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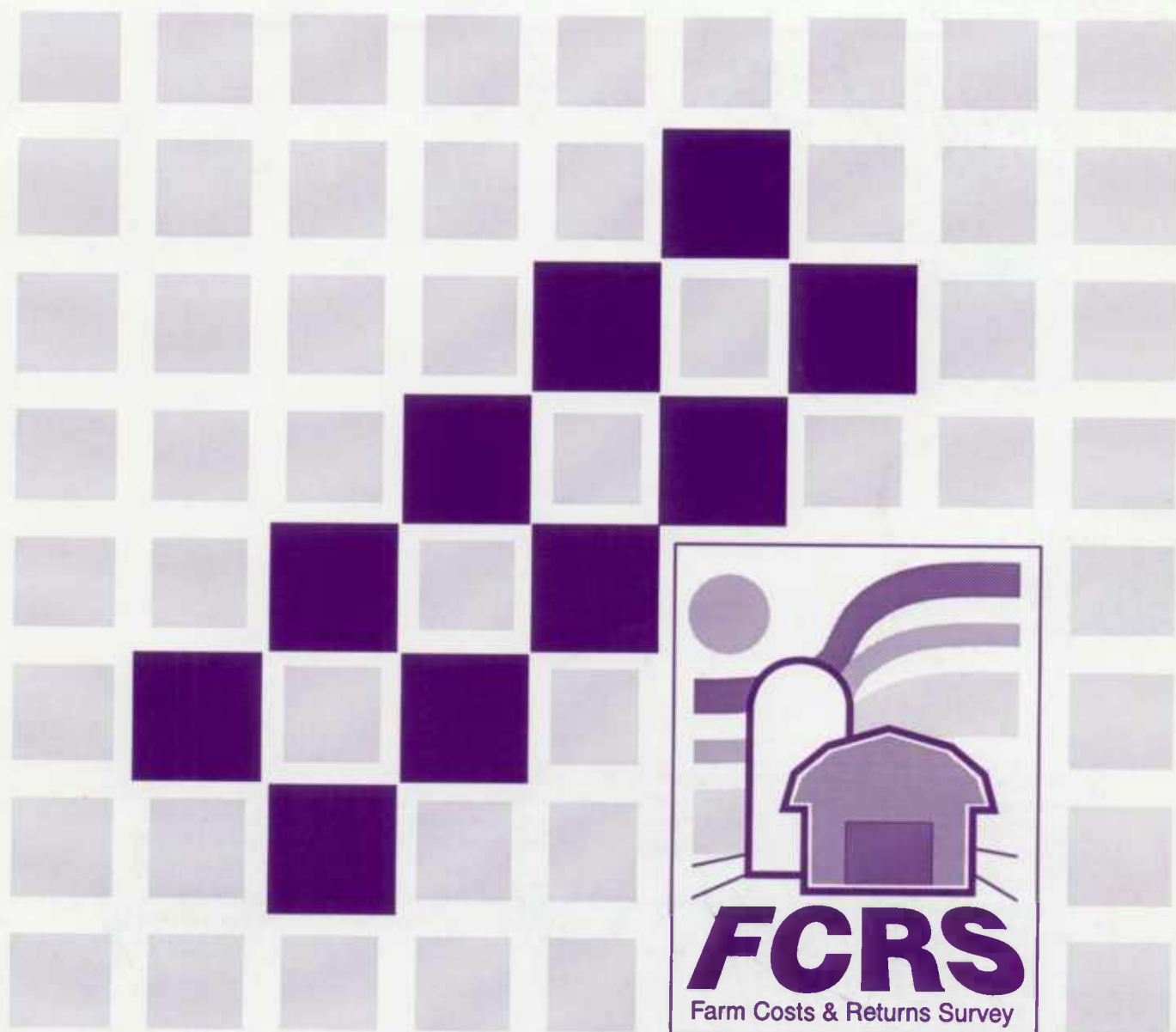
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Structural and Financial Characteristics of U.S. Farms, 1994

19th Annual Family Farm Report to the Congress

Judith E. Sommer, David E. Banker, Robert C. Green,
Judith Z. Kalbacher, Neal R. Peterson, & Theresa Y. Sun



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**Structural and Financial Characteristics of U.S. Farms, 1994:
19th Annual Family Farm Report to the Congress.** By Judith E. Sommer, David E. Banker, Robert C. Green, Judith Z. Kalbacher, Neal R. Peterson, and Theresa Y. Sun. Rural Economy Division, Economic Research Service, U.S. Department of Agriculture. Agriculture Information Bulletin No. 735.

Abstract

National average statistics related to farm production mask the diversity in the Nation's 2 million farms and the people who operate them. Farms in the United States differ not only by size (sales and acres) and type of production, but also by organizational characteristics (land ownership, legal organization, contracting arrangements) and financial characteristics (debt, assets, income, expenditures). Farm operators and their households vary with respect to demographic characteristics (occupation, age, education), financial characteristics (dependence on farm income, operator/spouse labor allocation), and management characteristics (information sources, business goals). Using information from USDA's 1994 Farm Costs and Returns Survey, this report brings together all these facets of farming to more fully describe these participants in agricultural production.

Keywords: Farm structure, farm income, financial performance, farm management, farm business, farm operator household, family farm, farm spouse, farm women.

Preface

This report is the 19th in a series of reports to the Congress on the status of family farms. These reports have been submitted annually by the U.S. Department of Agriculture in accordance with the Food and Agriculture Act of 1977 and subsequent farm legislation. This report was transmitted to the Congress by the Secretary on April 23, 1997.

Acknowledgments

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Highlights

The 19th Family Farm Report to the Congress is based on farm operator responses to USDA's Farm Costs and Returns Survey (FCRS), conducted annually in the 48 contiguous States. It describes the characteristics of farms, farm operators, and farm operator households, and assesses their financial performance. This edition also provides information on farm operators not previously available: their sources of farm business information, the criteria by which they measure business success, and their business goals.

More than 2 million U.S. farms produced agricultural commodities that generated an average of \$74,000 in gross value of sales per farm in 1994. Still, 73 percent of farms had gross value of sales under \$50,000 (noncommercial farms), although they accounted for just 11 percent of total U.S. farm sales.

Gross cash farm income (adjusted to exclude the share of production accruing to landlords and contractors) averaged near \$69,000. However, gross cash farm income for the Nation's largest farms (sales \$1 million or more) averaged almost \$2 million, so that less than 1 percent of farms accounted for 23 percent of gross cash farm income. Commodity sales accounted for 84 percent of total gross cash farm income, with government payments adding 5 percent and other farm income 11 percent.

Acreage per farm, which has tripled over the last six decades, averaged 448 acres operated in 1994, but half of all farms were under 180 acres. Livestock farms producing some combination of beef cattle, hogs, and sheep accounted for the largest share of farms grouped by farm type. Even though these farms had larger acreage than the U.S. average, they had lower average gross cash farm income and gross value of sales.

Half of all farms cash rented or share rented some or all of the land they operated in 1994. Farm operators who owned all the land they operated but had a rental arrangement for machinery, buildings, or livestock (5 percent of full owners) had income and sales five times as high as full owners who rented nothing.

More than 90 percent of farm businesses were legally organized as individual operations, while 6 percent of farms were partnerships and 4 percent were corporations (most of which were family-owned). Farms organized as individual operations averaged more than \$50,000 in gross value of sales and had farm assets that averaged more than \$350,000.

While 13 percent of all farm operators reported having some contractual arrangement for production and/or marketing of farm commodities, farms with marketing contracts outnumbered farms with production contracts by more than 4 to 1. Use of contracting arrangements varied by such farm characteristics as sales class and type of production. For example, more than 60 percent of poultry farms had production contracts.

Net cash farm income averaged \$11,696 for farms nationwide, but ranged from negative for farms with sales under \$50,000 to over \$380,000 for farms with sales of \$1 million or more. Farm assets generally increased with sales

class, but even farms with sales under \$50,000 had farm assets averaging more than \$250,000. Farms with gross value of sales of \$1 million or more used assets valued at over \$3 million to generate \$2 million in gross cash income. These large farms also had the highest debt-to-asset ratio (0.25).

