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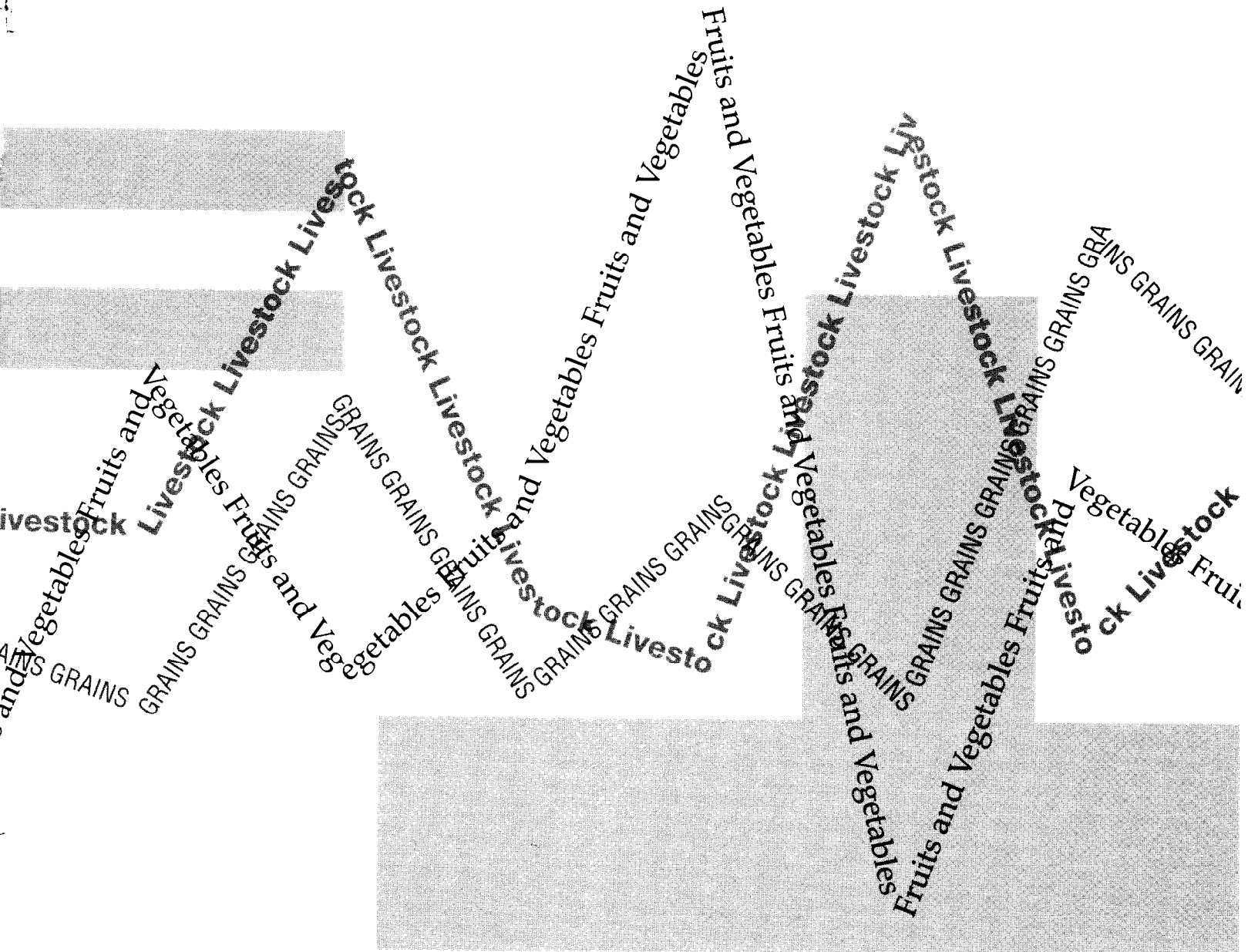
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Cooperative  
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CS Service  
Report 43

# Farmer Cooperative Statistics, 1993



# Abstract

## **Farmer Cooperative Statistics, 1993**

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A survey of U.S. farmer cooperatives for calendar year 1993 showed net income of \$1.36 billion, down from \$1.44 billion in 1992. Gross and net business volumes were up for the 4,244 cooperatives included in the survey. Assets, liabilities, and net worth were up. Business volume, number of cooperatives, and cooperative memberships were reported by commodity for those cooperatives classified as marketing, farm supply, and service. Cooperative trends in number of cooperatives, memberships, sales volume, net income, assets, liabilities, and net worth are reported. Data on balance sheet and net income and selected activities of other service organizations also are reported.

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

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## Preface

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

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

Statistics for 1993 are compiled both on a State and national basis. Data by State are collected every other year.

The information was collected from individual farmer and fishery cooperatives by a mail survey of all organizations identified by Cooperative Services (CS) as farmer or aquacultural cooperatives. Information was requested for their business years that ended during calendar 1993.

Cooperative Services (CS) conducts an annual census because of the need to make more accurate estimates for all cooperatives and the need for more data on individual cooperatives for research, education, and technical assistance purposes.

Statistics for all cooperatives were derived by adding data estimated for nonrespondents to respondent data. Those responding to the 1993 survey accounted for 82.7 percent of the total gross sales handled by farmer cooperatives.

CS 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.

Appreciation is extended to CS staff for assistance in collecting and reviewing data and to John H. Wells for providing technical support.

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## Highlights

For 1993, marketing, farm supply, and related-service cooperatives reported a combined net income of \$1.36 billion, down 5.7 percent from the \$1.44 billion reported in 1992. The 1993 net included intercooperative dividends and refunds of \$318 million-down 10.8 percent from \$356 million.

- Total gross business volume (including intercooperative business) handled by cooperatives increased 4.6 percent to \$97.7 billion from \$93.4 billion.
- Total net business, excluding intercooperative business, was up 4.5 percent to \$82.9 billion from \$79.3 billion.
- The number of cooperatives declined 1.6 percent from 4,315 to 4,244. Each year, new cooperatives are formed and others disappear as they discontinue operations due to merger, acquisition, or business failure.
- Grain and farm supply cooperatives operated an estimated 4,779 branches in 1993.
- Cooperative memberships of 4,023,264 decreased 1.2 percent from 4,071,869.
- Gross value of farm products marketed by cooperatives in 1993 increased 4.8 percent to \$66.8 billion from \$63.8 billion. Net value of these farm products, after eliminating duplication from intercooperative business, was up 4.7 percent to \$60.9 billion from \$58.2 billion.
- Gross value of farm supplies handled by farmer cooperatives was up 4.2 percent to \$28.2 billion from \$27 billion. After adjusting for intercooperative business, their value increased 3.8 percent to \$19.2 billion from \$18.5 billion.
- Receipts for services related to marketing farm products and handling farm supplies plus other income were up 5.8 percent to \$2.7 billion.
- Combined assets for all farmer cooperatives increased 4.5 percent to \$33.4 billion. Net assets, after eliminating intercooperative investments, were up 4.3 percent to \$30.8 billion from \$29.6 billion.
- Total liabilities of \$18.6 billion were up 4.8 percent from \$17.8 billion.
- Net worth, or member and patron equity, was up 4.2 percent to \$14.8 billion. Total assets financed by member and patron equity were down slightly from 44.4 percent to 44.3 percent.

- Leading States in number of cooperatives were Minnesota, North Dakota, Texas, and Iowa. They accounted for 1,276 cooperatives or 30.1 percent of farmer cooperatives.

- Minnesota, Iowa, Wisconsin, and Illinois led all States in number of memberships, with 1,133,151 or 28.2 percent of total memberships.

- Leading States in net business volume were California, Iowa, Wisconsin, and Minnesota. These States accounted for \$27.5 billion in net business volume or 33.2 percent of cooperatives' total net business volume.

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#### HIGHLIGHTS CAPSULE

|                                       | 1992                   | 1993                   |
|---------------------------------------|------------------------|------------------------|
| Number of cooperatives                | 4,315                  | 4,244                  |
| Memberships                           | 4,071,869              | 4,023,264              |
| Net Business volume (million dollars) | 79,284                 | 82,872                 |
| Net income (million dollars)          | 1,440                  | 1,358                  |
| Total assets (million dollars)        | 31,994                 | 33,446                 |
| Net worth (million dollars)           | 14,213                 | 14,812                 |
| <i>Leading State:</i>                 | 1991                   | 1993                   |
| Number of cooperatives                | Minnesota<br>(422)     | Minnesota<br>(404)     |
| Memberships                           | Minnesota<br>(365,117) | Minnesota<br>(392,815) |
| Net Business volume (million dollars) | California<br>(8,014)  | California<br>(8,349)  |

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# Farmer Cooperative Statistics, 1993

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## I—DEFINITION OF A FARMER COOPERATIVE

Cooperative Services (CS) considers four major criteria in identifying an organization as a farmer 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 despite the amount of stock or membership capital owned, or the cooperative does not pay dividends on stock or membership capital in excess of 8 percent a year, or the legal rate in the State, whichever is higher; (3) business conducted with nonmembers may not exceed the value of business with members; and (4) the cooperative operates for 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. CS includes only marketing, farm supply, and related service cooperatives on its list. Wool pools are included as marketing cooperatives. Livestock shipping associations and rice driers, beginning with 1992 and 1993 respectively, are considered service cooperatives.

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

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

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

## **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. CS classifies these cooperatives into one of 13 commodities or commodity groups depending upon where it conducts most of its business volume. CS may reclassify a cooperative into a different commodity category if its primary business volume changes.

Farm supply cooperatives derive most of their business volume from the sale of farm production supplies. These cooperatives handle a wide variety of supplies, farmstead 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 business 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 were included in 1992. Rice drying cooperatives were added in 1993. Previously, they were listed with rice marketing cooperatives.

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

## **Organizational Membership Structures**

### ***Centralized***

Of the 4,244 farmer cooperatives in 1993, 4,125 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 supply sales are at the retail level. A few centralized cooperatives, principally regionals, operate

over large geographic areas and have members in several States. They often provide more vertically integrated services such as processing farm products or manufacturing feed and fertilizer.

Bargaining associations also have a centralized organizational structure. 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. Bargaining associations, like other dairy marketing cooperatives, represent their members at Federal or State milk marketing order hearings.

### ***Federated***

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

The 76 associations identified as federated often operate at points quite distant from their headquarters. Federated cooperative members are usually local cooperatives. Some federations are interregional associations whose members are regional cooperatives.

### ***Mixed***

A small number of cooperatives have both individual farmer-members and autonomous cooperative members. These associations, a combination of centralized and federated structures, serve large geographic areas with members in many States, and provide a variety of integrated services. CS has identified 43 cooperatives with a "mixed" structure.

## II—1993 STATISTICS

Cooperatives' net business volume of \$82.9 billion in 1993 was a record high. Net income of \$1.36 billion, however, was down from the \$1.44 billion reported in 1992. Number of cooperatives and memberships, at 4,244 and 4,023,264, respectively, were down. Combined assets, net worth, and liabilities were all up.

### Number of Cooperatives

The 1993 survey accounted for 4,244 marketing, farm supply, and related service<sup>2</sup> cooperatives, compared with 4,315 in 1992. The net decrease of 71 associations (1.6 percent) largely reflected a continuing trend involving dissolution, merger, or acquisition.

Of the 4,244 cooperatives, 2,214 primarily marketed farm products, 1,547 handled primarily farm production supplies, and 483 provided services related to marketing or purchasing activities (table 1).

During 1993, marketing cooperatives increased from 51.4 percent in 1992 to 52.2 percent of the total number of cooperatives; farm supply cooperatives decreased from 37.5 to 36.4 percent; and related service cooperatives increased from 11.1 to 11.4 percent.

These percentage changes to some extent reflect reclassification because of dollar volume changes. In any given year, sales of farm supplies or grains and oilseeds could be higher due to market supply and demand conditions. Also, reclassifying cotton ginning, livestock shipping, and rice drying associations from marketing to service increased the percentage of service cooperatives.

Cooperative numbers and memberships by major business activity and by State are shown in table 2. The location of a cooperative is based on its headquarters.

The leading States in number of cooperatives (appendix figure 1) were Minnesota (404), North Dakota (302), Texas (291), and Iowa (279). These

four States accounted for 1,276 cooperatives or 30.1 percent of the U.S. total.

### Branches Operated by Grain and Farm Supply Cooperatives

Many cooperatives operate facilities at branch locations to better serve their members. Most are owned although some are leased. A number were formerly independent cooperatives serving a local community. For economic or other reasons, many were acquired by or merged with other cooperatives and operated as branches from which to serve members and patrons at outlying locations.

For the first time, CS collected information on the number of branches cooperatives operated during their 1992 fiscal years. Based on fiscal 1993 information collected, estimated number of branches for 1992 was revised upward. In 1992, grain and farm supply cooperatives operated an estimated 4,644 branches—1,867 and 2,777, respectively. In

Table 1— Number of cooperatives and memberships, by major business activity, 1993

| Major business activity          | cooperatives | Memberships |
|----------------------------------|--------------|-------------|
| Number                           |              |             |
| Beans and peas, dry edible       | 10           | 2,477       |
| Cotton                           | 16           | 37,768      |
| Dairy                            | 258          | 122,396     |
| Fruits and vegetables            | 282          | 50,901      |
| Grains and oilseeds <sup>1</sup> | 1,193        | 876,790     |
| Livestock                        | 106          | 340,639     |
| Nuts                             | 20           | 50,471      |
| Poultry                          | 13           | 24,702      |
| Rice                             | 21           | 16,865      |
| Sugar                            | 55           | 13,175      |
| Tobacco                          | 25           | 261,122     |
| Wool and mohair                  | 107          | 27,705      |
| Miscellaneous                    | 108          | 4,490       |
| Total marketing                  | 2,214        | 1,829,501   |
| Farm supply                      | 1,547        | 1,977,336   |
| Service                          | 483          | 216,427     |
| Total                            | 4,244        | 4,023,264   |

<sup>1</sup> Excludes cottonseed. Cottonseed safes were included with cotton. Cottonseed meal and oil were included with feed and miscellaneous, respectively.

<sup>2</sup> 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 <sup>1</sup> of cooperatives and memberships,<sup>2</sup> by major business activity and State, 1993 <sup>3</sup>

| State                              | Co-op hqts.<br>in State | Memberships   | State   | Co-op hqts.<br>in State | Memberships    |
|------------------------------------|-------------------------|---------------|---|-------------------------|----------------|
| BEANS AND PEAS, DRY EDIBLE         |                         |               | FRUITS AND VEGETABLES <sup>5</sup> (Continued)        |                         |                |
| California                         | 5                       | 838           | Hawaii  | 9                       | 279            |
| Other States                       | <u>5</u>                | <u>1,639</u>  | Kentucky  | 3                       | 390            |
| United States                      | 10                      | 2,477         | Maine   | 4                       | 509            |
| <b>COTTON <sup>4</sup></b>         |                         |               | Massachusetts   | 3                       | 440            |
| Arkansas                           | 3                       | 692           | Michigan  | 18                      | 4,544          |
| California                         | 3                       | 2,493         | New Jersey  | 9                       | 914            |
| Mississippi                        | 3                       | 5,331         | New York  | 11                      | 1,050          |
| Texas                              | 4                       | 21,699        | North Carolina  | 4                       | 226            |
| Other States                       | <u>3</u>                | <u>7,553</u>  | Ohio  | 5                       | 1,456          |
| United States                      | 16                      | 37,768        | Oregon  | 11                      | 1,231          |
| DAIRY                              |                         |               | Pennsylvania  | 8                       | 1,803          |
| California                         | 10                      | 1,864         | Texas   | 5                       | 531            |
| Hawaii                             | 3                       | 14            | Vermont   | 3                       | 26             |
| Illinois                           | 6                       | 3,560         | Virginia  | 4                       | 141            |
| Iowa                               | 10                      | 10,910        | Washington  | 24                      | 5,747          |
| Michigan                           | 3                       | 4,666         | Other States  | <u>24</u>               | <u>6 4,593</u> |
| Minnesota                          | 47                      | 21,411        | United States   | 282                     | 50,901         |
| New York                           | 63                      | 7,018         | GRAINS AND OILSEEDS EXCLUDING COTTONSEED <sup>7</sup> |                         |                |
| North Carolina                     | 4                       | 642           | Arkansas  | 3                       | 919            |
| North Dakota                       | 5                       | 1,361         | Colorado  | 18                      | 10,355         |
| Ohio                               | 8                       | 4,072         | Idaho   | 9                       | 6,154          |
| Oregon                             | 4                       | 705           | Illinois  | 130                     | 98,505         |
| Pennsylvania                       | 21                      | 7,561         | Indiana   | 28                      | 60,197         |
| Vermont                            | 3                       | 2,049         | Iowa  | 166                     | 103,427        |
| Virginia                           | 4                       | 1,241         | Kansas  | 138                     | 126,309        |
| Wisconsin                          | 40                      | 25,942        | Louisiana   | 3                       | 260            |
| Other States                       | <u>27</u>               | <u>29,380</u> | Michigan  | 12                      | 7,676          |
| United States                      | 258                     | 122,396       | Minnesota   | 128                     | 99,251         |
| FRUITS AND VEGETABLES <sup>5</sup> |                         |               | Mississippi   | 7                       | 2,776          |
| Arizona                            | 4                       | 733           | Missouri  | 17                      | 17,099         |
| Arkansas                           | 5                       | 800           | Montana   | 18                      | 12,411         |
| California                         | 78                      | 22,009        | Nebraska  | 88                      | 75,073         |
| Colorado                           | 11                      | 1,006         | North Dakota  | 148                     | 71,322         |
| Florida                            | 35                      | 2,282         | Ohio  | 53                      | 42,435         |
| Georgia                            | 4                       | 191           | Oklahoma  | 55                      | 38,614         |
|                                    |                         |               | Oregon  | 5                       | 3,614          |
|                                    |                         |               | South Dakota  | 90                      | 66,835         |
|                                    |                         |               | Texas   | 43                      | 20,597         |
|                                    |                         |               | Washington  | 26                      | 9,004          |
|                                    |                         |               | Other States  | <u>8</u>                | <u>3,957</u>   |
|                                    |                         |               | United States   | 1,193                   | 876,790        |

Continued

Table 2— Number <sup>1</sup> of coops and memberships, <sup>2</sup> by major business activity and State,1993 <sup>3</sup> (Continued)

| State                  | Co-op hqts.<br>in State | Memberships          | State                       | Co-op hqts<br>in State | Memberships |
|------------------------|-------------------------|----------------------|-----------------------------|------------------------|-------------|
| LIVESTOCK <sup>5</sup> |                         |                      | TOBACCO <sup>8</sup>        |                        |             |
| Alabama                | 8                       | 6,975                | Kentucky                    | 5                      | 73,288      |
| Colorado               | 4                       | 3,590                | North Carolina              | 7                      | 72,546      |
| Idaho                  | 4                       | 12,233               | Tennessee                   | 7                      | 47,050      |
| Indiana                | 3                       | 5,050                | Virginia                    | 3                      | 24,489      |
| Kentucky               | 4                       | 2,775                | Other States                | 3                      | 43,749      |
| Michigan               | 3                       | 29,493               | United States               | 25                     | 261 ,122    |
| Minnesota              | 3                       | 59,005               | WOOL AND MOHAIR             |                        |             |
| Mississippi            | 6                       | 8,703                | Idaho                       | 9                      | 460         |
| Missouri               | 5                       | 11,392               | Montana                     | 20                     | 1,372       |
| New York               | 4                       | 35,017               | North Dakota                | 6                      | 209         |
| North Dakota           | 9                       | 10,494               | Pennsylvania                | 18                     | 2,258       |
| Ohio                   | 4                       | 8,305                | Utah                        | 5                      | 553         |
| Pennsylvania           | 3                       | 120                  | Virginia                    | 12                     | 2,362       |
| Virginia               | 9                       | 2,205                | West Virginia               | 8                      | 1,816       |
| West Virginia          | 4                       | 723                  | Wyoming                     | 5                      | 398         |
| Wisconsin              | 8                       | 36,682               | Other States                | 24                     | 18,277      |
| Other States           | 25                      | <sup>6</sup> 107,877 | United States               | 107                    | 27,705      |
| United States          | 106                     | 340,639              | MISCELLANEOUS <sup>10</sup> |                        |             |
| NUT <sup>8</sup>       |                         |                      | Alaska                      | 16                     | 710         |
| California             | 6                       | 6,546                | California                  | 13                     | 1,157       |
| Hawaii                 | 3                       | 310                  | Florida                     | 7                      | 113         |
| Other States           | 11                      | 43,615               | Maine                       | 15                     | 90          |
| United States          | 20                      | 50,471               | Massachusetts               | 4                      | 24          |
| POULTRY                |                         |                      | Michigan                    | 4                      | 64          |
| California             | 3                       | 75                   | Minnesota                   | 4                      | 86          |
| Utah                   | 3                       | 112                  | Mississippi                 | 4                      | 178         |
| Other States           | 7                       | 24,515               | North Dakota                | 4                      | 28          |
| United States          | 13                      | 24,702               | Washington                  | 5                      | 346         |
| RICE <sup>5</sup>      |                         |                      | Other States                | 32                     | 1,694       |
| California             | 6                       | 2,368                | United States               | 108                    | 4,490       |
| Louisiana              | 3                       | 219                  | TOTAL MARKETING             |                        |             |
| Texas                  | 8                       | 1,472                | Alabama                     | 13                     | 14,119      |
| Other States           | 4                       | 12,806               | Alaska                      | 16                     | 710         |
| United States          | 21                      | 16,865               | Arizona                     | 5                      | 1,751       |
| SUGAR Q                |                         |                      | Arkansas                    | 17                     | 14,445      |
| Idaho                  | 7                       | 913                  | California                  | 130                    | 42,843      |
| Louisiana              | 11                      | 825                  | Colorado                    | 38                     | 16,774      |
| Michigan               | 8                       | 2,835                | Florida                     | 46                     | 7,779       |
| Minnesota              | 4                       | 1,866                | Georgia                     | 9                      | 38,325      |
| Montana                | 3                       | 529                  | Hawaii                      | 21                     | 876         |
| Wyoming                | 4                       | 386                  | Idaho                       | 33                     | 22,499      |
| Other States           | 18                      | 5,821                | Illinois                    | 144                    | 126,157     |
| United States          | 55                      | 13,175               | Indiana                     | 32                     | 72,326      |
|                        |                         |                      | Iowa                        | 181                    | 147,331     |
|                        |                         |                      | Kansas                      | 138                    | 133,799     |

Continued

**Table 2— Number <sup>1</sup> of coops and memberships, <sup>2</sup> by major business activity and State,1993 <sup>3</sup> (Continued)**

| State                       | Co-op hqts.<br>in State | Memberships | State                 | Co-op hqts.<br>in State | Memberships |
|-----------------------------|-------------------------|-------------|-----------------------|-------------------------|-------------|
| TOTAL MARKETING (Continued) |                         |             | Maryland              | 14                      | 50,881      |
| Kentucky                    | 16                      | 79,913      | Massachusetts         | 5                       | 5,646       |
| Louisiana                   | 22                      | 2,919       | Michigan              | 34                      | 18,095      |
| Maine                       | 20                      | 1,054       | Minnesota             | 181                     | 178,203     |
| Massachusetts               | 10                      | 1,447       | Mississippi           | 42                      | 53,628      |
| Michigan                    | 48                      | 50,233      | Missouri              | 44                      | 149,944     |
| Minnesota                   | 191                     | 183,104     | Montana               | 43                      | 25,432      |
| Mississippi                 | 23                      | 18,832      | Nebraska              | 57                      | 44,546      |
| Missouri                    | 25                      | 35,619      | New York              | 21                      | 25,247      |
| Montana                     | 46                      | 15,473      | North Carolina        | 3                       | 42,625      |
| Nebraska                    | 97                      | 97,396      | North Dakota          | 115                     | 60,765      |
| New Jersey                  | 14                      | 3,403       | Ohio                  | 27                      | 33,459      |
| New York                    | 82                      | 43,782      | Oklahoma              | 29                      | 21,879      |
| North Carolina              | 23                      | 91,480      | Oregon                | 17                      | 27,691      |
| North Dakota                | 179                     | 85,310      | Pennsylvania          | 8                       | 24,478      |
| Ohio                        | 75                      | 63,593      | South Dakota          | 76                      | 62,911      |
| Oklahoma                    | 60                      | 53,233      | Tennessee             | 71                      | 77,724      |
| Oregon                      | 26                      | 8,834       | Texas                 | 51                      | 28,916      |
| Pennsylvania                | 52                      | 11,821      | Utah                  | 9                       | 5,519       |
| South Carolina              | 6                       | 19,757      | Virginia              | 39                      | 128,802     |
| South Dakota                | 93                      | 76,728      | Washington            | 33                      | 15,675      |
| Tennessee                   | 9                       | 48,682      | West Virginia         | 14                      | 60,070      |
| Texas                       | 68                      | 54,559      | Wisconsin             | 142                     | 148,206     |
| Utah                        | 16                      | 7,402       | Wyoming               | 7                       | 4,025       |
| Vermont                     | 9                       | 2,390       | Other States          | 11                      | 101,692     |
| Virginia                    | 34                      | 36,319      | Foreign               |                         | 430         |
| Washington                  | 59                      | 16,716      | United States         | 1,547                   | 1,977,336   |
| West Virginia               | 13                      | 4,740       |                       |                         |             |
| Wisconsin                   | 54                      | 64,318      | SERVICE <sup>11</sup> |                         |             |
| Wyoming                     | 9                       | 883         | Alabama               | 5                       | 195         |
| Other States                | 12                      | 4,632       | Arizona               | 4                       | 824         |
| Foreign                     |                         | 5,195       | Arkansas              | 6                       | 1,094       |
| United States               | 2,214                   | 1,829,501   | California            | 49                      | 5,352       |
|                             |                         |             | Hawaii                | 7                       | 177         |
| FARM SUPPLY                 |                         |             | Illinois              | 6                       | 1,044       |
| Alabama                     | 50                      | 50,233      | Iowa                  | 4                       | 1,690       |
| Arkansas                    | 43                      | 47,011      | Kentucky              | 5                       | 4,131       |
| California                  | 21                      | 17,290      | Louisiana             | 13                      | 2,188       |
| Colorado                    | 21                      | 16,384      | Michigan              | 6                       | 7,224       |
| Florida                     | 6                       | 7,199       | Minnesota             | 32                      | 31,508      |
| Georgia                     | 5                       | 1,372       | Mississippi           | 31                      | 2,134       |
| Hawaii                      | 6                       | 1,537       | Nebraska              | 3                       | 972         |
| Idaho                       | 15                      | 14,072      | New Mexico            | 4                       | 1,628       |
| Illinois                    | 74                      | 108,518     | New York              | 5                       | 12,361      |
| Indiana                     | 32                      | 48,098      | North Carolina        | 4                       | 155         |
| Iowa                        | 94                      | 106,337     | North Dakota          | 8                       | 496         |
| Kansas                      | 32                      | 25,887      | Ohio                  | 7                       | 7,589       |
| Kentucky                    | 30                      | 126,274     | Oklahoma              | 27                      | 8,109       |
| Louisiana                   | 25                      | 10,635      | Pennsylvania          | 7                       | 18,229      |

