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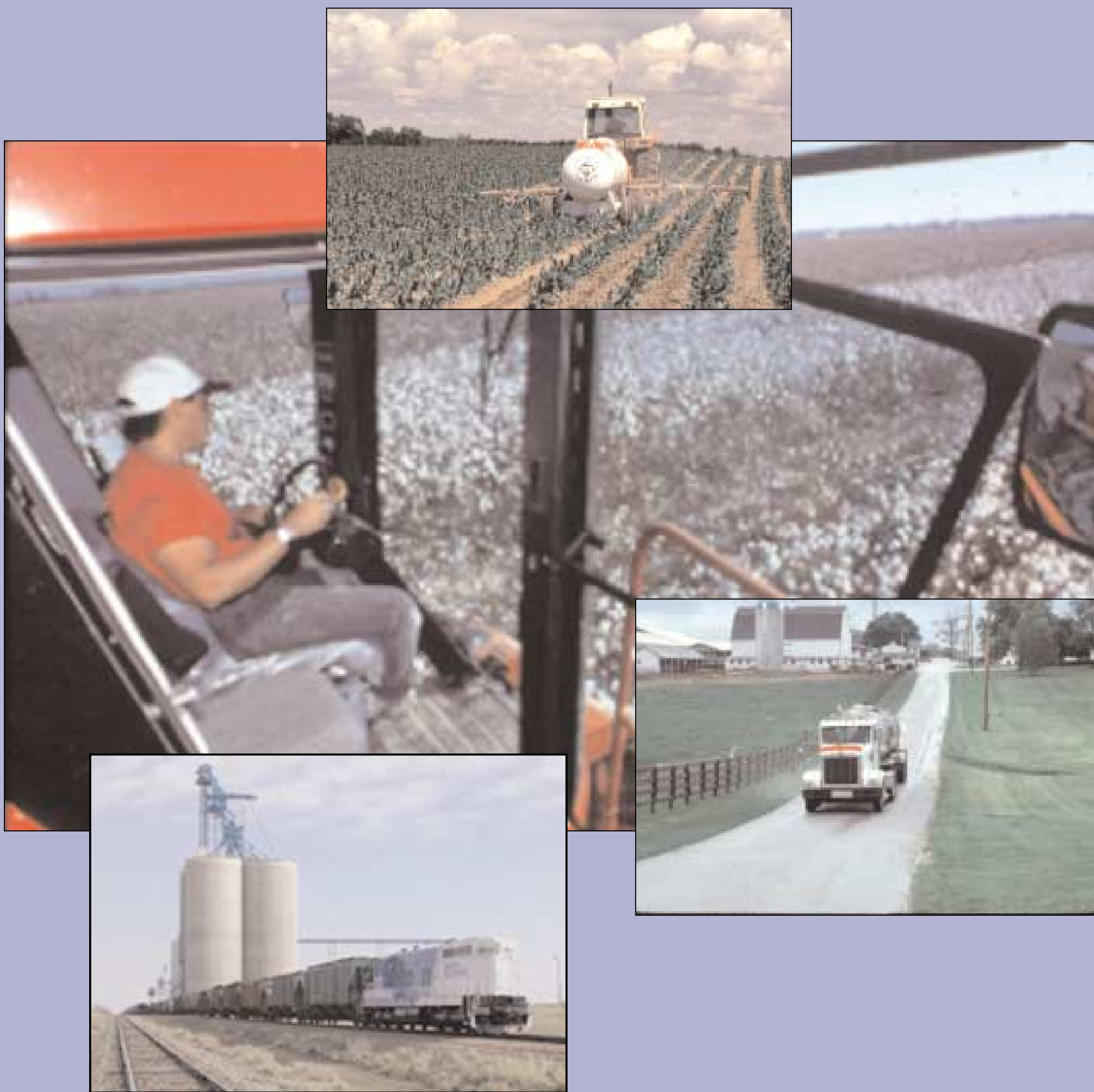
Rural Business–Cooperative Service

RBS Service Report 61

FARMER COOPERATIVE STATISTICS, 2001



Abstract

A survey of U.S. farmer-owned cooperatives ending their business year during calendar year 2001 showed a net income of $1.36 billion, up from $1.28 billion in 2000. Gross and net business volumes were also up for the 3,229 cooperatives surveyed. Assets and liabilities were down and net worth was about the same. Business volume by commodity handled is reported for all cooperatives. Number of cooperatives, cooperative memberships, and number of employees are classified according to marketing, farm supply, and service function. Trends in cooperative numbers, memberships, employees, business size, sales volume, net income, assets, liabilities, and net worth are reported along with data on selected activities of other cooperative service organizations.

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

FARMER COOPERATIVE STATISTICS, 2001

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This report is dedicated to Charles A. Kraenzle who died on August 14, 2002. He had been the Director of Statistics and responsible for this report since 1988. He joined RBS Cooperative Service program in 1973 after receiving his doctorate from the University of Connecticut, masters and bachelors degrees from the University of Missouri, and working with his brother on a grain and livestock farm in Missouri.

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Preface

Farmer cooperative statistics are collected annually to provide information on the progress and trends in cooperatives' growth and development. These statistics are used for 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, net income, basic balance sheet items, and full-time employees of farmer cooperatives for their business years that ended in calendar year 2001. Cooperatives are classified by principal product marketed and major function. Fishery and ethanol cooperatives are included as miscellaneous marketing cooperatives. Both gross (includes inter-cooperative business) and net (excludes inter-cooperative business) dollar volumes are reported.

Statistics for 2001 were compiled on a national and State basis. State data are collected every other year and next will be published for calendar year 2003.

The information was collected from individual farmer and fishery cooperatives by a mail survey of all organizations identified by USDA's Rural Business-Cooperative Service (RBS) as a farmer or aquacultural cooperative. Information was requested for the cooperatives' 2001 business year.

RBS conducts an annual census to gain more accurate information to assist cooperatives. Information obtained from individual cooperatives is combined to maintain confidentiality.

Statistics for all cooperatives were derived by adding data estimated for nonrespondents to respondent data. Data from respondents and other sources accounted for 90.1 percent of the total gross sales of farmer cooperatives in 2001.

RBS 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 timeliness with which it is furnished are greatly appreciated.

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Highlights

Both gross and net business volumes as well as net income increased according to the 2001 survey of marketing, farm supply, and related-service cooperatives by USDA's Rural Business-Cooperative Service (RBS). The number of cooperatives and memberships, total assets, total liabilities, and net worth all declined. The survey also showed a decrease in the use of full-time and part-time and seasonal employees.

- Total gross business volume (includes inter-cooperative business) handled by cooperatives rose 2.4 percent, from $120.7 billion in 2000 to $123.6 billion in 2001.

- Total net business (excludes inter-cooperative business) increased (3.6 percent) from $99.7 billion to $103.3 billion.

- Total net income of $1.36 billion was up 6.3 percent from the $1.28 billion for 2000. The 2001 net included inter-cooperative dividends and refunds of $316.2 million–up 34.5 percent from $235.1 million.

- The number of cooperatives declined 3.5 percent, from 3,346 to 3,229.

- Grain and farm supply cooperatives operated an estimated 5,583 branches in 2001, up from 5,327 in 2000.

- Cooperative memberships were 3,033,907, down 1.7 percent from 3,085,052 in 2000.

- Cooperatives employed 165,666 full-time (down 6.2 percent) and 55,078 part-time and seasonal employees in 2001. Numbers of part-time and seasonal employees decreased significantly from the 77,993 reported in 2000.

- Gross value of farm products marketed by cooperatives in 2001 increased 4.4 percent, from $80.4 billion to $84.0 billion. Net value of these farm products, after eliminating duplication from inter-cooperative business, was $75.0 billion, up 4.1 percent from nearly $72.1 billion in 2000.

- Gross value of farm supplies handled by farmer cooperatives was down 1.8 percent, from $36.8 billion to $36.1 billion. After adjusting for inter-cooperative business, the net value of farm supplies increased 2.8 percent, from $24.1 billion to $24.8 billion.

- Receipts for services related to marketing farm products and handling farm supplies, plus other income, decreased slightly (1.1 percent), from $3.51 billion to $3.47 billion.

- Combined assets for all farmer cooperatives decreased 2.5 percent, from $49.7 billion to $48.5 billion. Net assets, after eliminating inter-cooperative investments, was down 3 percent, from $44.6 billion to $43.3 billion. This included investments in CoBank.

- Total liabilities of $28.3 billion was down 3.8 percent from $29.4 billion.

- Net worth, or member and patron equity, declined slightly from $20.28 billion to

$20.15 billion. Member and patron equity financed 41.6 percent of total assets, up from 40.8 percent in 2000.

HIGHLIGHTS CAPSULE

	2000	*2001*	*Change*
Number of cooperatives	3,346	3,229	-117
Memberships	3,085,052	3,033,907	-51,145
Gross business volume (mil. dol.)	120,719	123,566	2,847
Net business volume (mil. dol.)	99,659	103,269	3,610
Net income (mil. dol.)	1,276	1,357	81
Total assets (mil. dol.)	49,722	48,465	-1,257
Net worth (mil. dol.)	20,275	20,148	-127
Full-time employees	176,665	165,666	-10,999
Part-time and seasonal employees	77,993	55,078	-22,915

Leading States	***1999***	***2001***	
	Minnesota	Minnesota	
Number of cooperatives	305	293	-12
	Kentucky	Kentucky	
Memberships	231,862	242,873	11,011
	Minnesota	Minnesota	
Net business volume (mil. dol.)	9,306	9,896	590

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Rural Business-Cooperative Service

I—Definition of a Farmer Cooperative

The Rural Business-Cooperative Service (RBS) in USDA's Rural Development mission area considers four major criteria in identifying an organization as a farmer-owned cooperative: (1) membership is limited to persons producing agricultural and aquacultural products and to associations of such producers; (2) cooperative members are limited to one vote regardless of 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 conducted with members; and (4) the cooperative operates for the mutual interest of members by providing member 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. RBS includes only marketing, farm supply, and related-service cooperatives on its list–fishery and ethanol cooperatives as miscellaneous marketing cooperatives; wool pools as marketing cooperatives; livestock shipping associations and rice drying cooperatives as service cooperatives.

Year-to-year comparisons with specific commodity groups 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 derive most of their total dollar volume from the sale of members' farm products. These cooperatives are classified into one of 13 commodities or commodity groups, depending upon which accounts for most of its business volume. RBS may reclassify a cooperative into a different commodity category if its primary business volume changes significantly.

Farm supply cooperatives derive most of their business volume from the sale of farm production supplies, farm machinery and equipment, and building materials. Many also handle farm and home items, such as heating oil, lawn and garden supplies and equipment, and food.

Service cooperatives provide specialized services related to the agricultural business operations of farmers, ranchers, or cooperatives, such as cotton ginning, trucking, storing, drying, and artificial insemination. Livestock shipping associations and rice drying cooperatives are also classified as service.

Many cooperatives handle multiple commodities and provide both marketing and farm supply services, as well as the facilities and equipment used to perform these services. These associations are classified according to the predominant commodity or function, as indicated by their business volume.

Information on other service cooperatives, such as Farm Credit System banks, rural credit unions, rural electric cooperatives, and dairy herd improvement associations, is presented separately.

Organizational Membership Structures

Centralized

Of the 3,229 farmer cooperatives in 2001, 3,147 were centralized organizations, mostly locals 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 functions. Most farm supplies were sold at the retail level. A few centralized cooperatives, principally regionals, operate over multi-state areas and provide more vertically integrated services, such as processing farm products or manufacturing feed and fertilizer.

Bargaining associations also have centralized organizational structures. They 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 for spot sales. They, like other dairy marketing cooperatives, represent their members at Federal or State milk marketing order hearings.

Federated

The 54 federated cooperatives—two or more member associations organized to market farm products, purchase production supplies, or perform bargaining functions—often operate at points quite distant from their headquarters. Members are usually local cooperatives, although some are interregional associations with regional cooperative members.

Table 1— **Number of cooperatives and memberships, by major business activity, 2001**

Major business activity	Cooperatives	Memberships
	Number	
Beans and peas, dry edible	9	2,734
Cotton	14	45,946
Dairy	204	91,033
Fruits and vegetables	220	37,782
Grains and oilseeds[1]	789	581,532
Livestock	70	105,341
Nuts	18	40,075
Poultry[2]	19	19,121
Rice	15	13,924
Sugar[3]	48	16,251
Tobacco	24	165,661
Wool and mohair	80	12,584
Other marketing	96	28,016
Total marketing	1,606	1,160,000
Farm supply	1,234	1,745,771
Service	389	128,136
Total	3,229	3,033,907

[1] Cooperatives primarily handling grains and oilseeds, excluding cottonseed.
[2] Cooperatives primarily handling eggs, turkeys, ratite, squab, and related products.
[3] Cooperatives primarily handling sugar beets, sugarcane, honey, and related products

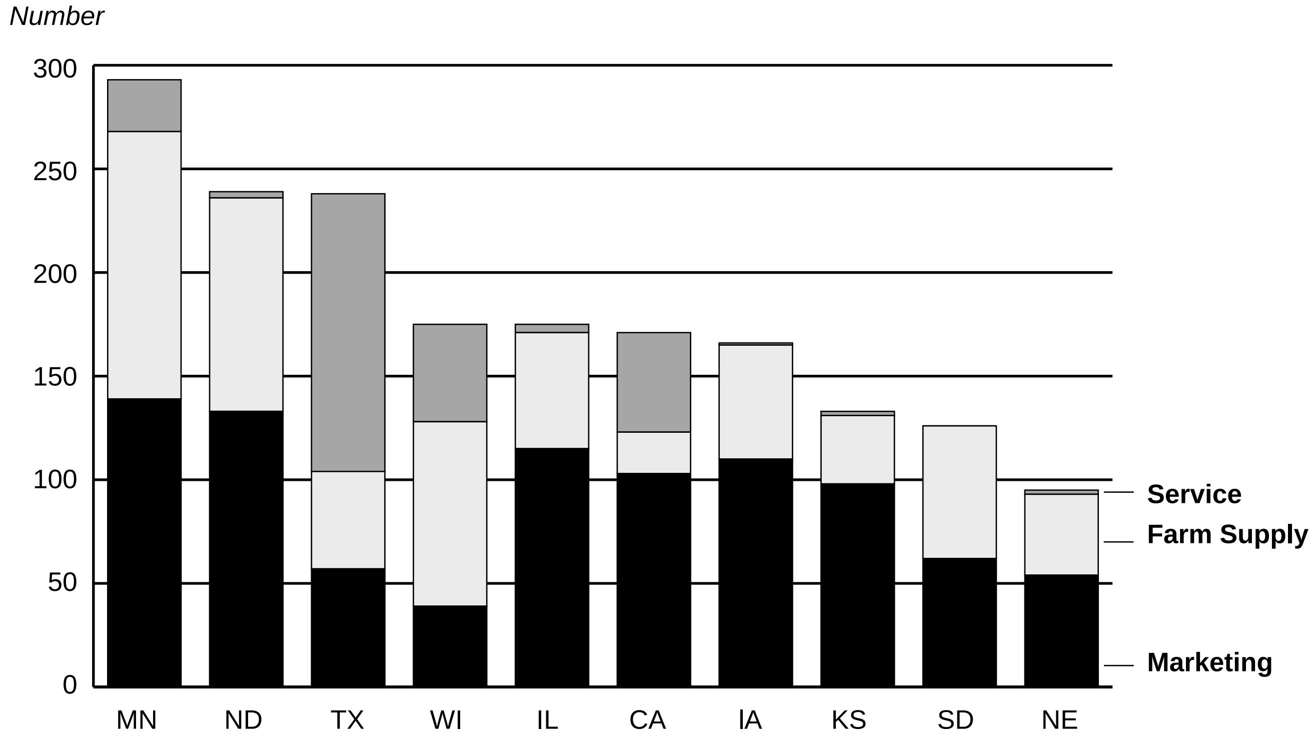
Mixed

The 28 mixed cooperatives have both individual farmer-members and autonomous cooperative members, a combination of centralized and federated structures. They serve large geographic areas, with members in many States, and provide a variety of integrated services.

II–2001 STATISTICS

Cooperatives' net business volume was $103.3 billion in 2001, up 3.6 percent from $99.7 billion in 2000. Net income of $1.36 billion, highest since 1998, was up 6.3 percent from $1.28 billion in 2000. Numbers of cooperatives and memberships, at 3,229 and 3,033,907, respectively, were down as were combined assets and liabilities. Net worth declined slightly.

Figure 1— **Number of Cooperatives by Function, Leading States, 2001**



Number of Cooperatives

The 2001 survey had 3,229 marketing, farm supply, and related-service[1] cooperatives, compared with 3,346 in 2000. The 3.5 percent decrease largely reflects a continuing trend involving dissolution, merger, or acquisition. The largest decreases were in farm supply (43), grain and oilseed (grain) (37), and fruit and vegetable(12) cooperatives.

Of the 3,229 cooperatives, 1,606 primarily marketed farm products, 1,234 primarily handled farm production supplies, and 389 provided services related to marketing or purchasing activities (table 1).

Marketing cooperatives decreased slightly while farm supply cooperatives remained at 38.2 percent. Related-service cooperatives increased slightly, from 11.9 to 12 percent of the total.

These percentage changes to some extent reflect reclassification because of annual dollar volume changes. In any given year, sales of farm supplies or grains and oilseeds can be higher due to market supply and demand conditions.

Cooperative numbers by marketing and farm supply and service functions by State are shown in table 2. Minnesota had the most marketing cooperatives (139), followed closely by North Dakota (133). Texas had the most farm supply and service cooperatives.

Figure 1 shows the 10 leading States in terms of number of cooperatives by function. For example, Minnesota had about the same number of marketing and farm supply cooperatives, while the majority in Texas were cotton gin service cooperatives. Wisconsin, the fourth leading State, had the largest percentage of farm supply cooperatives.

Grain and Farm Supply Branches

Many cooperatives operate branches to better serve their members. Most branches are owned while some are leased. A number of the branches are formerly independent cooperatives that served a local community. For economic or other reasons,

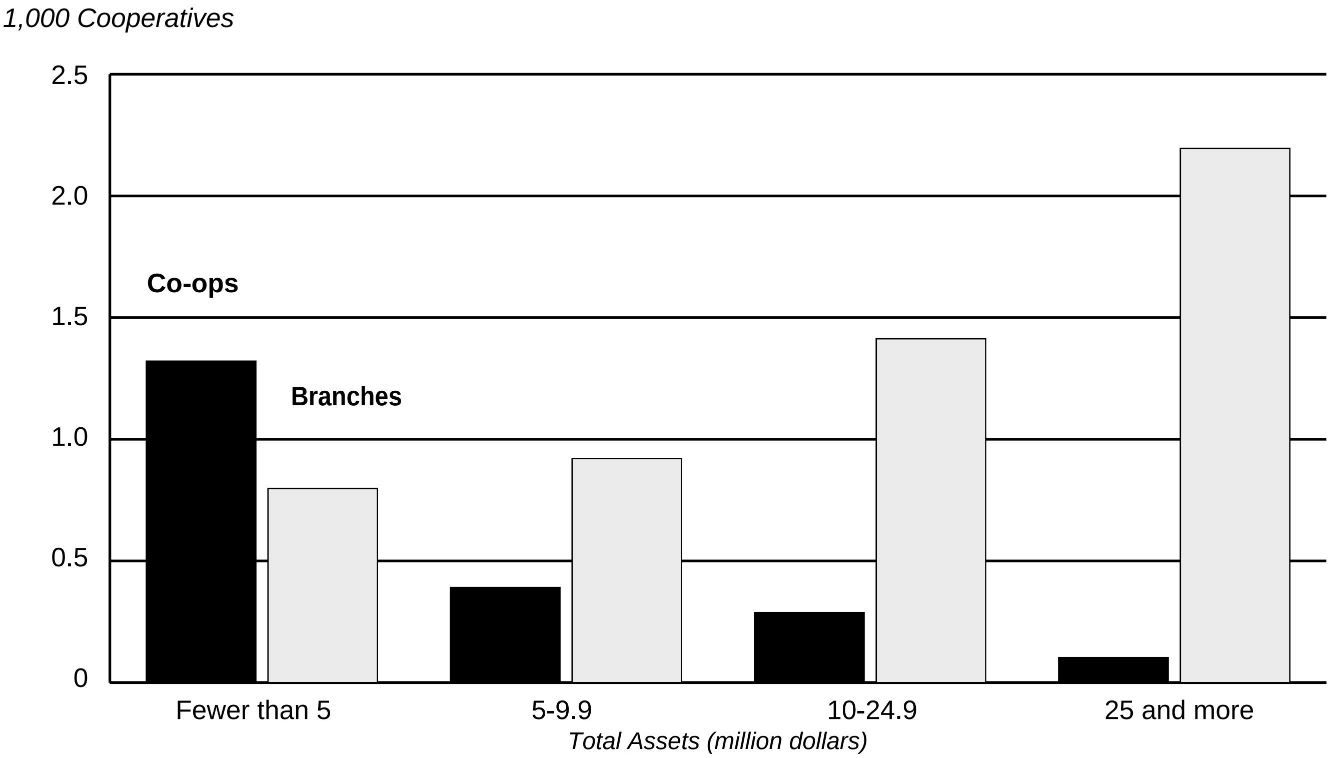
[1] Services include trucking, cotton ginning, storage, crop drying, artificial insemination, livestock shipping, and similar services affecting the form, quality, or location of farm products and supplies. They do not include credit, electric, telephone, or other such services not directly related to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

Table 2—**Number of cooperatives,[1] by major function and State, 2001[2]**

State	Major function: Marketing	Major function: Farm Supply and Service	Total
		Number	
Alabama	9	53	62
Arizona	5	4	9
Arkansas	11	41	52
California	103	68	171
Colorado	26	21	47
Florida	33	7	40
Georgia	9	8	17
Hawaii	13	7	20
Idaho	23	14	37
Illinois	115	60	175
Indiana	18	28	46
Iowa	110	56	166
Kansas	98	35	133
Kentucky	15	27	42
Louisiana	16	31	47
Maryland	4	13	17
Massachusetts	8	4	12
Michigan	34	28	62
Minnesota	139	154	293
Mississippi	12	58	70
Missouri	20	46	66
Montana	34	31	65
Nebraska	54	41	95
New Jersey	13	3	16
New Mexico	4	6	10
New York	79	13	92
North Carolina	17	5	22
North Dakota	133	106	239
Ohio	49	24	73
Oklahoma	36	45	81
Oregon	19	14	33
Pennsylvania	41	13	54
South Dakota	62	64	126
Tennessee	8	71	79
Texas	57	181	238
Utah	10	7	17
Virginia	18	39	57
Washington	45	33	78
West Virginia	13	13	26
Wisconsin	39	136	175
Wyoming	7	5	12
Other States[3]	47	10	57
United States	1,606	1,623	3,229

[1] Centralized and federated cooperatives and those with mixed organizational structures.
[2] Data covering operations of cooperatives for fiscal years that ended in 2001.
[3] Includes States with fewer than three cooperatives for any function. States with at least three cooperatives were: Alaska, 9; Connecticut, 5; Delaware, 3; Maine, 26; South Carolina, 5; and Vermont, 5.

Figure 2— **Branches of Grain and Farm Supply Cooperatives, by Size, 2001**



many were acquired by or merged with other cooperatives and operated as branches from which to serve members and patrons at outlying locations.

Grain and farm supply cooperatives operated an estimated 5,583 branches–2,046 and 3,537, respectively. In 2001, 131 grain cooperatives added branches as did 125 farm supply cooperatives. Grain cooperatives averaged 2.6 branches and farm supply cooperatives 2.9. In 2000, grain and farm supply cooperatives operated an estimated 5,327 branches.

Figure 2 shows that several of the largest cooperatives (mainly regional) had more branches than the number of smaller (local) cooperatives combined. The 64 largest grain cooperatives–8.1 percent of all grain cooperatives—accounted for 34.6 percent of the total number of branches operated by grain cooperatives. The 103 largest farm supply cooperatives–8.3 percent of all farm supply cooperatives— had 1,776 branches, 50.2 percent of all farm supply branches.

Memberships

Memberships in marketing, farm supply, and related-service cooperatives totaled an estimated 3,033,907 in 2001, down 1.7 percent from 3,085,052 in 2000 (table 3).

By major business activity, 57.5 percent of the total cooperative memberships were held in farm supply cooperatives and 19.2 percent in grain marketing cooperatives (figure 3). While only 3 percent of total memberships, dairy cooperatives (91,033) accounted for 25.4 percent, or $26.2 billion, of cooperatives' net business volume in 2001, up from 22.8 percent in 2000.

Most memberships in farm supply cooperatives were among the smallest and largest cooperatives (figure 4). Marketing cooperatives had the greatest proportion of total memberships among cooperatives with gross business volumes of $15 million to $100 million.

