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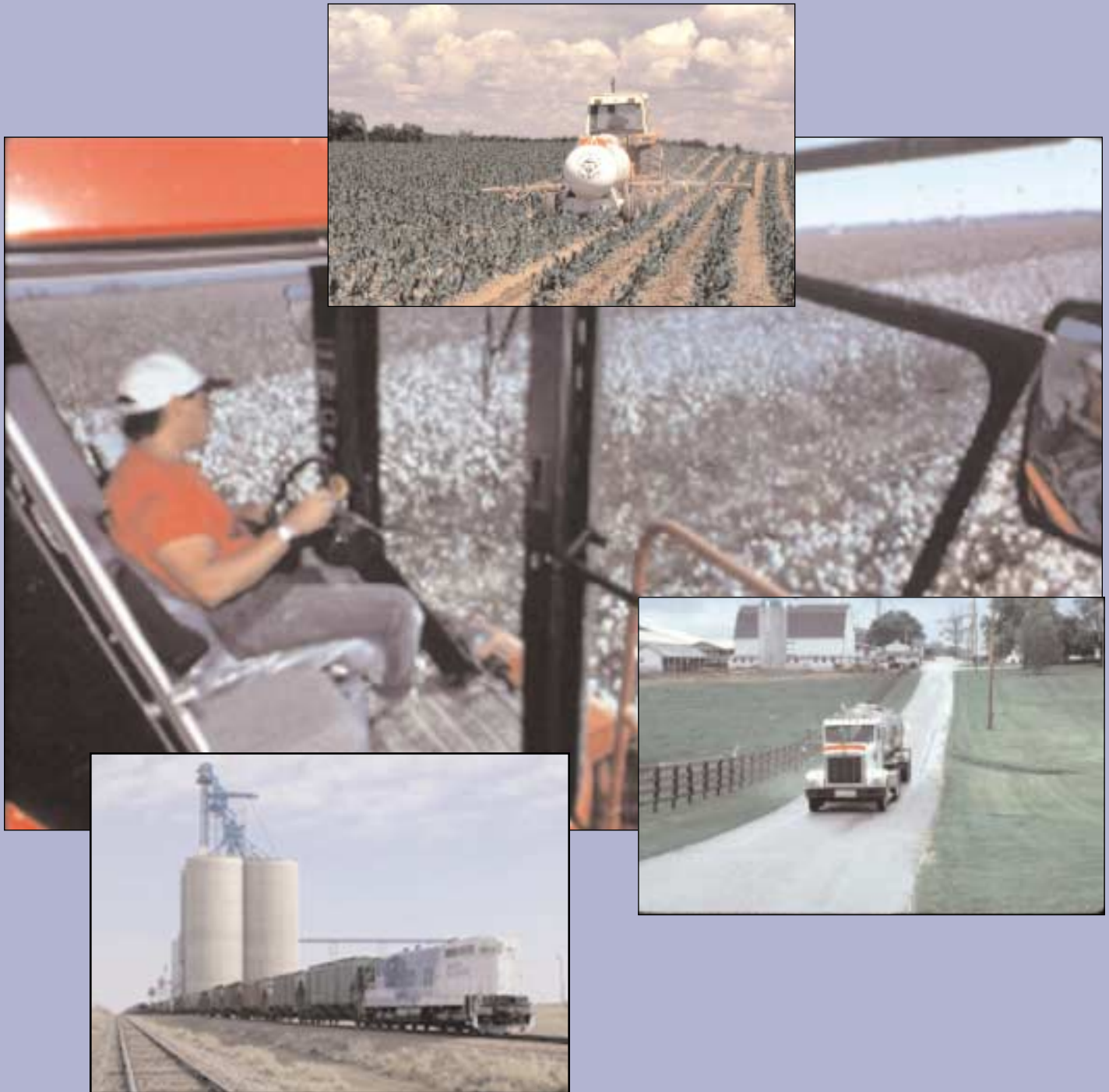


United States  
Department of  
Agriculture

Rural Business-  
Cooperative  
Service

RBS Service  
Report 61

# FARMER COOPERATIVE STATISTICS, 2001



## Abstract

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

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

### FARMER COOPERATIVE STATISTICS, 2001

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

Price: Domestic—\$5.00; foreign—\$5.50

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## Preface

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

This report provides aggregate information on the number, membership, business volume, net income, basic balance sheet items, and full-time employees of farmer cooperatives for their business years that ended in calendar year 2001. Cooperatives are classified by principal product marketed and major function. Fishery and ethanol cooperatives are included as miscellaneous marketing cooperatives. Both gross (includes inter-cooperative business) and net (excludes inter-cooperative business) dollar volumes are reported.

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

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

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

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

RBS depends on the cooperative community's response to its annual survey to develop a detailed and comprehensive set of statistics on farmer cooperatives. The time and effort taken to provide information and the timeliness with which it is furnished are greatly appreciated.

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## Highlights

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

- Total gross business volume (includes inter-cooperative business) handled by cooperatives rose 2.4 percent, from \$120.7 billion in 2000 to \$123.6 billion in 2001.
- Total net business (excludes inter-cooperative business) increased (3.6 percent) from \$99.7 billion to \$103.3 billion.
- Total net income of \$1.36 billion was up 6.3 percent from the \$1.28 billion for 2000. The 2001 net included inter-cooperative dividends and refunds of \$316.2 million—up 34.5 percent from \$235.1 million.
- The number of cooperatives declined 3.5 percent, from 3,346 to 3,229.
- Grain and farm supply cooperatives operated an estimated 5,583 branches in 2001, up from 5,327 in 2000.
- Cooperative memberships were 3,033,907, down 1.7 percent from 3,085,052 in 2000.
- Cooperatives employed 165,666 full-time (down 6.2 percent) and 55,078 part-time and seasonal employees in 2001. Numbers of part-time and seasonal employees decreased significantly from the 77,993 reported in 2000.
- Gross value of farm products marketed by cooperatives in 2001 increased 4.4 percent, from \$80.4 billion to \$84.0 billion. Net value of these farm products, after eliminating duplication from inter-cooperative business, was \$75.0 billion, up 4.1 percent from nearly \$72.1 billion in 2000.
- Gross value of farm supplies handled by farmer cooperatives was down 1.8 percent, from \$36.8 billion to \$36.1 billion. After adjusting for inter-cooperative business, the net value of farm supplies increased 2.8 percent, from \$24.1 billion to \$24.8 billion.
- Receipts for services related to marketing farm products and handling farm supplies, plus other income, decreased slightly (1.1 percent), from \$3.51 billion to \$3.47 billion.
- Combined assets for all farmer cooperatives decreased 2.5 percent, from \$49.7 billion to \$48.5 billion. Net assets, after eliminating inter-cooperative investments, was down 3 percent, from \$44.6 billion to \$43.3 billion. This included investments in CoBank.
- Total liabilities of \$28.3 billion was down 3.8 percent from \$29.4 billion.
- Net worth, or member and patron equity, declined slightly from \$20.28 billion to

## Highlights

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

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### HIGHLIGHTS CAPSULE

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

---

### *Leading States*

|                                 | <b>1999</b> | <b>2001</b> |        |
|---------------------------------|-------------|-------------|--------|
|                                 | Minnesota   | Minnesota   |        |
| Number of cooperatives          | 305         | 293         | -12    |
|                                 | Kentucky    | Kentucky    |        |
| Memberships                     | 231,862     | 242,873     | 11,011 |
|                                 | Minnesota   | Minnesota   |        |
| Net business volume (mil. dol.) | 9,306       | 9,896       | 590    |

# FARMER COOPERATIVE STATISTICS, 2001

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and E. Eldon Eversull  
Rural Business-Cooperative Service

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## I—Definition of a Farmer Cooperative

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The Rural Business-Cooperative Service (RBS) in USDA's Rural Development mission area considers four major criteria in identifying an organization as a farmer-owned cooperative: (1) membership is limited to persons producing agricultural and aquacultural products and to associations of such producers; (2) cooperative members are limited to one vote regardless of the amount of stock or membership capital owned, or the cooperative does not pay dividends on stock or membership capital in excess of 8 percent a year, or the legal rate in the State, whichever is higher; (3) business conducted with nonmembers may not exceed the value of business conducted with members; and (4) the cooperative operates for the mutual interest of members by providing member benefits on the basis of patronage.

These criteria may create larger or smaller numbers of farmer cooperatives than found in lists or directories of State agencies or cooperative councils. RBS includes only marketing, farm supply, and related-service cooperatives on its list—fishery and ethanol cooperatives as miscellaneous marketing cooperatives; wool pools as marketing cooperatives; livestock shipping associations and rice drying cooperatives as service cooperatives.

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

## Classification of Cooperatives

Statistics are presented according to a cooperative's major function or classification—marketing, farm supply, and related-service.

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

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

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

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

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

## Organizational Membership Structures

### Centralized

Of the 3,229 farmer cooperatives in 2001, 3,147 were centralized organizations, mostly locals with individual farmer-members. Centralized cooperatives usually serve a local area or community, county, or several counties. Most usually perform a limited number of initial marketing functions. Most farm supplies were sold at the retail level. A few centralized cooperatives, principally regionals, operate over multi-state areas and provide more vertically integrated services, such as processing farm products or manufacturing feed and fertilizer.

Bargaining associations also have centralized organizational structures. They derive all or most of their business volume from negotiating with distributors, processors, and other buyers and sellers over price, quantity, grade, terms of sale, and other factors involved in marketing farm products. Only a few bargain to purchase farm supplies. While the primary function of such an association is to bring buyers and sellers together to contract for the sale of members' products, many bargaining associations now perform additional functions.

For example, dairy bargaining associations at one time only negotiated price. Now, many perform additional functions, such as physically handling part of the milk for spot sales. They, like other dairy marketing cooperatives, represent their members at Federal or State milk marketing order hearings.

### Federated

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

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

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

<sup>1</sup> Cooperatives primarily handling grains and oilseeds, excluding cottonseed.

<sup>2</sup> Cooperatives primarily handling eggs, turkeys, ratite, squab, and related products.

<sup>3</sup> Cooperatives primarily handling sugar beets, sugarcane, honey, and related products

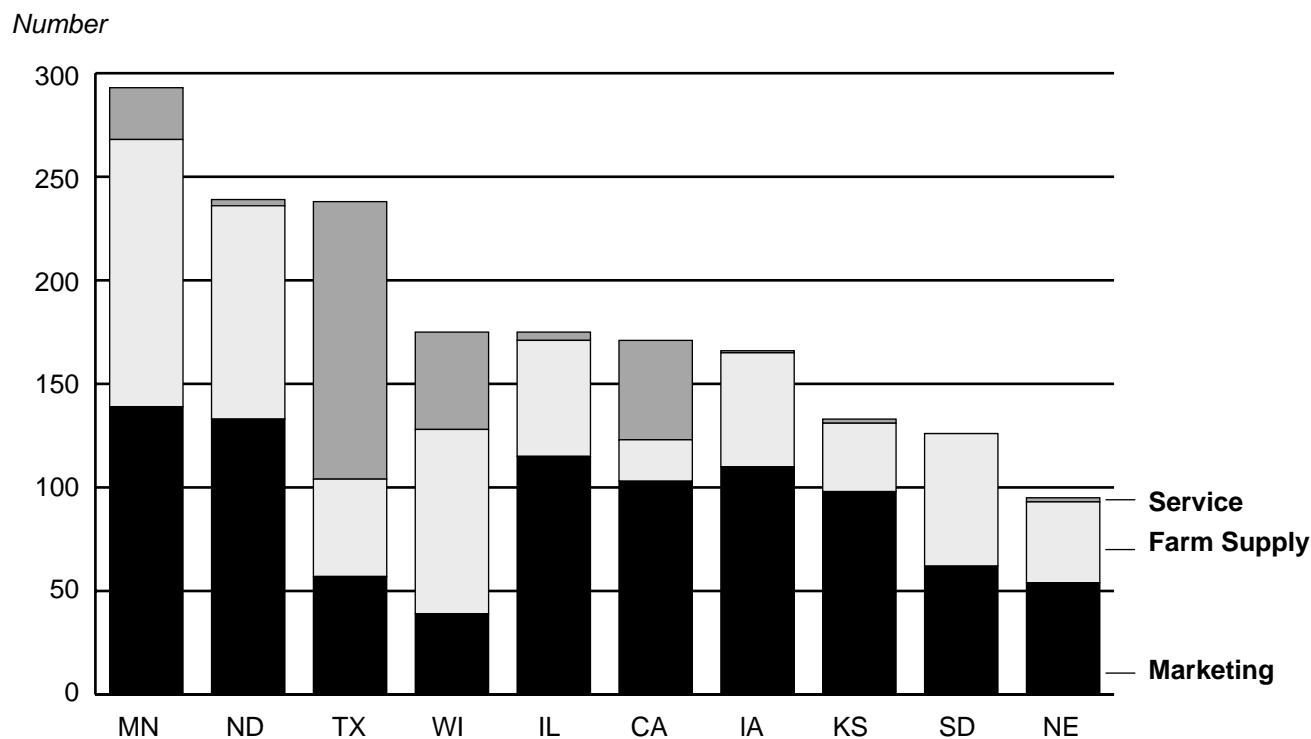
### Mixed

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

## II—2001 STATISTICS

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

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



### Number of Cooperatives

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

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

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

These percentage changes to some extent reflect reclassification because of annual dollar vol-

ume changes. In any given year, sales of farm supplies or grains and oilseeds can be higher due to market supply and demand conditions.

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

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

### Grain and Farm Supply Branches

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

<sup>1</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 of cooperatives,<sup>1</sup> by major function and State, 2001<sup>2</sup>

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

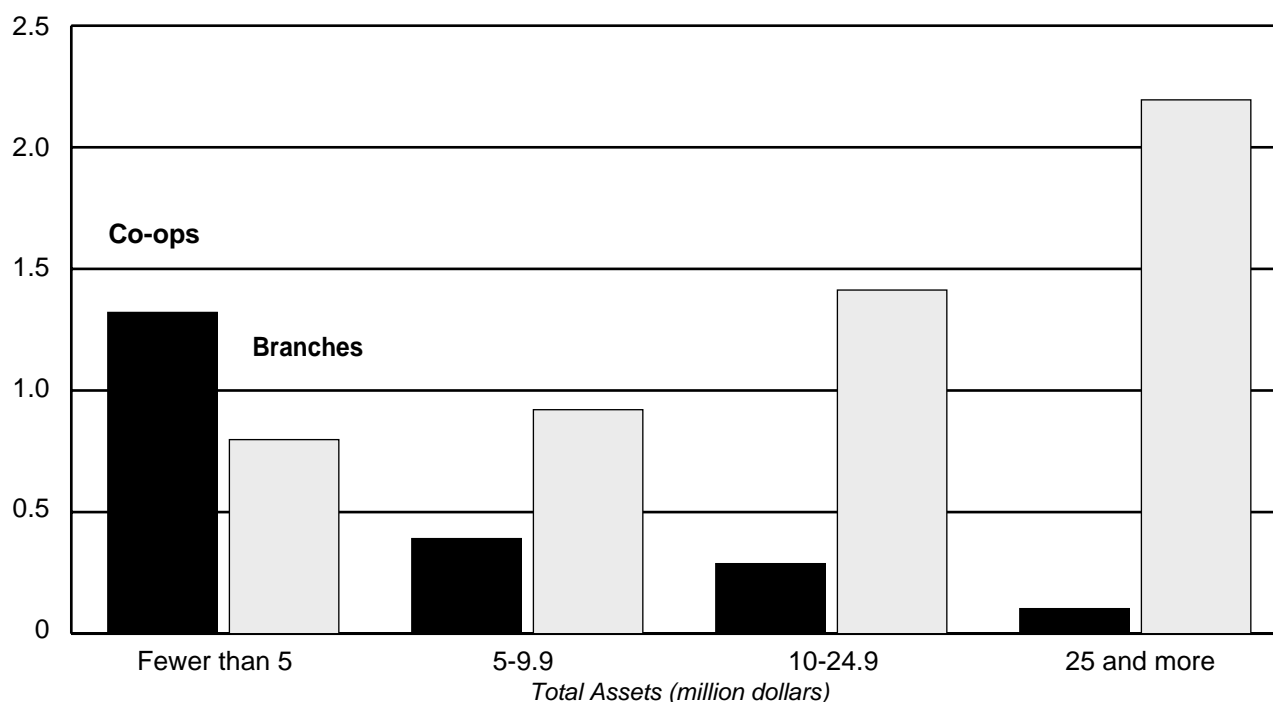
<sup>1</sup> Centralized and federated cooperatives and those with mixed organizational structures.

<sup>2</sup> Data covering operations of cooperatives for fiscal years that ended in 2001.

<sup>3</sup> Includes States with fewer than three cooperatives for any function. States with at least three cooperatives were: Alaska, 9; Connecticut, 5; Delaware, 3; Maine, 26; South Carolina, 5; and Vermont, 5.

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

1,000 Cooperatives



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

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

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

### Memberships

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

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

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

### Employees

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

Table 3— Number of co-ops,<sup>1</sup> and memberships,<sup>2</sup> by major business activity and State, 2001<sup>3</sup>

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

Continued



Table 3— Number of co-ops,<sup>1</sup> and memberships,<sup>2</sup> by major business activity and State, 2001<sup>3</sup> (continued)

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

Continued

Table 3— Number of co-ops,<sup>1</sup> and memberships,<sup>2</sup> by major business activity and State, 2001<sup>3</sup> (continued)

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

Continued

Table 3— Number of co-ops,<sup>1</sup> and memberships,<sup>2</sup> by major business activity and State, 2001<sup>3</sup> (continued)

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

<sup>1</sup> Includes centralized and federated cooperatives and those with mixed organizational structures. Hqts. means the cooperatives were headquartered in the State listed.

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

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

<sup>4</sup> Cotton ginning cooperatives are included as service cooperatives.

<sup>5</sup> Includes memberships located in other countries.

<sup>6</sup> Excludes soybean meal and oil.

<sup>7</sup> Membership fluctuates annually and is affected by the extent to which producers participate in price stabilization programs.