Continued



Table 2— Number <sup>1</sup> of coops and memberships, <sup>2</sup> by major business activity and State, 1993 <sup>3</sup> (Continued)

| State                             | Co-op hqts.<br>in State | Memberships | State             | Co-op hqts.<br>in State | Memberships |
|-----------------------------------|-------------------------|-------------|-------------------|-------------------------|-------------|
| SERVICE <sup>11</sup> (Continued) |                         |             | TOTAL (Continued) |                         |             |
| Texas                             | 172                     | 40,486      | Vermont           | 9                       | 7,696       |
| Washington                        | 5                       | 2,856       | Virginia          | 74                      | 170,121     |
| Wisconsin                         | 52                      | 36,735      | Washington        | 97                      | 35,247      |
| Other States                      | 21                      | 29,250      | West Virginia     | 27                      | 64,810      |
| United States                     | 483                     | 216,427     | Wisconsin         | 248                     | 249,259     |
|                                   |                         |             | Wyoming           | 16                      | 4,908       |
| TOTAL                             |                         |             | Other States      | 6                       | 2,496       |
| Alabama                           | 68                      | 64,547      | Foreign           |                         | 5,625       |
| Alaska                            | 16                      | 710         | United States     | 4,244                   | 4,023,264   |
| Arizona                           | 10                      | 61,896      |                   |                         |             |
| Arkansas                          | 66                      | 62,550      |                   |                         |             |
| California                        | 200                     | 65,485      |                   |                         |             |
| Colorado                          | 60                      | 33,162      |                   |                         |             |
| Connecticut                       | 4                       | 3,361       |                   |                         |             |
| Delaware                          | 3                       | 28,301      |                   |                         |             |
| Florida                           | 54                      | 27,050      |                   |                         |             |
| Georgia                           | 15                      | 39,790      |                   |                         |             |
| Hawaii                            | 34                      | 2,590       |                   |                         |             |
| Idaho                             | 50                      | 36,576      |                   |                         |             |
| Illinois                          | 224                     | 235,719     |                   |                         |             |
| Indiana                           | 65                      | 120,424     |                   |                         |             |
| Iowa                              | 279                     | 255,358     |                   |                         |             |
| Kansas                            | 172                     | 159,903     |                   |                         |             |
| Kentucky                          | 51                      | 210,318     |                   |                         |             |
| Louisiana                         | 60                      | 15,742      |                   |                         |             |
| Maine                             | 22                      | 8,538       |                   |                         |             |
| Maryland                          | 17                      | 51,873      |                   |                         |             |
| Massachusetts                     | 15                      | 7,940       |                   |                         |             |
| Michigan                          | 88                      | 75,552      |                   |                         |             |
| Minnesota                         | 404                     | 392,815     |                   |                         |             |
| Mississippi                       | 96                      | 74,594      |                   |                         |             |
| Missouri                          | 70                      | 186,265     |                   |                         |             |
| Montana                           | 89                      | 40,905      |                   |                         |             |
| Nebraska                          | 157                     | 142,914     |                   |                         |             |
| New Jersey                        | 18                      | 6,724       |                   |                         |             |
| New Mexico                        | 7                       | 3,149       |                   |                         |             |
| New York                          | 108                     | 81,390      |                   |                         |             |
| North Carolina                    | 30                      | 134,260     |                   |                         |             |
| North Dakota                      | 302                     | 146,571     |                   |                         |             |
| Ohio                              | 109                     | 104,641     |                   |                         |             |
| Oklahoma                          | 116                     | 83,221      |                   |                         |             |
| Oregon                            | 44                      | 36,535      |                   |                         |             |
| Pennsylvania                      | 67                      | 54,528      |                   |                         |             |
| South Carolina                    | 8                       | 20,219      |                   |                         |             |
| South Dakota                      | 170                     | 140,095     |                   |                         |             |
| Tennessee                         | 82                      | 127,609     |                   |                         |             |
| Texas                             | 291                     | 123,961     |                   |                         |             |
| Utah                              | 26                      | 15,321      |                   |                         |             |

<sup>1</sup> Includes centralized and federated cooperatives and those with mixed organizational structures.

<sup>2</sup> Includes farmer-members (entitled to vote for directors) but not nonvoting patrons. (Duplication in these membership figures occurs because many farmers belong to more than one cooperative.) Totals may not add due to rounding.

<sup>3</sup> Data covering operations of cooperatives for fiscal years ending in 1993. States listed are those with more than two cooperatives or where disclosure is not a problem.

<sup>4</sup> Cotton ginning cooperatives in previous reports were included in this classification. These cooperatives were reclassified as service cooperatives in 1989.

<sup>5</sup> Cooperatives performing specific services related to a commodity are included. Incorporated local associations of a federation that perform the actual marketing or processing are counted.

<sup>6</sup> Includes foreign memberships.

<sup>7</sup> Excludes soybean meal and oil.

<sup>8</sup> Membership fluctuates annually and is affected by the extent to which producers participate in price stabilization programs.

<sup>9</sup> Includes sugar, sugarcane, sugar beets, honey, maple syrup, molasses, and sorghum.

<sup>10</sup> Includes forest products, hay, hops, nursery stock, coffee, and other farm products not separately classified.

<sup>11</sup> Cooperatives providing services related to marketing or purchasing activities. Major services provided are cotton ginning, trucking, storing, grinding, drying, and artificial insemination.

Figure 1- **Branches of Grain and Farm Supply Cooperatives, 1993**

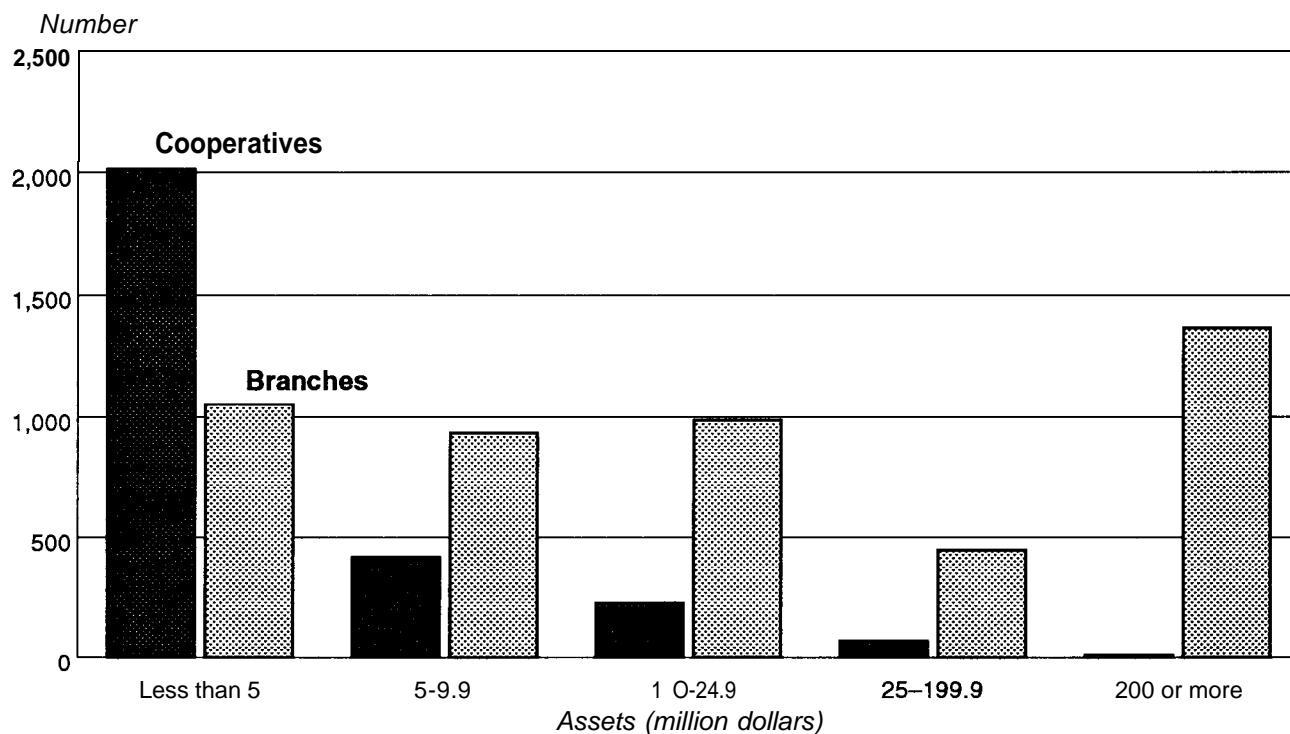
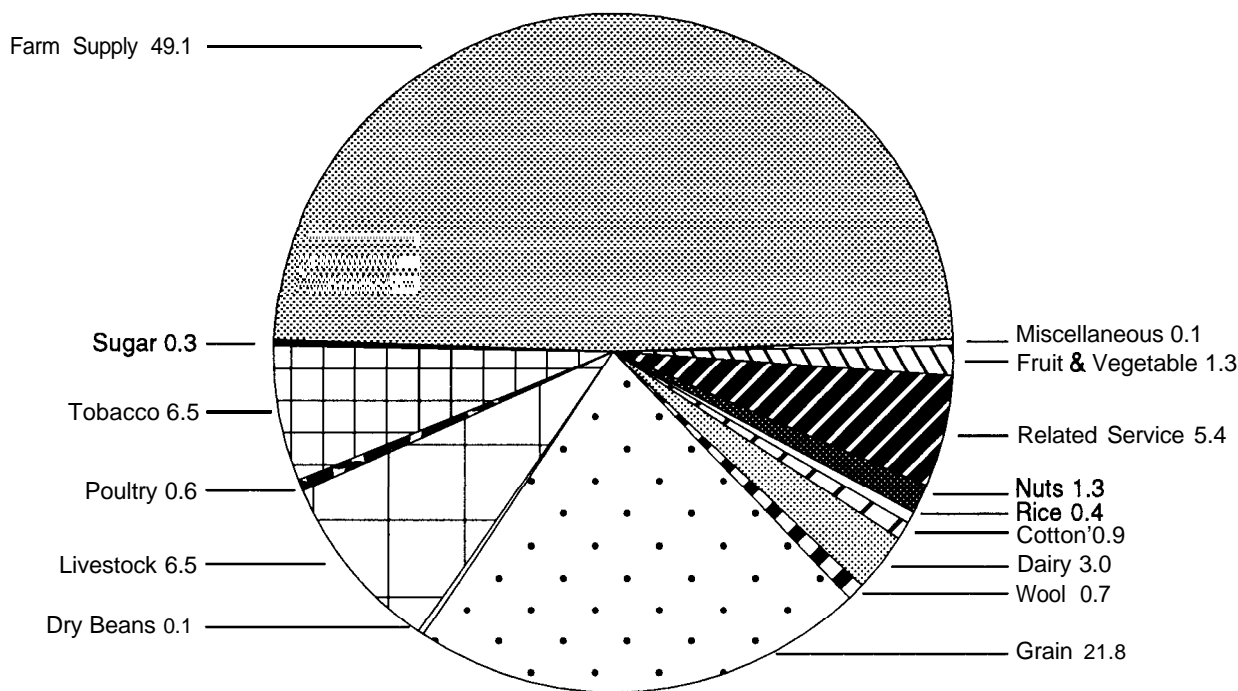


Table 3— **Estimated number of branches operated by grain and farm supply cooperatives, 1992-93 <sup>1</sup>**

| Item        |          | Asset grouping (Mil. dol.) |       |         |          |             | Total |
|-------------|----------|----------------------------|-------|---------|----------|-------------|-------|
|             |          | Less than 5                | 5-9.9 | 10-24.9 | 25-199.9 | 200 or more |       |
| Number      |          |                            |       |         |          |             |       |
| Grain       |          |                            |       |         |          |             |       |
| 1992:       | co-ops   | 902                        | 211   | 114     | 12       | 4           | 1,243 |
|             | Branches | 441                        | 480   | 529     | 94       | 323         | 1,867 |
| 1993:       | co-ops   | 808                        | 233   | 131     | 18       | 3           | 1,193 |
|             | Branches | 410                        | 479   | 688     | 177      | 311         | 2,065 |
| Farm Supply |          |                            |       |         |          |             |       |
| 1992:       | co-ops   | 1,332                      | 176   | 45      | 56       | 9           | 1,618 |
|             | Branches | 724                        | 482   | 208     | 287      | 1,076       | 2,777 |
| 1993:       | co-ops   | 1,206                      | 185   | 96      | 52       | 8           | 1,547 |
|             | Branches | 642                        | 455   | 297     | 269      | 1,051       | 2,714 |

<sup>1</sup> Number of branches estimated for 1992 was revised based on information cooperatives reported for 1993.

Figure 2— Distribution of Memberships by Type of Cooperative, 1993



Percent: based on 4,023,264 memberships.

1993, grain and farm supply cooperatives operated an estimated 4,779 branches (table 3 and figure 1).

Figure 1 shows that several of the larger (mainly regional) cooperatives had more branches than many smaller (local) cooperatives. For example, 11 of the grain and farm supply cooperatives, or 0.4 percent, accounted for 28.5 percent of the total number of branches operated by all such cooperatives.

## Memberships

Memberships in marketing, farm supply, and related service cooperatives totaled 4,023,264 in 1993, down 1.2 percent from 4,071,869 in 1992 (table 1).

By type, more than 49 percent were memberships of farm supply cooperatives (figure 2), 21.8 percent of grain, and 20.3 percent of livestock, tobacco, and service. Only 3 percent of cooperatives' total memberships were of dairy cooperatives, which accounted for 24.7 percent of cooperatives' net business volume in 1993.

The number of memberships by State is shown in table 2. Leading States were Minnesota

(392,815), Iowa (255,358), Wisconsin (249,259), and Illinois (235,719) (appendix figure 2). Memberships in these States accounted for 1,133,151 or 28.2 percent of the national total.

## Business Size

Measured by annual gross business volume, farmer cooperatives increased in size. Most remain small and serve local areas. Several are seeking regional, national, or even international markets to increase business volume.

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

In 1993, 82.2 percent of all farmer cooperatives reported business volumes of less than \$15 million. They accounted for only 15.1 percent of the total gross dollar volume (table 4 and figure 3). Only 1.4 percent of farmer cooperatives reported business volumes of at least \$250 million. These cooperatives, however, accounted for 55.3 percent of the total sales, up from 54.5 percent in 1992.

Figure 3— Farmer Cooperatives Grouped by Business Volume, 1993

Percent of total

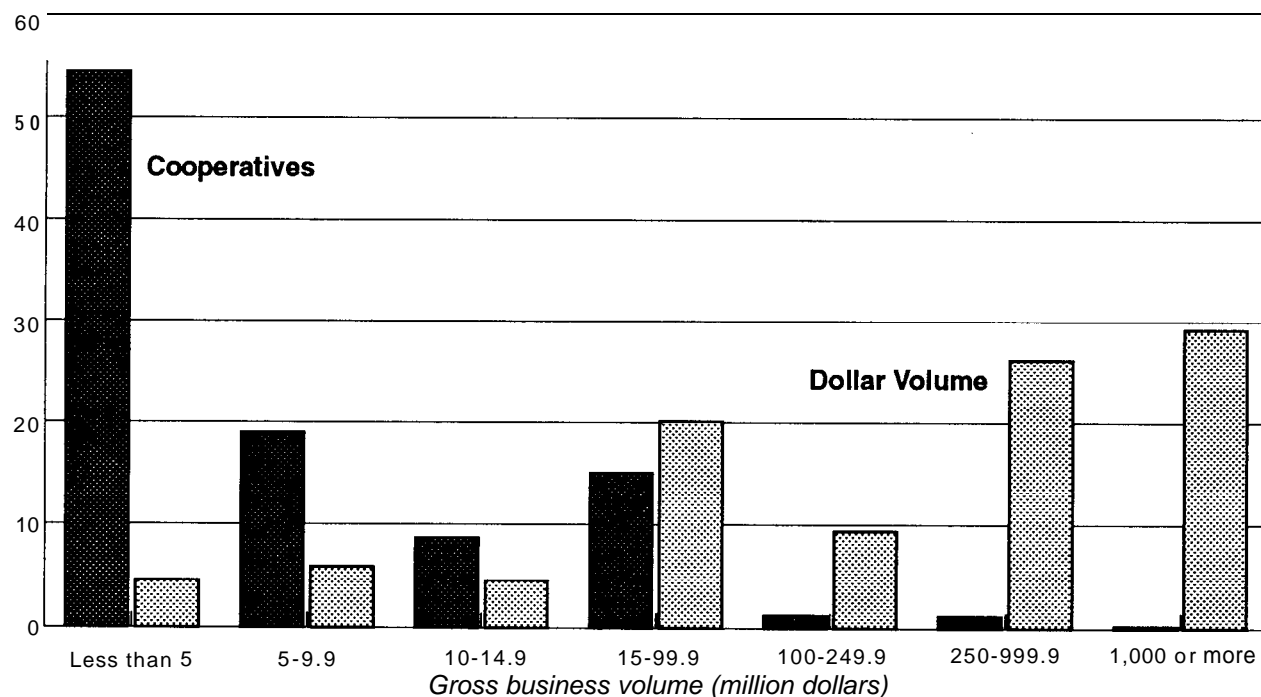


Table 4— Farmer cooperatives grouped by business volume, 1993 <sup>1</sup>

| Volume group (mil. dol.) | Cooperatives |                  | Dollar volume                  |                  |
|--------------------------|--------------|------------------|--------------------------------|------------------|
|                          | Number       | Percent of total | Gross <sup>2</sup> (mil. dol.) | Percent of total |
| Less than 5.0            | 2,313        | 54.5             | 4,467                          | 4.6              |
| 5 - 9.9                  | 806          | 19.0             | 5,800                          | 5.9              |
| 10 - 14.9                | 368          | 8.7              | 4,497                          | 4.6              |
| 15 - 24.9                | 313          | 7.4              | 6,009                          | 6.2              |
| 25 - 49.9                | 253          | 6.0              | 8,735                          | 8.9              |
| 50 - 99.9                | 73           | 1.7              | 4,889                          | 5.0              |
| 100 - 199.9              | 40           | 0.9              | 5,719                          | 5.9              |
| 200 - 249.9              | 16           | 0.4              | 3,529                          | 3.6              |
| 250 - 499.9              | 27           | 0.6              | 9,711                          | 9.9              |
| 500 - 999.9              | 23           | 0.5              | 15,881                         | 16.2             |
| 1,000 and more           | 12           | 0.3              | 28,506                         | 29.2             |
| Total                    | 4,244        | 100.0            | 97,744                         | 100.0            |

<sup>1</sup> 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.

<sup>2</sup> Includes intercooperative business volume. Total does not add due to rounding.

Table 5— **Cooperatives' gross and net business volume by commodity, 1993 <sup>1</sup>**

| Commodity   | Gross volume           |                | Net volume             |                |
|---|------------------------|----------------|------------------------|----------------|
|   | <i>Million dollars</i> | <i>Percent</i> | <i>Million dollars</i> | <i>Percent</i> |
| <b>Products marketed:</b>   |                        |                |                        |                |
| Beans and peas (dry edible)   | 193.8                  | 0.2            | 191.3                  | 0.2            |
| Cotton  | 1,975.4                | 2.0            | 1,914.4                | 2.3            |
| Dairy   | 22,680.5               | 23.2           | 20,510.2               | 24.8           |
| Fruits and vegetables   | 8,864.9                | 9.1            | 8,371 .0               | 10.1           |
| <b>Grain and oilseeds</b>   |                        |                |                        |                |
| excluding cottonseed  | 19,099.3               | 19.5           | 16,463.9               | 19.9           |
| Livestock   | 5,667.7                | 5.8            | 5,667.7                | 6.8            |
| Nuts  | 867.2                  | 0.9            | 867.2                  | 1.1            |
| Poultry   | 1,638.8                | 1.7            | 1,375.2                | 1.7            |
| Rice  | 782.7                  | 0.8            | 781.6                  | .9             |
| Sugar   | 2,071.4                | 2.1            | 1,834.1                | 2.2            |
| Tobacco   | 633.2                  | 0.7            | 633.2                  | 0.8            |
| Wool and mohair   | 19.6                   | 2              | 10.9                   | 2              |
| Miscellaneous <sup>3</sup>  | 2,345.0                | 2.4            | 2,308.9                | 2.8            |
| Total farm products   | 66,839.4               | 68.4           | 60,929.5               | 73.5           |
| <b>Supplies purchased:</b>  |                        |                |                        |                |
| Farm chemicals  | 2,989.3                | 3.1            | 2,157.8                | 2.6            |
| Feed  | 6,320.0                | 6.5            | 4,680.0                | 5.7            |
| Fertilizer  | 6,170.9                | 6.3            | 3,757.8                | 4.5            |
| Petroleum   | 8,298.0                | 8.5            | 5,165.4                | 6.2            |
| Seed  | 783.2                  | 0.8            | 594.2                  | 0.7            |
| Other supplies <sup>4</sup>   | 3,618.7                | 3.7            | 2,862.7                | 3.5            |
| Total farm supplies   | 28,180.1               | 28.8           | 19,217.8               | 23.2           |
| <b>Services provided:</b>   |                        |                |                        |                |
| Trucking, cotton ginning,<br>storage, grinding, locker<br>plants, misc. | <sup>5</sup> 2,724.2   | 2.8            | <sup>5</sup> 2,724.2   | 3.3            |
| Total business  | 97,743.7               | 100.0          | 82,871.5               | 100.0          |

<sup>1</sup> Gross includes and net excludes intercooperative business. Totals may not add due to rounding.<sup>2</sup> Less than 0.05 percent.<sup>3</sup> Includes coffee, fish, forest products, hay, hops, seed marketed for growers, nursery stock, other farm products not separately classified, and sales of farm products not received directly from member-patrons. Also **includes** manufactured food products and resale items marketed by cooperatives.<sup>4</sup> Includes building materials, containers and packaging supplies, farm machinery and equipment, meats and groceries, automotive supplies, hardware, chicks, and other supplies not separately classified.<sup>5</sup> Charges for services related to marketing or purchasing but not included in the volume reported for those activities, plus other income.

The 100 largest cooperatives (mostly regionals and interregionals and usually operating over large geographic areas) are a very important segment. In 1993, they accounted for \$52.3 billion<sup>3</sup> in business volume, 53.5 percent of the total. Either directly and through member cooperatives, this group serves a large proportion of the total memberships.

## Business Volume

Total gross business volume of 4,244 marketing, farm supply, and related service cooperatives for 1993 was \$97.7 billion (table 5), up 4.6 percent from \$93.4 billion in 1992.

