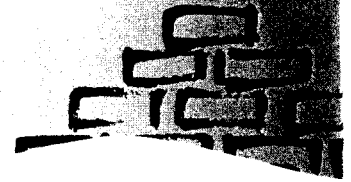




Understanding Cooperatives: Farmer Cooperative Statistics

Cooperative Information Report 45, Section 13



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Department of
Agriculture

Rural Business-
Cooperative
Service

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developed by
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Statistical Services

Farmer cooperative statistics are collected annually to provide information on the progress and trends in cooperatives' growth and development and for research, education, technical assistance, planning, and public policy.

Limited data on selected farmer cooperatives have been collected since 1863. In 1930, USDA began assembling annual data on number, memberships, and business volume of farmer cooperatives.

Although the number of farmers and cooperatives serving them have been declining, the volume of business handled has grown through mergers, consolidations, acquisitions, joint ventures and internal expansion.

Types of Cooperatives

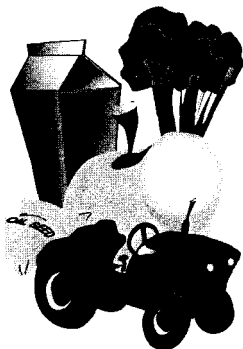
Farmer cooperatives in the United States fall into three major categories—marketing, purchasing (farm production supplies), and service. Marketing cooperatives have been further classified according to principal farm commodity handled such as grains and oilseeds, dairy, or fruits and vegetables.

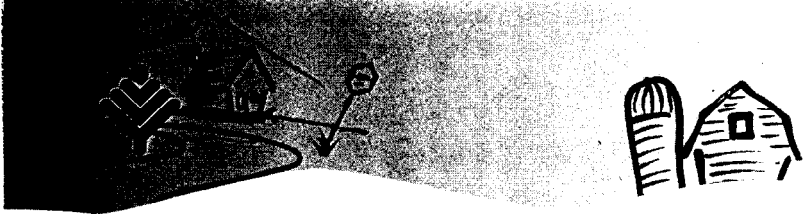
Of the 4,006 farmer cooperatives in 1995, 3,896 were centralized, 68 federated, and 42 mixed. Some of these associations serve large geographic areas with members in many States, and provide a variety of integrated services.

Numbers by Type

Here's a look at the number of different farmer cooperatives identified by principal commodity handled in 1995:

Type	Number
Bean and pea, dry edible	10
Cotton	16
Dairy	241
Fruit and vegetable	281
Grain and oilseed	1,090
Livestock	94
Nut	21
Poultry	18
Rice	19
Sugar	51
Tobacco	26
Wool and mohair	98
Miscellaneous marketing	109
Farm supply	1,458
Service	474
Total	4,006





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Memberships

Memberships in farmer cooperatives totaled 3,767,295 in 1995. The number of memberships, however, exceeded the number of farmers because many farmers were members of more than one cooperative. Memberships by type of cooperative are shown below.

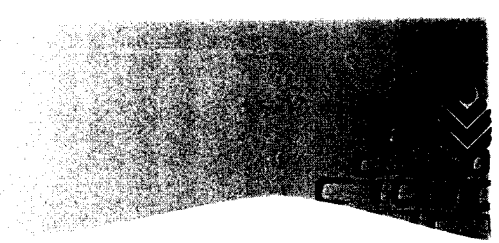
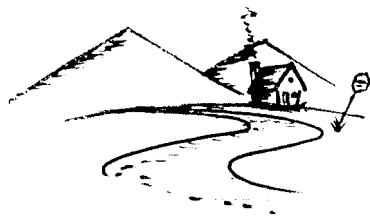
Business Volume

The business volume of 4,006 farmer cooperatives in 1995 reached a record \$93.8 billion. Marketings of farm products accounted for 73.9 percent, farm supply sales, 22.6 percent, and services, 3.5 percent.

Milk and milk products and grains and oilseeds accounted for nearly 60.1 percent of cooperative marketings in 1995. On the supply side, petroleum and petroleum products accounted for nearly 24.6 percent of supply sales. Cooperative business volume of products marketed and farm supplies sold for 1995 shows:

Type	Memberships
Bean and pea, dry edible	3,253
Cotton	41,884
Dairy	117,313
Fruit and vegetable	49,112
Grain and oilseed	805,862
Livestock	273,619
Nut	48,418
Poultry	28,552
Rice	15,914
Sugar	15,261
Tobacco	270,053
Wool and mohair	19,731
Miscellaneous marketing	22,536
Farm supply	1,845,535
Service	210,252
Total	3,767,295

Commodity or Service	Volume (Mil. \$)
Beans and peas, dry edible	237
Cotton and cottonseed	2,799
Dairy	21,784
Fruits and vegetables	9,272
Grains and oilseeds	19,864
Livestock	6,474
Nuts	866
Poultry	1,592
Rice	900
Sugar	1,869
Tobacco	1,161
Wool and mohair	15
Miscellaneous marketings	2,518
Crop Protectants	2,628
Feed	5,017
Fertilizer	4,692
Petroleum	5,211
Seed	583
Other Supplies	3,083
Services	3,284
Total	93,847



Business Size

Measured by annual gross business volume, many cooperatives are small, serve local areas, and own large federated regional cooperatives. The larger cooperatives serve many States and member cooperatives, and account for a significant amount of cooperatives' annual business volume. In 1995, 78.5 percent of all farmer cooperatives reported business volumes of less than \$15 million. And they accounted for only 12.5 percent of the total gross dollar volume of \$112.2 billion. Less than 22 percent of all cooperatives accounted for 87.5 percent of the total volume of all cooperatives in 1995.