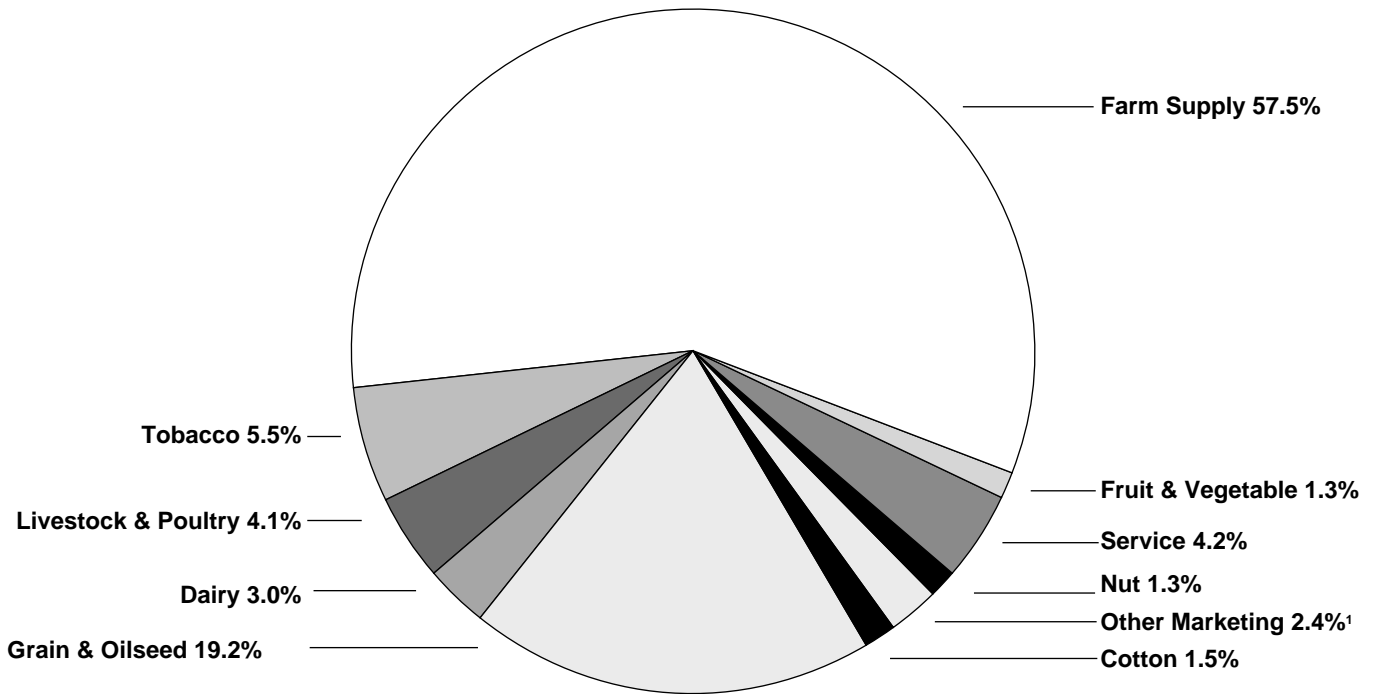
<sup>8</sup> Includes eggs, turkeys, ratite, squab, and related products.

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

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

<sup>11</sup> Cooperatives providing services such as cotton ginning, livestock shipping, storing, grinding, drying, and artificial insemination.

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



Percent based on 3,033,907 total memberships.

<sup>1</sup> Includes dry bean and pea, wool and mohair, rice, sugar, fishery, and other miscellaneous marketing cooperatives.

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

1,000 Memberships

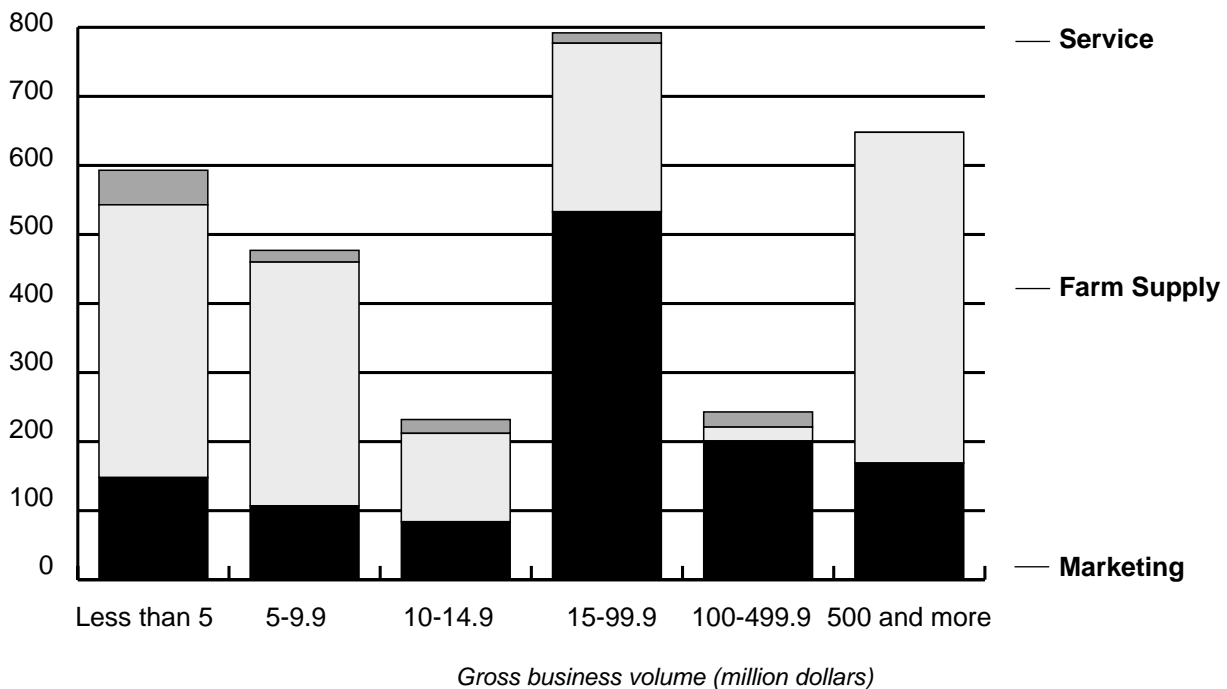


Table 4— Full-time and part-time and seasonal employees of farmer cooperatives, by type of co-op, 2000-2001

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

<sup>1</sup> Number of part-time and seasonal employees was estimated for cooperatives not reporting based on the relationship of part-time and seasonal to full-time employees for the respondent cooperatives. Totals may not add due to rounding.

<sup>2</sup> Excludes cottonseed.

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

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

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

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

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

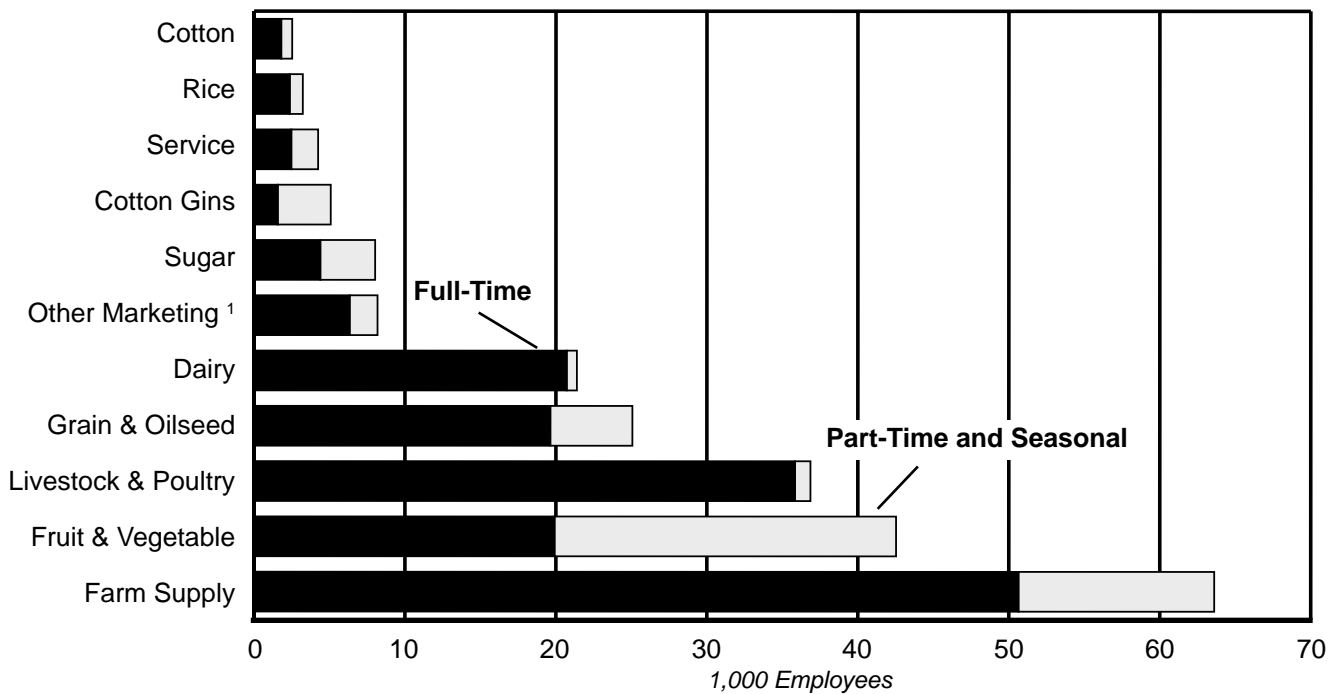
Use of full-time employees dropped 6.2 percent to 165,666 in 2001, down from 176,665 in 2000. The 1,606 marketing cooperatives used 110,986 employees, down 8.4 percent from 2000. Livestock and poultry cooperatives had the most full-time employees (35,843) followed by dairy cooperatives (20,714). Together,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

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

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

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

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



<sup>1</sup> Includes dry bean and pea, nut, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.

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

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

### Total Labor Expenses

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

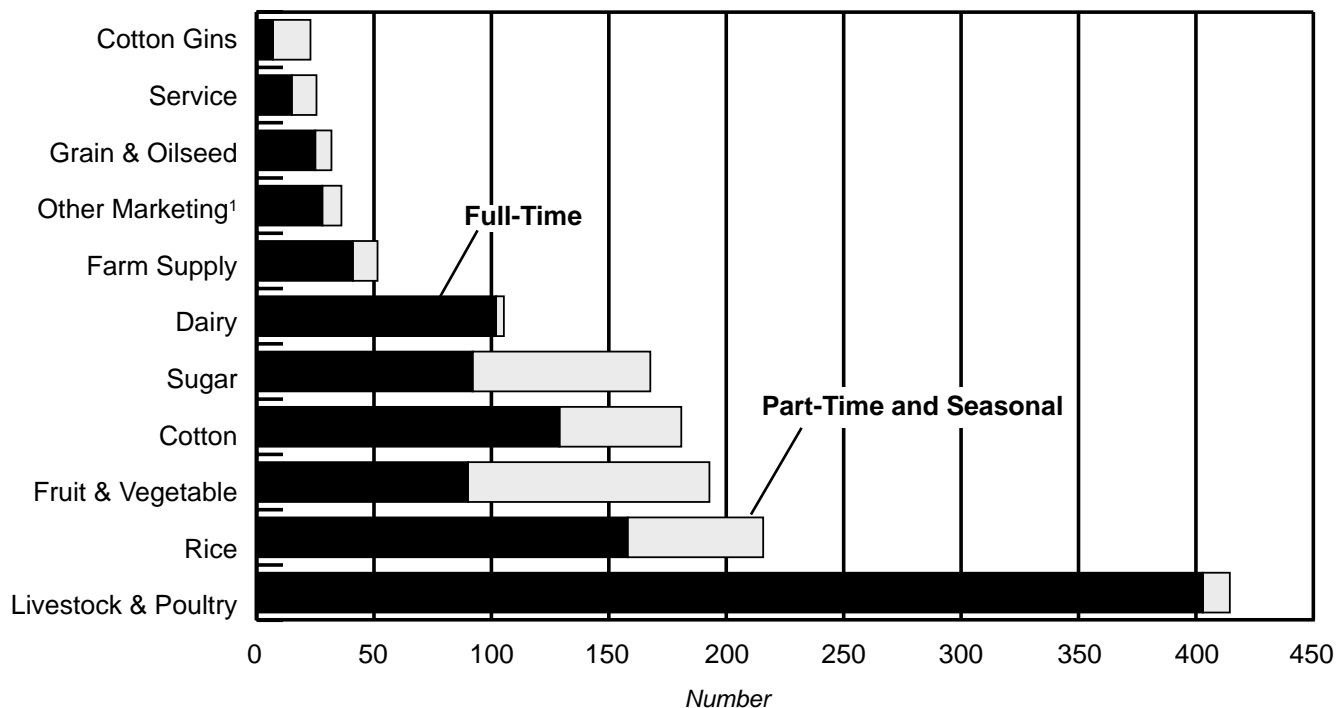
The average total labor expense per cooperative for those reporting in both 2000 and 2001 is shown in tables 5 and 6 by type of cooperative, region, and asset group. This information can be used for comparing the average total labor expense of individual cooperatives of similar type, region,

and size. For those with no size grouping shown, labor expense may not be a good barometer because of the mix of sizes included in the group.

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

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

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



<sup>1</sup> Includes dry bean and pea, nut, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.

### **Total Sales per Dollar of Total Labor Expense**

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

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

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

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

grain and oilseed cooperatives from \$16.18 to \$26.94; fruit and vegetable cooperatives from \$7.55 to \$14.17; and farm supply cooperatives ranged from \$9.40 to \$11.59.

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

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

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

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

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

<sup>1</sup> Includes wages and salaries, payroll taxes, and employee benefits for cooperatives reporting in both years.



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

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

Continued

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

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

<sup>1</sup> See footnote to table 8 for an explanation of what States are in each region.

<sup>2</sup> Includes wages and salaries, payroll taxes, and employee benefits for cooperatives reporting in both years.

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

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

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

Continued

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

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

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

### Business Size

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

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

a smaller share of all cooperatives' total gross dollar volume—29.2 percent in 2001 versus 24.5 percent in 2000.

### Business Volume

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

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

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

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

Continued

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

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

<sup>1</sup> The States included in each region are as follows.

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

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

Table 9— **Farmer cooperatives and memberships, by gross business volume, 2001<sup>1</sup>**

| Volume group<br>(mil. dol.) | Cooperatives |                  | Dollar volume                  |                  | Memberships <sup>2</sup> |                  |
|-----------------------------|--------------|------------------|--------------------------------|------------------|--------------------------|------------------|
|                             | Number       | Percent of total | Gross <sup>3</sup> (mil. dol.) | Percent of total | Number (1,000)           | Percent of total |
| Less than \$5.0             | 1,518        | 47.0             | 2,766                          | 2.2              | 538                      | 17.7             |
| 5 - 9.9                     | 628          | 19.4             | 4,435                          | 3.6              | 502                      | 16.5             |
| 10 - 14.9                   | 265          | 8.2              | 3,281                          | 2.7              | 219                      | 7.2              |
| 15 - 24.9                   | 286          | 8.9              | 5,587                          | 4.5              | 237                      | 7.8              |
| 25 - 49.9                   | 276          | 8.5              | 9,595                          | 7.8              | 474                      | 15.6             |
| 50 - 99.9                   | 133          | 4.1              | 9,232                          | 7.5              | 203                      | 6.7              |
| 100 - 199.9                 | 46           | 1.4              | 6,113                          | 4.9              | 64                       | 2.1              |
| 200 - 499.9                 | 40           | 1.2              | 11,981                         | 9.7              | 167                      | 5.5              |
| 500 - 999.9                 | 18           | 0.6              | 12,725                         | 10.3             | 117                      | 3.9              |
| 1,000 and more              | 9            | 0.6              | 57,851                         | 46.8             | 514                      | 17.0             |
| <b>Total<sup>4</sup></b>    | <b>3,229</b> | <b>100.0</b>     | <b>123,566</b>                 | <b>100.0</b>     | <b>3,034</b>             | <b>100.0</b>     |

<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 number of farmers, ranchers, and fishermen eligible to vote for directors. Does not include memberships held by other cooperatives, such as local cooperative memberships in regional cooperatives.

<sup>3</sup> Includes inter-cooperative business volume.

<sup>4</sup> Total may not add due to rounding.

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

Percent

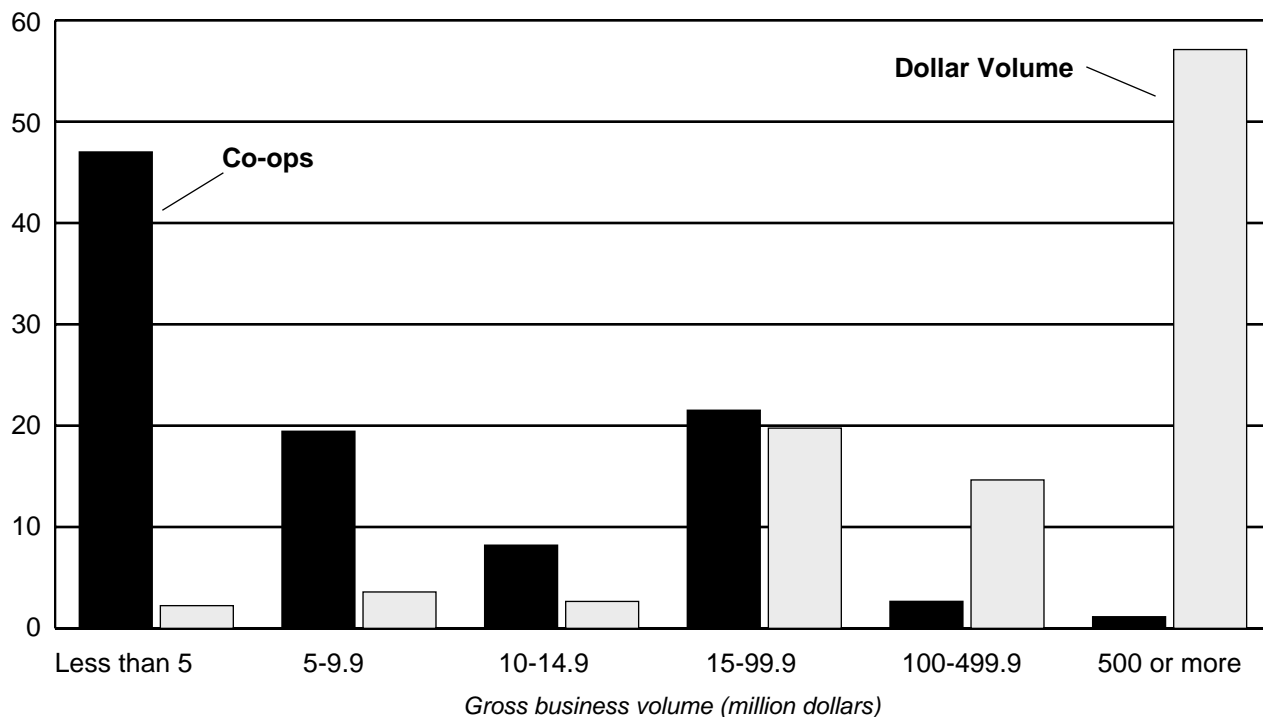


Table 10— **Cooperatives' gross and net business volumes by commodity, 2001<sup>1</sup>**

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

<sup>1</sup> Gross includes and net excludes inter-cooperative business. Totals may not add due to rounding.

