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## CENSUS OF AGRICULTURAL HIGHLIGHTS New York State, 1987

Number of Farms, 1987

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## LIST OF TABLES

Table ..... Page
1 Land in Farms by Major Categories, ..... 3New York, 1987
Number of Farms and Total Land in Farms ..... 5 by Size Class, New York, 1982 and 1987
Farms by Tenure status and Form of Organization, New York, 1982 and 19876Farms by Type: Standard Industrial10Classification, New York, 1987
8
Government Payments and Other Farm-Related ..... 11Income, New York, 1987
Net Cash Return from Agricultural sales ..... 12 New York, 1987
10
All Hay and Grass Silage: Farms and ..... 14
Harvested Acres, New York, 1982 and 1987
Corn for Grain or Seed: Farms and ..... 15
Harvested Acres, New York, 1982 and 1987
12
Corn for Silage: Farms and Harvested ..... 16 Acres, New York, 1982 and 1987

## LIST OF TABLES (Continued)

| Table |  | Page |
| :---: | :---: | :---: |
| 13 | Oats for Grain: Farms and Harvested Acres, New York, 1982 and 1987 | 17 |
| 14 | All Vegetables: Farms and Harvested Acres, New York, 1982 and 1987 | 19 |
| 15 | Land in Orchards and Vines: Farms and Acreage, New York, 1982 and 1987 | 21 |
| 16 | Number of Farms by Size of Dairy Milking Herd, New York, 1982 and 1987 | 23 |
| 17 | Beef Cattle: Farms and Numbers, New York, 1982 and 1987 | 24 |
| 18 | Hens and Pullets of Laying Age, New York, 1982 and 1987 | 25 |
| 19 | Hogs and Pigs: Farms and Inventory Numbers, New York, 1982 and 1987 | 26 |
| 20 | Sheep and Lambs: Farms and Inventory Numbers, New York, 1982 and 1987 | 27 |

## LIST OF CHARTS

Chart Page
1 Land in Farms by Major Uses, ..... 4New York, 1987
2New York state Counties31

## LIST OF FIGURES

Figure Page
1 Number of Farms, 1987 ..... 32
2 Land in Farms, Thousand Acres, 1987 ..... 33
3 Harvested Cropland, Thousand Acres, 1987 ..... 34
4 Total Cropland, Thousand Acres, 1987 ..... 35
5 Total Cropland as a Percent of Land in ..... 36
Farms, 1987
6 Value of Agricultural Products Sold, ..... 37 \$ Millions, 1987
7 Percent of Farms with Sales Less Than ..... 38 \$40,000, 1987
8 Number of Farms with $\$ 100,000$ or More of ..... 39 Sales, 1987
9
Corn Grain Acreage, Thousands, 1987 ..... 40
10 Corn Silage Acreage, Thousands, 1987 ..... 41
11 Hay Crops Acreage, Thousands, 1987 ..... 42
12 Oats for Grain Acreage, Thousands, 1987 ..... 43
13 Vegetables, Sweet Corn, and Melons Acreage ..... 44 Harvested for Sale, Thousands, 1987Potato Acreage, Thousands, 198745
15 Orchards and Vineyards Acreage, Thousands, ..... 46 1987
Figure Page
16 Apple Acreage, Thousands, 1987 ..... 47
17 Grape Acreage, Thousands, 1987 ..... 48
18 Nursery and Greenhouse Product Sales, ..... 49\$ Millions, 1987
19 Number of Milk Cows, Thousands, 1987 ..... 50
20 Number of Beef Cows, Thousands, 1987 ..... 51
21 Hog and Pig Inventory, Thousands, 1987 ..... 52
22
Sheep and Lamb Inventory, Thousands, 1987 ..... 53
23 Total Farm Production Expenditures, ..... 54 \$ Millions, 1987Total Net Cash Return from Agricultural55Sales, \$ Millions, 1987Net Cash Return from Agricultural Sales56
per Farm, \$ Thousands, 1987

# CENSUS OF AGRICULIURE HIGHLIGHTS <br> New York State, 1987 

## Background

The Census of Agriculture provides a continuing historical record of what has happened on the State's farms and its rural economy. The first agricultural census was taken throughout the United States in 1840, as part of the Census of Population. There is a detailed census record of agricultural activity by counties for New York State at the start of each decade from 1840 to 1950. In 1925 and again in 1935 and 1945, a census of agriculture was taken in mid decade as well. Beginning in 1954 and continuing to 1974, the Census of Agriculture was taken every five years. In 1976, Congress decided that the Census of Agriculture should be taken in the same years as the other economic censuses such as manufacturing, mining and commercial trade. In 1982, the agricultural census was taken at the same time as the other economic censuses and from 1987 onward will revert to a five year cycle.

## Purpose

The purpose of this summary report is to provide information on key agricultural distributions such as land in farms, numbers of farms, acreage of major crops and numbers of livestock. Tables containing this information from the census and charts showing the nature of the distributions are presented first. $A$ set of state maps with county information showing numbers of farms and comparative information on crop and livestock distributions are presented last.

The intent of this report is to supplement and summarize some of the detail in the published volume for New York State issued by the Bureau of the Census (AC87-A-32 New York, Volume 1, Part 32, State and County Data). The detailed information including definitions, explanations, and the original questionnaire are all included in this reference volume.

## Comparability with 1982 Census Totals

Both the 1987 and 1982 censuses were conducted at the start of the year by mail survey. In 1988, this was followed by five letters for non-respondents, three of which included a report form. Telephone interviews were carried out with as many nonrespondents as could be located. A non-response adjustment procedure was used to represent the final non-respondent farms in the census results.

Most of the problems of non-response were associated with farms selling less than $\$ 10,000$ of products. Follow-up procedures were similar in both 1982 and 1987. The procedures suggest that
the undercount of small farms, if any, would be of a somewhat similar magnitude. A description of the statistical methodology can be obtained by referring to Appendix C, Statistical Methodology, in AC87-A-32. There is no apparent reason to assume that there is any methodological upward or downward bias in the number of farms reporting in these two census years.

One unusual feature of the statistics for 1982 and 1987 is that farm prices received in 1987 were lower than those in 1982. The index of prices received by farmers in 1982 was 133 compared with 126 for 1987 using 1977=100. Thus, in making comparisons on the value of sales over this five-year period, one should recognize that prices had generally fallen by five percent over this period. This was true for milk in New York State as well as for the more general index of farm prices.

## Definition of a Farm

The Census defines a farm in both 1982 and 1987 as "any place from which $\$ 1,000$ or more of agricultural products were sold or normally would have been sold during the census year." The previous definition used from 1959 to 1974 counted a farm as any place with less than 10 acres from which $\$ 250$ or more of agricultural products were sold or any place of 10 acres or more where $\$ 50$ or more of agricultural products were sold during the census year.

