 23 | Oregon | 11 | 61 | 215 |
| Illinois | 16 | 60 | 155 | Pennsylvania | 21 | 29 | 58 |
| Indiana | 20 | 52 | 327 | Rhode Island | 4 | 47 | 377 |
| Iowa | 9 | 7 | 16 | South Carolina | 4 | 9 | 30 |
| Kansas | 24 | 66 | 187 | South Dakota | 9 | 12 | 31 |
| Kentucky | 7 | 30 | 68 | Tennessee | 11 | 13 | 32 |
| Louisiana | 10 | 15 | 29 | Texas | 37 | 100 | 304 |
| Maine | 10 | 21 | 67 | Utah | 9 | 12 | 30 |
| Maryland | 6 | 46 | 186 | Vermont | 7 | 11 | 23 |
| Massachusetts | 8 | 10 | 15 | Virginia | 7 | 39 | 118 |
| Michigan | 29 | 358 | 794 | Washington | 16 | 139 | 531 |
| Minnesota | 41 | 176 | 521 | West Virginia | 4 | 4 | 8 |
| Mississippi | 4 | 6 | 12 | Wisconsin | 75 | 520 | 1,448 |
| Missouri | 8 | 17 | 37 | Wyoming | 2 | 2 | 2 |
| | | | | United States | 720 | 3,491 | 11,907 |

Continued

Table 21 — Number, participation, and level of activity of selected service cooperatives by State¹ (Continued)

| Dairy herd improvement ⁴ | | | | | |
|-------------------------------------|--------------------|----------------|----------------|--------------------|----------------|
| State | Members (herds) | cows tested | State | Members (herds) | cows tasted |
| | <i>Number</i> | <i>1,000</i> | | <i>Number</i> | <i>1,000</i> |
| Alabama | 110 | 17 | Montana | 77 | 8 |
| Alaska | | | Nebraska | 382 | 30 |
| Arizona | 56 | 46 | Nevada | 27 | 8 |
| Arkansas | 135 | 11 | New Hampshire | 123 | 10 |
| California | 1,205 | 687 | New Jersey | 125 | 11 |
| Colorado | 111 | 26 | New Mexico | 25 | 18 |
| Connecticut | 129 | 13 | New York | 1,956 | 177 |
| Delaware | 37 | 5 | North Carolina | 353 | 51 |
| Florida | 47 | 19 | North Dakota | 105 | 8 |
| Georgia | 226 | 42 | Ohio | 1,346 | 92 |
| Hawaii | | | Oklahoma | 177 | 15 |
| Idaho | 279 | 41 | Oregon | 335 | 53 |
| Illinois | 918 | 62 | Pennsylvania | 2,837 | 181 |
| Indiana | 554 | 40 | Rhode Island | 13 | 1 |
| Iowa | 1,211 | 70 | South Carolina | 116 | 20 |
| Kansas | 485 | 37 | South Dakota | 236 | 18 |
| Kentucky | 379 | 31 | Tennessee | 438 | 48 |
| Louisiana | 211 | 24 | Texas | 433 | 90 |
| Maine | 174 | 12 | Utah | 250 | 34 |
| Maryland | 616 | 53 | Vermont | 594 | 45 |
| Massachusetts | 154 | 11 | Virginia | 519 | 64 |
| Michigan | 1,360 | 127 | Washington | 429 | 86 |
| Minnesota | 4,403 | 250 | West Virginia | 115 | 10 |
| Mississippi | 158 | 20 | Wisconsin | 5,388 | 332 |
| Missouri | 668 | 52 | Wyoming | | |
| | | | United States | 30,025 | 3,104 |

• None reported in the State

¹ For year ended December 31, 1992. Totals may not add due to rounding.

² Source: Rural Electrification Administration, USDA.

³ Source: Credit Union National Association, Inc. (Includes federally chartered and State-chartered credit unions.)

⁴ Source: Agricultural Research Service, USDA.

APPENDIX

Appendix Table 1— **Cooperative numbers' and memberships,* by major business activity and State, 1991** ³

| State | Co-op hqts. in State | Memberships | State | Co-op hqts in State | Memberships |
|--|-------------------------|---------------|--|------------------------|---------------|
| BEANS AND PEAS, DRY EDIBLE | | | FRUITS AND VEGETABLES⁵ (Continued) | | |
| California | 5 | 897 | North Carolina | 6 | 599 |
| Other States | <u>5</u> | <u>1,738</u> | Ohio | 6 | 2,294 |
| United States | 10 | 2,635 | Oregon | 12 | 1,972 |
| COTTON⁴ | | | Pennsylvania | 8 | 1,882 |
| Arkansas | 3 | 669 | Texas | 5 | 346 |
| California | 3 | 2,554 | Vermont | 3 | 26 |
| Mississippi | 3 | 2,106 | Virginia | 5 | 169 |
| Texas | 6 | 19,646 | Washington | 28 | 5,977 |
| Other States | <u>4</u> | <u>9,948</u> | Other States | <u>21</u> | <u>6,4993</u> |
| United States | 19 | 34,923 | United States | 299 | 61,034 |
| DAIRY | | | GRAINS AND OILSEEDS EXCLUDING COTTONSEED ⁷ | | |
| California | 7 | 1,529 | Arkansas | 4 | 9,625 |
| Hawaii | 3 | 11 | Colorado | 17 | 10,897 |
| Illinois | 7 | 3,137 | Idaho | 9 | 4,357 |
| Iowa | 9 | 7,534 | Illinois | 143 | 104,317 |
| Minnesota | 49 | 18,676 | Indiana | 33 | 64,173 |
| New York | 65 | 8,291 | Iowa | 171 | 98,336 |
| North Dakota | 5 | 1,456 | Kansas | 152 | 123,485 |
| Ohio | 7 | 4,226 | Louisiana | 3 | 346 |
| Oregon | 3 | 730 | Michigan | 12 | 6,714 |
| Pennsylvania | 27 | 7,800 | Minnesota | 147 | 97,466 |
| South Carolina | 3 | 553 | Mississippi | 7 | 3,086 |
| Vermont | 4 | 2,045 | Missouri | 14 | 14,723 |
| Virginia | 3 | 1,017 | Montana | 18 | 11,130 |
| Wisconsin | 42 | 27,442 | Nebraska | 92 | 67,283 |
| Other States | <u>30</u> | <u>42,755</u> | North Dakota | 154 | 67,735 |
| United States | 264 | 127,202 | Ohio | 55 | 42,650 |
| FRUITS AND VEGETABLES⁵ | | | Oklahoma | 63 | 39,446 |
| Arizona | 4 | 557 | Oregon | 5 | 4,114 |
| Arkansas | 5 | 970 | South Dakota | 102 | 58,165 |
| California | 85 | 29,893 | Texas | 46 | 23,418 |
| Colorado | 13 | 1,193 | Washington | 26 | 10,335 |
| Florida | 35 | 2,492 | Other States | <u>14</u> | <u>10,071</u> |
| Georgia | 4 | 81 | United States | 1,287 | 871,872 |
| Hawaii | 7 | 294 | LIVESTOCK ⁵ | | |
| Illinois | 3 | 121 | Alabama | 8 | 6,710 |
| Kentucky | 3 | 304 | Colorado | 4 | 4,616 |
| Maine | 5 | 841 | Idaho | 4 | 6,664 |
| Massachusetts | 3 | 102 | Indiana | 3 | 26,227 |
| Michigan | 18 | 3,849 | Iowa | 3 | 11,271 |
| Nebraska | 3 | 87 | Kentucky | 4 | 5,258 |
| New Jersey | 9 | 949 | Michigan | 6 | 27,531 |
| New York | 8 | 1,043 | Minnesota | 32 | 58,986 |
| | | | Mississippi | 6 | 8,571 |

Continued

Appendix Table 1— Co-op numbers¹ and memberships,* by major business activity and State, 1991³ (Continued)

| State | Co-op hqts. in State | Memberships | State | Co-op hqts. in State | Memberships |
|---|-------------------------|-------------|------------------------------------|-------------------------|-------------|
| LIVESTOCK ⁵ (Continued) | | | TOBACCO ⁸ | | |
| Missouri | 6 | 11, 779 | Kentucky | 5 | 81, 035 |
| New York | 5 | 34, 723 | North Carolina | 7 | 76, 468 |
| North Dakota | 5 | 10, 466 | Tennessee | 7 | 41, 895 |
| Ohio | 4 | 7, 661 | Virginia | 3 | 24, 106 |
| Pennsylvania | 4 | 98 | Other States | 4 | 44, 886 |
| Tennessee | 3 | 607 | United States | 26 | 268, 390 |
| Virginia | 13 | 2, 496 | WOOL AND MOHAIR | | |
| West Virginia | 5 | 689 | Idaho | 12 | 759 |
| Wisconsin | 57 | 36, 490 | Montana | 21 | 1, 568 |
| Other States | 22 | 661, 175 | North Dakota | 5 | 308 |
| United States | 194 | 322, 018 | Pennsylvania | 20 | 2, 986 |
| NUT ⁸ | | | Utah | 6 | 1, 564 |
| California | 3 | 4, 752 | Virginia | 13 | 2, 694 |
| Other States | 11 | 45, 198 | West Virginia | 9 | 2, 100 |
| United States | 14 | 49, 950 | Wyoming | 6 | 669 |
| POULTRY | | | Other States | 28 | 26, 581 |
| California | 3 | 72 | United States | 120 | 39, 229 |
| Utah | 3 | 121 | MISCELLANEOUS ¹⁰ | | |
| Other States | 7 | 32, 344 | California | 6 | 1, 189 |
| United States | 13 | 32, 537 | Florida | 3 | 8 |
| RICE ⁵ | | | Michigan | 3 | 59 |
| Arkansas | 19 | 11, 554 | Minnesota | 4 | 72 |
| California | 3 | 2, 424 | Mississippi | 3 | 152 |
| Louisiana | 10 | 700 | Ohio | 3 | 47 |
| Texas | 9 | 1, 300 | Other States | 26 | 2, 020 |
| Other States | 1 | 531 | United States | 48 | 3, 547 |
| United States | 42 | 16, 509 | TOTAL MARKETING | | |
| SUGAR ⁹ | | | Alabama | 13 | 23, 604 |
| California | 3 | 1, 774 | Arizona | 6 | 2, 449 |
| Idaho | 3 | 1, 027 | Arkansas | 34 | 23, 730 |
| Louisiana | 11 | 879 | California | 122 | 48, 142 |
| Michigan | 3 | 2, 802 | Colorado | 39 | 17, 835 |
| Minnesota | 3 | 1, 916 | Florida | 42 | 9, 907 |
| Montana | 4 | 351 | Georgia | 9 | 37, 918 |
| Nebraska | 4 | 561 | Hawaii | 16 | 838 |
| Wyoming | 4 | 453 | Idaho | 32 | 16, 219 |
| Other States | 13 | 2, 804 | Illinois | 159 | 128, 863 |
| United States | 48 | 12, 567 | Indiana | 37 | 96, 840 |
| | | | Iowa | 189 | 119, 379 |
| | | | Kansas | 153 | 130, 403 |
| | | | Kentucky | 17 | 90, 091 |
| | | | Louisiana | 28 | 3, 680 |
| | | | Maine | 6 | 1, 356 |