In 1994, 61 percent of farms were in a favorable financial position with a low debt-to-asset ratio (0.40 or less) and positive net farm income. Another 34 percent of farms had a low debt-to-asset ratio but were unable to generate enough income to offset expenses, so net farm income was negative, putting them in the marginal income category. Most of these operations were noncommercial farms. Only 4 percent of farms were in a vulnerable financial position where a high debt-to-asset ratio (0.40 or more) and negative net farm income threatened long-term survival of the business.

More than a third of farms received income from government payments, averaging \$9,306 per receiving farm. Almost two-thirds of commercial farms (gross value of sales \$50,000 or more) compared with one-fourth of noncommercial farms received government payments. However, government payments accounted for less than 3 percent of gross cash farm income for commercial farms compared with 41 percent for noncommercial farms.

Over 40 percent of the Nation's farm operators reported farming or ranching as their principal occupation. Their farms accounted for more than 80 percent of gross cash farm income and gross value of sales. Households of operators with a principal occupation of farming had average total household income that was about 85 percent of the U.S. average. About a third of total income for these households came from earnings from farming activities, and two-thirds from off-farm sources.

Operators under 35 years old accounted for 9 percent of all operators, while operators 65 years old and over accounted for 24 percent. The youngest operators, however, generated their proportionate share of total U.S. gross cash farm income and gross value of sales based on number of farms, while the oldest group generated about half their proportionate share.

About 13 percent of all farm operators used electronic information services to get farm business information. Use of this new technology increased with farm size and operator educational attainment level (20 percent of operators who completed college compared with 10 percent of those who completed only high school).

More than 60 percent of farm operators ranked getting out of debt and improving crop yield or livestock production as very important business goals. Commercial farm operators ranked these goals higher than noncommercial farm operators.

Mean household income from all sources for farm operator households was near the U.S. average. On average, 90 percent of total operator household income came from off-farm sources. For almost half of farm households, earnings from farming activities (farm self-employment income plus other farm-related earnings) were negative, but total household income was positive because off-farm income exceeded the loss. As farm sales increased, household dependence on earnings from farming activities increased and

household income relative to the U.S. average increased. Operator households associated with farms that had a gross value of sales of \$500,000 or more had average household income 3.5 times the U.S. average, and earnings from farming activities accounted for 75 percent of total operator household income.

Noncommercial farm operators worked half their annual working hours on the farm, and their spouses worked about one-fourth of their working hours on the farm. Commercial farm operators worked 88 percent of their total work hours on the farm, while spouses averaged almost half their total work hours on the farm.

Rankings of eight selected measures of farm business success showed that having farm income sufficient to support the household was more important to operators reporting their principal occupation as farming. More than half of farm operators reported passing the operation on to the next generation as very important.

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Introduction

This report is the 19th in a series of annual reports prepared by the U.S. Department of Agriculture's Economic Research Service to inform the Congress on the status of family farms. The report was first mandated by the Food and Agriculture Act of 1977, which required the Department to provide information on trends in family and nonfamily farms, and the effects of government programs and Federal laws on the family farm system.

Farming in the United States has become more concentrated as farm numbers decline, and more complex as farm operators adjust to changes in market conditions, government programs and regulations, and other economic factors. Farms in the United States vary widely, ranging from small, closely held operations with few assets and income too low to support a family without off-farm income, to multimillion-dollar incorporated businesses that control considerable resources and employ large numbers of workers. Throughout the Nation, farms differ not only by size (sales and acres) and type of production, but also by organizational (land ownership, legal organization, contracting arrangements) and financial (debt, assets, income, expenditures) characteristics.

Farm operators and their households also show considerable diversity, as indicated by demographic (occupation, age, education), financial (dependence on farm income, operator/spouse labor allocation), and

management (information sources, business goals) characteristics of people involved in farm businesses.

This report brings together information on farm businesses, farm operators, and farm households, in order to more fully describe these participants in agricultural production. It details the characteristics of these participants not only for the Nation, but also for farm production regions and major subcategories of farms.

Background

A description of farming in the United States today requires more information than simply farm numbers, sizes, and products produced. As farm numbers have declined and farming has become more competitive in both domestic and global markets, the business of operating a farm has become more complex. Technological advances alone cause farmers to continually alter business decisions about input use, product mix, and production practices. But other management decisions have also become critical to farm business survival. For example, farm operators may use contracting to share the risks of production or marketing, participate in government programs to protect against market fluctuations, or lease rather than buy land and equipment in order to avoid indebtedness. Finally, understanding the characteristics of operators and their households is critical to understanding how and why farm businesses differ.

About the Data

USDA's Farm Costs and Returns Survey (FCRS) is designed to capture all these facets of farming. The FCRS is an annual survey of farms conducted jointly by the Economic Research Service (ERS) and the National Agricultural Statistics Service (NASS). The survey covers farm and ranch operations in the 48 contiguous States. This report is the fifth in the family farm report series to use data from the FCRS as the primary information source.

USDA's Farm Costs and Returns Survey

The FCRS is a multiframe, probability-based survey in which sample farms are randomly selected from groups of farms stratified (sorted into groups) by attributes such as economic size, type of production, and land use. Each selected farm represents a known number of farms with similar attributes. Weighting (multiplying) the data for each surveyed farm by the number of farms it represents is the basis for calculating estimates for all U.S. farms.

The survey collects data to measure the financial condition and operating characteristics of farm businesses, the costs of producing agricultural commodities, and the well-being of farm operator households. Specially trained interviewers contact each operator personally, so that questions are asked and interpreted the same way throughout the Nation.

Several versions of the survey questionnaire are used in a given year, one whole-farm version and several rotating commodity-specific versions. For example, in 1994, three questionnaires were used, the Farm Operator Resources (FOR or whole-farm) version, the wheat cost-of-production (COP) version, and the oats COP version. The FOR version provides greater detail on some survey items and includes unique questions on farm operator household characteristics. The COP versions contain indepth questions on production practices for the selected commodity, but have less detailed information about the farm business.

Each year, the survey questions are evaluated and revised to reflect changes in agriculture and to address new topics of interest to the agricultural community. Three topics introduced in the 1994 FOR version are farm operators' sources of business information, the criteria by which farm operators measure farm business success, and the goals that farm operators pursue in conducting their farm businesses.

Statistical Measures

Many possible samples can be drawn from a population of all farms. In spite of the soundness of the sampling technique and the data collection procedures, each of those samples may yield different results. Thus, we refer to values derived from the sample data as 'estimates' and we know that the 'true' value for the total population is more likely to be a value that lies within some range around our estimate. We therefore use statistical measures to assess the validity and reliability of the estimates. Two statistical measures used in this analysis, the relative standard error (RSE) and the t-statistic (or t-test), are summarized below.

The RSE provides a perspective on how well the data represent a particular sample. The RSE of an estimated mean (average) is the standard error of the mean divided by the mean itself, expressed as a percent. The standard error of the mean measures the amount of variation between individual farms in the group and the group mean. When we divide the standard error by the mean, we eliminate the units of denomination (such as dollars or acres), and the effects of scale (the relative size of numbers used in measuring, such as dollars or millions of dollars).

A small RSE for a mean implies that the mean represents the underlying data better than a mean with a large RSE. In general, an RSE that exceeds 25 percent indicates that the information should be used with caution. The RSE is published for many items included in the report tables.

We use the t-statistic to determine whether or not observed differences between means are statistically significant. A lower t-statistic indicates less likelihood that the two means are actually different. In general, the higher the RSE's, the lower the t-statistic.

The standard used to identify significantly different means in this report is the 5-percent level of significance. This means that if we calculated means and the associated t-statistics for a large (infinite) number of samples, there is a 5-percent chance that the test would lead us to conclude that the means are different when they actually are not.

For additional discussion of statistical methodology, see Appendix B.