Since 1850, the census definition of a farm has changed nine times. In all cases, the effort has been made to include all the units where any commercial production occurred or where the operator obtained an important part of his livelihood from agriculture, even if no sales took place. Because of the changes in definitions and the large number of relatively small and parttime farms, one should be cautious in making comparative statements about changes in farm numbers particularly in the past 20 years.

## STATEWIDE DATA

## Farm Numbers, Land in Farms and Farm organization

The land area of the State of New York is about 30.6 million acres. In 1987, 27.5 percent or 8.4 million acres were in farms. This is a decrease of nearly 800,000 acres from 1982 and more than a million acres since 1978. One hundred years earlier, the census of 1880 reported 22.9 million acres in farms, the peak period in history. Much of the land formerly in farms has reverted to forest or brush. Much of this is privately owned and used for recreation or forestry. Some tracts were purchased by the state in the 1920 and 1930 s in a period of great depression in agriculture.

Land in farms is distributed by the Census into four categories of cropland, woodland, other pastureland and rangeland, and land in house lots, ponds, roads and wasteland. Total cropland harvested increased gradually between 1969 and 1982 but dropped back in 1987 to about the level existing in 1969. Total cropland in 1987 was 5.38 million acres of which 72.5 percent was harvested.

| Year | Total cropland |  | Total cropla <br> harvested |
| :---: | :---: | :---: | :---: |
|  | (acres) |  | (acres) |
| 1969 | $6,081,847$ |  | $3,835,623$ |
| 1974 | $5,788,149$ |  | $4,156,266$ |
| 1978 | $5,940,788$ |  | $4,348,591$ |
| 1982 | $5,697,926$ |  | $4,430,198$ |
| 1987 | $5,382,175$ |  | $3,899,819$ |

Of the total land in farms in 1987, nearly 64 percent is in cropland, an increase from 62 percent in 1982 (Table 1). As farms have gone out of production, the better cropland has been maintained in agricultural production and woodland and nontillable pasture makes up a smaller proportion of the total remaining in farms.

Table 1. LAND IN FARMS BY MAJOR CATEGORIES New York, 1987

| Description | 1987 | Percent <br> of total |
| :--- | ---: | ---: |
|  | acres |  |
| Total cropland |  |  |
| Harvested |  |  |
| Cropland pasture |  |  |
| Idle cropland and government programs | $5,382,175$ | 63.9 |
| All other cropland | $3,899,819$ | 46.3 |
| Total woodland | 822,401 | 9.8 |
| Woodland pastured |  |  |
| Woodland not pastured | 76,976 | 7.0 |
| Other pastureland and rangeland | $1,750,589$ | 0.9 |
| Land in house lots, ponds, | 374,034 | 40.8 |
| roads and wasteland | $1,376,555$ | 16.4 |
| Total land in farms | 665,594 | 7.9 |

## CHART 1. LAND IN FARMS BY MAJOR USES New York, 1987

Land use
Total acres $=8,416,228$


The distribution of farm numbers in 1982 and 1987 by size of farm shows decreases in nearly all of the size categories except the two with 1,000 acres or more per farm. The bulk of the state's farmland is in units of 260 acres or more (Table 2). Nearly 70 percent of the farmland is operated by the 11,171 largest units. There are 14,488 farms with less than 100 acres. Most of these are residential or part-time farms although some are intensively managed full-time, commercial operations.

Table 2. NUMBER OF FARMS AND TOTAL LAND IN FARMS
BY SIZE CLASS
New York, 1982 and 1987

|  | Number of farms |  |
| :--- | :--- | :--- |
|  | Acres per farm | 1982 |


| acres |  |  | acres |
| :---: | :---: | :---: | :---: |
| 1 - 9 | 2,763 | 2,517 | 9,623 |
| $10-49$ | 6,575 | 6,114 | 167,442 |
| $50-69$ | 2,894 | 2,603 | 151,402 |
| $70-99$ | 3,674 | 3,254 | 271,255 |
| $100-139$ | 4,538 | 4,008 | 466,470 |
| $140-179$ | 3,570 | 3,126 | 492,989 |
| $180-219$ | 3,144 | 2,709 | 536,653 |
| $220-259$ | 2,760 | 2,246 | 535,516 |
| $260-499$ | 8,299 | 7,289 | 2,579,749 |
| $500-999$ | 3,274 | 3,112 | 2,043,038 |
| 1,000-1,999 | 620 | 654 | 848,124 |
| 2,000 and over | 103 | 116 | 350,899 |
| Total | 42,207 | 37,743 | 8,416,228 |

Full owners continue to be the dominant tenure class of farms (Table 3). Part owners account for one-third of the total number; these are primarily active commercial farms on which some land is rented from others to provide additional cropland or pasture. There was no important change in the distributions between 1982 and 1987.

Table 3. FARMS BY TENURE STATUS AND FORM OF ORGANIZATION New York, 1982 and 1987

| Description | Number of farms |  | $\begin{aligned} & \text { Land } \\ & \text { in farms, } \\ & 1987 \end{aligned}$ |
| :---: | :---: | :---: | :---: |
|  | 1982 | 1987 |  |
|  |  |  | acres |
| Tenure status: |  |  |  |
| Full owners | 25,608 | 23,039 | 3,406,754 |
| Part owners | 14,214 | 12,532 | 4,598,934 |
| Tenants | 2,385 | 2,172 | 410,540 |
| Total | 42,207 | 37,743 | 8,416,228 |
| Form of organization: |  |  |  |
| Individual or family | 36,543 | 32,149 | 6,258,203 |
| Partnership | 4,086 | 3,835 | 1,434,134 |
| corporations |  |  |  |
| Family-held, less than 10 stockholders | 1,214 | 1,396 | 577,138 |
| Family-held, more than 10 stockholders | 24 | 16 | 15,269 |
| Other than family-held | 147 | 133 | 50,242 |
| Other--cooperative, estates, trusts, and institutional | 193 | 214 | 81,242 |
| Total | 42,207 | 37,743 | 8,416,228 |

The predominant form of organization is individual or family operation. Partnerships account for a little over 10 percent of the businesses. The number of incorporated businesses has increased modestly from 1982 but is still a small component of the total. The number of non-family type corporations with farms is small and relatively unimportant in this state. The land they operate accounts for only 0.6 percent of the total farmed.

