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# **Agricultural Outlook Forum 2013**

## **Managing Risk in the 21<sup>st</sup> Century**

### **February 22, 2013**

Session: Risk Management for Small & Socially  
Disadvantaged Farmers

**“Stand Up and Be Counted: Profile of Small and Socially  
Disadvantaged Farmers and Ranchers”**

Hubert Hamer,  
Chairman, Agricultural Statistics Board  
USDA, National Agricultural Statistics Service



United States Department of Agriculture  
National Agricultural Statistics Service

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# Census of Agriculture

- Census is conducted every 5 years
- Mailed 3.0 million forms in December
- NASS is in the middle of data collection until late Spring
- New data will be published in 2014; therefore, 2007 data is used in this presentation and compared with 2002 Census data



# USDA Farm Definition

Any place from which \$1,000 of agricultural products were produced and sold, or normally would have been sold, during the census year. Government payments are included.



# U.S. Farm Numbers

## 2007 Census of Agriculture

- 2,204,792 farms & ranches
- 4 percent more than 2002  
(2,128,982)



# U.S. Farm Operators

- 3,337,450 operators on farms
  - An operator is a person making some day to day decisions for the operation
- Principal operators- number is equal to the number of farms (2,204,792)
- Census collects detailed characteristics for up to 3 operators per farm (including ethnicity)



# 2007 Census of Agriculture Contributions by Size of Farm

Percent of US Total	Sales \$1,000,000+	Sales 500,000 – 999,999	Sales \$100,000- \$499,999	Sales \$10,000 – \$99,999	Sales \$0 – \$9,999
Number of Farms (% of all farms)	2%	3%	11%	24%	60%
Land in Farms (% of all acres)	16%	13%	31%	22%	18%
Sales (% of gross value of all sales)	60%	14%	19%	6%	1%
Government Payments (% of dollars paid to farmers)	20%	17%	32%	13%	18%
Organic Sales (% of gross value of organic sales)	56%	10%	24%	9%	1%
Direct to Consumer Sales (% of gross value of direct sales)	20%	11%	27%	31%	11%



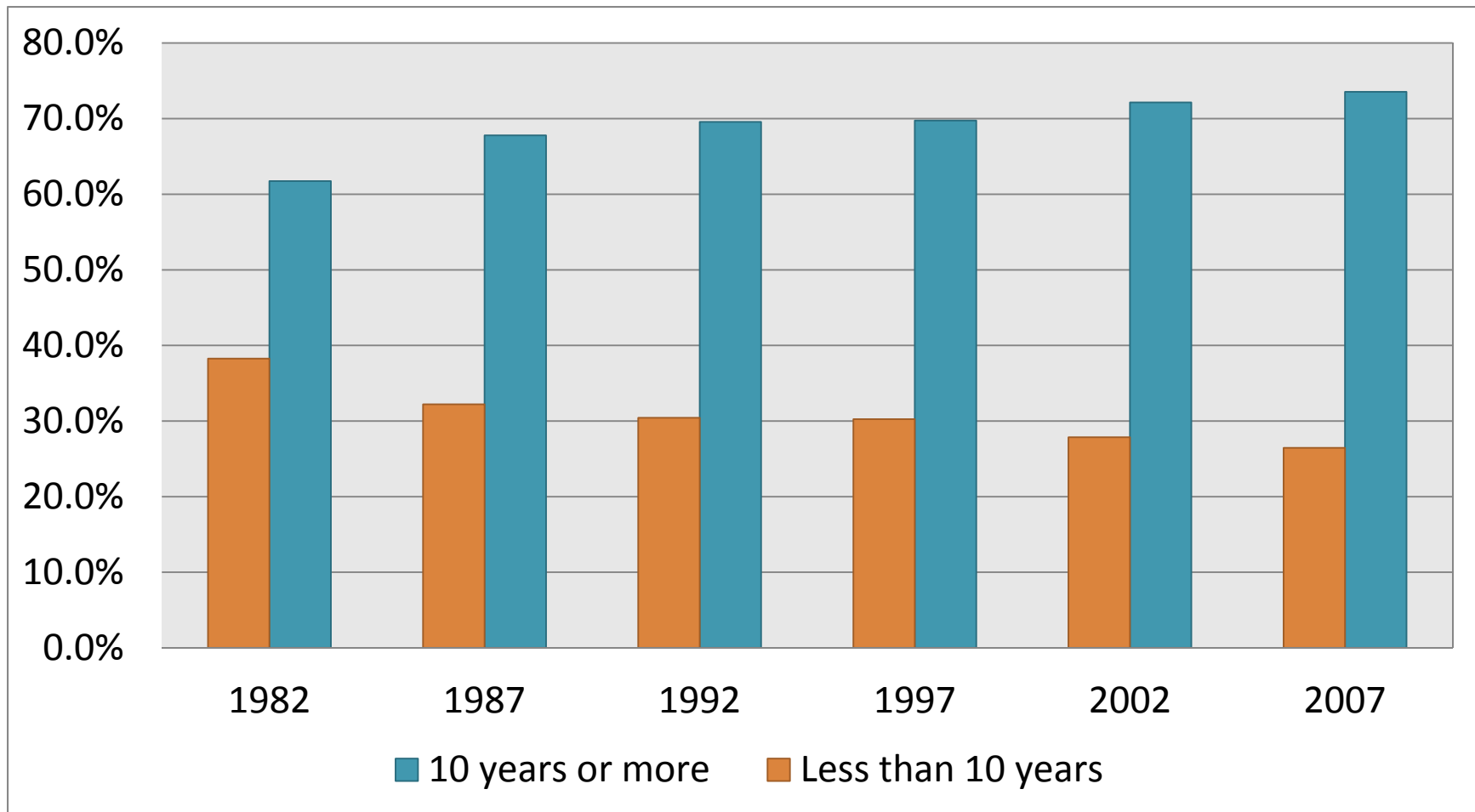
# Definition of a Beginning Farmer or Rancher