<sup>2</sup> Excludes cottonseed. Cottonseed oil is included in other marketings while cottonseed meal is included in feed.

<sup>3</sup> Includes eggs, turkeys, ratite, squab, and related products.

<sup>4</sup> Less than 0.05 percent.

<sup>5</sup> Includes coffee, fish, forest products, hay, hops, seed marketed for growers, nursery stock, ethanol, other farm products not separately classified, and sales of farm products not received directly from member-patrons. Also includes manufactured food products and resale items marketed by cooperatives.

<sup>6</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>7</sup> Charges for services related to marketing or purchasing, but not included in the volume reported for those activities, plus other income.



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

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

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

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

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

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

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

and \$9.9 billion, respectively, followed by Iowa with \$11.6 billion in gross business and \$9.2 billion in net business volume.

### Net Income

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

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

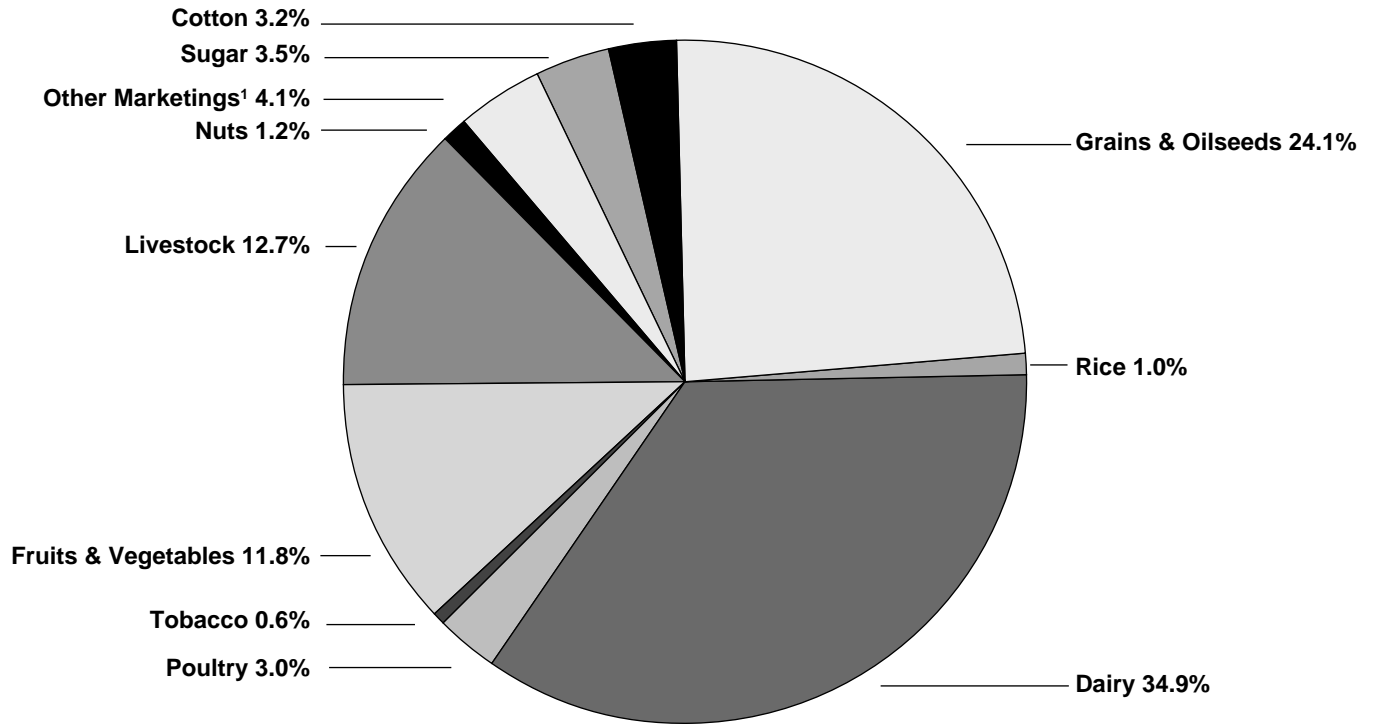
Total net income of farm supply cooperatives was \$429 million in 2001, up 37.9 percent from \$311.2 million in 2000. They accounted for 31.6 percent of cooperatives' total net income in 2001, compared with 24.4 percent in 2000. Income from their own operations, excluding patronage refunds from other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

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

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

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

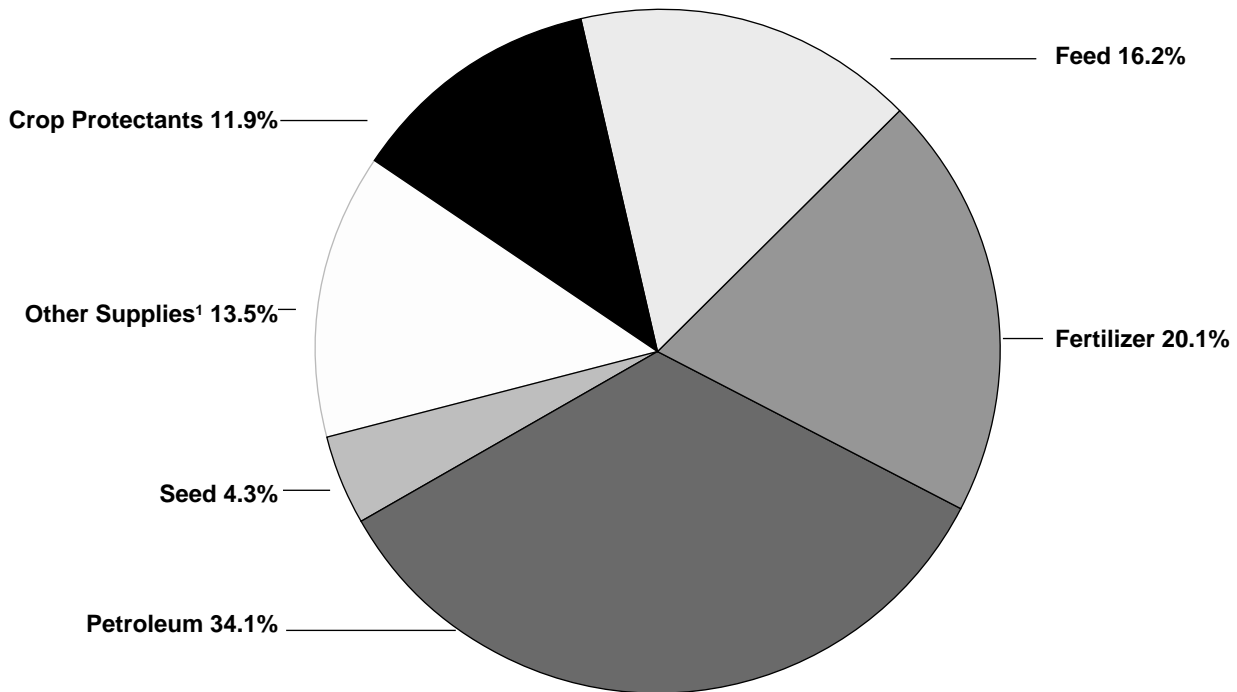
Figure 8— **Relative Importance of Farm Products Marketed by Cooperatives, 2001**



Percentage based on a total net marketing business volume of \$75.0 billion.

<sup>1</sup> Includes wool and mohair, dry beans and peas, fish, and other miscellaneous marketings.

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



Percentage based on a net farm supply business volume of \$24.8 billion.

<sup>1</sup> Includes building materials; tires, batteries and accessories; equipment; animal health products; pet food; semen; hardware; food; clothing; etc.

Table 11— Cooperatives' gross and net business volumes,<sup>1</sup> by commodity and State, 2001<sup>2</sup>

| State                             | Business volume |           | State  | Business volume |            |
|-----------------------------------|-----------------|-----------|--|-----------------|------------|
|                                   | Gross           | Net       |  | Gross           | Net        |
| <i>1,000 dollars</i>              |                 |           | <i>1,000 dollars</i>                             |                 |            |
| <b>PRODUCTS MARKETED:</b>         |                 |           | <b>FRUITS AND VEGETABLES (Continued)</b>         |                 |            |
| <b>BEANS AND PEAS, DRY EDIBLE</b> |                 |           | North Dakota                                     | 15,948          | 15,948     |
| California                        | 21,543          | 21,543    | Ohio   | 19,868          | 17,465     |
| North Dakota                      | 33,101          | 33,101    | Oregon   | 450,502         | 445,457    |
| Other States                      | 99,477          | 96,784    | Pennsylvania                                     | 378,982         | 362,246    |
| United States                     | 154,120         | 151,427   | Texas  | 60,190          | 21,586     |
|                                   |                 |           | Washington                                       | 1,059,948       | 1,040,968  |
|                                   |                 |           | Other States                                     | 722,705         | 665,590    |
|                                   |                 |           | Foreign <sup>3</sup>                             | 97,614          | 97,614     |
|                                   |                 |           | United States                                    | 9,685,688       | 8,822,247  |
| <b>COTTON</b>                     |                 |           | <b>GRAINS AND OILSEEDS, EXCLUDING COTTONSEED</b> |                 |            |
| California                        | 419,924         | 386,862   | Colorado   | 235,555         | 208,467    |
| Texas                             | 614,098         | 590,218   | Idaho  | 84,131          | 57,803     |
| Other States                      | 1,423,319       | 1,423,293 | Illinois   | 2,008,141       | 1,879,668  |
| United States                     | 2,457,339       | 2,400,371 | Indiana  | 472,620         | 452,546    |
|                                   |                 |           | Iowa   | 4,023,718       | 3,354,093  |
|                                   |                 |           | Kansas   | 2,049,589       | 1,506,224  |
|                                   |                 |           | Michigan   | 155,554         | 148,782    |
|                                   |                 |           | Minnesota  | 3,200,999       | 2,394,477  |
|                                   |                 |           | Mississippi                                      | 113,906         | 110,470    |
|                                   |                 |           | Missouri   | 909,929         | 562,029    |
|                                   |                 |           | Montana  | 316,264         | 204,034    |
|                                   |                 |           | Nebraska   | 2,342,390       | 1,785,377  |
|                                   |                 |           | North Dakota                                     | 1,658,241       | 1,307,719  |
|                                   |                 |           | Ohio   | 703,015         | 686,811    |
|                                   |                 |           | Oklahoma   | 454,764         | 310,133    |
|                                   |                 |           | South Dakota                                     | 1,208,751       | 1,020,195  |
|                                   |                 |           | Texas  | 714,162         | 463,636    |
|                                   |                 |           | Washington                                       | 510,176         | 454,659    |
|                                   |                 |           | Other States                                     | 1,219,111       | 998,502    |
|                                   |                 |           | Foreign <sup>3</sup>                             | 238,150         | 149,695    |
|                                   |                 |           | United States                                    | 22,619,166      | 18,055,321 |
| <b>FRUITS AND VEGETABLES</b>      |                 |           | <b>LIVESTOCK</b>                                 |                 |            |
| Arizona                           | 90,752          | 48,526    | Alabama  | 31,576          | 31,576     |
| Arkansas                          | 3,358           | 3,164     | Idaho  | 98,829          | 98,829     |
| California                        | 2,877,242       | 2,584,936 | Indiana  | 186,350         | 186,350    |
| Colorado                          | 14,501          | 14,501    | Kentucky   | 83,878          | 83,878     |
| Florida                           | 1,323,721       | 1,205,223 | Mississippi                                      | 48,735          | 48,735     |
| Hawaii                            | 8,125           | 8,125     | Missouri   | 687,261         | 687,261    |
| Idaho                             | 301,261         | 301,261   | North Dakota                                     | 96,017          | 96,017     |
| Kentucky                          | 5,217           | 5,217     | Ohio   | 915,667         | 915,667    |
| Maine                             | 10,987          | 10,987    | Virginia   | 10,010          | 10,010     |
| Massachusetts                     | 495,701         | 495,701   | West Virginia                                    | 2,910           | 2,910      |
| Michigan                          | 882,821         | 726,774   | Wisconsin  | 594,794         | 594,794    |
| Minnesota                         | 8,184           | 8,184     |  |                 |            |
| New Jersey                        | 191,056         | 191,056   |  |                 |            |
| New York                          | 635,592         | 523,572   |  |                 |            |
| North Carolina                    | 31,415          | 28,145    |  |                 |            |

Continued

Table 11— Cooperatives' gross and net business volumes,<sup>1</sup> by commodity and State, 2001<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 (Continued)</b> |                      |                  | <b>WOOL AND MOHAIR (Continued)</b>         |                      |               |
| Other States                 | 6,802,364            | 6,802,364        | Ohio                                       | 556                  | 556           |
| Foreign <sup>3</sup>         | <u>565</u>           | <u>565</u>       | Pennsylvania                               | 97                   | 97            |
| United States                | 9,558,957            | 9,558,957        | Utah                                       | 635                  | 635           |
|                              |                      |                  | West Virginia                              | 70                   | 70            |
| <b>NUTS</b>                  |                      |                  | Wyoming                                    | 194                  | 194           |
| California                   | 719,236              | 719,236          | Other States                               | 5,871                | 5,871         |
| Other States                 | <u>174,044</u>       | <u>174,044</u>   | Foreign <sup>3</sup>                       | <u>107</u>           | <u>107</u>    |
| United States                | 893,281              | 893,281          | United States                              | 7,781                | 7,781         |
|                              |                      |                  | <b>MISCELLANEOUS MARKETING<sup>5</sup></b> |                      |               |
| <b>POULTRY<sup>4</sup></b>   |                      |                  | Alaska                                     | 10,354               | 10,354        |
| California                   | 30,601               | 30,601           | California                                 | 64,834               | 64,834        |
| Utah                         | 147,338              | 147,338          | Florida                                    | 14,155               | 14,155        |
| Other States                 | <u>2,038,756</u>     | <u>2,038,756</u> | Georgia                                    | 1,675                | 1,675         |
| United States                | 2,216,694            | 2,216,694        | Hawaii                                     | 3,360                | 3,360         |
|                              |                      |                  | Maine                                      | 38,688               | 38,688        |
| <b>RICE</b>                  |                      |                  | Minnesota                                  | 660,837              | 633,323       |
| California                   | 158,104              | 158,104          | North Dakota                               | 174,691              | 174,681       |
| Louisiana                    | 16,486               | 16,486           | Washington                                 | 81,058               | 81,058        |
| Texas                        | 36,336               | 36,336           | Other States                               | 1,954,035            | 1,869,289     |
| Other States                 | <u>545,337</u>       | <u>545,337</u>   | Foreign <sup>3</sup>                       | <u>12,897</u>        | <u>12,897</u> |
| United States                | 756,262              | 756,262          | United States                              | 3,016,585            | 2,904,315     |
|                              |                      |                  | <b>TOTAL FARM PRODUCTS MARKETED</b>        |                      |               |
| <b>SUGAR</b>                 |                      |                  | Alabama                                    | 674,329              | 671,322       |
| Idaho                        | 469,994              | 468,183          | Alaska                                     | 10,920               | 10,920        |
| Louisiana                    | 350,749              | 350,749          | Arizona                                    | 620,239              | 570,243       |
| Michigan                     | 127,072              | 119,827          | Arkansas                                   | 1,188,326            | 1,171,582     |
| Minnesota                    | 723,533              | 682,784          | California                                 | 7,165,107            | 6,820,571     |
| Montana                      | 56,293               | 56,293           | Colorado                                   | 644,612              | 592,294       |
| Wyoming                      | 34,090               | 34,090           | Florida                                    | 2,200,376            | 2,054,252     |
| Other States                 | 972,483              | 931,734          | Georgia                                    | 1,272,542            | 1,228,963     |
| Foreign <sup>3</sup>         | <u>4,015</u>         | <u>4,015</u>     | Hawaii                                     | 22,157               | 22,157        |
| United States                | 2,738,229            | 2,647,675        | Idaho                                      | 1,208,367            | 1,177,680     |
|                              |                      |                  | Illinois                                   | 4,063,825            | 3,535,166     |
| <b>TOBACCO</b>               |                      |                  | Indiana                                    | 1,136,058            | 998,565       |
| Kentucky                     | 80,466               | 80,466           | Iowa                                       | 7,455,890            | 6,538,385     |
| North Carolina               | 311,743              | 311,743          | Kansas                                     | 4,266,349            | 3,637,478     |
| Tennessee                    | 40,850               | 40,850           | Kentucky                                   | 289,194              | 287,259       |
| Virginia                     | 5,088                | 5,088            | Louisiana                                  | 662,293              | 604,334       |
| Other States                 | <u>2,612</u>         | <u>2,612</u>     | Maine                                      | 115,672              | 113,125       |
| United States                | 440,759              | 440,759          | Maryland                                   | 249,733              | 167,716       |
|                              |                      |                  | Massachusetts                              | 566,967              | 563,998       |
| <b>WOOL AND MOHAIR</b>       |                      |                  | Michigan                                   | 1,946,946            | 1,758,484     |
| Idaho                        | 6                    | 6                | Minnesota                                  | 8,516,887            | 7,398,751     |
| Montana                      | 205                  | 205              |  |                      |               |
| North Dakota                 | 25                   | 25               |  |                      |               |