Net Income

Total net income (after losses) for all cooperatives in 1995 was a record \$2.36 billion, including dividends and refunds. Marketing cooperatives' net income was \$1,417.5 million; farm supply, \$804.7 million; and related service, \$135.6 million.

Volume group	Cooperatives	Dollar volume
<i>Mil. \$</i>	<i>Percent</i>	
< 15.0	78.5	12.5
15-24.9	8.6	5.9
25-99.9	9.7	14.9
100-249.9	1.6	8.8
250-999.9	1.2	21.4
1,000+	.4	36.5
Total	100.0	100.0

Balance Sheet

Combined assets of farmer cooperatives totaled \$40.3 billion in 1995. Marketing cooperatives held \$28.0 billion; farm supply, \$11.5 billion; and related service, \$822.6 million.

Net worth or member and patron equity totaled \$16.6 billion. Nearly \$10.7 billion was in marketing cooperatives, more than \$5.4 billion in farm supply cooperatives, and \$515.3 million in related service cooperatives.

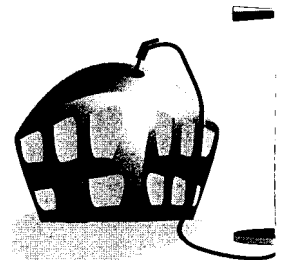
Liabilities totaled \$23.6 billion. More than \$17.3 billion was owed by marketing cooperatives, \$6.1 billion by farm supply, and \$307.3 million by related service cooperatives.

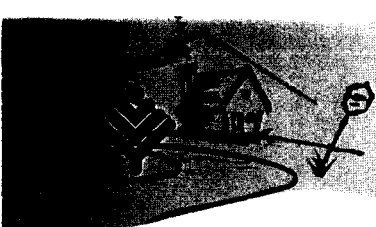
Cooperative Trends, 1986-95

While cooperative numbers and memberships have been declining, business volume (in actual dollars) has been increasing:

Year	Cooperatives	Memberships	Business volume
			<i>Bil. \$</i>
	<i>Number</i>	<i>Mil.</i>	
1986	5,369	4.60	58.4
1987	5,109	4.44	60.3
1988	4,937	4.20	66.4
1989	4,799	4.13	72.1
1990	4,663	4.12	77.3
1991	4,494	4.06	76.6
1992	4,315	4.07	79.3
1993	4,244	4.02	82.9
1994	4,174	3.99	89.3
1995	4,006	3.77	93.8

Less than 22 percent of all cooperatives accounted for 87.5 percent of the total volume of all cooperatives in 1995.





Minnesota led all States in number of cooperatives and memberships. California and Iowa were the leading States in net business volume.

Number of cooperatives, memberships, and business volume, by State, U.S., 1995

state	Cooperatives headquartered in State	Memberships in State	Business volume	state	Cooperatives headquartered in State	Memberships in State	Business volume
	Number		Mil. dol.		Number		Mil. Dol.
Alabama	64	55,938	1,380.4	Montana	83	35,107	721.6
Alaska	13	6,246	41.8	Nebraska	139	121,266	4,355.2
Arizona	10	10,017	721.8	New Jersey	19	8,220	373.1
Arkansas	64	63,032	1,732.6	New Mexico	9	3,330	178.1
California	192	59,551	8,866.7	New York	95	61,930	2,253.2
Colorado	55	33,865	929.3	North Carolina	28	113,082	760.5
Connecticut	4	3,310	126.7	North Dakota	294	143,844	3,195.6
Delaware	3	29,072	86.1	Ohio	99	90,447	2,674.4
Florida	53	28,382	2,498.7	Oklahoma	108	77,651	1,185.1
Georgia	25	40,156	1,282.0	Oregon	41	30,877	1,493.3
Hawaii	40	14,928	118.7	Pennsylvania	63	62,073	1,769.5
Idaho	43	26,441	1,042.8	South Carolina	7	19,612	270.9
Illinois	210	235,239	5,021.4	South Dakota	151	116,128	2,274.8
Indiana	61	111,952	2,492.0	Tennessee	79	148,933	926.9
Iowa	257	241,348	8,004.7	Texas	282	130,729	3,507.7
Kansas	159	151,532	3,607.5	Utah	22	13,268	579.4
Kentucky	45	203,061	1,125.8	Vermont	7	7,454	486.7
Louisiana	55	15,086	623.3	Virginia	67	167,890	684.1
Maine	22	9,527	226.5	Washington	92	36,681	2,884.1
Maryland	20	53,464	396.5	West Virginia	28	63,748	135.0
Massachusetts	15	5,343	997.2	Wisconsin	225	214,519	6,800.5
Michigan	87	70,521	2,583.3	Wyoming	14	4,619	147.2
Minnesota	389	329,241	7,422.4	Other States	5	2,937	110.8
Mississippi	89	112,303	1,156.2	Foreign		3,160	502.8
Missouri	74	180,235	3,091.7	United States	4,006	3,767,295	93,846.6

For more detailed information, contact Ralph M. Richardson at (202) 690.2387 or Charles A. Kraenzle at (202) 720.3189 or write for a copy of Farmer Cooperative Statistics, 1995, Service Report 52, to USDA/RB-CS, STOP BOX 3256, Washington, DC, 20250-3256.

This circular is one in a continuing series that provides training information and presentations for education resource persons who may or may not be familiar with the cooperative form of business. This series provides the basic background material they need, in a form that can be readily adapted, with limited preparation time, to a lecture or other presentation.

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