- USDA definition, used for program administration
  - Operator has not operated a farm or ranch, or operator has operated a farm or ranch for not more than 10 consecutive years





# 2007 Beginning Farmers and Ranchers

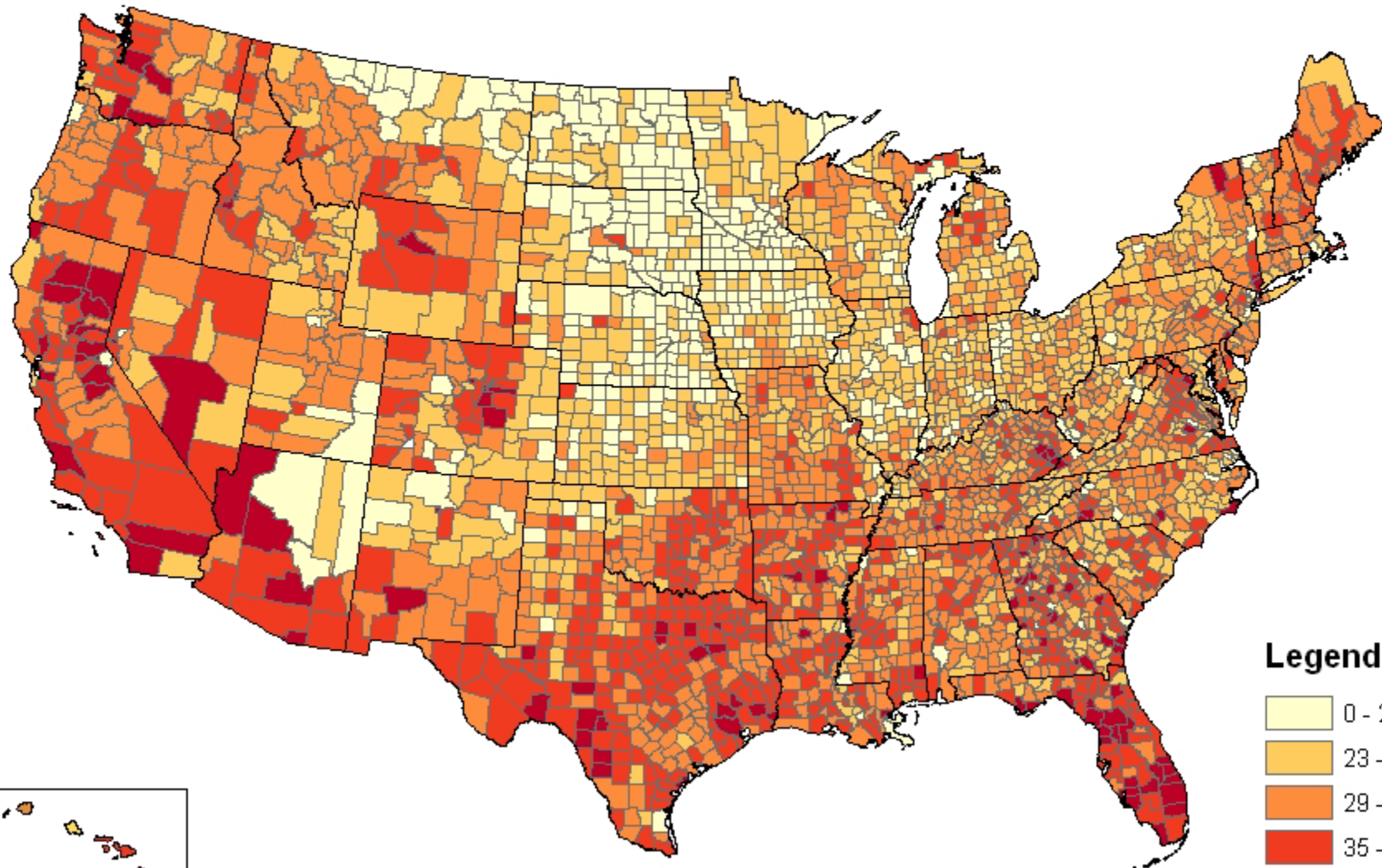
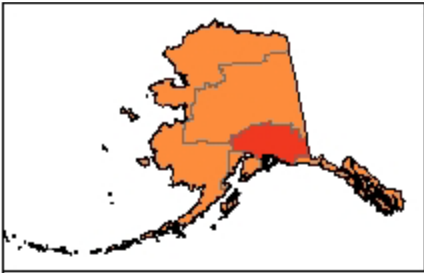


# Beginning Farmer and Rancher Demographics

	All Farms	Operator Started		
		2003-2007	1998-2002	Prior to 1998