Employees

Farmer cooperatives hire full-time and part-time and seasonal employees to run their operations. Their number and type depend on a variety of

Table 3— **Number of co-ops,[1] and memberships,[2] by major business activity and State, 2001[3]**

State	Hqts. in State	Memberships
BEANS AND PEAS, DRY EDIBLE		
California	3	673
North Dakota	3	971
Other States	3	1,090
United States	9	2,734
COTTON[4]		
California	3	1,317
Texas	5	24,208
Other States	6	20,395
Foreign[5]	--	26
United States	14	45,946
DAIRY		
California	6	1,438
Illinois	4	3,232
Iowa	6	6,579
Massachusetts	3	218
Minnesota	31	13,308
New Mexico	4	234
New York	64	5,964
North Dakota	4	1,055
Ohio	5	1,410
Oregon	3	677
Pennsylvania	19	3,813
Virginia	3	1,110
Wisconsin	30	22,359
Other States	22	29,636
United States	204	91,033
FRUITS AND VEGETABLES		
Arizona	4	886
Arkansas	4	93
California	59	16,629
Colorado	8	458
Florida	23	1,705
Hawaii	4	120
Idaho	3	1,475
Kentucky	4	302
Maine	7	494
Massachusetts	3	314
Michigan	15	3,407
Minnesota	3	223
New Jersey	9	879
New York	9	961
North Carolina	4	71
North Dakota	3	194
Ohio	5	397
Oregon	10	1,046
FRUITS AND VEGETABLES (Continued)		
Pennsylvania	6	530
Texas	3	236
Washington	16	4,854
Other States	18	2,424
Foreign[5]	--	84
United States	220	37,782
GRAINS AND OILSEEDS, EXCLUDING COTTONSEED[6]		
Colorado	15	7,751
Idaho	4	984
Illinois	107	90,101
Indiana	14	20,199
Iowa	97	77,672
Kansas	94	95,967
Michigan	5	2,463
Minnesota	85	48,522
Mississippi	3	2,764
Missouri	12	20,869
Montana	9	2,280
Nebraska	46	51,907
North Dakota	107	42,807
Ohio	32	22,931
Oklahoma	32	24,929
South Dakota	59	39,092
Texas	34	14,915
Washington	19	8,933
Other States	15	6,409
Foreign[5]	--	37
United States	789	581,532
LIVESTOCK		
Alabama	5	4,836
Idaho	3	4,127
Indiana	3	2,059
Kentucky	4	310
Mississippi	3	3,802
Missouri	5	2,551
North Dakota	5	577
Ohio	3	7,585
Virginia	4	683
West Virginia	3	396
Wisconsin	4	52,878
Other States	28	25,537
United States	70	105,341

Continued

Table 3— **Number of co-ops,[1] and memberships,[2] by major business activity and State, 2001[3]** (continued)

State	Hqts. in State	Memberships
NUT[7]		
California	7	5,648
Other States	11	34,283
Foreign[5]	--	144
United States	18	40,075
POULTRY[8]		
California	4	78
Utah	3	71
Other States	12	18,916
Foreign[5]	--	56
United States	19	19,121
RICE		
California	4	1,034
Louisiana	3	472
Texas	5	873
Other States	3	11,545
United States	15	13,924
SUGAR[9]		
Idaho	7	2,017
Louisiana	8	526
Michigan	7	2,173
Minnesota	3	2,743
Montana	3	524
Wyoming	4	579
Other States	16	7,657
Foreign[5]	--	32
United States	48	16,251
TOBACCO[7]		
Kentucky	5	73,734
North Carolina	6	24,679
Tennessee	7	65,863
Virginia	3	1,097
Other States	3	288
United States	24	165,661
WOOL AND MOHAIR		
Idaho	4	131
Montana	19	697
North Dakota	4	341
Ohio	3	1,279
WOOL AND MOHAIR (Continued)		
Pennsylvania	13	1,391
Utah	3	102
Virginia	6	343
West Virginia	9	709
Wyoming	3	152
Other States	16	7,370
Foreign[5]	--	69
United States	80	12,584
MISCELLANEOUS[10]		
Alaska	9	4,806
California	10	1,132
Florida	6	280
Georgia	3	63
Hawaii	4	463
Maine	15	871
Minnesota	13	10,565
North Dakota	4	2,692
Washington	5	633
Other States	27	6,511
United States	96	28,016
TOTAL MARKETING		
Alabama	9	11,962
Alaska	9	4,812
Arizona	5	1,538
Arkansas	11	14,446
California	103	31,094
Colorado	26	10,248
Florida	33	4,546
Georgia	9	19,458
Hawaii	13	646
Idaho	23	9,224
Illinois	115	98,092
Indiana	18	23,900
Iowa	110	88,591
Kansas	98	99,682
Kentucky	15	77,956
Louisiana	16	5,597
Maine	24	1,771
Maryland	4	855
Massachusetts	8	814
Michigan	34	12,810
Minnesota	139	77,147

Continued

Table 3— **Number of co-ops,[1] and memberships,[2] by major business activity and State, 2001[3]** (continued)

State	Hqts. in State	Memberships
TOTAL MARKETING (Continued)		
Mississippi	12	10,568
Missouri	20	33,314
Montana	34	4,040
Nebraska	54	56,487
New Jersey	13	2,641
New Mexico	4	1,108
New York	79	8,834
North Carolina	17	27,175
North Dakota	133	53,000
Ohio	49	33,651
Oklahoma	36	34,662
Oregon	19	5,043
Pennsylvania	41	5,831
South Carolina	3	2,306
South Dakota	62	42,243
Tennessee	8	68,606
Texas	57	45,992
Utah	10	3,282
Vermont	5	1,673
Virginia	18	26,445
Washington	45	15,759
West Virginia	13	1,497
Wisconsin	39	77,179
Wyoming	7	947
Other States	6	2,080
Foreign[5]	--	448
United States	1,606	1,160,000
FARM SUPPLY		
Alabama	47	30,107
Arkansas	36	40,440
California	20	14,572
Colorado	20	18,874
Florida	6	12,444
Georgia	5	1,950
Idaho	13	11,035
Illinois	56	77,519
Indiana	26	42,818
Iowa	55	69,407
Kansas	33	29,779
Kentucky	26	163,280
Louisiana	20	6,716
Maryland	12	73,440
Massachusetts	4	3,759
FARM SUPPLY (Continued)		
Michigan	23	11,760
Minnesota	129	92,147
Mississippi	38	87,422
Missouri	45	75,050
Montana	31	29,026
Nebraska	39	28,339
New York	8	28,241
North Dakota	103	63,013
Ohio	20	16,395
Oklahoma	28	24,921
Oregon	14	22,000
Pennsylvania	7	27,452
South Dakota	64	51,906
Tennessee	69	67,553
Texas	47	41,204
Utah	6	4,808
Virginia	36	156,611
Washington	29	12,900
West Virginia	13	81,554
Wisconsin	89	91,178
Wyoming	5	4,538
Other States	12	129,296
Foreign[5]	–	2,317
United States	1,234	1,745,771
SERVICE[11]		
Alabama	6	153
Arizona	4	759
Arkansas	5	545
California	48	3,887
Georgia	3	340
Hawaii	6	150
Illinois	4	260
Louisiana	11	719
Michigan	5	4,090
Minnesota	25	7,300
Mississippi	20	13,053
New Mexico	5	1,359
New York	5	356
North Carolina	3	58
North Dakota	3	4,290
Ohio	4	3,361
Oklahoma	17	6,057

Continued

Table 3— **Number of co-ops,[1] and memberships,[2] by major business activity and State, 2001[3]** (continued)

State	Hqts. in State	Memberships	State	Hqts. in State	Memberships
SERVICE[11] (Continued)			**TOTAL (Continued)**		
Pennsylvania	6	159	Massachusetts	12	4,573
Texas	134	22,730	Michigan	62	28,660
Virginia	3	10,414	Minnesota	293	176,594
Washington	4	3,005	Mississippi	70	111,043
Wisconsin	47	18,133	Missouri	66	109,134
Other States	21	26,958	Montana	65	33,066
United States	389	128,136	Nebraska	95	84,834
			New Jersey	16	7,052
			New Mexico	10	2,705
TOTAL			New York	92	37,431
Alabama	62	42,222	North Carolina	22	96,351
Alaska	9	4,812	North Dakota	239	120,303
Arizona	9	2,710	Ohio	73	53,407
Arkansas	52	55,431	Oklahoma	81	65,640
California	171	49,553	Oregon	33	27,043
Colorado	47	29,122	Pennsylvania	54	33,442
Connecticut	5	1,899	South Carolina	5	2,639
Delaware	3	43,430	South Dakota	126	98,395
Florida	40	29,753	Tennessee	79	137,805
Georgia	17	21,748	Texas	238	109,926
Hawaii	20	904	Utah	17	9,354
Idaho	37	20,259	Vermont	5	4,557
Illinois	175	175,871	Virginia	57	193,470
Indiana	46	66,818	Washington	78	31,664
Iowa	166	162,249	West Virginia	26	83,051
Kansas	133	129,576	Wisconsin	175	186,490
Kentucky	42	242,873	Wyoming	12	5,485
Louisiana	47	13,032	Other States	4	2,440
Maine	26	7,922	Foreign[5]	---	2,765
Maryland	17	74,404	United States	3,229	3,033,907

[1] Includes centralized and federated cooperatives and those with mixed organizational structures. Hqts. means the cooperatives were headquartered in the State listed.

[2] Includes voting farmer-members, 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.

[3] Data covering operations of cooperatives for fiscal years ended in 2001. States listed are those with more than two cooperatives or where disclosure was not a problem.

[4] Cotton ginning cooperatives are included as service cooperatives.

[5] Includes memberships located in other countries.

[6] Excludes soybean meal and oil.

[7] Membership fluctuates annually and is affected by the extent to which producers participate in price stabilization programs.

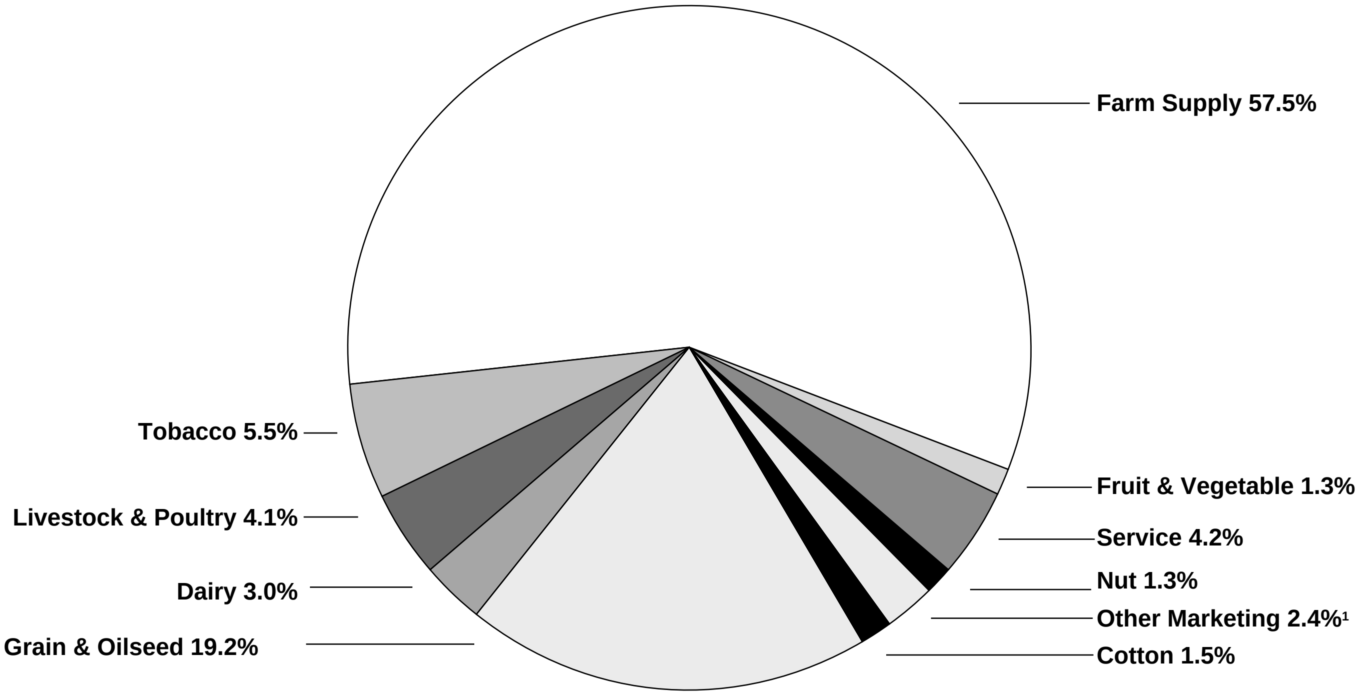
[8] Includes eggs, turkeys, ratite, squab, and related products.

[9] Includes sugar, sugarcane, sugar beets, honey, maple syrup, molasses, and sorghum.

[10] Includes forest products, fish, hay, hops, nursery stock, coffee, and other farm products not classified separately.

[11] Cooperatives providing services such as cotton ginning, livestock shipping, storing, grinding, drying, and artificial insemination.

Figure 3— **Distribution of Memberships, by Type of Cooperative, 2001**



Percent based on 3,033,907 total memberships.

[1] Includes dry bean and pea, wool and mohair, rice, sugar, fishery, and other miscellaneous marketing cooperatives.

Figure 4— **Cooperative Memberships Grouped by Function and Gross Business Volume, 2001**

1,000 Memberships

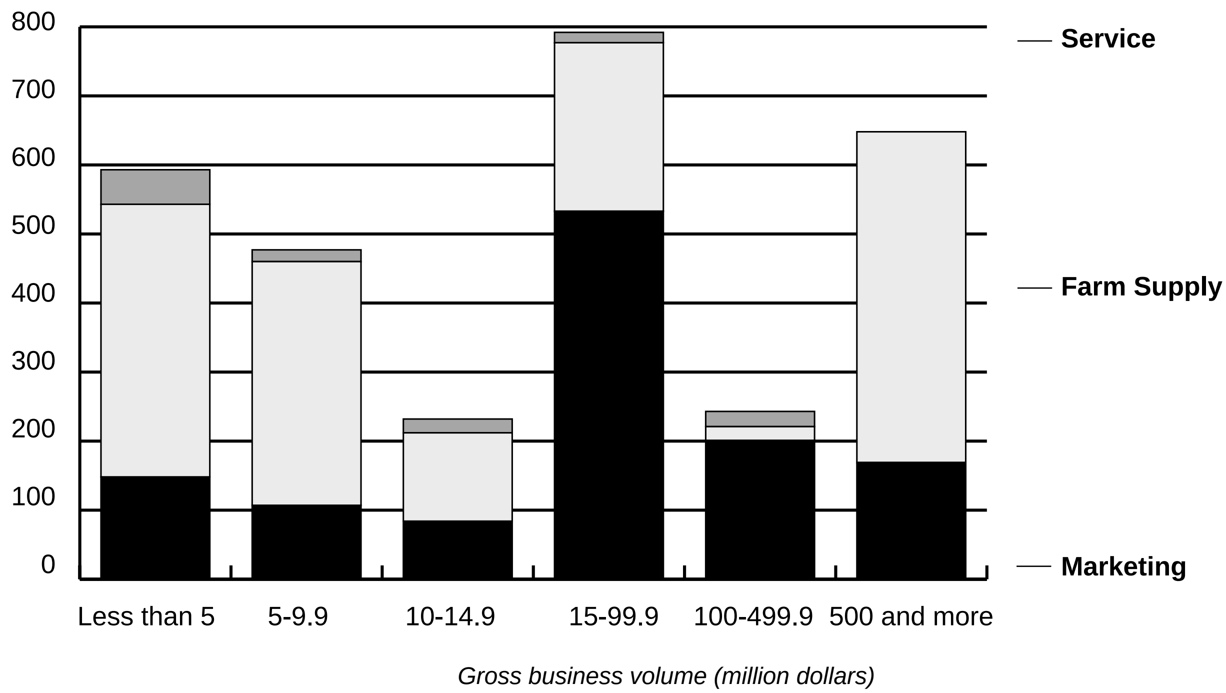


Table 4— **Full-time and part-time and seasonal employees of farmer cooperatives, by type of co-op, 2000-2001**

Principal product(s) marketed or major function	Total		Full-time employees		Part-time and seasonal[1]	
	2000	2001	2000	2001	2000	2001
			Number			
Products marketed:						
Cotton	2,897	2,526	1,759	1,800	1,138	726
Dairy	24,314	21,389	23,408	20,714	906	675
Fruits & vegetables	56,816	42,533	25,108	19,909	31,708	22,624
Grains and oilseeds[2]	27,547	25,066	20,309	19,629	7,238	5,437
Livestock and poultry	36,881	36,861	34,592	35,843	2,289	1,018
Rice	3,178	3,230	2,606	2,364	572	866
Sugar	8,887	8,024	4,523	4,392	4,364	3,632
Other marketings[3]	10,737	8,182	8,831	6,335	1,906	1,847
Marketing	171,257	147,811	121,136	110,986	50,121	36,825
Farm supply	70,022	63,607	51,321	50,641	18,701	12,966
Service	13,379	9,326	4,208	4,039	9,171	5,287
Total	254,658	220,744	176,665	165,666	77,993	55,078

1 Number of part-time and seasonal employees was estimated for cooperatives not reporting based on the relationship of part-time and seasonal to full-time employees for the respondent cooperatives. Totals may not add due to rounding.
2 Excludes cottonseed.
3 Includes dry edible beans and peas, nuts, tobacco, wool, fishery, and miscellaneous marketing cooperatives.

factors, such as size of operation, type of commodity handled, and involvement in value-added activities.

The number cooperatives hired dropped from an estimated 254,658 in 2000 to 220,744 in 2001 (table 4). By type, marketing cooperatives had 147,811 employees (67 percent of total); farm supply cooperatives had 63,607 (28.8 percent); and related-service cooperatives had 9,326 (4.2 percent).

In the marketing category, fruit and vegetable cooperatives had 42,533 employees; livestock and poultry, 36,861; and grain and oilseed, 25,066.

Figure 5 shows the number of employees by type of cooperative for 2001. Farm supply and fruit and vegetable cooperatives used the most and cotton cooperatives the fewest. Most dairy cooperatives do not experience seasonal fluctuation in product so they carried the smallest proportion of part-time and seasonal employees. By contrast, fruit and vegetable cooperatives, cotton gins, and sugar cooperatives have large seasonal variations and used the most part-time and seasonal employees.

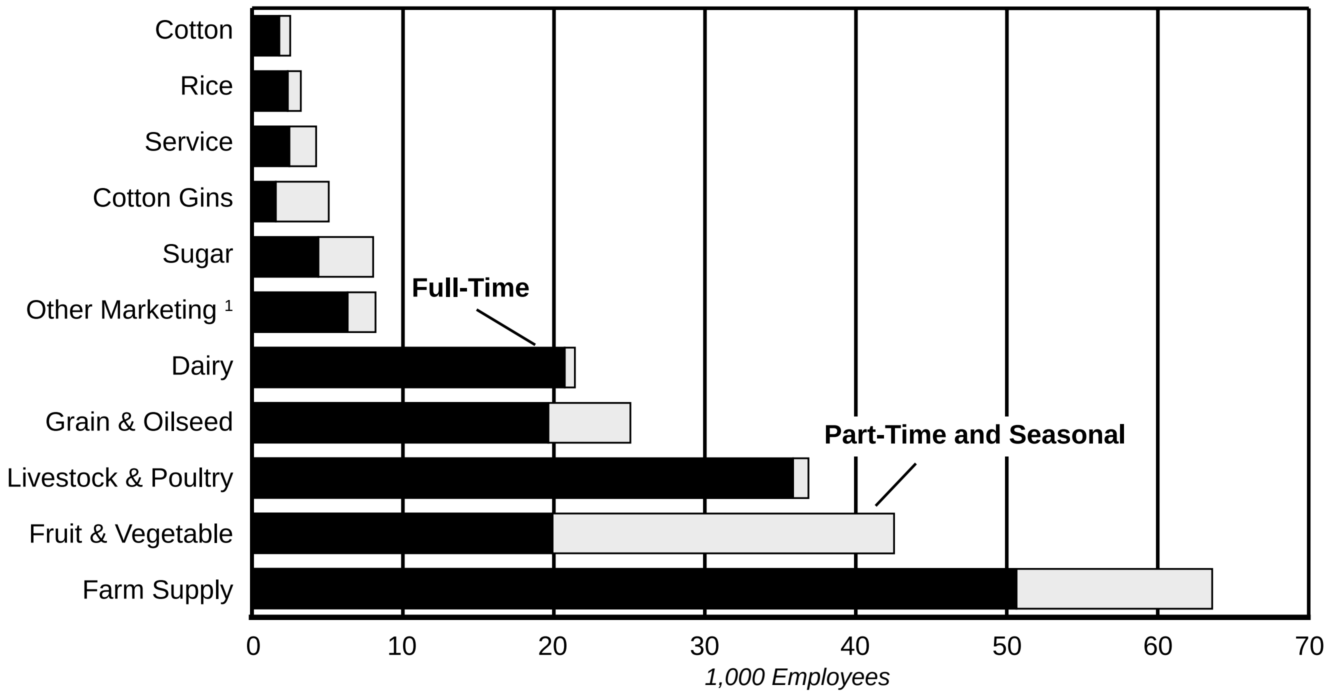
Use of full-time employees dropped 6.2 percent to 165,666 in 2001, down from 176,665 in 2000. The 1,606 marketing cooperatives used 110,986 employees, down 8.4 percent from 2000. Livestock and poultry cooperatives had the most full-time employees (35,843) followed by dairy cooperatives (20,714). Together, they accounted for 51 percent of the full-time employees of marketing cooperatives.

Use of full-time employees and number of farm supply cooperatives dropped from 2000 to 2001—1,234 cooperatives and 50,641 full-time employees in 2001 versus 1,277 cooperatives and 51,321 employees in 2000. Full-time employees of the 389 related-service cooperatives were down 4 percent to 4,039 in 2001 from 4,208 in 2000.

Cooperatives used 55,078 part-time and seasonal employees in 2001, down 29.4 percent to 77,993 in 2000. The largest decrease, 9,084, was in fruit and vegetables cooperatives.

In 2001, marketing cooperatives used 36,825 part-time and seasonal employees (66.9 percent of the total) or an average of more than 22.9 per cooperative. Fruit and vegetable and grain cooperatives,

Figure 5— **Full-Time and Part-Time and Seasonal Employees, by Type of Cooperative, 2001**



[1] Includes dry bean and pea, nut, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.

with 22,624, accounted for 41.1 percent of the total. Farm supply cooperatives had 12,966 part-time and seasonal employees, or an average of 10.5 per cooperative.

Most marketing cooperatives that further process products operated with more employees than farm supply cooperatives. For example, livestock and poultry cooperatives averaged more than 414 employees (figure 6).

Total Labor Expenses

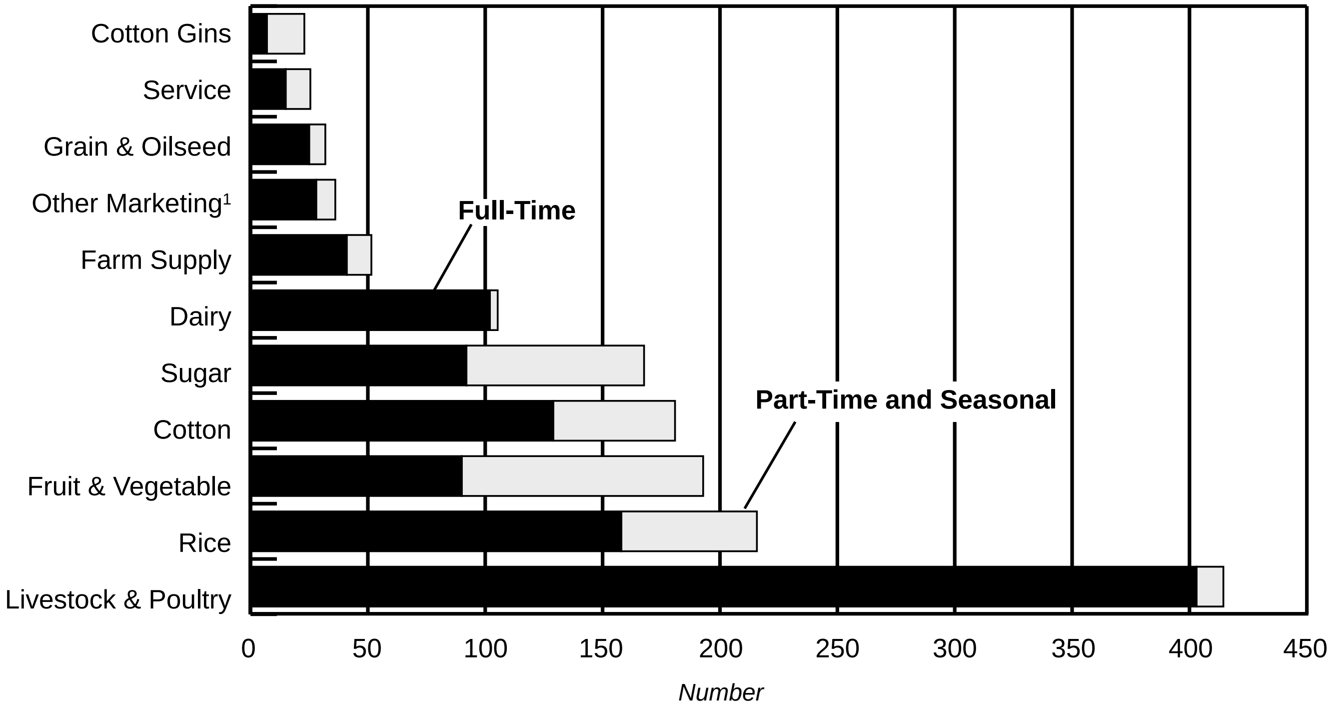
Like other businesses, one of the largest expense items of cooperatives is wages and benefits. Hiring employees full-time or part-time and seasonally involves decisions on both the number of employees and levels of salaries and wages. Other employee-related expenses include payroll taxes, health and life insurance, and other benefits.

The average total labor expense per cooperative for those reporting in both 2000 and 2001 is shown in tables 5 and 6 by type of cooperative, region, and asset group. This information can be used for comparing the average total labor expense of individual cooperatives of similar type, region, and size. For those with no size grouping shown, labor expense may not be a good barometer because of the mix of sizes included in the group.

Total labor expense for cooperatives reporting total wages and benefits both years was up 2.1 percent. The average total labor expense varied from 2000 to 2001 (table 5). The change ranged from an 18.4-percent decrease for dry bean and pea cooperatives to an increase of 14.5 percent for grain and oilseed cooperatives with assets ranging from $25 million to $499.99 million. The average total labor expense increased with the cooperative size, especially for dairy, fruit and vegetable and cotton gins. Average total labor expenses for cooperatives involved in processing or manufacturing activities would naturally to be high because they are labor intensive industries.

Average total labor expense for grain and oilseed and farm supply cooperatives, by region and size, is shown in table 6. Farm supply cooperatives usually have more employees so often have higher labor expenses than similar sized grain and oilseed cooperatives.

Figure 6— **Average Number of Full-Time and Part-Time and Seasonal Employees, by Type of Cooperative, 2001**



[1] Includes dry bean and pea, nut, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.

Total Sales per Dollar of Total Labor Expense

One measure of labor productivity is the relationship between total sales and total labor expense shown in tables 7 and 8 by type, region, and size of cooperative.

Total sales per dollar of total labor expense is relatively high for cooperatives involved in bargaining (dairy) or operating auctions (tobacco and livestock). Their total labor requirements are low and sales are high. Surveyed cooperatives reported the value of the product for which they bargained or auctioned off. Total sales per dollar of total labor expense was up 3.4 percent from $13.20 in 2000 to $13.66 in 2001.

Dairy cooperatives with assets of $1 million to $2.49 million accounted for the highest sales per dollar of labor expense, $76.38 in 2001 (table 7). Other service cooperatives with assets of $2.5 million to $99.99 million had the lowest at $2.07.

Total sales per dollar of labor expense varies more as cooperative size increases for dairy cooperatives than it does for grain and oilseed, fruit and vegetable, and farm supply cooperatives. Dairy cooperatives ranged from $10.46 to $76.38 in 2001; grain and oilseed cooperatives from $16.18 to $26.94; fruit and vegetable cooperatives from $7.55 to $14.17; and farm supply cooperatives ranged from $9.40 to $11.59.

Table 8 shows total sales per dollar of total labor expense for grain and oilseed and farm supply cooperatives by region because more homogeneity exists among cooperatives by location than by type.

Total sales per $1 of total labor expense varied by size, region, and year. Corn Belt grain and oilseed cooperatives with assets of $1 million to $2.5 million had the largest sales per $1 total labor expense both in 2000 and 2001. The largest sales per $1 total labor expense among Corn Belt farm supply cooperatives was reported by those with total assets of less than $0.5 million in both 2000 and 2001. In most regions, the sales per $1 of total labor expense did not vary significantly among the farm supply cooperatives.

Cooperative leaders may want to calculate their total sales per dollar of total labor expense and compare it with numbers in tables 7 or 8 to see how well their cooperative is performing.