Table 4.
FARM OPERATORS BY AGE GROUP
AND DAYS OF WORK OFF-FARM
New York, 1982 and 1987

| Description | 1982 | 1987 |
| :---: | :---: | :---: |
|  |  |  |
| Operators by age group: |  |  |
| Under 25 years | 845 | 370 |
| 25-34 | 5,380 | 4,100 |
| 35-44 | 9,368 | 8,413 |
| 45-54 | 10,013 | 8,862 |
| 55-64 | 9,965 | 8,860 |
| 65 and over | 6,636 | 7,138 |
| Average age | 50.0 | 51.4 |
| Days of work off-farm: |  |  |
| 0 | 19,456 | 18,079 |
| $1-49$ | 2,375 | 1,974 |
| 50-99 | 963 | 969 |
| 100-149 | 1,228 | 1,138 |
| $150-199$ | 2,230 | 2,009 |
| 200 and over | 13,094 | 11,506 |
| Not reporting | 2,861 | 2,068 |

The average age of farm operators increased from 50 to 51.4 years between 1982 and 1987 (Table 4). In particular, the number of operators over 65 increased while numbers in all other categories decreased. The pattern of number of days of work of $f$ the farm did not change in any important way between census years. Almost 20,000 reported either no days worked off the farm or less than 50. At the other end of the spectrum, there are 11,506 with fulltime jobs off the farm and another 2,009 with l50-199 days of such work. Relatively few were in the middle categories reflecting the nature of the job market and the demands of most farm enterprises.

## Farm Size by Value of Products Sold

Value of agricultural products sold is one of the most common ways of measuring farm size (Table 5). Of the 37,743 farms enumerated, 35 percent had sales of $\$ 5,000$ or less in 1987. In total, they accounted for less than one percent of all agricultural sales. Most of this group can be described as living on residential farms with agricultural enterprises as a very small component of family activity.

Table 5. NUMBER OF FARMS BY VALUE OF PRODUCTS SOLD
New York, 1982 and 1987

| Value of agricultural <br> products sold | Number of farms | 1982 |
| :---: | :---: | :---: |$\quad$| Total value |
| :---: |

millions

| Less than \$2,500 | 10,479 | 9,168 | \$ 8.1 |
| :---: | :---: | :---: | :---: |
| \$2,500 - 4,999 | 4,421 | 4,061 | 14.6 |
| 5,000-9,999 | 4,339 | 3,892 | 27.5 |
| 10,000 - 19,999 | 3,563 | 3,429 | 48.3 |
| 20,000 - 39,999 | 3,696 | 3,064 | 88.0 |
| 40,000 - 49,999 | 1,582 | 1,270 | 56.8 |
| 50,000-99,999 | 6,731 | 5,560 | 408.2 |
| 100,000-249,999 | 5,791 | 5,554 | 841.8 |
| 250,000-499,999 | 1,175 | 1,262 | 422.5 |
| 500,000-999,999 | 398* | 333 | 222.0 |
| \$1,000,000 and over | -- | 150 | 304.1 |
| Total | 42,207 | 37,743 | \$2,441.9 |

*\$500,000 and over in 1982.

The second group of farms with agricultural sales from $\$ 5,000$ to $\$ 50,000$ are primarily part-time farm operations. The agricultural operations are important to the family but the primary source of family income in most cases comes from outside agriculture. In 1987, there were 7,321 farms with sales between $\$ 5,000$ and $\$ 20,000$ or 19.3 percent of the total. The larger part-time businesses, sales of \$20,000-49,999, included 4,334 farms or 11.5 percent of the total. This group of part-time farms sold about $\$ 220$ million of products or nine percent of the total.

The farms with sales of $\$ 50,000$ or more include 12,859 businesses or 34 percent of the total. Most of these get their primary source of family income from farming. The largest decline in numbers between 1982 and 1987 was from the group with sales from $\$ 50,000-99,999$. Those with sales of $\$ 100,000-249,999$ decreased by four percent in five years. The three larger sales classes all increased reflecting national trends. Ninety percent of all agricultural sales were produced by this group of commercial farms.

## Total Sales by Type of Product and Type of Farm

The relative importance of individual crops and livestock products in terms of sales is presented in Table 6. Livestock products continue as the most important with the dairy industry dominant among that group. In the five-year period, relatively little change occurred in the aggregates. Poultry sales declined by 23 percent, an important change for that sector. Sheep, a minor group in total, increased in importance over the five years.

Table 6.
TOTAL SALES BY TYPE OF PRODUCT New York, 1982 and 1987

## Description

| Value of sales |
| :--- |
| 1982 |

Percent of total, 1987
millions
Livestock:
Dairy products
Cattle and calves
Poultry and poultry products
Sheep, lambs and wool
Hogs and pigs
Other livestock
Total livestock
Crops:
Fruit, nuts and berries
Vegetables and melons
Nursery and greenhouse products
Corn for grain
Hay, silage, seeds
Wheat
Oats
Other grains
Miscellaneous crops

## Total crops

Total agricultural sales

| $\$ 1,387.4$ | $\$ 1,343.7$ | 55.0 |
| ---: | ---: | ---: |
| 196.3 | 210.4 | 8.6 |
| 116.7 | 90.3 | 3.7 |
| 2.7 | 3.7 | 0.2 |
| 17.1 | 15.6 | 0.6 |
| 49.0 | 76.8 | 3.1 |
| $\$ 1,769.2$ | $\$ 1,740.5$ | 71.3 |
|  |  |  |
|  |  |  |
| 147.0 | $\$ 44.2$ | 5.9 |
| 142.6 | 158.5 | 6.5 |
| 108.8 | 168.2 | 6.9 |
| 114.7 | 86.1 | 4.8 |
| 52.4 | 63.1 | 2.6 |
| 16.1 | 9.6 | 0.4 |
| 11.0 | 6.2 | 0.3 |
| 16.0 | 15.4 | 0.6 |
| 49.1 | 50.1 | 2.1 |
|  |  |  |
| $\$ 657.7$ | $\$ 701.4$ | 28.7 |
|  |  |  |
| $\$ 2,426.9$ | $\$ 2,441.9$ | 100.0 |

Crop sales increased as a share of the total with the major change associated with nursery and greenhouse products. Sales were up 54.5 percent in five years reflecting important growth in this industry. Vegetables and melons were up by ll percent; corn for grain was the commodity with a substantial drop in value, partly reflecting an important reduction in price as well as volume.

All farms are classified by type according to a Standard Industrial Classification (SIC) used for all census tabulations (Table 7). The most important group in terms of sales as well as numbers is dairy, 61 percent of all sales. The next three groups, horticultural specialties, vegetables and melons and fruit and tree nuts are much smaller in both numbers of farms and value of sales. Average sales per farm for dairy, horticultural specialties and vegetables and melons are $\$ 100,000$ or more. Fruit and tree nuts at $\$ 54,000$ includes a number of part-time operations.

Table 7. FARMS BY TYPE: STANDARD INDUSTRIAL CLASSIFICATION New York, 1987

| Type of farm | Number of farmsMarket value <br> of total sales |  |
| :--- | ---: | ---: |
|  |  |  |
|  |  | thousands |
| Dairy | 12,101 |  |
| Horticultural specialties | 1,480 | $\$ 1,487$ |
| Vegetables and melons | 1,601 | 166 |
| Fruit and tree nuts | 2,575 | 160 |
| Livestock: beef, sheep, hogs | 7,946 | 140 |
| Field crops except cash grains | 5,321 | 105 |
| Poultry and eggs | 417 | 95 |
| Animal speciaities | 2,206 | 93 |
| Cash grains | 2,089 | 77 |
| General: crops | 1,620 | 28 |
| General: livestock | 387 | 16 |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

There are large numbers of part-time and residential farms especially in the groups designated as "Livestock: beef, sheep, hogs" and "Field crops except cash grains." The only other SIC group where the bulk of the farms are relatively large commercial enterprises is poultry and eggs; average sales per farm is $\$ 223,000$.