Comparing Farm Business Estimates to Farm Sector Estimates

Financial measures presented in this report are based on information provided through the FCRS by operators of farm businesses that comprise a representative sample of all farming and ranching operations in the contiguous United States. These measures, which relate strictly to farm businesses, differ conceptually from official USDA sector estimates for the 50 States and are not directly comparable. The difference is basically whose economic activity is being measured.

For example, the FCRS income estimates use the income of farm businesses, which includes the income of all those with an ownership interest in the operation -- farm operators, partners, and shareholders. USDA's official sector income estimates include not only those participants, but also others, such as landlords and contractors, who share in the risks of production. The FCRS income estimate is an aggregation of farm-level data, weighted appropriately. The official USDA farm sector income estimate is developed from a complex process involving many data sources, such as production and price estimates from NASS data collection, government program payments from administrative records of USDA agencies, and income and expense information from the FCRS, Census of Agriculture, and other sources.

Commonly Used Terms

Some terms that are often used in general discussions of farming have very specific definitions in this report. A few examples are given below. Additional information is available in Appendix A, the glossary.

Farms

Since 1850, when minimum criteria defining a farm for census purposes were first established, the farm definition has changed nine times, as the Nation has grown and changed. A farm is currently defined, for statistical purposes, as any place from which \$1,000 or more of agricultural products were sold or normally would have been sold during the census year. This definition has been in place since August 1975, by joint agreement between USDA, the Office of Management and Budget, and the Bureau of the

Census, and is used in determining the suitability of a farm for inclusion in the FCRS.

U.S. farms numbered about 2 million in 1994, down from the 1935 peak of 6.8 million, and land in farms totaled more than 900 million acres. Farm cash receipts totaled \$180 billion, about half from crops and half from livestock. In 1994, more than 7,000 farm operators nationwide participated in the FCRS, representing these 2 million farm businesses.

Family Farms and Farm Households

Most U.S. farms are organized as individual operations, partnerships, or family corporations, and they account for 98 percent of all farms (fig. 1). Because these farms are generally controlled by one or more households, we consider them to be family farms. Farm households include all persons living in the same dwelling with the operator.

In multi-family operations, the operator is the person who makes most of the day-to-day decisions about the farm. Household information is collected for only the operator's household. Collecting information on the farm and off-farm components of farm family household income allows us to make valid comparisons of financial well-being between farm households and all U.S. households.

Farms that are nonfamily corporations, cooperatives, or run by a hired manager are classified as nonfamily farms and are not represented in estimations related to farm households. Nonfamily farms account for only 2 percent of all U.S. farms.

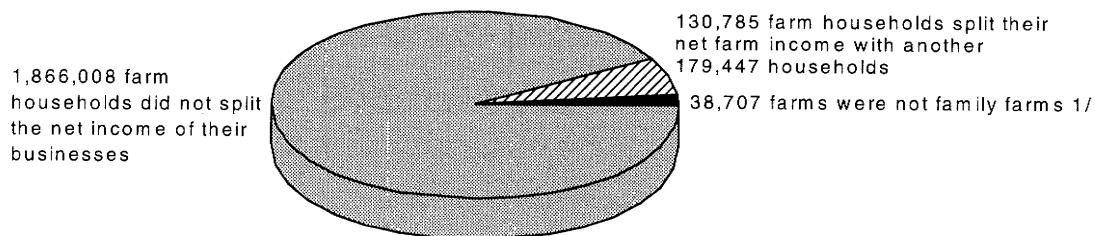
Farm Sales

Gross value of farm sales is primarily an indicator of farm size. Gross value of sales measures what the farm produced during the year, regardless of whether the proceeds were received by the operation, landlord(s), or contractor(s). Gross value of farm sales includes cash sales of all agricultural commodities, sales under marketing contracts, the value of share rent, the value of commodities produced under production contracts, and government payments related to output. The definition of gross value of sales used for FCRS purposes is the same definition used by USDA to establish its official estimates of number of farms by economic size (sales class).

Figure 1

Farm operator households in the U.S., 1994

Farm operator households numbered 1,996,793 in 1994, accounting for 98 percent of all farms.



1/ Includes nonfamily corporations, cooperative farms, and farms operated by hired managers. These farms are not closely held by an operator household.

Source: USDA/Economic Research Service, 1994 Farm Costs and Returns Survey.

Farms with a gross value of sales under \$50,000 are referred to as noncommercial-size farm businesses in this report, while farms with sales of \$50,000 or more are called commercial-size operations.

Farm Income

One measure of farm income is gross cash farm income. In contrast to gross value of farm sales, gross cash farm income is only the farm operation's share of receipts from gross value of sales. Because gross cash income excludes any shares of production accruing to landlords and contractors, it may be lower than gross cash farm sales.

Another measure of farm income is net cash farm income, which is gross cash farm income less cash expenses. Farm operators use net cash income from farming to purchase farm capital items, reduce farm debt, and meet family obligations.

Earnings of the operator household from farming activities is primarily the household's share of net cash farm income less depreciation (for further explanation, see Appendix C). This definition is largely consistent

with the Census Bureau's Current Population Survey (CPS) definition of farm self-employment income and allows us to directly compare the income position of farm households with that of all U.S. households. Earnings of the operator household from farming activities does not include some resources the farm business may provide to the household, such as unspent depreciation expense, nonmoney or in-kind receipts, and additions to inventory.

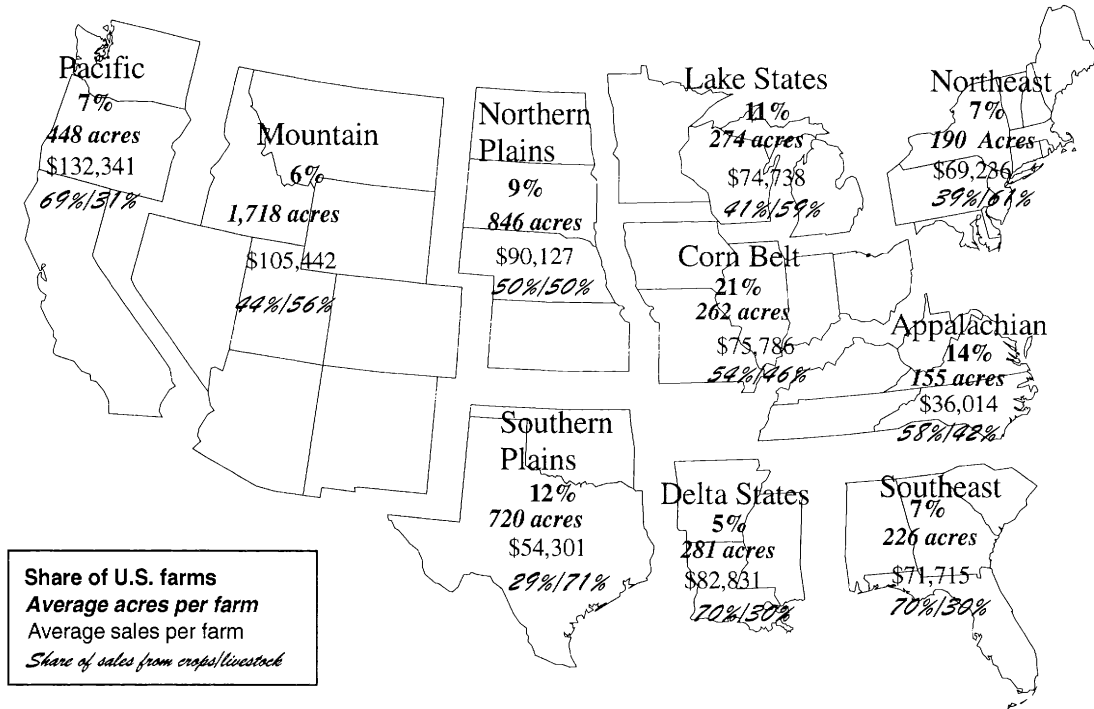
Farm Structure

Farm structure or agricultural structure refers to a broad set of characteristics that describe U.S. farms, as well as the distribution of farm production resources and returns to those engaged in farm production activities. For example, producing units (farms and ranches) are categorized by farm size (value of sales or acres), primary output, and geographic location. Figure 2 illustrates the structure of farming in the 10 farm production regions using share of farms, average acres operated and sales, and crop/livestock share of farm sales. Farm businesses are delineated by form of legal organization, degree of land ownership, marketing or production contractual arrangements,

Figure 2

Characteristics of farming in 10 farm production regions, 1994

Two-thirds of the Nation's farms are in the 6 farm production regions that make up the eastern half of the U.S.



Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

and financial position. Farm operators are described by age, education, and primary occupation. Finally, farm households are characterized by features of their associated farm businesses and interaction with the nonfarm sector. Any or all of these elements can be used to construct a structural portrait of farming in the Nation.

Characteristics of Farm Businesses

U.S. farm numbers declined fairly steadily from the 1935 peak (6.8 million farms) until 1974, and since then have declined at a slower rate (fig. 3). Farms in the United States numbered 2 million in 1994, although land in farms stayed roughly the same (near 1 billion acres).

Farm Size

In 1994, noncommercial farms outnumbered commercial farms by almost 3 to 1 (table 1). While

gross value of sales averaged \$73,995 nationwide, commercial-size farms averaged \$244,007 in gross sales compared with \$10,652 for noncommercial farms. Noncommercial farms were generally far too small to support a family without some off-farm source of income.

Commercial farms accounted for 27 percent of all farms, and generated 90 percent of total U.S. agricultural sales in 1994 (fig. 4). They also accounted for 70 percent of farmland acres operated. The largest commercial farms (gross sales greater than \$1,000,000) accounted for less than 1 percent of farms, but 24 percent of total agricultural sales. These very large commercial farms averaged more than \$2.2 million in gross sales and more than 3,300 acres operated.

The top one-fourth of counties ranked by commercial farms' share of total farms were concentrated in the Northern and Southern Plains and western Corn Belt, with smaller clusters in the lower Mississippi Valley

Figure 3

Number of farms and average acres per farm in the U.S., 1930-1992

Fewer farms means larger farms, since land in farms has stayed near 1 billion acres.

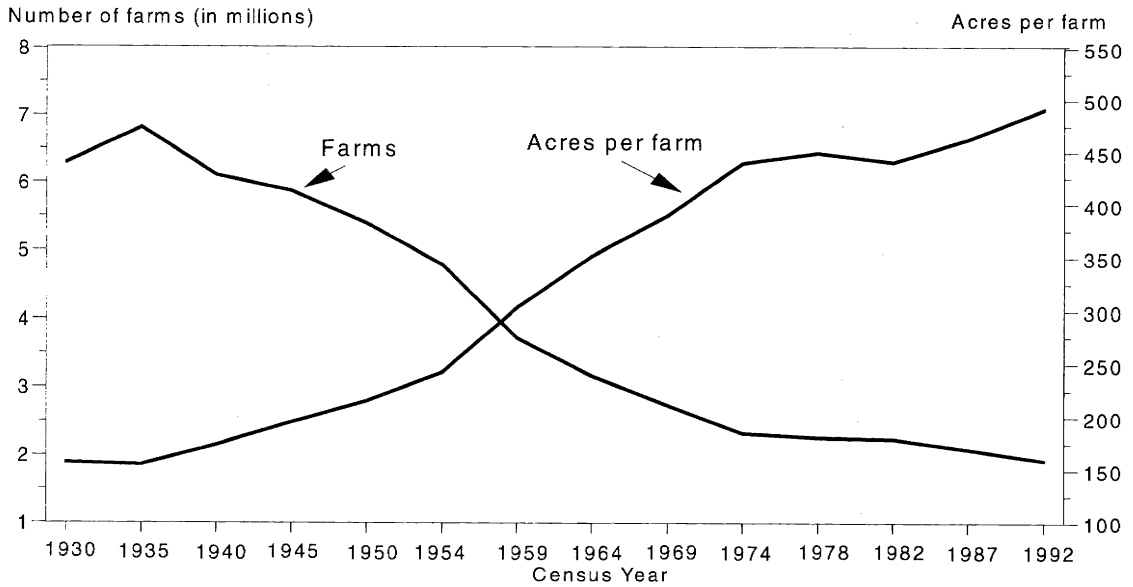


Figure 4

Distribution of farms, acres operated, gross cash income, and gross farm sales, by sales class, 1994

Although noncommercial farms dominated farm numbers, large farms accounted for a disproportionate share of farm income and sales.

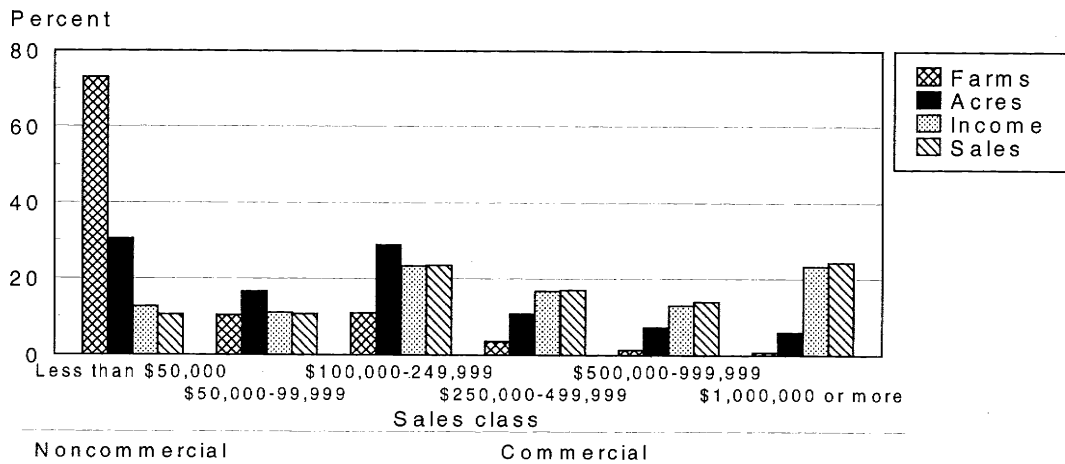


Table 1--Farms, acres operated, gross cash income, gross value of sales, by size, farm type, and location, 1994

Item	Farms		Mean acres operated		Mean gross cash income		Mean gross value of sales	
	Number	RSE ¹	Acres	RSE	Dollars	RSE	Dollars	RSE
All farms	2,035,500	2.5	448	5.5	69,187	3.0	73,995	3.1
Sales class:								
Less than \$50,000	1,482,980	3.4	187	4.9	11,991	3.7	10,652	5.3
\$50,000 or more	552,520	2.7	1,149	7.3	222,701	2.7	244,007	2.7
\$50,000-\$99,999	211,132	6.3	719	11.7	73,616	2.0	76,530	3.9
\$100,000-\$249,999	220,888	3.4	1,186	14.8	148,848	1.6	160,346	1.7
\$250,000-\$499,999	73,100	5.6	1,351	6.8	322,989	2.1	350,792	1.4
\$500,000-\$999,999	30,839	6.7	2,185	13.9	594,022	3.5	681,459	1.4
\$1,000,000 or more	16,561	7.6	3,307	20.9	1,974,228	5.8	2,209,015	4.2
Acreage class:								
1-49 acres	530,819	6.4	22	3.9	23,280	10.8	28,898	11.9
50-179 acres	677,126	4.7	103	1.7	24,035	6.3	29,747	8.0
180-499 acres	450,984	4.5	306	1.3	73,306	6.0	79,199	6.2
500-999 acres	204,426	5.7	694	1.1	146,748	5.5	147,488	4.9
1,000 or more acres	172,144	4.0	3,194	7.9	285,444	4.3	286,190	4.3
Farm type:								
Cash grains	402,806	4.4	584	3.8	87,599	4.4	93,095	4.4
Tobacco	81,513	14.7	127	13.6	29,352	13.2	34,352	14.4
Cotton	26,058	18.9	831	17.1	245,090	18.9	244,662	19.0
Other field crops	223,242	8.0	272	8.2	42,230	9.5	36,313	9.9
Veg., fruit, nuts	118,964	10.9	135	12.0	131,673	12.5	111,783	12.2
Nursery or greenhouse	41,141	12.9	56	18.2	185,001	18.5	176,396	18.5
Beef, hogs, sheep	870,117	4.3	559	10.1	37,315	5.6	39,434	6.3
Poultry	35,374	16.3	120	12.6	129,052	28.3	420,692	17.3
Dairy	138,129	6.0	346	5.2	180,163	5.8	175,179	5.8
Other livestock	98,154	15.0	274	26.7	21,827	20.6	19,237	21.8
Farm production region:								
Northeast	139,600	7.5	190	6.8	69,438	8.4	69,236	8.3
Lake States	215,000	6.9	274	5.8	81,215	7.7	74,738	7.9
Corn Belt	419,000	5.7	262	4.9	67,058	7.1	75,786	7.0
Northern Plains	186,000	7.5	846	7.0	87,160	7.8	90,127	8.1
Appalachia	294,000	7.4	155	7.0	25,360	9.0	36,014	11.6
Southeast	152,000	9.8	226	9.5	59,452	10.6	71,715	10.9
Delta	111,000	9.2	281	9.7	54,721	10.6	82,831	13.1
Southern Plains	255,000	7.6	720	21.7	43,357	9.3	54,301	12.4
Mountain	114,900	7.5	1,718	13.0	113,500	9.2	105,442	9.4
Pacific	149,000	10.8	448	18.9	152,360	11.8	132,341	11.7