Table 5— Average total labor expense for cooperatives reporting, by selected type and size, 2000-01

Type of co-op and asset group (Mil. Dol.)	Average total labor expense[1] 2000	2001	Change
	---------------------------*$1,000*	----------------------------	*Percent*
Dry bean and pea	3,355.4	2,738.5	-18.4
Cotton	3,847.1	3,365.8	-12.5
Less than $25.0	1,698.4	1,688.0	-0.6
25.0 and more	6,533.0	5,463.0	-16.4
Dairy	4,826.7	5,058.9	4.8
Less than $0.5	85.7	83.5	-2.6
0.5 - 0.99	103.0	99.3	-3.6
1.0 - 2.49	155.9	141.0	-9.5
2.5 - 24.99	1,531.8	1,678.1	9.6
25.0 and more	19,626.9	20,497.5	4.4
Fruit and vegetable	2,437.2	2,480.9	1.8
Less than $0.5	108.6	116.9	7.6
0.5 - 0.99	276.4	271.5	-1.8
1.0 - 2.49	603.4	624.2	3.5
2.5 - 24.99	3,065.6	2,957.4	-3.5
25.0 - 99.99	7,655.9	8,045.2	5.1
Fruit and vegetable	2,437.2	2,480.9	1.8
Fresh only	2,227.2	2,292.3	2.9
Processed only	2,044.8	2,183.3	6.8
Fresh and processed	3,450.9	3,370.3	-2.3
Grain and oilseed	1,305.2	1,398.4	7.1
Less than $0.99	138.8	134.0	-3.4
1.0 - 2.49	191.4	197.1	3.0
2.5 - 24.99	1,095.3	1,151.2	5.1
25.0 - 499.99	3,976.1	4,394.2	10.5
Livestock	1,029.3	1,093.8	6.3
Sugar	28,075.3	28,335.7	0.9
Tobacco	80.5	72.5	10.0
Fishery	2,249.6	2,148.7	-4.5
Miscellaneous marketing	3,171.9	2,859.5	-9.9
Farm supply	2,125.2	2,140.1	0.7
Less than $0.5	81.1	81.3	0.3
0.5 - 0.99	183.1	191.1	4.4
1.0 - 2.49	326.8	339.0	3.7
2.5 - 24.99	1,374.1	1,419.7	3.3
25.0 - 99.99	5,393.4	5,598.0	3.8
100.0 - 499.99	27,406.2	27,388.8	-0.1
500.0 and more	166,512.7	162,030.9	-2.7
Cotton gin	571.5	572.8	0.2
Less than $0.5	93.0	93.3	0.3
0.5 - 0.99	209.4	212.3	1.4
1.0 - 2.49	331.4	315.4	-4.8
2.5 - 99.99	1,039.7	1,056.5	1.6
Service	753.7	818.0	8.5
Less than $0.5	130.3	127.9	-1.8
0.5 - 0.99	445.1	466.9	4.9
1.0 - 2.49	934.7	1,015.9	8.7
2.5 - 99.99	2,329.3	2,573.5	10.5

[1] Includes wages and salaries, payroll taxes, and employee benefits for cooperatives reporting in both years.

Table 6— Average total labor expense for grain and oilseed and farm supply cooperatives, by region and size, 2000-01

Type of co-op, region[1] and asset group (Mil. Dol.)	Average total labor expense[2] 2000	2001	Change
	---------------------------$1,000---------------------------		*Percent*
Grain and Oilseed Cooperatives:			
Corn Belt	1,453.2	1,554.4	7.0
0.5 - $2.49	207.2	207.8	0.3
2.5 - 24.99	1,215.3	1,276.2	5.0
25.0 - 499.99	4,260.4	4,709.9	10.6
Lake States	1,349.0	1,444.5	7.1
1.0 - $2.49	188.3	209.3	11.2
2.5 - 24.99	849.9	901.8	6.1
25.0 - 499.99	4,270.5	4,609.6	7.9
Mountain	1,019.3	1,066.9	4.7
Northern Plains	1,222.6	1,312.8	7.4
Less than $1.0	120.3	119.7	-0.5
1.0 - 2.49	180.4	186.4	3.3
2.5 - 24.99	1,042.1	1,092.4	4.8
25.0 - 99.99	4,065.2	4,526.1	11.3
Southern Plains	836.3	891.9	6.7
1.0 - $2.49	175.9	178.0	1.1
2.5 - 99.99	1,141.1	1,221.4	7.0
Pacific	1,114.8	1,186.4	6.4
1.0 - $2.49	182.9	201.1	10.0
2.5 - 99.99	1,647.4	1,749.4	6.2
Farm Supply Cooperatives:			
Appalachian	5,297.5	5,715.3	7.9
Less than $2.49	325.7	349.5	7.3
2.5 and more	8,009.4	8,642.0	7.9
Corn Belt	3,326.0	3,360.2	1.0
Less than $0.5	66.6	68.6	3.0
0.5 - 0.99	196.6	201.3	2.4
1.0 - 2.49	393.0	402.2	2.3
2.5 - 24.99	1,737.7	1,809.2	4.1
25.0 and more	22,447.0	22,273.1	-0.8
Delta States	601.8	636.8	5.8
Less than $1.0	162.9	161.1	-1.1
1.0 - 2.49	353.5	368.3	4.2
2.5 - 24.99	861.7	918.0	6.5

Continued

Table 6— Average total labor expense for grain and oilseed and farm supply cooperatives, by region and size, 2000-01 (continued)

Type of co-op, region[1] and asset group (Mil. Dol.)	Average total labor expense[2] 2000	2001	Change
	$1,000		*Percent*
Farm Supply Cooperatives:			
Lake States	1,396.4	1,403.5	0.5
Less than $0.5	86.4	79.6	-7.9
0.5 - 0.99	193.3	194.8	0.8
1.0 - 2.49	337.4	344.6	2.1
2.5 - 24.99	1,412.0	1,433.2	1.5
25.0 - 499.99	6,492.2	6,352.9	-2.2
Mountain	1,058.4	1,126.5	6.4
Less than $1.0	109.2	115.3	5.6
1.0 - 2.49	348.0	351.3	0.9
2.5 - -99.99	1,372.0	1,464.7	6.8
Northeast	18,409.3	16,770.8	-8.9
Less than $1.0	219.6	254.1	15.7
1.0 and more	26,493.6	24,111.6	-9.0
Northern Plains	677.0	710.4	4.9
Less than $0.5	89.2	94.4	5.9
0.5 - 0.99	153.8	158.0	2.7
1.0 - 2.49	263.3	273.0	3.7
2.5 - 24.99	921.7	954.5	3.6
25.0 - 99.99	4,389.9	4,981.1	13.5
Pacific	2,266.5	2,270.3	0.2
1.0 - $2.49	324.0	358.0	10.5
2.5 - 499.99	3,084.4	3,075.4	-0.3
Southeast	285.1	312.5	9.6
Less than $1.0	136.6	137.9	1.0
1.0 - 2.49	216.6	253.5	17.0
2.5 - 24.99	484.9	531.3	9.6
Southern Plains	655.5	677.5	3.4
Less than $0.5	102.5	102.4	-0.1
0.5 - 0.99	240.8	256.6	6.6
1.0 - 2.49	294.1	295.5	0.5
2.5 - 24.99	1,282.6	1,333.7	4.0

[1] See footnote to table 8 for an explanation of what States are in each region.
[2] Includes wages and salaries, payroll taxes, and employee benefits for cooperatives reporting in both years.

Note: The average total labor expense is derived by dividing total wages and benefits by the number of cooperatives where the information was provided.

Table 7— **Total sales per dollar of total labor expense for cooperatives reporting, by selected type and size, 2000-01**

Type of co-op and asset group (Mil. Dol.)	Sales per $1 labor expense[1] 2000	2001	Change
	Dollars		*Percent*
Dry bean and pea	11.01	13.02	18.3
Cotton	55.48	59.06	6.4
Less than $25.0	17.14	19.28	12.5
25.0 and more	67.94	74.42	9.5
Dairy	22.14	24.27	9.6
Less than $0.5	15.52	10.46	-32.6
0.5 - 0.99	17.06	13.08	-23.3
1.0 - 2.49	65.37	76.38	16.8
2.5 - 24.99	35.50	37.52	5.7
25.0 - 99.99	20.15	22.22	10.3
Fruit and vegetable	8.97	8.93	-0.5
Less than $0.5	16.70	14.17	-15.1
0.5 - 0.99	12.81	10.73	-16.3
1.0 - 2.49	8.83	7.55	-14.6
2.5 - 24.99	8.52	8.03	-5.7
25.0 - 99.99	9.02	9.39	4.1
Fruit and vegetable	8.97	8.93	-0.5
Fresh only	7.95	7.57	-4.9
Processed only	21.54	21.54	0.1
Fresh and processed	8.89	9.69	9.1
Grain and oilseed	20.50	19.78	-3.5
Less than $0.99	16.20	16.18	-0.1
1.0 - 2.49	28.41	26.94	-5.2
2.5 - 24.99	19.81	19.53	-1.5
25.0 - 499.99	21.09	19.76	-6.3
Livestock	74.43	68.65	-7.8
Sugar	7.84	7.80	-0.5
Tobacco	31.26	32.36	3.5
Fishery	7.15	7.44	4.0
Miscellaneous marketing	8.53	10.27	20.3

Continued

Table 7— **Total sales per dollar of total labor expense for cooperatives reporting, by selected type and size, 2000-01** (continued)

Type of co-op and asset group (Mil. Dol.)	Sales per $1 labor expense[1] 2000	2001	Change
	Dollars		*Percent*
Farm supply	9.58	10.21	6.5
Less than $0.5	11.07	11.59	4.7
0.5 - 0.99	8.75	9.40	7.4
1.0 - 2.49	9.78	10.19	4.2
2.5 - 24.99	9.69	10.27	6.0
25.0 - 99.99	10.12	10.74	6.2
100.0 - 499.99	11.46	11.39	-0.6
500.0 and more	8.95	9.76	9.1
Cotton gin	7.51	6.92	-7.9
Less than $0.5	7.55	7.16	-5.2
0.5 - 0.99	5.35	4.96	-7.4
1.0 - 2.49	5.53	5.38	-2.6
2.5 - 99.99	8.33	7.56	-9.3
Other service	2.26	2.24	-0.8
Less than $0.5	2.72	2.76	1.6
0.5 - 0.99	2.10	2.12	0.7
1.0 - 2.49	2.76	2.69	-2.8
2.5 - 99.99	2.08	2.07	-0.3

[1] Labor expense includes wages and salaries, payroll taxes, and employee benefits for cooperatives reporting in both years. Sales includes receipts from marketings, farm supplies, and services, plus other income. Values considered not to be representative were not included.

Business Size

Most local farmer cooperatives, as measured by annual gross business volume, are relatively small. A few larger ones, however, are actively seeking regional, national, and even international markets to increase business volume. Although few in number, these larger cooperatives account for much of the business volume. They have grown in size partly from mergers, consolidations, and acquisitions.

In 2001, 74.6 percent of all farmer cooperatives reported a business volume of less than $15 million. However, they accounted for only 8.5 percent of the total gross dollar volume, down from 9.3 percent in 2000 (table 9 and figure 7). Only 2.4 percent of farmer cooperatives reported a business volume of at least $200 million, but they accounted for 66.8 percent of the total sales, up slightly from 66.2 percent in 2000. Cooperatives with a business volume of $15 million to $200 million in 2000 accounted for a smaller share of all cooperatives' total gross dollar volume—29.2 percent in 2001 versus 24.5 percent in 2000.

Business Volume

Total gross business volume of the 3,229 marketing, farm supply, and related-service cooperatives for 2001 was $123.6 billion (table 10), up 2.4 percent from $120.7 billion in 2000. Cooperatives' gross business volume peaked at $128.1 billion in 1996.

Total net business volume of farmer cooperatives in 2001 was $103.3 billion—$75 billion from farm products marketed, $24.8 billion from farm supply sales, and $3.5 billion from services performed and from other income sources. The total net figure, excluding inter-cooperative business, was up 3.6 percent from $99.7 billion in 2000 but short of the record $106.7 billion in 1997. Adjusting sales volume for inflation, net business volume actu-

Table 8— **Total sales per dollar of total labor expense for grain and oilseed and farm supply cooperatives, by region and size, 2000-01**

Type of co-op, region[1] and asset group (Mil. Dol.)	Sales per $1 labor expense[2] 2000	2001	Change
	--------------------------Dollars---------------------------		*Percent*
Grain and Oilseed Cooperatives:			
Corn Belt	20.33	20.11	-1.1
1.0 - $2.49	32.26	40.55	25.7
2.5 - 24.99	20.40	20.32	-0.4
25.0 - 499.99	19.54	18.75	-4.1
Lake States	22.01	21.35	-3.0
1.0 - $2.49	26.78	20.92	-21.9
2.5 - 24.99	21.67	20.89	-3.6
25.0 - 499.99	22.25	21.79	-2.1
Mountain	21.04	19.64	-6.6
Northern Plains	19.67	18.49	-6.0
0.5 - $0.99	17.00	18.72	10.2
1.0 - 2.49	23.62	22.12	-6.3
2.5 - 24.99	19.06	18.45	-3.2
25.0 - 99.99	20.29	18.30	-9.8
Southern Plains	16.85	15.27	-9.4
1.0 - $2.49	21.88	19.66	-10.2
2.5 - 99.99	16.49	14.97	-9.2
Pacific	22.32	25.37	13.6
1.0 - $2.49	30.16	31.71	5.2
2.5 - 99.99	21.83	24.95	14.3
Farm Supply Cooperatives:			
Appalachian	10.67	11.09	4.0
Less than $2.49	8.29	7.88	-5.0
2.5 and more	10.72	11.16	4.1
Corn Belt	10.06	10.28	2.2
Less than $0.5	35.43	31.77	-10.3
0.5 - 0.99	7.59	8.93	17.7
1.0 - 2.49	11.19	11.61	3.7
2.5 - 24.99	10.36	10.91	5.4
25.0 and more	9.84	9.85	0.1
Delta States	11.80	11.63	-1.4
0.5 - $0.99	10.43	10.10	-3.2
1.0 - 2.49	11.73	11.34	-3.3
2.5 - 24.99	11.89	11.77	-1.0
Lake States	9.70	10.67	10.0
Less than $0.5	6.91	8.43	22.2
0.5 - 0.99	9.51	10.28	8.1
1.0 - 2.49	8.30	9.05	9.0
2.5 - 24.99	8.69	9.59	10.3
25.0 - 499.99	12.51	13.83	10.5

Continued

Table 8— **Total sales per dollar of total labor expense for grain and oilseed and farm supply cooperatives, by region and size, 2000-01** (continued)

Type of co-op, region[1] and asset group (Mil. Dol.)	Sales per $1 labor expense[2] 2000	2001	Change
	---------------------------*Dollars*---------------------------		*Percent*
Mountain	10.48	11.39	8.7
Less than $1.0	10.20	11.56	13.4
1.0 - 2.49	9.32	10.49	12.6
2.5 - 99.99	10.55	11.44	8.4
Northeast	7.34	8.24	12.4
Less than $1.0	8.11	7.19	-11.4
1.0 and more	7.33	8.25	12.5
Northern Plains	10.60	10.98	3.7
Less than $0.5	7.52	8.90	18.4
0.5 - 0.99	8.39	9.96	18.7
1.0 - 2.49	9.70	10.40	7.3
2.5 - 24.99	10.52	11.34	7.8
25.0 - 99.99	12.28	9.98	-18.7
Pacific	8.27	9.19	11.1
0.5 - $2.49	8.72	9.19	5.4
2.5 - 499.99	8.25	9.19	11.4
Southeast	14.48	13.39	-7.5
Less than $1.0	8.75	8.29	-5.4
1.0 - 2.49	11.86	11.53	-2.8
2.5 - 24.99	16.96	15.38	-9.3
Southern Plains	10.83	10.72	-1.0
Less than $0.5	9.96	9.91	-0.5
0.5 - 0.99	8.33	8.99	8.0
1.0 - 2.49	11.36	11.64	2.4
2.5 - 24.99	10.83	10.61	-2.0

[1] The States included in each region are as follows.

Region	**State**
Northeast	ME, VT, NY, MA, RI, CT, PA, NH, DE, MD, NJ, and DC
Lake States	MI, WI, and MN
Corn Belt	OH, IN, IL, IA, and MO
Northern Plains	ND, SD, NE, and KS
Appalachian	VA, WV, KY, TN, and NC
Southeast	SC, GA, AL, and FL
Delta States	MS, LA, and AR
Southern Plains	OK and TX
Mountain	MT, ID, WY, CO, UT, NV, AZ, and NM
Pacific	WA, OR, CA, HI, and AK

[2] Labor expense includes wages and salaries, payroll taxes, and employee benefits for cooperatives reporting in both years. Sales includes receipts from marketings, farm supplies, and services, plus other income. Values considered not to be representative of each group were not included. The sales per dollar of labor expense was derived by dividing total sales by total labor expenses.

Table 9— **Farmer cooperatives and memberships, by gross business volume, 2001[1]**

Volume group (mil. dol.)	Cooperatives		Dollar volume		Memberships[2]	
	Number	Percent of total	Gross[3] (mil. dol.)	Percent of total	Number (1,000)	Percent of total
Less than $5.0	1,518	47.0	2,766	2.2	538	17.7
5 - 9.9	628	19.4	4,435	3.6	502	16.5
10 - 14.9	265	8.2	3,281	2.7	219	7.2
15 - 24.9	286	8.9	5,587	4.5	237	7.8
25 - 49.9	276	8.5	9,595	7.8	474	15.6
50 - 99.9	133	4.1	9,232	7.5	203	6.7
100 - 199.9	46	1.4	6,113	4.9	64	2.1
200 - 499.9	40	1.2	11,981	9.7	167	5.5
500 - 999.9	18	0.6	12,725	10.3	117	3.9
1,000 and more	9	0.6	57,851	46.8	514	17.0
Total[4]	3,229	100.0	123,566	100.0	3,034	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 number of farmers, ranchers, and fishermen eligible to vote for directors. Does not include memberships held by other cooperatives, such as local cooperative memberships in regional cooperatives.
[3] Includes inter-cooperative business volume.
[4] Total may not add due to rounding.

Figure 7— **Distribution of Farmer Cooperatives and Gross Business Volume, by Size, 2001**

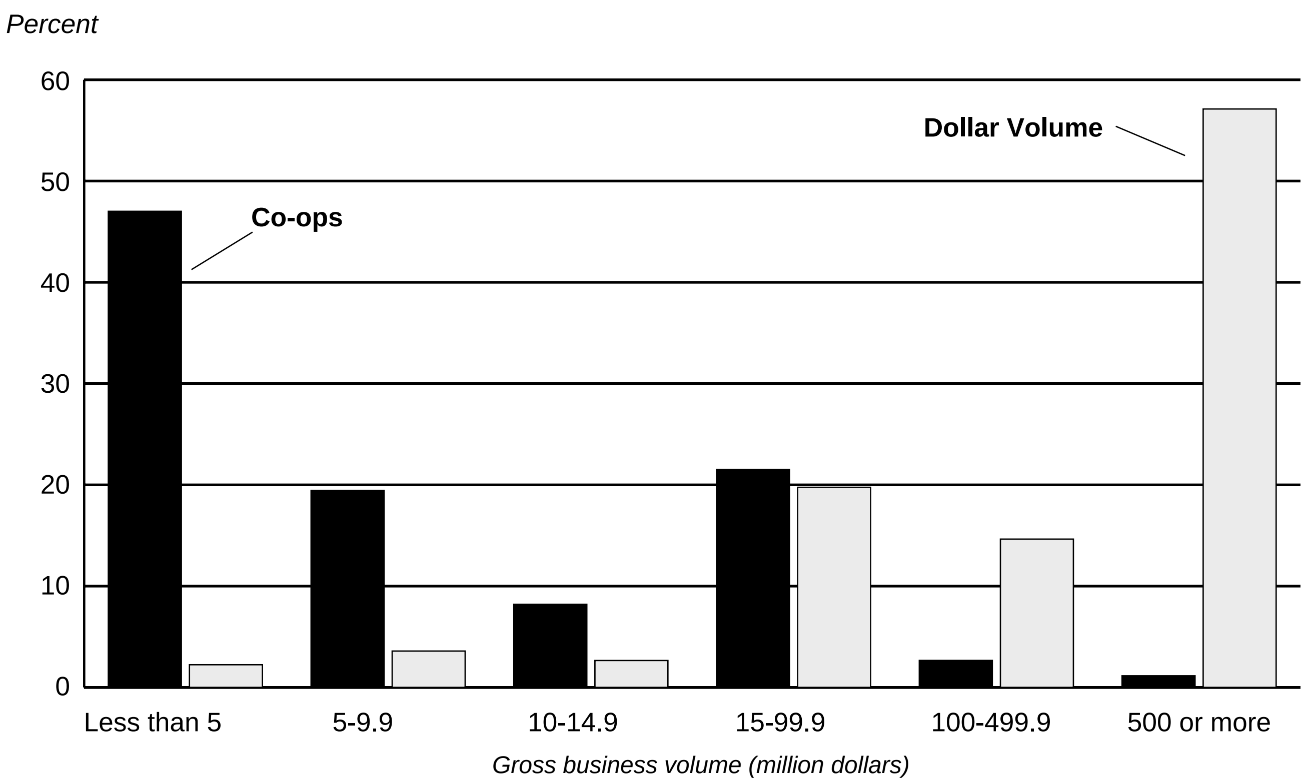


Table 10— **Cooperatives' gross and net business volumes by commodity, 2001**[1]

Commodity	Gross volume		Net volume	
	Million dollars	*Percent*	*Million dollars*	*Percent*
Products marketed:				
Beans and peas (dry edible)	154.1	0.1	151.4	0.2
Cotton	2,457.3	2.0	2,400.4	2.3
Dairy	29,408.9	23.8	26,186.7	25.4
Fruits and vegetables	9,685.7	7.8	8,822.2	8.5
Grains and oilseeds[2]	22,619.2	18.3	18,055.3	17.5
Livestock	9,559.0	7.7	9,559.0	9.3
Nuts	893.3	0.7	893.3	0.9
Poultry[3]	2,216.7	1.8	2,216.7	2.2
Rice	756.3	0.6	756.3	0.7
Sugar	2,738.2	2.2	2,647.7	2.6
Tobacco	440.8	0.4	440.8	0.4
Wool and mohair	7.8	([4])	7.8	([4])
Other marketings[5]	3,016.6	2.4	2,904.3	2.8
Total farm products	83,953.7	67.9	75,041.8	72.7
Supplies purchased:				
Crop protectants	3,643.8	3.0	2,956.8	2.9
Feed	5,486.0	4.4	3,998.3	3.9
Fertilizer	7,402.2	6.0	4,966.4	4.8
Petroleum	14,084.8	11.4	8,445.8	8.2
Seed	1,520.1	1.2	1,051.1	1.0
Other supplies[6]	4,004.4	3.2	3,337.9	3.2
Total farm supplies	36,141.3	29.3	24,756.2	24.0
Services and other income:				
Trucking, cotton ginning, storage, grinding, locker plants, misc.[7]	3,470.7	2.8	3,470.7	3.4
Total business	123,565.8	100.0	103,268.8	100.0

[1] Gross includes and net excludes inter-cooperative business. Totals may not add due to rounding.
[2] Excludes cottonseed. Cottonseed oil is included in other marketings while cottonseed meal is included in feed.
[3] Includes eggs, turkeys, ratite, squab, and related products.
[4] Less than 0.05 percent.
[5] Includes coffee, fish, forest products, hay, hops, seed marketed for growers, nursery stock, ethanol, 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.
[6] Includes building materials, containers and packaging supplies, farm machinery and equipment, meats and groceries, automotive supplies, hardware, chicks, and other supplies not separately classified.
[7] Charges for services related to marketing or purchasing, but not included in the volume reported for those activities, plus other income.

ally increased 7 percent[2], the first increase in the past 5 years due to higher commodity prices and lower supply costs in 2001.

Gross dollar volume of farm products marketed by cooperatives increased (4.4 percent), from $80.4 billion in 2000 to $84 billion in 2001. The net volume of farm products marketed was up 3.6 percent from 2000—$72.1 billion to $75 billion. Net marketing business volume accounted for 72.7 percent of the total in 2001.

Figure 8 illustrates the leading products marketed by cooperatives based on net marketing business volume. Dairy (milk and milk products) led with 34.9 percent, followed by grain and oilseed (excluding cottonseed) with 24.1 percent, and livestock with 12.7 percent. The importance of dairy and livestock were up compared with 2000, while grain and oilseed percentage of net marketing business volume dropped over 1 percentage point.

Gross volume of all farm supplies handled was down 1.8 percent to $36.1 billion from $36.8 billion in 2000. Net farm supply volume of $24.8 billion, up 2.8 percent from $24.1 billion, accounted for 24 percent of the total net business volume.

The leading farm production supplies handled by cooperatives in terms of net business volume were petroleum, 34.1 percent; fertilizer, 20.1; and feed, 16.2 percent (figure 9). While the importance of seed, petroleum, and fertilizer increased in 2001, feed, crop protectants and "other" supplies were down a combined 7.6 percent.

Receipts for services provided by marketing, farm supply, and related-service cooperatives, plus other income, decreased 1.1 percent to $3.5 billion. Service receipts and other income represented 3.4 percent of total net business volume.

Table 11 shows gross and net business volume by State. Sales were allocated to the State in which the product marketed was originated and the farm supplies were sold. Minnesota led the States in total gross and net business volume with $11.9 billion and $9.9 billion, respectively, followed by Iowa with $11.6 billion in gross business and $9.2 billion in net business volume.

Net Income

Total net income (adjusted for losses and before taxes) for all cooperatives in 2001 was $1.36 billion, including inter-cooperative dividends and refunds (table 12). Cooperatives operating strictly on a pooling basis were excluded. Net income was up 6.3 percent from the $1.28 billion in 2000. Patronage refunds received from other cooperatives, including CoBank, totaled $316.2 million, up 34.5 percent from $235.1 million in 2000.

Marketing cooperatives' total net income of $809.5 million was down (6.7 percent) from the $867.4 million generated in 2000. The drop was mainly due to a decline by grain and livestock and poultry cooperatives. Grain and dairy cooperatives with the largest net incomes, together, accounted for most (75.7 percent) of marketing cooperatives' net income and 45.2 percent of total net income (figure 10).