Total net business volume of farmer cooperatives in 1993 was \$82.9 billion—\$60.9 billion for farm products marketed, \$19.2 billion for farm supplies purchased, and \$2.7 billion for services performed and from other income. The total net figure of \$82.9 billion, which excludes intercooper-

ative business (the difference between gross and net business volumes), increased 4.5 percent from \$79.3 billion in 1992. However, discounting for price change, net business volume increased 2.1 percent.<sup>4</sup>

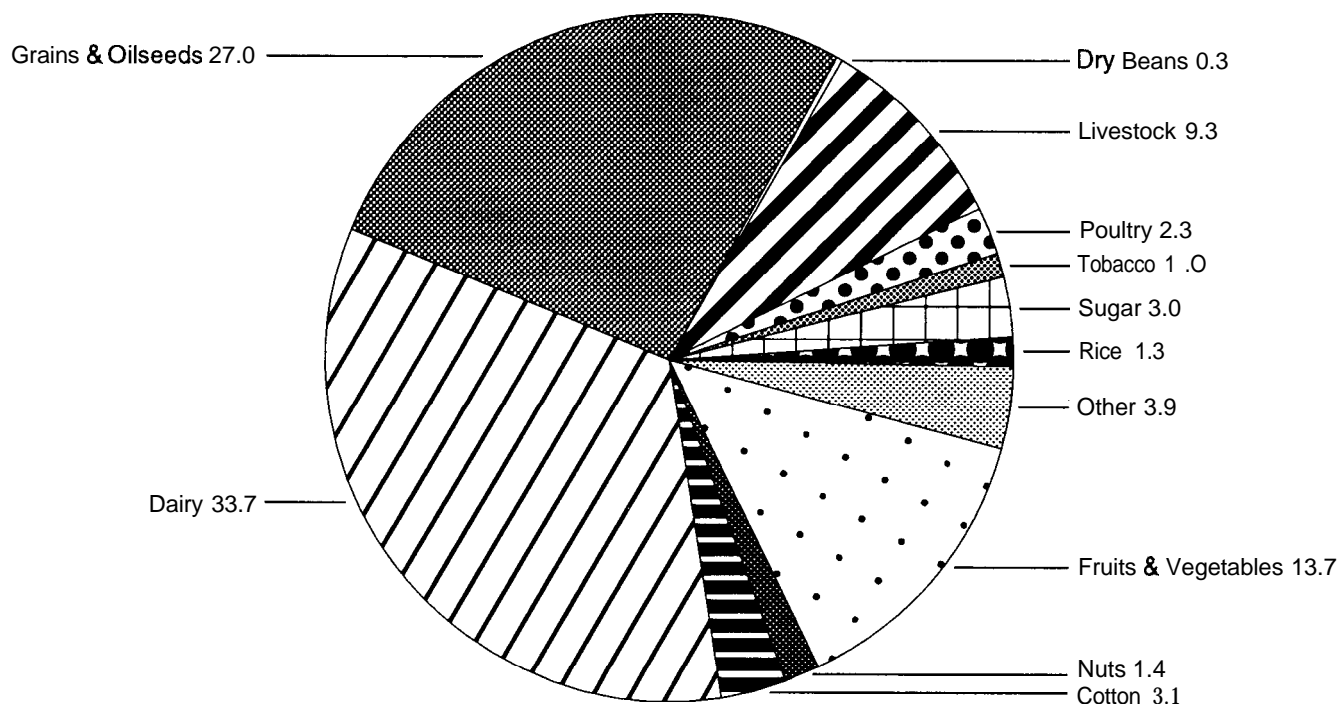
Gross volume of farm products marketed by cooperatives increased 4.8 percent, from more than \$63.8 billion in 1992 to \$66.8 billion in 1993. The net volume of farm products marketed was \$60.9 billion or 73.5 percent of the total net volume of cooperatives. This represents an increase of 4.7 percent from \$58.2 billion.

Figure 4 illustrates the leading products marketed by cooperatives based on net marketing business volume. Dairy led with 33.7 percent, followed by grains and oilseeds (excluding cottonseed) with

<sup>3</sup> Staiert, Jim J. "Near-Record Revenues in '93 for Top 100 U.S. Farmer Cooperatives," *Farmer Cooperatives*, Vol. 61, No. 7, October 1994, USDA, RDA/CS, Washington, DC., pp. 20-24.

<sup>4</sup> Deflated 1993 cooperative business volume was \$81 billion, up 2.1 percent from the actual \$79.3 billion in 1992. The \$81 billion was derived by deflating farm products marketed by indices of producer prices and processed foods and feeds and farm supplies (inputs) and service income by the index of prices paid by farmers for production items excluding interest, taxes, and wages.

Figure 4— Relative Importance of Major Farm Products Marketed by Cooperatives, 1993



Percent based on a net marketing business volume of \$60.9 billion.

27 percent. Fruits and vegetables ranked third with 13.7 percent.

Gross volume of all farm supplies handled by cooperatives was \$28.2 billion, up 4.2 percent from \$27 billion. Net farm supply volume of \$19.2 billion accounted for 23.2 percent of the total net business volume, up 3.8 percent from \$18.5 billion.

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

The leading farm supplies handled by cooperatives in terms of net business volume were petroleum, 26.9 percent; feed, 24.4 percent; and fertilizer, 19.6 percent (figure 5).

Receipts for services performed by marketing, farm supply, and related service cooperatives plus other income amounted to \$2.7 billion, up 5.8 percent. Service receipts and other income represented 3.3 percent of total net business volume.

Table 6 shows gross and net business volume by State. Sales were allocated to the States in which the product marketed originated and the farm inputs sold. The leading State in net business of farm products marketed was California with nearly \$7.7 billion (appendix figure 3). Iowa was the

leader in net sales of farm supplies with nearly \$2 billion.

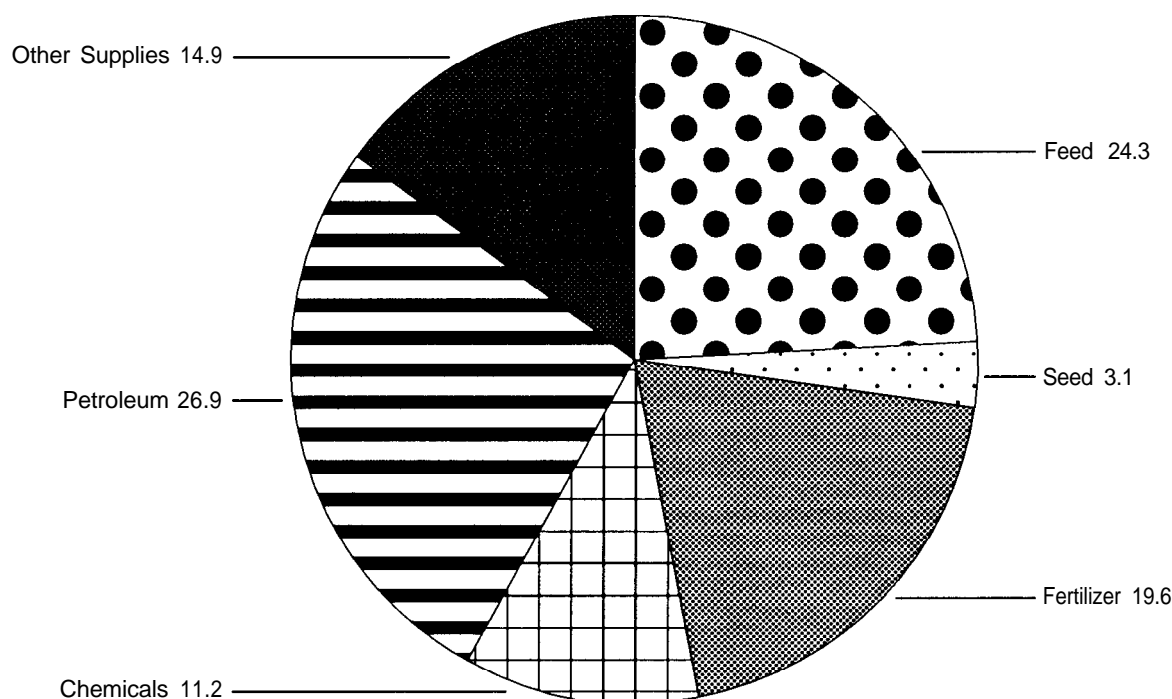
Overall, California, Iowa, Wisconsin, and Minnesota led all States in net business volume. The \$27.5 billion net business volume in these four States accounted for 33.2 percent of the U.S. total.

## Net Income

Total net income (considering losses) for all cooperatives in 1993 was \$1.36 billion, including intercooperative dividends and refunds (table 7). Net income of cooperatives operating strictly on a pooling basis is excluded. Net income was down 5.7 percent from the 1992 total of \$1.44 billion. Patronage refunds received from other cooperatives of \$317.5 million was down 10.8 percent from \$355.9 million.

Marketing cooperatives' net income of \$856 million was up 9.6 percent from the \$780.7 million generated in 1992. Cooperatives handling primarily grains and oilseeds (39.8 percent), milk and milk products (28.5 percent), and fruits and vegetables (12.1 percent) accounted for the largest proportion of marketing cooperatives' net income (80.4 percent).

Figure 5— Relative Importance of Major Farm Supplies Handled by Cooperatives, 1993



Percent based on a net farm supply business volume of \$19.2 billion.

Table 6— Cooperative business volume <sup>1</sup> by commodity and State, 1993 <sup>2</sup>

| State                             | Business volume |            | state   | Business volume |            |
|-----------------------------------|-----------------|------------|---|-----------------|------------|
|                                   | Gross           | Net        |   | Gross           | Net        |
| 1,000 dollars                     |                 |            | 1,000 dollars                                   |                 |            |
| <b>PRODUCTS MARKETED:</b>         |                 |            | <b>FRUITS AND VEGETABLES (Continued)</b>        |                 |            |
| <b>BEANS AND PEAS, DRY EDIBLE</b> |                 |            | New Jersey                                      | 179,391         | 179,391    |
| California                        | 82,440          | 81,190     | New York  | 181,307         | 178,407    |
| Other States                      | 111,352         | 110,102    | North Carolina                                  | 3,694           | 3,694      |
| United States                     | 193,792         | 191,292    | Ohio  | 7,080           | 7,080      |
| <b>COTTON</b>                     |                 |            | Oregon  | 484,867         | 484,639    |
| Arkansas                          | 146,409         | 145,841    | Pennsylvania                                    | 455,363         | 455,092    |
| California                        | 519,092         | 471,743    | Texas   | 34,207          | 34,207     |
| Mississippi                       | 384,832         | 379,026    | Vermont   | 13,875          | 13,875     |
| Texas                             | 344,862         | 340,355    | Virginia  | 5,290           | 5,290      |
| Other States                      | 580,189         | 577,408    | Washington                                      | 743,786         | 743,305    |
| United States                     | 1,975,383       | 1,914,375  | Other States                                    | 662,583         | 655,236    |
| <b>DAIRY</b>                      |                 |            | Foreign <sup>3</sup>                            | 2,389           | 2,389      |
| California                        | 2,795,912       | 2,613,754  | United States                                   | 8,864,866       | 8,370,958  |
| Hawaii                            | 21,628          | 21,628     | <b>GRAINS AND OILSEEDS EXCLUDING COTTONSEED</b> |                 |            |
| Illinois                          | 826,713         | 670,879    | Arkansas  | 169,347         | 169,347    |
| Iowa                              | 712,372         | 647,618    | Colorado  | 188,999         | 188,999    |
| Michigan                          | 628,609         | 619,482    | Idaho   | 60,815          | 60,815     |
| Minnesota                         | 1,930,143       | 1,659,466  | Illinois  | 1,814,595       | 1,775,590  |
| New York                          | 1,494,989       | 1,154,752  | Indiana   | 1,775,054       | 1,121,548  |
| North Carolina                    | 235,398         | 216,938    | Iowa  | 2,471,515       | 2,460,536  |
| North Dakota                      | 608,607         | 451,624    | Kansas  | 1,503,601       | 1,471,014  |
| Ohio                              | 468,026         | 466,194    | Louisiana                                       | 25,304          | 25,304     |
| Oregon                            | 246,778         | 236,155    | Michigan  | 130,893         | 130,893    |
| Pennsylvania                      | 1,228,736       | 931,966    | Minnesota                                       | 2,212,975       | 1,691,352  |
| Vermont                           | 362,737         | 354,559    | Mississippi                                     | 130,940         | 130,940    |
| Virginia                          | 417,425         | 408,441    | Missouri  | 474,285         | 441,697    |
| Wisconsin                         | 4,049,213       | 3,955,101  | Montana   | 291,882         | 194,119    |
| Other States                      | 6,653,190       | 6,101,632  | Nebraska  | 1,686,028       | 1,473,990  |
| United States                     | 22,680,477      | 20,510,188 | North Dakota                                    | 1,943,271       | 1,519,273  |
| <b>FRUITS AND VEGETABLES</b>      |                 |            | Ohio  | 735,578         | 697,136    |
| Arizona                           | 153,174         | 139,135    | Oklahoma  | 448,980         | 448,980    |
| Arkansas                          | 1,200           | 1,200      | Oregon  | 162,595         | 130,007    |
| California                        | 3,543,735       | 3,216,413  | South Dakota                                    | 985,647         | 829,725    |
| Colorado                          | 21,088          | 21,088     | Texas   | 800,698         | 617,720    |
| Florida                           | 1,352,235       | 1,297,591  | Washington                                      | 437,234         | 388,352    |
| Georgia                           | 60,625          | 55,727     | Other States                                    | 474,332         | 403,292    |
| Hawaii                            | 26,938          | 26,938     | Foreign <sup>3</sup>                            | 174,708         | 93,238     |
| Kentucky                          | 8,307           | 8,307      | United States                                   | 19,099,276      | 16,463,865 |
| Maine                             | 38,494          | 38,494     |   |                 |            |
| Massachusetts                     | 432,339         | 432,339    |   |                 |            |
| Michigan                          | 452,902         | 371,122    |   |                 |            |

Continued



Table 6— Cooperative business volume <sup>1</sup> by commodity and State, 1993 <sup>2</sup> (Continued)

| State                | Business volume  |                  | State                                       | Business volume  |                  |
|----------------------|------------------|------------------|---|------------------|------------------|
|                      | Gross            | Net              |   | Gross            | Net              |
| <i>1,000 dollars</i> |                  |                  | <i>1,000 dollars</i>                        |                  |                  |
| <b>LIVESTOCK</b>     |                  |                  | <b>SUGAR</b>                                |                  |                  |
| Alabama              | 45,077           | 45,077           | Idaho                                       | 159,866          | 159,866          |
| Colorado             | 106,048          | 106,048          | Louisiana                                   | 241,760          | 158,709          |
| Idaho                | 77,561           | 77,561           | Michigan                                    | 163,619          | 148,758          |
| Indiana              | 112,859          | 112,859          | Minnesota                                   | 618,068          | 515,468          |
| Kentucky             | 31,448           | 31,448           | Montana                                     | 59,398           | 59,398           |
| Michigan             | 511,686          | 511,686          | Wyoming                                     | 26,079           | 26,079           |
| Minnesota            | 302,711          | 302,711          | Other States                                | 801,992          | 765,294          |
| Mississippi          | 77,543           | 77,543           | Foreign <sup>3</sup>                        | 572              | 572              |
| Missouri             | 230,877          | 230,877          | United States                               | <b>2,071,355</b> | <b>1,834,144</b> |
| New York             | 89,002           | 89,002           | <b>TOBACCO</b>                              |                  |                  |
| North Dakota         | 148,292          | 148,292          | Kentucky                                    | 161,898          | 161,898          |
| Ohio                 | 375,102          | 375,102          | North Carolina                              | 287,803          | 287,803          |
| Pennsylvania         | 1,638            | 1,638            | Tennessee                                   | 68,172           | 68,172           |
| Virginia             | 19,109           | 19,109           | Virginia                                    | 50,430           | 50,430           |
| West Virginia        | 2,167            | 2,167            | Other States                                | 64,940           | 64,940           |
| Wisconsin            | 778,808          | 778,808          | United States                               | 633,244          | 633,244          |
| Other States         | <b>2,756,406</b> | <b>2,756,406</b> | <b>WOOL AND MOHAIR</b>                      |                  |                  |
| Foreign <sup>3</sup> | 1,413            | 1,413            | Idaho                                       | 46               | 46               |
| United States        | <b>5,667,746</b> | <b>5,667,746</b> | Montana                                     | 592              | 592              |
| <b>NUTS</b>          |                  |                  | North Dakota                                | 26               | 26               |
| California           | 621,030          | 621,030          | Pennsylvania                                | 212              | 212              |
| Hawaii               | 16,178           | 16,178           | Utah  | 2,470            | 2,470            |
| Other States         | 229,988          | 229,988          | Virginia                                    | 328              | 328              |
| United States        | 867,196          | 867,196          | West Virginia                               | 301              | 301              |
| <b>POULTRY</b>       |                  |                  | Wyoming                                     | 68               | 68               |
| California           | 45,379           | 45,379           | Other States                                | 15,525           | 6,807            |
| Utah                 | 185,886          | 59,341           | United States                               | 19,569           | 10,851           |
| Other States         | <b>1,407,570</b> | <b>1,270,479</b> | <b>MISCELLANEOUS MARKETING <sup>4</sup></b> |                  |                  |
| United States        | <b>1,638,834</b> | <b>1,375,200</b> | Alaska                                      | 9,373            | 9,373            |
| <b>RICE</b>          |                  |                  | California                                  | 240,833          | 240,812          |
| California           | 197,757          | 196,624          | Florida                                     | 16,928           | 16,885           |
| Louisiana            | 15,414           | 15,414           | Maine                                       | 9,323            | 9,323            |
| Texas                | 43,731           | 43,731           | Massachusetts                               | 949              | 949              |
| Other States         | 525,788          | 525,788          | Michigan                                    | 46,312           | 45,945           |
| United States        | 782,691          | 781,557          | Minnesota                                   | 143,982          | 126,875          |
|                      |                  |                  | Mississippi                                 | 170,022          | 169,707          |
|                      |                  |                  | North Dakota                                | 18,772           | 18,772           |
|                      |                  |                  | Washington                                  | 76,854           | 76,833           |
|                      |                  |                  | Other States                                | <b>1,019,764</b> | <b>1,001,776</b> |
|                      |                  |                  | Foreign <sup>3</sup>                        | 591,859          | 591,631          |
|                      |                  |                  | United States                               | <b>2,344,971</b> | <b>2,308,884</b> |

Continued

Table 6— Cooperative business volume <sup>1</sup> by commodity and State, 1993 <sup>2</sup> (Continued)

| State                        | Business volume |            | state                   | Business volume |           |
|------------------------------|-----------------|------------|-------------------------|-----------------|-----------|
|                              | Gross           | Net        |                         | Gross           | Net       |
| 1,000 dollars                |                 |            | 1,000 dollars           |                 |           |
| TOTAL FARM PRODUCTS MARKETED |                 |            | FARM SUPPLIES PROVIDED: |                 |           |
| Alabama                      | 661,856         | 635,497    | FARM CHEMICALS          |                 |           |
| Alaska                       | 9,373           | 9,373      | Alabama                 | 57,665          | 27,960    |
| Arizona                      | 598,709         | 568,881    | Arkansas                | 128,346         | 68,367    |
| Arkansas                     | 1,084,067       | 1,077,244  | California              | 26,713          | 23,778    |
| California                   | 8,254,328       | 7,695,095  | Colorado                | 24,508          | 20,790    |
| Colorado                     | 581,799         | 577,569    | Florida                 | 17,496          | 17,316    |
| Florida                      | 2,277,603       | 2,131,443  | Georgia                 | 20,302          | 18,651    |
| Georgia                      | 816,965         | 808,678    | Hawaii                  | 1,714           | 1,714     |
| Hawaii                       | 86,343          | 86,343     | Idaho                   | 17,690          | 17,690    |
| Idaho                        | 825,758         | 818,366    | Illinois                | 308,645         | 213,423   |
| Illinois                     | 3,229,212       | 3,034,145  | Indiana                 | 202,852         | 142,644   |
| Indiana                      | 2,300,168       | 1,640,323  | Iowa                    | 430,072         | 291,919   |
| Iowa                         | 4,407,716       | 4,330,614  | Kansas                  | 93,428          | 68,606    |
| Kansas                       | 1,930,701       | 1,884,968  | Kentucky                | 41,826          | 37,430    |
| Kentucky                     | 598,091         | 559,400    | Louisiana               | 61,227          | 35,728    |
| Louisiana                    | 513,003         | 429,618    | Maryland                | 18,823          | 17,098    |
| Maine                        | 66,709          | 66,259     | Massachusetts           | 3,912           | 3,644     |
| Massachusetts                | 895,306         | 732,779    | Michigan                | 22,705          | 22,113    |
| Michigan                     | 1,980,807       | 1,874,422  | Minnesota               | 340,917         | 222,876   |
| Minnesota                    | 5,363,359       | 4,357,499  | Mississippi             | 62,976          | 47,218    |
| Mississippi                  | 849,990         | 843,316    | Missouri                | 69,143          | 60,896    |
| Missouri                     | 1,496,962       | 1,360,631  | Montana                 | 29,539          | 23,430    |
| Montana                      | 429,414         | 331,651    | Nebraska                | 139,217         | 119,827   |
| Nebraska                     | 2,615,090       | 2,362,562  | New York                | 30,572          | 26,615    |
| New Jersey                   | 241,020         | 237,343    | North Carolina          | 25,823          | 21,043    |
| New York                     | 1,813,179       | 1,470,042  | North Dakota            | 96,743          | 78,763    |
| North Carolina               | 718,763         | 699,311    | Ohio                    | 76,188          | 75,021    |
| North Dakota                 | 3,003,119       | 2,385,189  | Oklahoma                | 23,634          | 17,591    |
| Ohio                         | 1,625,664       | 1,576,672  | Oregon                  | 27,606          | 21,496    |
| Oklahoma                     | 956,641         | 946,090    | Pennsylvania            | 21,679          | 20,124    |
| Oregon                       | 1,100,989       | 1,033,580  | South Dakota            | 111,686         | 81,966    |
| Pennsylvania                 | 1,771,754       | 1,474,256  | Tennessee               | 96,763          | 55,885    |
| South Carolina               | 97,514          | 96,142     | Texas                   | 62,477          | 54,203    |
| South Dakota                 | 1,385,158       | 1,184,205  | Utah                    | 12,362          | 12,362    |
| Tennessee                    | 274,015         | 273,488    | Virginia                | 20,553          | 17,458    |
| Texas                        | 2,091,341       | 1,885,311  | Washington              | 36,637          | 24,196    |
| Utah                         | 402,741         | 267,368    | West Virginia           | 2,712           | 2,433     |
| Vermont                      | 379,364         | 371,187    | Wisconsin               | 154,954         | 94,737    |
| Virginia                     | 566,587         | 555,426    | Wyoming                 | 2,979           | 2,979     |
| Washington                   | 1,919,522       | 1,837,941  | Other States            | 46,866          | 44,125    |
| West Virginia                | 46,827          | 45,907     | Foreign <sup>3</sup>    | 19,363          | 3,685     |
| Wisconsin                    | 5,275,069       | 5,179,035  | United States           | 2,989,315       | 2,157,802 |
| Wyoming                      | 43,006          | 42,722     |                         |                 |           |
| Other States                 | 482,855         | 462,365    |                         |                 |           |
| Foreign <sup>3</sup>         | 770,941         | 689,243    |                         |                 |           |
| United States                | 66,839,397      | 60,929,500 |                         |                 |           |

Continued

**Table 6— Cooperative business volume <sup>1</sup> by commodity and State, 1993 <sup>2</sup> (Continued)**

| State                | Business volume      |           | state                | Business volume      |           |
|----------------------|----------------------|-----------|----------------------|----------------------|-----------|
|                      | Gross                | Net       |                      | Gross                | Net       |
|                      | <i>1,000 dollars</i> |           |                      | <i>1,000 dollars</i> |           |
| <b>FEED</b>          |                      |           | <b>FERTILIZER</b>    |                      |           |
| Alabama              | 151,096              | 136,063   | Alabama              | 106,498              | 67,287    |
| Arkansas             | 119,830              | 74,363    | Arkansas             | 164,207              | 88,131    |
| California           | 144,667              | 120,974   | California           | 62,356               | 61,345    |
| Colorado             | 50,787               | 39,419    | Colorado             | 75,823               | 60,461    |
| Florida              | 75,113               | 72,893    | Florida              | 82,192               | 29,579    |
| Georgia              | 165,339              | 161,739   | Georgia              | 60,961               | 48,260    |
| Hawaii               | 3,368                | 3,368     | Hawaii               | 1,536                | 1,536     |
| Idaho                | 37,074               | 20,716    | Idaho                | 28,021               | 28,021    |
| Illinois             | 263,006              | 187,038   | Illinois             | 566,307              | 312,042   |
| Indiana              | 292,615              | 152,650   | Indiana              | 431,693              | 224,754   |
| Iowa                 | 940,223              | 650,197   | Iowa                 | 736,795              | 398,146   |
| Kansas               | 265,843              | 179,238   | Kansas               | 354,137              | 251,598   |
| Kentucky             | 56,094               | 47,211    | Kentucky             | 119,297              | 78,320    |
| Louisiana            | 49,718               | 35,345    | Louisiana            | 133,052              | 48,916    |
| Maryland             | 39,321               | 35,070    | Maryland             | 26,430               | 24,092    |
| Massachusetts        | 30,290               | 27,335    | Massachusetts        | 6,053                | 5,532     |
| Michigan             | 53,346               | 49,628    | Michigan             | 36,702               | 33,881    |
| Minnesota            | 663,524              | 450,286   | Minnesota            | 579,641              | 306,417   |
| Mississippi          | 102,702              | 92,583    | Mississippi          | 116,596              | 84,653    |
| Missouri             | 189,850              | 150,780   | Missouri             | 196,189              | 145,037   |
| Montana              | 32,035               | 22,329    | Montana              | 53,004               | 43,012    |
| Nebraska             | 226,569              | 153,799   | Nebraska             | 270,724              | 213,493   |
| New York             | 215,316              | 190,669   | New York             | 37,363               | 33,926    |
| North Carolina       | 80,592               | 70,680    | North Carolina       | 46,116               | 39,414    |
| North Dakota         | 68,182               | 47,687    | North Dakota         | 239,441              | 145,892   |
| Ohio                 | 122,875              | 119,782   | Ohio                 | 182,989              | 113,238   |
| Oklahoma             | 83,760               | 63,414    | Oklahoma             | 110,275              | 79,920    |
| Oregon               | 47,702               | 45,847    | Oregon               | 42,854               | 32,862    |
| Pennsylvania         | 127,599              | 109,820   | Pennsylvania         | 28,036               | 25,015    |
| South Dakota         | 173,238              | 122,646   | South Dakota         | 158,911              | 114,324   |
| Tennessee            | 210,400              | 111,271   | Tennessee            | 256,357              | 106,858   |
| Texas                | 128,113              | 98,546    | Texas                | 225,956              | 139,975   |
| Utah                 | 48,013               | 47,085    | Utah                 | 15,444               | 15,444    |
| Virginia             | 111,186              | 94,567    | Virginia             | 52,533               | 47,949    |
| Washington           | 38,943               | 37,088    | Washington           | 40,121               | 27,057    |
| West Virginia        | 14,425               | 12,578    | West Virginia        | 7,499                | 6,824     |
| Wisconsin            | 426,715              | 261,621   | Wisconsin            | 311,828              | 157,454   |
| Wyoming              | 10,804               | 10,804    | Wyoming              | 3,420                | 3,420     |
| Other States         | 349,507              | 311,964   | Other States         | 65,627               | 58,064    |
| Foreign <sup>3</sup> | 110,234              | 60,913    | Foreign <sup>3</sup> | 137,898              | 55,628    |
| United States        | 6,320,015            | 4,680,005 | United States        | 6,170,881            | 3,757,780 |