Continued

Appendix Table 1— Co-op numbers' and memberships,* by major business activity and State, 1991³ (Continued)

| State | Co-ophqts. in State | Memberships | State | Co-ophqts. in State | Memberships |
|-----------------------------|------------------------|-------------|-------------------------|------------------------|-------------|
| TOTAL MARKETING (Continued) | | | FARM SUPPLY (Continued) | | |
| Massachusetts | 6 | 711 | Michigan | 36 | 26,014 |
| Michigan | 44 | 45,756 | Minnesota | 175 | 153,966 |
| Minnesota | 240 | 179,798 | Mississippi | 51 | 60,364 |
| Mississippi | 23 | 16,339 | Missouri | 52 | 117,249 |
| Missouri | 23 | 33,369 | Montana | 45 | 21,411 |
| Montana | 49 | 14,759 | Nebraska | 70 | 64,839 |
| Nebraska | 106 | 77,942 | New Jersey | 4 | 6,434 |
| New Jersey | 13 | 3,224 | New York | 82 | 53,717 |
| New York | 82 | 44,833 | North Dakota | 119 | 63,185 |
| North Carolina | 22 | 96,575 | Ohio | 29 | 23,013 |
| North Dakota | 173 | 81,729 | Oklahoma | 25 | 19,550 |
| Ohio | 80 | 76,698 | Oregon | 17 | 24,698 |
| Oklahoma | 69 | 54,114 | Pennsylvania | 13 | 24,610 |
| Oregon | 25 | 7,954 | South Dakota | 79 | 60,076 |
| Pennsylvania | 61 | 12,779 | Tennessee | 72 | 73,267 |
| South Carolina | 6 | 22,823 | Texas | 56 | 23,003 |
| South Dakota | 106 | 73,107 | Utah | 10 | 5,691 |
| Tennessee | 11 | 43,539 | Virginia | 40 | 185,256 |
| Texas | 73 | 53,342 | Washington | 35 | 19,073 |
| Utah | 17 | 7,927 | West Virginia | 14 | 57,254 |
| Vermont | 9 | 2,415 | Wisconsin | 147 | 146,421 |
| Virginia | 41 | 37,944 | Wyoming | 8 | 4,277 |
| Washington | 61 | 18,454 | Other States | 9 | 100,682 |
| West Virginia | 16 | 4,990 | United States | 1,689 | 2,024,700 |
| Wisconsin | 107 | 67,518 | | | |
| Wyoming | 10 | 2,223 | SERVICE ¹¹ | | |
| Other States | 9 | 10,297 | Alabama | 5 | 341 |
| United States | 2,384 | 1,842,413 | Arizona | 4 | 253 |
| | | | Arkansas | 7 | 878 |
| FARM SUPPLY | | | California | 49 | 6,404 |
| Alabama | 52 | 47,010 | Hawaii | 6 | 84 |
| Arkansas | 43 | 43,448 | Illinois | 6 | 1,148 |
| California | 23 | 15,992 | Kentucky | 7 | 224 |
| Colorado | 22 | 20,779 | Louisiana | 7 | 1,370 |
| Connecticut | 3 | 2,995 | Michigan | 4 | 6,229 |
| Florida | 9 | 7,321 | Minnesota | 7 | 31,353 |
| Georgia | 5 | 1,365 | Mississippi | 35 | 1,870 |
| Hawaii | 6 | 1,635 | Nebraska | 3 | 978 |
| Idaho | 13 | 12,436 | New Mexico | 6 | 619 |
| Illinois | 80 | 115,621 | New York | 6 | 651 |
| Indiana | 33 | 60,020 | North Carolina | 3 | 84 |
| Iowa | 101 | 135,908 | North Dakota | 3 | 498 |
| Kansas | 36 | 40,776 | Ohio | 6 | 6,787 |
| Kentucky | 30 | 118,962 | Oklahoma | 32 | 8,638 |
| Louisiana | 26 | 10,903 | Pennsylvania | 7 | 19,207 |
| Maryland | 14 | 49,474 | Texas | 180 | 40,945 |
| Massachusetts | 5 | 6,005 | Washington | 3 | 2,973 |

Continued

Appendix Table 1— Co-op numbers¹ and memberships,* by major business activity and State, 1991 ³ (Continued)

| State | Co-op hqts. in State | Memberships | State | Co-op hqts. in State | Memberships |
|-----------------------------------|-------------------------|-----------------|---|-------------------------|------------------|
| SERVICE ¹¹ (Continued) | | | TOTAL (Continued) | | |
| Wisconsin | 11 | 37,141 | Washington | 99 | 40,500 |
| Other States | 24 | <u>22,782</u> | West Virginia | 30 | 62,244 |
| United States | 421 | 191,457 | Wisconsin | 265 | 251,080 |
| TOTAL | | | Wyoming | 1 a | 6,500 |
| Alabama | 70 | 70,955 | Other States | 4 | <u>7,615</u> |
| Arizona | 12 | 66,105 | United States | 4,494 | 4,058,570 |
| Arkansas | a4 | 66,056 | | | |
| California | 194 | 70,538 | ¹ Includes centralized and federated cooperatives and those with mixed organizational structures, | | |
| Colorado | 63 | 38,762 | ² Includes farmer members (those entitled to vote for directors) but not nonvoting patrons. (Duplication in these membership figures occurs because many farmers belong to more than one cooperative.) Totals may not add due to rounding. Revised. | | |
| Connecticut | 5 | 3,271 | ³ Data covering operations of cooperatives for calendar year 1991. States listed are those with more than two cooperatives or where disclosure is not a problem. | | |
| Delaware | 3 | 15,245 | ⁴ Cotton ginning cooperatives in previous reports were included in this classification. These cooperatives were reclassified as service cooperatives in 1989. | | |
| Florida | 53 | 29,488 | ⁵ Cooperatives performing specific services related to a commodity are included. Incorporated local associations of a federation that performs the actual marketing or processing are counted. | | |
| Georgia | 15 | 39,374 | ⁶ Includes foreign memberships. | | |
| Hawaii | 28 | 2,557 | ⁷ Excludes soybean meal and oil. | | |
| Idaho | 46 | 28,655 | ⁸ Membership fluctuates annually and is affected by the extent to which producers participate in price stabilization programs. | | |
| Illinois | 245 | 245,632 | ⁹ Includes sugar, sugarcane, sugar beets, honey, maple syrup, molasses, and sorghum. | | |
| Indiana | 71 | 156,660 | ¹⁰ Includes forest products, hay, hops, nursery stock, coffee, and other farm products not separately classified. | | |
| Iowa | 292 | 257,202 | ¹¹ Cooperatives providing services related to marketing or purchasing activities. Major services provided are cotton ginning, trucking, storing, grinding, drying, and artificial insemination. | | |
| Kansas | 191 | 171,432 | | | |
| Kentucky | 54 | 209,277 | | | |
| Louisiana | 61 | 15,953 | | | |
| Maine | 7 | 7,579 | | | |
| Maryland | 16 | 50,575 | | | |
| Massachusetts | 11 | 6,716 | | | |
| Michigan | a4 | 77,999 | | | |
| Minnesota | 422 | 365,117 | | | |
| Mississippi | 109 | 78,573 | | | |
| Missouri | 77 | 151,448 | | | |
| Montana | 94 | 36,170 | | | |
| Nebraska | 179 | 143,759 | | | |
| New Jersey | 19 | 9,683 | | | |
| New Mexico | a | 2,223 | | | |
| New York | 170 | 99,201 | | | |
| North Carolina | 27 | 1 08,245 | | | |
| North Dakota | 295 | 145,412 | | | |
| Ohio | 115 | 106,498 | | | |
| Oklahoma | 126 | 82,302 | | | |
| Oregon | 43 | 32,660 | | | |
| Pennsylvania | a1 | 56,596 | | | |
| South Carolina | 9 | 23,208 | | | |
| South Dakota | 186 | 133,645 | | | |
| Tennessee | a5 | 118,064 | | | |
| Texas | 309 | 117,290 | | | |
| Utah | 28 | 16,036 | | | |
| Vermont | 9 | 6,022 | | | |
| Virginia | a2 | 226,248 | | | |