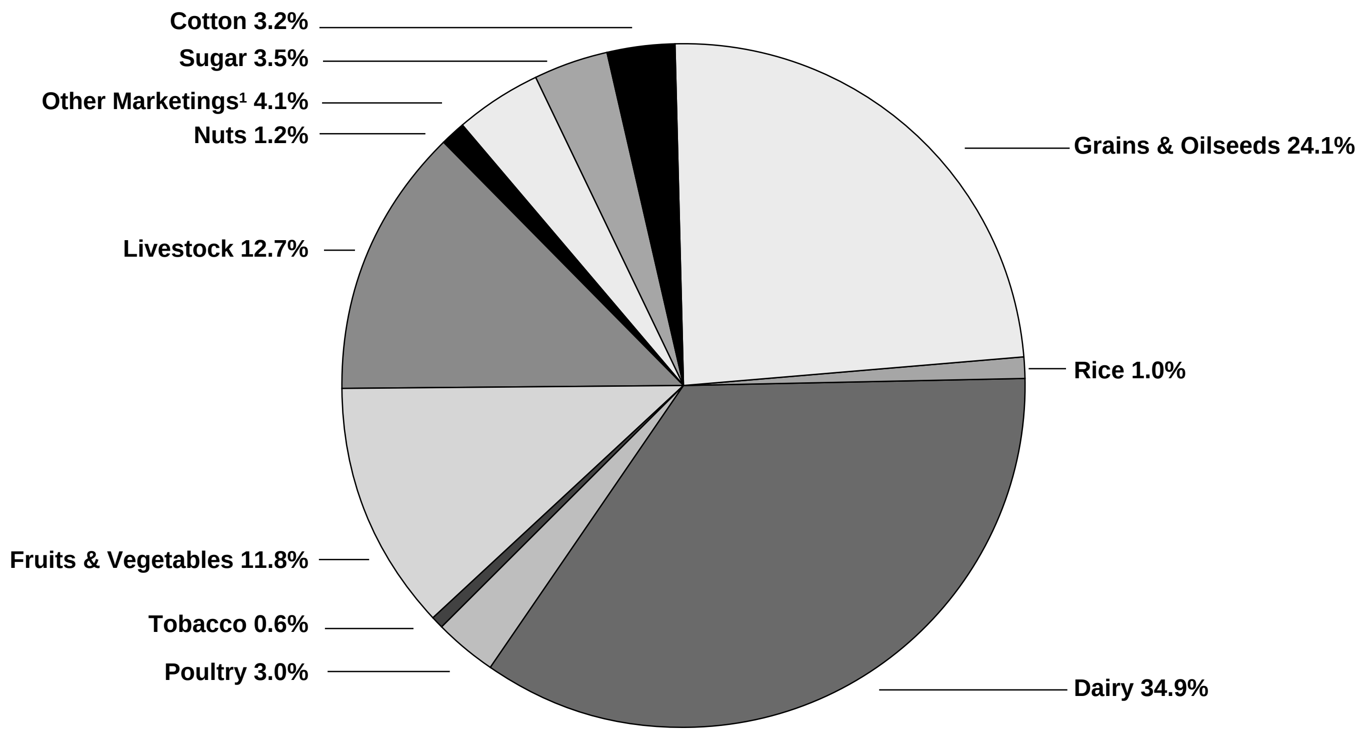
Total net income of farm supply cooperatives was $429 million in 2001, up 37.9 percent from $311.2 million in 2000. They accounted for 31.6 percent of cooperatives' total net income in 2001, compared with 24.4 percent in 2000. Income from their own operations, excluding patronage refunds from other cooperatives and CoBank, was $312.1 million, up 42.8 percent from $218.6 million in 2000.

Farmer cooperatives' net income from their operations in 2001 totaled $1,040.7 million, down slightly from $1,041.1 million. More than 23.3 percent, or $316.2 million, of total net income ($1,356.9 million) was generated by other cooperatives and CoBank, up 34.5 percent from $235.1 million in 2000. Marketing cooperatives' net income from other cooperatives, including CoBank, totaled $172 million, up from $120 million or 43.3 percent. Grain cooperatives' net income from other cooperatives totaled $85.1 million, or 26.9 percent of their total net income, up from $73.4 million, or 15.9 percent in 2000.

Income before adjusting for losses was $1,798.9 million compared with $1,630.1 million in 2000. Losses totaled $441.9 million in 2001, up from $353.9 million in 2000. Number of cooperatives with loss-

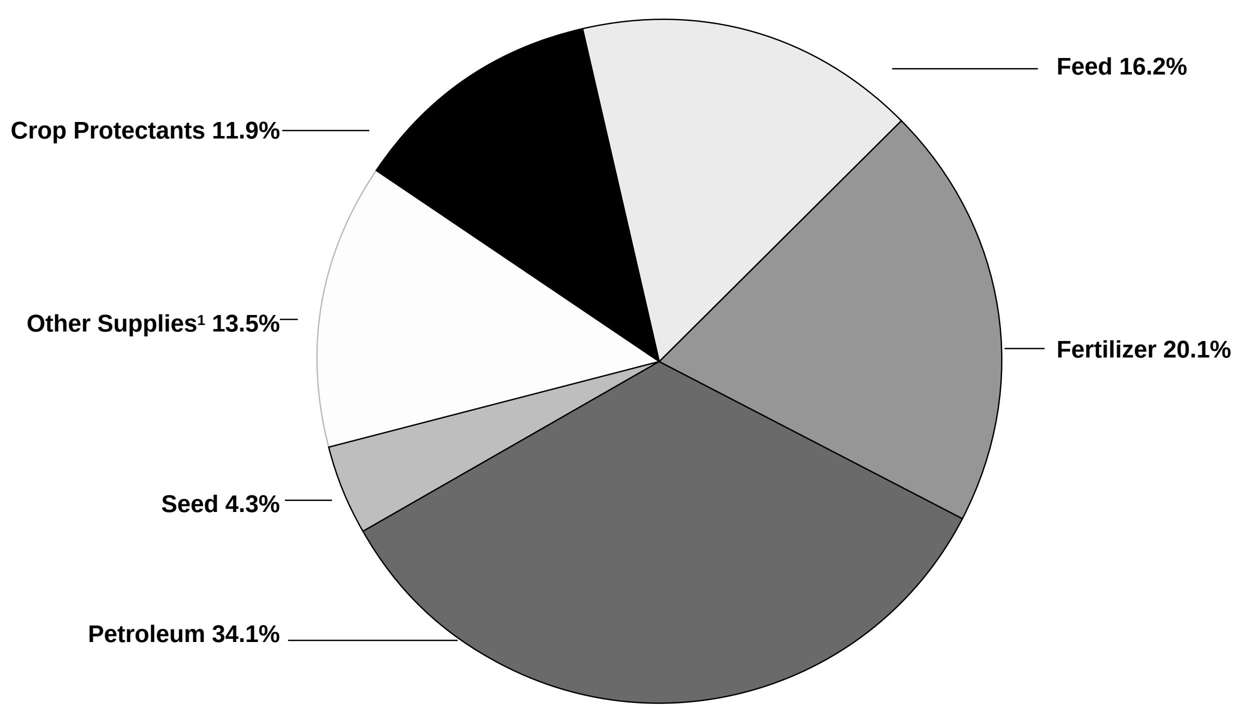
[2] Deflated 2001 cooperative business volume was $84.9 billion, down 18 percent from the actual $103.3 billion but higher than the deflated volume of $79.7 billion in 2000. Deflated values were derived by dividing the index of prices received for all farm products and farm supplies (inputs) and service income by the index of prices paid by farmers for all production items and then multiplying this value by net business volume, where 1991=100.

Figure 8— Relative Importance of Farm Products Marketed by Cooperatives, 2001



Percentage based on a total net marketing business volume of $75.0 billion.
[1] Includes wool and mohair, dry beans and peas, fish, and other miscellaneous marketings.

Figure 9— Relative Importance of Farm Supplies Handled by Cooperatives, 2001



Percentage based on a net farm supply business volume of $24.8 billion.
[1] Includes building materials; tires, batteries and accessories; equipment; animal health products; pet food; semen; hardware; food; clothing; etc.

Table 11— **Cooperatives' gross and net business volumes,[1] by commodity and State, 2001[2]**

State	Business volume	
	Gross	Net
	1,000 dollars	
PRODUCTS MARKETED:		
BEANS AND PEAS, DRY EDIBLE		
California	21,543	21,543
North Dakota	33,101	33,101
Other States	99,477	96,784
United States	154,120	151,427
COTTON		
California	419,924	386,862
Texas	614,098	590,218
Other States	1,423,319	1,423,293
United States	2,457,339	2,400,371
DAIRY		
California	2,748,360	2,729,191
Illinois	1,622,674	1,232,098
Iowa	1,695,277	1,460,111
Massachusetts	67,427	64,458
Minnesota	3,581,506	3,340,848
New Mexico	476,767	453,084
New York	1,743,247	1,254,041
North Dakota	307,491	282,930
Ohio	148,806	125,852
Oregon	358,792	305,260
Pennsylvania	540,128	410,149
Virginia	147,171	107,626
Wisconsin	6,146,892	5,732,286
Other States	9,740,728	8,610,775
Foreign[3]	83,612	78,010
United States	29,408,877	26,186,721
FRUITS AND VEGETABLES		
Arizona	90,752	48,526
Arkansas	3,358	3,164
California	2,877,242	2,584,936
Colorado	14,501	14,501
Florida	1,323,721	1,205,223
Hawaii	8,125	8,125
Idaho	301,261	301,261
Kentucky	5,217	5,217
Maine	10,987	10,987
Massachusetts	495,701	495,701
Michigan	882,821	726,774
Minnesota	8,184	8,184
New Jersey	191,056	191,056
New York	635,592	523,572
North Carolina	31,415	28,145

State	Business volume	
	Gross	Net
	1,000 dollars	
FRUITS AND VEGETABLES (Continued)		
North Dakota	15,948	15,948
Ohio	19,868	17,465
Oregon	450,502	445,457
Pennsylvania	378,982	362,246
Texas	60,190	21,586
Washington	1,059,948	1,040,968
Other States	722,705	665,590
Foreign[3]	97,614	97,614
United States	9,685,688	8,822,247
GRAINS AND OILSEEDS, EXCLUDING COTTONSEED		
Colorado	235,555	208,467
Idaho	84,131	57,803
Illinois	2,008,141	1,879,668
Indiana	472,620	452,546
Iowa	4,023,718	3,354,093
Kansas	2,049,589	1,506,224
Michigan	155,554	148,782
Minnesota	3,200,999	2,394,477
Mississippi	113,906	110,470
Missouri	909,929	562,029
Montana	316,264	204,034
Nebraska	2,342,390	1,785,377
North Dakota	1,658,241	1,307,719
Ohio	703,015	686,811
Oklahoma	454,764	310,133
South Dakota	1,208,751	1,020,195
Texas	714,162	463,636
Washington	510,176	454,659
Other States	1,219,111	998,502
Foreign[3]	238,150	149,695
United States	22,619,166	18,055,321
LIVESTOCK		
Alabama	31,576	31,576
Idaho	98,829	98,829
Indiana	186,350	186,350
Kentucky	83,878	83,878
Mississippi	48,735	48,735
Missouri	687,261	687,261
North Dakota	96,017	96,017
Ohio	915,667	915,667
Virginia	10,010	10,010
West Virginia	2,910	2,910
Wisconsin	594,794	594,794

Continued

Table 11— **Cooperatives' gross and net business volumes,[1] by commodity and State, 2001[2]** (continued)

State	Business volume	
	Gross	Net
	1,000 dollars	
LIVESTOCK (Continued)		
Other States	6,802,364	6,802,364
Foreign[3]	565	565
United States	9,558,957	9,558,957
NUTS		
California	719,236	719,236
Other States	174,044	174,044
United States	893,281	893,281
POULTRY[4]		
California	30,601	30,601
Utah	147,338	147,338
Other States	2,038,756	2,038,756
United States	2,216,694	2,216,694
RICE		
California	158,104	158,104
Louisiana	16,486	16,486
Texas	36,336	36,336
Other States	545,337	545,337
United States	756,262	756,262
SUGAR		
Idaho	469,994	468,183
Louisiana	350,749	350,749
Michigan	127,072	119,827
Minnesota	723,533	682,784
Montana	56,293	56,293
Wyoming	34,090	34,090
Other States	972,483	931,734
Foreign[3]	4,015	4,015
United States	2,738,229	2,647,675
TOBACCO		
Kentucky	80,466	80,466
North Carolina	311,743	311,743
Tennessee	40,850	40,850
Virginia	5,088	5,088
Other States	2,612	2,612
United States	440,759	440,759
WOOL AND MOHAIR		
Idaho	6	6
Montana	205	205
North Dakota	25	25

State	Business volume	
	Gross	Net
	1,000 dollars	
WOOL AND MOHAIR (Continued)		
Ohio	556	556
Pennsylvania	97	97
Utah	635	635
West Virginia	70	70
Wyoming	194	194
Other States	5,871	5,871
Foreign[3]	107	107
United States	7,781	7,781
MISCELLANEOUS MARKETING[5]		
Alaska	10,354	10,354
California	64,834	64,834
Florida	14,155	14,155
Georgia	1,675	1,675
Hawaii	3,360	3,360
Maine	38,688	38,688
Minnesota	660,837	633,323
North Dakota	174,691	174,681
Washington	81,058	81,058
Other States	1,954,035	1,869,289
Foreign[3]	12,897	12,897
United States	3,016,585	2,904,315
TOTAL FARM PRODUCTS MARKETED		
Alabama	674,329	671,322
Alaska	10,920	10,920
Arizona	620,239	570,243
Arkansas	1,188,326	1,171,582
California	7,165,107	6,820,571
Colorado	644,612	592,294
Florida	2,200,376	2,054,252
Georgia	1,272,542	1,228,963
Hawaii	22,157	22,157
Idaho	1,208,367	1,177,680
Illinois	4,063,825	3,535,166
Indiana	1,136,058	998,565
Iowa	7,455,890	6,538,385
Kansas	4,266,349	3,637,478
Kentucky	289,194	287,259
Louisiana	662,293	604,334
Maine	115,672	113,125
Maryland	249,733	167,716
Massachusetts	566,967	563,998
Michigan	1,946,946	1,758,484
Minnesota	8,516,887	7,398,751

Continued

Table 11— **Cooperatives' gross and net business volumes,[1] by commodity and State, 2001[2]** (continued)

TOTAL FARM PRODUCTS MARKETED (Continued)

State	Business volume Gross	Business volume Net
	1,000 dollars	
Mississippi	769,935	765,735
Missouri	3,908,593	3,216,905
Montana	433,399	321,170
Nebraska	4,092,744	3,394,554
New Jersey	285,554	283,026
New Mexico	508,636	484,711
New York	2,613,995	2,009,868
North Carolina	695,946	657,389
North Dakota	2,806,299	2,390,456
Ohio	2,098,069	2,049,846
Oklahoma	1,360,265	1,196,664
Oregon	1,299,263	1,151,134
Pennsylvania	1,033,950	887,236
South Carolina	113,271	105,679
South Dakota	1,965,594	1,749,427
Tennessee	147,113	136,283
Texas	3,626,316	3,153,075
Utah	279,044	252,515
Vermont	472,310	451,172
Virginia	216,259	176,487
Washington	2,700,130	2,616,957
West Virginia	18,269	14,101
Wisconsin	7,420,495	6,997,237
Wyoming	66,355	65,871
Other States	308,182	248,165
Foreign[3]	436,959	342,902
United States	83,953,737	75,041,810

FARM SUPPLIES PROVIDED:

CROP PROTECTANTS

State	Gross	Net
Alabama	59,766	36,485
Arkansas	103,952	84,066
California	24,356	24,290
Colorado	44,353	39,929
Florida	18,167	15,412
Georgia	175,536	168,035
Idaho	23,934	16,718
Illinois	447,644	280,401
Indiana	166,312	158,549
Iowa	438,131	343,147
Kansas	131,654	115,542
Kentucky	59,864	53,145
Louisiana	26,680	22,215
Maryland	20,094	18,820
Massachusetts	2,295	2,295
Michigan	44,913	44,090
Minnesota	306,607	253,592

CROP PROTECTANTS (Continued)

State	Gross	Net
Mississippi	34,877	29,650
Missouri	108,256	73,343
Montana	37,243	30,028
Nebraska	221,774	187,444
New York	31,514	31,514
North Dakota	142,290	118,470
Ohio	108,359	108,252
Oklahoma	21,402	20,300
Oregon	62,697	56,689
Pennsylvania	30,874	30,874
South Dakota	150,699	126,837
Tennessee	114,302	68,244
Texas	56,068	52,810
Utah	7,228	7,225
Virginia	34,417	29,317
Washington	88,631	78,642
West Virginia	4,190	3,889
Wisconsin	158,646	121,419
Wyoming	3,566	3,540
Other States	109,778	100,784
Foreign[3]	22,724	773
United States	3,643,793	2,956,777

FEED

State	Gross	Net
Alabama	53,795	36,923
Arkansas	78,979	75,136
California	130,943	79,199
Colorado	44,267	42,708
Florida	35,256	32,450
Georgia	34,127	26,944
Idaho	44,996	13,655
Illinois	223,267	200,017
Indiana	77,020	74,670
Iowa	986,477	672,798
Kansas	163,094	141,895
Kentucky	67,689	56,758
Louisiana	26,117	23,878
Maryland	43,851	38,343
Massachusetts	19,521	19,043
Michigan	64,858	63,485
Minnesota	577,919	395,504
Mississippi	42,192	40,008
Missouri	181,308	141,326
Montana	20,543	15,256
Nebraska	197,979	135,198
New York	123,633	111,897

Continued

Table 11— **Cooperatives' gross and net business volumes,[1] by commodity and State, 2001[2]** (continued)

State	Business volume: Gross	Business volume: Net
	1,000 dollars	
FEED (Continued)		
North Dakota	60,037	47,790
Ohio	108,518	107,814
Oklahoma	52,335	48,188
Oregon	164,685	46,514
Pennsylvania	102,618	99,833
South Dakota	213,815	176,332
Tennessee	185,908	115,269
Texas	129,504	114,022
Utah	87,158	85,587
Virginia	135,527	119,080
Washington	131,195	33,022
West Virginia	22,585	19,014
Wisconsin	478,171	287,612
Wyoming	4,979	4,893
Other States	268,225	205,367
Foreign[3]	102,859	50,859
United States	5,485,950	3,998,286
FERTILIZER		
Alabama	146,835	100,409
Arkansas	121,727	100,225
California	130,164	121,452
Colorado	105,689	89,919
Florida	125,741	50,844
Georgia	106,716	92,571
Idaho	60,292	42,495
Illinois	796,161	434,294
Indiana	319,301	244,758
Iowa	827,502	506,196
Kansas	328,828	273,530
Kentucky	117,347	108,904
Louisiana	28,222	24,995
Maryland	35,087	32,623
Massachusetts	3,611	3,611
Michigan	68,607	65,220
Minnesota	610,541	370,641
Mississippi	65,662	57,166
Missouri	358,399	234,510
Montana	82,323	56,883
Nebraska	430,809	314,597
New York	56,686	51,196
North Dakota	345,761	186,996
Ohio	238,097	173,644
Oklahoma	116,645	79,236
Oregon	110,997	90,567
Pennsylvania	42,363	42,246
South Dakota	253,841	165,263
FERTILIZER (Continued)		
Tennessee	203,751	132,963
Texas	168,778	110,768
Utah	28,829	28,361
Virginia	92,329	86,322
Washington	114,810	98,677
West Virginia	12,040	9,972
Wisconsin	290,621	179,655
Wyoming	14,824	11,632
Other States	177,384	159,051
Foreign[3]	264,903	34,054
United States	7,402,223	4,966,445
PETROLEUM		
Alabama	14,779	13,777
Arkansas	99,725	85,500
California	9,734	7,560
Colorado	349,019	236,106
Florida	12,194	12,036
Georgia	135,728	44,208
Idaho	207,681	111,750
Illinois	1,127,651	653,260
Indiana	775,309	416,457
Iowa	1,202,465	652,668
Kansas	1,869,732	378,741
Kentucky	137,057	100,598
Louisiana	15,054	13,566
Maryland	122,064	105,548
Massachusetts	17,884	17,884
Michigan	208,373	118,732
Minnesota	1,169,590	799,583
Mississippi	27,657	23,420
Missouri	669,054	524,155
Montana	322,301	221,951
Nebraska	593,957	422,606
New York	286,357	278,682
North Dakota	503,416	348,491
Ohio	192,963	151,370
Oklahoma	280,416	136,884
Oregon	256,133	173,895
Pennsylvania	263,543	259,501
South Dakota	421,177	300,846
Tennessee	267,509	116,570
Texas	223,943	144,541
Utah	128,602	41,936
Virginia	355,472	231,691

Continued

Table 11— **Cooperatives' gross and net business volumes,[1] by commodity and State, 2001[2]** (continued)

State	Business volume Gross	Business volume Net
	1,000 dollars	
PETROLEUM (Continued)		
Washington	300,440	210,428
West Virginia	33,005	29,081
Wisconsin	881,946	678,907
Wyoming	185,567	119,185
Other States	212,942	200,466
Foreign[3]	204,407	63,174
United States	14,084,842	8,445,751
SEED		
Alabama	63,941	24,224
Arkansas	33,664	33,037
California	22,940	22,940
Colorado	4,928	4,928
Florida	6,822	4,571
Georgia	11,440	10,332
Idaho	36,978	8,392
Illinois	121,385	83,239
Indiana	45,446	29,553
Iowa	174,234	95,530
Kansas	20,970	20,970
Kentucky	36,123	33,325
Louisiana	10,751	10,577
Maryland	12,630	11,634
Massachusetts	2,685	2,542
Michigan	16,447	16,447
Minnesota	111,375	79,614
Mississippi	21,384	20,987
Missouri	174,621	57,289
Montana	24,069	17,715
Nebraska	48,568	39,039
New York	21,416	21,019
North Dakota	40,669	31,141
Ohio	38,061	38,035
Oklahoma	6,336	6,336
Oregon	21,637	21,637
Pennsylvania	20,137	19,754
South Dakota	57,494	47,429
Tennessee	79,410	51,839
Texas	20,892	20,891
Utah	2,369	2,366
Virginia	30,710	28,589
Washington	28,906	25,730
West Virginia	5,996	5,494
Wisconsin	87,120	55,601

State	Business volume Gross	Business volume Net
	1,000 dollars	
SEED (Continued)		
Wyoming	664	664
Other States	50,381	46,473
Foreign[3]	6,507	638
United States	1,520,107	1,051,064
MISCELLANEOUS SUPPLIES[6]		
Alabama	84,861	46,835
Arkansas	72,830	70,452
California	125,648	88,092
Colorado	91,916	74,050
Florida	178,793	174,412
Georgia	32,260	25,011
Idaho	39,778	36,650
Illinois	151,595	98,898
Indiana	92,060	76,420
Iowa	199,655	145,261
Kansas	113,123	81,290
Kentucky	71,601	62,114
Louisiana	22,761	21,619
Maryland	35,910	33,375
Massachusetts	21,282	19,941
Michigan	67,502	61,400
Minnesota	265,676	233,734
Mississippi	43,416	41,721
Missouri	198,215	151,012
Montana	51,357	48,918
Nebraska	105,393	86,622
New York	126,355	121,990
North Dakota	129,255	121,560
Ohio	75,787	67,053
Oklahoma	41,259	31,305
Oregon	129,011	125,825
Pennsylvania	97,879	94,930
South Dakota	91,497	80,323
Tennessee	271,063	155,414
Texas	86,971	67,911
Utah	46,799	44,251
Virginia	169,344	148,984
Washington	129,004	99,875
West Virginia	17,178	17,178
Wisconsin	254,636	246,484
Wyoming	36,914	33,696
Other States	220,794	196,032
Foreign[3]	15,012	7,265
United States	4,004,391	3,337,902

Continued

Table 11— **Cooperatives' gross and net business volumes,[1] by commodity and State, 2001[2]** (continued)

State	Business volume Gross	Business volume Net
	1,000 dollars	
TOTAL FARM SUPPLIES		
Alabama	423,977	258,654
Arkansas	510,876	448,416
California	443,786	343,533
Colorado	640,173	487,639
Florida	376,973	289,725
Georgia	495,806	367,100
Idaho	413,658	229,661
Illinois	2,867,703	1,750,110
Indiana	1,475,447	1,000,408
Iowa	3,828,464	2,415,600
Kansas	2,627,401	1,011,968
Kentucky	489,681	414,844
Louisiana	129,585	116,850
Maryland	269,636	240,343
Massachusetts	67,278	65,316
Michigan	470,699	369,374
Minnesota	3,041,706	2,132,668
Mississippi	235,188	212,951
Missouri	1,689,853	1,182,174
Montana	537,837	390,751
Nebraska	1,598,479	1,185,506
New York	645,961	616,298
North Dakota	1,221,429	854,449
Ohio	761,786	646,168
Oklahoma	518,392	322,249
Oregon	745,160	515,128
Pennsylvania	557,414	547,138
South Dakota	1,188,524	897,031
Tennessee	1,121,944	640,300
Texas	686,155	510,943
Utah	300,985	209,726
Virginia	817,799	643,983
Washington	792,985	546,373
West Virginia	94,995	84,629
Wisconsin	2,151,141	1,569,677
Wyoming	246,514	173,610
Other States	1,039,503	908,171
Foreign[3]	616,412	156,761
United States	36,141,305	24,756,224
SERVICES PROVIDED[7]		
Alabama	19,813	19,813
Arizona	15,964	15,964
Arkansas	50,858	50,858
SERVICES PROVIDED[7] (Continued)		
California	408,582	408,582
Georgia	80,891	80,891
Hawaii	3,432	3,432
Illinois	185,108	185,108
Louisiana	14,519	14,519
Michigan	70,263	70,263
Minnesota	364,313	364,313
Mississippi	77,051	77,051
New Mexico	10,097	10,097
New York	199,625	199,625
North Carolina	18,506	18,506
North Dakota	47,267	47,267
Ohio	96,000	96,000
Oklahoma	43,186	43,186
Pennsylvania	6,356	6,356
Texas	212,443	212,443
Virginia	26,311	26,311
Washington	167,780	167,780
Wisconsin	171,517	171,517
Other States	1,180,837	1,180,837
United States	3,470,717	3,470,717
TOTAL		
Alabama	1,118,120	949,788
Alaska	58,209	43,561
Arizona	665,398	607,896
Arkansas	1,750,060	1,670,856
California	8,017,475	7,572,686
Colorado	1,323,484	1,118,632
Connecticut	266,362	214,144
Delaware	117,725	103,958
Florida	2,646,906	2,413,535
Georgia	1,849,239	1,676,955
Hawaii	48,951	28,829
Idaho	1,637,072	1,422,387
Illinois	7,116,637	5,470,384
Indiana	2,683,166	2,070,633
Iowa	11,562,600	9,232,231
Kansas	7,038,751	4,794,447
Kentucky	784,605	707,833
Louisiana	806,397	735,703
Kentucky	784,605	707,833
Louisiana	806,397	735,703
Maine	228,675	225,165
Maryland	522,792	411,482

Continued

Table 11— **Cooperatives' gross and net business volumes,[1] by commodity and State, 2001[2]** (continued)

State	Business volume Gross	Business volume Net	State	Business volume Gross	Business volume Net
	1,000 dollars			*1,000 dollars*	
TOTAL (Continued)			Pennsylvania	1,597,720	1,440,730
Massachusetts	641,987	637,056	South Carolina	202,769	185,466
Michigan	2,487,908	2,198,121	South Dakota	3,207,161	2,699,501
Minnesota	11,922,906	9,895,732	Tennessee	1,301,410	808,937
Mississippi	1,082,174	1,055,738	Texas	4,524,914	3,876,461
Missouri	5,810,489	4,611,124	Utah	629,882	512,095
Montana	978,469	719,154	Vermont	545,212	523,119
Nebraska	5,831,761	4,720,598	Virginia	1,060,369	846,781
New Jersey	393,966	388,148	Washington	3,660,895	3,331,110
New Mexico	535,221	507,304	West Virginia	113,815	99,281
New York	3,459,582	2,825,792	Wisconsin	9,743,153	8,738,431
North Carolina	1,069,688	975,355	Wyoming	314,431	241,042
North Dakota	4,074,994	3,292,172	Other States	119,135	110,730
Ohio	2,955,855	2,792,014	Foreign[3]	1,053,371	499,664
Oklahoma	1,921,843	1,562,099	United States	123,565,760	103,268,751
Oregon	2,082,055	1,703,893			

1 Data covering operations of cooperatives whose business years ended in calendar 2001. Includes independent local cooperatives, federations, centralized regionals, and those with mixed organizational structures. Products marketed were allocated to the States in which they were originated and farm supply sales were allocated to the States in which they were sold; service volume and other income were allocated to the States of origin when services related to farm products marketed or to the State of destination when related to farm supplies sold.