Continued

Table 6— Cooperative business volume <sup>1</sup> by commodity and State, 1993 <sup>2</sup> (Continued)

| State                | Business volume |           | state                | Business volume |         |
|----------------------|-----------------|-----------|----------------------|-----------------|---------|
|                      | Gross           | Net       |                      | Gross           | Net     |
| 1,000 dollars        |                 |           | 1,000 dollars        |                 |         |
| PETROLEUM            |                 |           | SEED                 |                 |         |
| Alabama              | 5,048           | 4,848     | Alabama              | 38,296          | 17,503  |
| Arkansas             | 83,113          | 46,208    | Arkansas             | 25,453          | 14,510  |
| California           | 3,863           | 3,795     | California           | 28,291          | 28,291  |
| Colorado             | 110,285         | 89,236    | Colorado             | 2,256           | 2,256   |
| Florida              | 3,416           | 3,416     | Florida              | 6,869           | 5,596   |
| Georgia              | 611             | 611       | Georgia              | 11,298          | 10,698  |
| Hawaii               | 629             | 629       | Hawaii               | 825             | 825     |
| Idaho                | 99,621          | 67,365    | Idaho                | 7,940           | 7,224   |
| Illinois             | 518,301         | 305,795   | Illinois             | 61,537          | 38,938  |
| Indiana              | 361,105         | 237,290   | Indiana              | 42,625          | 26,564  |
| Iowa                 | 823,508         | 460,016   | Iowa                 | 68,398          | 42,556  |
| Kansas               | 915,183         | 328,327   | Kansas               | 9,815           | 9,815   |
| Kentucky             | 86,053          | 69,563    | Kentucky             | 17,357          | 15,627  |
| Louisiana            | 17,647          | 11,820    | Louisiana            | 18,417          | 10,672  |
| Maryland             | 67,813          | 60,389    | Maryland             | 9,446           | 8,487   |
| Massachusetts        | 43,245          | 32,720    | Massachusetts        | 4,205           | 4,065   |
| Michigan             | 59,524          | 45,563    | Michigan             | 9,125           | 8,812   |
| Minnesota            | 742,981         | 473,309   | Minnesota            | 46,029          | 34,515  |
| Mississippi          | 27,691          | 21,362    | Mississippi          | 14,500          | 11,642  |
| Missouri             | 410,884         | 318,339   | Missouri             | 26,820          | 23,828  |
| Montana              | 204,587         | 96,571    | Montana              | 7,857           | 4,518   |
| Nebraska             | 388,096         | 273,277   | Nebraska             | 11,081          | 7,653   |
| New York             | 289,329         | 218,816   | New York             | 21,310          | 20,389  |
| North Carolina       | 15,598          | 13,420    | North Carolina       | 9,461           | 7,996   |
| North Dakota         | 407,830         | 251,275   | North Dakota         | 31,860          | 23,807  |
| Ohio                 | 113,777         | 94,253    | Ohio                 | 20,400          | 20,400  |
| Oklahoma             | 202,965         | 82,633    | Oklahoma             | 4,900           | 4,900   |
| Oregon               | 104,713         | 72,669    | Oregon               | 14,186          | 13,523  |
| Pennsylvania         | 253,373         | 191,699   | Pennsylvania         | 17,429          | 16,620  |
| South Dakota         | 214,453         | 182,635   | South Dakota         | 13,279          | 10,263  |
| Tennessee            | 73,202          | 48,222    | Tennessee            | 45,599          | 29,518  |
| Texas                | 155,493         | 108,660   | Texas                | 14,649          | 14,849  |
| Utah                 | 3,489           | 3,489     | Utah                 | 5,468           | 5,468   |
| Virginia             | 109,313         | 94,612    | Virginia             | 18,418          | 16,688  |
| Washington           | 198,331         | 112,882   | Washington           | 12,558          | 11,231  |
| West Virginia        | 28,105          | 26,324    | West Virginia        | 2,649           | 2,383   |
| Wisconsin            | 605,267         | 395,024   | Wisconsin            | 44,583          | 26,159  |
| Wyoming              | 44,890          | 23,528    | Wyoming              | 3,326           | 2,663   |
| Other States         | 297,355         | 229,359   | Other States         | 33,565          | 31,969  |
| Foreign <sup>3</sup> | 207,345         | 65,446    | Foreign <sup>3</sup> | 1,107           | 974     |
| United States        | 8,298,031       | 5,165,392 | United States        | 783,186         | 594,192 |

Continued

Table 6— Cooperative business volume <sup>1</sup> by commodity and State, 1993 <sup>2</sup> (Continued)

| State                                      | Business volume |           | State                      | Business volume |            |
|--|-----------------|-----------|----------------------------|-----------------|------------|
|  | Gross           | Net       |                            | Gross           | Net        |
| 1,000 dollars                              |                 |           | 1,000 dollars              |                 |            |
| <b>MISCELLANEOUS SUPPLIES <sup>5</sup></b> |                 |           | <b>TOTAL FARM SUPPLIES</b> |                 |            |
| Alabama                                    | 82, 808         | 74, 017   | Alabama                    | 441, 412        | 327, 678   |
| Arkansas                                   | 100, 788        | 59, 056   | Arkansas                   | 621, 738        | 350, 635   |
| California                                 | 139, 892        | 71, 592   | California                 | 405, 782        | 309, 774   |
| Colorado                                   | 40, 524         | 36, 188   | Colorado                   | 304, 185        | 248, 350   |
| Florida                                    | 100, 830        | 100, 214  | Florida                    | 285, 915        | 229, 013   |
| Georgia                                    | 75, 332         | 72, 868   | Georgia                    | 333, 843        | 312, 827   |
| Hawaii                                     | 2, 629          | 2, 629    | Hawaii                     | 10, 701         | 10, 701    |
| Idaho                                      | 38, 064         | 33, 706   | Idaho                      | 228, 412        | 174, 723   |
| Illinois                                   | 114, 219        | 66, 462   | Illinois                   | 1,832,016       | 1,123,697  |
| Indiana                                    | 51, 418         | 43, 507   | Indiana                    | 1,382,308       | 827, 408   |
| Iowa                                       | 217, 459        | 155, 841  | Iowa                       | 3,216,454       | 1,998,676  |
| Kansas                                     | 112, 384        | 83, 703   | Kansas                     | 1,750,792       | 921, 286   |
| Kentucky                                   | 66, 201         | 60, 427   | Kentucky                   | 386, 827        | 308, 578   |
| Louisiana                                  | 38, 593         | 24, 585   | Louisiana                  | 318, 655        | 167, 067   |
| Maryland                                   | 37, 135         | 33, 967   | Maryland                   | 198, 967        | 179, 103   |
| Massachusetts                              | 25, 974         | 24, 457   | Massachusetts              | 113, 679        | 97, 753    |
| Michigan                                   | 70, 051         | 60, 250   | Michigan                   | 251, 454        | 220, 247   |
| Minnesota                                  | 283, 308        | 208, 062  | Minnesota                  | 2,656,401       | 1,695,465  |
| Mississippi                                | 43, 828         | 40, 214   | Mississippi                | 368, 292        | 297, 673   |
| Missouri                                   | 108, 610        | 74, 699   | Missouri                   | 1,001,496       | 773, 579   |
| Montana                                    | 38, 612         | 33, 735   | Montana                    | 365, 634        | 223, 595   |
| Nebraska                                   | 109, 653        | 90, 646   | Nebraska                   | 1,145,340       | 858, 694   |
| New York                                   | 212, 510        | 177, 822  | New York                   | 806, 400        | 668, 235   |
| North Carolina                             | 27, 517         | 23, 897   | North Carolina             | 205, 106        | 176, 450   |
| North Dakota                               | 106, 781        | 94, 132   | North Dakota               | 950, 837        | 641, 555   |
| Ohio                                       | 71, 903         | 62, 222   | Ohio                       | 588, 131        | 484, 917   |
| Oklahoma                                   | 35, 260         | 27, 714   | Oklahoma                   | 460, 795        | 276, 173   |
| Oregon                                     | 89, 903         | 85, 451   | Oregon                     | 326, 963        | 271, 849   |
| Pennsylvania                               | 112, 114        | 102, 924  | Pennsylvania               | 560, 231        | 466, 201   |
| South Dakota                               | 80, 785         | 67, 829   | South Dakota               | 752, 352        | 579, 663   |
| Tennessee                                  | 146, 792        | 80, 532   | Tennessee                  | 829, 113        | 432, 286   |
| Texas                                      | 64, 784         | 52, 338   | Texas                      | 651, 472        | 468, 371   |
| Utah                                       | 35, 328         | 34, 605   | Utah                       | 120, 104        | 118, 453   |
| Virginia                                   | 143, 706        | 108, 398  | Virginia                   | 455, 709        | 379, 671   |
| Washington                                 | 84, 397         | 57, 850   | Washington                 | 410, 986        | 270, 304   |
| West Virginia                              | 23, 302         | 20, 716   | West Virginia              | 78, 692         | 71, 258    |
| Wisconsin                                  | 230, 387        | 200, 593  | Wisconsin                  | 1,773,734       | 1,135,588  |
| Wyoming                                    | 11, 291         | 11, 278   | Wyoming                    | 76, 711         | 54, 673    |
| Other States                               | 216, 366        | 192, 333  | Other States               | 1,009,284       | 867, 816   |
| Foreign <sup>3</sup>                       | 27, 237         | 11, 190   | Foreign <sup>3</sup>       | 503, 184        | 197, 836   |
| United States                              | 3,618,677       | 2,862,653 | United States              | 28,180,104      | 19,217,824 |

Continued

Table 6— Cooperative business volume <sup>1</sup> by commodity and State, 1993 <sup>2</sup> (Continued)

| State                           | Business volume |           | State                | Business volume |            |
|---------------------------------|-----------------|-----------|----------------------|-----------------|------------|
|                                 | Gross           | Net       |                      | Gross           | Net        |
| 1,000 dollars                   |                 |           | 1,000 dollars        |                 |            |
| SERVICES PROVIDED: <sup>6</sup> |                 |           | TOTAL: (Continued)   |                 |            |
| Alabama                         | 13, 539         | 13,539    | Louisiana            | 847, 322        | 612, 349   |
| Arizona                         | 10,626          | 10,628    | Maine                | 233, 091        | 213, 530   |
| Arkansas                        | 71,599          | 71, 599   | Maryland             | 461,967         | 430, 891   |
| California                      | 344,282         | 344, 282  | Massachusetts        | 1, 017,704      | 839, 251   |
| Hawaii                          | 6,749           | 6, 749    | Michigan             | 2,293,899       | 2,156,307  |
| Illinois                        | 1 48,320        | 148, 320  | Minnesota            | 8,187,412       | 6,220,616  |
| Iowa                            | 184, 107        | 184, 107  | Mississippi          | 1,439,431       | 1,362,137  |
| Kentucky                        | 28,578          | 28, 578   | Missouri             | 2,610,916       | 2,246,667  |
| Louisiana                       | 15,664          | 15, 664   | Montana              | 802, 904        | 563, 102   |
| Michigan                        | 61,638          | 61, 638   | Nebraska             | 3,861,966       | 3,322,793  |
| Minnesota                       | 167,652         | 167, 652  | New Jersey           | 416, 514        | 384, 170   |
| Mississippi                     | 221, 148        | 221, 148  | New Mexico           | 109, 813        | 104, 562   |
| Nebraska                        | 101,536         | 101, 536  | New York             | 2,721,228       | 2,239,926  |
| New Mexico                      | 3,253           | 3, 253    | North Carolina       | 942, 672        | 894, 564   |
| New York                        | 101,650         | 101, 650  | North Dakota         | 3,996,756       | 3,069,544  |
| North Carolina                  | 18,802          | 18, 802   | Ohio                 | 2,291,954       | 2,139,747  |
| North Dakota                    | 42,800          | 42, 800   | Oklahoma             | 1,455,995       | 1,260,822  |
| Ohio                            | 78, 159         | 78, 159   | Oregon               | 1,463,768       | 1,341,245  |
| Oklahoma                        | 38, 560         | 38, 560   | Pennsylvania         | 2,383,645       | 1,992,117  |
| Pennsylvania                    | 51,660          | 51, 660   | South Carolina       | 273, 373        | 264, 521   |
| Texas                           | 212,216         | 212, 216  | South Dakota         | 2,174,775       | 1,801,133  |
| Washington                      | 114,221         | 114, 221  | Tennessee            | 1,125,742       | 728, 389   |
| Wisconsin                       | 70,936          | 70, 936   | Texas                | 2,955,029       | 2,565,898  |
| Other States                    | 616, 518        | 616, 518  | Utah                 | 540, 492        | 403, 470   |
| United States                   | 2,724,216       | 2,724,216 | Vermont              | 528, 356        | 497, 839   |
| TOTAL:                          |                 |           | Virginia             | 1,067,813       | 980, 614   |
| Alabama                         | 1,116,807       | 976, 714  | Washington           | 2,444,728       | 2,222,465  |
| Alaska                          | 45, 458         | 34, 328   | West Virginia        | 125, 877        | 117, 524   |
| Arizona                         | 653, 488        | 609, 250  | Wisconsin            | 7,119,739       | 6,385,559  |
| Arkansas                        | 1,777,404       | 1,499,477 | Wyoming              | 121, 495        | 99, 172    |
| California                      | 9,004,392       | 8,349,151 | Other States         | 122, 437        | 110, 390   |
| Colorado                        | 908, 460        | 848, 396  | Foreign <sup>3</sup> | 1,274,125       | 887, 079   |
| Connecticut                     | 166, 351        | 146, 379  | United States        | 97,743,717      | 82,871,539 |
| Delaware                        | 99, 619         | 89, 282   |                      |                 |            |
| Florida                         | 2,661,348       | 2,458,286 |                      |                 |            |
| Georgia                         | 1,163,360       | 1,134,056 |                      |                 |            |
| Hawaii                          | 103, 793        | 103, 793  |                      |                 |            |
| Idaho                           | 1,063,980       | 1,002,900 |                      |                 |            |
| Illinois                        | 5,209,548       | 4,306,163 |                      |                 |            |
| Indiana                         | 3,754,366       | 2,539,621 |                      |                 |            |
| Iowa                            | 7,808,277       | 6,513,397 |                      |                 |            |
| Kansas                          | 3,780,634       | 2,905,395 |                      |                 |            |
| Kentucky                        | 1,013,496       | 896, 555  |                      |                 |            |

See footnotes next page

<sup>1</sup> Data covering operations of cooperatives whose business years ended during calendar **1993**. Includes independent local cooperatives, federations, centralized regional cooperatives, and cooperatives with mixed organizational structures. The volume of products marketed is allocated to the State in which they originate and the volume of farm supplies is allocated to the State in which they are sold; service volume and other income is allocated to the State of origin when services relate to farm products marketed or to the State of destination when related to farm supplies sold.

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

<sup>3</sup> 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.

<sup>4</sup> 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.

<sup>5</sup> 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.

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

Table 7— **Farmer cooperatives' net income, 1993** <sup>1</sup>

| Principal products marketed<br>and major function | co-ops <sup>2</sup> | Total net income       | Income from<br>own operations | Income from<br>other co-ops <sup>3</sup> |
|---|---------------------|------------------------|-------------------------------|--|
|   | <i>Number</i>       | <i>Million dollars</i> |                               |  |
| <b>Products marketed:</b>                         |                     |                        |                               |  |
| Cotton  | 16                  | 77.7                   | 77.1                          | 0.6                                      |
| Dairy   | 258                 | 244.1                  | 216.6                         | 27.4                                     |
| Fruits & vegetables                               | 282                 | 103.9                  | 94.9                          | 9.0                                      |
| Grains and oilseeds excluding cottonseed          | 1,193               | 340.5                  | 239.1                         | 101.4                                    |
| Livestock and poultry                             | 119                 | 31.9                   | 30.4                          | 1.5                                      |
| Rice  | 21                  | 14.9                   | 14.9                          | 0.02                                     |
| Sugar   | 55                  | 13.4                   | 13.3                          | 0.03                                     |
| Other products <sup>4</sup>                       | 270                 | 29.6                   | 25.7                          | 3.9                                      |
| Total farm products                               | 2,214               | 856.0                  | 712.1                         | 143.9                                    |
| Total farm supplies                               | 1,547               | 435.9                  | 285.3                         | 150.6                                    |
| Total related services                            | 483                 | 66.4                   | 43.4                          | 23.1                                     |
| Combined total                                    | 4,244               | 1,358.4                | 1,040.8                       | 317.5                                    |

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

<sup>2</sup> Many cooperatives have multiproduct and multifunctional operations. Most are classified according to predominant commodity or function indicated by business volume.

<sup>3</sup> Excludes patronage refunds from **CoBank** and Banks for Cooperatives.

<sup>4</sup> Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.

Farm supply cooperatives accounted for 32.1 percent of cooperatives' total net income in 1993 compared with 40.7 percent in 1992. Income from farm supply cooperatives' own operations was \$285.3 million compared with \$404.6 million in 1992. Refunds from other cooperatives of \$150.6 million was also down from \$182.2 million.

Farmer cooperatives' net income from own operations in 1993 totaled \$1,040.8 million—down 4.0 percent from \$1,084.4 million. Nearly 23.4 percent, or \$317.5 million, of total net income was generated from other cooperatives, down from \$355.9 million in 1992. Marketing cooperatives' net income from other cooperatives totaled \$143.9 million and accounted for 10.6 percent of their total. Grain cooperatives' net income from other cooperatives was \$101.4 million or 29.8 percent of their total.

Income before losses equaled \$1,545.4 million. Losses from an estimated 595 cooperatives totaled \$187.1 million in 1993. Estimated losses were \$172.5 million in 1992.

## Balance Sheet

Combined assets for all farmer cooperatives totaled \$33.4 billion in 1993, up 4.5 percent from \$32 billion for 1992 (table 8). Assets of cooperatives,

excluding intercooperative investments, totaled \$30.8 billion compared with \$29.6 billion, a 4.3-percent increase (table 9).

Total liabilities were \$18.6 billion, up 4.8 percent from the \$17.8 billion reported in 1992. Net worth, or member and patron equity, was \$14.8 billion, up 4.2 percent from \$14.2 billion in 1992. The proportion of total assets financed by member and patron equity edged down from 44.4 percent to 44.3 percent.

Of the \$33.4 billion in total assets, marketing cooperatives accounted for \$22.8 billion, up 16.3 percent from 1992. A significant part of the increase was due to the reclassification of a large cooperative from farm supply to marketing. Cooperatives whose principal products were grains and oilseeds (excluding cottonseed) had total assets of \$7.8 billion in 1993 and \$7.2 billion in 1992, up 9.3 percent. Among the marketing cooperatives, those with primarily grain also maintained the largest proportion of investments in other cooperatives in both 1993 (11.1 percent) and 1992 (11.6 percent).

Assets of marketing cooperatives, excluding investments in other cooperatives, were \$21.5 billion, up 16.7 percent from 1992.

Farm supply cooperatives had total assets of \$9.9 billion compared with \$11.7 billion in 1992,

Table 8— Combined balance sheet data for farmer cooperatives, 1993 <sup>1</sup>

| Principal products marketed<br>and major function | Co-ops <sup>2</sup> | Total<br>assets           | Total<br>liabilities | Net<br>worth |
|---|---------------------|---------------------------|----------------------|--------------|
|   | Number              | -----Million dollars----- |                      |              |
| Products marketed:                                |                     |                           |                      |              |
| Cotton  | 16                  | 704.7                     | 412.9                | 291.8        |
| Dairy   | 258                 | 4,547.9                   | 2,812.1              | 1,735.8      |
| Fruits & vegetables                               | 282                 | 4,457.6                   | 2,916.6              | 1,541.0      |
| Grains and oilseeds excluding cottonseed          | 1,193               | 7,617.1                   | 4,127.3              | 3,689.8      |
| Livestock and poultry                             | 119                 | 2,795.6                   | 1,766.0              | 1,029.7      |
| Rice  | 21                  | 476.9                     | 260.7                | 216.2        |
| Sugar   | 55                  | 793.0                     | 435.6                | 357.4        |
| Other products <sup>3</sup>                       | 270                 | 1,223.3                   | 660.2                | 563.1        |
| Total farm products                               | 2,214               | 22,818.2                  | 13,391.3             | 9,426.9      |
| Total farm supplies                               | 1,547               | 9,909.2                   | 5,016.1              | 4,893.0      |
| Total selected services                           | 483                 | 718.7                     | 226.4                | 492.3        |
| Combined total                                    | 4,244               | 33,446.0                  | 18,633.9             | 14,812.1     |

<sup>1</sup> Totals may not add due to rounding.

<sup>2</sup> Many cooperatives have multiproduct and multifunctional operations. Most are classified according to predominant commodity or function indicated by business volume.

<sup>3</sup> Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.



down 15.5 percent due mainly to the reclassification of a cooperative. Excluding intercooperative investments, assets amounted to \$8.7 billion in 1993, down 17.8 percent from 1992.

Net worth, or member and patron equity, for all marketing cooperatives totaled \$9.4 billion, up 13.2 percent from 1992. Marketing cooperatives accounted for 63.6 percent of farmer cooperatives' combined net worth. The figure for farm supply cooperatives was 33 percent. For marketing cooperatives, the highest percent of total assets represented by net worth shown in table 8 (47.2 percent) was for those primarily marketing grains and oilseeds excluding cottonseed. The lowest, 34.6 percent, was for cooperatives primarily marketing fruits and vegetables. Cooperatives classified as farm marketing and farm supply had 41.3 and 49.4 percent, respectively, of their assets financed by net worth.

## Selected Financial Ratios

Financial ratios are often used to determine the relationships between items in the financial and income statements of a business operation and help in analyzing a cooperative's economic and financial situation.

Financial ratios can indicate problem areas. However, they cannot be used to solve problems but can serve as guidelines for planning purposes and aids in formulating actions. Care must be taken in their use because both items used to calculate a ratio are subject to considerable variation. How a ratio is interpreted is largely subjective.

Several financial ratios were selected to give some indication of cooperative performance. These include return on assets, net worth-to-assets, the return on sales, total sales-to-assets, and the current ratio.

The return on assets and return on sales ratios are used to indicate profitability. The net worth-to-assets ratio provides some indication of a cooperative's ability to meet long-term financial obligations. The total sales-to-asset ratio (asset turnover ratio), indicates how efficiently a cooperative is using its assets. The current ratio (current assets divided by current liabilities) probably best measures a cooperative's ability to meet current obligations.