Appendix Table 2— Cooperative business volume¹ by commodity and State, 19912

| State | Business volume | | State | Business volume | |
|-----------------------------------|-----------------|------------|---|-----------------|------------|
| | Gross | Net | | Gross | Net |
| <i>1,000 dollars</i> | | | <i>1,000 dollars</i> | | |
| PRODUCTS MARKETED: | | | FRUITS AND VEGETABLES (Continued) | | |
| BEANS AND PEAS, DRY EDIBLE | | | New Jersey 301,728 294,460 | | |
| California | 122,734 | 120,077 | New York | 163,732 | 116,873 |
| Other States | 101,900 | 99,097 | North Carolina | 576 | 576 |
| United States | 224,635 | 219,173 | Ohio | 11,455 | 11,455 |
| COTTON | | | Oregon | 472,365 | 466,566 |
| Arkansas | 143,399 | 143,247 | Pennsylvania | 435,709 | 411,034 |
| California | 556,897 | 510,732 | Texas | 27,585 | 21,818 |
| Mississippi | 415,675 | 401,186 | Vermont | 2,500 | 2,500 |
| Texas | 873,753 | 749,582 | Virginia | 609 | 609 |
| Other States | 559,925 | 538,562 | Washington | 747,083 | 726,110 |
| United States | 2,549,651 | 2,343,310 | Other States | 591,551 | 551,366 |
| DAIRY | | | Foreign ³ | 8,182 | 8,182 |
| California | 2,078,845 | 2,066,507 | United States | 8,769,773 | 8,170,251 |
| Hawaii | 6,079 | 6,079 | GRAINS AND OILSEEDS EXCLUDING COTTONSEED | | |
| Illinois | 663,223 | 584,056 | Arkansas | 133,886 | 133,886 |
| Iowa | 702,653 | 670,775 | Colorado | 141,810 | 141,810 |
| Minnesota | 1,856,629 | 1,633,919 | Idaho | 90,694 | 77,875 |
| New York | 1,059,376 | 966,351 | Illinois | 1,620,040 | 1,582,036 |
| North Dakota | 142,772 | 125,748 | Indiana | 1,196,966 | 986,746 |
| Ohio | 565,246 | 544,941 | Iowa | 2,348,986 | 2,324,968 |
| Oregon | 221,841 | 212,865 | Kansas | 1,034,480 | 1,021,661 |
| Pennsylvania | 962,286 | 911,791 | Louisiana | 17,425 | 17,425 |
| South Carolina | 43,214 | 42,450 | Michigan | 189,466 | 155,214 |
| Vermont | 309,600 | 302,181 | Minnesota | 2,430,478 | 1,903,640 |
| Virginia | 322,099 | 318,511 | Mississippi | 89,485 | 89,485 |
| Wisconsin | 3,986,483 | 3,795,970 | Missouri | 281,790 | 281,790 |
| Other States | 6,798,960 | 6,628,930 | Montana | 268,125 | 178,390 |
| United States | 19,719,306 | 18,819,073 | Nebraska | 1,143,836 | 1,117,177 |
| FRUITS AND VEGETABLES | | | North Dakota | 1,343,735 | 1,095,527 |
| Arizona | 129,268 | 122,418 | Ohio | 1,265,940 | 945,307 |
| Arkansas | 1,363 | 1,363 | Oklahoma | 1,311,973 | 284,470 |
| California | 3,833,602 | 3,559,892 | Oregon | 283,572 | 193,836 |
| Colorado | 32,190 | 23,478 | South Dakota | 861,104 | 691,142 |
| Florida | 1,184,897 | 1,137,350 | Texas | 511,297 | 383,897 |
| Georgia | 56,648 | 31,186 | Washington | 539,790 | 437,236 |
| Hawaii | 5,821 | 5,821 | Other States | 450,370 | 414,411 |
| Illinois | 2,177 | 2,177 | Foreign ³ | 26,707 | 13,888 |
| Kentucky | 3,989 | 3,989 | United States | 17,581,959 | 14,471,817 |
| Maine | 43,669 | 43,669 | | | |
| Massachusetts | 360,669 | 360,669 | | | |
| Michigan | 352,386 | 266,669 | | | |
| Nebraska | 20 | 20 | | | |

Continued

Appendix Table 2— Cooperative business volume¹ by commodity and State, 1991² (Continued)

| State | Business volume | | State | Business volume | |
|----------------------|------------------|------------------|--|------------------|------------------|
| | Gross | Net | | Gross | Net |
| | 1,000 dollars | | | 1,000 dollars | |
| LIVESTOCK | | | SUGAR | | |
| Alabama | 34,646 | 34,646 | Idaho | 112,691 | 112,691 |
| Colorado | 94,227 | 94,227 | Louisiana | 113,689 | 113,689 |
| Idaho | 74,230 | 74,230 | Michigan | 133,292 | 118,805 |
| Indiana | 193,699 | 193,699 | Minnesota | 549,639 | 449,805 |
| Iowa | 564,036 | 564,036 | Montana | 6,416 | 6,416 |
| Kentucky | 53,567 | 53,567 | Nebraska | 3,319 | 3,319 |
| Michigan | 533,511 | 533,511 | Wyoming | 20,116 | 20,116 |
| Minnesota | 207,836 | 207,836 | Other States | 1,049,566 | 1,013,871 |
| Mississippi | 68,315 | 68,315 | Foreign ³ | <u>805</u> | <u>805</u> |
| Missouri | 243,834 | 243,834 | United States | 1,989,532 | 1,839,517 |
| New York | 61,346 | 61,346 | | | |
| North Dakota | 123,213 | 123,213 | TOBACCO | | |
| Ohio | 315,623 | 315,623 | Kentucky | 119,440 | 119,440 |
| Pennsylvania | 425 | 425 | North Carolina | 246,191 | 246,191 |
| Tennessee | 16,917 | 16,917 | Tennessee | 72,988 | 72,988 |
| Virginia | 28,719 | 28,719 | Virginia | 62,908 | 62,908 |
| West Virginia | 4,472 | 4,472 | Other States | <u>69,163</u> | <u>69,163</u> |
| Wisconsin | 732,029 | 732,029 | United States | 570,690 | 570,690 |
| Other States | 1,755,357 | 1,755,357 | | | |
| Foreign ³ | <u>4,702</u> | <u>4,702</u> | WOOL AND MOHAIR | | |
| United States | 5,110,703 | 5,110,703 | Idaho | 83 | 83 |
| | | | Montana | 277 | 277 |
| NUTS | | | North Dakota | 50 | 50 |
| California | 579,304 | 579,304 | Pennsylvania | 154 | 154 |
| Other States | <u>243,920</u> | <u>243,920</u> | Utah | 2,746 | 2,012 |
| United States | 823,223 | 823,223 | Virginia | 66 | 66 |
| | | | West Virginia | 108 | 108 |
| POULTRY | | | Wyoming | 10 | 10 |
| California | 36,881 | 36,881 | Other States | <u>21,543</u> | <u>10,968</u> |
| Utah | 134,784 | 22,238 | United States | 25,037 | 13,728 |
| Other States | 1,233,519 | 1,111,595 | | | |
| United States | 1,405,181 | 1,170,711 | MISCELLANEOUS MARKETING¹ | | |
| | | | California | 209,477 | 209,477 |
| RICE | | | Florida | 9,599 | 9,599 |
| Arkansas | 450,358 | 449,130 | Michigan | 46,758 | 46,758 |
| California | 161,369 | 161,369 | Minnesota | 110,656 | 110,656 |
| Louisiana | 12,169 | 12,143 | Mississippi | 136,125 | 136,099 |
| Texas | 53,563 | 53,563 | Ohio | 13,026 | 13,026 |
| Other States | <u>29,576</u> | <u>29,510</u> | Other States | 825,347 | 821,673 |
| United States | 707,034 | 705,714 | Foreign ³ | <u>597,723</u> | <u>597,723</u> |
| | | | United States | 1,948,714 | 1,945,014 |

Continued

Appendix Table 2— Cooperative business volume¹ by commodity and State, 1991 ²(Continued)

| State | Business volume | | State | Business volume | |
|-------------------------------------|-----------------|------------|--------------------------------|-----------------|-----------|
| | Gross | Net | | Gross | Net |
| | 1,000 dollars | | | 1,000 dollars | |
| TOTAL FARM PRODUCTS MARKETED | | | FARM SUPPLIES PROVIDED: | | |
| Alabama | 512,130 | 487,559 | FARM CHEMICALS | | |
| Arizona | 639,557 | 628,313 | Alabama | 49,779 | 24,178 |
| Arkansas | 1,017,593 | 1,012,624 | Arkansas | 94,636 | 51,918 |
| California | 7,788,760 | 7,451,690 | California | 25,481 | 22,462 |
| Colorado | 479,998 | 467,522 | Colorado | 24,384 | 19,259 |
| Florida | 1,977,308 | 1,929,760 | Connecticut | 4,668 | 4,286 |
| Georgia | 723,721 | 694,835 | Florida | 9,306 | 9,264 |
| Idaho | 729,385 | 710,232 | Georgia | 22,980 | 21,347 |
| Illinois | 2,892,483 | 2,775,311 | Hawaii | 1,125 | 1,125 |
| Indiana | 1,758,092 | 1,519,433 | Idaho | 12,823 | 12,801 |
| Iowa | 3,988,432 | 3,929,208 | Illinois | 269,949 | 184,912 |
| Kansas | 1,379,655 | 1,366,836 | Indiana | 142,975 | 107,040 |
| Kentucky | 528,321 | 509,111 | Iowa | 378,475 | 245,597 |
| Louisiana | 339,548 | 338,664 | Kansas | 73,753 | 54,897 |
| Maine | 99,229 | 96,645 | Kentucky | 31,410 | 28,279 |
| Massachusetts | 625,530 | 619,735 | Louisiana | 47,489 | 27,377 |
| Michigan | 1,842,777 | 1,705,836 | Maryland | 13,805 | 12,240 |
| Minnesota | 5,308,806 | 4,371,982 | Massachusetts | 4,229 | 3,946 |
| Mississippi | 811,059 | 794,907 | Michigan | 29,026 | 19,453 |
| Missouri | 1,309,115 | 1,277,351 | Minnesota | 292,211 | 186,768 |
| Montana | 343,806 | 253,928 | Mississippi | 43,725 | 31,858 |
| Nebraska | 1,935,779 | 1,890,363 | Missouri | 72,596 | 63,480 |
| New Jersey | 345,014 | 336,370 | Montana | 20,122 | 14,809 |
| New York | 1,327,281 | 1,187,398 | Nebraska | 139,300 | 105,011 |
| North Carolina | 621,041 | 617,305 | New Jersey | 7,025 | 6,517 |
| North Dakota | 1,875,759 | 1,574,808 | New York | 37,366 | 32,442 |
| Ohio | 2,201,877 | 1,856,536 | North Dakota | 75,731 | 60,436 |
| Oklahoma | 1,717,411 | 669,490 | Ohio | 93,925 | 64,579 |
| Oregon | 1,103,372 | 979,167 | Oklahoma | 13,362 | 11,947 |
| Pennsylvania | 1,481,123 | 1,405,954 | Oregon | 24,968 | 19,612 |
| South Carolina | 162,571 | 161,807 | Pennsylvania | 24,634 | 22,933 |
| South Dakota | 1,258,830 | 1,046,779 | South Dakota | 101,132 | 71,380 |
| Tennessee | 280,683 | 276,455 | Tennessee | 82,285 | 49,157 |
| Texas | 2,119,016 | 1,861,616 | Texas | 51,066 | 46,442 |
| Utah | 391,393 | 269,823 | Utah | 10,185 | 10,185 |
| Vermont | 315,555 | 308,136 | Virginia | 29,146 | 24,369 |
| Virginia | 476,523 | 472,935 | Washington | 29,326 | 19,663 |
| Washington | 1,914,158 | 1,760,445 | West Virginia | 6,705 | 5,731 |
| West Virginia | 37,572 | 36,884 | Wisconsin | 135,455 | 82,675 |
| Wisconsin | 5,130,046 | 4,937,256 | Wyoming | 2,621 | 2,501 |
| Wyoming | 50,116 | 49,734 | Other States | 49,635 | 40,885 |
| Other States | 946,894 | 936,888 | Foreign ³ | 8,376 | 1,517 |
| Foreign ³ | 638,118 | 625,299 | | | |
| United States | 61,425,438 | 56,202,924 | United States | 2,587,186 | 1,825,278 |