2 Gross business volume includes sales between cooperatives while net business volume excludes such sales. States listed had more than two cooperatives handling the commodity or farm supply or where disclosure was 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 eggs, turkeys, ratite, squab, and related products.

5 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.

6 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.

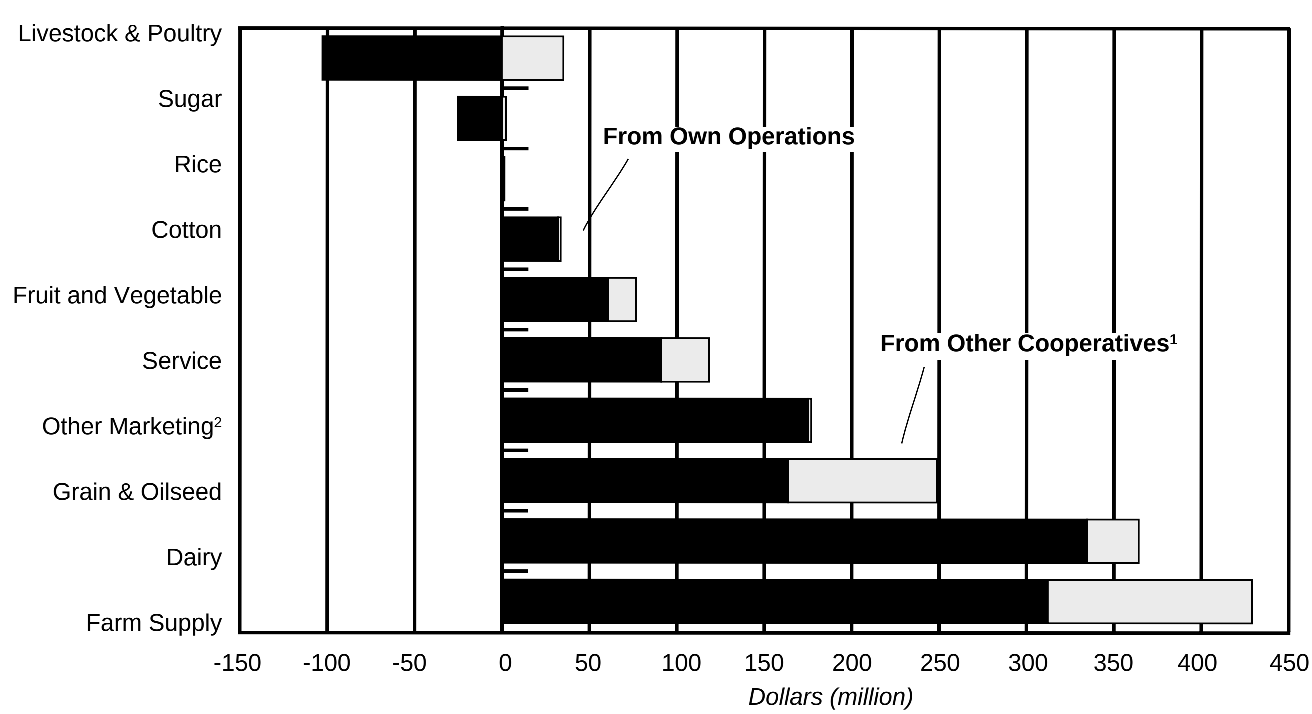
7 Income from services related to marketing and purchasing activities not included in the volumes reported for these activities.

Table 12— **Farmer cooperatives' net income, 2001**[1]

Principal product(s) marketed and major function	Cooperatives[2]	Total net income	Income from own operations	Income from other co-ops[3]
	Number	*Million dollars*		
Products marketed:				
Cotton	14	33.4	31.9	1.5
Dairy	204	364.2	334.7	29.5
Fruits & vegetables	220	76.6	60.7	15.9
Grains and oilseeds[4]	789	248.8	163.7	85.1
Livestock and poultry	89	-67.3	-102.5	35.3
Rice	15	.1	-.6	.7
Sugar	48	-23.2	-25.3	2.1
Other marketings[5]	227	176.8	174.9	2.0
Total marketing	1,606	809.5	637.5	172.0
Total farm supply	1,234	429.0	312.1	116.9
Total related-service	389	118.4	91.1	27.3
Combined total	3,229	1,356.9	1,040.7	316.2

[1] Adjusted for losses and before taxes. Totals may not add due to rounding.
[2] Includes number of cooperatives operating on a strictly pooling basis, but not their pool proceeds.
[3] Includes patronage refunds from CoBank.
[4] Excludes cottonseed. Cottonseed oil is included in other marketings while cottonseed meal is included in farm supplies (feed).
[5] Includes dry edible beans and peas, fish, nuts, tobacco, wool, and miscellaneous products.

Figure 10— **Net Income or Loss, by Type of Cooperative, 2001**



[1] Includes dividends and patronage refunds from other farmer cooperatives, and CoBank.
[2] Includes dry bean and pea, nut, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.

es was down slightly, from 625 to 620. Increased losses for 2001 stemmed mainly from livestock and poultry cooperatives, from a $101.5 million loss in 2000 that grew to $134.1 million in 2001. Fruit and vegetable cooperative losses dropped significantly, $20.7 million in 2001 compared with $93.5 million in 2000.

Marketing cooperative losses totaled $240.3 million in 2001, compared with $245.9 million in 2000. Related-service cooperative losses in 2001 totaled $5.5 million, compared with $7.2 million the previous year. Losses among farm supply cooperatives increased significantly from $100.7 million in 2000 to $196.2 million in 2001.

Balance Sheet

Combined assets for all farmer cooperatives totaled nearly $48.5 billion in 2001, down 2.5 percent from $49.7 billion in 2000 (table 13). Total assets of cooperatives, excluding inter-cooperative investments, was down 3 percent to $43.3 billion, compared with $44.6 billion in 2000.

Total liabilities of $28.3 billion were down 3.8 percent from $29.4 billion in 2000. Net worth, or member and patron equity, was down to $20.1 billion compared with $20.3 billion in 2000. The proportion of total assets financed by member and patron equity increased from 40.8 percent to 41.6 percent.

Net worth, or member and patron equity, for all marketing cooperatives totaled $12.4 billion, down 2.2 percent from 2000. Marketing cooperatives accounted for 61.4 percent of farmer cooperatives' combined net worth, down from 62.4 percent in 2000. The figure for farm supply cooperatives was $7.2 billion, up 1.2 percent from $7.1 billion in 2000 or 36 percent of the total. Rice cooperatives had the highest percentage of total assets financed by net worth of all marketing cooperatives, at 53.2 percent (figure 11). "Other" marketing cooperatives ranked second while at 46 percent, grain and oilseed cooperatives were third. The lowest, 30.1 percent, was for cooperatives primarily marketing fruits and vegetables. Marketing and farm supply cooperatives had 38.9 percent and 46.3 percent, respectively, of their assets financed by net worth.

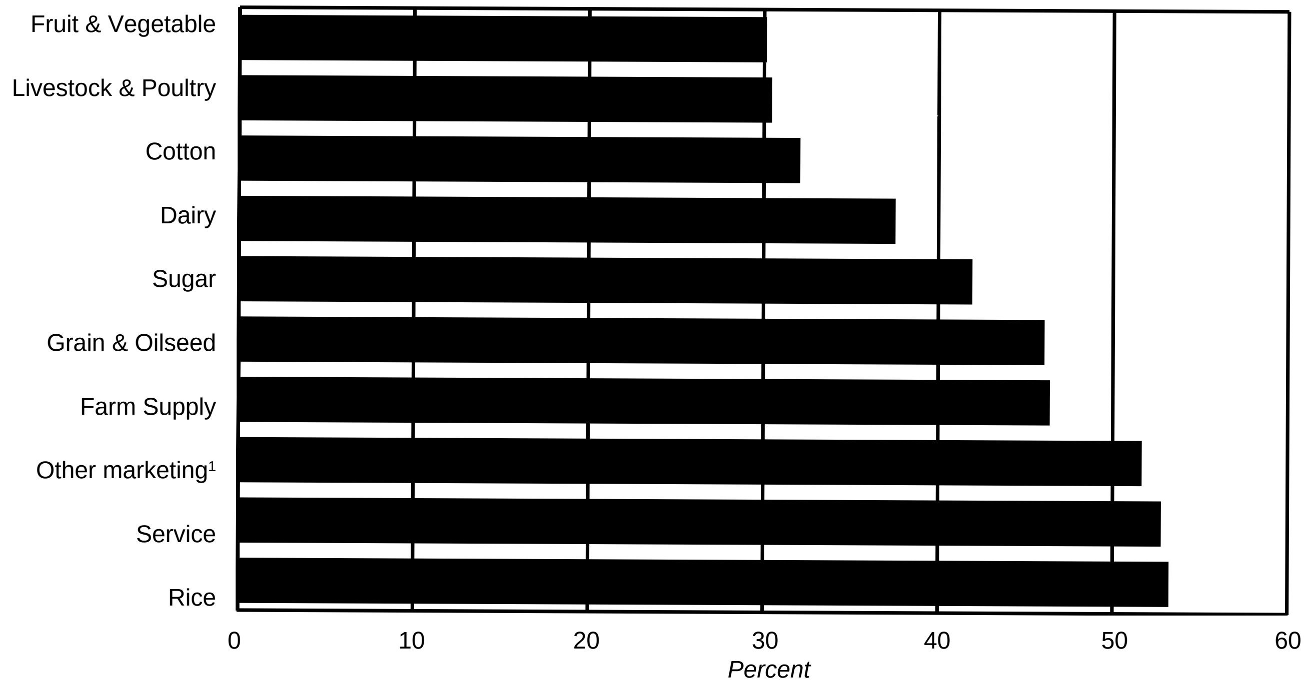
Of the $48.5 billion in total assets, marketing cooperatives accounted for $31.8 billion, down 3.1

Table 13—**Combined balance sheet data for farmer cooperatives, 2001**[1]

Principal product(s) marketed and major function	Cooperatives	Total assets	Total liabilities	Net worth
	Number	*Million dollars*		
Products marketed:				
Cotton	14	1042.4	708.6	333.8
Dairy	204	8,668.6	5,419.4	3,249.3
Fruits & vegetables	220	5,083.4	3,554.3	1,529.1
Grain and oilseed[2]	789	7,427.3	4,008.4	3,418.9
Livestock and poultry	89	4,291.0	2,991.4	1,299.7
Rice	15	491.5	230.1	261.3
Sugar	48	2,244.4	1,304.2	940.2
Other marketings[3]	227	2,598.6	1,257.4	1341.3
Total marketing	1,606	31,847.3	19,473.7	12,373.6
Total farm supply	1,234	15,481.3	8,306.4	7,174.9
Total related-service	389	1,136.7	537.4	599.3
Combined total	3,229	48,465.2	28,317.5	20,147.7

[1] Totals may not add due to rounding.
[2] Excludes cottonseed. Cottonseed oil is included in other marketings while cottonseed meal is included in farm supplies (feed).
[3] Includes dry edible beans and peas, fish, nuts, tobacco, wool, cottonseed, and miscellaneous products.

Figure 11— **Percentage of Cooperatives' Assets Financed by Net Worth, by Type of Cooperative, 2001**



[1] Includes dry bean and pea, nut, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.

Table 14— **Combined assets for farmer cooperatives, 2001[1]**

Principal product(s) marketed and major function	Cooperatives[2]	Assets of own operations	Investments in other co–ops[3]	Total assets	Investments in other co–ops as percent of total
	Number		*Million dollars*		*Percent*
Products marketed:					
Cotton	14	1,011.3	31.2	1,042.4	3.0
Dairy	204	7,870.8	797.8	8,668.6	9.2
Fruits & vegetables	220	4,927.0	156.3	5,083.4	3.1
Grains and oilseeds[4]	789	6,233.1	1,194.2	7,427.3	16.1
Livestock and poultry	89	3,839.0	452.1	4,291.0	10.5
Rice	15	475.9	15.6	491.5	3.2
Sugar	48	2,166.1	78.2	2,244.4	3.5
Other marketing[5]	227	2,559.1	39.5	2,598.6	1.5
Total marketing	1,606	29,082.3	2,765.0	31,847.3	8.7
Total farm supplies	1,234	13,166.1	2,315.2	15,481.3	15.0
Total services	389	1,036.7	100.0	1,136.7	8.8
Combined total	3,229	43,285.0	5,180.2	48,456.2	10.7

[1]Totals may not add due to rounding.

[2] Many cooperatives have multiproduct and multifunctional operations. Most are classified according to predominant commodity or function as indicated by business volume.

[3] Also includes investments in CoBank.

[4] Excludes cottonseed. Cottonseed oil is included in other marketing while cottonseed meal is included in farm supplies (feed).

[5] Includes dry edible beans and peas, fish, nuts, tobacco, wool, and miscellaneous products.

percent from 2000 (table 14). Cooperatives primarily handling grains and oilseeds (excluding cottonseed) had total assets of $7.4 billion in 2001, up 2.1 percent from $7.3 billion in 2000. Among the marketing cooperatives, those primarily handling grains and oilseeds also maintained the largest proportion of their assets as investments in other cooperatives in both 2001 (16.1 percent) and 2000 (16 percent). Dairy cooperatives invested 9.2 percent of their assets in other cooperatives, down from 9.5 percent in 2000.

Assets of marketing cooperatives, excluding investments in other cooperatives and CoBank, totaled $29.1 billion, down 3.4 percent from $30.1 billion in 2000.

Assets of farm supply cooperatives were down 2.8 percent from $15.5 billion to $15.9 billion in 2000. Excluding inter-cooperative investments, total assets decreased 4 percent from $13.7 billion in 2000 to $13.2 billion.

Selected Financial Ratios

Financial ratios express relationships between items in the financial and income statements of a business operation and help in analyzing a cooperative's economic and financial situation. Ratios can indicate problem areas, serve as guidelines for planning, and aid in formulating actions. However, ratio interpretation is largely subjective.

Six financial ratios are used to measure cooperative performance or financial condition—return on assets, net worth-to-assets, return on sales, total sales-to-assets, the current ratio, and times interest earned.

The return on assets and return on sales ratios indicate profitability. The net worth-to-assets ratio shows a cooperative's ability to meet long-term financial obligations. The total sales-to-assets ratio (asset turnover ratio) indicates how efficiently a cooperative is using its assets. The current ratio (current assets divided by current liabilities) measures a cooperative's ability to meet short-run obligations. Times interest earned shows the number of times interest charges are covered by net income.

Tables 15 and 16 present the values of these ratios. Extreme high and low values were excluded so those used would be more representative of the cooperatives reporting. Ratios are also shown by selected asset category for those cooperatives where sufficient information was available. These ratios offer cooperative leaders a general barometer to use in comparing their operations with others of the same type (and / or size).

The return on assets (net income / assets) varied considerably. It was negative for small farm supply, nut, large livestock, rice, and sugar cooperatives, but highest (28.3) for "other" marketing cooperatives. The dairy ratio was highest for those cooperatives with assets of $1 million to $2.49 million. Among grain cooperatives, the largest return (3.5) came from those with assets in the range of $100 million to $499.9 million.

The net worth-to-assets ratio ranged from a low of 15.5 percent for the largest fresh and processed fruit and vegetable cooperatives to a high of 83.3 percent for the smallest livestock cooperatives. Generally, as cooperatives become larger and / or do more processing, less of their assets is financed by members, which lowers the net worth-to-assets ratio.

The return on sales (net income before taxes / total sales) ranged from a negative 1.6 percent for poultry cooperatives to a high of 29 percent for the larger related-service cooperatives. Few cooperative groups generated a return on sales above 3 percent (only 9 of the 52 groups shown in table 15).

The sales-to-assets ratio ranged from a high of 22.2 for the small fresh fruit and vegetable cooperatives to 0.8 for the larger related-service cooperatives. Among dairy, fruit and vegetable, grain, and cotton ginning cooperatives, the ratio tended to decrease as their size increased. Generally, this reflects the large investment in processing or manufacturing equipment typical of the larger dairy and fruit and vegetable cooperatives. The sales-to-assets ratios for farm supply cooperatives varied little with their size. Most are less involved in manufacturing or processing than the larger marketing cooperatives.

The generally high sales-to-assets ratios for the smaller and some types of cooperatives is due to bargaining activity or other marketing functions not requiring major investments in plant and equipment.

The current ratio (current assets / current liabilities) ranged from 1.1 for larger fruit and vegetable, smaller fresh and smaller processing fruit

Table 15— **Selected financial ratios for cooperatives, 2001**[1]

Type of co–op and asset group (mil. dol.)	Return on assets[2]	Net worth to assets[3]	Return on sales[4]	Sales to assets[5]	Current ratio[6]
	– – – – – – – – – – Percent	– – – – – – – – – –		– – – – – Number	– – – – –
Cotton	1.7	30.9	0.7	2.6	1.2
Less than $25.0	12.9	50.2	5.5	2.4	2.2
25.0 and more	1.0	29.7	0.4	2.6	1.2
Dairy[7]	3.5	37.4	1.1	3.3	1.3
Less than $1.0	1.7	52.6	0.2	8.6	1.8
1.0 - 2.49	9.8	63.9	1.7	5.8	1.7
2.5 - 24.99	5.0	31.4	0.7	6.8	1.2
25.0 - 99.99	6.3	42.5	0.9	7.0	1.3
100.0 and more	3.2	37.1	1.1	2.9	1.3
Fruit and vegetable	1.8	26.4	1.1	1.6	1.6
Less than $1.0	6.4	64.0	0.3	19.5	2.8
1.0 - 2.49	6.0	53.5	1.3	4.5	1.3
2.5 - 24.99	3.3	47.0	0.9	3.6	1.4
25.0 - 99.99	1.5	28.2	0.9	1.7	1.1
100.0 and more	1.8	25.3	1.2	1.5	1.7
Fruit and vegetable	1.8	26.4	1.1	1.6	1.6
Fresh only	3.3	41.2	1.4	2.3	1.3
Less than $1.0	7.6	58.5	0.3	22.2	2.4
1.0 - 2.49	3.3	51.7	0.1	5.2	1.1
2.5 - 24.99	3.9	51.4	2.3	3.7	1.4
25.0 - 499.99	3.2	39.6	1.6	1.9	1.3
Processed only	3.0	30.9	1.7	1.7	1.6
Less than $99.99	3.0	28.5	0.8	3.6	1.1
100.0 and more	2.9	31.0	1.8	1.6	1.6
Fresh and processed	0.3	16.7	0.2	1.3	1.9
Less than $2.49	6.5	64.1	1.9	3.5	2.2
2.5 - 24.99	6.2	56.5	2.5	2.5	1.3
25.0 - 499.99	0.1	15.5	0.1	1.2	1.9
Grain and oilseed[8]	3.3	45.2	1.4	2.3	1.2
Less than $0.99	1.7	68.4	0.4	4.0	2.5
1.0 - 2.49	3.1	66.4	1.0	3.0	2.0
2.5 - 24.99	3.3	48.5	1.4	2.4	1.3
25.0 - 99.99	3.4	41.2	1.5	2.3	1.2
100.0 - 499.99	3.5	34.7	2.1	1.6	1.2
Livestock[7]	-4.4	28.0	-0.9	4.9	1.2
Less than $2.49	11.5	83.3	1.2	9.9	4.5
2.5 - 24.99	1.9	34.6	0.3	6.4	1.3
25.0 and more	-4.5	27.8	-0.9	4.9	1.2

Continued

Table 15— **Selected financial ratios for cooperatives, 2001**[1] (continued)

Type of co–op and asset group (mil. dol.)	Return on assets[2]	Net worth to assets[3]	Return on sales[4]	Sales to assets[5]	Current ratio[6]
	– – – – – – – – – –	*Percent*	– – – – – – – – – –	– – – – – *Number*	– – – – –
Beans & peas	5.7	34.0	3.5	1.6	1.2
Nut	-1.1	36.2	1.1	1.5	1.6
Poultry	4.9	28.2	-1.6	2.8	1.1
Rice	-8.0	29.8	1.3	1.7	1.2
Sugar	-1.4	41.9	-0.5	0.9	1.1
Tobacco	0.8	68.8	0.5	18.0	3.6
Other marketing	28.8	48.7	1.3	2.5	1.4
Fishery	5.8	33.1	3.7	1.5	1.7
Farm supply	1.8	42.6	0.8	2.0	1.3
Less than $0.5	-1.1	57.3	1.0	2.8	1.9
0.5 - 0.99	0.5	71.3	0.2	2.5	2.8
1.0 - 2.49	2.5	70.1	1.5	2.1	2.2
2.5 - 24.99	4.4	58.7	1.7	2.0	1.5
25.0 - 99.99	3.1	43.2	1.3	1.9	1.3
100.0 - 499.99	2.6	45.4	3.1	1.7	1.3
500.0 and more	1.8	36.3	0.3	2.0	1.2
Artificial insemination	2.6	57.8	0.3	2.9	1.7
Cotton gins	16.3	63.1	13.4	1.2	1.5
Less than $1.0	9.2	64.6	5.5	1.7	2.2
1.0 - 2.49	7.0	69.4	5.7	1.2	1.5
2.5 - 99.99	18.8	61.6	15.8	1.2	1.5
Other service[9]	8.9	43.9	10.5	0.8	1.4
Less than $0.5	1.2	77.0	0.8	1.5	2.0
0.5 - 2.49	22.8	55.4	29.0	0.8	3.2
2.5 - 24.99	8.2	42.3	9.9	0.8	1.3

[1] Based on cooperatives reporting. Excludes strictly pooling cooperatives. The same cooperatives were included in each group to calculate all five ratios. Values not representative of the group were excluded.
[2] Calculated by dividing net income (before taxes) by total assets.
[3] Net worth, or member equity, is the book value of the assets owned by members. The ratio was calculated by dividing total net worth by total assets.
[4] Total sales includes service receipts, other income, and patronage refunds received from other cooperatives and CoBank. The return on sales was found by dividing net income (before taxes) by total sales.
[5] Calculated by dividing total sales by total assets.
[6] The current ratio was derived by dividing current assets by current liabilities.
[7] Includes bargaining cooperatives.
[8] Excludes cottonseed.
[9] Includes cooperatives providing primarily services related to storage, transportation, livestock shipping, and rice drying.

Table 16—**Times interest earned for cooperatives, by selected type and size, 2001**[1]

Type of co-op and asset group	Times interest earned	Type of co-op and asset group	Times interest earned
Million Dollars	*Dollars*	*Million Dollars*	*Dollars*
Cotton	1.6	Dry bean and pea	2.9
Less than $25.0	5.9	Nut	0.7
25.0 and more	1.3	Poultry	13.0
		Rice	1.0
Dairy	3.1	Sugar	0.4
Less than $1.0	4.2	Tobacco	0.5
1.0 - 2.49	16.9	Other marketing[3]	2.8
2.5 - 24.99	4.2		
25.0 - 99.99	5.8	Farm supply	1.6
100.0 and more	2.9	Less than $0.5	-6.6
		0.5 - 0.99	0.7
Fruit and vegetable	1.4	1.0 - 2.49	1.9
Less than $1.0	0.1	2.5 - 24.99	3.3
1.0 - 2.49	2.1	25.0 - 99.99	1.9
2.5 - 24.99	3.4	100.0 - 499.99	1.4
25.0 - 99.99	1.7	500.0 and more	1.2
100.0 - 499.99	1.3		
		Cotton gin	9.5
Grain and oilseed[2]	2.4	Less than $1.0	14.9
Less than $1.0	2.7	1.0 - 2.49	3.1
1.0 - 2.49	1.9	2.5 and more	11.7
2.5 - 24.99	2.4		
25.0 - 99.99	2.4	Other service[4]	2.1
100.0 - 499.99	2.6	Less than $2.5	9.6
		2.5 and more	1.9
Livestock	0.1		
Less than $25.0	10.5		
25.0 and more	0.1		

[1] Based on cooperatives reporting. The ratio was calculated by summing net income before taxes and interest expense and dividing by interest expense for each grouping. Extreme values not representative of the groupwere excluded.
[2] Excludes cottonseed.
[3] Includes miscellaneous marketing and fishery cooperatives.
[4] Includes cooperatives providing services such as storage, transportation, and rice drying.

and vegetable, poultry, and sugar cooperatives, to 4.5 for small livestock cooperatives. Smaller cooperatives' current liabilities are generally low, but become larger in relation to current assets as business grows.

Times interest earned varied by type and size of cooperative (table 16). By type the ratio ranged from 0.1 for livestock cooperatives to 13 for poultry cooperatives. This indicates that the net income of livestock cooperatives would not have covered their interest charges, while poultry cooperatives could have covered their interest charges 13 times.

By size, the ratio varied significantly by type of cooperative. For example, among dairy cooperatives, the times interest earned ratio ranged from 2.9 for those with total assets of $100 million or more to 16.9 for those with total assets ranging from $1 million to $2.5 million. No significant relationship existed between size of cooperative and times interest earned.

Table 17— **Number of farmer cooperatives, 1992-2001**

Year[1]	Marketing	Farm supply	Service	Total
		Number		
1992	2,218	1,618	479	4,315
1993	2,214	1,547	483	4,244
1994	2,173	1,496	505	4,174
1995	2,074	1,458	474	4,006
1996	2,012	1,403	469	3,884
1997	1,941	1,386	464	3,791
1998	1,863	1,347	441	3,651
1999	1,749	1,313	404	3,466
2000	1,672	1,277	397	3,346
2001	1,606	1,234	389	3,229

[1]Prior to 1992, see Cooperative Historical Statistics, CIR 1, Section 26, USDA, Revised April 1998.

III—COOPERATIVE TRENDS, 1992-2001

Although the number of cooperatives decreased during the past decade, dollar business volume increased, until recent years. Cooperatives continue to adjust to the changing economic environment through dissolution, merger, consolidation, acquisition, and the sale of assets. In some cases, farmers organized new-generation cooperatives and formed joint ventures and alliances to become involved in value-added activities. In 1992, the net business volume of 4,315 cooperatives totaled $79.3 billion. A decade later, net business volume generated by 3,229 cooperatives was $103.3 billion.

Number of Cooperatives

The total number of marketing, farm supply, and related-service cooperatives declined from 4,315 in 1992 to 3,229 in 2001 (table 17 and figure 12). Marketing cooperatives declined from 2,218 to 1,606, farm supply cooperatives from 1,618 to 1,234, and service cooperatives from 479 to 389.