Continued

Table 11— Cooperatives' gross and net business volumes,<sup>1</sup> by commodity and State, 2001<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>TOTAL FARM PRODUCTS MARKETED (Continued)</b> |                 |            | <b>CROP PROTECTANTS (Continued)</b> |                 |           |
| Mississippi                                     | 769,935         | 765,735    | Mississippi                         | 34,877          | 29,650    |
| Missouri  | 3,908,593       | 3,216,905  | Missouri                            | 108,256         | 73,343    |
| Montana   | 433,399         | 321,170    | Montana                             | 37,243          | 30,028    |
| Nebraska  | 4,092,744       | 3,394,554  | Nebraska                            | 221,774         | 187,444   |
| New Jersey                                      | 285,554         | 283,026    | New York                            | 31,514          | 31,514    |
| New Mexico                                      | 508,636         | 484,711    | North Dakota                        | 142,290         | 118,470   |
| New York  | 2,613,995       | 2,009,868  | Ohio                                | 108,359         | 108,252   |
| North Carolina                                  | 695,946         | 657,389    | Oklahoma                            | 21,402          | 20,300    |
| North Dakota                                    | 2,806,299       | 2,390,456  | Oregon                              | 62,697          | 56,689    |
| Ohio  | 2,098,069       | 2,049,846  | Pennsylvania                        | 30,874          | 30,874    |
| Oklahoma  | 1,360,265       | 1,196,664  | South Dakota                        | 150,699         | 126,837   |
| Oregon  | 1,299,263       | 1,151,134  | Tennessee                           | 114,302         | 68,244    |
| Pennsylvania                                    | 1,033,950       | 887,236    | Texas                               | 56,068          | 52,810    |
| South Carolina                                  | 113,271         | 105,679    | Utah                                | 7,228           | 7,225     |
| South Dakota                                    | 1,965,594       | 1,749,427  | Virginia                            | 34,417          | 29,317    |
| Tennessee                                       | 147,113         | 136,283    | Washington                          | 88,631          | 78,642    |
| Texas   | 3,626,316       | 3,153,075  | West Virginia                       | 4,190           | 3,889     |
| Utah  | 279,044         | 252,515    | Wisconsin                           | 158,646         | 121,419   |
| Vermont   | 472,310         | 451,172    | Wyoming                             | 3,566           | 3,540     |
| Virginia  | 216,259         | 176,487    | Other States                        | 109,778         | 100,784   |
| Washington                                      | 2,700,130       | 2,616,957  | Foreign <sup>3</sup>                | 22,724          | 773       |
| West Virginia                                   | 18,269          | 14,101     | United States                       | 3,643,793       | 2,956,777 |
| Wisconsin                                       | 7,420,495       | 6,997,237  |                                     |                 |           |
| Wyoming   | 66,355          | 65,871     | <b>FEED</b>                         |                 |           |
| Other States                                    | 308,182         | 248,165    | Alabama                             | 53,795          | 36,923    |
| Foreign <sup>3</sup>                            | 436,959         | 342,902    | Arkansas                            | 78,979          | 75,136    |
| United States                                   | 83,953,737      | 75,041,810 | California                          | 130,943         | 79,199    |
|   |                 |            | Colorado                            | 44,267          | 42,708    |
| <b>FARM SUPPLIES PROVIDED:</b>                  |                 |            | Florida                             | 35,256          | 32,450    |
| <b>CROP PROTECTANTS</b>                         |                 |            | Georgia                             | 34,127          | 26,944    |
| Alabama   | 59,766          | 36,485     | Idaho                               | 44,996          | 13,655    |
| Arkansas  | 103,952         | 84,066     | Illinois                            | 223,267         | 200,017   |
| California                                      | 24,356          | 24,290     | Indiana                             | 77,020          | 74,670    |
| Colorado  | 44,353          | 39,929     | Iowa                                | 986,477         | 672,798   |
| Florida   | 18,167          | 15,412     | Kansas                              | 163,094         | 141,895   |
| Georgia   | 175,536         | 168,035    | Kentucky                            | 67,689          | 56,758    |
| Idaho   | 23,934          | 16,718     | Louisiana                           | 26,117          | 23,878    |
| Illinois  | 447,644         | 280,401    | Maryland                            | 43,851          | 38,343    |
| Indiana   | 166,312         | 158,549    | Massachusetts                       | 19,521          | 19,043    |
| Iowa  | 438,131         | 343,147    | Michigan                            | 64,858          | 63,485    |
| Kansas  | 131,654         | 115,542    | Minnesota                           | 577,919         | 395,504   |
| Kentucky  | 59,864          | 53,145     | Mississippi                         | 42,192          | 40,008    |
| Louisiana                                       | 26,680          | 22,215     | Missouri                            | 181,308         | 141,326   |
| Maryland  | 20,094          | 18,820     | Montana                             | 20,543          | 15,256    |
| Massachusetts                                   | 2,295           | 2,295      | Nebraska                            | 197,979         | 135,198   |
| Michigan  | 44,913          | 44,090     | New York                            | 123,633         | 111,897   |
| Minnesota                                       | 306,607         | 253,592    |                                     |                 |           |

Continued

Table 11— **Cooperatives' gross and net business volumes,<sup>1</sup> by commodity and State, 2001<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 (Continued)</b> |                 |               | <b>FERTILIZER (Continued)</b> |                 |               |
| North Dakota            | 60,037          | 47,790        | Tennessee                     | 203,751         | 132,963       |
| Ohio                    | 108,518         | 107,814       | Texas                         | 168,778         | 110,768       |
| Oklahoma                | 52,335          | 48,188        | Utah                          | 28,829          | 28,361        |
| Oregon                  | 164,685         | 46,514        | Virginia                      | 92,329          | 86,322        |
| Pennsylvania            | 102,618         | 99,833        | Washington                    | 114,810         | 98,677        |
| South Dakota            | 213,815         | 176,332       | West Virginia                 | 12,040          | 9,972         |
| Tennessee               | 185,908         | 115,269       | Wisconsin                     | 290,621         | 179,655       |
| Texas                   | 129,504         | 114,022       | Wyoming                       | 14,824          | 11,632        |
| Utah                    | 87,158          | 85,587        | Other States                  | 177,384         | 159,051       |
| Virginia                | 135,527         | 119,080       | Foreign <sup>3</sup>          | <u>264,903</u>  | <u>34,054</u> |
| Washington              | 131,195         | 33,022        | United States                 | 7,402,223       | 4,966,445     |
| West Virginia           | 22,585          | 19,014        |                               |                 |               |
| Wisconsin               | 478,171         | 287,612       | <b>PETROLEUM</b>              |                 |               |
| Wyoming                 | 4,979           | 4,893         | Alabama                       | 14,779          | 13,777        |
| Other States            | 268,225         | 205,367       | Arkansas                      | 99,725          | 85,500        |
| Foreign <sup>3</sup>    | <u>102,859</u>  | <u>50,859</u> | California                    | 9,734           | 7,560         |
| United States           | 5,485,950       | 3,998,286     | Colorado                      | 349,019         | 236,106       |
|                         |                 |               | Florida                       | 12,194          | 12,036        |
| <b>FERTILIZER</b>       |                 |               | Georgia                       | 135,728         | 44,208        |
| Alabama                 | 146,835         | 100,409       | Idaho                         | 207,681         | 111,750       |
| Arkansas                | 121,727         | 100,225       | Illinois                      | 1,127,651       | 653,260       |
| California              | 130,164         | 121,452       | Indiana                       | 775,309         | 416,457       |
| Colorado                | 105,689         | 89,919        | Iowa                          | 1,202,465       | 652,668       |
| Florida                 | 125,741         | 50,844        | Kansas                        | 1,869,732       | 378,741       |
| Georgia                 | 106,716         | 92,571        | Kentucky                      | 137,057         | 100,598       |
| Idaho                   | 60,292          | 42,495        | Louisiana                     | 15,054          | 13,566        |
| Illinois                | 796,161         | 434,294       | Maryland                      | 122,064         | 105,548       |
| Indiana                 | 319,301         | 244,758       | Massachusetts                 | 17,884          | 17,884        |
| Iowa                    | 827,502         | 506,196       | Michigan                      | 208,373         | 118,732       |
| Kansas                  | 328,828         | 273,530       | Minnesota                     | 1,169,590       | 799,583       |
| Kentucky                | 117,347         | 108,904       | Mississippi                   | 27,657          | 23,420        |
| Louisiana               | 28,222          | 24,995        | Missouri                      | 669,054         | 524,155       |
| Maryland                | 35,087          | 32,623        | Montana                       | 322,301         | 221,951       |
| Massachusetts           | 3,611           | 3,611         | Nebraska                      | 593,957         | 422,606       |
| Michigan                | 68,607          | 65,220        | New York                      | 286,357         | 278,682       |
| Minnesota               | 610,541         | 370,641       | North Dakota                  | 503,416         | 348,491       |
| Mississippi             | 65,662          | 57,166        | Ohio                          | 192,963         | 151,370       |
| Missouri                | 358,399         | 234,510       | Oklahoma                      | 280,416         | 136,884       |
| Montana                 | 82,323          | 56,883        | Oregon                        | 256,133         | 173,895       |
| Nebraska                | 430,809         | 314,597       | Pennsylvania                  | 263,543         | 259,501       |
| New York                | 56,686          | 51,196        | South Dakota                  | 421,177         | 300,846       |
| North Dakota            | 345,761         | 186,996       | Tennessee                     | 267,509         | 116,570       |
| Ohio                    | 238,097         | 173,644       | Texas                         | 223,943         | 144,541       |
| Oklahoma                | 116,645         | 79,236        | Utah                          | 128,602         | 41,936        |
| Oregon                  | 110,997         | 90,567        | Virginia                      | 355,472         | 231,691       |
| Pennsylvania            | 42,363          | 42,246        |                               |                 |               |
| South Dakota            | 253,841         | 165,263       |                               |                 |               |

Continued

Table 11— Cooperatives' gross and net business volumes,<sup>1</sup> by commodity and State, 2001<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>PETROLEUM (Continued)</b> |                 |           | <b>SEED (Continued)</b>                   |                 |           |
| Washington                   | 300,440         | 210,428   | Wyoming                                   | 664             | 664       |
| West Virginia                | 33,005          | 29,081    | Other States                              | 50,381          | 46,473    |
| Wisconsin                    | 881,946         | 678,907   | Foreign <sup>3</sup>                      | 6,507           | 638       |
| Wyoming                      | 185,567         | 119,185   | United States                             | 1,520,107       | 1,051,064 |
| Other States                 | 212,942         | 200,466   |   |                 |           |
| Foreign <sup>3</sup>         | 204,407         | 63,174    |   |                 |           |
| United States                | 14,084,842      | 8,445,751 |   |                 |           |
| <b>SEED</b>                  |                 |           | <b>MISCELLANEOUS SUPPLIES<sup>6</sup></b> |                 |           |
| Alabama                      | 63,941          | 24,224    | Alabama                                   | 84,861          | 46,835    |
| Arkansas                     | 33,664          | 33,037    | Arkansas                                  | 72,830          | 70,452    |
| California                   | 22,940          | 22,940    | California                                | 125,648         | 88,092    |
| Colorado                     | 4,928           | 4,928     | Colorado                                  | 91,916          | 74,050    |
| Florida                      | 6,822           | 4,571     | Florida                                   | 178,793         | 174,412   |
| Georgia                      | 11,440          | 10,332    | Georgia                                   | 32,260          | 25,011    |
| Idaho                        | 36,978          | 8,392     | Idaho                                     | 39,778          | 36,650    |
| Illinois                     | 121,385         | 83,239    | Illinois                                  | 151,595         | 98,898    |
| Indiana                      | 45,446          | 29,553    | Indiana                                   | 92,060          | 76,420    |
| Iowa                         | 174,234         | 95,530    | Iowa                                      | 199,655         | 145,261   |
| Kansas                       | 20,970          | 20,970    | Kansas                                    | 113,123         | 81,290    |
| Kentucky                     | 36,123          | 33,325    | Kentucky                                  | 71,601          | 62,114    |
| Louisiana                    | 10,751          | 10,577    | Louisiana                                 | 22,761          | 21,619    |
| Maryland                     | 12,630          | 11,634    | Maryland                                  | 35,910          | 33,375    |
| Massachusetts                | 2,685           | 2,542     | Massachusetts                             | 21,282          | 19,941    |
| Michigan                     | 16,447          | 16,447    | Michigan                                  | 67,502          | 61,400    |
| Minnesota                    | 111,375         | 79,614    | Minnesota                                 | 265,676         | 233,734   |
| Mississippi                  | 21,384          | 20,987    | Mississippi                               | 43,416          | 41,721    |
| Missouri                     | 174,621         | 57,289    | Missouri                                  | 198,215         | 151,012   |
| Montana                      | 24,069          | 17,715    | Montana                                   | 51,357          | 48,918    |
| Nebraska                     | 48,568          | 39,039    | Nebraska                                  | 105,393         | 86,622    |
| New York                     | 21,416          | 21,019    | New York                                  | 126,355         | 121,990   |
| North Dakota                 | 40,669          | 31,141    | North Dakota                              | 129,255         | 121,560   |
| Ohio                         | 38,061          | 38,035    | Ohio                                      | 75,787          | 67,053    |
| Oklahoma                     | 6,336           | 6,336     | Oklahoma                                  | 41,259          | 31,305    |
| Oregon                       | 21,637          | 21,637    | Oregon                                    | 129,011         | 125,825   |
| Pennsylvania                 | 20,137          | 19,754    | Pennsylvania                              | 97,879          | 94,930    |
| South Dakota                 | 57,494          | 47,429    | South Dakota                              | 91,497          | 80,323    |
| Tennessee                    | 79,410          | 51,839    | Tennessee                                 | 271,063         | 155,414   |
| Texas                        | 20,892          | 20,891    | Texas                                     | 86,971          | 67,911    |
| Utah                         | 2,369           | 2,366     | Utah                                      | 46,799          | 44,251    |
| Virginia                     | 30,710          | 28,589    | Virginia                                  | 169,344         | 148,984   |
| Washington                   | 28,906          | 25,730    | Washington                                | 129,004         | 99,875    |
| West Virginia                | 5,996           | 5,494     | West Virginia                             | 17,178          | 17,178    |
| Wisconsin                    | 87,120          | 55,601    | Wisconsin                                 | 254,636         | 246,484   |
|                              |                 |           | Wyoming                                   | 36,914          | 33,696    |
|                              |                 |           | Other States                              | 220,794         | 196,032   |
|                              |                 |           | Foreign <sup>3</sup>                      | 15,012          | 7,265     |
|                              |                 |           | United States                             | 4,004,391       | 3,337,902 |

Continued

Table 11— Cooperatives' gross and net business volumes,<sup>1</sup> by commodity and State, 2001<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>TOTAL FARM SUPPLIES</b>           |                 |            | <b>SERVICES PROVIDED<sup>7</sup> (Continued)</b> |                 |           |
| Alabama                              | 423,977         | 258,654    | California                                       | 408,582         | 408,582   |
| Arkansas                             | 510,876         | 448,416    | Georgia  | 80,891          | 80,891    |
| California                           | 443,786         | 343,533    | Hawaii   | 3,432           | 3,432     |
| Colorado                             | 640,173         | 487,639    | Illinois   | 185,108         | 185,108   |
| Florida                              | 376,973         | 289,725    | Louisiana  | 14,519          | 14,519    |
| Georgia                              | 495,806         | 367,100    | Michigan   | 70,263          | 70,263    |
| Idaho                                | 413,658         | 229,661    | Minnesota  | 364,313         | 364,313   |
| Illinois                             | 2,867,703       | 1,750,110  | Mississippi                                      | 77,051          | 77,051    |
| Indiana                              | 1,475,447       | 1,000,408  | New Mexico                                       | 10,097          | 10,097    |
| Iowa                                 | 3,828,464       | 2,415,600  | New York   | 199,625         | 199,625   |
| Kansas                               | 2,627,401       | 1,011,968  | North Carolina                                   | 18,506          | 18,506    |
| Kentucky                             | 489,681         | 414,844    | North Dakota                                     | 47,267          | 47,267    |
| Louisiana                            | 129,585         | 116,850    | Ohio   | 96,000          | 96,000    |
| Maryland                             | 269,636         | 240,343    | Oklahoma   | 43,186          | 43,186    |
| Massachusetts                        | 67,278          | 65,316     | Pennsylvania                                     | 6,356           | 6,356     |
| Michigan                             | 470,699         | 369,374    | Texas  | 212,443         | 212,443   |
| Minnesota                            | 3,041,706       | 2,132,668  | Virginia   | 26,311          | 26,311    |
| Mississippi                          | 235,188         | 212,951    | Washington                                       | 167,780         | 167,780   |
| Missouri                             | 1,689,853       | 1,182,174  | Wisconsin  | 171,517         | 171,517   |
| Montana                              | 537,837         | 390,751    | Other States                                     | 1,180,837       | 1,180,837 |
| Nebraska                             | 1,598,479       | 1,185,506  | United States                                    | 3,470,717       | 3,470,717 |
| New York                             | 645,961         | 616,298    |  |                 |           |
| North Dakota                         | 1,221,429       | 854,449    | <b>TOTAL</b>                                     |                 |           |
| Ohio                                 | 761,786         | 646,168    | Alabama  | 1,118,120       | 949,788   |
| Oklahoma                             | 518,392         | 322,249    | Alaska   | 58,209          | 43,561    |
| Oregon                               | 745,160         | 515,128    | Arizona  | 665,398         | 607,896   |
| Pennsylvania                         | 557,414         | 547,138    | Arkansas   | 1,750,060       | 1,670,856 |
| South Dakota                         | 1,188,524       | 897,031    | California                                       | 8,017,475       | 7,572,686 |
| Tennessee                            | 1,121,944       | 640,300    | Colorado   | 1,323,484       | 1,118,632 |
| Texas                                | 686,155         | 510,943    | Connecticut                                      | 266,362         | 214,144   |
| Utah                                 | 300,985         | 209,726    | Delaware   | 117,725         | 103,958   |
| Virginia                             | 817,799         | 643,983    | Florida  | 2,646,906       | 2,413,535 |
| Washington                           | 792,985         | 546,373    | Georgia  | 1,849,239       | 1,676,955 |
| West Virginia                        | 94,995          | 84,629     | Hawaii   | 48,951          | 28,829    |
| Wisconsin                            | 2,151,141       | 1,569,677  | Idaho  | 1,637,072       | 1,422,387 |
| Wyoming                              | 246,514         | 173,610    | Illinois   | 7,116,637       | 5,470,384 |
| Other States                         | 1,039,503       | 908,171    | Indiana  | 2,683,166       | 2,070,633 |
| Foreign <sup>3</sup>                 | 616,412         | 156,761    | Iowa   | 11,562,600      | 9,232,231 |
| United States                        | 36,141,305      | 24,756,224 | Kansas   | 7,038,751       | 4,794,447 |
|                                      |                 |            | Kentucky   | 784,605         | 707,833   |
| <b>SERVICES PROVIDED<sup>7</sup></b> |                 |            | Louisiana  | 806,397         | 735,703   |
| Alabama                              | 19,813          | 19,813     | Kentucky   | 784,605         | 707,833   |
| Arizona                              | 15,964          | 15,964     | Louisiana  | 806,397         | 735,703   |
| Arkansas                             | 50,858          | 50,858     | Maine  | 228,675         | 225,165   |
|                                      |                 |            | Maryland   | 522,792         | 411,482   |

Continued



Table 11— Cooperatives' gross and net business volumes,<sup>1</sup> by commodity and State, 2001<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>TOTAL</b> (Continued) |                      |           | Pennsylvania         | 1,597,720            | 1,440,730      |
| Massachusetts            | 641,987              | 637,056   | South Carolina       | 202,769              | 185,466        |
| Michigan                 | 2,487,908            | 2,198,121 | South Dakota         | 3,207,161            | 2,699,501      |
| Minnesota                | 11,922,906           | 9,895,732 | Tennessee            | 1,301,410            | 808,937        |
| Mississippi              | 1,082,174            | 1,055,738 | Texas                | 4,524,914            | 3,876,461      |
| Missouri                 | 5,810,489            | 4,611,124 | Utah                 | 629,882              | 512,095        |
| Montana                  | 978,469              | 719,154   | Vermont              | 545,212              | 523,119        |
| Nebraska                 | 5,831,761            | 4,720,598 | Virginia             | 1,060,369            | 846,781        |
| New Jersey               | 393,966              | 388,148   | Washington           | 3,660,895            | 3,331,110      |
| New Mexico               | 535,221              | 507,304   | West Virginia        | 113,815              | 99,281         |
| New York                 | 3,459,582            | 2,825,792 | Wisconsin            | 9,743,153            | 8,738,431      |
| North Carolina           | 1,069,688            | 975,355   | Wyoming              | 314,431              | 241,042        |
| North Dakota             | 4,074,994            | 3,292,172 | Other States         | 119,135              | 110,730        |
| Ohio                     | 2,955,855            | 2,792,014 | Foreign <sup>3</sup> | <u>1,053,371</u>     | <u>499,664</u> |
| Oklahoma                 | 1,921,843            | 1,562,099 | United States        | 123,565,760          | 103,268,751    |
| Oregon                   | 2,082,055            | 1,703,893 |                      |                      |                |

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

<sup>2</sup> Gross business volume includes sales between cooperatives while net business volume excludes such sales. States listed had more than two cooperatives handling the commodity or farm supply or where disclosure was not a problem. Totals may not add due to rounding.