## Government Payments and Other Farm-Related Income

Direct government payments to farmers have increased during the l980s as deficiency payments have been received as part of participation in wheat and feed grains programs. The dairy buyout program also covered part of the period of the 1987 census. New York farmers received a total of $\$ 66.9$ million dollars from these sources (Table 8).

Table 8.
GOVERNMENT PAYMENTS
AND OTHER FARM-RELATED INCOME
New York, 1987

| Distribution of such income | Number of farms | Total value of such income |
| :---: | :---: | :---: |
|  |  | millions |
| Government payments: |  |  |
| \$0 - 999 | 1,343 | \$ 0.6 |
| 1,000-4,999 | 2,713 | 7.2 |
| 5,000-9,999 | 1,279 | 9.0 |
| 10,000-24,999 | 1,069 | 16.5 |
| 25,000-49,999 | 419 | 14.4 |
| \$50,000 and over | 221 | 19.2 |
| Total | 7,044 | \$66.9 |
| Other farm-related income: * |  |  |
| \$0- 999 | 4,086 | \$ 1.5 |
| 1,000-4,999 | 3,344 | 7.8 |
| 5,000-9,999 | 938 | 6.3 |
| 10,000-24,999 | 520 | 7.5 |
| 25,000-49,999 | 101 | 3.3 |
| \$50,000 and over | 13 | 1.1 |
| Total | 9,002 | \$27.5 |

* Includes custom work, rentals of real estate, sales of forest products, etc.

More than 7,000 farmers received some direct payments in New York. Over half, however, received payments of $\$ 5,000$ or less. There were only 640 farms who received $\$ 25,000$ or more during the year; most of these were individuals with relatively large acreages of corn for grain or wheat. This group received a little more than half of the total.

Other farm-related income is reported but not included as part of agricultural sales. This is a relatively small component of total agricultural income in this state. Most of those receiving such returns do not rely on it for much of their total family income. More than 80 percent of those reporting obtained less than $\$ 5,000$ from such sources. Custom work, renting out some land or buildings, sales of forest products, and recreation income are the primary items.

## Net Cash Return from Agricultural Sales

For the first time, the Census provided a distribution of "net cash returns" based on subtracting cash farm expenses from cash agricultural sales. Depreciation and changes in inventory values are not included in making this calculation. It is a measure of cash flow provided from these records. Because such a large number of farms have sales of less than $\$ 20,000,54$ percent of the total, one should expect that a large number of the net cash returns would be small, falling between losses of $\$ 5,000$ and gains of $\$ 5,000$ (Table 9). In fact, there is a much wider distribution of gains and losses than might have been expected.

Table 9. NET CASH RETURN FROM AGRICULTURAL SALES New York, 1987

| Size of net cash return or loss | Number of farms | Percent of all farms |
| :---: | :---: | :---: |
| Gains of: |  |  |
| \$50,000 and over | 3,360 | 8.9 |
| 25,000-49,999 | 4,281 | 11.3 |
| 10,000-24,999 | 4,802 | 12.7 |
| 5,000-9,999 | 2,342 | 6.2 |
| 1,000 - 4,999 | 3,922 | 10.4 |
| $0-999$ | 1,917 | 5.1 |
| Subtotal | 20,624 | 54.6 |
| Losses of: |  |  |
| \$ 0 to \$- 999 | 2,607 | 6.9 |
| -1,000 to - 4,999 | 8,733 | 23.1 |
| -5,000 to - 9,999 | 3,139 | 8.3 |
| -10,000 to -24,999 | 1,987 | 5.3 |
| $-25,000$ to $-49,999$ | 472 | 1.3 |
| \$-50,000 and over | 178 | 0.5 |
| Total | 37,740 | 100.0 |
| Average net return per farm | \$13,690 |  |
| Average net return, farms with gains | 30,364 |  |
| Average net return, farms with losses | -6,401 |  |

There were 20,624 farms reporting gains, 54.6 percent of the total. The number reporting cash losses was substantial; seven percent of the total had losses of $\$ 10,000$ or more. The spread in these statistics is perhaps the most noteworthy item of interest. There is no way to associate the large gains or losses with a particular type or size of farm operation.

## Field Crops

Cropland harvested in New York decreased by a little less than 12 percent between 1982 and 1987 to about 3.9 million acres. Part of this reduction can be attributed to the federal Acreage Reduction Program requirement associated with producing wheat and feed grains. The primary uses of cropland were as follows:

|  | Percent |  |
| :--- | :---: | ---: |
|  | 1982 | 1987 |
| Hay and grass silage | 52 | 57 |
| Corn for grain | 16 | 15 |
| Corn for silage | 13 | 13 |
| Oats | 6 | 4 |
| Wheat | 3 | 2 |
| Vegetables and potatoes | 5 | 5 |
| Fruit and berries | 3 | 3 |
| All other | 2 | 1 |
| Total | 100 | 100 |

Between 1982 and 1987, hay and grass silage became relatively more important even though the total acreage committed to these crops actually declined by 125,000 acres. Corn continues as the most important cereal grain. Both oats and wheat were relatively less important as percentages of the total.

The most commonly grown field crop is hay or hay harvested as grass silage. More than 70 percent of all farms reported some acreage harvested. Of those with some hay harvested, 44 percent had 50 acres or less. Those with 50 acres or more included a large share of the commercial farms and accounted for 88 percent of the total acreage in these crops.

Table 10.
ALL HAY AND GRASS SILAGE: FARMS AND HARVESTED ACRES New York, 1982 and 1987

|  | Number <br> of farms <br> in 1987 | Total acres |  |
| :---: | ---: | ---: | ---: |

## Corn for Grain

The acreage committed to corn for grain grew steadily between 1950 and 1982. In 1987, the upward trend in corn for grain was reversed and a little less than 600,000 acres were harvested.

| Census Year | Total Acres |
| :---: | :---: |
|  |  |
| 1950 | 163,045 |
| 1959 | 218,647 |
| 1969 | 243,475 |
| 1978 | 593,674 |
| 1982 | 749,492 |
| 1987 | 598,815 |

Most of the increase in production occurred in the 1970s. The reduction in 1987 from 1982 is partly attributable to the Acreage Reduction Program but probably not all of it.

| Cable 11. | CORN FOR GRAIN OR SEED: |
| ---: | :--- |
| FARMS AND HARVESTED ACRES |  |
| New York, 1982 and 1987 |  |


|  | Number <br> of farms <br> in 1987 | Total acres |  |
| :---: | :---: | :---: | ---: |
| Acres harvested |  | 1982 | 1987 |
| $1-14$ | 2,806 | 22,609 | 20,285 |
| $15-24$ | 1,308 | 25,548 | 24,371 |
| $25-49$ | 1,818 | 65,793 | 62,560 |
| $50-99$ | 1,705 | 128,353 | 114,207 |
| $100-249$ | 1,223 | 209,955 | 178,827 |
| $250-499$ | 320 | 137,399 | 107,215 |
| $500-999$ | 105 | 115,105 | 68,383 |
| 1,000 and over | -16 | 44,730 | 22,967 |
| Total | 9,301 | 749,492 | 598,815 |

Corn for grain was harvested on 25 percent of the farms in the state. About 64 percent of the farms had enterprises of 50 acres or less. These accounted for 18 percent of the acreage. The important reductions in acreage from 1982 occurred on the larger enterprises as suggested in Table ll. The drop in acreage for enterprises of 500 acres or more is particularly noticeable.