Continued

Appendix Table 2— Cooperative business volume¹ by commodity and State, 1991² (Continued)

| State | Business volume | | State | Business volume | |
|----------------------|-----------------|-----------|----------------------|-----------------|-----------|
| | Gross | Net | | Gross | Net |
| | 1,000 dollars | | | 1,000 dollars | |
| FEED | | | FERTILIZER | | |
| Alabama | 195,659 | 180,882 | Alabama | 113,059 | 76,904 |
| Arkansas | 110,528 | 60,706 | Arkansas | 146,279 | 76,174 |
| California | 142,275 | 123,128 | California | 72,684 | 66,185 |
| Colorado | 49,159 | 38,788 | Colorado | 66,832 | 54,787 |
| Connecticut | 51,768 | 45,939 | Connecticut | 16,320 | 10,990 |
| Florida | 72,936 | 70,054 | Florida | 131,749 | 40,896 |
| Georgia | 143,416 | 138,680 | Georgia | 76,144 | 60,399 |
| Hawaii | 2,421 | 2,421 | Hawaii | 1,048 | 1,048 |
| Idaho | 25,314 | 12,227 | Idaho | 24,447 | 22,686 |
| Illinois | 248,807 | 171,623 | Illinois | 612,466 | 337,271 |
| Indiana | 162,554 | 97,625 | Indiana | 337,210 | 188,891 |
| Iowa | 755,906 | 500,767 | Iowa | 713,157 | 395,981 |
| Kansas | 191,205 | 144,468 | Kansas | 237,507 | 191,932 |
| Kentucky | 52,318 | 46,580 | Kentucky | 112,558 | 75,880 |
| Louisiana | 44,546 | 29,231 | Louisiana | 123,191 | 50,205 |
| Maryland | 33,338 | 29,888 | Maryland | 26,228 | 23,839 |
| Massachusetts | 31,106 | 26,248 | Massachusetts | 7,088 | 6,317 |
| Michigan | 62,470 | 48,256 | Michigan | 51,959 | 36,169 |
| Minnesota | 578,166 | 341,840 | Minnesota | 533,776 | 271,672 |
| Mississippi | 73,960 | 73,568 | Mississippi | 74,172 | 56,758 |
| Missouri | 166,462 | 128,979 | Missouri | 209,280 | 158,828 |
| Montana | 36,462 | 12,592 | Montana | 36,990 | 28,560 |
| Nebraska | 195,802 | 129,619 | Nebraska | 258,262 | 197,936 |
| New Jersey | 41,192 | 32,448 | New Jersey | 11,242 | 9,854 |
| New York | 238,450 | 202,273 | New York | 110,556 | 83,845 |
| North Dakota | 94,794 | 42,369 | North Dakota | 169,101 | 91,325 |
| Ohio | 184,340 | 140,019 | Ohio | 203,599 | 102,675 |
| Oklahoma | 69,010 | 46,949 | Oklahoma | 96,817 | 74,212 |
| Oregon | 54,651 | 53,136 | Oregon | 39,821 | 30,601 |
| Pennsylvania | 143,192 | 113,753 | Pennsylvania | 39,974 | 34,556 |
| South Dakota | 188,918 | 90,040 | South Dakota | 130,944 | 95,457 |
| Tennessee | 193,188 | 101,346 | Tennessee | 229,020 | 105,623 |
| Texas | 88,081 | 66,106 | Texas | 190,570 | 127,348 |
| Utah | 57,089 | 56,290 | Utah | 14,144 | 13,829 |
| Virginia | 104,857 | 93,058 | Virginia | 64,971 | 56,849 |
| Washington | 38,716 | 36,870 | Washington | 34,697 | 23,442 |
| West Virginia | 12,653 | 11,535 | West Virginia | 6,663 | 6,107 |
| Wisconsin | 353,734 | 225,375 | Wisconsin | 285,423 | 150,343 |
| Wyoming | 5,147 | 4,539 | Wyoming | 21,831 | 13,606 |
| Other States | 332,533 | 292,230 | Other States | 116,159 | 99,925 |
| Foreign ³ | 57,340 | 34,415 | Foreign ³ | 188,766 | 81,517 |
| United States | 5,684,463 | 4,096,857 | United States | 5,936,705 | 3,631,420 |

Continued

Appendix Table 2— Cooperative business volume¹ by commodity and State, 1991² (Continued)

| State | Business volume | | State | Business volume | |
|----------------------|------------------|------------------|---------------------|-----------------|---------|
| | Gross | Net | | Gross | Net |
| | 1,000 dollars | | | 1,000 dollars | |
| PETROLEUM | | | SEED | | |
| Alabama | 5,276 | 5,102 | Alabama | 45,397 | 22,221 |
| Arkansas | 82,169 | 43,977 | Arkansas | 21,463 | 12,744 |
| California | 6,498 | 4,999 | California | 21,067 | 21,067 |
| Colorado | 137,160 | 100,719 | Colorado | 1,934 | 1,934 |
| Connecticut | 58,697 | 42,913 | Connecticut | 1,906 | 1,725 |
| Florida | 2,654 | 2,654 | Florida | 4,292 | 4,251 |
| Georgia | 376 | 376 | Georgia | 11,473 | 11,308 |
| Hawaii | 224 | 224 | Hawaii | 356 | 356 |
| Idaho | 83,412 | 54,535 | Idaho | 7,423 | 6,910 |
| Illinois | 552,246 | 300,121 | Illinois | 53,290 | 33,855 |
| Indiana | 373,410 | 268,587 | Indiana | 20,192 | 14,227 |
| Iowa | 884,458 | 480,422 | Iowa | 57,396 | 37,012 |
| Kansas | 956,465 | 307,073 | Kansas | 8,877 | 8,877 |
| Kentucky | 88,125 | 74,063 | Kentucky | 14,747 | 13,490 |
| Louisiana | 19,594 | 12,136 | Louisiana | 14,074 | 8,350 |
| Maryland | 85,462 | 77,135 | Maryland | 9,605 | 8,640 |
| Massachusetts | 58,821 | 39,911 | Massachusetts | 3,743 | 3,592 |
| Michigan | 68,913 | 54,202 | Michigan | 9,168 | 8,352 |
| Minnesota | 609,293 | 381,096 | Minnesota | 39,129 | 30,419 |
| Mississippi | 32,685 | 24,588 | Mississippi | 15,623 | 12,061 |
| Missouri | 508,325 | 349,486 | Missouri | 21,289 | 19,035 |
| Montana | 168,754 | 78,277 | Montana | 5,515 | 3,038 |
| Nebraska | 402,516 | 270,958 | Nebraska | 12,451 | 9,944 |
| New Jersey | 77,441 | 59,991 | New Jersey | 6,197 | 5,925 |
| New York | 305,426 | 232,041 | New York | 26,463 | 25,466 |
| North Dakota | 356,331 | 219,764 | North Dakota | 23,850 | 17,722 |
| Ohio | 149,736 | 100,544 | Ohio | 32,283 | 23,574 |
| Oklahoma | 267,919 | 110, 913 | Oklahoma | 5,125 | 5,125 |
| Oregon | 93,583 | 66, 887 | Oregon | 13,126 | 12,630 |
| Pennsylvania | 257,692 | 198, 967 | Pennsylvania | 19,850 | 18,974 |
| South Dakota | 209,504 | 168, 600 | South Dakota | 10,360 | 8,378 |
| Tennessee | 92,857 | 49, 436 | Tennessee | 44,935 | 27,547 |
| Texas | 162,213 | 116, 626 | Texas | 15,056 | 15,056 |
| Utah | 15,510 | 8, 967 | Utah | 4,361 | 4,361 |
| Virginia | 133,316 | 118, 940 | Virginia | 19,162 | 17,598 |
| Washington | 170,314 | 99, 311 | Washington | 11,223 | 10,232 |
| West Virginia | 27,320 | 25, 136 | West Virginia | 3,492 | 3,171 |
| Wisconsin | 562,428 | 369, 958 | Wisconsin | 36,475 | 22,587 |
| Wyoming | 47,966 | 27, 120 | Wyoming | 1,409 | 902 |
| Other States | 188,532 | 152, 018 | Other States | 41,399 | 39,268 |
| Foreign ³ | 98,664 | 18, 786 | Foreign' | 247 | 247 |
| United States | 8,402,287 | 5,117,561 | United States | 715,424 | 552,171 |