Average age of operator	57	48	50	60
Farming as primary occupation	45%	33%	34%	50%
Work off farm	65%	79%	77%	59%
Female principal operator	14%	19%	17%	12%
Minority principal operator	7%	9%	8%	6%



# Percent of Total: Beginning Farm Operators



## Legend

- 0 - 22 %
- 23 - 28 %
- 29 - 34 %
- 35 - 41 %
- 42 % or more



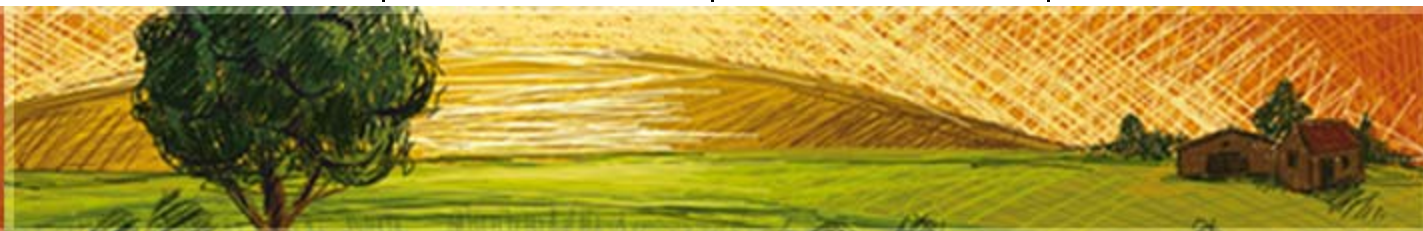
# U.S. Principal Operators by Race, Ethnicity, and Sex