Figure 12— **Farmer Cooperatives in the United States, 1992-2001**

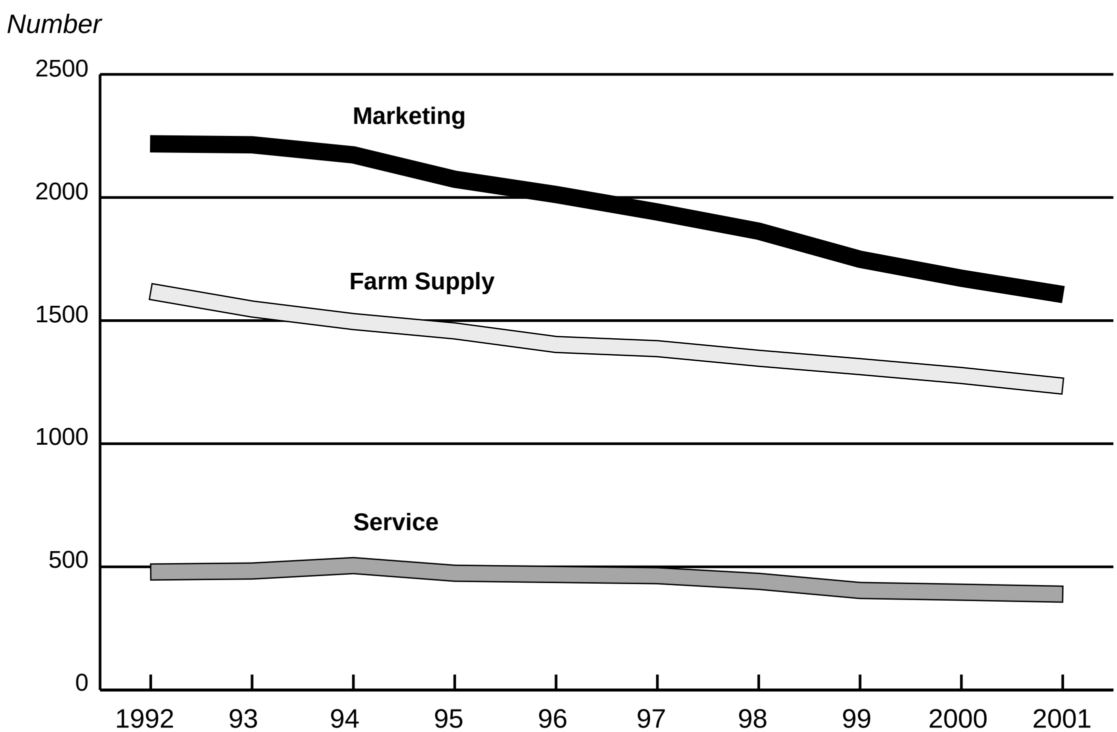
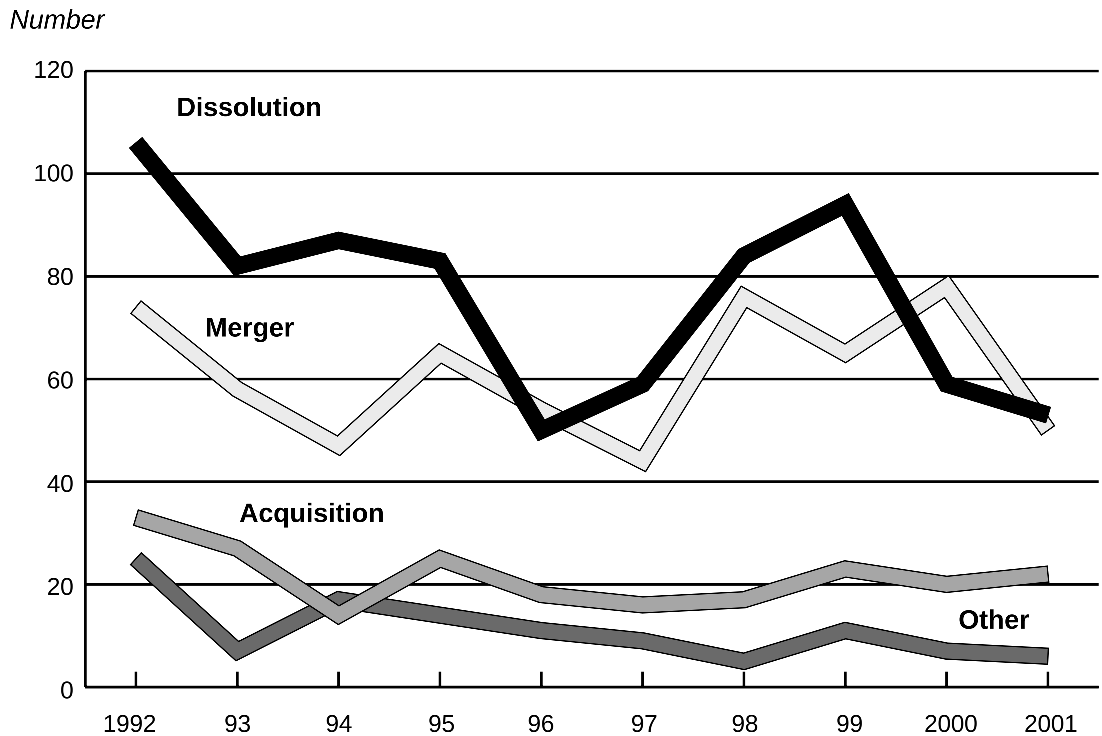


Figure 13— **Cooperatives Removed from RBS' List, 1992-2001**



Based on an RBS list of U.S. farmer cooperatives. Mergers also include consolidations. "Other" includes cooperatives dropped due to inactivity and unknown and miscellaneous reasons.

From 1992 through 2001, 1,695 cooperatives (about 170 per year) were removed from RBS' list of farmer cooperatives. Of those, 44.7 percent were dissolved, 36 percent merged or consolidated, 12.7 percent were acquired by other cooperatives or investor-owned firms, and the remaining 6.6 percent were removed for other reasons (figure 13).

Even while cooperatives were disappearing from RBS' list, newly formed ones or others not previously listed were added. From 1992 through 2001, 430 cooperatives (43 per year) were added. Fourteen cooperatives were added during 2001.

Grain and Farm Supply Branches

In 1995, 2,548 grain and farm supply cooperatives had an estimated 5,101 branches—2,172 for grain and 2,929 for farm supplies. In 2001, grain and farm supply cooperative numbers had dropped to 2,023, but branches had increased to 5,583 (table 18 and figure 14).

Larger cooperatives, particularly those handling farm supplies accounted for most branches. Of those with assets of $25 million or more in 2001, 103 farm supply cooperatives had an estimated 1,856 branches and 64 grain cooperatives had 708 branches.

Memberships

Cooperative memberships dropped from 4.1 million in 1992 to 3 million in 2001 (table 19 and figure 15). The decline largely reflects the decreasing number of farms, farmers, and ranchers in the United States. Many farmers are members of more than one cooperative and each membership is counted. Consequently, the number of memberships exceeds the number of farmers. Duplications cannot be eliminated with current reporting methods.

Member classification depends on the type of cooperative used and may not be related to the member's product(s) marketed or supplies purchased. For example, a member may market only one of the farm products handled by the cooperative or use one classified in the marketing group to purchase one or more production items. A member's business with the cooperative, therefore, may not

Table 18— **Estimated number of branches operated by grain and farm supply cooperatives, 1995-2001**

Year	Asset Group (million dollars)				
	Less than 5	5 - 9.9	10 - 24.9	25 or more	Total
			Grain Cooperatives		
1995	658	223	174	35	1,090
1996	618	229	176	43	1,066
1997	616	196	155	47	1,014
1998	550	216	150	48	964
1999	512	187	147	50	896
2000	435	183	149	59	826
2001	406	184	135	64	789
			Branches		
1995	399	440	756	577	2,172
1996	387	505	743	691	2,326
1997	364	463	717	706	2,250
1998	292	517	774	716	2,299
1999	295	422	685	761	2,163
2000	280	428	690	517	1,915
2001	252	414	672	708	2,046
			Farm Supply Cooperatives		
1995	1,134	211	97	16	1,458
1996	1,064	213	109	17	1,403
1997	1,022	232	109	23	1,386
1998	928	277	112	30	1,347
1999	933	223	121	36	1,313
2000	886	208	139	44	1,277
2001	780	205	146	103	1,234
			Branches		
1995	571	502	460	1,396	2,929
1996	542	523	526	1,438	3,029
1997	481	579	576	1,576	3,183
1998	528	548	570	1,672	3,318
1999	423	547	534	1,663	3,167
2000	518	493	723	1,663	3,412
2001	482	494	705	1,856	3,537

be in the group that represents the cooperative's major business volume (the criterion for classifying cooperatives in this report). The membership, however, will be included arbitrarily in that classification.

During the past decade, memberships in related-service and marketing cooperatives decreased more than twice the rate in farm supply cooperatives. Memberships in marketing cooperatives dropped 678,948 (36.9 percent) while farm supply cooperatives decreased 274,694 (13.6 percent).

Employees

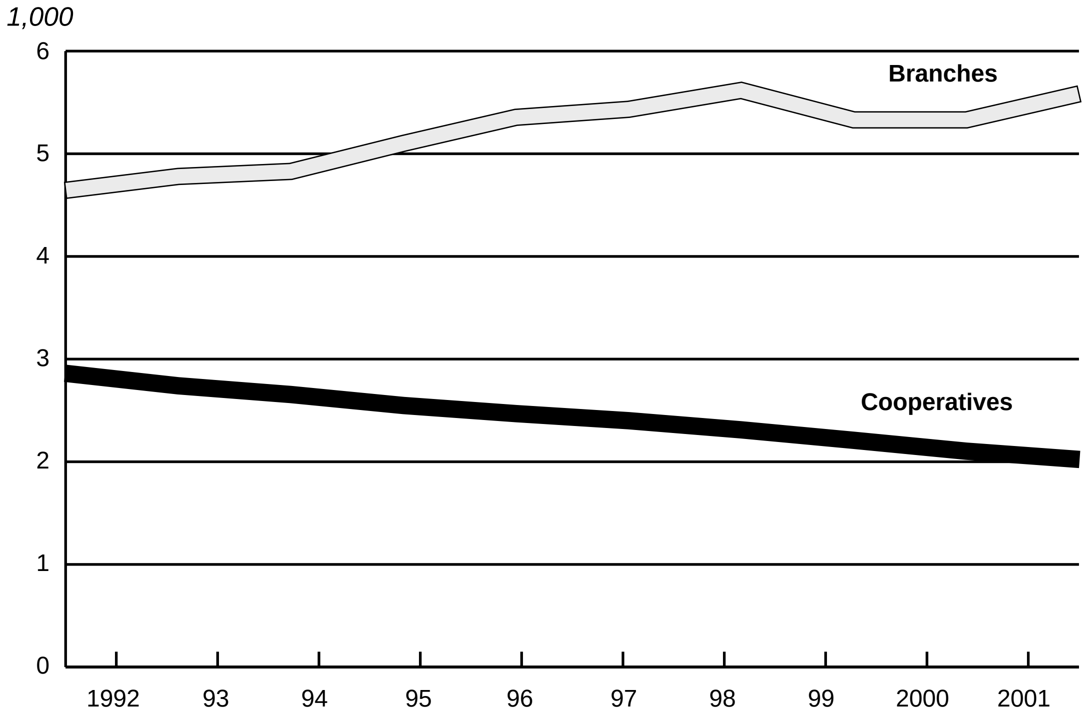
The number of full-time employees working in marketing and related-service cooperatives declined between 1996-2001. Farmer cooperatives had an estimated 165,666 full-time employees in 2001, down from 176,665 in 2000 (table 20) and the lowest since 1997 (172,199).

Business Volume

Net cooperative business, unadjusted for price change, increased from $79.3 billion in 1992 to $103.3 billion in 2001 (table 21). When adjusted,[3] net business totaled $84.9 billion in 2001 (figure 16).

[3] Marketing sales was deflated by the index of producer prices received for "all farm products" (1991 = 100). Supply sales and service receipts and other income were deflated by the index of prices paid by farmers for "production items," excluding interest, taxes, and wages (1991=100).

Figure 14— **Grain and Farm Supply Cooperatives and Branches, 1992-2001**



Consequently, the difference between actual and real net business volume in 2001 was more than $1.8 billion. The real net business volume was more than $5 billion higher than the real value in 2000 due to higher prices received for farm products and lower input costs. Prices received for all farm commodities from 1992 to 2001 did not change, while prices paid for production items increased 22.8 percent. However, farm supply net business volume and service receipts and other income accounted for only 27.3 percent of the total net business volume in 2001.

Marketing sales of four major commodity groups—dairy; grains and oilseeds, excluding cottonseed; fruits and vegetables; and livestock–increased as a proportion of marketing sales, from 82.5 percent in 1992 to 83.5 percent in 2001 (figure 17). In both 1992 and a decade later, net volume (among commodity groups) was highest for dairy. In terms of net volume, dairy led with $26.2 billion ($20.2 billion in 1992), followed by grains and oilseeds with $18.1 billion in 2001. In 1996 and 1997, higher grain prices helped grain and oilseed sales top the other commodity groups.

Dairy sales showed the strongest absolute dollar growth during 1992-2001. Sales dipped in 2000, but rebounded strongly in 2001.

In the farm supply group, petroleum, feed, and fertilizer sales were especially important (figure 18). They accounted for 70.3 percent of cooperatives' total farm supply sales in 2001. Sales of petroleum, feed, fertilizer, and crop protectants grew steadily until 1998. In 2000 and 2001, feed sales dropped due to decreased demand and lower prices. Seed sales were fairly stable but have been growing in the past 3 years.

Net marketing of farm products totaled $58.2 billion in 1992 and increased annually through 1996. Since 1997, the net marketing dollar volume has declined as demand and prices for farm commodities has dropped. In 2000, net business volume of farm products marketed rose slightly, then increased 4.1 percent in 2001 (table 22). Aggregate farm supply sales increased every year, from $18.5 billion in 1992 to $25.2 billion in 1997, dropped in 1998 and 1999, and rose again in 2000 and 2001. Service receipts (includes other income and revenue)

Table 19— **Memberships in marketing, farm supply, and related-service cooperatives, 1992–2001**

Period[1]	Marketing	Farm supply	Service	Total
		1,000		
1992	1,839	2,020	212	4,072
1993	1,830	1,977	216	4,023
1994	1,805	1,936	245	3,986
1995	1,712	1,846	210	3,767
1996	1,682	1,795	187	3,664
1997	1,498	1,743	183	3,424
1998	1,398	1,774	181	3,353
1999	1,283	1,731	159	3,173
2000	1,243	1,718	124	3,085
2001	1,160	1,746	128	3,034

[1] Prior to 1992, see Cooperative Historical Statistics, CIR 1, Section 26, USDA, Revised April 1998.

increased from $2.6 billion in 1992 to a record $3.9 billion in 1999, and then dropped to $3.5 billion in 2000 and 2001.

Gross business volume grew from $93.4 billion in 1992 to $123.6 billion in 2001, up from $120.7 billion in 2000, but down from a record $128.1 billion in 1996. The volume increase ($15.9 billion) in 1996 was due mainly to higher prices for grains and oilseeds.

Net Income

Starting with $1.44 billion in 1992, total net income fluctuated annually setting a record at $2.36 billion in 1995 (table 23 and figure 19). Net income received from operations and from other cooperatives varied over time. Both reflected better economic times in agriculture in the mid-1990s compared with conditions in the early and late 1990s. In 1992, refunds from other cooperatives totaled $406 million, or 28.2 percent of total net income versus 2001 refunds of $316.2 million, or 23.3 percent of total net income.

Figure 15— **Cooperative Memberships by Function, 1992-2001**

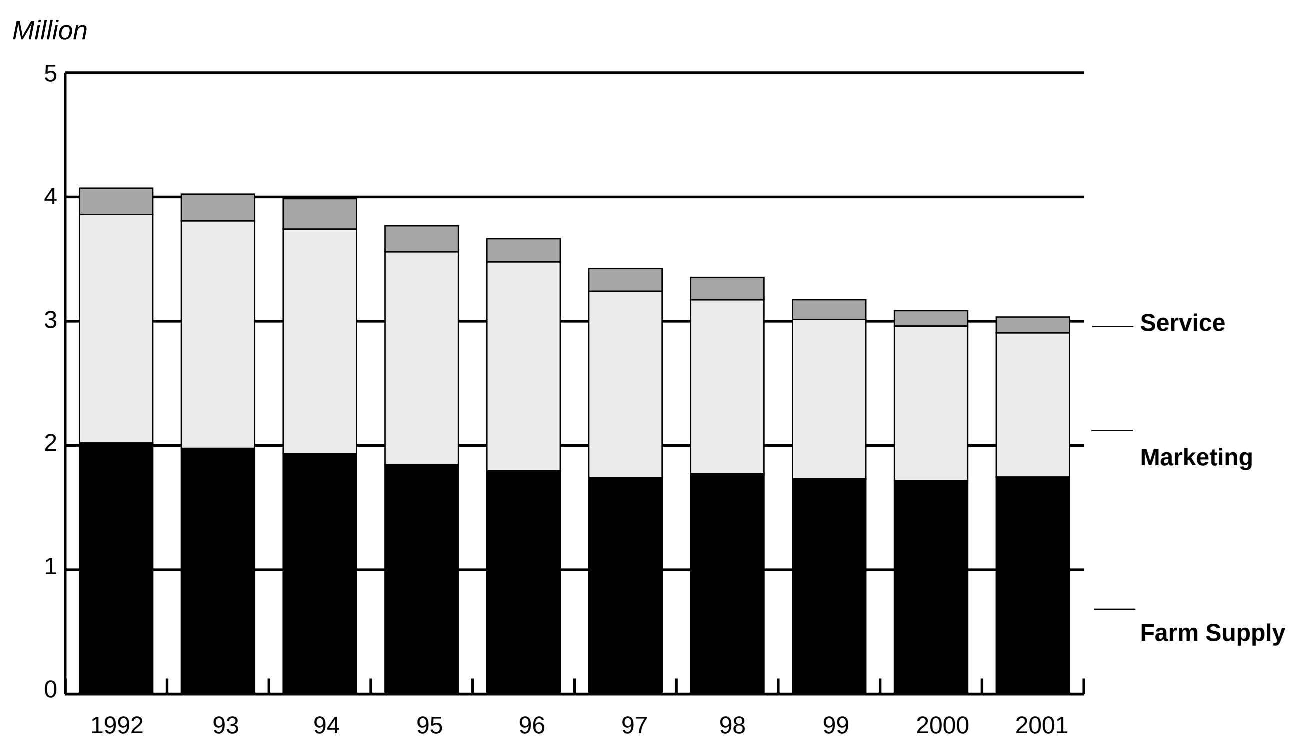


Table 20— **Cooperatives' number of full-time employees, 1996-2001**

Commodity	Full-time Employees					
	1996	1997	1998	1999	2000	2001
	Number					
Cotton	1,787	1,995	1,844	1,787	1,759	1,800
Dairy	27,621	28,323	27,056	24,598	23,408	20,714
Fruits & vegetables	26,456	22,847	23,734	23,329	25,108	19,909
Grains & oilseeds	25,981	23,538	23,873	20,998	20,309	19,627
Livestock & poultry	28,453	26,399	28,031	32,690	34,592	35,843
Rice	2,636	2,713	2,655	2,600	2,606	2,364
Sugar	3,482	3,473	4,402	4,459	4,523	4,392
Other marketings	7,109	9,191	8,474	8,525	8,831	6,335
Marketing	123,525	118,479	120,069	118,986	121,136	110,986
Farm supply	45,566	47,870	48,171	49,466	51,321	50,641
Service	5,704	5,850	5,551	4,499	4,208	4,039
Total	174,795	172,199	173,791	172,951	176,665	165,666

Balance Sheet

Cooperatives' total assets rose continuously from 1992 to 2000 then dipped slightly in 2001, up $16.5 billion, from $32 billion in 1992 to $48.5 billion in 2001 (table 24 and figure 20). In 1992, nearly $3.0 billion (9.5 percent of total assets) was invested in other cooperatives, including CoBank. In 2001, they climbed to $5.2 billion (10.7 percent).

In the 1992 to 2001 decade, cooperatives' total liabilities also grew from $17.8 billion to $28.3 billion, up $10.5 billion.

Total liabilities financed 58.4 percent of total assets in 2001. The strength of a balance sheet depends on the proportion of assets financed by net worth or equity capital. In 1992, cooperatives' net worth totaled $14.2 billion, financing 44.4 percent of total assets. By 2001, total net worth climbed to more than $20.1 billion, but financed only 41.6 percent of cooperatives' assets. The proportion of net worth used to finance total assets peaked at 44.4 percent in 1992, but declined to a low of 40.8 percent in 1996 and 2000. Farmer cooperatives, overall, have a strong balance sheet, but the trend toward increased use of debt and less equity capital to finance assets causes concern.

IV—OTHER SERVICE COOPERATIVES

In 2001, service cooperatives, other than those directly related to marketing and purchasing, included farm credit system cooperatives, rural electric cooperatives, rural credit unions, and dairy herd improvement associations.

Farm Credit System

The Farm Credit System (FCS) is a nationwide network of financial cooperatives that lends to agriculture and rural America. FCS provides credit and related services to farmers, ranchers, producers and harvesters of aquatic products, rural homeowners, certain farm-related businesses, agricultural and aquatic cooperatives, rural utilities, and certain foreign and domestic entities in connection with international transactions.

By 2001, FCS was represented by 25 Federal Land Credit Associations (FLCAs), 15 Production Credit Associations (PCAs), and 78 Agricultural Credit Associations (ACAs) (table 25). The combined assets of FCS for 2001 totaled $100.8 billion—up 7.2 percent from $94 billion in 2000 (table 26).

Table 21— **Cooperatives' net business volume,1992 and 2001[1]**

Function	Net Business Volume 1992	2001
	Million dollars	
Products marketed:		
Beans and peas (dry edible)	265.4	151.4
Cotton	2,076.6	2,400.4
Dairy	20,238.6	26,186.7
Fruits and vegetables	7,591.0	8,822.2
Grains and oilseeds[2]	15,223.3	18,055.3
Livestock	4,938.5	9,559.0
Nuts	916.3	893.3
Poultry	1,216.2	2,216.7
Rice	771.6	756.3
Sugar	2,225.7	2,647.7
Tobacco	415.5	440.8
Wool and mohair	19.0	7.8
Other marketings[3]	2,298.3	2,904.3
Total farm products	58,195.9	75,041.8
Supplies sold:		
Crop protectants	2,097.9	2,956.8
Feed	4,554.1	3,998.3
Fertilizer	3,708.1	4,966.4
Petroleum	4,775.2	8,445.8
Seed	610.5	1,051.1
Other supplies	2,766.6	3,337.9
Total farm supplies	18,512.5	24,756.2
Services provided:		
Trucking, cotton ginning, storage, grinding, locker plants, misc.	2,575.3	3,470.7
Total business	79,283.7	103,268.8

1 Excludes inter-cooperative business volume. Totals may not add due to rounding.
2 Excludes cottonseed. Cottonseed sales were included with cotton. Cottonseed meal and oil sales were included with feed and other products, respectively.
3 Includes value of processed oilseeds.

Net worth was $16 billion, up 11.1 percent from 2000, and net income was $1.79 billion, up from $1.42 billion (25.5 percent).

Of the 25 FLCAs operating on September 30, 2001, 10 were in the FCB of Texas and 9 in the FCB of Wichita. FLCAs (former FLBAs) were authorized by the Agricultural Credit Act of 1987 and given direct-lending authority by FCBs.

PCAs provide farmers and ranchers with short- and intermediate-term loans for various purposes, such as operating expenses, farm equipment and livestock purchases, and farm buildings and other capital improvements. Of the 15 PCAs, 8 were located in the FCB of Wichita and 4 in the AgriBank, FCB District.

ACAs resulted from the merger of FLBAs or FLCAs with PCAs and offer both long- and short-term loans. Of the 78 ACAs operating on September 30, 2001, 24 were in AgFirst, FCB territory and 17 in the AgriBank, FCB district. The FCBs provide loans and support services to ACAs, FLCAs, and PCAs within their districts.

CoBank, ACB, provides short-, intermediate-, and long-term credit to agricultural cooperatives, rural utility systems, and other rural businesses nationwide. It also provides credit to the Farm Credit Associations serving agricultural producers in the Northeast. CoBank is owned by about 2,300 stockholders, consisting of U.S. farmer cooperatives, rural utilities, ACAs, and other businesses serving rural America. CoBank also finances U.S. agricultural exports and provides international banking services for farmer cooperatives.

CoBank's combined assets grew from $24.3 billion in 2000 to $25.2 billion in 2001 (nearly 3.7 percent). Net worth climbed from $1.8 billion to nearly $2.2 billion (22.7 percent). As of December 31, 2001, CoBank had net loans of $19.9 billion and net income of $221 million, up from $185 million in 2000 (19.5 percent, table 27).

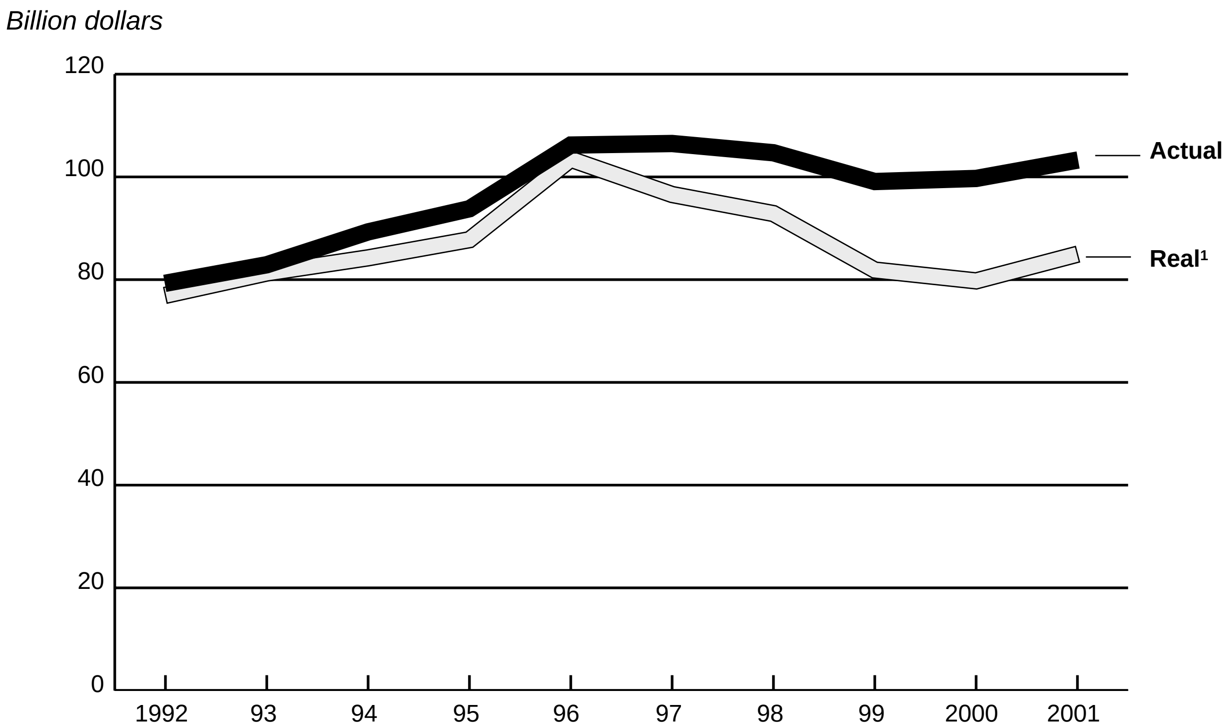
Rural Electric Cooperatives

The number of rural electric cooperatives declined from 614 in 2000 to 601 in 2001 but their memberships increased from 10.7 million to 10.9 million, and revenue increased from $14.7 billion in 2000 to $15.4 billion in 2001 (table 28). Minnesota had the most associations (36 or 6 percent of the total), while Georgia had the most members at 1,150 (10.6 percent) and the largest revenue at $1,611 million (10.5 percent).

Rural Credit Unions

The 542 rural credit unions (569 in 2000) reported 3.8 million members and savings of almost $20.3 billion (table 29). Membership was down slightly from 2000, but savings was up 12.4 percent from $18 million in 2000. Wisconsin had the most associations (57 or 10.5 percent of the total), while

Figure 16— **Cooperatives' Net Business Volume, 1992-2001**



[1] Actual sales were adjusted for price change based on 1991 = 100.