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate. Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

and the mid-Atlantic area (map 1). Farm production varies considerably between these areas, with poultry, dairy, fruit, vegetables, and nursery products being important in the East; cotton and rice in the Mississippi Valley; and hogs, grains, and range-fed cattle in the Corn Belt/Plains area. The lowest quartile of counties with respect to commercial farms' share of

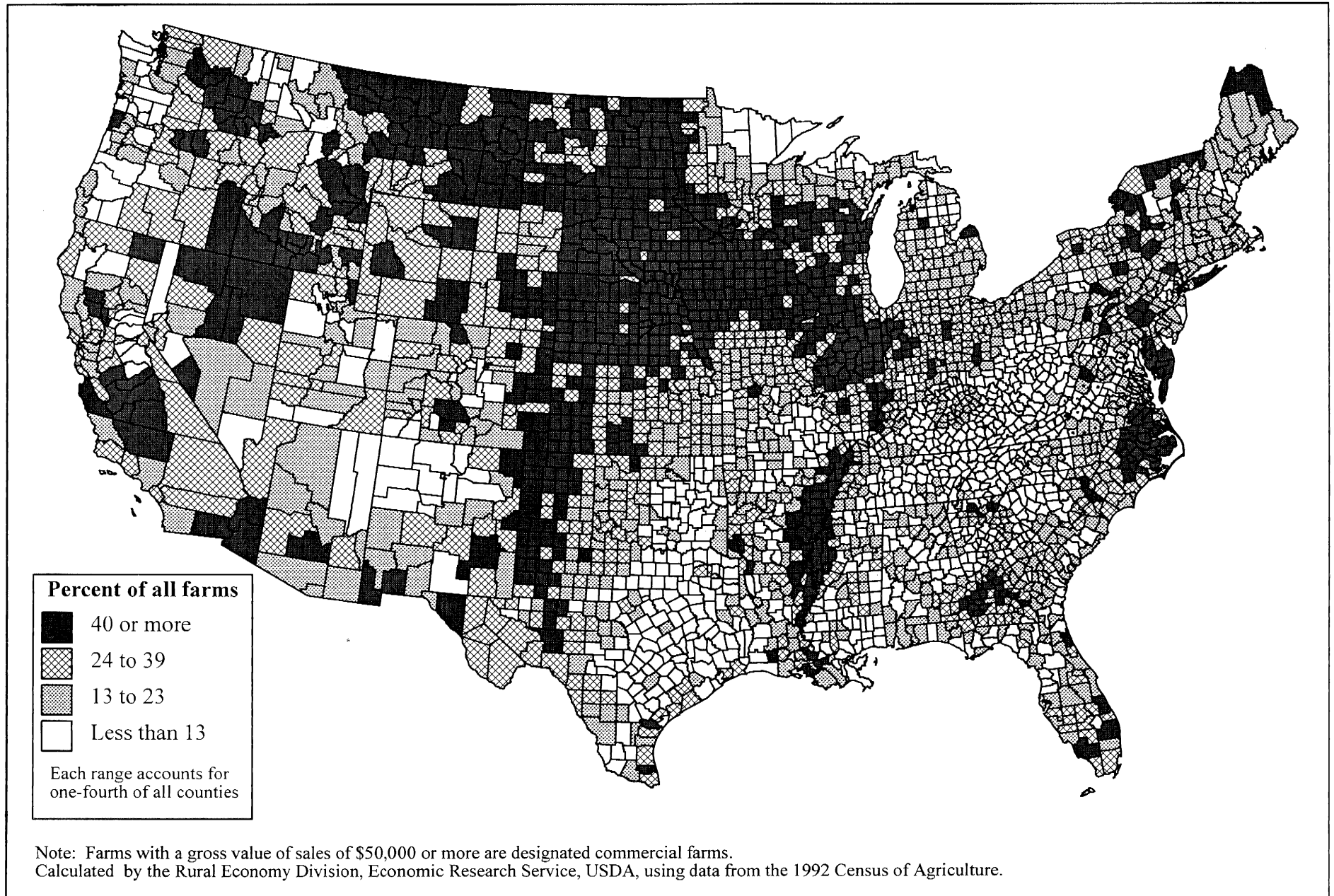
total farms was primarily in the Appalachian and Southeast regions, and the eastern Southern Plains.

Acres per farm averaged more than 1,000 acres for commercial-size farms and 187 acres for noncommercial-size farms. Although average acres per farm tripled over the last six decades to reach 448

Map 1

Commercial farms' share of total farms, by county, 1992

Counties where commercial farms account for 40 percent or more of all farms are concentrated in the Northern and Southern Plains and western Corn Belt



acres in 1994, more than three-fourths of all U.S. farms were under 500 acres (fig. 5). These farms accounted for one-fourth of total acreage, but for a larger share of gross sales (47 percent) than their share of land resources. In contrast, very large acreage farms (1,000 acres or more) produced 33 percent of U.S. farm sales on 60 percent of total U.S. farmland.

Land Use Intensity

Gross value of sales is a measure of economic size while acres per farm is a measure of physical size. Economic size does not necessarily translate directly into physical size, or vice versa. Small acreage farms may produce a high-value product that results in high gross value of sales (nursery and greenhouse farms, for example, averaged 56 acres and \$176,396 gross value of sales), while large acreage farms may produce a low-value product resulting in low gross value of sales (cash grain farms averaged 584 acres but only \$93,095 gross sales). Still, it is useful to examine the relationship between these two measures of size, because together they provide a perspective on the relative intensity of resource use.