## Corn for silaqe

Corn for silage is a primary source of feed for livestock on New York farms. It is particularly important on most dairy farms. Corn for silage was harvested on nearly 12,000 farms. The bulk of the acreage was in enterprises of 25 to 250 acres (Table 12). The total acres of corn for silage decreased by almost 15 percent between 1982 and 1987. There were decreases in nearly all of the different size classes.

Table 12. CORN FOR SILAGE: FARMS AND HARVESTED ACRES New York, 1982 and 1987

| Acres harvested | Number of farms in 1987 | Total acres |  |
| :---: | :---: | :---: | :---: |
|  |  | 1982 | 1987 |
| $1-14$ | 2,558 | 27,447 | 21,736 |
| $15-24$ | 2,211 | 52,190 | 41,724 |
| 25-49 | 3,537 | 153,080 | 120,363 |
| 50-99 | 2,516 | 189,470 | 163,289 |
| 100-249 | 965 | 145,606 | 130,379 |
| 250-499 | 115 | 31,857 | 35,624 |
| 500 and over | 18 | 15,456 | 12,343 |
| Total | 11,920 | 615,106 | 525,458 |

oats
Oats continues as the most important of the small grains produced in the state even though the acreage harvested continues to decline. The trend has been rather steady since 1940.

## Census year

1940
1950
1959
1969
1978
1982
1987

Total Acres
626,234
563,728
576,260
361,600
272,507
249,804
162,733

The drop in acreage and in numbers of producers from 1982 is important. Acreage decreased by one-third. The number of producers dropped from 9,422 in 1982 to 6,364 in 1987. There were decreases in acreage in each of the different size of enterprise classes (Table 13).

Table 13. OATS FOR GRAIN: FARMS AND HARVESTED ACRES New York, 1982 and 1987

|  | Number <br> of farms <br> in 1987 | Total acres |  |
| :--- | :---: | ---: | ---: |
| Acres harvested | 2,811 | 1982 | 1987 |
| $1-14$ | 1,376 | 32,296 | 23,521 |
| $15-24$ | 1,365 | 40,143 | 25,748 |
| $25-49$ | 607 | 66,449 | 45,290 |
| $50-99$ | 192 | 60,316 | 38,759 |
| $100-249$ | 13 | 39,968 | 24,733 |
| 250 and over | 6,364 | 10,632 | 4,682 |
| Total |  | 249,804 | 162,733 |

## Other Small Grains

Wheat production also decreased between 1982 and 1987 from 116,994 to 86,345 acres. There have been other large ups and downs in wheat production. Only 64,655 acres were harvested in 1978, but 142,311 in 1969. Much depends on weather conditions and varieties available in the years the censuses are taken.

Numbers of farms reporting other field crops and the number of acres produced in 1982 and 1987 are listed below:

| Crops | Farms Reporting |  | Total Acres |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1982 | 1987 | 1982 | 1987 |
| Dry edible beans | 696 | 505 | 7,731 | 36,895 |
| Soybeans | 440 | 382 | 24,403 | 25,059 |
| Barley | 908 | 788 | 21,246 | 19,113 |
| Rye | 317 | 283 | 6,179 | 6,145 |
| Buckwheat | 348 | 224 | 8,960 | 5,607 |
| Sorghum, forage | 579 | 364 | 6,989 | 4,909 |
| Sunflowers | 26 | 25 | 2,168 | 1,360 |

## Vegetables

Commercial vegetable production, both for fresh market and for processing, is an important part of commercial agriculture in New York. Irish potatoes are treated separately from vegetables in the census tabulations. It is a major crop with 602 farms producing 35,682 acres in 1987. This is an important decline from 1982 when 865 farms produced potatoes on 43,644 acres. All of the decreases occurred in Suffolk County where the acreage harvested fell from 18,998 to 10,358 acres. In contrast, Steuben county increased its acreage by more than 1,000 acres as did Genesee County.

Table 14. ALL VEGETABLES: FARMS AND HARVESTED ACRES New York, 1982 and 1987

| Acres harvested | Number of farms in 1987 | Total acres |  |
| :---: | :---: | :---: | :---: |
|  |  | 1982 | 1987 |
| $0.1-0.9$ | 153 | 92 | 63 |
| $1.0-4.9$ | 805 | 2,252 | 1,955 |
| 5.0-14.9 | 712 | 6,674 | 5,804 |
| 15.0-24.9 | 267 | 6,222 | 4,959 |
| 25.0 - 49.9 | 305 | 12,083 | 10,375 |
| $50.0-99.9$ | 270 | 18,973 | 18,264 |
| 100.0-249.9 | 187 | 30,352 | 29,321 |
| 250.0-499.9 | 64 | 24,685 | 22,168 |
| 500.0 and over | 59 | 56,683 | 57,146 |
| Total | 2,822 | 158,016 | 150,054 |

The acreage of commercial vegetable production (excluding potatoes) and its distribution by size of enterprise is presented in Table 14. Of the 150,000 acres, nearly 91.5 percent are on the 885 farms with 25 acres of vegetables or more. over 38 percent of the total acreage is produced by the 59 farms with 500 acres or more of commercial vegetable production.

The census does not provide a breakdown between crops harvested for fresh market and for processing. Listed below are the total acreages of some of the more important vegetables harvested in 1987 and the acreages in the 1982 census.

Crop
Sweet corn Snap beans Cabbage Onions Peas Tomatoes Beets Lettuce Pumpkins Cucumbers
Spinach
Squash
Cauliflower
Sweet peppers Broccoli Carrots

Total Acres

| $\frac{1982}{}$ | $\frac{1987}{}$ |
| ---: | ---: |
| 48,760 | 50,440 |
| 41,498 | 31,963 |
| 13,178 | 15,004 |
| 13,468 | 11,635 |
| 8,839 | 9,586 |
| 4,738 | 3,824 |
| 4,482 | 3,625 |
| 3,639 | 3,347 |
| 1,647 | 3,108 |
| 2,393 | 2,944 |
| 1,707 | 1,865 |
| 1,999 | 2,073 |
| 2,251 | 1,551 |
| 1,416 | 1,306 |
| 358 | 1,262 |
| 942 | 1,002 |

Sweet corn continues as the most important of these vegetable crops in terms of acreage. Cabbage was one of the major vegetables to also increase in acreage over 1982. Snap beans declined as did onions. The area devoted to peas increased by about 750 acres. Tomatoes and beets lost position. Pumpkins is now a much more important crop, almost doubling in acreage. Cucumbers was also a big gainer.