Table 10 lists the values of these ratios for the cooperatives reporting to CS. Extreme values (high and low ratios) were excluded so that the ratios would be more representative of the cooperatives

Table 9— Combined assets of farmer cooperatives, 1993 <sup>1</sup>

| Principal products marketed and major function | co-ops <sup>2</sup> | Assets of own operations | investments in other co-ops | Total assets | Investments in other co-ops as percent of total |
|--|---------------------|--------------------------|-----------------------------|--------------|---|
|  | <i>Number</i>       | <i>Million dollars</i>   |                             |              | <i>Percent</i>                                  |
| Products marketed:                             |                     |                          |                             |              |   |
| Cotton   | 16                  | 699.7                    | 4.9                         | 704.7        | 0.7   |
| Dairy  | 258                 | 4,320.4                  | 227.5                       | 4,547.9      | 5.0   |
| Fruits & vegetables                            | 282                 | 4,383.2                  | 74.4                        | 4,457.6      | 1.7   |
| Grains and oilseeds excluding cottonseed       | 1,193               | 6,951.7                  | 865.3                       | 7,817.1      | 11.1  |
| Livestock and poultry                          | 119                 | 2,732.9                  | 62.7                        | 2,795.6      | 2.2   |
| Rice   | 21                  | 477.5                    | 1.4                         | 478.9        | 0.3   |
| Sugar  | 55                  | 788.0                    | 5.0                         | 793.0        | 0.6   |
| Other products <sup>3</sup>                    | 270                 | 1,188.0                  | 35.4                        | 1,223.3      | 2.9   |
| Total farm products                            | 2,214               | 21,541.4                 | 1,276.8                     | 22,818.2     | 5.6   |
| Total farm supplies                            | 1,547               | 8,651.2                  | 1,257.9                     | 9,909.2      | 12.7  |
| Total selected services                        | 483                 | 651.4                    | 67.3                        | 718.7        | 9.4   |
| Combined total                                 | 4,244               | 30,844.0                 | 2,602.0                     | 33,446.0     | 7.8   |

<sup>1</sup> Totals may not add due to rounding.

<sup>2</sup> Many cooperatives have multiproduct and multifunctional operations. Most are classified according to predominant commodity or function indicated by business volume.

<sup>3</sup> Includes dry edible beans and peas, nuts, tobacco, wool, and miscellaneous products.

Table 10—Selected financial ratios of cooperatives, 1993 <sup>1</sup>

| Type of co-op and range of assets (Million dollars) | Net income/ assets <sup>2</sup> | Net worth/ assets <sup>3</sup> | Net income/ sales <sup>4</sup> | Sales/ assets <sup>4</sup> | Current ratio <sup>5</sup> |
|---|---------------------------------|--------------------------------|--------------------------------|----------------------------|----------------------------|
|   | ----- Percent -----             |                                |                                | ----- Number -----         |                            |
| <b>Beans and peas (dry edible)</b>                  | 3.6                             | 55.0                           | 1.3                            | <b>2.9</b>                 | 1.8                        |
| <b>Cotton</b>                                       | 11.6                            | 43.8                           | 5.5                            | 3.0                        | 1.8                        |
| <b>Dairy</b>  | 6.2                             | 46.4                           | 1.4                            | 6.1                        | 2.0                        |
| Less than 0.5                                       | 10.0                            | 52.0                           | 1.5                            | 7.9                        | 5.6                        |
| 0.5 - 0.99  | 8.1                             | 61.3                           | 2.1                            | 4.9                        | 2.1                        |
| 1.0 - 2.49  | 5.3                             | 55.4                           | 1.3                            | 6.0                        | 1.7                        |
| 2.5 - 24.99   | 4.9                             | 41.8                           | 1.2                            | 7.1                        | 1.4                        |
| 25.0 - 99.99  | 6.4                             | 39.6                           | 1.4                            | 5.5                        | 1.4                        |
| 100.0 - 499.99                                      | 5.9                             | 43.1                           | 1.4                            | 4.4                        | 1.4                        |
| <b>Fruit and vegetable</b>                          | 2.8                             | 43.2                           | <b>.8</b>                      | 3.3                        | 1.9                        |
| Less than 0.5                                       | -11.0                           | 33.9                           | -4.8                           | 6.3                        | 1.3                        |
| 0.5 - 0.99  | 16.5                            | 58.1                           | 3.1                            | 8.3                        | 3.5                        |
| 1.0 - 2.49  | 2.5                             | 58.2                           | <b>.9</b>                      | 3.1                        | 2.6                        |
| 2.5 - 24.99   | 5.9                             | 43.3                           | 2.9                            | 2.9                        | 1.5                        |
| 25.0 - 99.99  | 2.3                             | 36.0                           | 1.8                            | 2.0                        | 2.4                        |
| 100.0 - 499.99                                      | 2.1                             | 35.7                           | 1.2                            | 2.0                        | 1.4                        |
| <b>Grains and oilseeds <sup>6</sup></b>             | 4.4                             | 56.5                           | 1.5                            | 3.0                        | 2.4                        |
| Less than 0.5                                       | -2.2                            | 77.6                           | <b>-.4</b>                     | 5.5                        | 5.6                        |
| 0.5 - 0.99  | 3.5                             | 71.1                           | <b>.9</b>                      | 3.8                        | 4.6                        |
| 1.0 - 2.49  | 4.5                             | 52.1                           | 1.7                            | 2.8                        | 1.6                        |
| 2.5 - 24.99   | 3.8                             | 34.2                           | 1.9                            | 2.0                        | 1.6                        |
| 25.0 - 99.99  | 3.2                             | 33.7                           | 1.7                            | 2.0                        | 1.1                        |
| <b>Livestock</b>                                    | 4.0                             | 46.3                           | 2.9                            | 16.5                       | 8.2                        |
| <b>Nuts</b>   | 7.7                             | 47.7                           | 2.4                            | 3.8                        | 3.4                        |
| <b>Poultry</b>                                      | 7.1                             | 53.9                           | 1.4                            | 4.8                        | 1.7                        |
| <b>Rice</b>   | 1.6                             | 56.8                           | <b>.7</b>                      | 2.1                        | 3.4                        |
| <b>Sugar</b>  | 2.9                             | 46.9                           | 2.3                            | 1.4                        | 1.2                        |
| <b>Tobacco</b>                                      | 11.5                            | 68.1                           | <b>.9</b>                      | 27.5                       | 1.7                        |
| <b>Other products</b>                               | 2.8                             | 50.7                           | 2.6                            | 3.5                        | 2.0                        |
| <b>Fishery</b>                                      | -4.0                            | 34.0                           | -1.7                           | 6.6                        | 1.5                        |
| <b>Farm supply</b>                                  | 6.4                             | 68.5                           | 3.0                            | 2.3                        | 3.3                        |
| Less than 0.5                                       | 4.0                             | 75.2                           | 1.3                            | 3.3                        | 7.1                        |
| 0.5 - 0.99  | 5.6                             | 72.4                           | 2.7                            | 2.3                        | 3.5                        |
| 1.0 - 2.49  | 7.0                             | 75.2                           | 3.4                            | 2.2                        | 4.2                        |
| 2.5 - 24.99   | 6.6                             | 62.8                           | 3.2                            | 2.2                        | 2.0                        |
| 25.0 - 99.99  | 11.6                            | 48.7                           | 5.9                            | 2.7                        | 1.4                        |
| 100.0 - 499.99                                      | 3.5                             | 42.1                           | 1.6                            | 2.2                        | 1.6                        |
| <b>Service</b>                                      | 12.2                            | 69.6                           | 10.6                           | 1.2                        | 9.8                        |
| <b>Cotton gins</b>                                  | 8.9                             | 68.7                           | <b>.4</b>                      | 1.5                        | 10.2                       |

<sup>1</sup> Based on cooperatives reporting. Excludes strictly bargaining or pooling cooperatives. Ratios were calculated by summing the individual ratios and dividing by the number of cooperatives. All five ratios were calculated for the same cooperatives in each group. Outliers (extreme values) not representative of the group were excluded.

<sup>2</sup> Includes net income before any income taxes are deducted. Calculated by dividing net income by total assets. Usually referred to as the return on assets.

<sup>3</sup> Net worth, or member equity, is the value of the assets owned by members. The ratio was calculated by dividing total net worth by total assets.

<sup>4</sup> Total sales includes service receipts and other income and patronage refunds received from other cooperatives and CoBank and Banks for Cooperatives. The return on sales was found by dividing net income by total sales.

<sup>5</sup> The current ratio was derived by dividing current assets by current liabilities.

<sup>6</sup> Excludes cottonseed.

reporting. For the predominant types of cooperatives (dairy, fruits and vegetable, grain, and farm supply), ratios are also shown for cooperatives by selected asset category. 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, but tended to decrease with an increase in size. The net worth-to-asset ratio was highest among the smaller farm supply cooperatives. Generally, as cooperatives become larger, less of their assets is financed by members.

The return on sales (net income/total sales) ranged from a -4.8 percent for the smallest fruit and vegetable cooperatives to a high of 10.6 percent for service cooperatives (excluding cotton gins). However, the ratio for most type and size groups was between 1 and 3 percent.

The sales-to-assets ratio ranged from 1.2 for service cooperatives to 25.7 percent for tobacco cooperatives. Among dairy and fruit and vegetable cooperatives, the ratio tended to decrease as size of cooperative 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 grain and farm supply cooperatives did not vary much with size of cooperative. This was especially true for farm supply cooperatives. Most grain and farm supply cooperatives are not as involved in manufacturing or processing as are the dairy and fruit and vegetable cooperatives.

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

The current ratio (current assets/current liabilities) ranged from 1.1 for grain cooperatives with assets of \$25 million to \$100 million to 10.2 for cotton ginning cooperatives. Current ratios tended to be higher for the medium- and smaller-sized cooperatives than for the larger ones because larger cooperatives generally finance a larger proportion of their assets with borrowed capital.

### III—COOPERATIVE TRENDS, 1984-93

The changing economic environment in the 1980s forced some cooperatives out of business. Others had to make difficult adjustments such as reducing the number of employees and selling off less productive assets. An indication of the stress is noted in business volume of farmer cooperatives, which dropped from \$73 billion in 1984 to \$58.4 billion in 1986. Volume subsequently rebounded to reach \$77.3 billion in 1990 and a record of \$82.9 billion in 1993 (appendix figure 8).

#### Number of Cooperatives

The total number of marketing, farm supply, and related service cooperatives declined from 5,782 in 1984 to 4,244 in 1993 (table 11 and figure 6). Marketing cooperatives declined from 3,514 to

Table 11— Number of farmer cooperatives, 1984-93

| Period <sup>1</sup> | Marketing | Farm supply | Service | Total |
|---------------------|-----------|-------------|---------|-------|
| <i>Number</i>       |           |             |         |       |
| 1984                | 3,514     | 2,136       | 132     | 5,782 |
| 1985                | 3,441     | 2,036       | 148     | 5,625 |
| 1986                | 3,260     | 1,971       | 138     | 5,369 |
| 1987                | 3,054     | 1,941       | 114     | 5,109 |
| 1988                | 2,988     | 1,836       | 113     | 4,937 |
| 1989 <sup>2</sup>   | 2,550     | 1,803       | 446     | 4,799 |
| 1990                | 2,519     | 1,717       | 427     | 4,663 |
| 1991                | 2,384     | 1,689       | 421     | 4,494 |
| 1992 <sup>3</sup>   | 2,218     | 1,618       | 479     | 4,315 |
| 1993 <sup>4</sup>   | 2,214     | 1,547       | 483     | 4,244 |

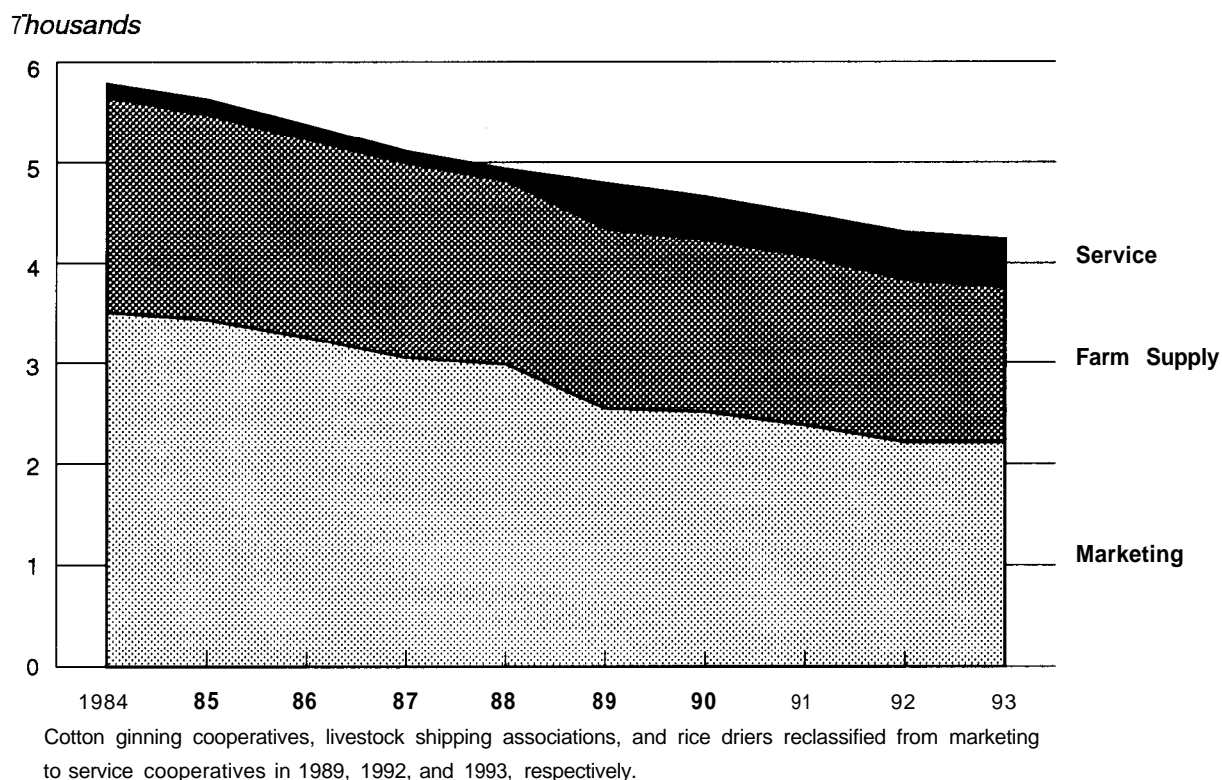
<sup>1</sup> For years before 1964, see Cooperative *Historical* Statistics, CIR1, Section 26, USDA, ACS, Washington, DC, Revised January 1993.

<sup>2</sup> Cotton ginning cooperatives were reclassified from marketing to service.

<sup>3</sup> Livestock shipping associations were reclassified from marketing to service.

<sup>4</sup> Rice driers reclassified from marketing to service.

Figure 6—Farmer Cooperatives in the United States, 1984-93



2,214 and farm supply cooperatives from 2,136 to 1,547. The increase shown for the number of service cooperatives, from 132 to 483, was due primarily to reclassifying cotton ginning cooperatives, livestock shipping associations, and rice driers from marketing to service.

From 1984 through 1993, 2,230 cooperatives were removed from CS's list of farmer cooperatives, a loss of about 223 per year. Of those, 39.9 percent were dissolved, 23.8 percent merged, 18.6 percent were acquired by other cooperatives or investor-owned firms, and the remaining 17.7 percent were removed for other reasons (figure 7).

The number of cooperatives removed from CS's list of farmer cooperatives was the lowest it has been since 1976. This suggests greater economic stability for cooperatives.

## Memberships

Memberships in farmer cooperatives, more than 4.8 million in 1984, dropped to 4 million in 1993 (table 12 and figure 8). The long-term decline in part reflected the decreasing number of farmers in the United States. Many farmers were members

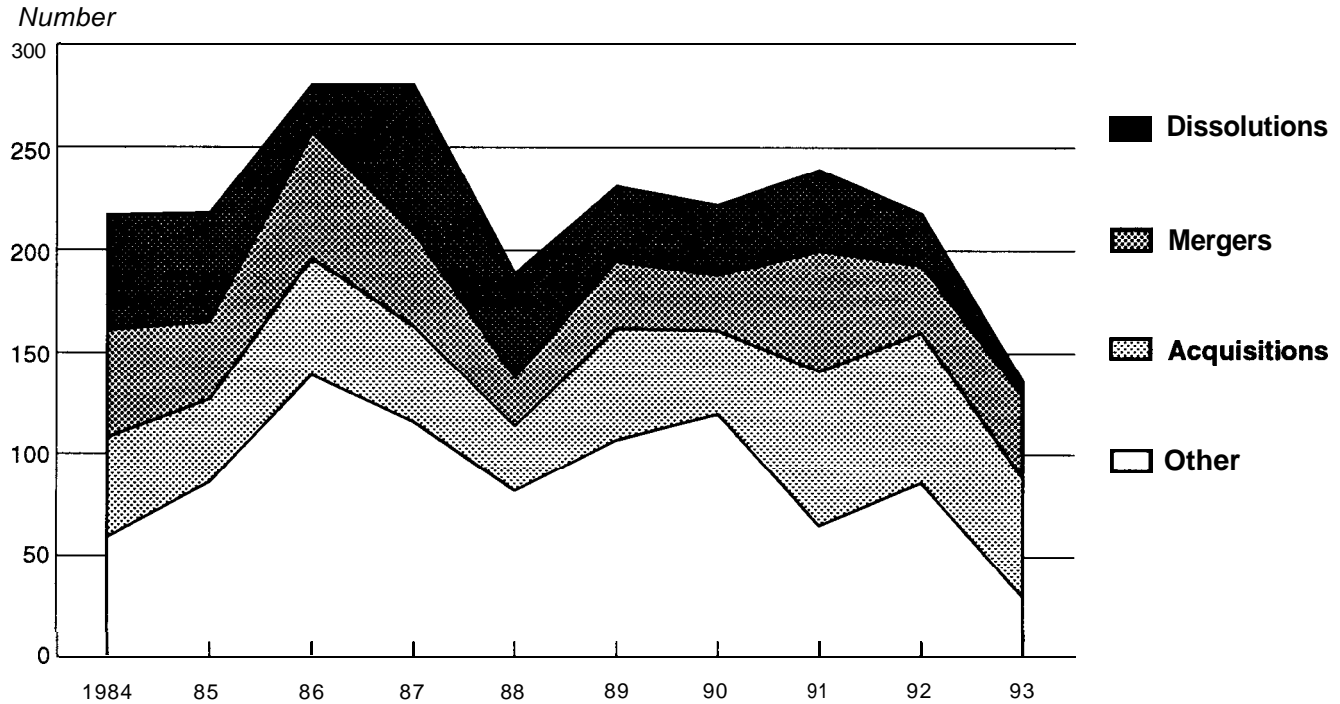
of more than one cooperative and each membership was counted. Total membership contains duplication that cannot be eliminated with current reporting methods. Consequently, number of memberships exceeds the number of farmers.

Though many farmers maintained membership in more than one cooperative, nearly 18.3 percent did not actively patronize their cooperatives, down from 20.5 percent in 1992.

Yearly membership figures often vary widely for cooperatives participating in price stabilization programs such as cotton, peanuts, or tobacco, reflecting the movement of producers in and out of programs.

Member classification depends on the type of cooperative they use and may not be related to the members' products marketed or supplies purchased. For example, a member may use a cooperative to market only one of the farm products handled by the cooperative, or a member may use a cooperative classified in the marketing group to purchase one or more production supplies. A member's business with the cooperative, therefore, may not be in the group that represents the cooperative's major business volume (the criterion for clas-

Figure 7— Cooperatives Removed from CS's List, 1984-93



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

Figure 8— Memberships in Farmer Cooperatives, 1984-93

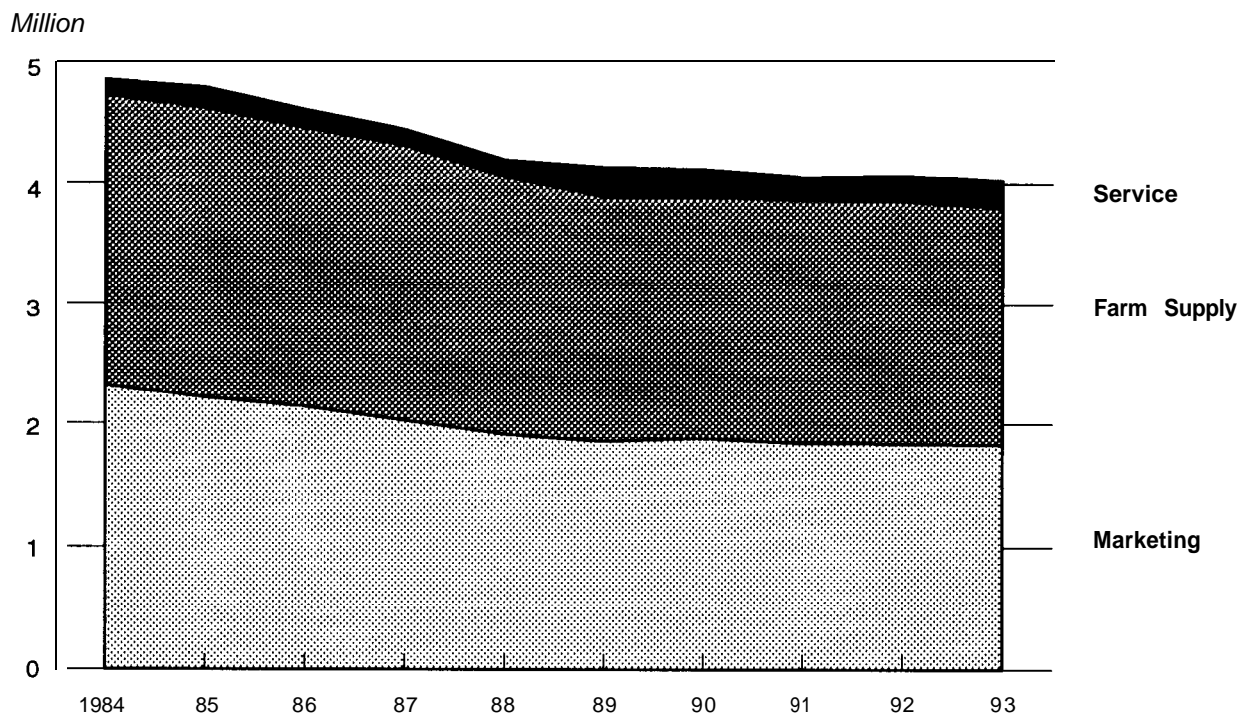


Table 12— Memberships in marketing, farm supply, and service cooperatives, 1984- 93

| Period <sup>1</sup>      | Marketing | Farm supply  | Service | Total |
|--------------------------|-----------|--------------|---------|-------|
| 1, 000                   |           |              |         |       |
| 1984                     | 2,317     | <b>2,397</b> | 128     | 4,842 |
| 1985                     | 2,214     | <b>2,398</b> | 169     | 4,781 |
| 1986                     | 2,140     | 2,310        | 150     | 4,600 |
| 1987                     | 2,026     | 2,282        | 132     | 4,440 |
| 1988                     | 1,912     | 2,142        | 141     | 4,195 |
| 1989 <sup>2</sup>        | 1,856     | 2,035        | 243     | 4,134 |
| 1990                     | 1,882     | 2,006        | 232     | 4,119 |
| 1991                     | 1,842     | 2,025        | 191     | 4,059 |
| <b>1992 <sup>3</sup></b> | 1,839     | 2,020        | 212     | 4,072 |
| 19934                    | 1,830     | 1,977        | 216     | 4,023 |

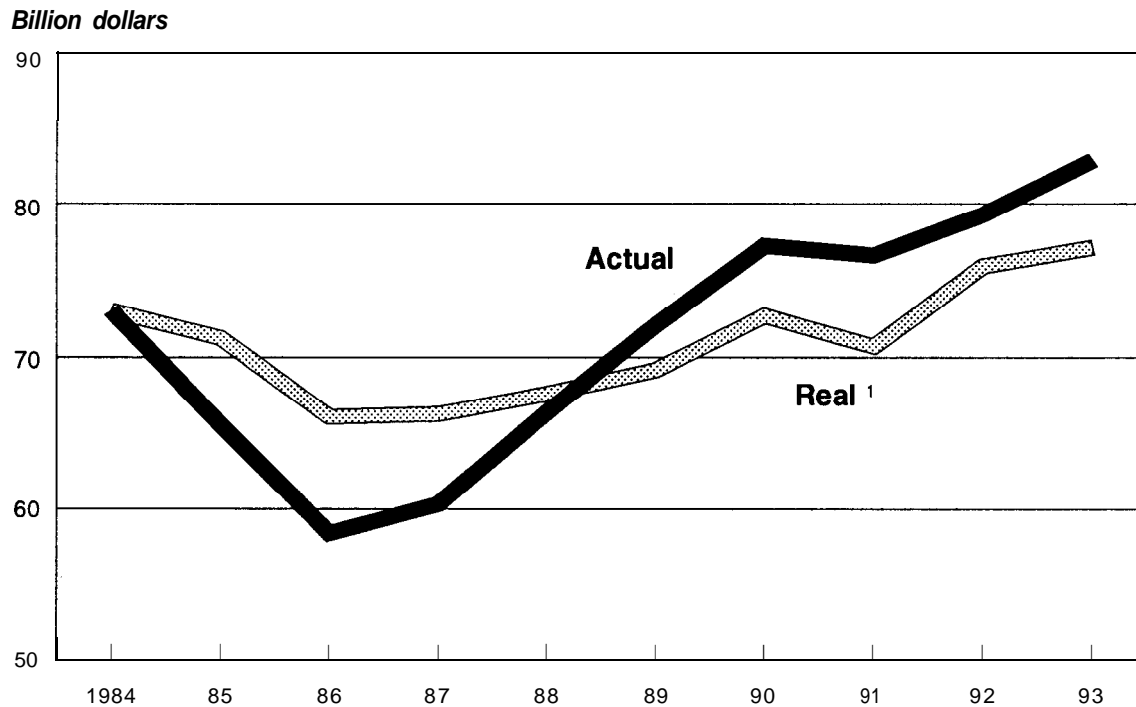
<sup>1</sup> For years before 1983, see Cooperative *Historical* Statistics, CIR1, Section 26, USDA, ACS, Washington, DC, Revised January 1993.