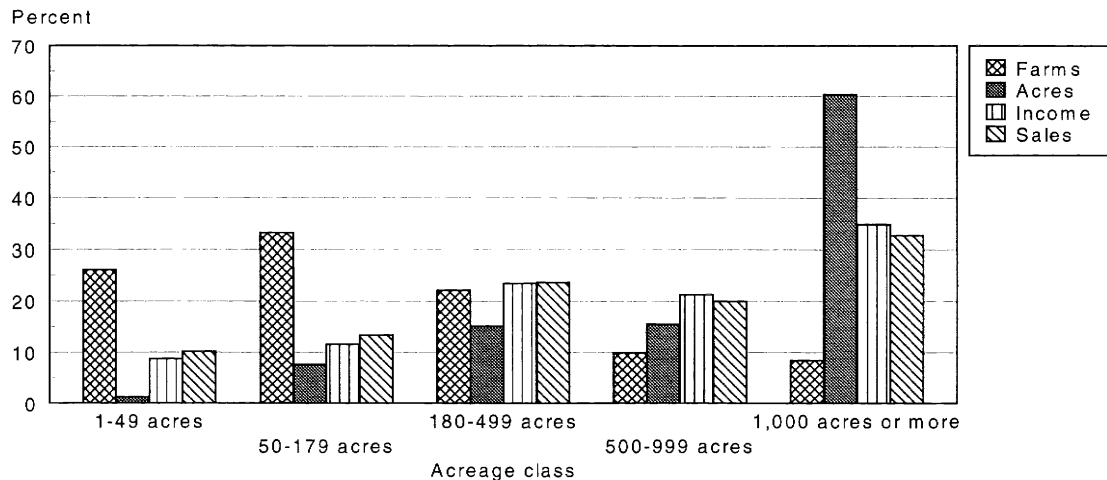
Climate and quality of farmland are key factors in the potential product mix of a region and affect how intensively land resources may be used. For example, wheat is grown in the Northern Plains as well as the Southeast region. However, the growing season is relatively short in the Northern Plains and a large part of the Northern Plains wheat acreage is followed as part of a crop rotation to conserve moisture. In contrast, a large part of wheat acreage in the Southeast is double cropped because there is adequate moisture and the growing season is long. Thus, wheat land in the Southeast is used more intensively than wheat acreage in the Northern Plains.

Since gross value of sales is a measure of total production, sales per acre may be used as an indicator of land use intensity across commodities, much as yield is a measure of land use intensity for a single commodity. Land use intensity follows patterns associated with production and is also influenced by proximity to population centers (map 2). Counties with the highest sales per acre were concentrated near urban areas of the East and in areas with relatively mild climates and adequate rainfall or irrigation. Sales per acre were lowest in the arid and/or mountainous

Figure 5

Distribution of farms, acres operated, gross cash income, and gross farm sales, by acreage class, 1994

More than half of farms were smaller than 180 acres, but they accounted for less than one-fourth of sales.

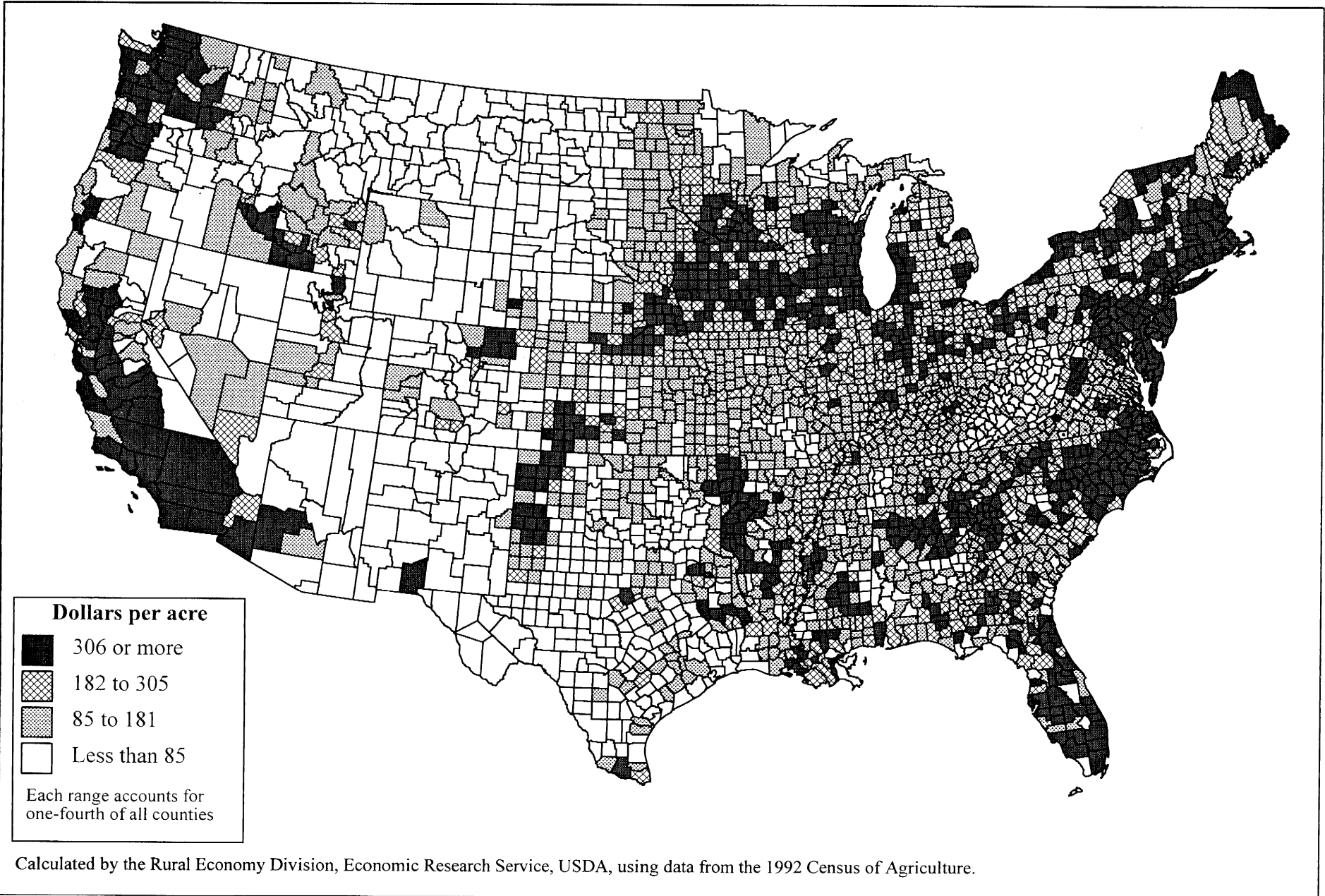


Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Map 2

Average sales per acre, by county, 1992

Counties with high sales per acre are concentrated near urban areas of the eastern U.S.; low sales-per-acre counties are in the Plains and Mountain States



regions of the West. Analysis of FCRS data also showed that for farms with a given production specialty, sales per acre increased as value of sales increased.

Land Ownership

Farming large expanses of land does not necessarily mean land ownership. The smallest farms (under 50 acres) owned more land than they operated (i.e. they rented out more of their owned land than they rented in from others), although they owned only 1.6 percent of farmland (app. table 12). The largest farms (1,000 acres or more) owned only one-half the land they operated, but they owned 30 percent of all farmland. In like manner, almost two-thirds of noncommercial farms (gross sales under \$50,000) owned all the land they operated compared with less than one-third of commercial farms (fig. 6).

Farm Type

In order to compare farms that were similar in terms of primary product, farms were classified according to the commodity/commodities that accounted for the largest portion of the farm's total sales. Farms grouped by type of farm may produce the commodity under very different conditions and may have a very different total product mix.

Livestock farms that produced some combination of beef cattle, hogs, and sheep accounted for 43 percent of all farms in 1994, the largest share of farms grouped by major type of production. These farms were large in area, 559 acres on average, but averaged less than \$40,000 gross cash farm income and gross value of sales (fig. 7). They operated 53 percent of total acres in farms and accounted for 23 percent of total agricultural sales. The figures for this type of farm are likely more representative of cattle and sheep farms, which require relatively small amounts of labor but large amounts of land, as opposed to hog farms, which are more labor-intensive. The labor requirement of cattle and sheep farming lends itself to part-time farming, so that households operating these farms can more easily combine farming with off-farm work.

Farms producing nursery and greenhouse products were generally very small in area (56 acres, on average), but had very high gross value of sales (\$176,000) and gross cash farm income (\$185,000) so that sales per acre averaged more than \$3,000. This type of production is labor-intensive and these farms

are often located near the urban fringe to take advantage of retail sales opportunities.

Location

One-fifth of U.S. farms were located in the Nation's Corn Belt, the farm production region that is the traditional producer of corn, soybeans, and hogs. Corn Belt farms had gross cash farm income (\$67,058) and gross value of sales (\$75,786) near the U.S. average farm income and sales, although they were smaller than the U.S. average in terms of acres operated (262 acres v. 448 acres). More than one-third of Corn Belt farms had gross sales under \$10,000 (app. table 1). As expected, Corn Belt farms with an operator whose principal occupation is farming had much higher gross value of sales (\$145,715, on average) than other occupation types (app. table 4).