Continued

Appendix Table 2— Cooperative business volume' by commodity and State, 1991 ²(Continued)

| State | Business volume | | State | Business volume | |
|-------------------------------------|-----------------|-----------|----------------------|-----------------|------------|
| | Gross | Net | | Gross | Net |
| | 1,000 dollars | | | 1,000 dollars | |
| MISCELLANEOUS SUPPLIES ⁵ | | | TOTAL FARM SUPPLIES | | |
| Alabama | 81,728 | 75,058 | Alabama | 490,897 | 384,347 |
| Arkansas | 78,411 | 47,173 | Arkansas | 533,486 | 292,691 |
| California | 110,915 | 68,223 | California | 378,921 | 306,063 |
| Colorado | 38,352 | 31,591 | Colorado | 317,821 | 247,078 |
| Connecticut | 27,292 | 24,912 | Connecticut | 160,652 | 130,765 |
| Florida | 176,864 | 114,880 | Florida | 397,803 | 241,999 |
| Georgia | 52,446 | 52,259 | Georgia | 306,835 | 284,369 |
| Hawaii | 1,661 | 1,661 | Hawaii | 6,834 | 6,834 |
| Idaho | 25,196 | 21,417 | Idaho | 178,615 | 130,575 |
| Illinois | 101,386 | 63,719 | Illinois | 1,838,145 | 1,091,502 |
| Indiana | 84,362 | 45,503 | Indiana | 1,120,702 | 721,873 |
| Iowa | 155,100 | 110,121 | Iowa | 2,944,492 | 1,769,900 |
| Kansas | 109,301 | 84,123 | Kansas | 1,577,108 | 791,370 |
| Kentucky | 75,993 | 67,544 | Kentucky | 375,151 | 305,836 |
| Louisiana | 26,757 | 16,272 | Louisiana | 275,651 | 143,570 |
| Maryland | 37,305 | 32,789 | Maryland | 205,744 | 184,531 |
| Massachusetts | 29,822 | 27,869 | Massachusetts | 134,808 | 107,882 |
| Michigan | 71,156 | 60,960 | Michigan | 292,692 | 227,392 |
| Minnesota | 243,918 | 167,652 | Minnesota | 2,296,492 | 1,379,447 |
| Mississippi | 35,450 | 32,875 | Mississippi | 275,615 | 231,708 |
| Missouri | 119,767 | 76,566 | Missouri | 1,097,719 | 796,374 |
| Montana | 35,309 | 30,720 | Montana | 303,152 | 167,996 |
| Nebraska | 100,333 | 82,485 | Nebraska | 1,108,664 | 795,953 |
| New Jersey | 48,567 | 44,893 | New Jersey | 191,663 | 159,627 |
| New York | 243,817 | 203,327 | New York | 962,076 | 779,394 |
| North Dakota | 78,716 | 66,927 | North Dakota | 798,523 | 498,543 |
| Ohio | 79,152 | 58,564 | Ohio | 743,035 | 489,954 |
| Oklahoma | 59,606 | 31,544 | Oklahoma | 511,840 | 280,689 |
| Oregon | 80,136 | 76,004 | Oregon | 306,285 | 258,870 |
| Pennsylvania | 150,546 | 138,710 | Pennsylvania | 635,888 | 527,892 |
| South Dakota | 63,923 | 49,743 | South Dakota | 704,781 | 483,597 |
| Tennessee | 108,487 | 66,941 | Tennessee | 750,773 | 400,050 |
| Texas | 68,483 | 58,518 | Texas | 575,469 | 430,096 |
| Utah | 35,427 | 35,378 | Utah | 136,715 | 129,010 |
| Virginia | 145,109 | 104,778 | Virginia | 496,561 | 415,591 |
| Washington | 80,686 | 57,167 | Washington | 364,962 | 246,685 |
| West Virginia | 25,265 | 22,642 | West Virginia | 82,099 | 74,321 |
| Wisconsin | 193,386 | 165,923 | Wisconsin | 1,566,902 | 1,016,862 |
| Wyoming | 9,076 | 8,470 | Wyoming | 88,050 | 57,139 |
| Other States | 188,436 | 160,553 | Other States | 916,692 | 784,882 |
| Foreign ³ | 12,390 | 6,294 | Foreign ³ | 365,784 | 142,777 |
| United States | 3,490,032 | 2,692,749 | United States | 26,816,097 | 17,916,038 |

Continued

Appendix Table 2— Cooperative business volume' by commodity and State, 1991² (Continued)

| State | Business volume | | State | Business volume | |
|--------------------|-----------------|-----------|----------------------|-----------------|------------|
| | Gross | Net | | Gross | Net |
| | 1,000 dollars | | | 1,000 dollars | |
| SERVICES PROVIDED? | | | TOTAL: (Continued) | | |
| Alabama | 9,808 | 9,808 | Minnesota | 7,769,037 | 5,915,168 |
| Arizona | 14,969 | 14,969 | Mississippi | 1,275,657 | 1,215,599 |
| Arkansas | 44,058 | 44,058 | Missouri | 2,503,913 | 2,170,804 |
| California | 256,617 | 256,617 | Montana | 652,648 | 427,613 |
| Hawaii | 13,438 | 13,438 | Nebraska | 3,150,999 | 2,792,872 |
| Illinois | 156,031 | 156,031 | New Jersey | 541,953 | 501,273 |
| Kentucky | 7,632 | 7,632 | New Mexico | 72,366 | 70,155 |
| Louisiana | 18,288 | 18,288 | New York | 2,402,556 | 2,079,991 |
| Michigan | 46,130 | 46,130 | North Carolina | 849,093 | 810,503 |
| Minnesota | 163,740 | 163,740 | North Dakota | 2,705,421 | 2,104,490 |
| Mississippi | 188,983 | 188,983 | Ohio | 3,028,982 | 2,430,561 |
| Nebraska | 106,556 | 106,556 | Oklahoma | 2,278,735 | 999,663 |
| New Mexico | 4,423 | 4,423 | Oregon | 1,446,845 | 1,275,225 |
| New York | 113,199 | 113,199 | Pennsylvania | 2,154,065 | 1,970,900 |
| North Carolina | 12,573 | 12,573 | South Carolina | 300,743 | 293,210 |
| North Dakota | 31,138 | 31,138 | South Dakota | 1,995,696 | 1,562,460 |
| Ohio | 84,071 | 84,071 | Tennessee | 1,046,216 | 691,265 |
| Oklahoma | 49,483 | 49,483 | Texas | 2,998,986 | 2,596,213 |
| Pennsylvania | 37,054 | 37,054 | Utah | 552,263 | 422,988 |
| Texas | 304,501 | 304,501 | Vermont | 472,042 | 439,559 |
| Washington | 110,284 | 110,284 | Virginia | 996,692 | 912,133 |
| Wisconsin | 57,618 | 57,618 | Washington | 2,389,404 | 2,117,414 |
| Other States | 686,711 | 686,711 | West Virginia | 120,028 | 111,563 |
| United States | 2517,306 | 2,517,306 | Wisconsin | 6,754,565 | 6,011,736 |
| | | | Wyoming | 139,286 | 107,993 |
| TOTAL: | | | Other States | 655,901 | 633,647 |
| Alabama | 1,012,834 | 881,714 | Foreign ³ | 1,003,902 | 768,076 |
| Arizona | 719,904 | 695,351 | United States | 90,758,841 | 76,636,268 |
| Arkansas | 1,595,137 | 1,349,373 | | | |
| California | 8,424,297 | 8,014,370 | | | |
| Colorado | 816,181 | 732,963 | | | |
| Connecticut | 208,968 | 176,688 | | | |
| Delaware | 109,508 | 100,462 | | | |
| Florida | 2,443,925 | 2,240,575 | | | |
| Georgia | 1,058,943 | 1,007,592 | | | |
| Idaho | 917,731 | 850,538 | | | |
| Illinois | 4,886,658 | 4,022,843 | | | |
| Indiana | 2,928,230 | 2,290,742 | | | |
| Iowa | 7,082,663 | 5,848,846 | | | |
| Kansas | 3,063,380 | 2,264,822 | | | |
| Kentucky | 911,104 | 822,578 | | | |
| Louisiana | 633,487 | 500,523 | | | |
| Maine | 271,777 | 247,941 | | | |
| Maryland | 468,065 | 442,184 | | | |
| Massachusetts | 766,454 | 733,733 | | | |
| Michigan | 2,181,600 | 1,979,358 | | | |

Continued

¹ Data covering operations of cooperatives whose business years ended during the 1991 calendar year. Includes independent local cooperatives, federations, centralized regional cooperatives, and cooperatives with mixed organizational structures. The volume of products marketed is allocated to the State in which they originate and the volume of farm supplies is allocated to the State in which they are sold; service volume is allocated to the State of origin when services relate to farm products marketed or to the State of destination when related to farm supplies sold.

² Gross business volume includes sales between cooperatives, Net business volume excludes sales between cooperatives, States listed are those where more than two cooperatives handle the commodity or farm supply or where disclosure is not a problem. Totals may not add due to rounding.