	2007 # of farms	2002 # of farms	Percent Change
All Farm Operators	2,204,792	2,129,982	4 %
American Indian	34,706	15,494	124%
Asian	11,214	8,375	34%
Black or African American	30,599	29,090	5 %
Hispanic or Latino	55,570	50,592	10 %
Women	306,209	237,819	29 %



# Economic Class by Race and Ethnicity

	Less than \$2,500	\$2,500 - \$49,999	\$50,000 or more
All Farm Operators	35%	43%	22%
American Indian	56%	36%	8%
Asian	23%	42%	35%
Black or African American	49%	46%	5%
Hispanic or Latino	45%	41%	14%
Women	50%	42%	8%



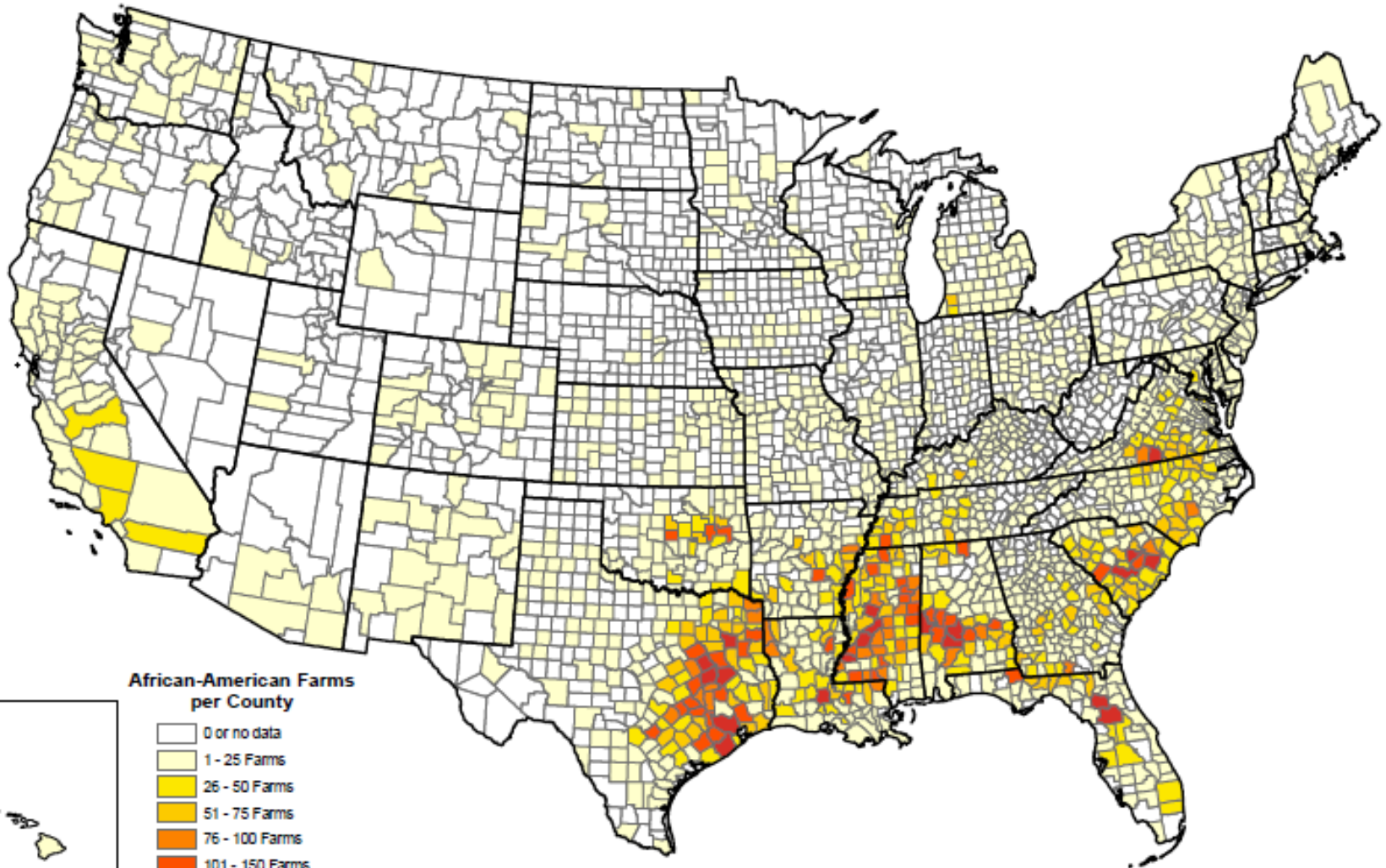
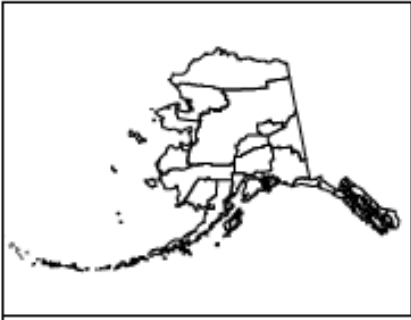
# Principal Operators Characteristics