Figure 17— **Cooperatives' Net Sales of Selected Commodities, 1992-2001**

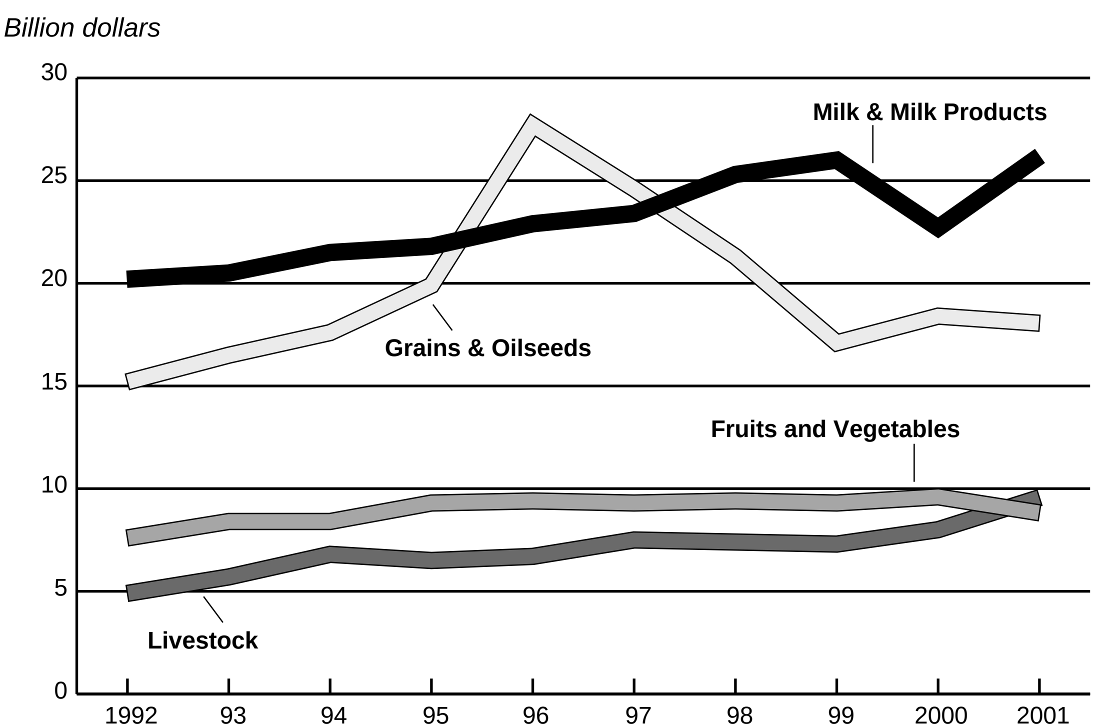
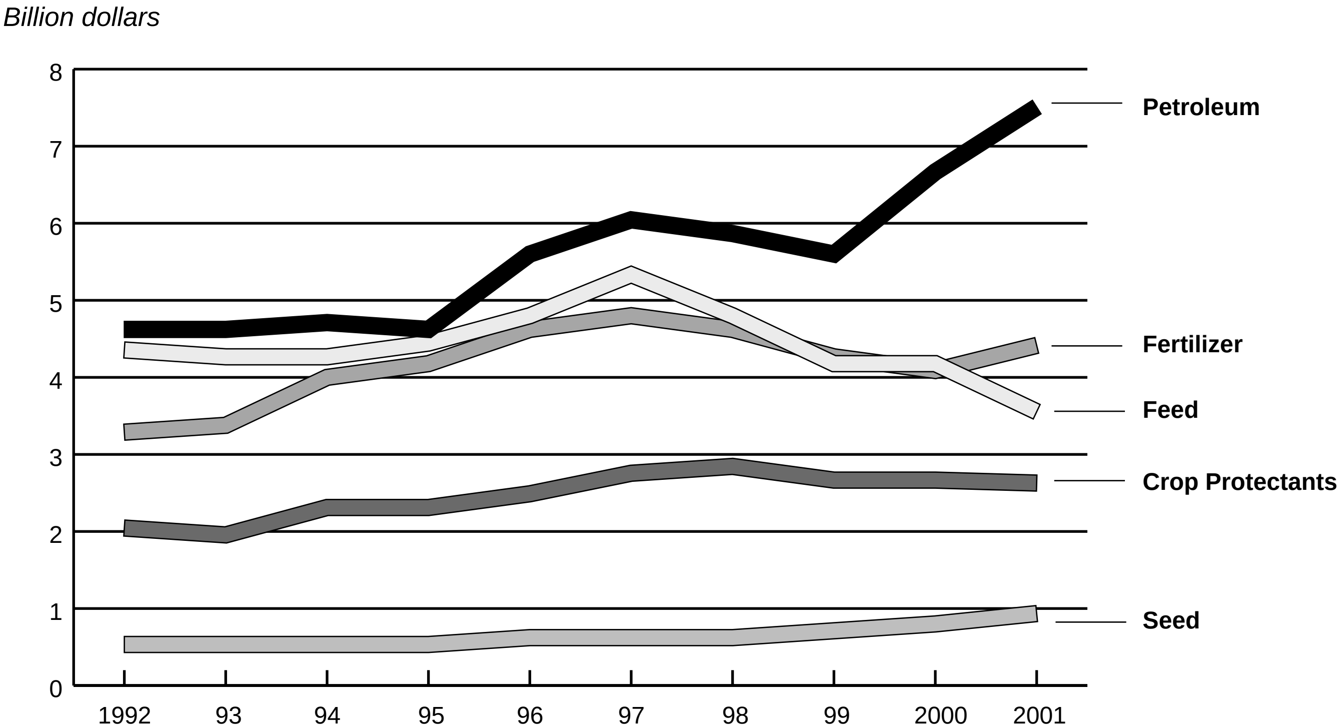


Figure 18— **Cooperatives' Net Sales of Selected Farm Supplies, 1992-2001**



California had the most members (726,000) and credit union savings ($4.8 billion). California, Wisconsin, and Michigan accounted for nearly 1.8 million memberships (46.9 percent of the total) and $9.8 billion in savings (48.2 percent).

Dairy Herd Improvement Associations

Dairy Herd Improvement Associations (DHIA) had 29,466 memberships in 2001 (table 30), down from 31,196 in 2000. The DHIAs tested more than 4.2 million cows in 2001, down slightly from 2000. Wisconsin (7,031), Pennsylvania (4,637), Minnesota (3,153), and New York (2,598), combined, accounted for 59.1 percent of total members, about the same as 2000. California tested 21.3 percent (899,600) of the cows, up from 20.9 percent in 2000.

Table 22— **Cooperatives' gross and net business volumes, 1992–2001[1]**

Period[2]	Gross volume: Farm products	Gross volume: Farm supplies	Gross volume: Services[3]	Gross volume: Total	Net volume: Farm products	Net volume: Farm supplies	Net volume: Services[3]	Net volume: Total
				Billion dollars				
1992	63.8	27.0	2.6	93.4	58.2	18.5	2.6	79.3
1993	66.8	28.2	2.7	97.7	60.9	19.2	2.7	82.9
1994	72.1	30.4	3.0	105.5	65.5	20.8	3.0	89.3
1995	77.9	31.0	3.3	112.2	69.3	21.2	3.3	93.8
1996	90.3	34.7	3.1	128.1	79.4	23.7	3.1	106.2
1997	85.9	37.1	3.6	126.7	77.8	25.2	3.6	106.7
1998	84.5	33.0	3.5	121.0	76.6	24.6	3.5	104.7
1999	80.5	30.9	3.9	115.3	72.0	23.2	3.9	99.1
2000	80.4	36.8	3.5	120.7	72.1	24.1	3.5	99.7
2001	84.0	36.1	3.5	123.6	75.0	24.8	3.5	103.3
				Percent				
1992	68.3	28.9	2.8	100	73.4	23.4	3.2	100
1993	68.4	28.8	2.8	100	73.5	23.2	3.3	100
1994	68.4	28.8	2.8	100	73.4	23.3	3.3	100
1995	69.5	27.6	2.9	100	73.9	22.6	3.5	100
1996	70.5	27.1	2.4	100	74.8	22.3	2.9	100
1997	67.8	29.3	2.9	100	72.9	23.7	3.4	100
1998	69.9	27.2	2.9	100	73.2	23.5	3.3	100
1999	69.8	26.8	3.4	100	72.7	23.4	3.9	100
2000	66.6	30.5	2.9	100	72.3	24.2	3.5	100
2001	67.9	29.3	2.8	100	72.7	24.0	3.4	100

[1] Gross includes and net excludes inter-cooperative business. Totals may not add due to rounding.
[2] Prior to 1992, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, Revised April 1998. Data for prior years are not entirely comparable due to revisions in statistical procedures.
[3] Services related to marketing or supply purchasing, but not included in the volumes reported for these activities.

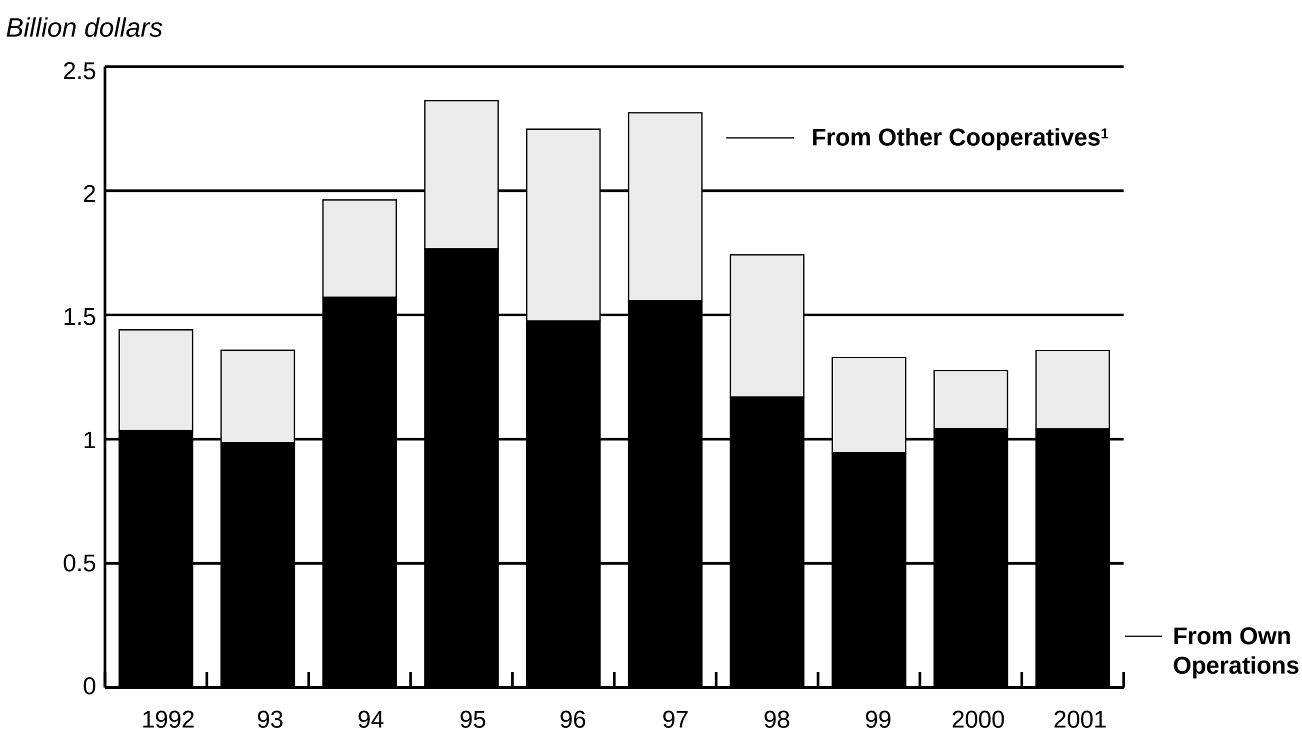
Table 23— **Net income of farmer cooperatives, 1992–2001[1]**

Year	From own operations	From other cooperatives[2]	Total
		Million dollars	
1992	1,034	406	1,440
1993	985	373	1,358
1994	1,571	392	1,963
1995	1,766	597	2,363
1996	1,475	773	2,248
1997	1,557	757	2,314
1998	1,169	573	1,742
1999	945	384	1,328
2000	1,041	235	1,276
2001	1,041	316	1,357

[1] Totals may not add due to rounding. Excludes income from cooperative pooling operations.

[2] Dividends and patronage refunds received from other marketing, farm supply, and related-service cooperatives, CoBank, and Banks for Cooperatives, where applicable.

Figure 19— **Cooperatives' Net Income, 1992-2001**



[1] Includes dividends and patronage refunds from other farmer cooperatives, CoBank, and Banks for Cooperatives.

Table 24— **Combined balance sheet data for farmer cooperatives, 1992–2001**

Year	Assets from own operations	Investments in other co–ops[1]	Total assets	Total liabilities	Net worth
			Million dollars		
1992	28,967	3,027	31,994	17,780	14,213
1993	30,484	2,962	33,446	18,634	14,812
1994	32,784	3,176	35,960	20,339	15,621
1995	37,046	3,228	40,274	23,643	16,631
1996	39,011	3,577	42,588	25,195	17,392
1997	39,922	4,074	43,996	25,459	18,537
1998	41,884	4,676	46,560	26,606	19,954
1999	42,330	5,352	47,682	27,418	20,263
2000	44,635	5,087	49,722	29,447	20,275
2001	43,285	5,180	48,465	28,317	20,148
			Percent of total assets		
1992	90.5	9.5	100	55.6	44.4
1993	91.1	8.9	100	55.7	44.3
1994	91.2	8.8	100	56.6	43.4
1995	92.0	8.0	100	58.7	41.3
1996	91.6	8.4	100	59.2	40.8
1997	90.7	9.3	100	57.9	42.1
1998	90.0	10.0	100	57.1	42.9
1999	88.8	11.2	100	57.5	42.5
2000	89.8	10.2	100	59.2	40.8
2001	89.3	10.7	100	58.4	41.6

[1] Includes investments in other farmer cooperatives, CoBank, and Banks for Cooperatives, where applicable.

Figure 20— **Cooperatives' Net Worth and Liabilities, 1992-2001**

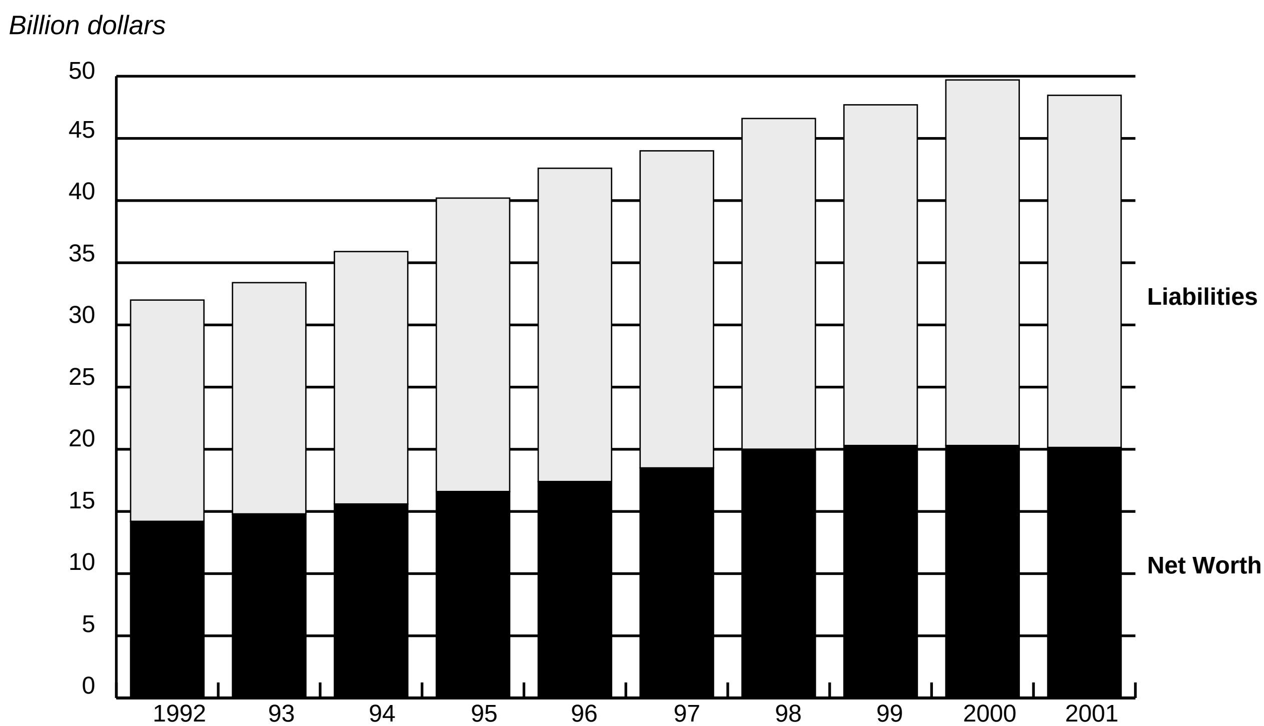


Table 25— **Farm Credit Association Structure, September 30, 2001**[1]

District or bank affiliation	PCA	ACA	FLCA
		Number	
CoBank, ACB	-	4	-
AgFirst FCB	-	24	-
AgriBank, FCB	4	17	4
FCB of Wichita	8	8	9
FCB of Texas	2	11	10
Western FCB	1	12	2
AgAmerica, FCB	-	2	-
Total	15	78	25

- = No bank affiliation.

[1] PCA = Production Credit Association, ACA = Agricultural Credit Association, FLCA = Federal Land Credit Association, ACB=Agricultural Credit Bank, the successor Bank resulting from a BC/FCB merger.

Source: Farm Credit Administration, *Accountability Report FY 2001,* McLean, VA, p. 41
Farm Credit System, Annual Information Statement - 2001 Jersey City, NJ, p.27

Table 26— **Farm Credit System's combined assets, net worth, and net income, 1995-2001**[1]

Year	Assets	Net worth	Net income
		Million dollars	
1995	71,438	9,864	1,165
1996	74,917	10,729	1,201
1997	78,144	11,694	1,267
1998	84,139	12,522	1,251
1999	88,692	13,319	1,233
2000	94,036	14,397	1,422
2001	100,810	15,999	1,785

[1] Farm Credit System, *Annual Information Statement, 2001*, Federal Farm Credit Banks, Funding Corporation, Jersey City, NJ, Feb. 26, 2002, p. 3.

Table 27— **Combined assets, net worth, net loans, and net income of CoBank, ACB, 1995-2001**[1]

Year	Assets	Net worth	Net loans	Net income
		Million dollars		
1995	21,268	1,429	17,553	167
1996	20,771	1,504	16,871	145
1997	21,207	1,600	16,821	164
1998	22,104	1,671	17,513	145
1999	24,089	1,665	18,398	121
2000	24,255	1,791	19,230	185
2001	25,160	2,197	19,944	221

[1] As of December 31 of each year. Source: CoBank, ACB, *Creating Customer Value in the 21st Century, 2001 Annual Report*, Englewood, CO.

Table 28— **Number, participation, and level of activity of rural electric[1] cooperatives, by State, December 31, 2001[2]**

State	Cooperatives	Members (consumers)	Revenue	State	Cooperatives	Members (consumers)	Revenue
	Number	*1,000*	*Mil. dol.*		*Number*	*1,000*	*Mil. dol.*
Alabama	18	390	549	Montana	21	97	107
Alaska	8	55	150	Nebraska	2	9	19
Arizona	5	137	165	New Mexico	16	188	254
Arkansas	14	301	467	New York	4	16	15
California	3	16	21	North Carolina	23	750	1,005
Colorado	17	315	434	North Dakota	17	123	212
Florida	10	464	647	Ohio	20	303	386
Georgia	35	1,150	1,611	Oklahoma	17	249	335
Idaho	4	33	44	Oregon	7	39	67
Illinois	7	55	87	Pennsylvania	9	159	178
Indiana	21	257	340	South Carolina	18	543	803
Iowa	25	134	229	South Dakota	28	131	176
Kansas	27	156	256	Tennessee	20	853	1,253
Kentucky	24	697	1,149	Texas	33	602	825
Louisiana	10	312	428	Virginia	12	389	685
Maine	3	14	9	Washington	5	33	51
Michigan	7	215	188	Wisconsin	14	130	134
Minnesota	36	412	494	Wyoming	9	62	143
Mississippi	14	421	622	Other States[3]	6	219	317
Missouri	32	466	544				
				United States	601	10,894	15,398

[1] Source: Rural Utilities Service, USDA.
[2] Totals may not add due to rounding.
[3] Includes States with fewer than three cooperatives – Delaware, Maryland, New Jersey, Vermont, and West Virginia.

Table 29— **Number, participation, and level of activity of rural credit unions,[1] by State, December 31, 2001[2]**

State	Cooperatives	Members	Savings	State	Cooperatives	Members	Savings
	Number	*1,000*	*Mil. dol.*		*Number*	*1,000*	*Mil. dol.*
Alabama	7	22	95	New Jersey	5	9	18
Arizona	4	19	60	New Mexico	3	43	225
Arkansas	3	10	43	New York	23	148	887
California	48	726	4,811	North Carolina	13	30	75
Colorado	12	22	96	North Dakota	28	97	640
Florida	14	118	504	Ohio	12	38	81
Georgia	10	36	124	Oklahoma	4	7	40
Hawaii	11	105	738	Oregon	9	57	255
Idaho	8	18	68	Pennsylvania	19	33	102
Illinois	10	68	344	Rhode Island	3	83	771
Indiana	13	48	464	South Dakota	7	11	38
Iowa	6	7	24	Tennessee	7	15	47
Kansas	15	74	271	Texas	30	110	439
Kentucky	6	30	101	Utah	9	16	59
Louisiana	8	16	51				
				Virginia	5	41	176
Maine	7	22	97	Washington	12	157	821
Maryland	5	62	342	West Virginia	3	5	13
Massachusetts	3	8	24	Wisconsin	57	676	3,427
Michigan	23	382	1,538				
Minnesota	33	230	1,341	Other States[3]	11	60	274
Mississippi	4	13	39	United States	542	3,798	20,276
Missouri	4	17	61				
Montana	9	36	170				
Nebraska	14	21	114				
Nevada	5	48	368				

[1] Source: Credit Union National Association, Inc. (Includes federally chartered and State-chartered credit unions.)
[2] Totals may not add due to rounding.
[3] Includes States with fewer than three cooperatives – Alaska, Connecticut, Delaware, New Hampshire, South Carolina, Vermont and Wyoming.

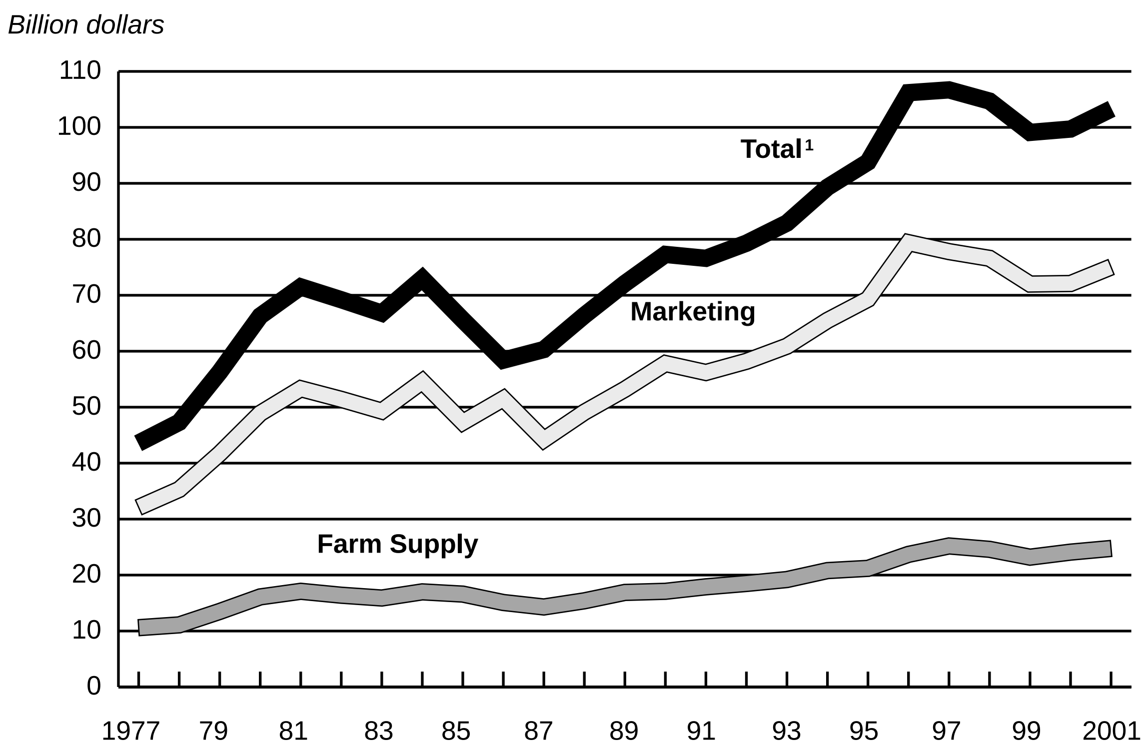
Table 30— **Number, participation, and level of activity of dairy herd improvement associations,[1] by State, December 31, 2001[2]**

State	Members (herds)	Cows tested	State	Members (herds)	Cows tested
	Number	*1,000*		*Number*	*1,000*
Alabama	53	8.9	Nebraska	221	31.5
Arizona	59	88.3	Nevada	19	9.7
Arkansas	69	8.3	New Hampshire	107	10.9
California	1,103	899.6	New Jersey	76	7.2
Colorado	69	42.2	New Mexico	34	49.1
Connecticut	113	13.2	New York	2,598	326.4
Delaware	38	4.6	North Carolina	233	39.2
Florida	104	71.1	North Dakota	70	7.1
Georgia	217	54.1	Ohio	1,069	104.6
Hawaii	4	1.4	Oklahoma	122	15.9
Idaho	205	115.7	Oregon	275	55.3
Illinois	601	52.3	Pennsylvania	4,637	342.1
Indiana	483	46.9	Rhode Island	6	.4
Iowa	1,180	103.4	South Carolina	85	16.3
Kansas	290	47.3	South Dakota	243	25.9
Kentucky	282	26.2	Tennessee	266	33.8
Louisiana	126	16.6	Texas	260	118.0
Maine	155	14.9	Utah	213	46.3
Maryland	395	39.5	Vermont	495	58.2
Massachusetts	115	11.1	Virginia	518	70.2
Michigan	948	151.0	Washington	253	71.9
Minnesota	3,153	267.1	West Virginia	60	6.6
Mississippi	75	12.1	Wisconsin	7,031	587.7
Missouri	500	46.0	Wyoming	6	1.2
Montana	54	7.4			
			United States[3]	29,466	4,226.7

[1] Source: Agricultural Research Service, USDA.
[2] Totals may not add due to rounding.
[3] Includes Alaska, Puerto Rico, and the Virgin Islands, with 178 members and 41,995 cows tested.