<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 eggs, turkeys, ratite, squab, and related products.

<sup>5</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>6</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>7</sup> Income from services related to marketing and purchasing activities not included in the volumes reported for these activities.

Table 12— **Farmer cooperatives' net income, 2001<sup>1</sup>**

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

<sup>1</sup> Adjusted for losses and before taxes. Totals may not add due to rounding.

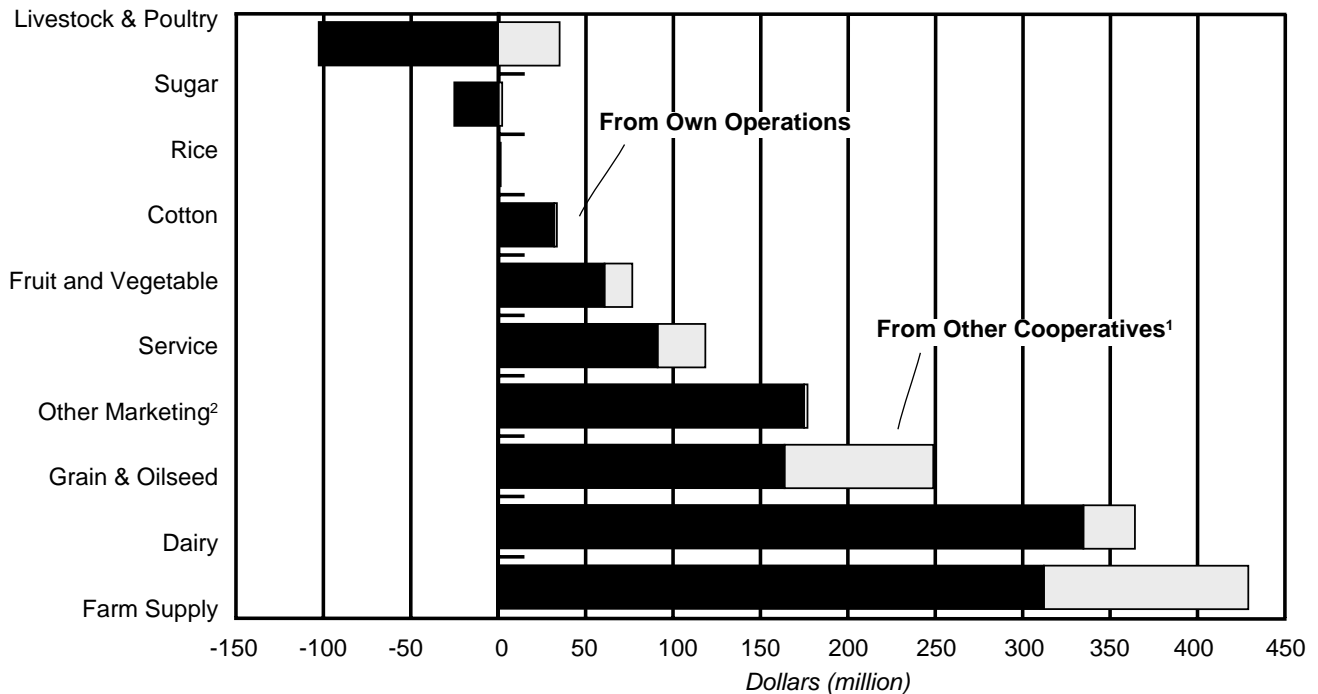
<sup>2</sup> Includes number of cooperatives operating on a strictly pooling basis, but not their pool proceeds.

<sup>3</sup> Includes patronage refunds from CoBank.

<sup>4</sup> Excludes cottonseed. Cottonseed oil is included in other marketings while cottonseed meal is included in farm supplies (feed).

<sup>5</sup> Includes dry edible beans and peas, fish, nuts, tobacco, wool, and miscellaneous products.

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



<sup>1</sup> Includes dividends and patronage refunds from other farmer cooperatives, and CoBank.

<sup>2</sup> Includes dry bean and pea, nut, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.

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

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

### Balance Sheet

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

Total liabilities of \$28.3 billion were down 3.8 percent from \$29.4 billion in 2000. Net worth, or

member and patron equity, was down to \$20.1 billion compared with \$20.3 billion in 2000. The proportion of total assets financed by member and patron equity increased from 40.8 percent to 41.6 percent.

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

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

Table 13— Combined balance sheet data for farmer cooperatives, 2001<sup>1</sup>

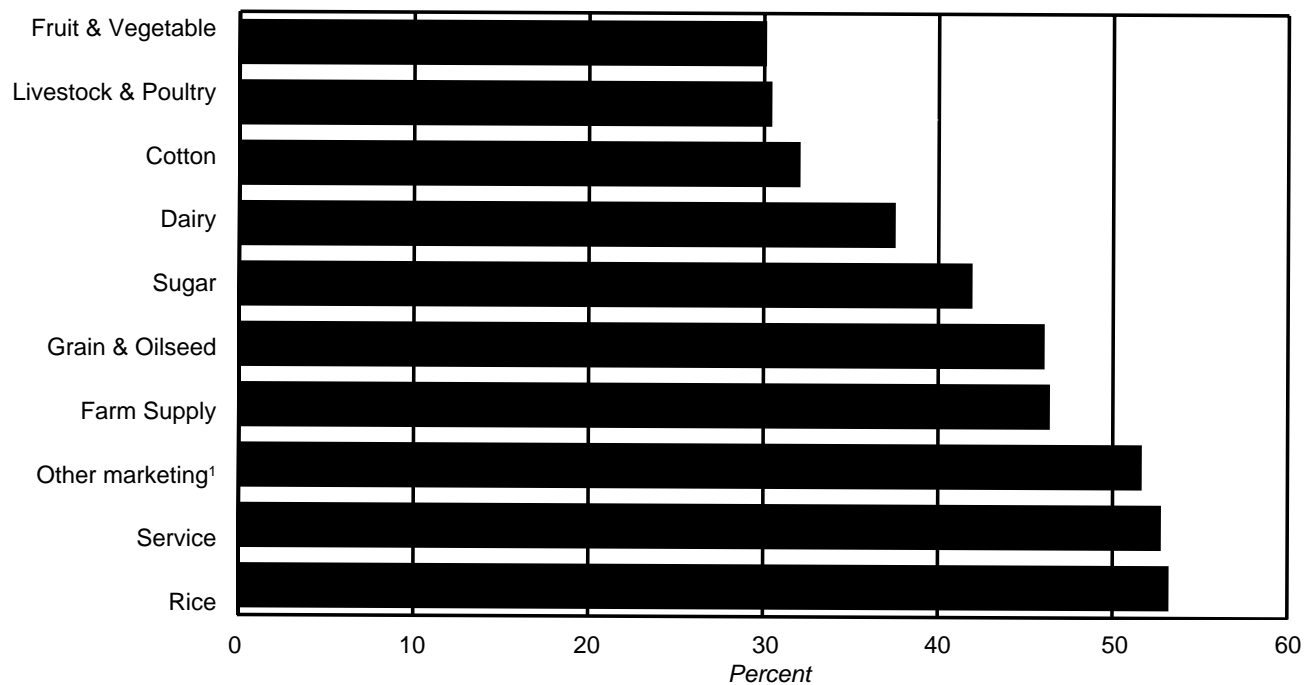
| Principal product(s) marketed and major function | Cooperatives  | Total assets           | Total liabilities | Net worth     |
|--|---------------|------------------------|-------------------|---------------|
|  | <i>Number</i> | <i>Million dollars</i> |                   |               |
| <b>Products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

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

<sup>2</sup> Excludes cottonseed. Cottonseed oil is included in other marketings while cottonseed meal is included in farm supplies (feed).

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

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



<sup>1</sup> Includes dry bean and pea, nut, tobacco, wool and mohair, fishery, and other miscellaneous marketing cooperatives.

Table 14— **Combined assets for farmer cooperatives, 2001<sup>1</sup>**

| Principal product(s) marketed and major function | Cooperatives <sup>2</sup> | Assets of own operations | Investments in other co-ops <sup>3</sup> | Total assets | Investments in other co-ops as percent of total |
|--|---------------------------|--------------------------|--|--------------|---|
|  |                           |                          |  |              | Percent   |
|  | <i>Number</i>             | <i>Million dollars</i>   |  |              |   |
| <b>Products marketed:</b>                        |                           |                          |  |              |   |
| Cotton   | 14                        | 1,011.3                  | 31.2                                     | 1,042.4      | 3.0   |
| Dairy  | 204                       | 7,870.8                  | 797.8                                    | 8,668.6      | 9.2   |
| Fruits & vegetables                              | 220                       | 4,927.0                  | 156.3                                    | 5,083.4      | 3.1   |
| Grains and oilseeds <sup>4</sup>                 | 789                       | 6,233.1                  | 1,194.2                                  | 7,427.3      | 16.1  |
| Livestock and poultry                            | 89                        | 3,839.0                  | 452.1                                    | 4,291.0      | 10.5  |
| Rice   | 15                        | 475.9                    | 15.6                                     | 491.5        | 3.2   |
| Sugar  | 48                        | 2,166.1                  | 78.2                                     | 2,244.4      | 3.5   |
| Other marketing <sup>5</sup>                     | 227                       | 2,559.1                  | 39.5                                     | 2,598.6      | 1.5   |
| <b>Total marketing</b>                           | 1,606                     | 29,082.3                 | 2,765.0                                  | 31,847.3     | 8.7   |
| <b>Total farm supplies</b>                       | 1,234                     | 13,166.1                 | 2,315.2                                  | 15,481.3     | 15.0  |
| <b>Total services</b>                            | 389                       | 1,036.7                  | 100.0                                    | 1,136.7      | 8.8   |
| <b>Combined total</b>                            | 3,229                     | 43,285.0                 | 5,180.2                                  | 48,465.2     | 10.7  |

<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 as indicated by business volume.

<sup>3</sup> Also includes investments in CoBank.

<sup>4</sup> Excludes cottonseed. Cottonseed oil is included in other marketing while cottonseed meal is included in farm supplies (feed).

<sup>5</sup> Includes dry edible beans and peas, fish, nuts, tobacco, wool, and miscellaneous products.

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

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

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

### **Selected Financial Ratios**

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

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

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

Tables 15 and 16 present the values of these ratios. Extreme high and low values were excluded so those used would be more representative of the cooperatives reporting. Ratios are also shown by selected asset category for those cooperatives where

sufficient information was available. These ratios offer cooperative leaders a general barometer to use in comparing their operations with others of the same type (and/or size).

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

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

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

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

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

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

Table 15— Selected financial ratios for cooperatives, 2001<sup>1</sup>

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

Continued

Table 15— Selected financial ratios for cooperatives, 2001<sup>1</sup>(continued)

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

<sup>1</sup> Based on cooperatives reporting. Excludes strictly pooling cooperatives. The same cooperatives were included in each group to calculate all five ratios. Values not representative of the group were excluded.

<sup>2</sup> Calculated by dividing net income (before taxes) by total assets.

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

<sup>4</sup> Total sales includes service receipts, other income, and patronage refunds received from other cooperatives and CoBank. The return on sales was found by dividing net income (before taxes) by total sales.

<sup>5</sup> Calculated by dividing total sales by total assets.

<sup>6</sup> The current ratio was derived by dividing current assets by current liabilities.

<sup>7</sup> Includes bargaining cooperatives.

<sup>8</sup> Excludes cottonseed.

<sup>9</sup> Includes cooperatives providing primarily services related to storage, transportation, livestock shipping, and rice drying.

Table 16—Times interest earned for cooperatives, by selected type and size, 2001<sup>1</sup>

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

<sup>1</sup> Based on cooperatives reporting. The ratio was calculated by summing net income before taxes and interest expense and dividing by interest expense for each grouping. Extreme values not representative of the group were excluded.

<sup>2</sup> Excludes cottonseed.

<sup>3</sup> Includes miscellaneous marketing and fishery cooperatives.

<sup>4</sup> Includes cooperatives providing services such as storage, transportation, and rice drying.

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

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

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



Table 17— Number of farmer cooperatives, 1992-2001

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

<sup>1</sup>Prior to 1992, see Cooperative Historical Statistics, CIR 1, Section 26, USDA, Revised April 1998.

### III—COOPERATIVE TRENDS, 1992-2001

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

#### Number of Cooperatives

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

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

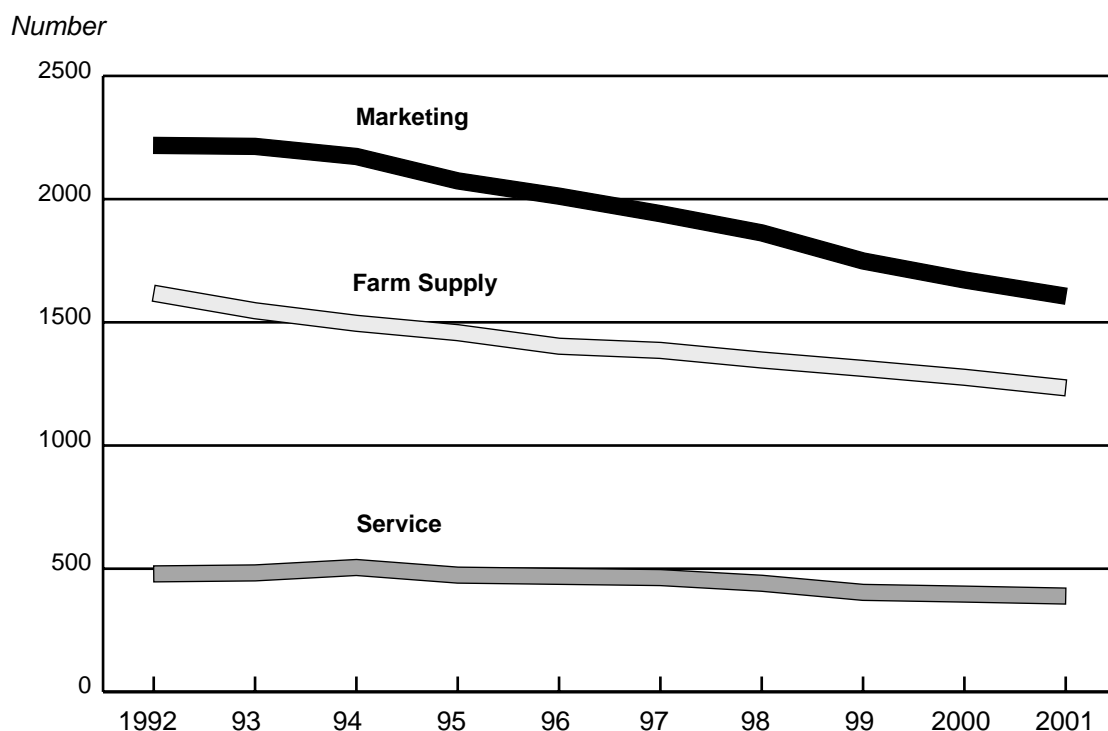
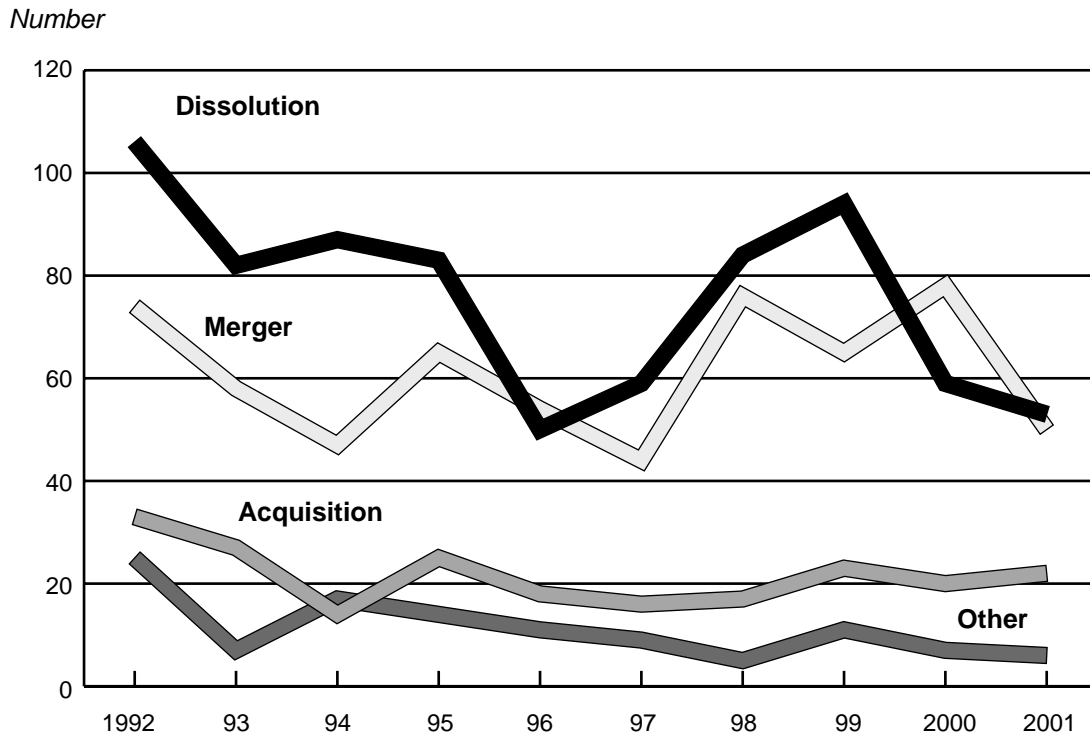


Figure 13— **Cooperatives Removed from RBS' List, 1992-2001**



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

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

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

### **Grain and Farm Supply Branches**

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

Larger cooperatives, particularly those handling farm supplies accounted for most branches. Of

those with assets of \$25 million or more in 2001, 103 farm supply cooperatives had an estimated 1,856 branches and 64 grain cooperatives had 708 branches.