	Work off farm	$\geq 50\%$ income from farm	Avg age
All Farm Operators	65%	20%	57.1
American Indian	63%	10%	56.6
Asian	71%	27%	56.4
Black or African American	66%	7%	60.3
Hispanic or Latino	55%	20%	56.0
Women	59%	13%	58.8










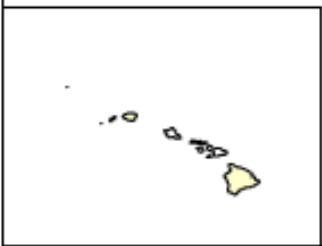
# Farms Operated by African-Americans: 2007

1635 Counties With African-American Farms



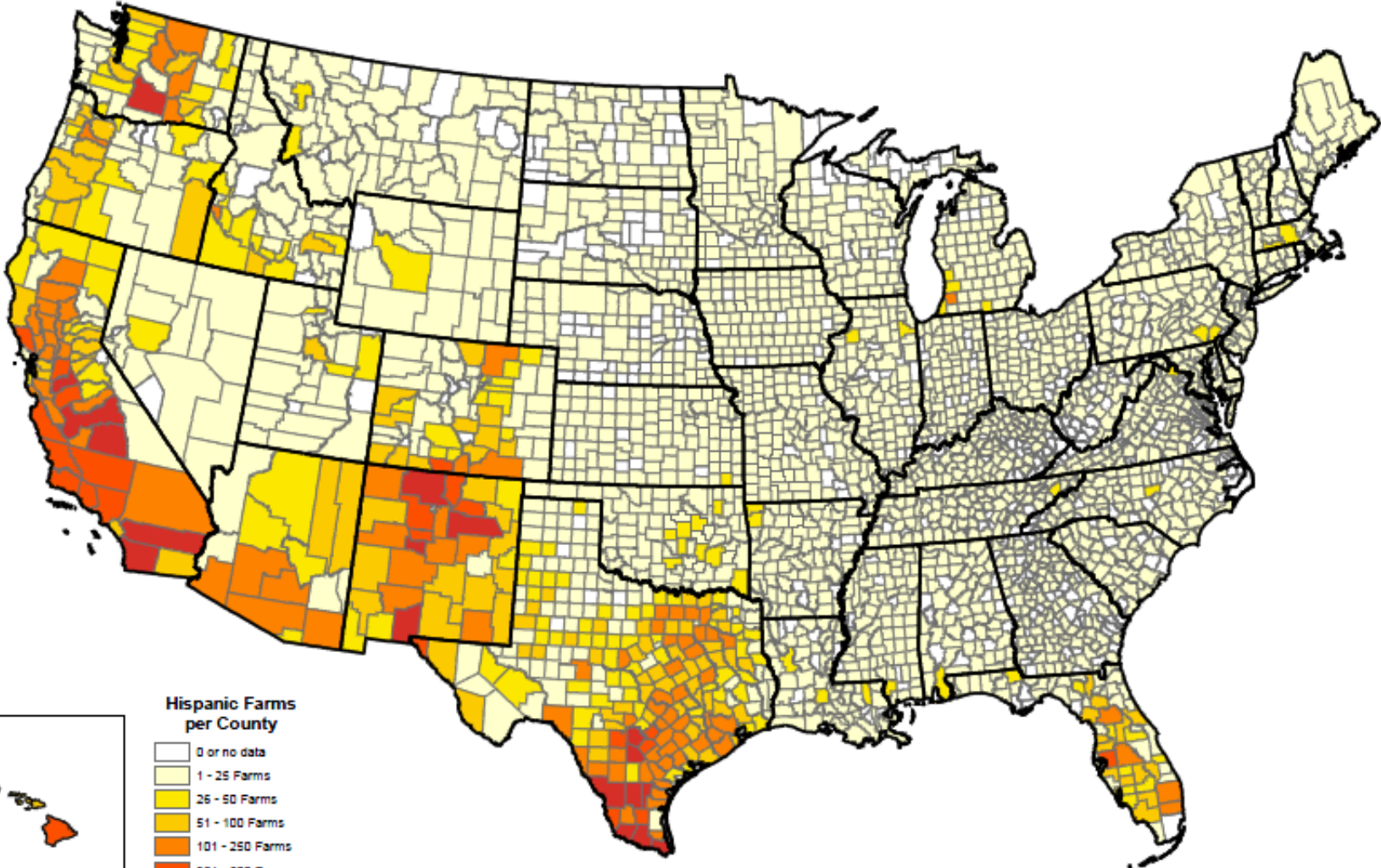
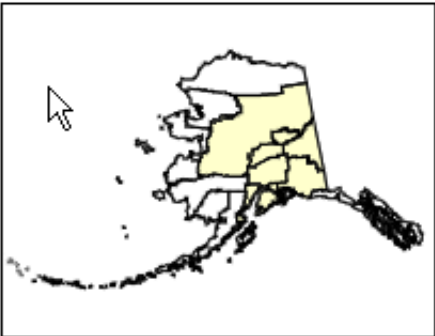
African-American Farms per County