The Mountain farm production region had the largest farms in terms of acres operated, 1,718 acres on average, and average gross sales and income second only to the Pacific region. The Mountain region was the only one that had as many farms over 1,000 acres as farms under 50 acres (app. table 1). Because range cattle and sheep are a common type of production there and they are a relatively low-value commodity on relatively large amounts of land, sales per acre were low. Nevertheless, gross cash farm income and gross value of sales per farm were over \$100,000, on average, and farm household income was well above the U.S. average. About half of farms in the Mountain region included some rented land, with cash rent more common than share rent. About half of operators listed farming as their principal occupation.

The Appalachian region had the smallest farms, on average, with the lowest gross cash farm income and gross value of sales. More than 60 percent of Appalachian region farms had a gross value of sales less than \$10,000. Relatively low-sales beef/hog/sheep operations accounted for almost half of all farms, while the higher income tobacco farms accounted for one-fourth.

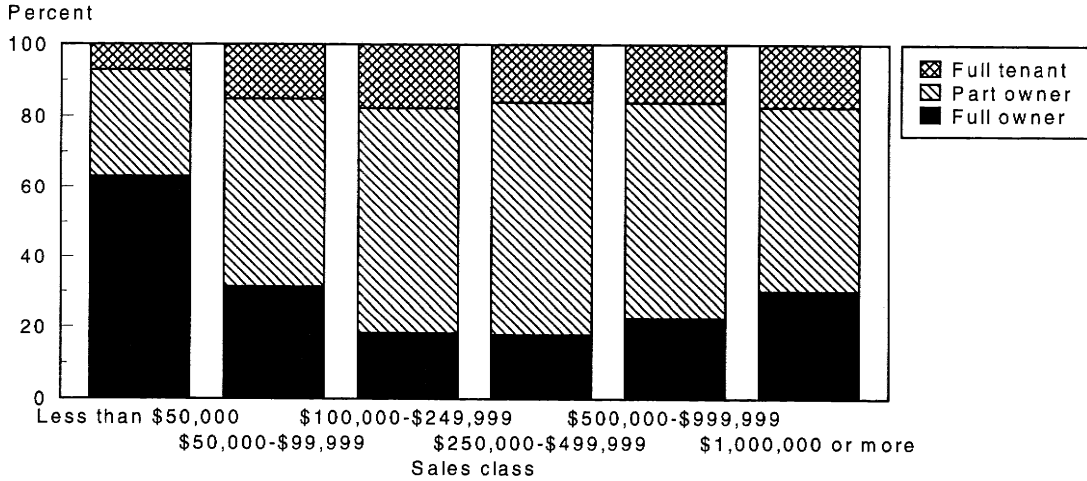
Management Strategies

Farm businesses can be characterized by the types of management strategies operators use to increase the likelihood of surviving economic and financial perils. For example, operators may rent instead of buying land and equipment in order to avoid incurring long-term debt. They may incorporate in order to protect

Figure 6

Tenure by sales class, 1994

Almost two-thirds of farms with sales under \$50,000 owned all the land they operated, compared with less than one-third of larger farms.

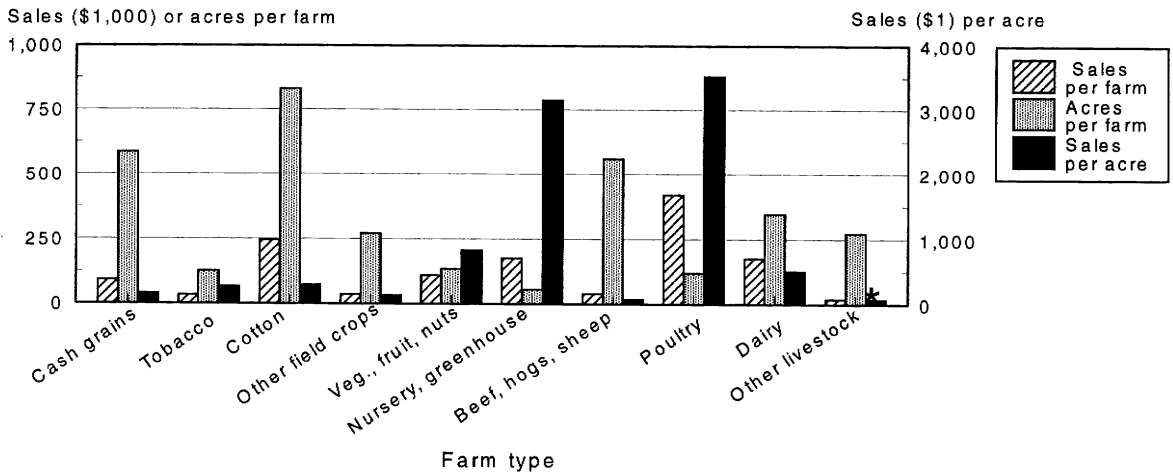


Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Figure 7

Farm size and sales per acre, by farm type, 1994

Farms that produced nursery and greenhouse products and poultry farms were among the smallest farms (acres), but had the highest value of sales per acre.



★ The relative standard error exceeds 25 percent.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

personal assets in the event of business failure. They may enter into contracting arrangements to avoid price uncertainty and/or to share costs. Finally, farm operators may participate in government programs to provide a price floor for their output and some protection against crop losses. Their resulting financial performance indicates how well these strategies have succeeded.

Renting Land

Renting land instead of buying offers a way to enter farming or expand an operation without requiring large amounts of capital or taking on additional debt. Share renting land is a way to share both the costs of production and the risks of yield variability. In 1994, half of all U.S. farms were fully owned by the operator. They had lower average gross cash farm

income (\$35,715) and lower average gross value of sales (\$40,133) than farms with some sort of land tenure arrangement involving cash rent, share rent, or rent-free land, and they were smaller in terms of acres operated (table 2). Therefore, they accounted for just one-fourth of all acres operated, gross cash farm income, and gross value of sales (fig. 8).

Nearly half of all farm operations rented some land, and one-fifth of farms that rented land were full tenants, i.e., the operation owned no land at all. The 10 percent of farm operators who did not own any of the land they operated rented 18 percent of total farmland and produced 16 percent of total sales. Despite variation in farm size, sales per acre were similar for the three tenure groups. About 80 percent of full tenants were under 55 years old.

Table 2--Farms, acres operated, gross cash income, gross farm sales, by farm business characteristics, 1994

Item	Farms		Mean acres operated		Mean gross cash income		Mean gross value of sales	
	Number	RSE ¹	Acres	RSE	Dollars	RSE	Dollars	RSE
All farms	2,035,500	2.5	448	5.5	69,187	3.0	73,995	3.1
Land tenure:								
Full owner	1,068,758	3.9	219	8.7	35,715	5.7	40,133	6.4
Part owner	769,208	3.5	671	4.9	103,184	4.0	107,842	4.0
Tenant	197,534	7.4	815	23.7	117,900	7.7	125,404	7.5
Rental arrangement:								
No rentals	1,013,275	4.1	218	9.3	29,136	5.8	33,346	6.5
Land only	834,084	3.5	637	8.3	81,029	3.9	87,041	4.0
Land and other rentals	132,658	6.8	1,102	8.7	264,393	6.7	264,779	6.6
Other rentals only	55,483	12.2	246	14.0	155,850	16.5	164,071	17.0
Legal organization: ²								
Individual	1,841,473	2.7	364	6.4	48,155	3.2	53,985	3.6
Partnership	112,927	7.6	1,171	13.3	209,520	7.8	208,899	7.7
Corporation	79,093	10.1	1,353	19.3	335,669	10.8	323,888	11.0
Family corporation	68,852	10.9	d	na	310,199	11.5	297,657	11.8
Non-family corporation	10,241	25.7	d	na	506,918	28.9	500,252	28.6
Contracting arrangement:								
Cash sales only	1,765,977	2.8	427	6.5	48,871	3.7	47,678	3.8
Contracts [with or without cash sales]	269,523	4.9	585	6.2	202,295	4.7	246,428	5.0
Production contracts ³	50,967	12.9	325	17.8	117,885	10.0	406,712	12.1
Marketing contracts ³	223,557	5.2	650	6.4	224,329	5.1	214,006	5.0

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Excludes cooperative farms. ³ Includes some farms that have both production and marketing contracts.

d = Data insufficient for disclosure.