<sup>2</sup> Cotton ginning were reclassified from marketing to service.

<sup>3</sup> Livestock shipping associations were reclassified from marketing to service.

<sup>4</sup> Rice driers were reclassified from marketing to service.

Figure 9— Cooperatives' Net Business Volume, 1984-93



<sup>1</sup> Actual sales were adjusted by price changes based on 1984 = 100.

sifying cooperatives in this report). The membership, however, will be included arbitrarily in that classification.

## Business Volume

Net cooperative business, unadjusted for changes in the price level, increased from \$73 billion in 1984 to \$82.9 billion in 1993 (table 13). Adjusted for price change <sup>5</sup>, net cooperative business totaled \$77.1 billion in 1993 (figure 9). Lower real prices in 1985-88 caused cooperatives' net business volume in real dollars to be higher than the actual dollars. The real increase in net business volume during 1992-93 was 2.1 percent.

Four major commodity groups-dairy, grains and oilseeds excluding cottonseed, fruits and vegetables, and livestock-decreased from 84.4 percent of all marketing sales in 1984 to 83.7 percent in 1993. Grains and oilseeds (excluding cottonseed) showed a significant decrease-from 37.8 to 27 percent. Dairy and fruits and vegetables as a percentage of total cooperative business volume increased from 29.8 percent in 1984 to 34.9 percent in 1993.

Trends in cooperatives' sales of these major commodity groups for 1984-93 are shown in figure 10. Grains and oilseeds sales show the largest variation during this period.

In the farm supply group, petroleum, feed, and fertilizer were especially important. They accounted for 74 percent of cooperatives' total farm supply sales in 1984 and 70.8 percent in 1993.

Beginning with 1987, the trend for cooperative sales of petroleum has been upward (figure 11). Feed sales reached a low point in 1986. Fertilizer and chemical sales bottomed out in 1987. All have since rebounded. Seed sales, however, leveled off.

Net marketing of farm products totaled \$54.6 billion in 1984, bottomed out at \$41.5 billion in 1986 and was a record high at \$60.9 billion in 1993 (table 14). Aggregate farm supply sales were \$17 billion in 1984 and \$19.2 billion in 1993 compared with a low of \$14.3 billion in 1987. Beginning in 1990, ser-

Table 13— **Cooperatives' net business volume, 1994 and 1993** <sup>1</sup>

| Function  | Net Volume |                      |
|---|------------|----------------------|
|   | 1984       | 1993                 |
| <i>Million dollars</i>  |            |                      |
| <b>Products marketed:</b>   |            |                      |
| Beans and peas (dry edible)                                       | 120.2      | 191.3                |
| Cotton  | 2,471.4    | 1,914.4              |
| Dairy   | 16,707.6   | 20,510.2             |
| Fruits and vegetables   | 5,058.9    | 8,371.0              |
| Grains and oilseeds <sup>2</sup>                                  | 20,607.3   | 16,463.9             |
| Livestock   | 3,688.9    | 5,667.7              |
| Nuts  | 877.9      | 867.2                |
| Poultry   | 1,116.9    | 1,375.2              |
| Rice  | 924.6      | 781.6                |
| Sugar   | 1,715.1    | 1,834.1              |
| Tobacco   | 537.4      | 633.2                |
| Wool and mohair   | 32.7       | 10.9                 |
| Other products  | 697.1      | <sup>3</sup> 2,308.9 |
| Total farm products   | 54,556.0   | 60,929.5             |
| <b>Supplies purchased:</b>  |            |                      |
| Farm chemicals  | 1,460.3    | 2,157.8              |
| Feed  | 3,640.6    | 4,680.0              |
| Fertilizer  | 3,434.7    | 3,757.8              |
| Petroleum   | 5,477.4    | 5,165.4              |
| Seed  | 586.9      | 594.2                |
| Other supplies  | 2,369.1    | 2,862.7              |
| Total farm supplies   | 16,969.0   | 19,217.8             |
| <b>Services provided:</b>   |            |                      |
| Trucking, cotton ginning, storage, grinding, locker plants, misc. | 1,521.5    | 2,724.2              |
| Total business  | 73,046.5   | 82,871.5             |

<sup>1</sup> Excludes intercooperative business volume. Totals may not add due to rounding.

<sup>2</sup> Excludes cottonseed. Cottonseed sales were included with cotton. Cottonseed meal and oil sales were included with feed and other products, respectively.

<sup>3</sup> Includes value of processed oilseeds.

<sup>5</sup> Marketing sales was deflated by the index of producer prices received for "farm products, processed foods and feeds" (1984 = 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 (1984 = 100).

Figure 10— Cooperatives' Sales of Selected Commodities, 1984-93

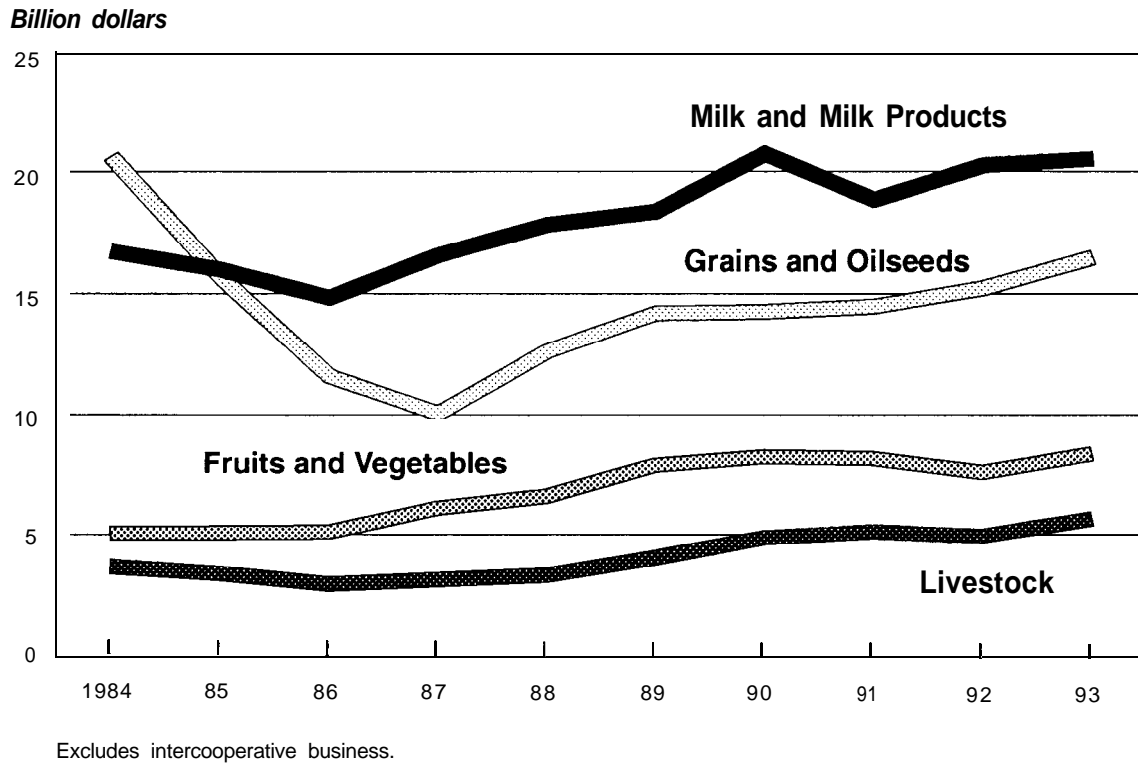


Figure 11— Cooperatives' Sales of Farm Supplies, 1984-93

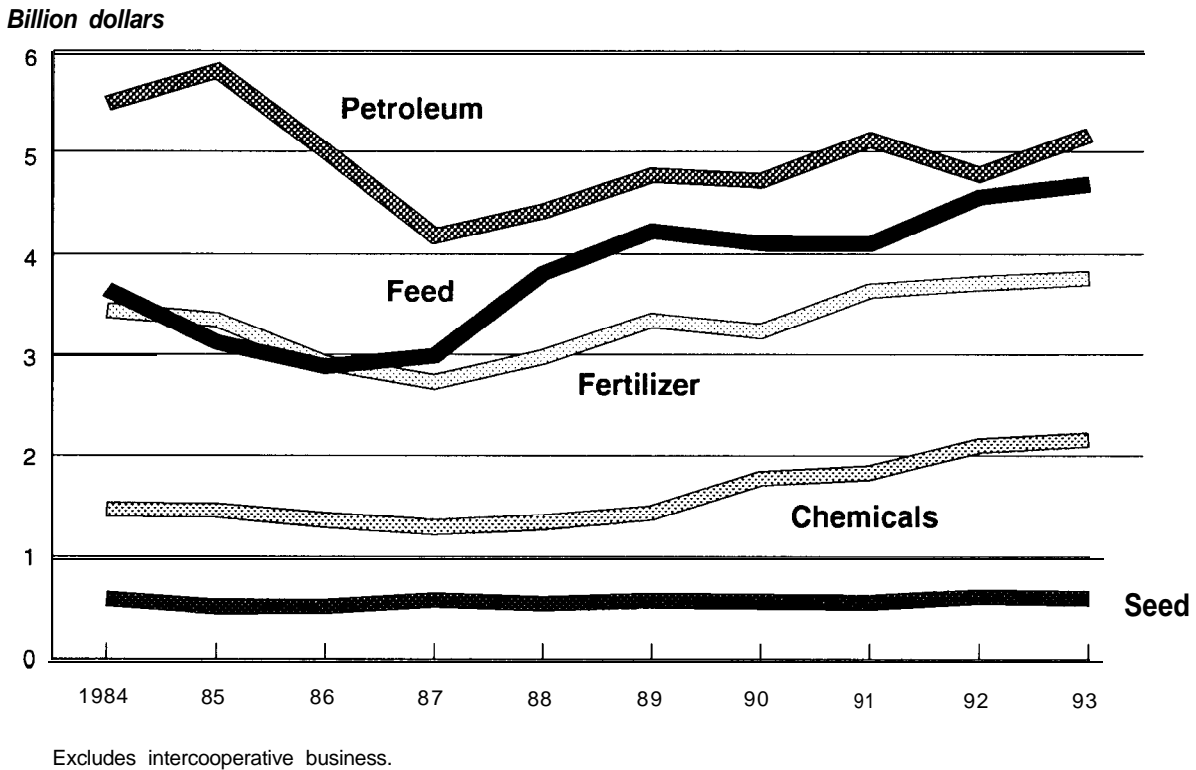




Table 14— Cooperatives' gross and net business volume, 1984-93 <sup>1</sup>

| Period <sup>2</sup>    | Gross volume  |               |                       |             | Net volume    |               |                       |       |
|------------------------|---------------|---------------|-----------------------|-------------|---------------|---------------|-----------------------|-------|
|                        | Farm products | Farm supplies | Services <sup>3</sup> | Total       | Farm products | Farm supplies | Services <sup>2</sup> | Total |
| <i>Billion dollars</i> |               |               |                       |             |               |               |                       |       |
| 1984                   | 67.6          | 27.7          | 1.5                   | <b>96.9</b> | 54.6          | 17.0          | 1.5                   | 73.0  |
| 1985                   | 57.0          | 26.4          | 1.6                   | 85.1        | 47.3          | 16.6          | 1.6                   | 65.6  |
| 1986                   | 47.6          | 23.6          | 1.8                   | 73.0        | 41.5          | 15.1          | 1.8                   | 58.4  |
| 1987                   | 50.3          | 22.5          | 1.9                   | 74.7        | 44.2          | 14.3          | 1.9                   | 60.3  |
| 1988                   | 56.2          | 24.0          | 1.9                   | 82.1        | 49.1          | 15.4          | 1.9                   | 66.4  |
| 1989                   | 60.3          | 25.8          | 2.0                   | 88.1        | 53.2          | 16.9          | 2.0                   | 72.1  |
| 1990                   | 64.1          | 26.3          | 2.3                   | 92.7        | 57.8          | 17.1          | 2.3                   | 77.3  |
| 1991                   | 61.4          | 26.8          | 2.5                   | 90.8        | 56.2          | 17.9          | 2.5                   | 76.6  |
| 1992                   | 63.8          | 27.0          | 2.6                   | 93.4        | 58.2          | 18.5          | 2.6                   | 79.3  |
| 1993                   | 66.8          | 28.2          | 2.7                   | 97.7        | 60.9          | 19.2          | 2.7                   | 82.9  |
| <i>Percent</i>         |               |               |                       |             |               |               |                       |       |
| 1984                   | <b>69.8</b>   | 28.6          | 1.6                   | 100         | 74.7          | 23.2          | 2.1                   | 100   |
| 1985                   | 67.0          | 31.1          | 1.9                   | 100         | 72.1          | 25.4          | 2.5                   | 100   |
| 1986                   | 65.2          | 32.4          | 2.4                   | 100         | 71.1          | 25.9          | 3.0                   | 100   |
| 1987                   | 67.3          | 30.2          | 2.5                   | 100         | 73.2          | 23.7          | 3.1                   | 100   |
| 1988                   | 68.4          | 29.2          | 2.4                   | 100         | 73.9          | 23.2          | 2.9                   | 100   |
| 1989                   | 68.4          | 29.3          | 2.3                   | 100         | 73.8          | 23.4          | 2.8                   | 100   |
| 1990                   | 69.1          | 28.4          | 2.5                   | 100         | 74.9          | 22.1          | 3.0                   | 100   |
| 1991                   | 67.7          | 29.5          | 2.8                   | 100         | 73.3          | 23.4          | 3.3                   | 100   |
| 1992                   | 68.3          | 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   |

<sup>1</sup> Gross includes and net excludes intercooperative business.

<sup>2</sup> For years prior to 1984, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, ACS, Washington, DC, Revised January 1993. Data for prior years are not entirely comparable due to revisions in statistical procedures.

<sup>3</sup> Services related to marketing or supply purchasing, but not included in the volumes reported for these activities. Beginning with 1990, other income and revenue were included with service receipts.

vice receipts were expanded to include other income and revenue.

Gross business volume was \$96.9 billion in 1984 but dropped to \$73 billion in 1986. Farm product marketings ranged from 65.2 percent to 69.8 percent of cooperatives' total gross business volume during 1984-93. Net business volume of farm products sold ranged from 71.1 percent to 74.9 percent of cooperatives' total net business volume.

The higher percentage of net business volume from farm products marketed, as compared with the percentage of gross business volume from farm products marketed, results from greater intercooperative business in purchasing farm supplies than in marketing farm products.

## Net Income

Net income of farmer cooperatives totaled \$1.36 billion in 1993, the lowest since 1989. During 1984-93, net income declined to \$688 million in 1986, then rose to a record high of nearly \$1.9 billion in 1989 (table 15 and figure 12).

Net income from other cooperatives and from own operations varied during the decade, reflecting the difficult economic times agriculture faced particularly in the mid-1980s. In 1993, refunds from other cooperatives accounted for 23.4 percent of total net income. This indicates the importance of cooperatives working together.

Table 15— Net income of farmer cooperatives, 1984-93 <sup>1</sup>

| Year                   | From other cooperatives <sup>2</sup> | From own operations | Total |
|------------------------|--------------------------------------|---------------------|-------|
| <i>Million dollars</i> |                                      |                     |       |
| 1984                   | 185                                  | 824                 | 1,009 |
| 1985                   | 210                                  | 566                 | 775   |
| 1986                   | 140                                  | 548                 | 688   |
| 1987                   | 63                                   | 1,423               | 1,486 |
| 1988                   | 148                                  | 1,532               | 1,680 |
| 1989                   | 308                                  | 1,543               | 1,851 |
| 1990                   | 330                                  | 1,110               | 1,440 |
| 1991                   | 381                                  | 1,189               | 1,570 |
| 1992                   | 356                                  | 1,084               | 1,440 |
| 1993                   | 318                                  | 1,041               | 1,358 |

<sup>1</sup> Totals may not add due to rounding. Excludes income from cooperative pooling operations.

<sup>2</sup> Dividends and patronage refunds received from other marketing, farm supply, and related-service cooperatives.

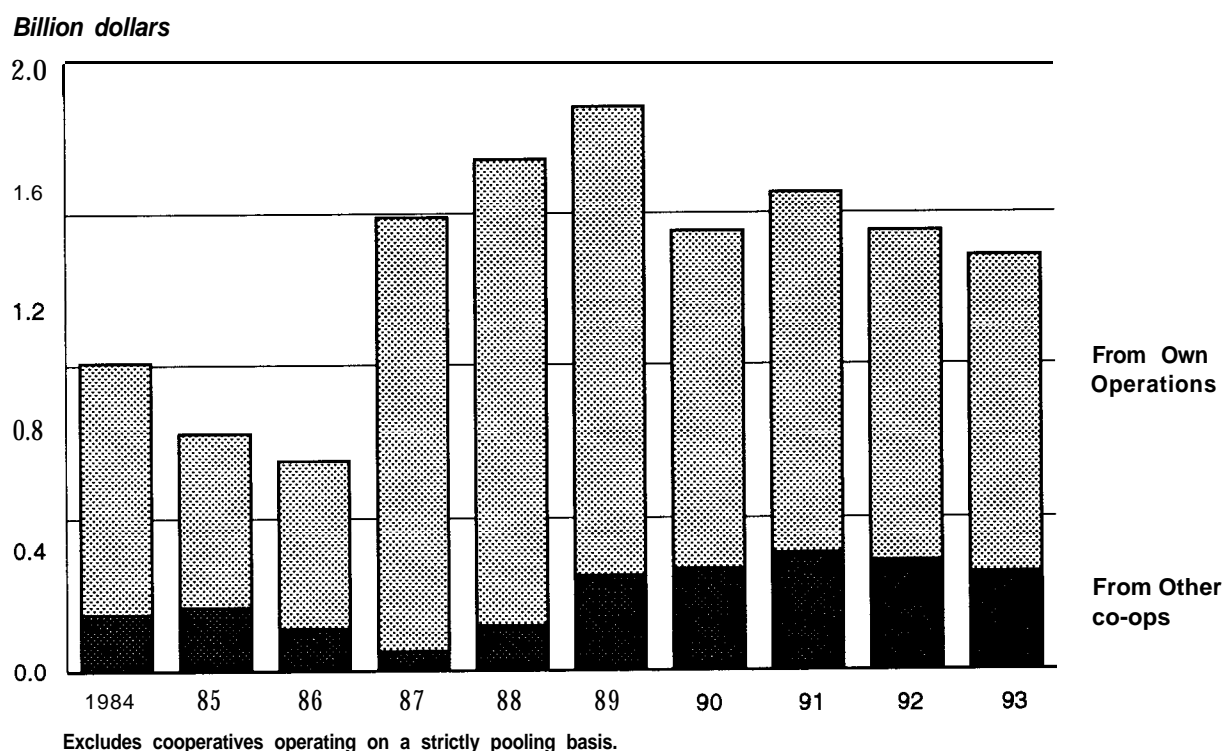
## Balance Sheet

During 1984-93, farmer cooperatives made some adjustments to their overall balance sheet. Increasingly, more of the assets were being financed through member and patron equity. In 1984, total assets of all farmer cooperatives totaled \$29.2 billion (table 16), but dropped to \$26.5 billion in 1986. Beginning in 1987, cooperatives' assets increased steadily to more than \$33 billion in 1993 (figure 13).

Cooperatives' net worth financed 41.7 percent of their total assets in 1984 and 44.3 percent in 1993, peaking in 1987 at 46.4 percent.

Investments in other cooperatives as a percent of total assets appear to be declining. In the mid-1980s, more than 10 percent of cooperatives' total assets were investments in other cooperatives. These investments averaged 8.5 percent during 1988-93 and 7.8 percent in 1993.

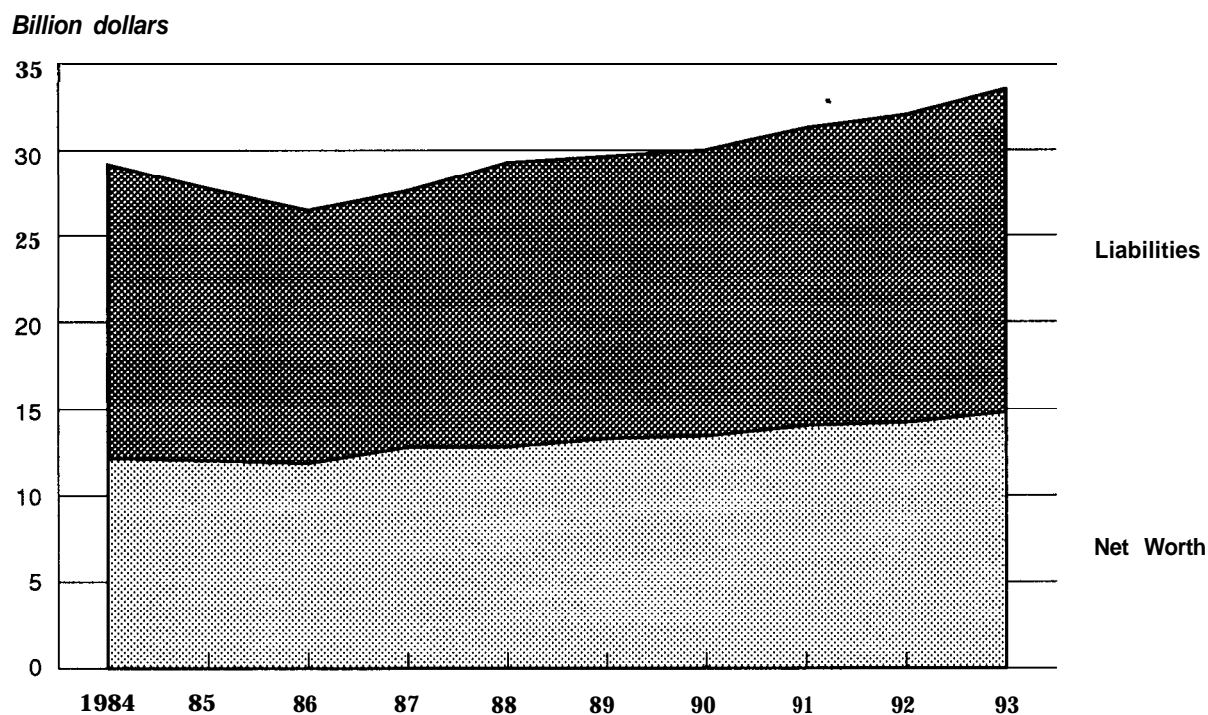
Figure 12— Net Income of Farmer Cooperatives, 1984-93



**Table 16— Combined balance sheet data of farmer cooperatives, 1994-93**

| Year                   | Assets from<br>ownoperations | Investments in<br>other co-ops | Total<br>assets | Total<br>liabilities | Net<br>worth |
|------------------------|------------------------------|--------------------------------|-----------------|----------------------|--------------|
| <i>Million dollars</i> |                              |                                |                 |                      |              |
| 1984                   | 26,201                       | 2,981                          | 29,182          | 17,001               | 12,181       |
| 1985                   | 24,509                       | 3,270                          | 27,779          | 15,726               | 12,053       |
| 1986                   | 23,639                       | 2,857                          | 26,496          | 14,601               | 11,895       |
| 1987                   | 24,823                       | 2,820                          | 27,643          | 14,819               | 12,824       |
| 1988                   | 26,524                       | 2,762                          | 29,286          | 16,461               | 12,825       |
| 1989                   | 27,078                       | 2,571                          | 29,649          | 16,337               | 13,313       |
| 1990                   | 27,155                       | 2,869                          | 30,024          | 16,575               | 13,449       |
| 1991                   | 28,766                       | 2,501                          | 31,268          | 17,227               | 14,040       |
| 1992                   | 29,572                       | 2,422                          | 31,994          | 17,780               | 14,213       |
| 1993                   | 30,844                       | 2,602                          | 33,446          | 18,634               | 14,812       |

**Figure 13— Assets of Farmer Cooperatives, 1984-93**



## IV—OTHER SERVICE COOPERATIVES

Other types of service cooperatives were operating in 1993 besides those directly related to marketing and purchasing.

### Farm Credit System

The Farm Credit System (FCS) is a nationwide system of lending institutions and affiliated service and other entities. 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 and rural utilities and to certain foreign or domestic entities in connection with international transactions.

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

On December 31, 1993, the combined assets of FCS totaled \$64.8 billion—up 2.5 percent from \$63.2 billion in 1992 (table 17). Net worth totaled \$8.3 billion and net income was \$1,217 million, up 23.4 percent from 1992.

Numbers of selected farm credit cooperatives are shown by farm credit district or bank affiliation

in table 18. Since December 31, 1992, the number of farm credit districts has been reduced from 11 to 8. The former Louisville and Omaha farm credit districts are now part of AgAmerica and the Jackson district has been merged into the Columbia and Texas districts.