### **Memberships**

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

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

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

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

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

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

## Employees

The number of full-time employees working in marketing and related-service cooperatives

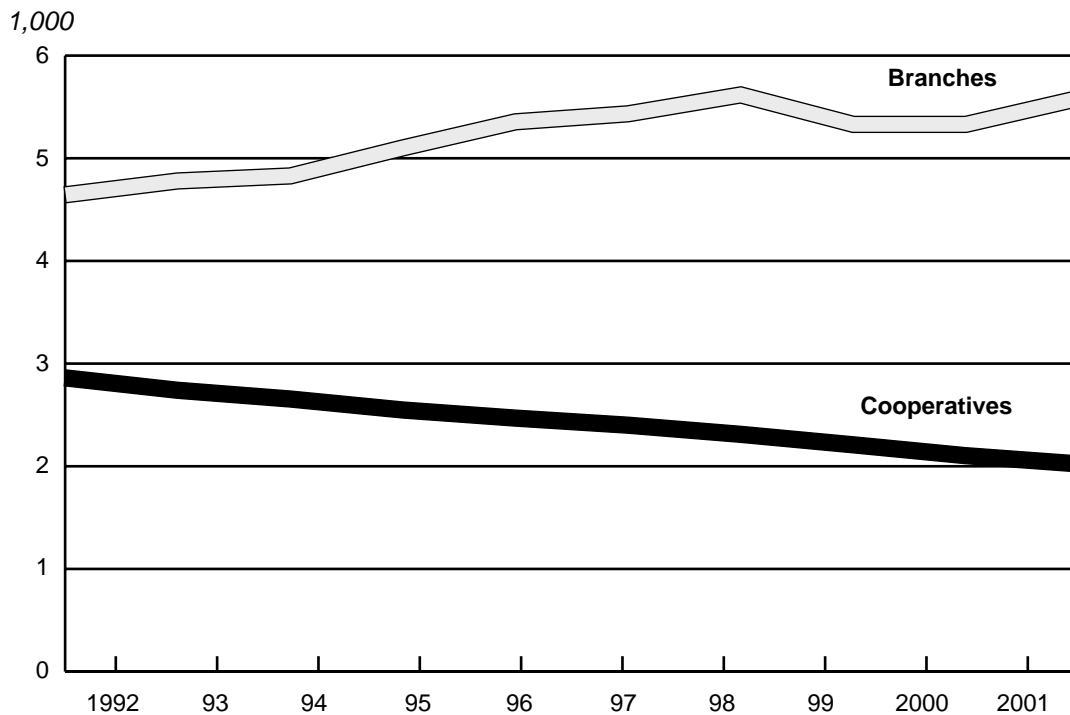
declined between 1996-2001. Farmer cooperatives had an estimated 165,666 full-time employees in 2001, down from 176,665 in 2000 (table 20) and the lowest since 1997 (172,199).

## Business Volume

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

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

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



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

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

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

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

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

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

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

<sup>1</sup> Prior to 1992, see Cooperative Historical Statistics, CIR 1, Section 26, USDA, Revised April 1998.

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

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

### Net Income

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

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

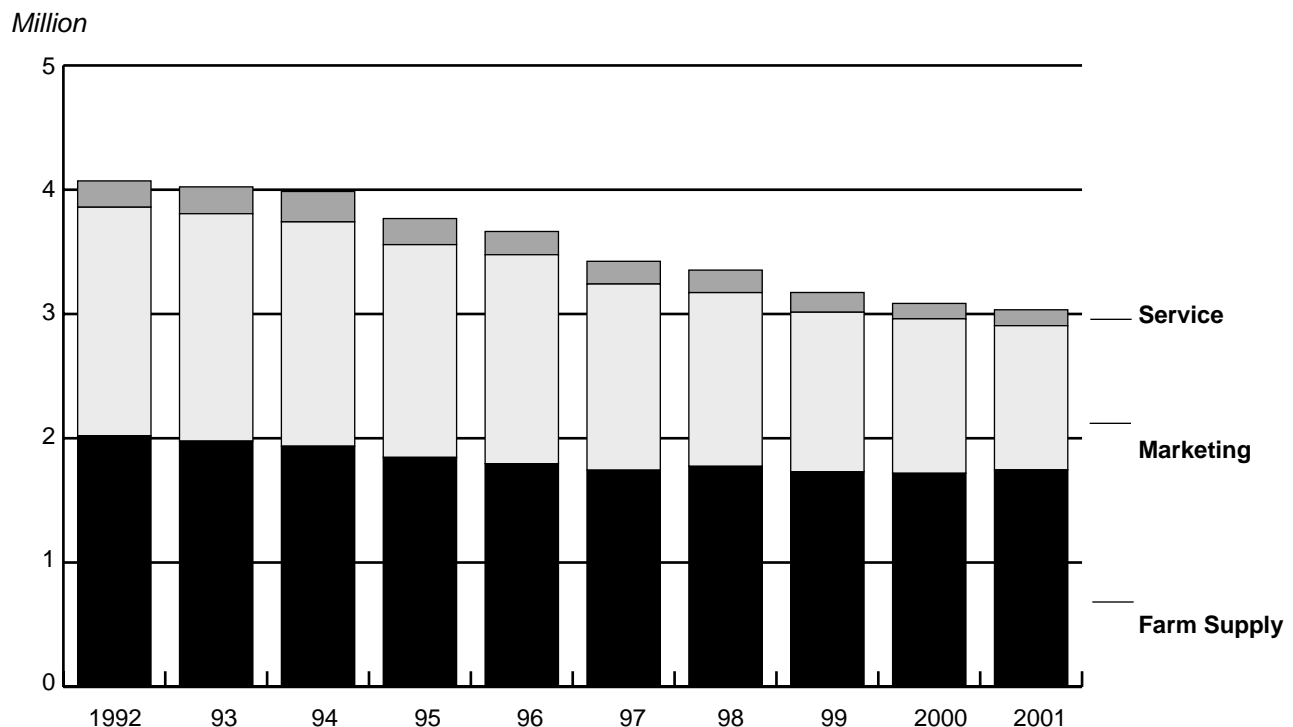


Table 20— **Cooperatives' number of full-time employees, 1996-2001**

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

### Balance Sheet

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

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

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

### IV—OTHER SERVICE COOPERATIVES

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

#### Farm Credit System

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

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

Table 21— **Cooperatives' net business volume, 1992 and 2001<sup>1</sup>**

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

<sup>1</sup> Excludes inter-cooperative 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.

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

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

PCAs provide farmers and ranchers with short- and intermediate-term loans for various purposes, such as operating expenses, farm equipment and

livestock purchases, and farm buildings and other capital improvements. Of the 15 PCAs, 8 were located in the FCB of Wichita and 4 in the AgriBank, FCB District.

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

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

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

### Rural Electric Cooperatives

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

### Rural Credit Unions

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

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

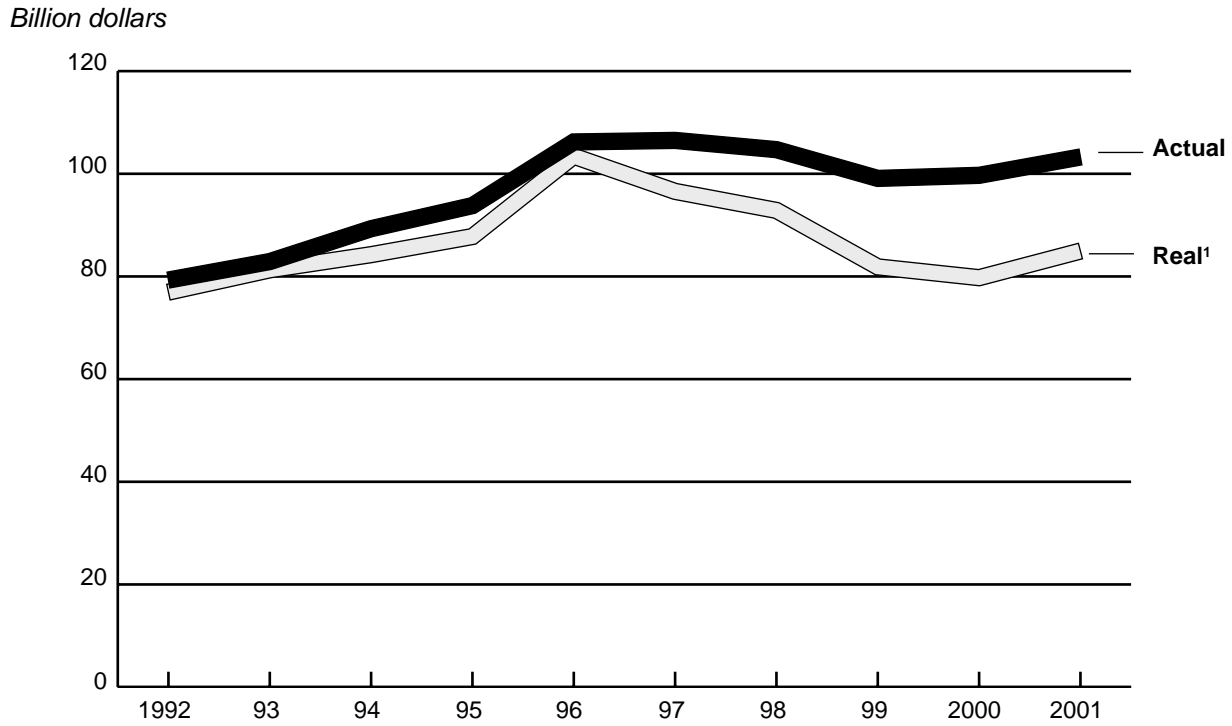


Figure 17— **Cooperatives' Net Sales of Selected Commodities, 1992-2001**

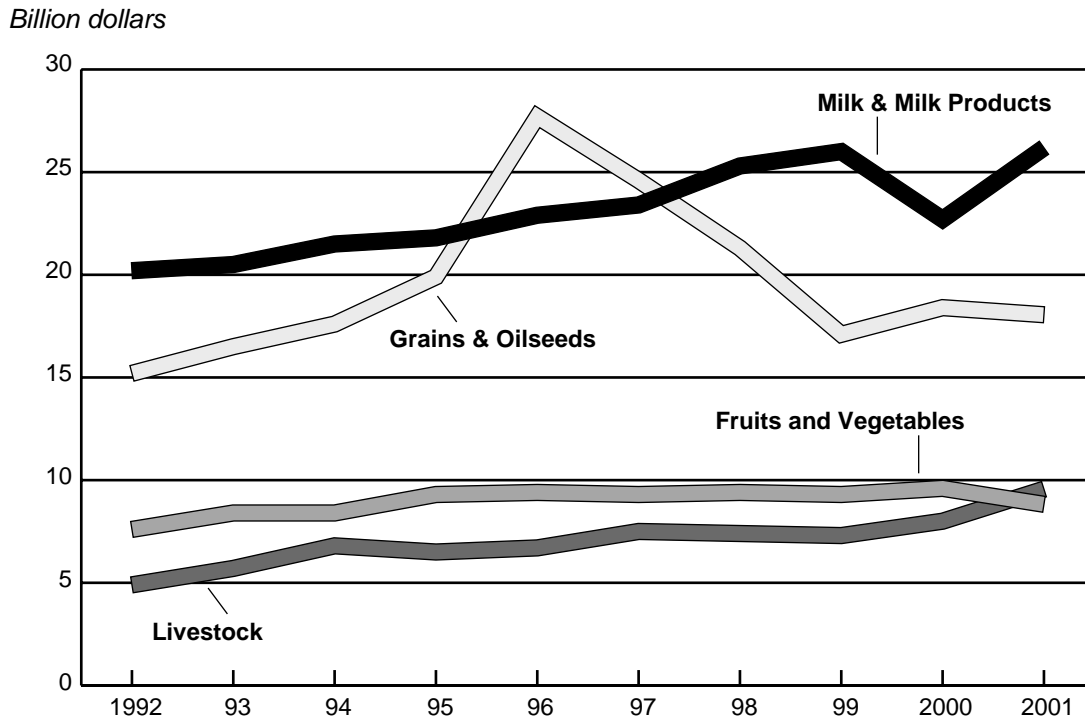
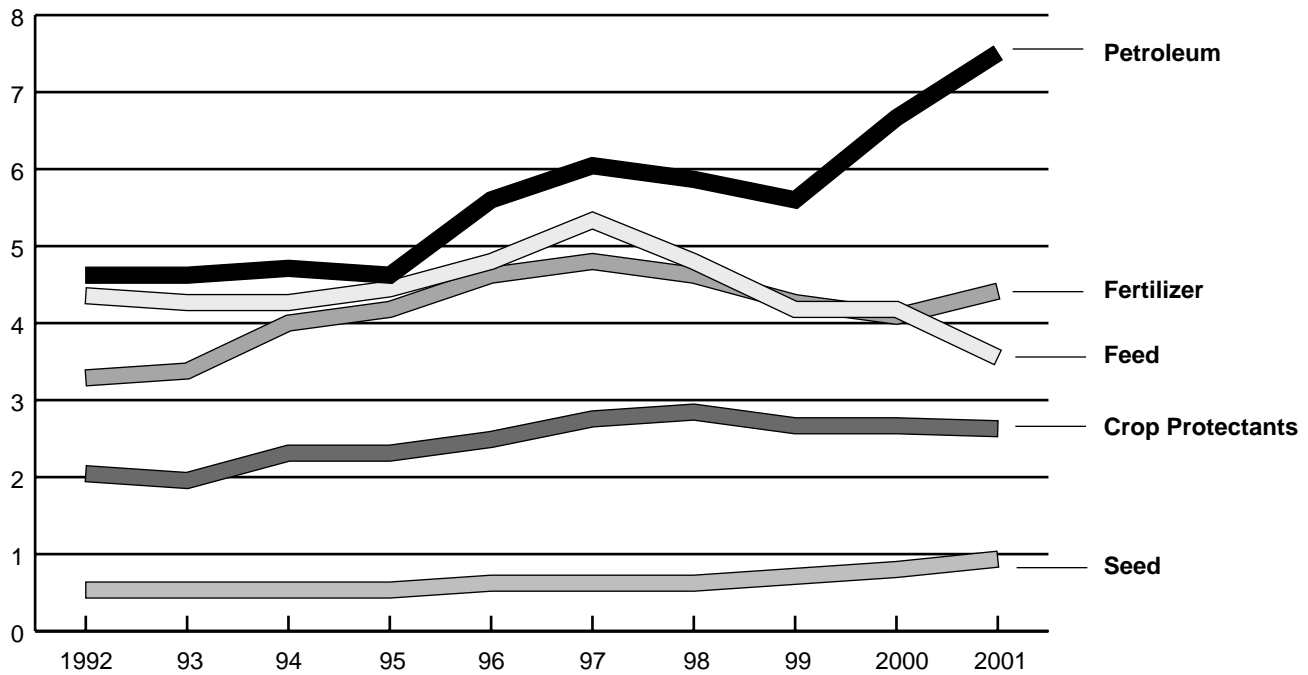




Figure 18— Cooperatives' Net Sales of Selected Farm Supplies, 1992-2001

Billion dollars



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

### Dairy Herd Improvement Associations

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

Table 22— **Cooperatives' gross and net business volumes, 1992–2001<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>3</sup> | Total |
| <i>Billion dollars</i> |               |               |                       |       |               |               |                       |       |
| 1992                   | 63.8          | 27.0          | 2.6                   | 93.4  | 58.2          | 18.5          | 2.6                   | 79.3  |
| 1993                   | 66.8          | 28.2          | 2.7                   | 97.7  | 60.9          | 19.2          | 2.7                   | 82.9  |
| 1994                   | 72.1          | 30.4          | 3.0                   | 105.5 | 65.5          | 20.8          | 3.0                   | 89.3  |
| 1995                   | 77.9          | 31.0          | 3.3                   | 112.2 | 69.3          | 21.2          | 3.3                   | 93.8  |
| 1996                   | 90.3          | 34.7          | 3.1                   | 128.1 | 79.4          | 23.7          | 3.1                   | 106.2 |
| 1997                   | 85.9          | 37.1          | 3.6                   | 126.7 | 77.8          | 25.2          | 3.6                   | 106.7 |
| 1998                   | 84.5          | 33.0          | 3.5                   | 121.0 | 76.6          | 24.6          | 3.5                   | 104.7 |
| 1999                   | 80.5          | 30.9          | 3.9                   | 115.3 | 72.0          | 23.2          | 3.9                   | 99.1  |
| 2000                   | 80.4          | 36.8          | 3.5                   | 120.7 | 72.1          | 24.1          | 3.5                   | 99.7  |
| 2001                   | 84.0          | 36.1          | 3.5                   | 123.6 | 75.0          | 24.8          | 3.5                   | 103.3 |
| <i>Percent</i>         |               |               |                       |       |               |               |                       |       |
| 1992                   | 68.3          | 28.9          | 2.8                   | 100   | 73.4          | 23.4          | 3.2                   | 100   |
| 1993                   | 68.4          | 28.8          | 2.8                   | 100   | 73.5          | 23.2          | 3.3                   | 100   |
| 1994                   | 68.4          | 28.8          | 2.8                   | 100   | 73.4          | 23.3          | 3.3                   | 100   |
| 1995                   | 69.5          | 27.6          | 2.9                   | 100   | 73.9          | 22.6          | 3.5                   | 100   |
| 1996                   | 70.5          | 27.1          | 2.4                   | 100   | 74.8          | 22.3          | 2.9                   | 100   |
| 1997                   | 67.8          | 29.3          | 2.9                   | 100   | 72.9          | 23.7          | 3.4                   | 100   |
| 1998                   | 69.9          | 27.2          | 2.9                   | 100   | 73.2          | 23.5          | 3.3                   | 100   |
| 1999                   | 69.8          | 26.8          | 3.4                   | 100   | 72.7          | 23.4          | 3.9                   | 100   |
| 2000                   | 66.6          | 30.5          | 2.9                   | 100   | 72.3          | 24.2          | 3.5                   | 100   |
| 2001                   | 67.9          | 29.3          | 2.8                   | 100   | 72.7          | 24.0          | 3.4                   | 100   |

<sup>1</sup> Gross includes and net excludes inter-cooperative business. Totals may not add due to rounding.

<sup>2</sup> Prior to 1992, see *Cooperative Historical Statistics*, CIR 1, Section 26, USDA, Revised April 1998. Data for prior years are not entirely comparable due to revisions in statistical procedures.

<sup>3</sup> Services related to marketing or supply purchasing, but not included in the volumes reported for these activities.