## Fruit and Berries

The acreage in commercial fruit production decreased by nearly 9.5 percent between 1982 and 1987. Most of the decrease was in apples and grapes, the two principal crops. There were 3,290 farms reporting some acreage of fruit (Table 15). Of these, 1,076 had orchards or vineyards of 25 acres or more which accounted for 87 percent of the total. Those with 100 acres or more made up 57 percent of the total.

Table 15. LAND IN ORCHARDS AND VINES: FARMS AND ACREAGE New York, 1982 and 1987

| Acres harvested | Number of farms in 1987 | Total acres |  |
| :---: | :---: | :---: | :---: |
|  |  | 1982 | 1987 |
| 0.1-4.9 | 968 | 2,838 | 2,146 |
| 5.0-14.9 | 891 | 8,763 | 7,573 |
| 15.0-24.9 | 355 | 8,525 | 6,674 |
| 25.0-49.9 | 430 | 17,273 | 14,925 |
| 50.0 - 99.9 | 311 | 24,420 | 21,329 |
| 100.0-499.9 | 314 | 57,387 | 55,367 |
| 500 acres and over | 21 | 18,151 | 16,418 |
| Total | 3,290 | 137,357 | 124,432 |

The primary fruit crops in 1987 compared to 1982 were:

## Crop

Apples
Grapes Cherries, tart Cherries, sweet pears Peaches Berries, all brambles Strawberries Plums and prunes

| Total Acres |  |
| :--- | :--- |
| 1982 | 1987 |

78,115
73,195
36,916
5,443
1,461
3,634
2,596
3,479
2,369
1,038

Among the fruit crops, pears was one of the few that increased in acreage over this five-year period. In general, the number of trees per acre has increased especially for apples as dwarf root stock is used to replace older trees.

## Nursery and Greenhouse

Nursery and greenhouse operations have increased in numbers and importance between 1982 and 1987. Total acreage devoted to these intensive operations increased from 13,460 acres in 1978 to 14,242 in 1982 and 16,066 in 1987. Included in these totals are the lands used to produce sod and turf grass. Total sales increased from $\$ 108.8$ million in 1982 to $\$ 168.2$ million in 1987.

There were 1,795 farms reporting nursery and greenhouse operations in 1987 compared with 1886 in 1982. Over the five years, the area under glass or other protection increased from 19.6 million square feet to 24.0 million, a 22 percent increase. The counties with the largest areas of greenhouse space are Suffolk ( 40 percent of the total), Erie ( 10 percent of the total) and Monroe ( 5 percent of the total). The leading counties in terms of land area devoted to these crops are Suffolk, Erie and orange.

## LIVESTOCK

Dairy
Much of the cropland in New York is best suited for growing forage crops and these are converted most efficiently into saleable products over much of the State by dairy animals. Dairying is the dominant industry in most upstate counties. In 1987, there were 13,840 farms reporting one or more dairy animals. Unlike the crops, having a few dairy cows is not a very economic proposition unless it is one cow for family consumption. The 3,070 farms with less than 30 cows accounted for 22 percent of the farms and four percent of all the dairy cows (Table 16).

Table 16. NUMBER OF FARMS BY SIZE OF DAIRY MILKING HERD New York, 1982 and 1987

| of $\begin{gathered}\text { Number } \\ \text { milk cows }\end{gathered}$ | Number of farms in 1987 | Number of milk cows |  |
| :---: | :---: | :---: | :---: |
|  |  | 1982 | 1987 |
| 1 - 4 | 1,308 | 4,259 | 2,480 |
| 5-9 | 315 | 2,796 | 2,007 |
| 10-29 | 1,447 | 44,977 | 30,368 |
| 30-49 | 3,776 | 190,797 | 147,988 |
| $50-99$ | 5,178 | 382,120 | 343,965 |
| 100-199 | 1,492 | 178,994 | 190,489 |
| 200-499 | 295 | 61,075 | 76,888 |
| 500 and over | 29 | 10,095 | 20,276 |
| Total | 13,840 | 875,113 | 814,461 |

The size class with the most farms and the most cows was 5099 milking animals. Most of the decreases in cows between 1982 and 1987 occurred on the farms with less than 100 cows. There were important reductions in each of the small herd sizes as some individuals moved out of dairying and others increased herd size. In the three larger herd sizes, cow numbers increased as has been generally true during the same period throughout the United States.

## Beef Cattle

The other important user of pasture and forage crops in the State is the beef cattle industry. Cow-calf operations are the most important component of this industry although some animals are also fed out to slaughter weights.

Table 17. BEEF CATTLE: FARMS AND NUMBERS
New York, 1982 and 1987

| Number <br> of beef cows | Number of farms in 1987 | Total number of beef cows |  |
| :---: | :---: | :---: | :---: |
|  |  | 1982 | 1987 |
| $1-9$ | 4,477 | 23,070 | 17,688 |
| $10-19$ | 1,433 | 18,210 | 18,643 |
| 20-49 | 725 | 20,921 | 20,538 |
| 50-99 | 124 | 9,038 | 7,720 |
| 100-199 | 25 | 3,393 | 2,949 |
| 200 and over | 14 | 3,080 | 4,089 |
| Total | 6,798 | 77,712 | 71,627 |

The number of farms reporting beef cows in 1987 was 6,798, down quite sharply from 1982 when there was 8,661 . Much of this decline in numbers is associated with farms reporting l-9 cows, 4,477 in 1987 compared to 6,311 in 1982. In most of the other size categories, there was substantial stability (Table 17). The number of farms with 100 cows or more remains small, 39 such operations accounting for about 10 percent of all the cattle.

## Laying Hens and pullets

Egg production is the most important reason for keeping poultry in New York. This industry decreased by about one-third between 1982 and 1987 as numbers of layers decreased from 6.9 million to 4.7 million. There were 49 farms in 1987 with 20,000 hens or pullets of laying age or more. These 49 farms accounted for 88 percent of the state's laying flock (Table 18).