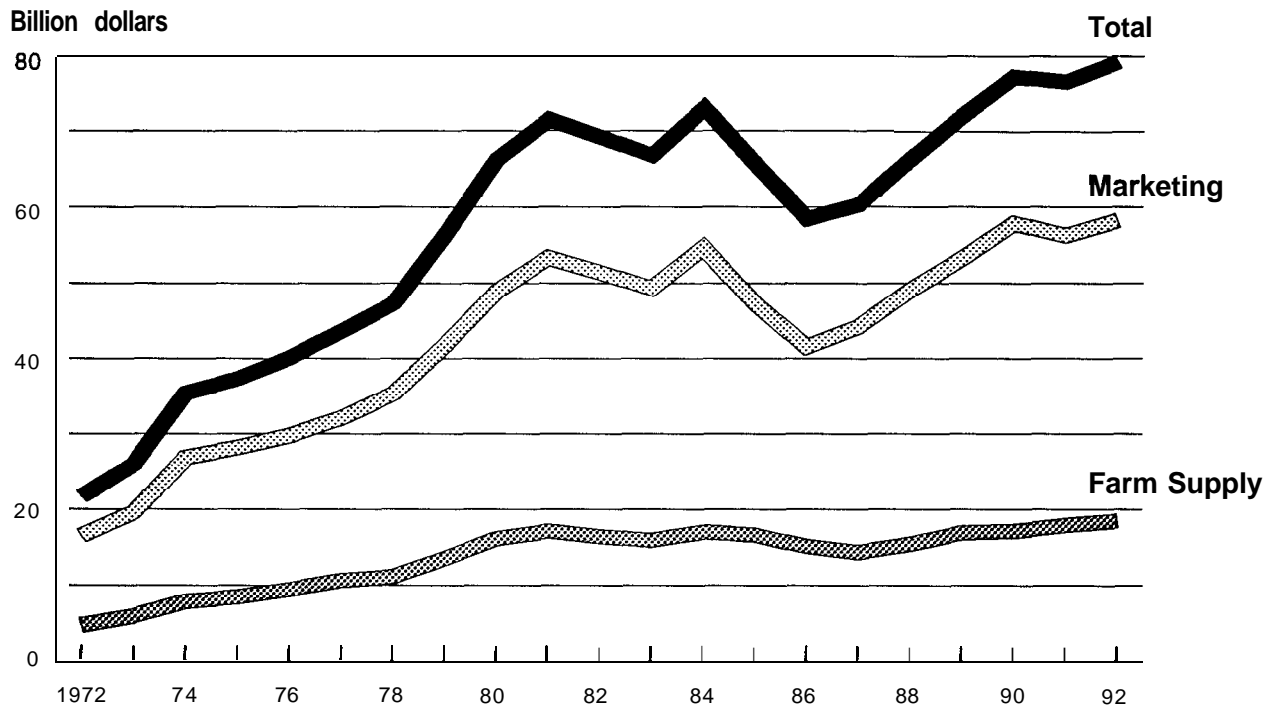
³ Includes value of farm products imported, farm supplies exported, services related to imported farm products or exported farm supplies, sales to domestic military installations, or sales of farm products not received directly from member-patrons.

⁴ Includes forest products, hay, hops, nursery stock, fish, coffee, seed marketed for growers, and other farm products not separately classified. Also includes manufactured food products and resale items marketed by cooperatives.

⁵ Includes building supplies, containers and packaging supplies, farm machinery and equipment, animal health products, automotive supplies, food, hardware, chicks, and other supplies not separately classified.

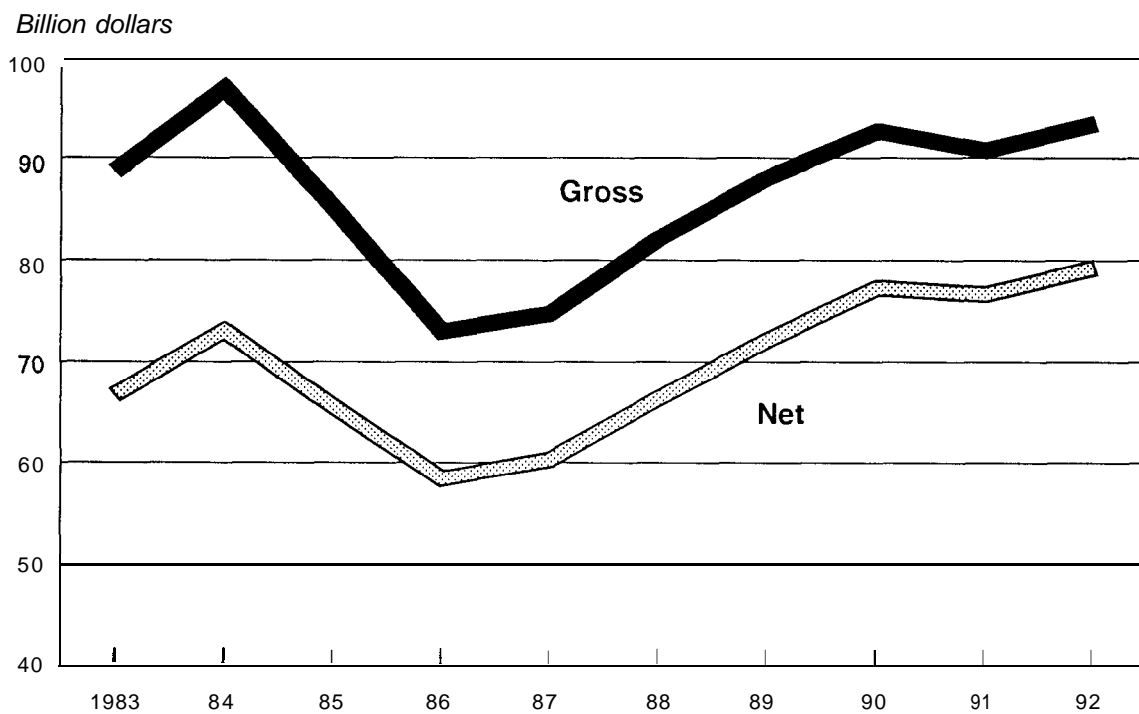
⁶ Income from services related to marketing and purchasing activities but not included in the volumes reported for these activities.

Appendix Figure 1-cooperative **Net Business Volume, 1972-92**



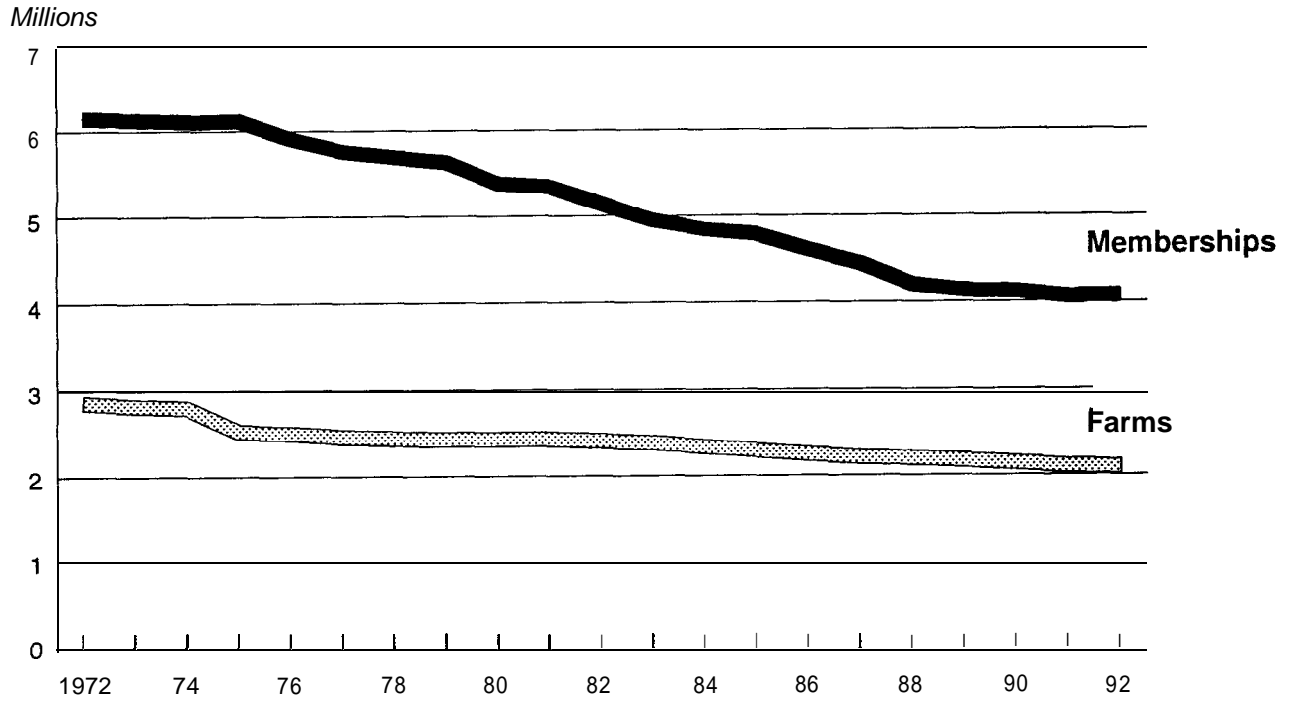
Total includes value of related services provided.

Appendix Figure 2— **Cooperatives' Gross and Net Business Volume, 1983-92**



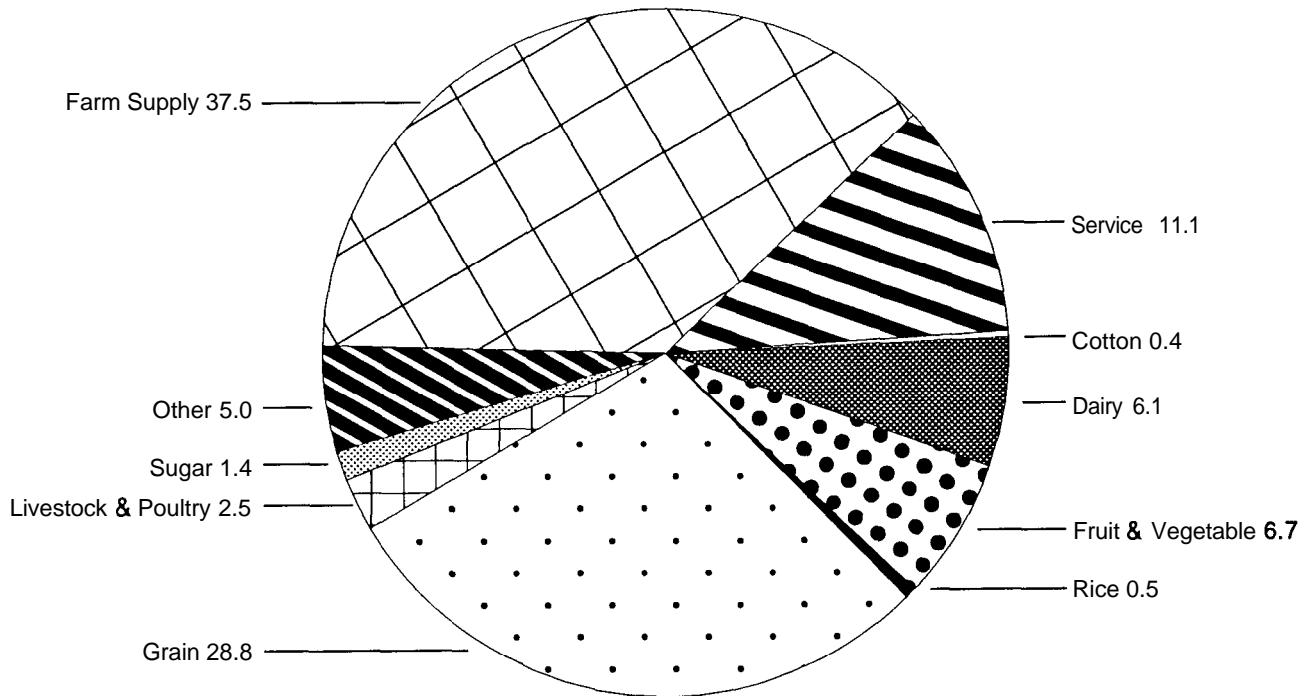
The difference between gross and net is intercooperative business.