The FLBAs serve as agents for originating and servicing long-term loans made by FCBs. The proceeds of long-term loans are used for the purchase of agricultural real estate and rural homes and refinancing agricultural real estate and rural home mortgages. As of July 1, 1994, there were 72 FLBAs, down from 77 at the end of 1992 (table 18).

Of the 31 FLCAs operating in 1993-94, 20 were located in the AgriBank district. FLCAs were authorized by the Agricultural Credit Act of 1987.

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

The FCS had 69 PCAs as of July 1, 1994, 20 of them in the AgriBank district.

ACAs resulted from the merger of FLBAs with PCAs. ACAs offer both long- and short-term loans. Sixty-six ACAs were operating as of July 1, 1994, 23 of them in Columbia and 16 in Baltimore.

The FCBs provide loan funds and support services to FLBAs, ACAs, FLCAs, and PCAs within their districts. Combined assets of the FCBs and associations totaled \$47.1 billion in 1993, down

Table 17— Farm Credit System combined assets, net worth, and net income, 1986-93 <sup>1</sup>

| Year            | Assets | Net worth | Net income |
|-----------------|--------|-----------|------------|
| Million dollars |        |           |            |
| 1986            | 70,101 | 5,641     | (1,913)    |
| 1987            | 62,239 | 5,030     | (18)       |
| 1988            | 61,616 | 5,301     | 704        |
| 1989            | 63,954 | 5,440     | 695        |
| 1990            | 63,515 | 5,840     | 608        |
| 1991            | 62,504 | 6,399     | 811        |
| 1992            | 63,197 | 7,214     | 986        |
| 1993            | 64,798 | 8,312     | 1,217      |

<sup>1</sup> As of December 31 of each year. Data for 1986, 1987, and 1988 were taken from *Farm Credit Administration Annual Report, 1989*, Farm Credit Administration, McLean, VA. Data for 1989-93 were taken from *Farm Credit System, Annual Information Statement-7993*, Federal Farm Credit Banks, Funding Corporation, Jersey City, NJ, February 24, 1994, p. 3.

from \$47.7 billion in 1992 (table 19). Net worth was \$8.4 billion and net loans totaled nearly \$39 billion. Net income grew to \$920 million in 1993 from \$722 million in 1992.

There are three BCs—CoBank, in Denver; St. Paul Bank, based in Minnesota, and the Springfield Bank, based in Massachusetts. They provide short-, intermediate-, and long-term credit to agricultural cooperatives and rural utilities nationwide. CoBank also provides international credit services to finance exports of American agricultural products.

Assets of the BCs totaled \$16.6 billion on Dec. 31, 1993 (table 20). The combined net worth of \$1,201 million financed 7.3 percent of the banks' combined assets. The combined net loans of the BCs totaled \$13.1 billion, up 12.1 percent from \$11.7 billion in 1992. Net income in 1993 totaled \$170 million, up 5.6 percent from \$161 million in 1992.

### Rural Telephone Cooperatives

On December 31, 1993, there were 240 rural telephone cooperatives borrowing from the Rural Electrification Administration (REA) with revenues of \$1,023 million and 1,304,000 subscriber members. Iowa had the most cooperatives, 32, or 13.3 percent of the total. South Carolina accounted for more subscriber memberships (10.4 percent) than

any other State (table 21). Texas led all States in revenue, with 12.9 percent of the total.

### Rural Electric Cooperatives

The Nation's 887 rural electric cooperatives reported 11.6 million consumer members and revenue of \$24.5 billion. Texas led all States, with 8 percent of total associations, while Georgia led with the most consumer members (9.9 percent) and revenue (10.4 percent).

### Rural Credit Unions

The 699 rural credit unions reported nearly 3.6 million members and savings of \$12.5 billion. Wisconsin led all States in number of associations (10.4 percent) while California led in number of members (24.8 percent) and in savings (29.7 percent).

### Dairy Herd Improvement Associations

Dairy Herd Improvement Associations (DHIA) had 35,272 memberships. The DHIA's tested nearly 3.6 million cows. Wisconsin (5,717), Pennsylvania (4,799), Minnesota (4,348), and New York (3,539) combined accounted for 52.2 percent of total members. About 716,000, or 20 percent, of the cows tested were in California.

Table 18— Number and structure of active farm credit cooperatives, July 1, 1994<sup>1</sup>

| District or bank affiliation | Federal Land Bank Associations (FLBA) | Production Credit Associations (PCA) | Agricultural Credit Associations (ACA) | Federal Land Credit Associations (FLCA) |
|------------------------------|---------------------------------------|--------------------------------------|--|---|
| <i>Number</i>                |                                       |                                      |  |   |
| Springfield                  | —                                     | —                                    | 11                                     | —                                       |
| Baltimore                    | —                                     | —                                    | 16                                     | —                                       |
| Columbia                     | —                                     | 1                                    | 23                                     | —                                       |
| Wichita                      | 22                                    | 18                                   |  |   |
| Texas                        | 48                                    | 18                                   | —                                      | —                                       |
| Western                      | 2                                     | 11                                   | 4                                      | 10                                      |
| AgAmerica                    | —                                     | 1                                    | 1                                      | 1                                       |
| AgriBank                     | —                                     | 20                                   | 11                                     | 20                                      |
| Total                        | 72                                    | 69                                   | 66                                     | 31                                      |

— = None located in the district.

<sup>1</sup>Table excludes service corporations, two Production Credit Associations, one Federal Land Bank Association, and one Federal Land Bank in liquidation. The Farm Credit System structure also includes three Banks for Cooperatives—National Bank for Cooperatives (CoBank), the Springfield (MA) Bank for Cooperatives, and the St. Paul (MN) Bank for Cooperatives—and 8 Farm Credit Banks not included in this table.

Source: FCA Quarterly Report, Quarter Ending March 31, 1994: *Risk Analysis of Farm Credit System Operations*, Farm Credit Administration, McLean, VA, p. 11.

**Table 19— Farm Credit Banks and Associations' combined assets, net worth, net loans, and net income, 1986-93 <sup>1</sup>**

| Year                   | Assets | Net worth | Net loans | Net income |
|------------------------|--------|-----------|-----------|------------|
| <i>Million dollars</i> |        |           |           |            |
| 1986                   | 59,889 | 3,807     | 49,311    | (1,405)    |
| 1987                   | 50,432 | 3,369     | 42,630    | (130)      |
| 1988                   | 47,849 | 3,976     | 40,956    | 750        |
| 1989                   | 48,516 | 3,707     | 39,477    | 516        |
| 1990                   | 47,231 | 4,203     | 38,922    | 264        |
| 1991 <sup>2</sup>      | 47,363 | 6,096     | 38,525    | 584        |
| 1992                   | 47,730 | 6,620     | 39,011    | 722        |
| 1993                   | 47,145 | 8,400     | 38,961    | 920        |

<sup>1</sup> As of December 31 of each year. The FCBs resulted from the mergers of the Federal Land Banks and Federal Intermediate Credit Banks on July 6, 1968.

<sup>2</sup> Revised.

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

**Table 20— Banks for Cooperatives combined assets, net worth, net loans, and net income, 1986-93 <sup>1</sup>**

| Year                   | Assets | Net worth | Net loans | Net income |
|------------------------|--------|-----------|-----------|------------|
| <i>Million dollars</i> |        |           |           |            |
| 1986                   | 9,811  | 1,074     | 7,402     | 1          |
| 1987                   | 11,138 | 1,035     | 8,246     | 80         |
| 1988                   | 13,175 | 1,008     | 10,067    | 86         |
| 1989                   | 13,946 | 946       | 10,548    | 106        |
| 1990                   | 14,460 | 933       | 11,151    | 72         |
| 1991                   | 14,486 | 986       | 11,316    | 120        |
| 1992                   | 14,577 | 1,064     | 11,725    | 161        |
| 1993                   | 16,562 | 1,201     | 13,148    | 170        |

<sup>1</sup> As of December 31 of each year.

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

**Table 21— Number, participation, and level of activity of selected service cooperatives by State, December 31, 1993 <sup>1</sup>**

| Rural telephone cooperatives <sup>2</sup> |                   |                               |                  |                |                   |                               |                  |
|---|-------------------|-------------------------------|------------------|----------------|-------------------|-------------------------------|------------------|
| State                                     | Coopera-<br>tives | Members<br>(sub-<br>scribers) | Revenue          | State          | Coopera-<br>tives | Members<br>(sub-<br>scribers) | Revenue          |
|   | <i>Number</i>     | <i>1,000</i>                  | <i>Mil. dol.</i> |                | <i>Number</i>     | <i>1,000</i>                  | <i>Mil. dol.</i> |
| Alabama                                   | 3                 | 23                            | 15               | Nevada         | —                 | —                             | —                |
| Alaska                                    | 7                 | 47                            | 55               | New Hampshire  | —                 | —                             | —                |
| Arizona                                   | 1                 | 3                             | 6                | New Jersey     | —                 | —                             | —                |
| Arkansas                                  | 2                 | 7                             | 7                | New Mexico     | 5                 | 21                            | 36               |
| California                                | —                 | —                             | —                | New York       | —                 | —                             | —                |
| Colorado                                  | 5                 | 8                             | 7                | North Carolina | 9                 | 119                           | 60               |
| Delaware                                  | —                 | —                             | —                | North Dakota   | 10                | 53                            | 44               |
| Florida                                   | —                 | —                             | —                | Ohio           | 7                 | 7                             | 5                |
| Georgia                                   | 4                 | 27                            | 18               | Oklahoma       | 2                 | 40                            | 45               |
| Idaho                                     | 3                 | 10                            | 6                | Oregon         | 9                 | 40                            | 28               |
| Illinois                                  | 7                 | 22                            | 19               | Pennsylvania   | —                 | —                             | —                |
| Indiana                                   | 8                 | 30                            | 21               | South Carolina | 6                 | 136                           | 85               |
| Iowa                                      | 32                | 57                            | 42               | South Dakota   | 13                | 47                            | 37               |
| Kansas                                    | 10                | 51                            | 53               | Tennessee      | 7                 | 116                           | 62               |
| Kentucky                                  | 8                 | 88                            | 53               | Texas          | 21                | 115                           | 132              |
| Louisiana                                 | —                 | —                             | —                | Utah           | 3                 | 12                            | 11               |
| Maine                                     | —                 | —                             | —                | Vermont        | —                 | —                             | —                |
| Maryland                                  | —                 | —                             | —                | Virginia       | 5                 | 17                            | 10               |
| Michigan                                  | —                 | —                             | —                | Washington     | —                 | —                             | —                |
| Minnesota                                 | 19                | 70                            | 48               | West Virginia  | 2                 | 3                             | 3                |
| Mississippi                               | —                 | —                             | —                | Wisconsin      | 11                | 40                            | 26               |
| Missouri                                  | 8                 | 46                            | 34               | Wyoming        | 1                 | 1                             | 1                |
| Montana                                   | 7                 | 39                            | 47               |                |                   |                               |                  |
| Nebraska                                  | 5                 | 9                             | 7                | United States  | 240               | 1,304                         | 1,023            |

Continued

Table 21— **Number, participation, and level of activity of selected service cooperatives by State, December 31, 1993** <sup>1</sup> (Continued)

| Rural electric cooperatives <sup>2</sup> |                   |                             |                  |                |                   |                             |                  |
|--|-------------------|-----------------------------|------------------|----------------|-------------------|-----------------------------|------------------|
| State                                    | Coopera-<br>tives | Members<br>(con-<br>sumers) | Revenue          | State          | Coopera-<br>tives | Members<br>(con-<br>sumers) | Revenue          |
|  | <b>Number</b>     | <b>1,000</b>                | <b>Mil. dol.</b> |                | <b>Number</b>     | <b>1,000d</b>               | <b>Mil. dol.</b> |
| Alabama                                  | 22                | 387                         | 670              | Nevada         | 3                 | 19                          | 45               |
| Alaska                                   | 12                | 97                          | 225              | New Hampshire  | 1                 | 66                          | 96               |
| Arizona                                  | 6                 | 101                         | 321              | New Jersey     | 1                 | 10                          | 13               |
| Arkansas                                 | 20                | 350                         | 907              | New Mexico     | 17                | 151                         | 336              |
| California                               | 3                 | 14                          | 17               | New York       | 4                 | 14                          | 12               |
| Colorado                                 | 23                | 337                         | 866              | North Carolina | 29                | 648                         | 1,529            |
| Delaware                                 | 1                 | 49                          | 55               | North Dakota   | 26                | 107                         | 874              |
| Florida                                  | 15                | 537                         | 1,158            | Ohio           | 26                | 282                         | 497              |
| Georgia                                  | 43                | 1,154                       | 2,559            | Oklahoma       | 26                | 340                         | 580              |
| Idaho                                    | 8                 | 49                          | 60               | Oregon         | 14                | 111                         | 156              |
| Illinois                                 | 27                | 197                         | 521              | Pennsylvania   | 13                | 181                         | 337              |
| Indiana                                  | 42                | 367                         | 711              | South Carolina | 22                | 471                         | 1,028            |
| Iowa                                     | 47                | 179                         | 422              | South Dakota   | 33                | 113                         | 203              |
| Kansas                                   | 35                | 180                         | 428              | Tennessee      | 20                | 668                         | 865              |
| Kentucky                                 | 28                | 565                         | 1,550            | Texas          | 70                | 888                         | 1,587            |
| Louisiana                                | 13                | 279                         | 779              | Utah           | 5                 | 24                          | 191              |
| Maine                                    | 4                 | 15                          | 13               | Vermont        | 3                 | 22                          | 36               |
| Maryland                                 | 2                 | 135                         | 217              | Virginia       | 13                | 332                         | 488              |
| Michigan                                 | 14                | 225                         | 251              | Washington     | 8                 | 37                          | 57               |
| Minnesota                                | 50                | 540                         | 926              | West Virginia  | 1                 | 5                           | 4                |
| Mississippi                              | 22                | 494                         | 938              | Wisconsin      | 28                | 192                         | 352              |
| Missouri                                 | 46                | 489                         | 1,256            | Wyoming        | 13                | 72                          | 153              |
| Montana                                  | 25                | 104                         | 146              |                |                   |                             |                  |
| Nebraska                                 | 3                 | 8                           | 88               | United States  | 887               | 11,608                      | 24,522           |

Continued



**Table 21— Number, participation, and level of activity of selected service cooperatives by State, December 31, 1993<sup>1</sup>** (Continued)

| Rural credit unions <sup>3</sup> |                   |              |                  |                |                   |              |                  |
|----------------------------------|-------------------|--------------|------------------|----------------|-------------------|--------------|------------------|
| State                            | Coopera-<br>tives | Members      | Savings          | state          | Coopera-<br>tives | Members      | Savings          |
|                                  | <i>Number</i>     | <i>1,000</i> | <i>Mil. dol.</i> |                | <i>Number</i>     | <i>1,000</i> | <i>Mil. dol.</i> |
| Alabama                          | 11                | 20           | 62               | Montana        | 13                | 52           | 172              |
| Alaska                           | 1                 | 18           | 66               | Nebraska       | 17                | 11           | 28               |
| Arizona                          | 4                 | 13           | 30               | Nevada         | 6                 | 35           | 158              |
| Arkansas                         | 3                 | 5            | 12               | New Hampshire  | 2                 | 1            | 1                |
| California                       | 64                | 884          | 3, 724           | New Jersey     | 6                 | 11           | 20               |
| Colorado                         | 14                | 18           | 54               | New Mexico     | 3                 | 34           | 126              |
| Connecticut                      | 1                 | 1            | 1                | New York       | 30                | 151          | 573              |
| Delaware                         | 1                 | 2            | 9                | North Carolina | 17                | 35           | 69               |
| Florida                          | 17                | 84           | 307              | North Dakota   | 32                | 90           | 399              |
| Georgia                          | 14                | 31           | 69               | Ohio           | 14                | 41           | 60               |
| Hawaii                           | 19                | 97           | 588              | Oklahoma       | 4                 | 6            | 27               |
| Idaho                            | 9                 | 12           | 26               | Oregon         | 11                | 64           | 226              |
| Illinois                         | 14                | 61           | 168              | Pennsylvania   | 22                | 30           | 62               |
| Indiana                          | 19                | 56           | 362              | Rhode Island   | 3                 | 44           | 375              |
| Iowa                             | 7                 | 6            | 17               | South Carolina | 4                 | 8            | 31               |
| Kansas                           | 23                | 70           | 196              | South Dakota   | 9                 | 12           | 28               |
| Kentucky                         | 7                 | 30           | 68               | Tennessee      | 10                | 13           | 34               |
| Louisiana                        | 10                | 15           | 33               | Texas          | 35                | 100          | 311              |
| Maine                            | 10                | 22           | 72               | Utah           | 10                | 13           | 32               |
| Maryland                         | 6                 | 47           | 193              | Vermont        | 7                 | 12           | 25               |
| Massachusetts                    | 8                 | 10           | 17               | Virginia       | 7                 | 41           | 127              |
| Michigan                         | 29                | 375          | 864              | Washington     | 16                | 142          | 558              |
| Minnesota                        | 39                | 180          | 552              | West Virginia  | 3                 | 4            | 8                |
| Mississippi                      | 4                 | 7            | 14               | Wisconsin      | 74                | 527          | 1, 549           |
| Missouri                         | 8                 | 18           | 37               | Wyoming        | 2                 | 2            | 3                |
|                                  |                   |              |                  | United States  | 699               | 3, 561       | 12, 543          |

Continued

**Table 21— Number, participation, and level of activity of selected service cooperatives by State, December 31, 1993<sup>1</sup> (Continued)**

| Dairy herd improvement <sup>4</sup> |                    |                |                |                    |                |
|-------------------------------------|--------------------|----------------|----------------|--------------------|----------------|
| State                               | Members<br>(herds) | cows<br>tested | state          | Members<br>(herds) | cows<br>tested |
|                                     | Number             | 1,000          |                | Number             | 1,000          |
| Alabama                             | 125                | 20             | Montana        | 77                 | 8              |
| Alaska                              | —                  | —              | Nebraska       | 390                | 31             |
| Arizona                             | 57                 | 48             | Nevada         | 27                 | 9              |
| Arkansas                            | 135                | 11             | New Hampshire  | 146                | 12             |
| California                          | 1,230              | 716            | New Jersey     | 140                | 12             |
| Colorado                            | 111                | 29             | New Mexico     | 34                 | 27             |
| Connecticut                         | 160                | 17             | New York       | 3,539              | 306            |
| Delaware                            | 42                 | 6              | North Carolina | 390                | 57             |
| Florida                             | 122                | 54             | North Dakota   | 121                | 9              |
| Georgia                             | 261                | 51             | Ohio           | 1,372              | 95             |
| Hawaii                              | —                  | —              | Oklahoma       | 223                | 20             |
| Idaho                               | 279                | 46             | Oregon         | 307                | 49             |
| Illinois                            | 940                | 63             | Pennsylvania   | 4,799              | 294            |
| Indiana                             | 697                | 51             | Rhode Island   | 15                 | 1              |
| Iowa                                | 1,694              | 97             | South Carolina | 116                | 20             |
| Kansas                              | 493                | 37             | South Dakota   | 290                | 22             |
| Kentucky                            | 408                | 32             | Tennessee      | 446                | 48             |
| Louisiana                           | 240                | 28             | Texas          | 491                | 114            |
| Maine                               | 242                | 18             | Utah           | 265                | 36             |
| Maryland                            | 591                | 47             | Vermont        | 656                | 53             |
| Massachusetts                       | 164                | 12             | Virginia       | 623                | 74             |
| Michigan                            | 1,377              | 130            | Washington     | 411                | 87             |
| Minnesota                           | 4,348              | 251            | West Virginia  | 114                | 11             |
| Mississippi                         | 160                | 21             | Wisconsin      | 5,717              | 353            |
| Missouri                            | 682                | 54             | Wyoming        | 5                  | 1              |
|                                     |                    |                | United States  | 35,272             | 3,588          |

— = None reported in the State.

<sup>1</sup> Totals may not add due to rounding.

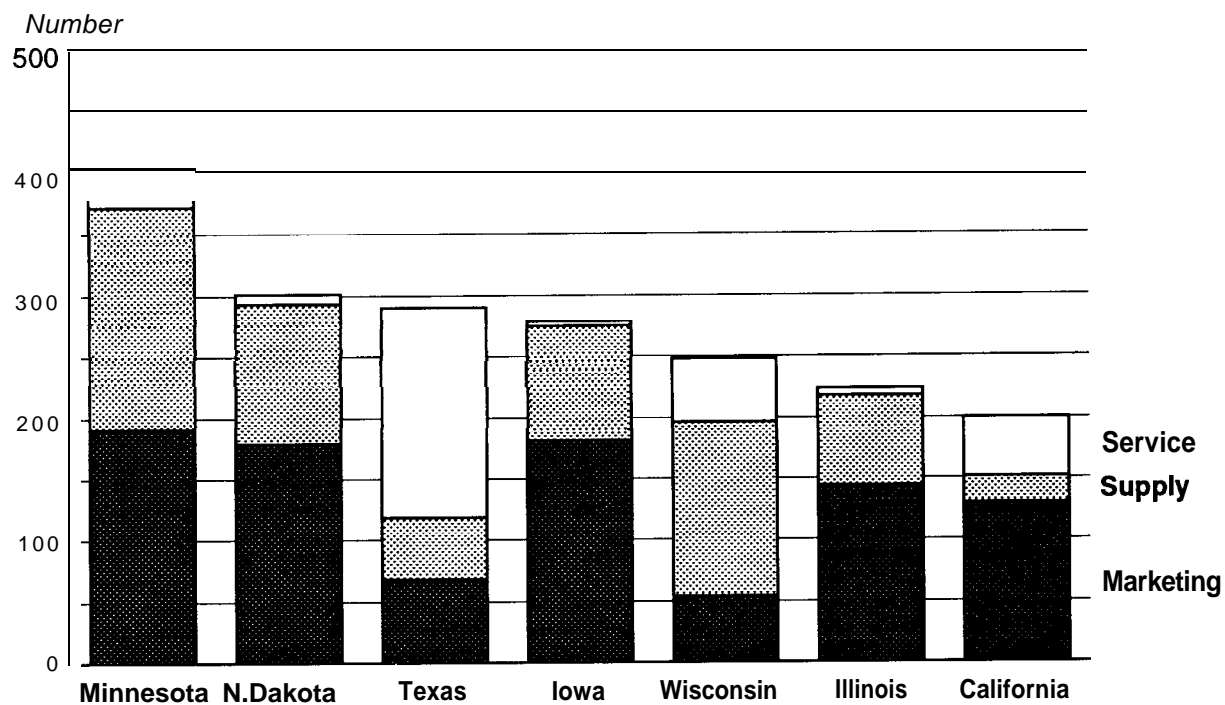
<sup>2</sup> Source: Rural Electrification Administration, USDA.

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

<sup>4</sup> Source: Agricultural Research Service, USDA.