-  0 or no data
-  1 - 25 Farms
-  26 - 50 Farms
-  51 - 75 Farms
-  76 - 100 Farms
-  101 - 150 Farms
-  151 or more Farms



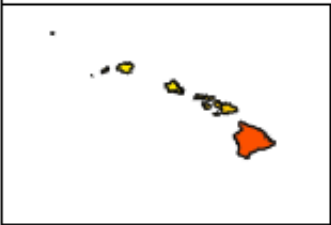
# Farms Operated by Hispanics: 2007

## 2652 Counties With Hispanic Farms



Hispanic Farms per County

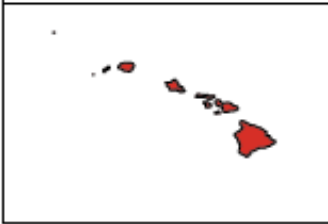
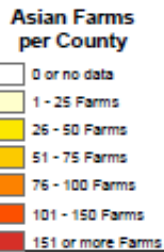
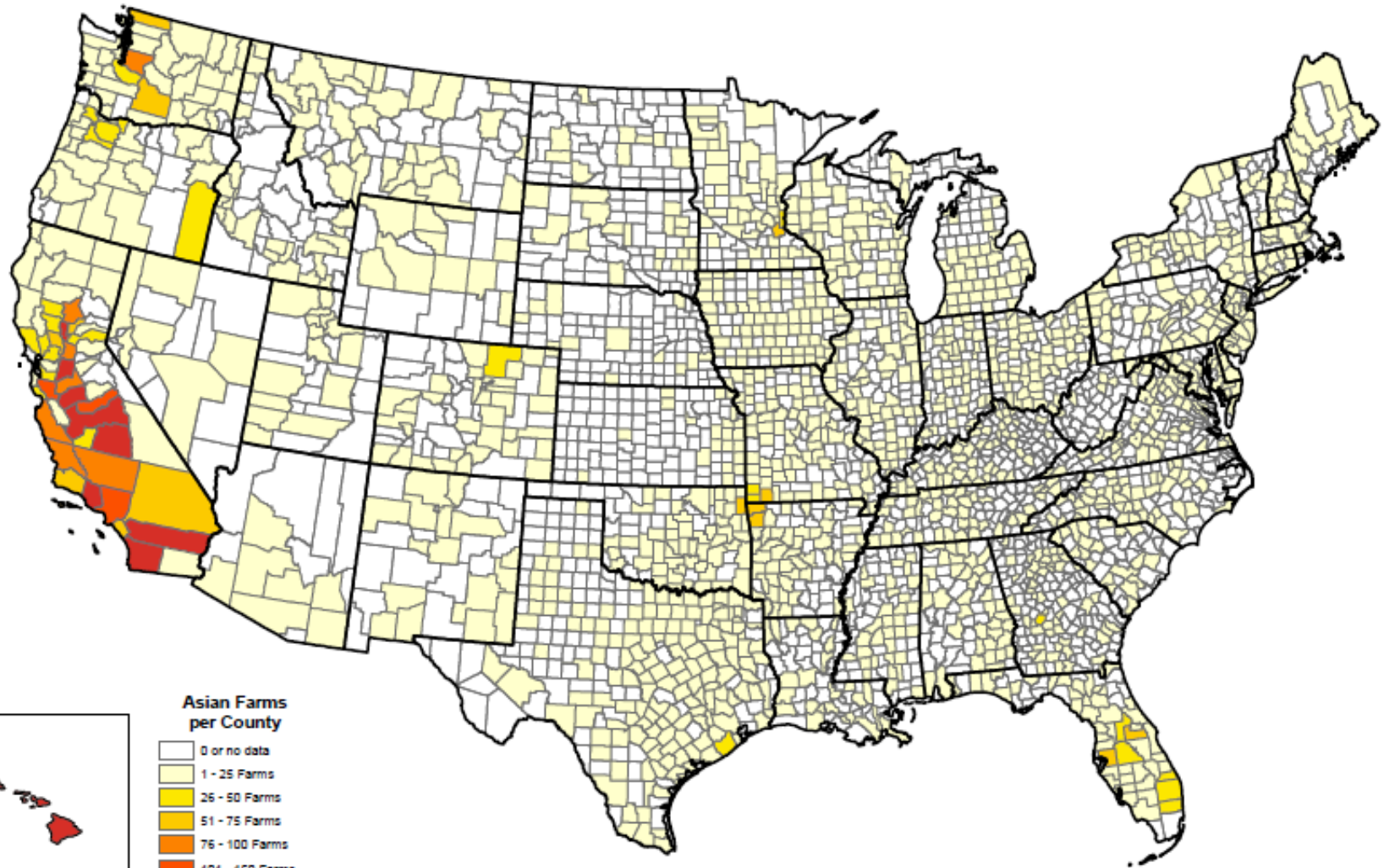
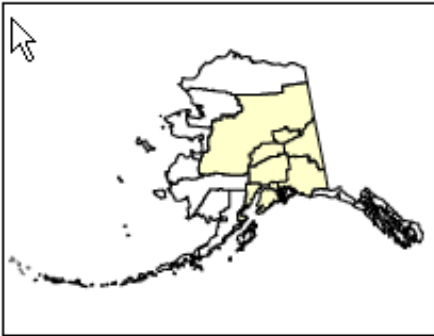
- 0 or no data
- 1 - 25 Farms
- 26 - 50 Farms
- 51 - 100 Farms
- 101 - 250 Farms
- 251 - 500 Farms
- 501 or more Farms