Appendix Figure 3— U.S. Farms and Farmer Cooperative Memberships, 1972-92



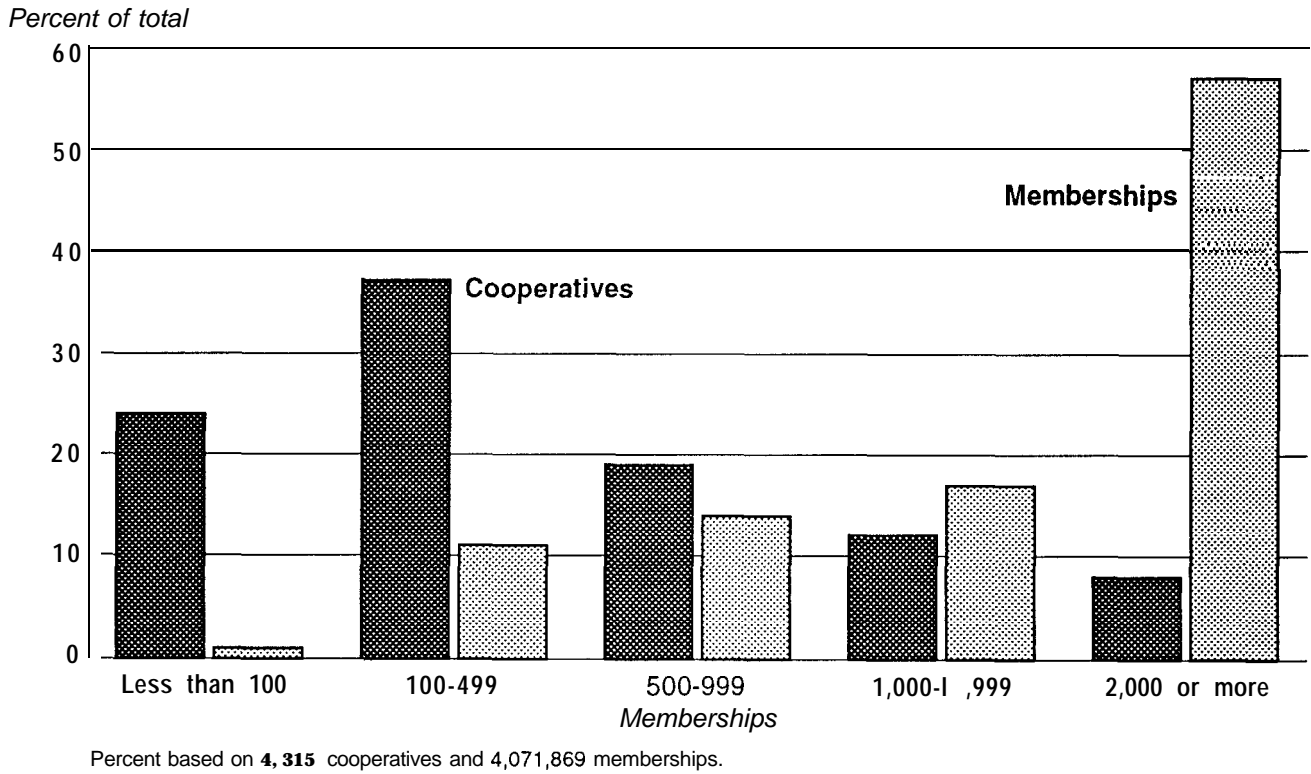
Memberships were higher than fan numbers because many farmers belonged to more than one cooperative.

Appendix Figure 4— Distribution of Farmer Cooperatives by Type, 1992

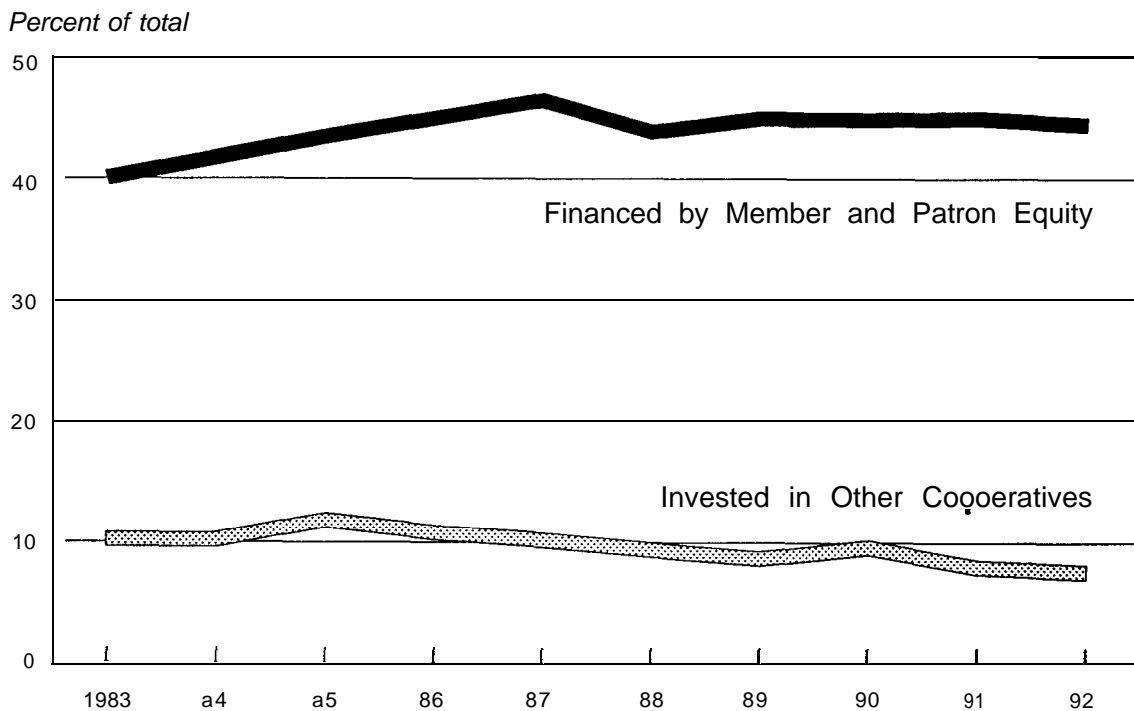


Percent based on 4,315 cooperatives.

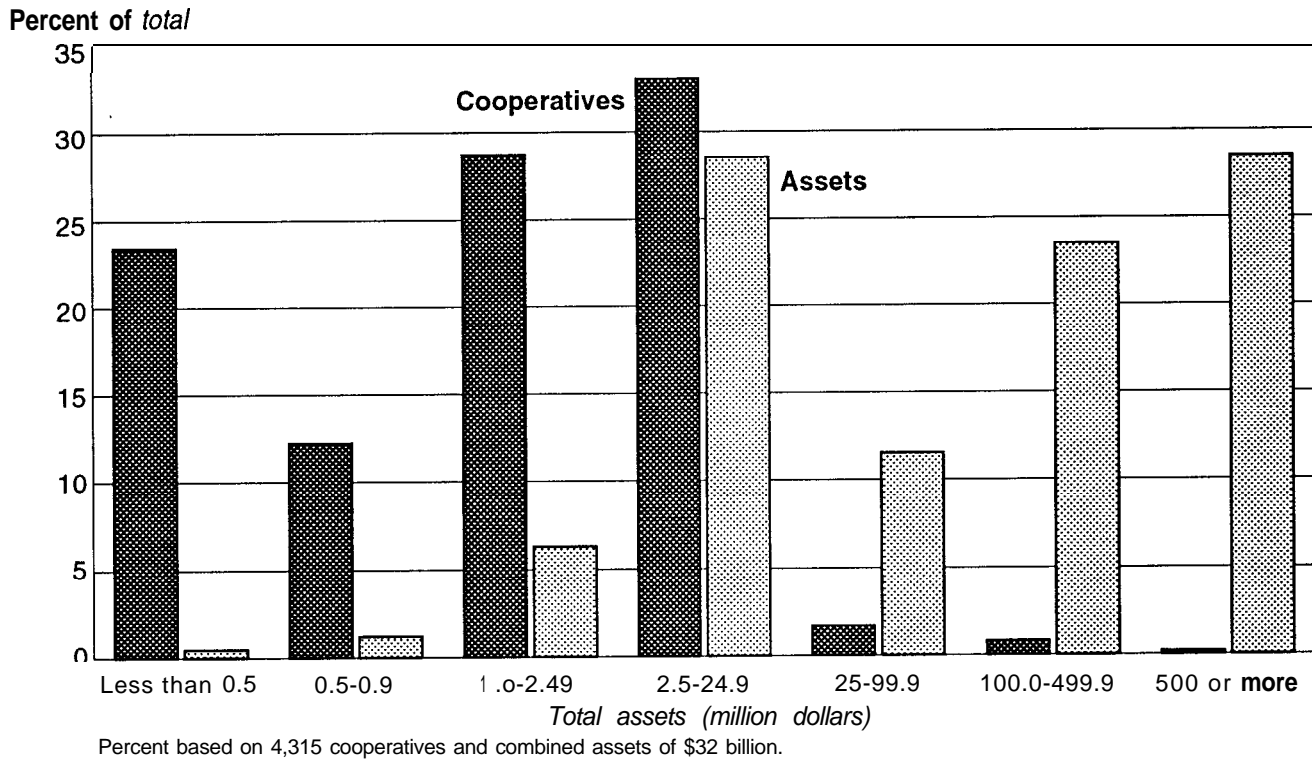
Appendix Figure 5— Farmer Cooperatives Grouped by Size of Membership, 1992