Table 23— **Net income of farmer cooperatives, 1992–2001<sup>1</sup>**

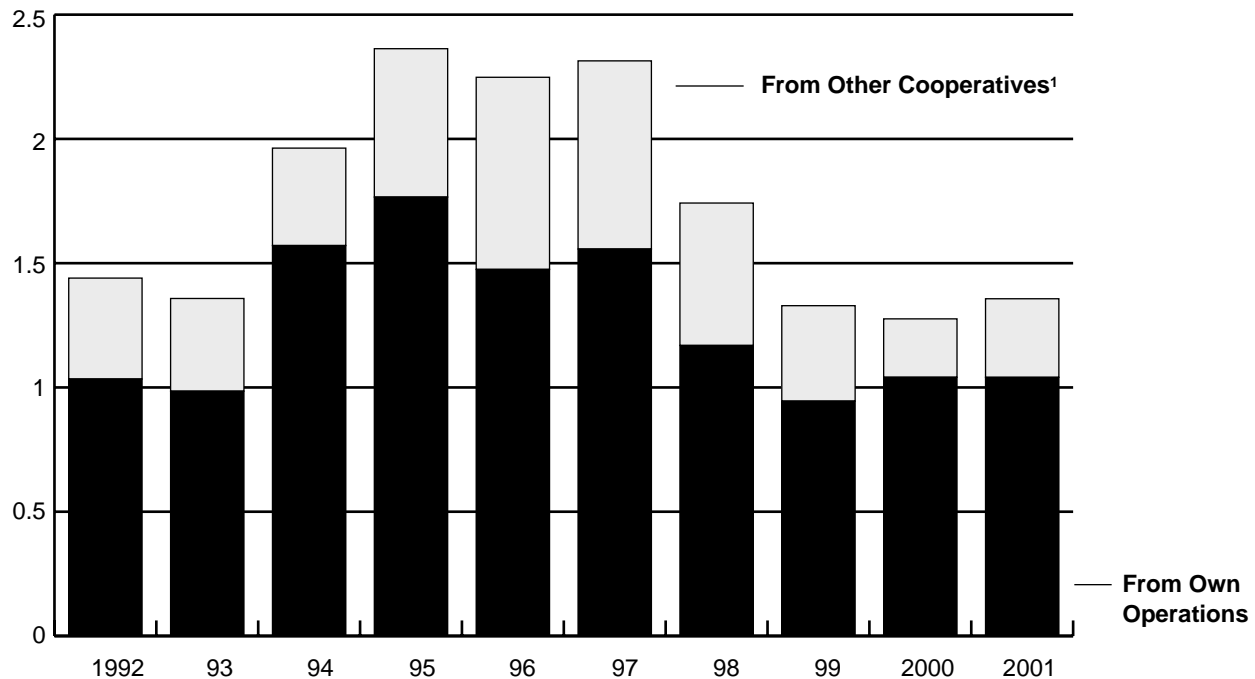
| Year                   | From own operations | From other cooperatives <sup>2</sup> | Total |
|------------------------|---------------------|--------------------------------------|-------|
| <i>Million dollars</i> |                     |                                      |       |
| 1992      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

<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, CoBank, and Banks for Cooperatives, where applicable.

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

*Billion dollars*



<sup>1</sup> Includes dividends and patronage refunds from other farmer cooperatives, CoBank, and Banks for Cooperatives.

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

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

<sup>1</sup> Includes investments in other farmer cooperatives, CoBank, and Banks for Cooperatives, where applicable.

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

*Billion dollars*

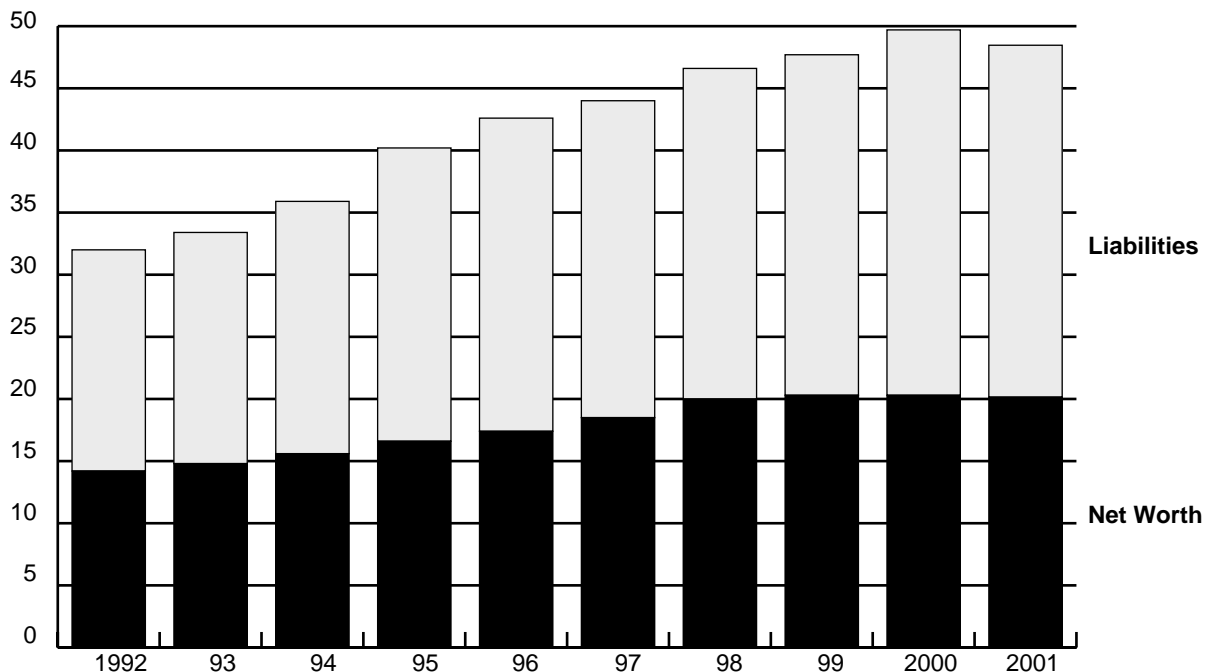


Table 25— **Farm Credit Association Structure, September 30, 2001<sup>1</sup>**

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

- = No bank affiliation.

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

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

Table 27— **Combined assets, net worth, net loans, and net income of CoBank, ACB, 1995-2001<sup>1</sup>**

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

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

Table 26— **Farm Credit System's combined assets, net worth, and net income, 1995-2001<sup>1</sup>**

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

<sup>1</sup> Farm Credit System, *Annual Information Statement, 2001*, Federal Farm Credit Banks, Funding Corporation, Jersey City, NJ, Feb. 26, 2002, p. 3.

Table 28— **Number, participation, and level of activity of rural electric<sup>1</sup> cooperatives, by State, December 31, 2001<sup>2</sup>**

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

<sup>1</sup> Source: Rural Utilities Service, USDA.

<sup>2</sup> Totals may not add due to rounding.

<sup>3</sup> Includes States with fewer than three cooperatives – Delaware, Maryland, New Jersey, Vermont, and West Virginia.

Table 29— Number, participation, and level of activity of rural credit unions,<sup>1</sup> by State, December 31, 2001<sup>2</sup>

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

<sup>1</sup> Source: Credit Union National Association, Inc. (Includes federally chartered and State-chartered credit unions.)

<sup>2</sup> Totals may not add due to rounding.

<sup>3</sup> Includes States with fewer than three cooperatives – Alaska, Connecticut, Delaware, New Hampshire, South Carolina, Vermont and Wyoming.

Table 30— **Number, participation, and level of activity of dairy herd improvement associations,<sup>1</sup> by State, December 31, 2001<sup>2</sup>**

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

<sup>1</sup> Source: Agricultural Research Service, USDA.

<sup>2</sup> Totals may not add due to rounding.

<sup>3</sup> Includes Alaska, Puerto Rico, and the Virgin Islands, with 178 members and 41,995 cows tested.



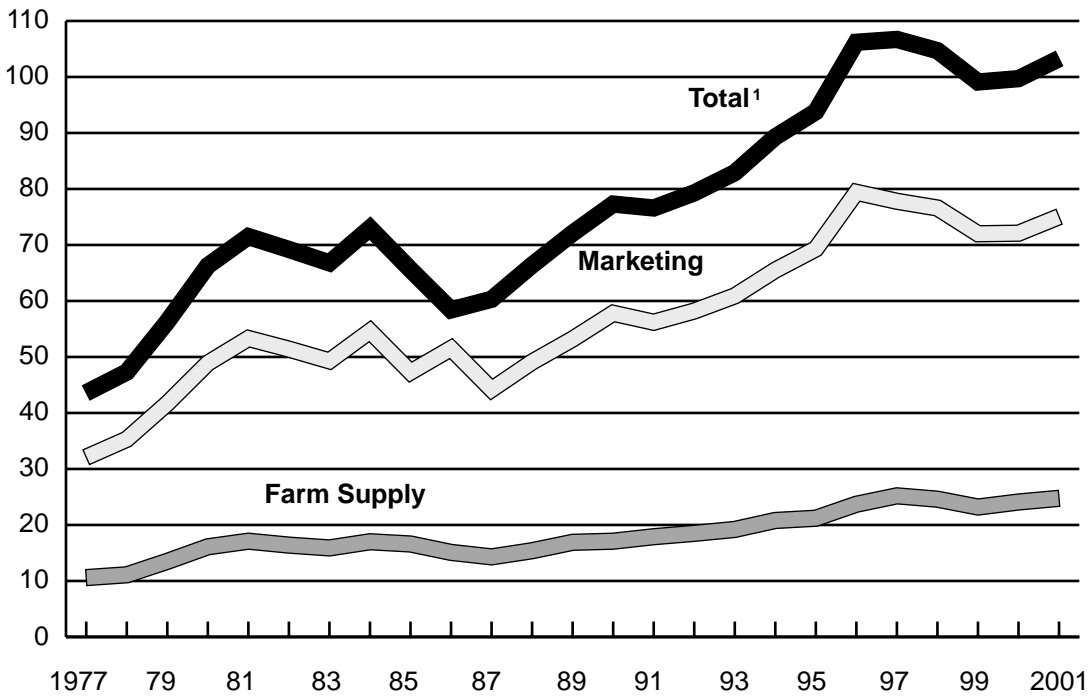
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# Appendix Figures

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

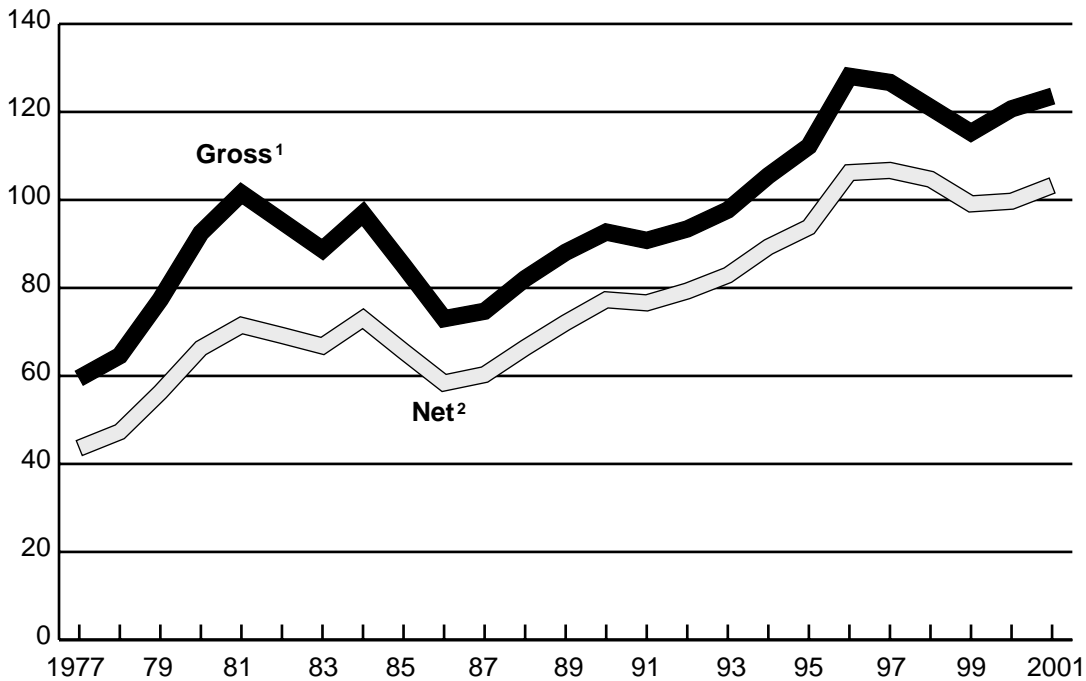
Billion dollars



<sup>1</sup> Total includes value of related services and other income.

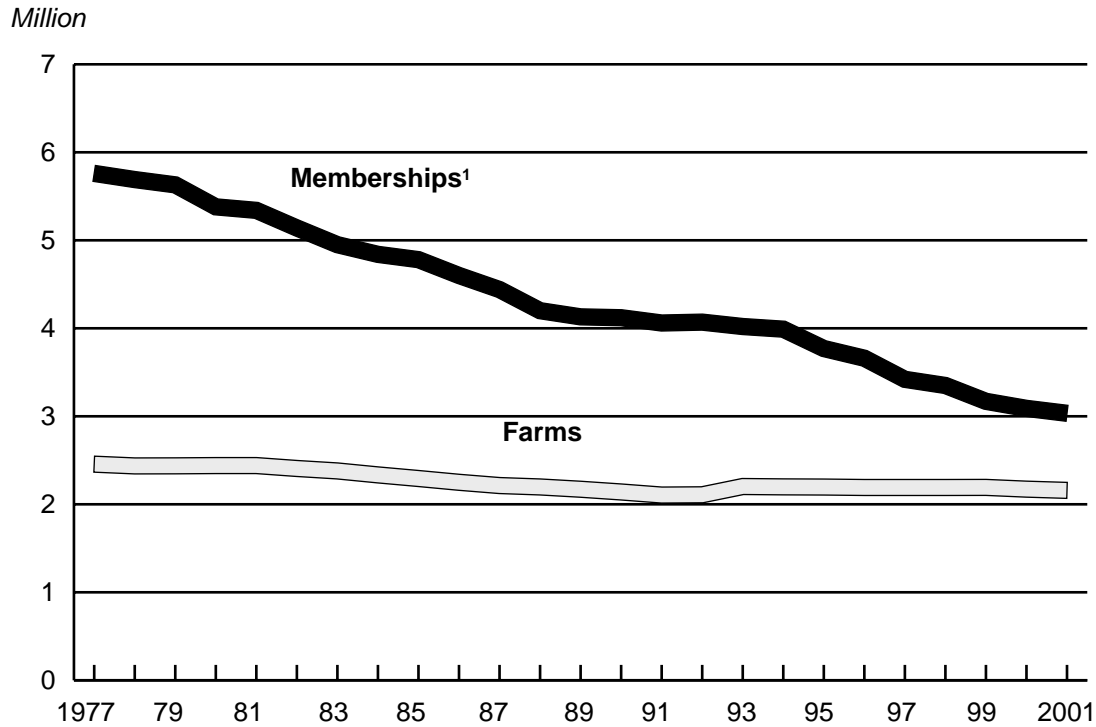
Appendix Figure 2— **Cooperatives' Gross and Net Business Volumes, 1977-2001**

Billion dollars



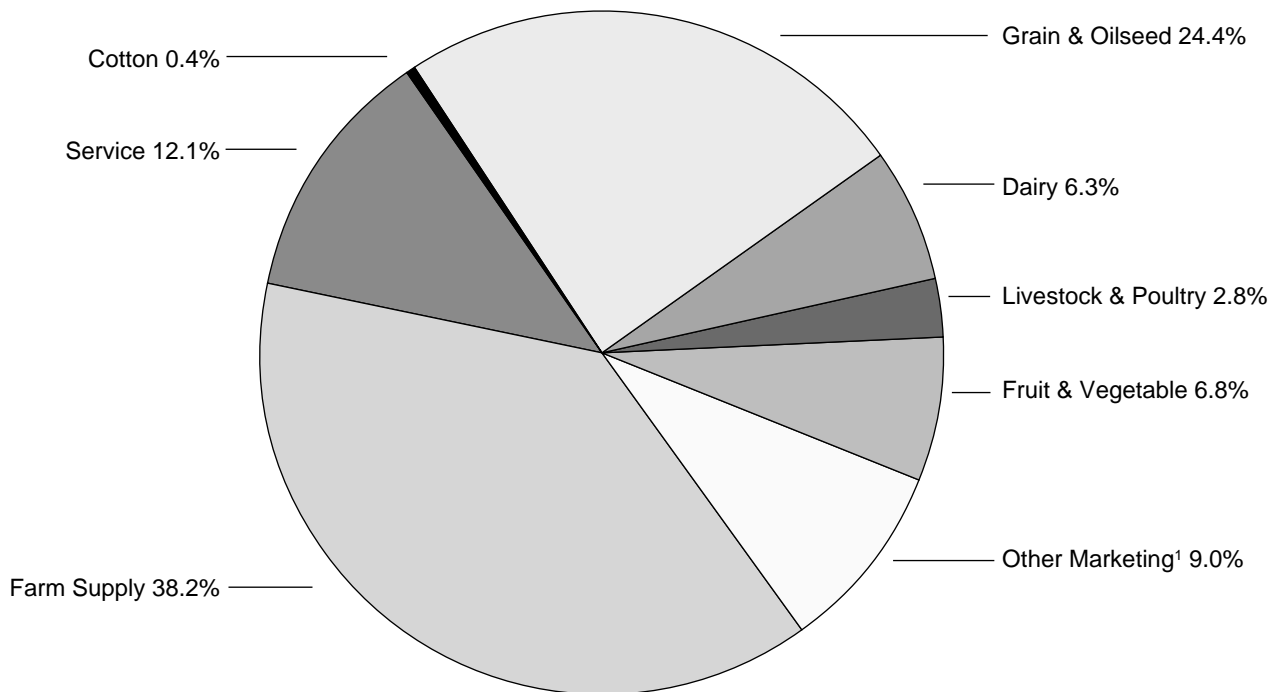
<sup>1</sup> Includes inter-cooperative business. <sup>2</sup> Excludes inter-cooperative business.

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



<sup>1</sup> Memberships were higher than farm numbers because many farmers belonged to more than one cooperative.