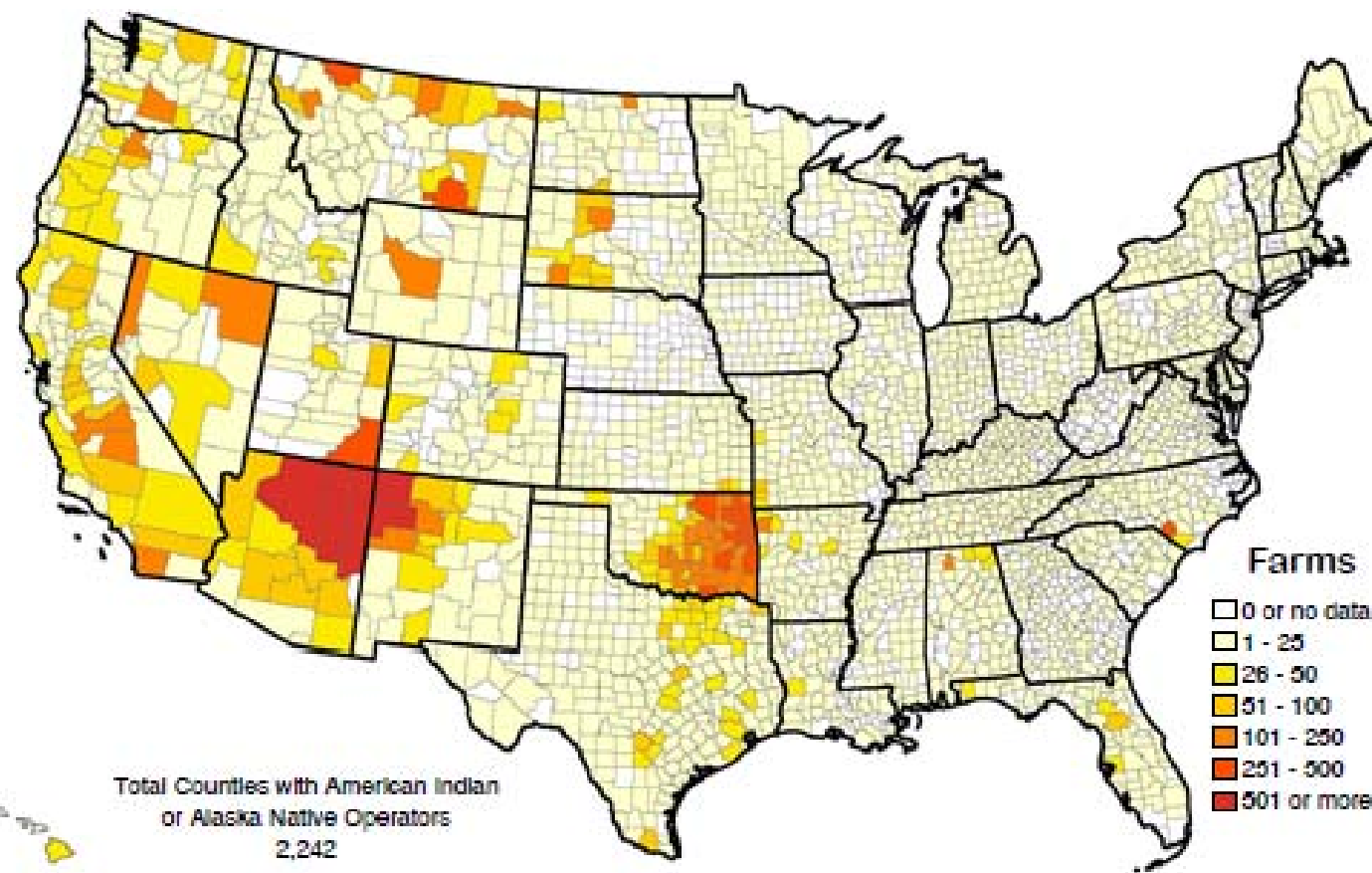
# Farms Operated by Asians: 2007

1548 Counties With Asian Farms





## Number of Farms with American Indian or Alaska Native Operators



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# Internet Access by Group

	No access	Not high speed access	High speed access
All Farm Operators	43%	24%	33%
American Indian	57%	23%	20%
Asian	52%	15%	33%
Black or African American	66%	16%	18%
Hispanic or Latino	56%	17%	27%
Women	45%	23%	32%



# Outreach Efforts

- After the 2002 and continuing with the 2007 Census of Agriculture, NASS realized the coverage of minority and women farm operators was lower than for all operators
- NASS committed to more aggressive list building procedures such as working with Community-based Organizations (CBOs) to better count all operators



# Outreach Efforts

- NASS partnered with CBOs to provide hands-on assistance and support to producers in filling out census forms
- NASS targeted media advertisements to improve census response rates



**DID YOU KNOW that Ag Census  
Data are available by . . . .**

**Congressional District ?**

**Watershed?**

**Zip Code?**

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# **2012 Census Update**

**Total Receipts – 2/22/13**

**1,632,993– 56%**

**Follow-up Mailings:**

**February 14-27**



**Thank You for your time and  
attention!**

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