Table 18. HENS AND PULLETS OF LAYING AGE New York, 1982 and 1987

| Hens and pullets of laying age | Number of farms in 1987 | Total number of hens and pullets |  |
| :---: | :---: | :---: | :---: |
|  |  | 1982 | 1987 |
| 1 - 99 | 2,801 | 95,831 | 61,982 |
| $100-399$ | 241 | 49,654 | 35,028 |
| 400-1,599 | 45 | 44,835 | 31,792 |
| 1,600-3,199 | 21 | 90,079 | 44,480 |
| 3,200-19,999 | 38 | 712,885 | 371,285 |
| 20,000-49,999 | 25 | 1,082,411 | 778,799 |
| 50,000-99,999 | 14 | 1,225,800 | 892,634 |
| 100,000 and over | 10 | 3,641,286 | 2,472,275 |
| Total | 3,195 | 6,942,781 | 4,688,275 |

There were decreases in numbers of farms with laying hens in each of the size categories in comparison with 1982. Most of the decrease in numbers reporting layers was in the smallest size category as individuals gave up keeping a small family flock. The tendency for most of the egg production to be concentrated on a few large farms is common throughout the United States.

## other Poultry

There were 206 farms reporting broilers and other meat-type chickens in 1987 compared with 282 in 1982. Production was up, however, by 4.5 times in 1987 with 1.7 million birds sold compared with 380,000 in 1982. Most of this production was concentrated on the nine farms with 100,000 birds or more.

Turkey production also increased between 1982 and 1987. There were 241 farms reporting turkeys in 1987 with 494,000 sold during the year compared with 312,000 in 1982. There were 10 farms that sold more than 2,000 turkeys during the year.

## Hogs and Pigs

The number of farms reporting hogs or pigs declined by 39 percent from 4,325 in 1982 to 2,644 in 1987. Most of this decrease was in farms with l-24 pigs (Table 19). The number of hogs and pigs declined by 16 percent. Most of this occurred by reductions of numbers in the smaller enterprises. There were 110 farms with 200 hogs or more. They accounted for 50 percent of total numbers.

Table 19. HOGS AND PIGS: FARMS AND INVENTORY NUMBERS New York, 1982 and 1987

| Number of | Number of farms | Total number of hogs and pigs |  |
| :---: | :---: | :---: | :---: |
| hogs and pigs | in 1987 | 1982 | 1987 |
| $1-24$ | 2,126 | 20,004 | 12,510 |
| 25-49 | 198 | 8,632 | 6,922 |
| 50-99 | 118 | 10,591 | 8,180 |
| 100-199 | 92 | 15,914 | 12,191 |
| 200-499 | 77 | 28,504 | 23,091 |
| 500 and over | 33 | 34,742 | 36,666 |
| Total | 2,644 | 118,378 | 99,560 |

## Sheep and Lambs

The number of farms reporting sheep and lambs increased from 1,813 in 1982 to 1,943 in 1987. The total number of sheep and lambs increased by 13 percent to 76,447 (Table 20). Numbers increased in all the different sizes of enterprises except for those with flocks of 1,000 or more. Over half of the sheep are in enterprises with 25 to 300 head. There were 35 farms with 300 or more sheep accounting for 28 percent of total numbers.

Table 20. SHEEP AND LAMBS: FARMS AND INVENTORY NUMBERS New York, 1982 and 1987

|  | Number <br> Number of <br> of farms <br> in 1987 |  | Total number <br> of sheep and lambs |
| :---: | :---: | :---: | :---: |
|  |  |  |  |

## Other Livestock

In 1987, there were 8,308 farms reporting 53,435 horses in contrast to 8,718 farms in 1982 with 48,059 horses, an increase of $l l$ percent in numbers. There were 1,110 farms reporting colonies of bees in 1987 down from 1,360 in 1982. Total numbers of colonies was 62,978, essentially the same as in 1982 with 62,793.

There were l,288 farms reporting goats in 1987 compared with 1,399 in 1982. Numbers were up to 9,382 in 1987 compared to 7,529 in 1982.

Thirty farms reported 38,161 mink in 1987 compared to 29 farms with 37,628 mink in 1982, a relatively stable, small industry. There were 635 farms reporting 13,887 rabbits in 1987 up from 452 farms reporting 11,571 rabbits in 1982.

Twenty-five maps depicting concentrations by county of major agricultural commodities or characteristics of the New York agricultural industry follow this discussion. These maps provide a means to obtain spatial perspective on the geographic distribution of the State's agriculture. Each map is shaded from white to depict relatively low levels of activity, to single lines to represent intermediate density, to cross hatching for the highest levels. Within the borders of each county are the corresponding data and at the bottom of each map is the state total or average. For those unfamiliar with the State, a map including county names is included on page 31.

Farm Numbers, Land in Farms, and Value of Agricultural Product Sales

There is a wide and relatively even distribution of farms over the state with most counties containing a minimum of three to four hundred farms (Figure 1). Chautauqua County has the largest number of farms with over 1,900, second is St. Lawrence County with over 1,600 farms.

Land in farms exhibits a similar distribution to farm numbers (Figure 2). St. Lawrence County has the largest number of acres in farms with over 450,000 acres devoted to agriculture. Harvested cropland is a measure of the amount of land in each county which provides the basis for most of the production (Figure 3). St. Lawrence County also has the largest number of acres of harvested cropland at 174,000 followed closely by Steuben County at 172,000 and Jefferson County at 161,000. Total cropland acres measures the amount of land normally used for crop production (Figure 4). St. Lawrence County, at 243,000 acres, has the largest number of acres followed by Steuben, Jefferson, and Cayuga Counties.

Total cropland as a percent of land in farms enables a comparison of the intensity of use of land in farms from county to county (Figure 5). Relatively high percentages indicate that a large proportion of the land in farms was used for crops and a low percentage the opposite. All of the counties in the Finger Lakes and Western plains have a higher than average percentage with Nassau, Suffolk, Niagara, Monroe, Seneca, Orleans, and Genesee Counties having the highest percentages.

The value of agricultural products sold represents the gross market value before taxes and production expenses are subtracted from the total (Figure 6). Suffolk County with sales of over 115 million dollars had the greatest output, followed by Wyoming, St. Lawrence, and Chautauqua Counties. Fifteen counties recorded a value of agricultural products sold in excess of 60 million dollars in 1987.

A measure of the proportion of farms that are part-time or residential farms can be obtained by calculating the percent of total farms with sales less than $\$ 40,000$ (Figure 7). Along the corridor from Ulster to Essex Counties and west of a line from Broome to Oswego Counties includes the greatest proportion of small farms.

Farms with sales of $\$ 100,000$ or more represents average and larger "commercial farms" (Figure 8). The number of farms with sales of $\$ 100,000$ or more is greatest in Jefferson County followed by Wyoming, Washington, Madison, and Oneida Counties.

## Field Crops

Corn for grain acreage had steadily increased in recent years. The 1987 Census showed a significant reduction in corn acreage. The Finger Lakes and Western Plains regions are the centers of corn grain production in the state (Figure 9). Cayuga county had the largest corn for grain acreage -- over 54,000, followed by Ontario, Livingston, Wayne, Genesee, orleans, and Seneca counties.

Corn silage acreage has remained relatively stable in recent years, although it too decreased in 1987. Corn silage acreage is more widely distributed over the state than is corn for grain (Figure 10). Wyoming, St. Lawrence, Washington, Madison, and Jefferson Counties have the largest acreages of corn silage.