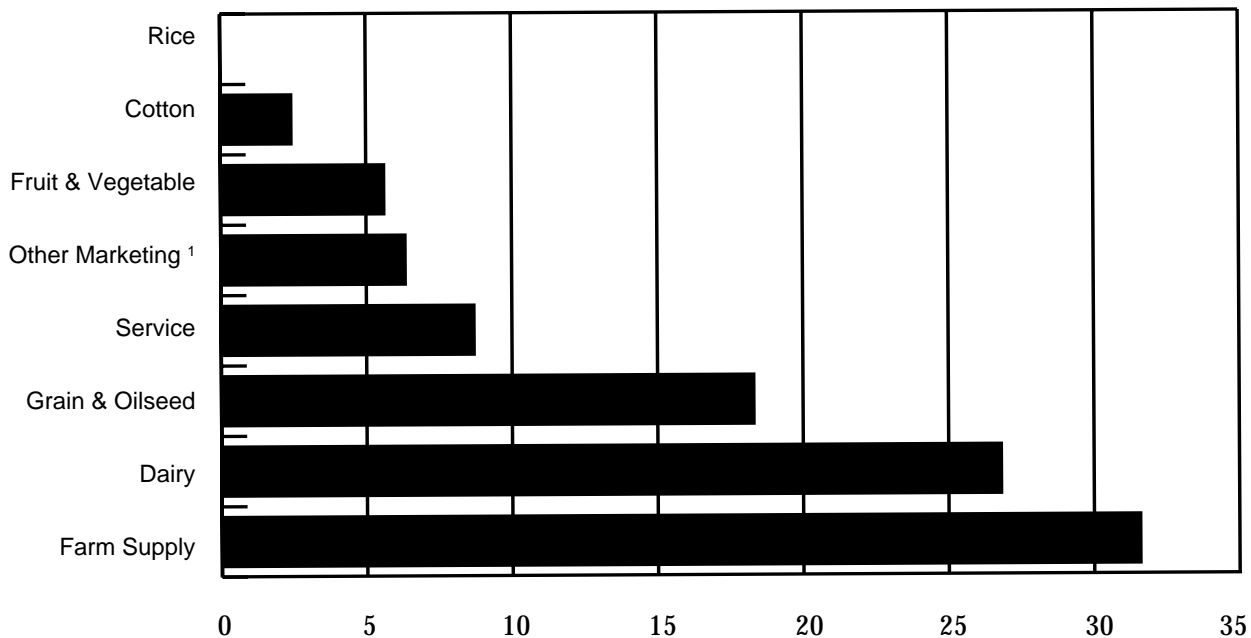
Appendix Figure 4— **Distribution of Farmer Cooperatives, by Type, 2001**



Percentages based on a total of 3,229 cooperatives.

<sup>1</sup> Includes dry bean and pea, nut, wool and mohair, tobacco, rice, sugar, fishery, and other miscellaneous marketing cooperatives.

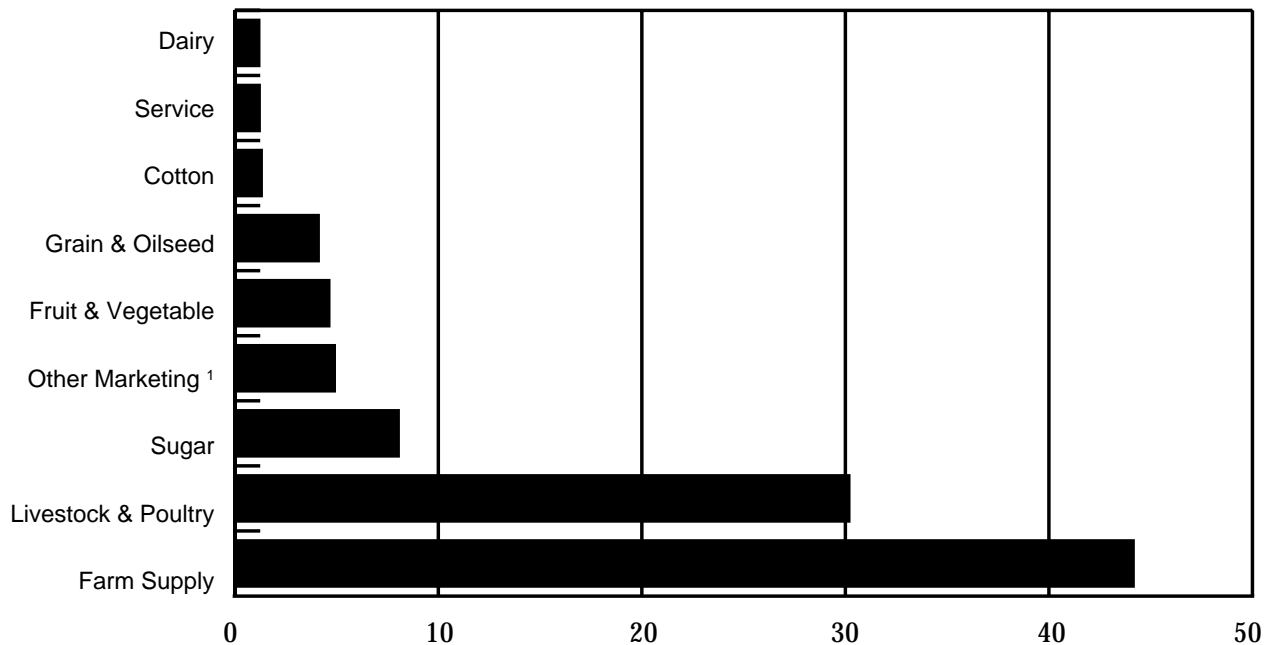
Appendix Figure 5— **Distribution of Total Net Income, by Type of Cooperative, 2001**



Percentage based on net income of \$1.36 billion.

<sup>1</sup> Includes dry bean and pea, livestock, poultry, nut, wool and mohair, tobacco, sugar, fishery, and other miscellaneous marketing cooperatives.

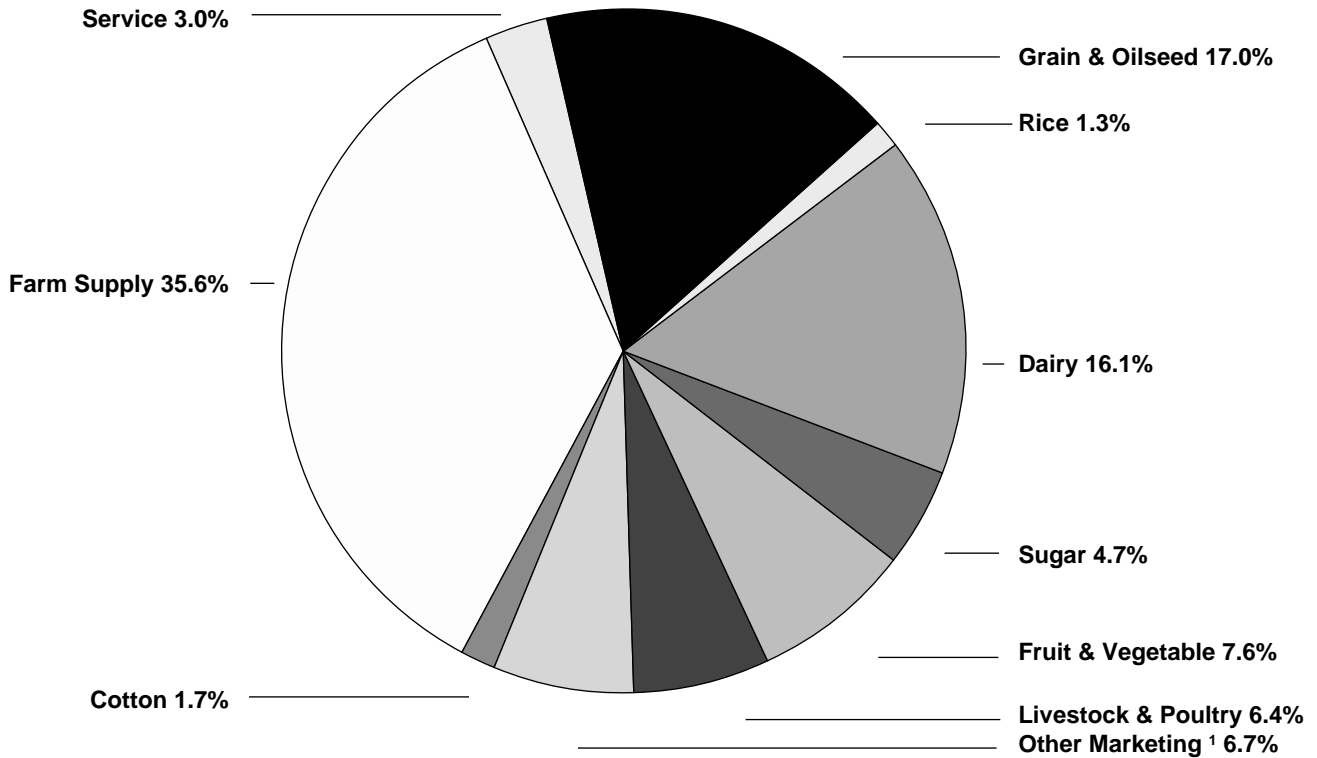
Appendix Figure 6— **Distribution of Total Losses, by Type of Cooperative, 2001**



Percentage based on losses of \$441.9 billion.

<sup>1</sup> Includes dry bean and pea, nut, wool and mohair, tobacco, rice, sugar, fishery, and other miscellaneous marketing cooperatives.

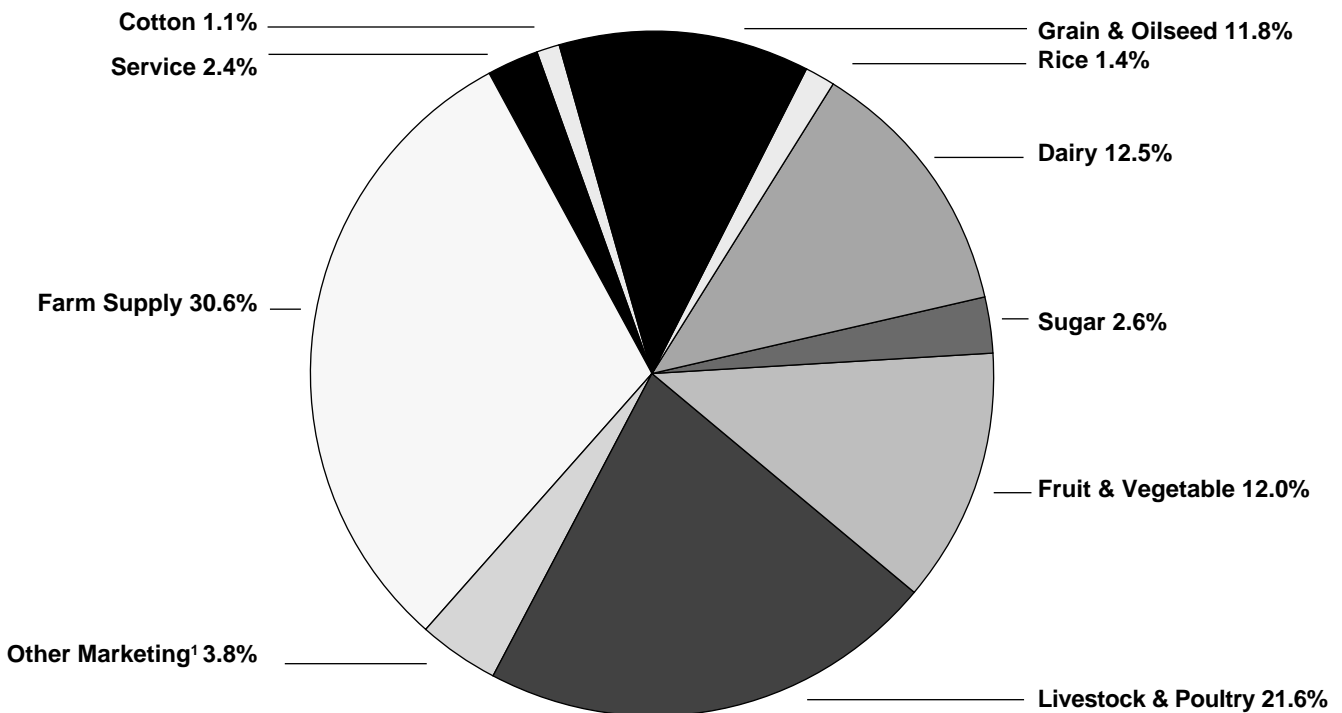
Appendix Figure 7— Distribution of Total Net Worth, by Type of Cooperative, 2001



Percentages are based on total net worth of \$20.1 billion

<sup>1</sup> Includes dry bean and pea, nut, wool and mohair, tobacco, fishery, and other miscellaneous marketing cooperatives.

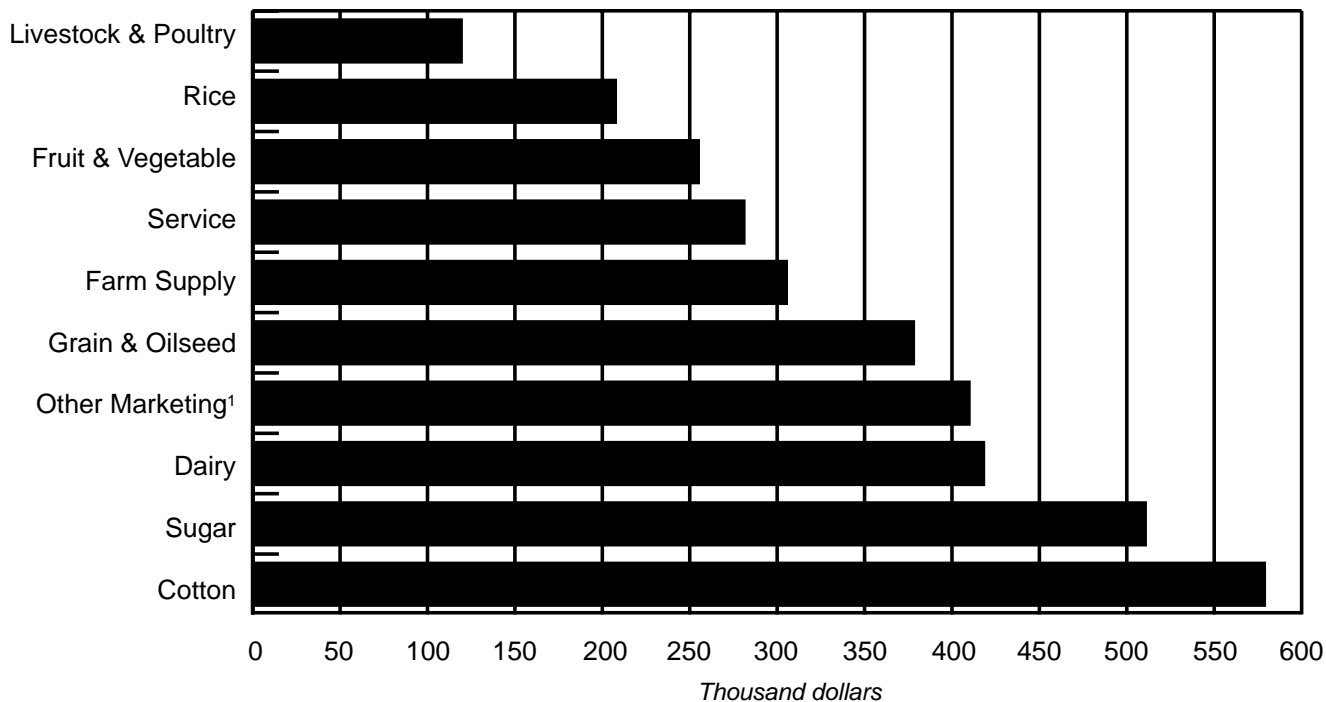
Appendix Figure 8— Distribution of Total Full-Time Employees, by Type of Cooperative, 2001



Percentages are based on a total of 165,666 full-time employees.

<sup>1</sup> Includes dry bean and pea, nut, wool and mohair, tobacco, fishery, and other miscellaneous marketing cooperatives.

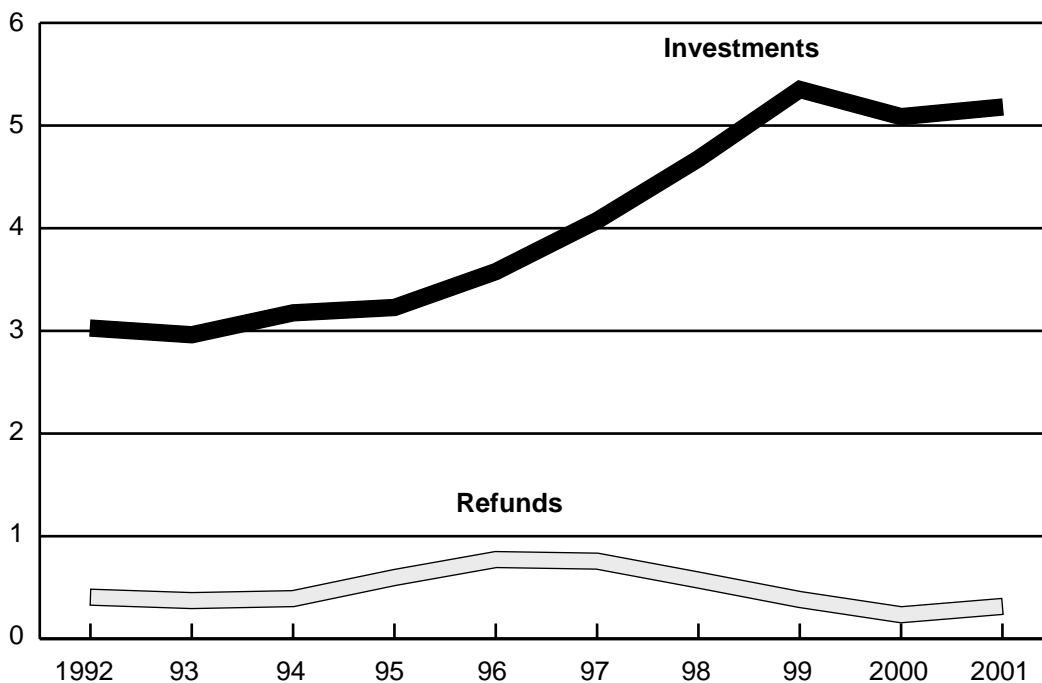
Appendix Figure 9— Assets Per Full-Time Employee, by Type of Cooperative, 2001



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

Appendix Figure 10— Cooperatives' Investments in and Patronage Refunds Received from Other Cooperatives¹ 1992-2001

Billion dollars



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



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## **U.S. Department of Agriculture**

### **Rural Business–Cooperative Service**

Stop 3250

Washington, D.C. 20250-3250

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The cooperative segment of RBS (1) helps farmers and other rural residents develop cooperatives to obtain supplies and services at lower cost and to get better prices for products they sell; (2) advises rural residents on developing existing resources through cooperative action to enhance rural living; (3) helps cooperatives improve services and operating efficiency; (4) informs members, directors, employees, and the public on how cooperatives work and benefit their members and their communities; and (5) encourages international cooperative programs. RBS also publishes research and educational materials and issues *Rural Cooperatives* magazine.

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