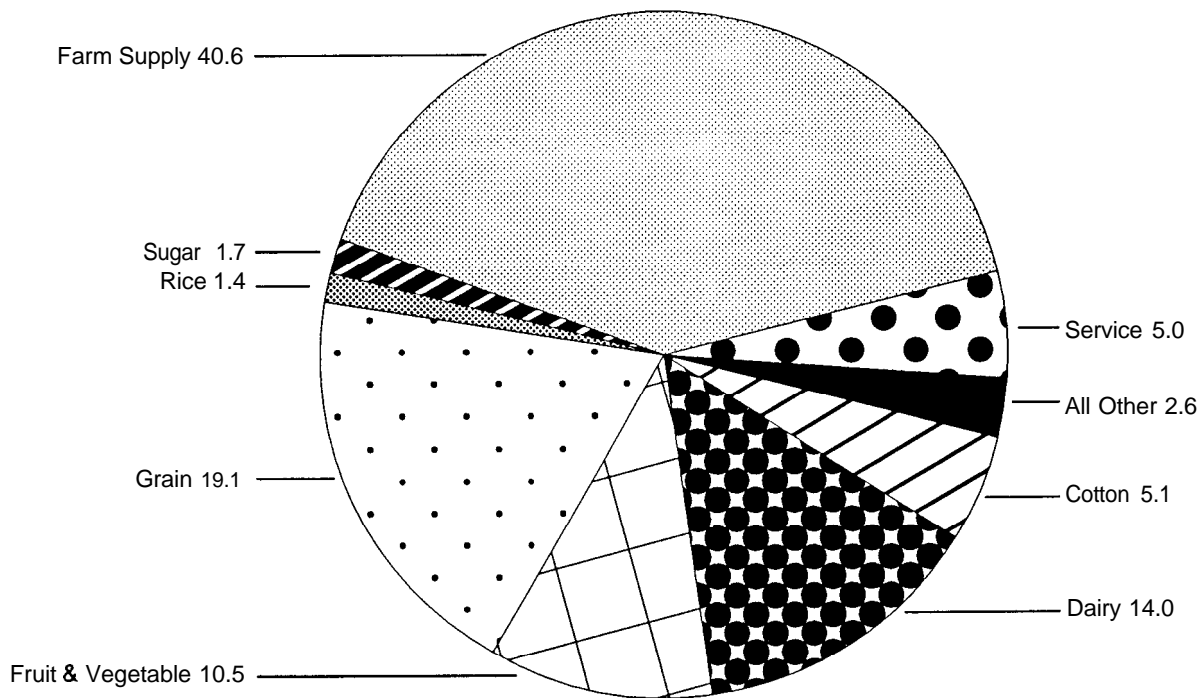
Appendix Figure 6— Farmer Cooperatives' Assets, 1983-92



Appendix Figure 7— Farmer Cooperatives Grouped by Size of Assets, 1992

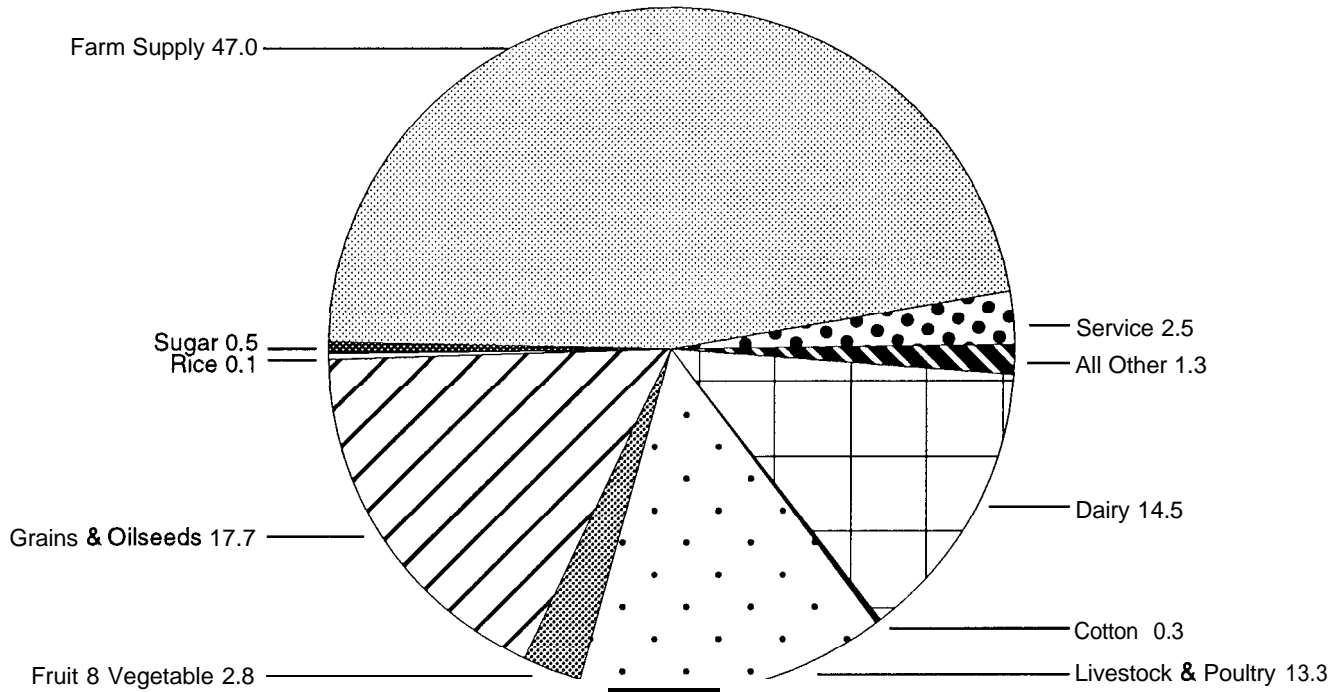


Appendix Figure 8— Distribution of Net Income by Type of Cooperative, 1992



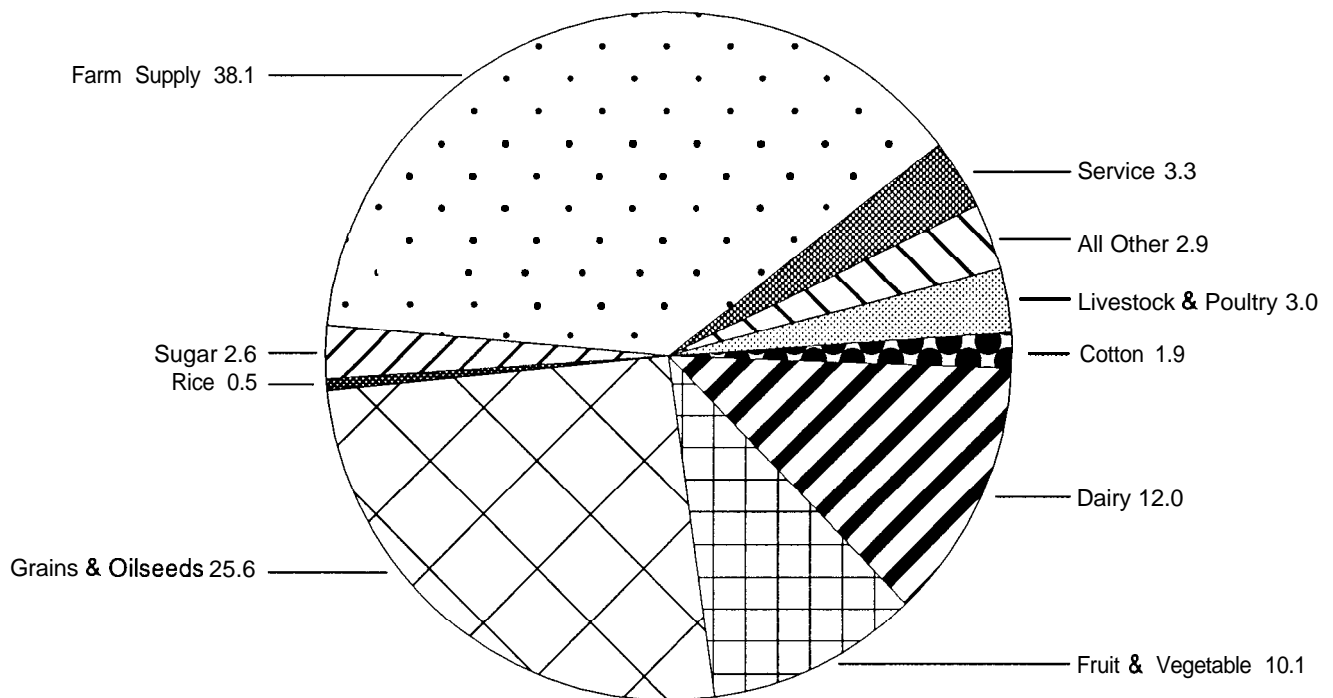
Percent based on net income of \$1.4 billion. The livestock and poultry group showed losses in 1992.

Appendix Figure 9— **Distribution of Losses by Type of Cooperative, 1992**



Percent based on losses of \$172.5 million.

Appendix Figure 10— **Distribution of Net Worth by Type of Cooperative, 1992**



Percent based on net worth of \$14.2 billion.

**U.S. Department of Agriculture
Agricultural Cooperative Service**

P.O. Box 96576
Washington, D.C. 20090-6576

Agricultural Cooperative Service (ACS) provides research, management, and educational assistance to cooperatives to strengthen the economic position of farmers and other rural residents. It works directly with cooperative leaders and Federal and State agencies to improve organization, leadership, and operation of cooperatives and to give guidance to further development.

The agency (1) helps farmers and other rural residents develop cooperatives to obtain supplies and services at lower cost and to get better prices for products they sell; (2) advises rural residents on developing existing resources through cooperative action to enhance rural living; (3) helps cooperatives improve services and operating efficiency; (4) informs members, directors, employees, and the public on how cooperatives work and benefit their members and their communities; and (5) encourages international cooperative programs.

ACS publishes research and educational materials and issues farmer *Cooperatives* magazine. All programs and activities are conducted on a nondiscriminatory basis, without regard to race, creed, color, sex, age, marital status, handicap, or national origin.