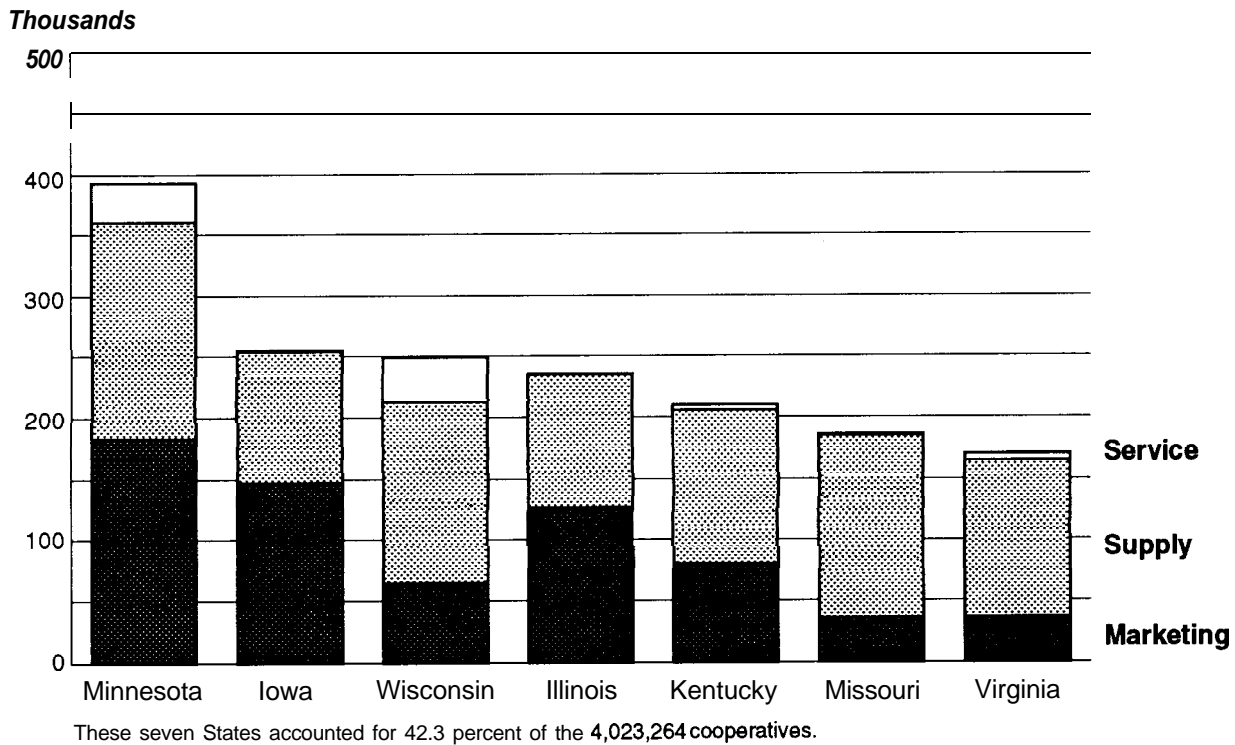
## APPENDIX FIGURES

Appendix Figure 1- **Number of Cooperatives, Leading States, 1993**

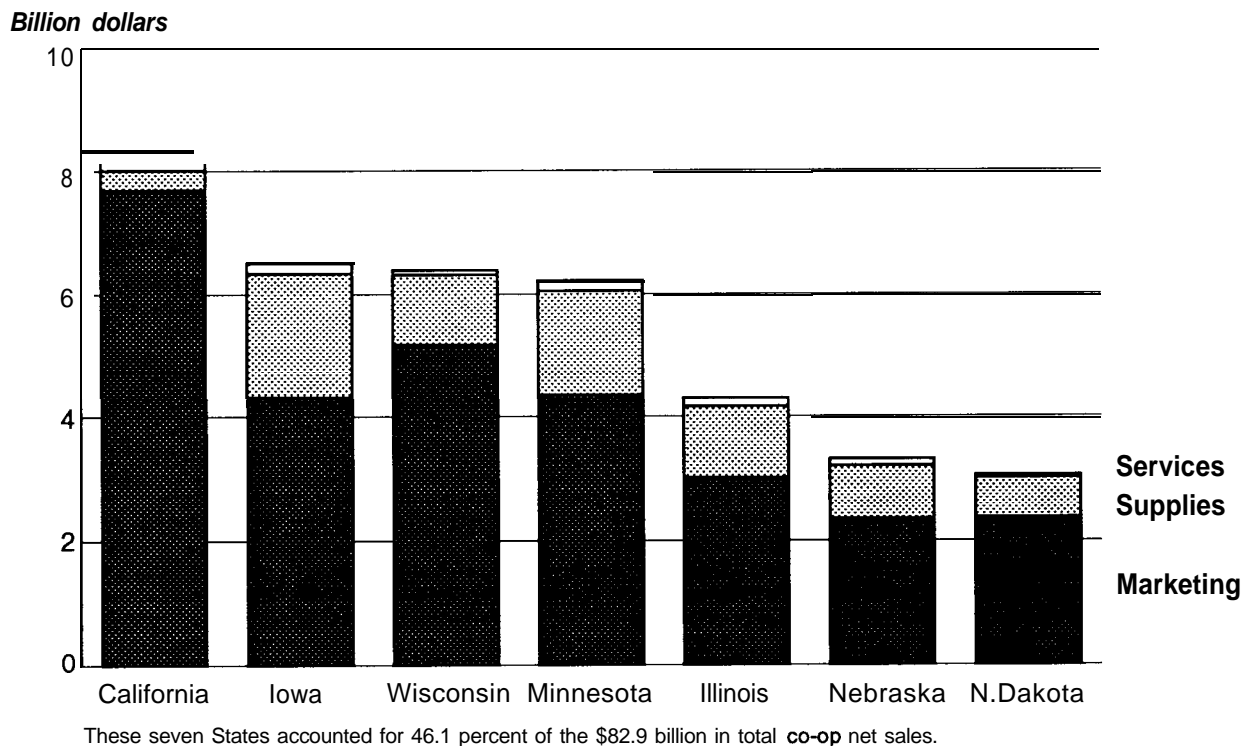


These seven States accounted for 45.9 percent of the 4,244 cooperatives.

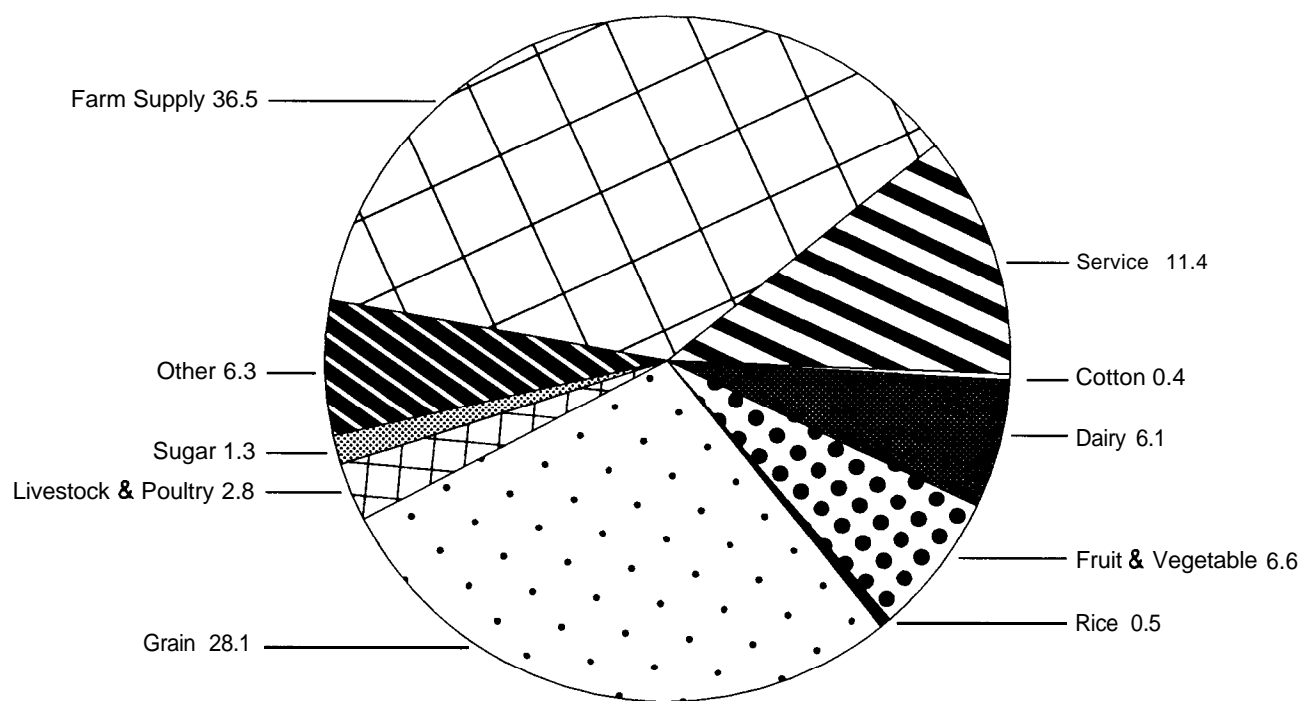
Appendix Figure 2— Cooperative Memberships, Leading States, 1993



Appendix Figure 3— Cooperatives' Net Business Volume, Leading States, 1993

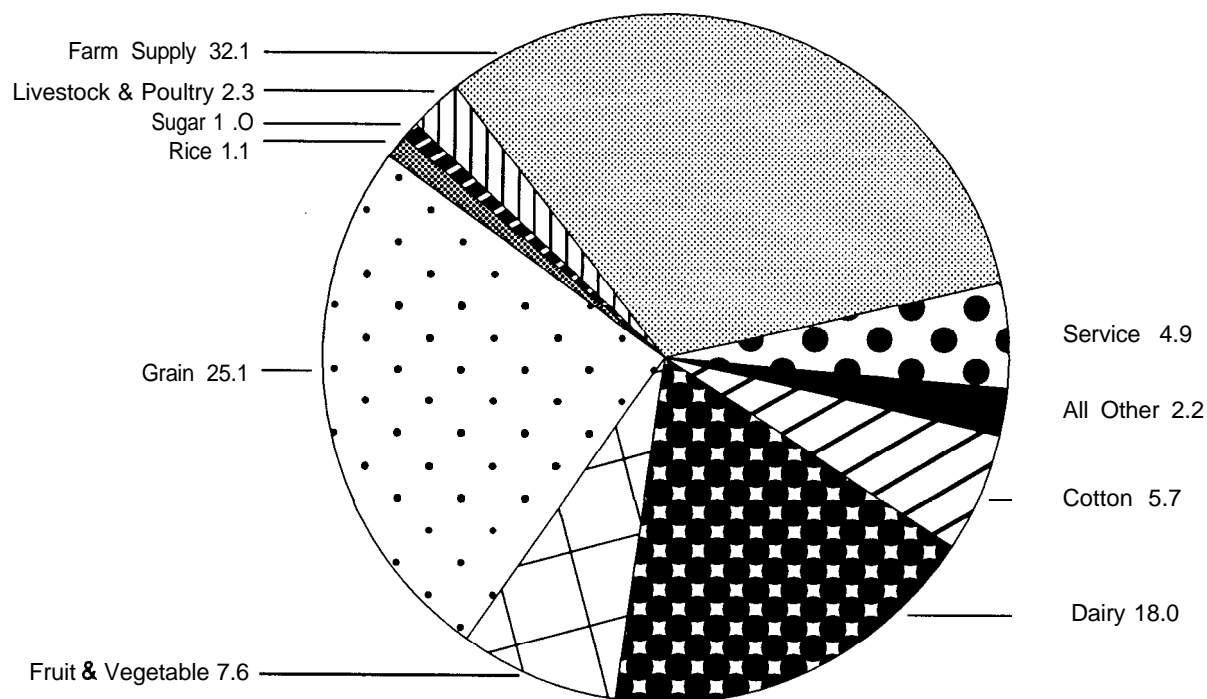


Appendix Figure 4— **Distribution of Farmer Cooperatives, by Type of Cooperative, 1993**



Percent based on 4,244 cooperatives.

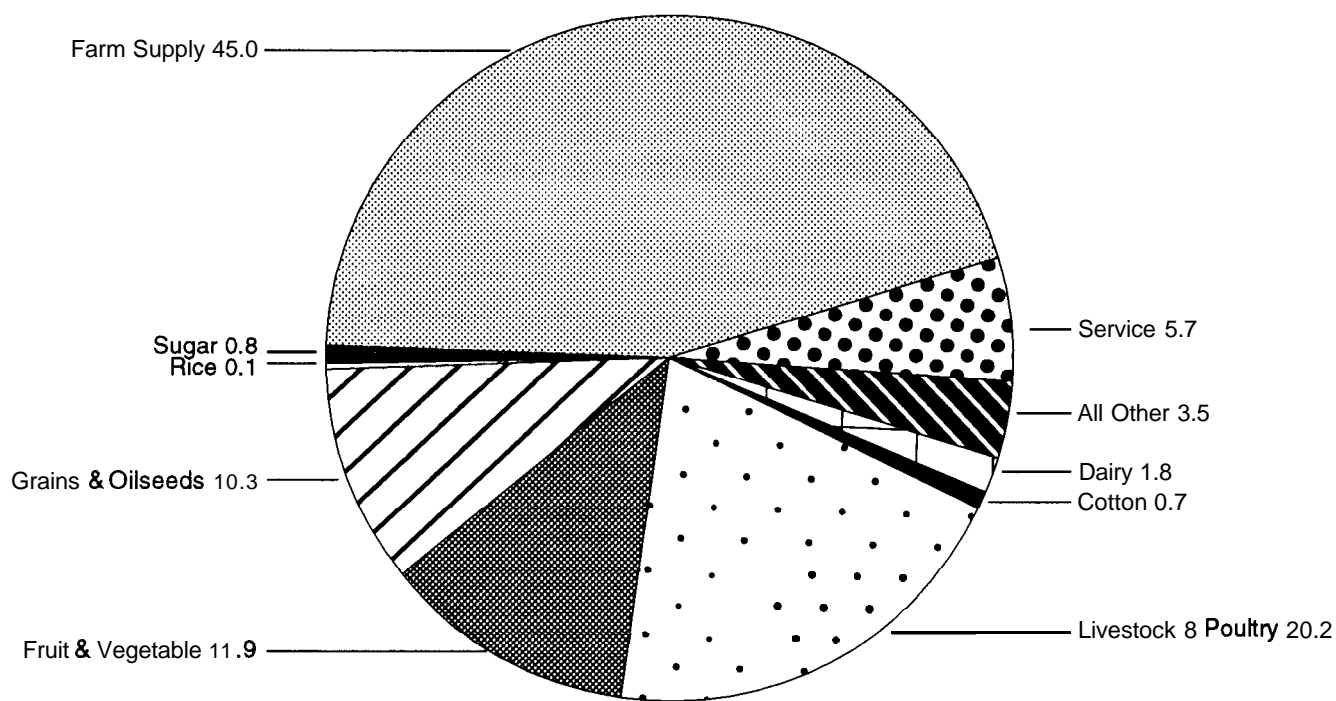
Appendix Figure 5— **Distribution of Net Income, by Type of Cooperative, 1993**



Percent based on net income of \$1.36 billion.

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Appendix Figure 6— **Distribution of Losses, by Type of Cooperative, 1993**

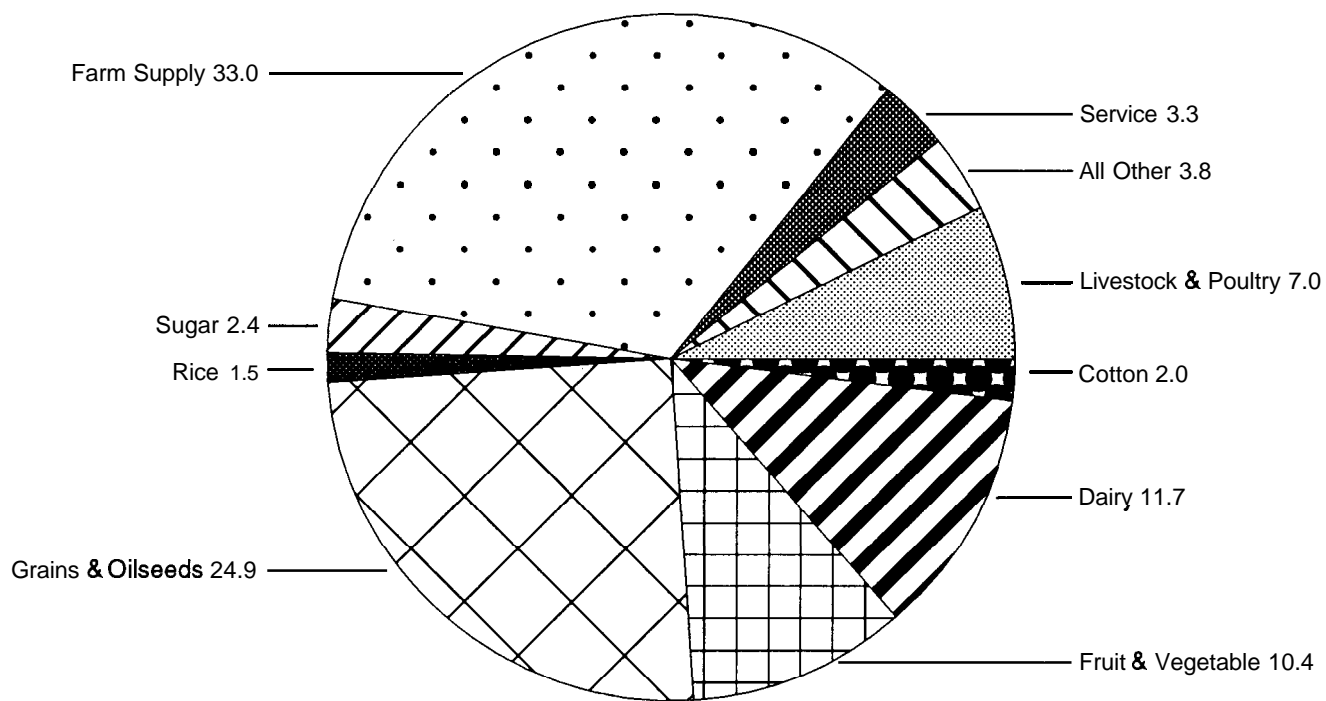


Percent based on losses of \$187.1 million.

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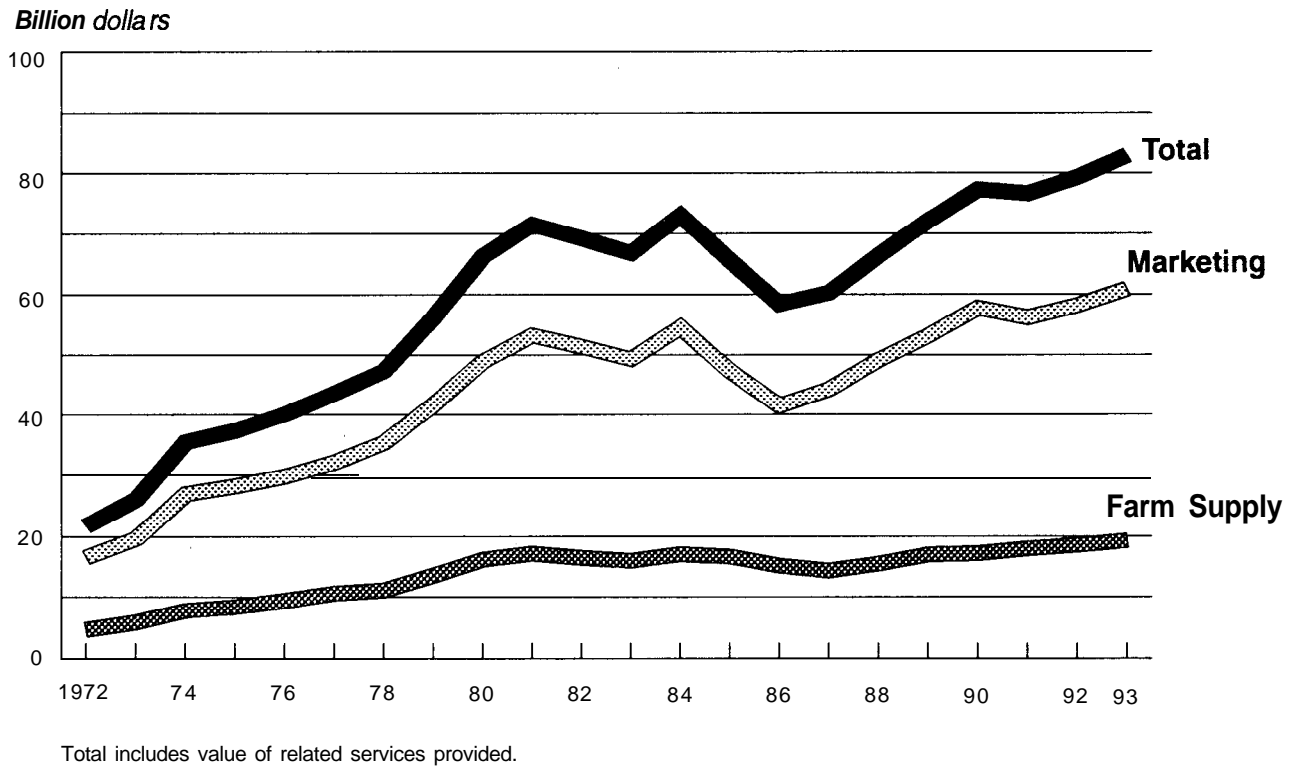
Appendix Figure 7— **Distribution of Net Worth, by Type of Cooperative, 1993**



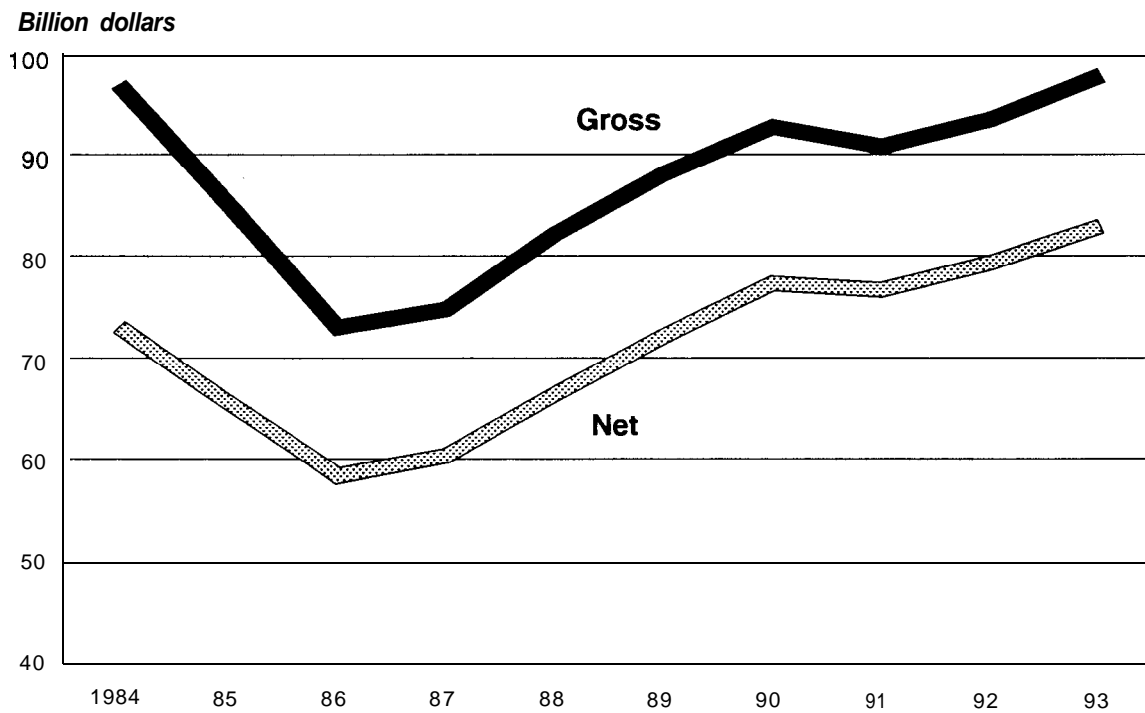
Percent based on net worth of \$14.8 billion.

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Appendix Figure 8— Cooperatives' Net Business Volume, 1972-93

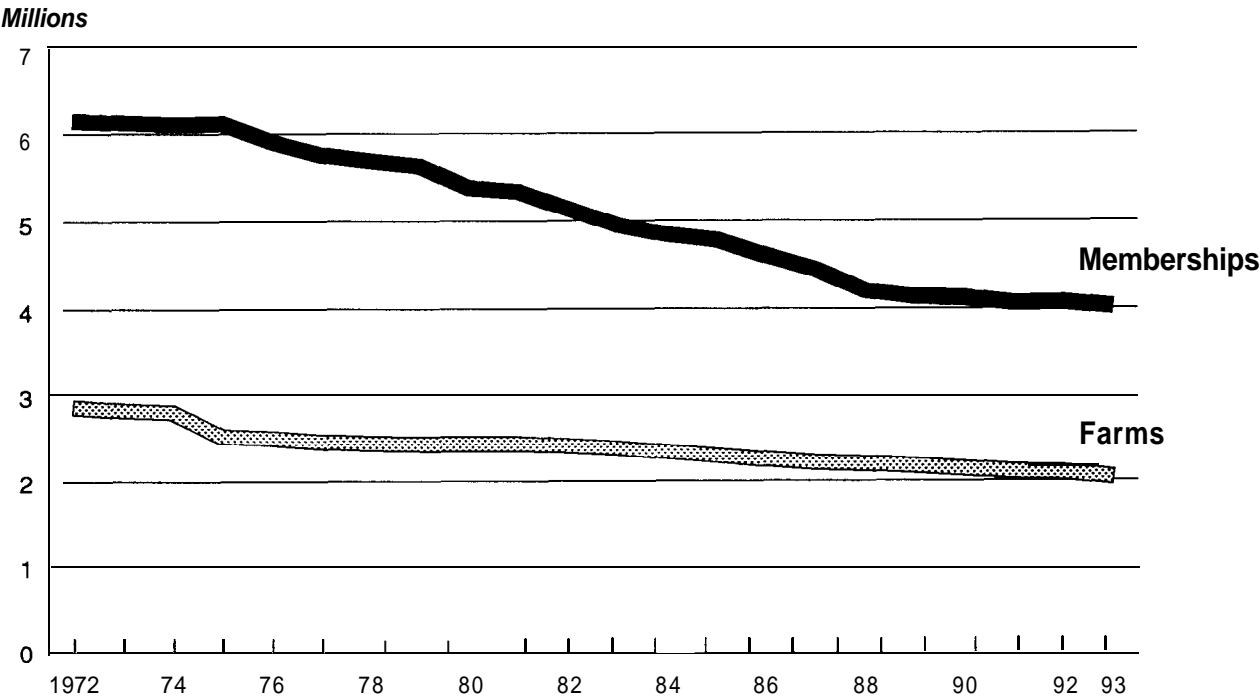


Appendix Figure 9— Cooperatives' Gross and Net Business Volume, 1984-93



The difference between gross and net represents intercooperative business.

Appendix Figure 10- **U.S. Farms and Farmer Cooperative Memberships, 1972-93**



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



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