The acreage of hay is widely distributed over the State (Figure 11). St. Lawrence County has the largest acreage; when combined with five other Northern New York counties they account for approximately one-fifth of the total hay acreage of the State. Central New York and the Western Southern Tier are other areas where large concentrations of hay acreage occur.

Oats for grain is the third most important crop in terms of acreage and is concentrated in Western New York and the Finger Lakes region (Figure 12). Steuben County has the largest oat acreage followed by Cayuga, Ontario, and Livingston Counties.

## Vegetable Crops

New York's vegetable, sweet corn, and melon acreage is centered in Western and Central New York along with large acreages in Orange and Suffolk Counties in Southeastern New York (Figure 13). Genesee and Orleans Counties have the largest acreages accounting for almost one-fourth of the state total.

Potato acreage is concentrated in Western New York with Steuben, Wyoming, Wayne, Genesee, and Livingston Counties accounting for approximately 45 percent of the State's potato acreage (Figure 14). Suffolk County is the largest potato county with over 10,000 acres of potatoes.

Orchards and Vineyards, and Nursery and Greenhouse Product Sales
Orchard and vineyard acreage is found in four important areas of the State (Figure 15). The Finger Lakes and Western New York regions are dominant with a significant acreage in the Hudson Valley and a smaller acreage in the Northern New York counties of Clinton and Essex along Lake Champlain. Apple acreage is concentrated along the shores of Lake ontario in Western New York and in the Hudson Valley, primarily in Ulster County (Figure 16). Grape acreage is concentrated in Chautauqua County and the Finger Lakes region (Figure 17). Suffolk County has shown a significant increase in acreage in recent years.

Sales of nursery and greenhouse products are highest in the metropolitan areas of the State (Figure 18). Suffolk County recorded sales of 67 million dollars or approximately 40 percent of the State total. Other counties with large sales were Erie, Orange, Monroe, and Columbia.

## Livestock and Poultry

The distribution of milk cows across the state finds every county other than metropolitan New York City, Long Island, and the Adirondacks, with significant numbers of dairy cows (Figure 19). St. Lawrence and Jefferson Counties have the largest cow inventories followed by Wyoming, Oneida, Madison, Washington, and Lewis Counties.

The inventory of beef cows is also widespread throughout the State with the Western Southern Tier counties showing the greatest numbers (Figure 20). Finger Lakes and Western New York regions have the largest concentrations of hogs and pigs (Figure 21). The sheep and lamb inventory is largely located in Livingston, Ontario, Yates, and Steuben Counties (Figure 22).

## Economic Characteristics

Farm production expenditures totaled approximately 1.9 billion dollars in 1987 (Figure 23). Production expenditures include normal operating expenses such as feed, seed, fuel, labor, property taxes, repairs, and interest on debt. It does not include machinery and equipment or real estate purchases or depreciation on capital assets. Farms in almost every county purchased over 20 million dollars in inputs, adding in an important way to value-added in the county economy.

Net cash return from agricultural sales was over 516 million dollars in 1987 (Figure 24). Net cash return was calculated by the Census simply by subtracting cash expenses from cash receipts. Suffolk, Chautauqua, and oneida counties recorded the largest net return from agricultural sales.

Net cash return per farm averaged $\$ 13,690$ in 1987 (Figure 25). Suffolk County averaged $\$ 44,000$ net cash return per farm, the highest in the state.

New York State Counties.

Figure

$$
\begin{gathered}
\text { FARMS } \\
\square \text { Less than } 500 \\
\square 100 \text { to } 1,000 \\
1,000 \text { and above }
\end{gathered}
$$

Figure 2.
Land in Farms, Thousand Acres, 1987.


Figure 4. Total Cropland, Thousand Acres, 1987.

Figure 5. Total Cropland
Total
PERCENT

$\left\|\prod 1\right\| 60$ to 75
75 and Above
New York Average: 64\%
Figure 6. Value of Agricultural Products Sold, \$Millions, 1987.
MILLIONS OF DOLLARS

New York Total: \$2,442 Million



Figure 10. Corn Silage Acreage, Thousands, 1987.


## $\stackrel{\sim}{\circ}$


Figure 11. Hay Crops Acreage, Thousands, 1987.

2,259,119 Acres
New York Total:
1987
Thousands,

Figure 14. Potato Acreage, Thousands, 1987.
IHOUSAND ACRES
$\square$ Less than .5
Uld .5 to 1.0
1.0 and Above

New York Total: 35,682 Acres
Figure 15. Orchards

## IHOUSAND ACRES

$$
\begin{aligned}
& \square \text { Less than } .5 \\
& 1.0 \text { and Above }
\end{aligned}
$$

New York Total: 124,432 Acres

Figure 17. Grape Acreage, Thousands, 1987.

> IHOUSAND ACRES $\square$ Less than .5 $\|\| l d .5$ to 1.0 1.0 and Above

Figure 19.

New York Total: 814,461 Cows





Farm,
亠
Agricultural Sales

*


| No. 89-26 | Cornell Cooperative Extension Farm Business Management Program Guidelines, Suggestions and Resources | S. Smith <br> W. Knoblauch <br> G. White |
| :---: | :---: | :---: |
| No. 89-27 | Budgeting Data for Limited Resource Dairy Farms, New York | R. Murray-Prior <br> B. F. Stanton |
| No. 89-28 | Milk Quality, A Pro-Dairy Management Focus Workshop for Farm Managers -- A Facilitator's Manual | R. A. Milligan |
| No. 89-29 | Milk Quality, A Pro-Dairy Management Focus Workshop for Farm Managers -- A Participant's Guide | R. A. Milligan |
| No. 89-30 | The Economics of Yard Waste Composting in Westchester County, New York | S. Sherman |
| No. 89-31 | Feeding Management: A Pro-Dairy Management Focus Workshop for Dairy Farm Managers, Teacher's Manual | L. Chase <br> G. Bigger <br> J. Conway |
| No. 89-32 | ```Feeding Management: A Pro-Dairy Management Focus Workshop for Dairy Farm Managers, Participant's Manual``` | L. Chase <br> G. Bigger <br> J. Conway |
| No. 89-33 | 1988 Northeast Beef Farm Business Summary | C. Rasmussen <br> S. Smith <br> D. G. Fox |
| No. 89-34 | Farm Income Tax Management and Reporting Reference Manual | G. Casler <br> S. Smith |
| No. 89-35 | FORAGE PRODUCTION: A Pro-Dairy Management <br> Focus Workshop for Farm Managers, Facilitator's and Participants Manual | N. R. Leonard <br> R. A. Milligan <br> W. D. Pardee |
| No. 89-36 | Fruit Farm Business Summary, Lake Ontario Region, 1988 | D. P. Snyder <br> A. M. DeMarree |
| No. 89-37 | New York Economic Handbook 1990, Agriculture Situation and Outlook | Extension Staff |