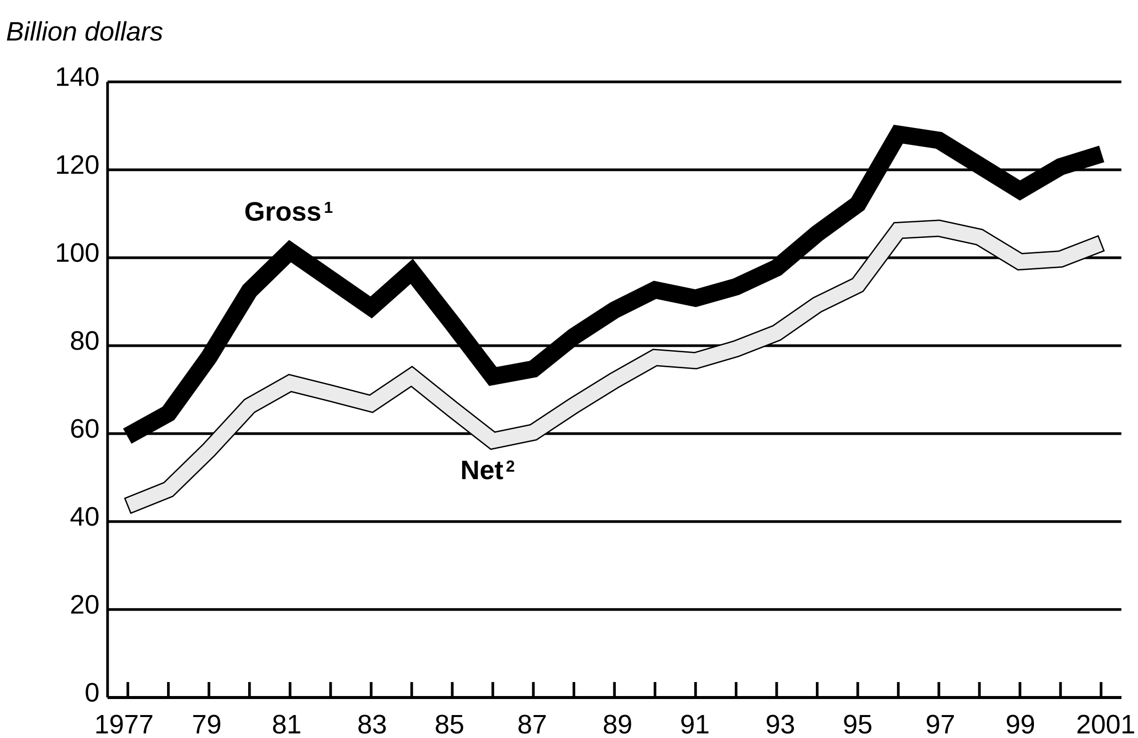
Appendix Figures

Appendix Figure 1— **Cooperatives' Net Business Volume, 1977-2001**



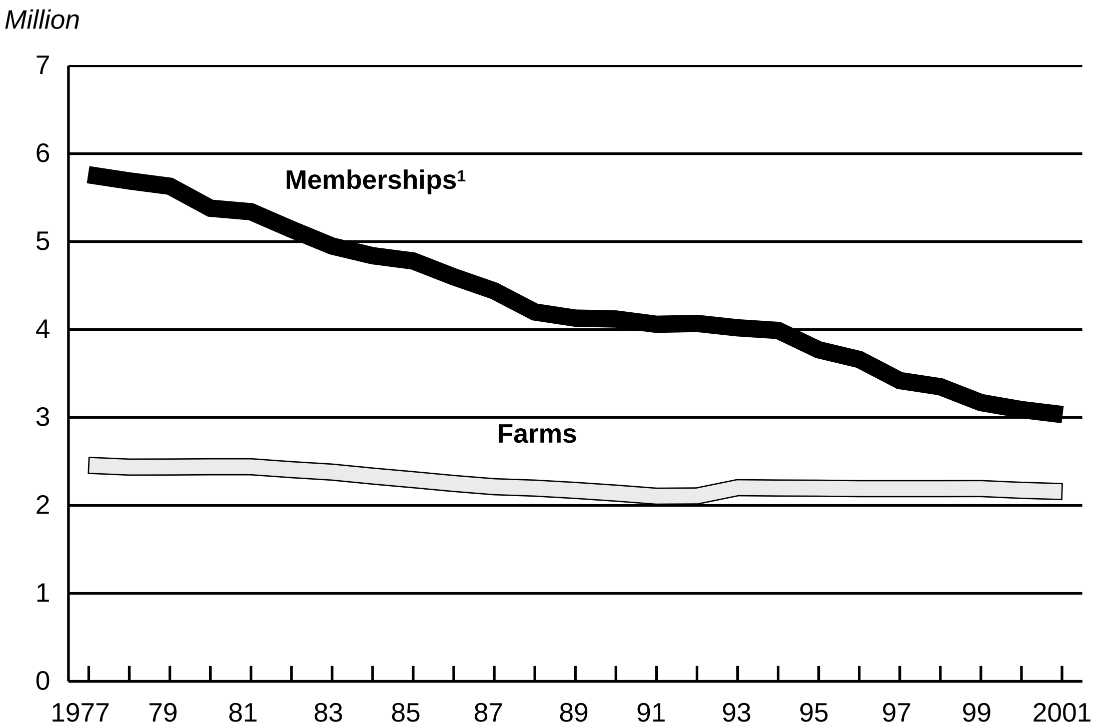
[1] Total includes value of related services and other income.

Appendix Figure 2— **Cooperatives' Gross and Net Business Volumes, 1977-2001**



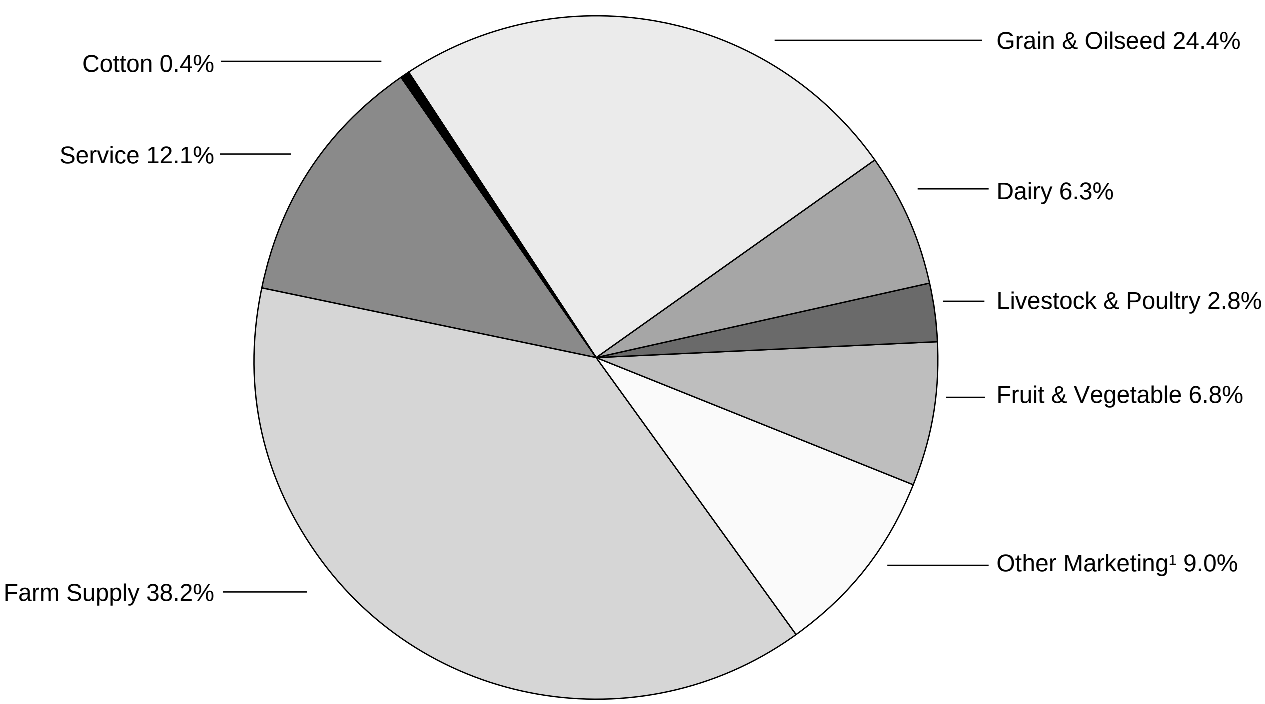
[1] Includes inter-cooperative business. [2] Excludes inter-cooperative business.

Appendix Figure 3— **U.S. Farms and Farmer Cooperative Memberships, 1977-2001**



[1] Memberships were higher than farm numbers because many farmers belonged to more than one cooperative.

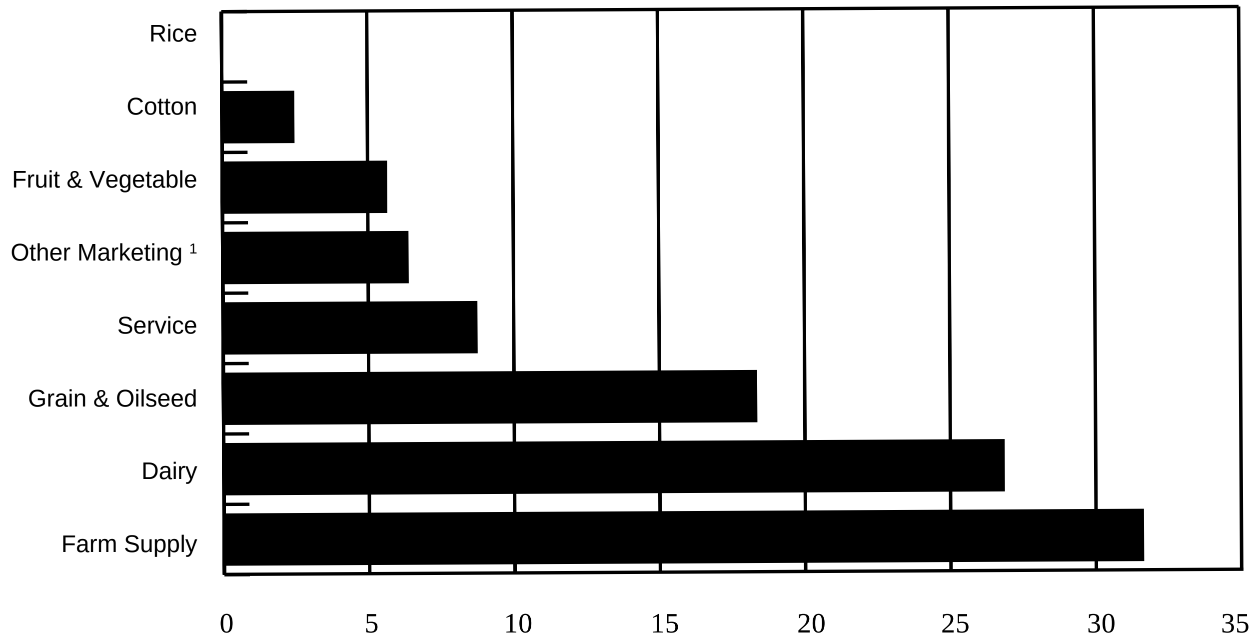
Appendix Figure 4— **Distribution of Farmer Cooperatives, by Type, 2001**



Percentages based on a total of 3,229 cooperatives.

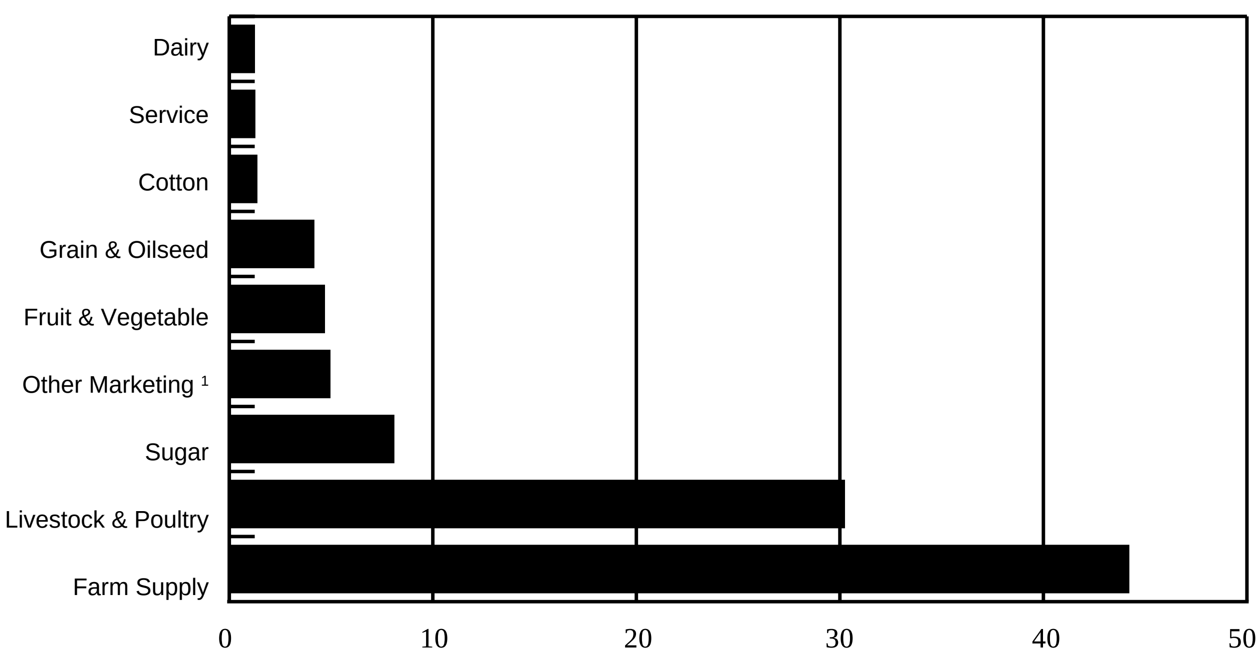
[1] Includes dry bean and pea, nut, wool and mohair, tobacco, rice, sugar, fishery, and other miscellaneous marketing cooperatives.

Appendix Figure 5— **Distribution of Total Net Income, by Type of Cooperative, 2001**



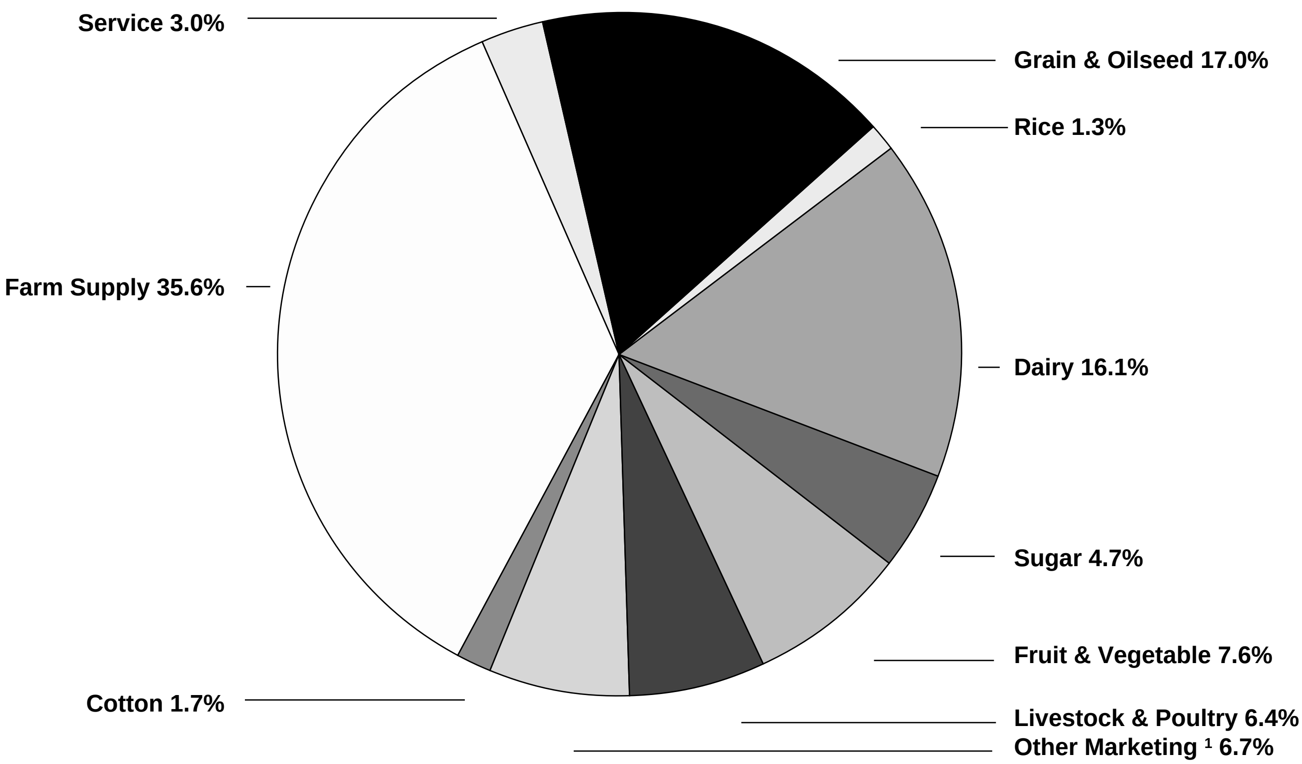
Percentage based on net income of $1.36 billion.
[1] Includes dry bean and pea, livestock, poultry, nut, wool and mohair, tobacco, sugar, fishery, and other miscellaneous marketing cooperatives.

Appendix Figure 6— **Distribution of Total Losses, by Type of Cooperative, 2001**



Percentage based on losses of $441.9 billion.
[1] Includes dry bean and pea, nut, wool and mohair, tobacco, rice, sugar, fishery, and other miscellaneous marketing cooperatives.

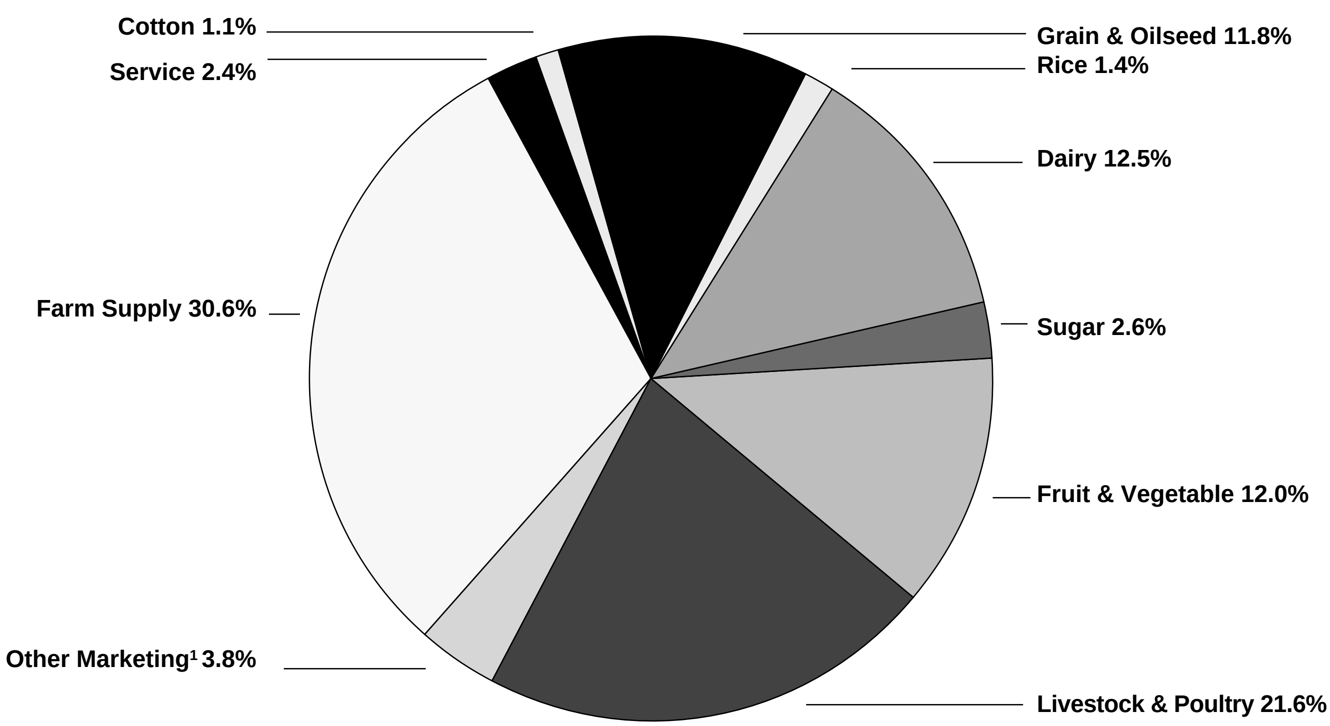
Appendix Figure 7— **Distribution of Total Net Worth, by Type of Cooperative, 2001**



Percentages are based on total net worth of $20.1 billion

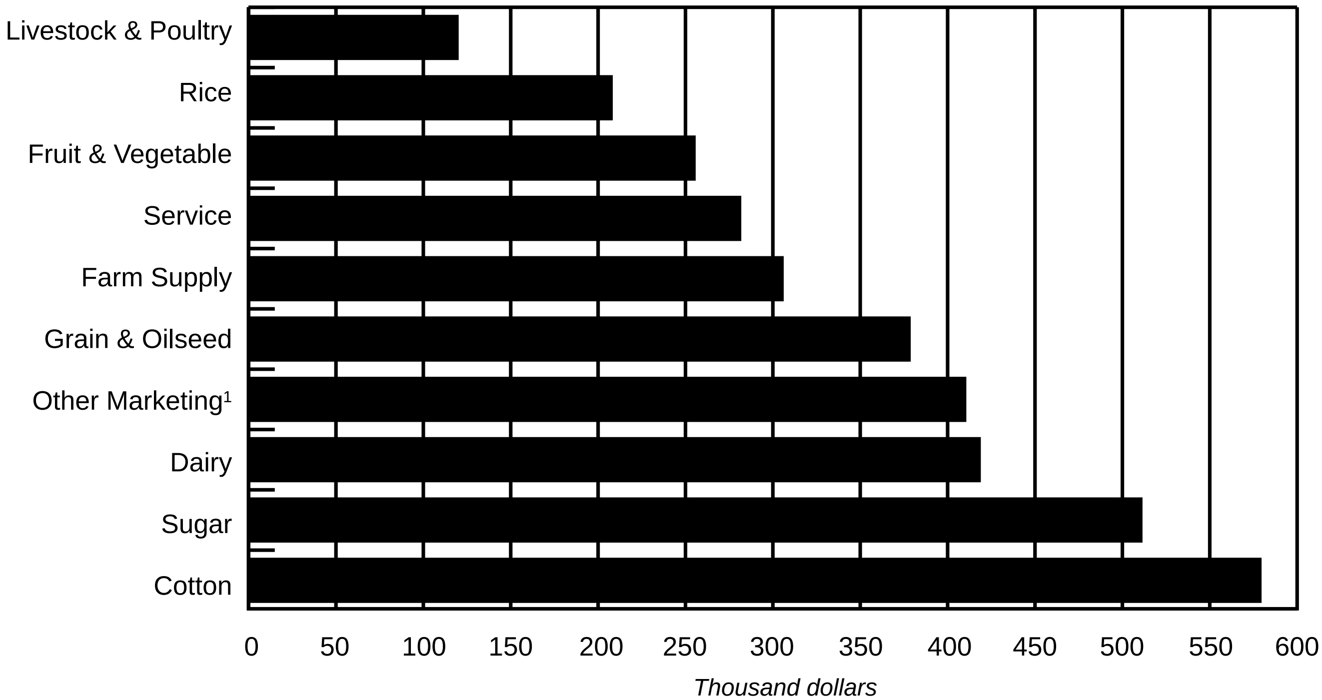
[1] Includes dry bean and pea, nut, wool and mohair, tobacco, fishery, and other miscellaneous marketing cooperatives.

Appendix Figure 8— **Distribution of Total Full-Time Employees, by Type of Cooperative, 2001**



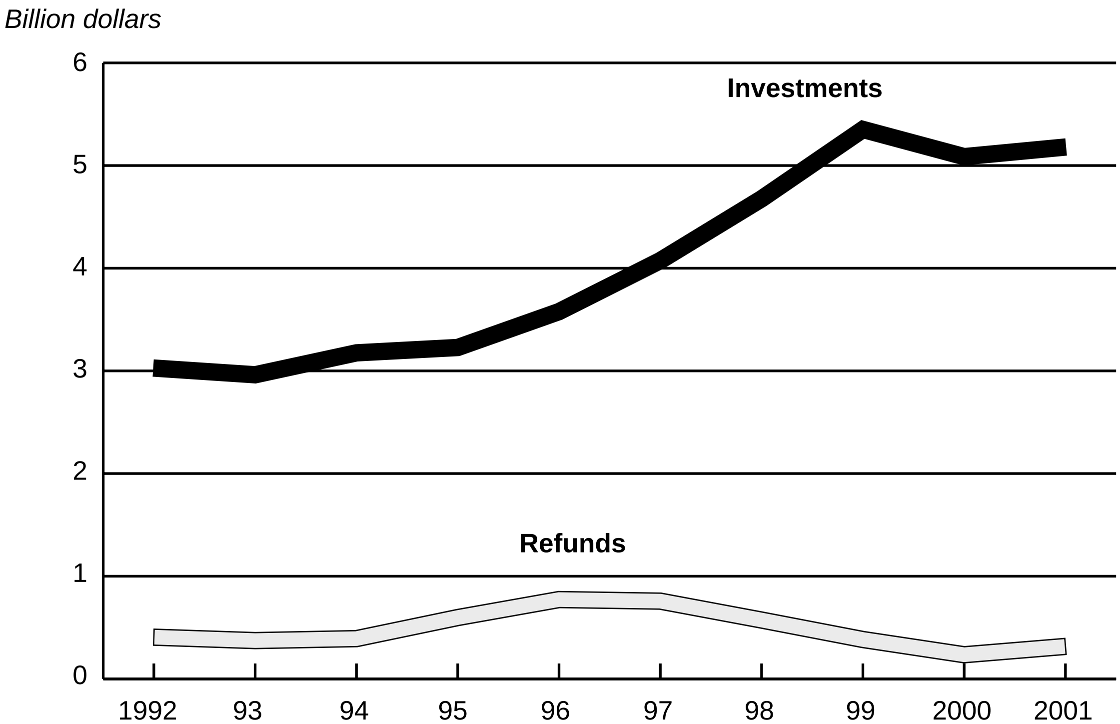
Percentages are based on a total of 165,666 full-time employees.
[1] Includes dry bean and pea, nut, wool and mohair, tobacco, fishery, and other miscellaneous marketing cooperatives.

Appendix Figure 9— **Assets Per Full-Time Employee, by Type of Cooperative, 2001**



[1] Includes dry bean and pea, nut, wool and mohair, tobacco, fishery, and other miscellaneous marketing cooperatives.

Appendix Figure 10— **Cooperatives' Investments in and Patronage Refunds Received from Other Cooperatives[1] 1992-2001**



[1] Includes other farmer cooperatives, CoBank, and Banks for Cooperatives.

U.S. Department of Agriculture

Rural Business–Cooperative Service

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Rural Business–Cooperative Service (RBS) 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 cooperative segment of RBS (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. RBS also publishes research and educational materials and issues *Rural Cooperatives* magazine.