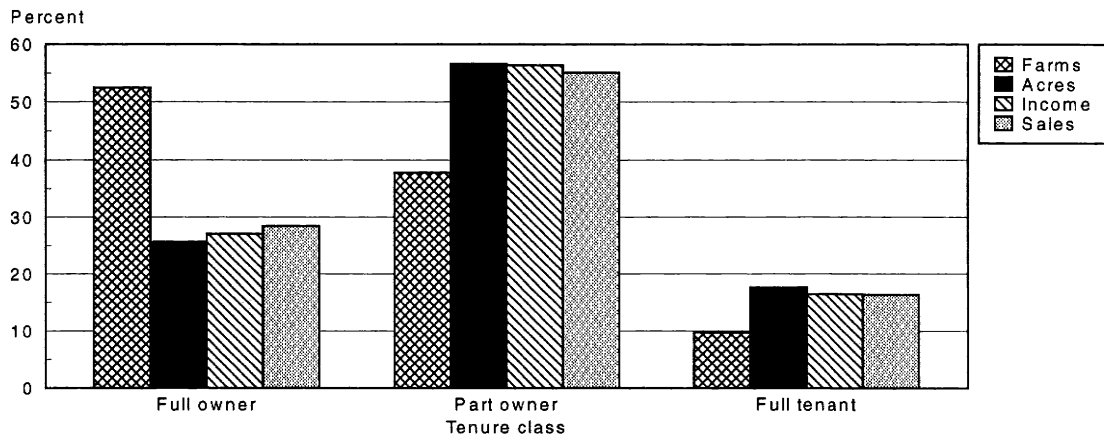
na = Not applicable.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Figure 8

Distribution of farms, acres operated, gross cash income, and gross farm sales, by tenure class, 1994

Farms that rented some or all of the land they operated produced more than their proportionate share of farm sales.



Source: USDA, Economic Research Service. 1994 Farm Costs and Returns Survey.

Statistics for full-owner farm operators mask the impact of a small group of operators who own all their land but rent buildings, machinery, or livestock. About 5 percent of full-owner farm operators rented some other assets used in production, and their gross cash income and gross value of sales were about 5 times as high as other full owners.

While only 40 percent of farms with sales under \$50,000 rented some of the assets used in production, more than 80 percent of farms with sales over \$100,000 rented some combination of land, livestock, equipment, and machinery (fig. 9). More than one-third of farms with sales over \$500,000 rented some nonland capital.

Legal Organization

The most common type of legal organization of farms is individual operations. More than 90 percent of all farms in the United States were individually owned in 1994 (fig. 10). These farms are considered family farms, along with family corporations and partnerships. In fact, most corporate farms in the United States are family farms, because they are closely held by the operator's family. Family-held

corporate farms were much larger both in terms of average gross value of sales and average acres operated than farms organized as individual operations. Gross cash farm income and gross value of sales for corporations were six times as high as income and sales for farms organized as individual operations. While individual farms averaged 364 acres, corporate farms were over 1,300 acres.

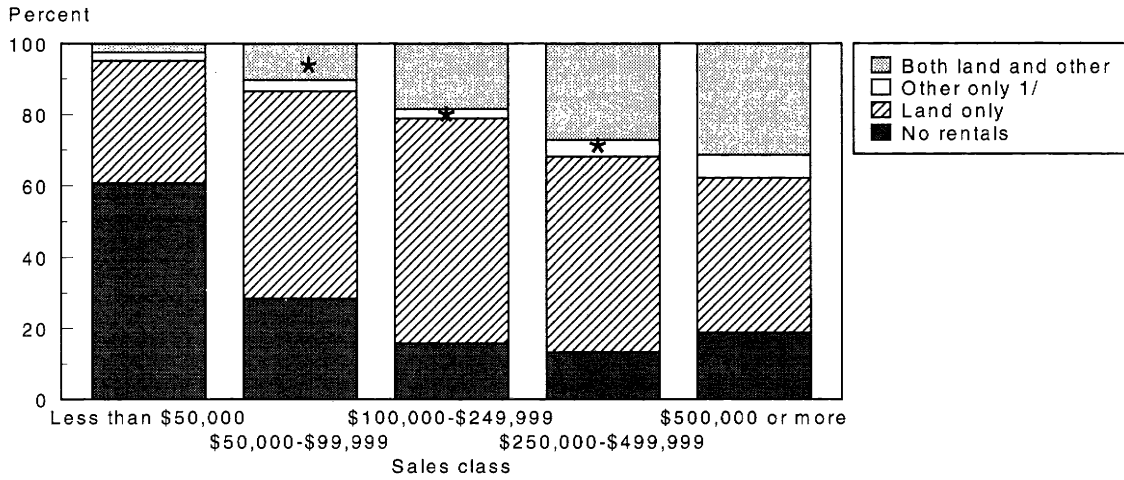
Contracting

Contracting is a risk management strategy used by a growing share of farm operators. Marketing contracts guarantee a market and a price or pricing mechanism for output in advance of delivery. Production contracts reduce the operator's required investment in an enterprise because the contractor typically owns the commodity being produced and provides some of the inputs. Contractors pay a fixed fee to the operator for grower services. Thirteen percent of operators reported using contracting arrangements in 1994, mainly marketing contracts (fig. 11). Farms that produced under contract accounted for over 40 percent of total agricultural sales, only a portion of which were sales under contract.

Figure 9

Rental arrangement by sales class, 1994

Rental of livestock, equipment, buildings, and machinery increased with farm size.



1/ Includes livestock, equipment, buildings, and machinery.

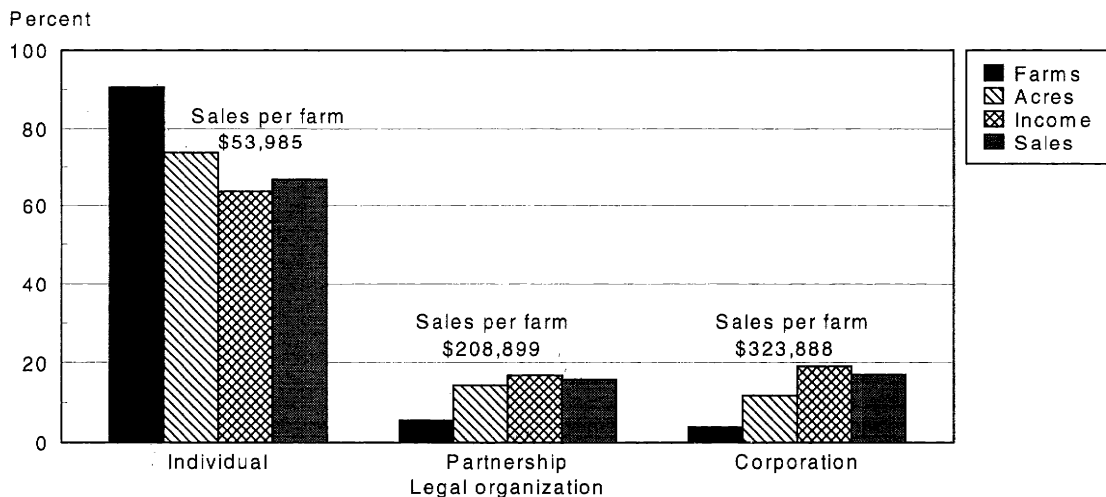
* The relative standard error exceeds 25 percent.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Figure 10

Distribution of farms, acres operated, gross cash income, and gross farm sales, by legal organization, 1994

Because corporate farms accounted for only 4 percent of farms and 18 percent of sales, sales per corporate farm averaged six times as high as sales of individually held farms.

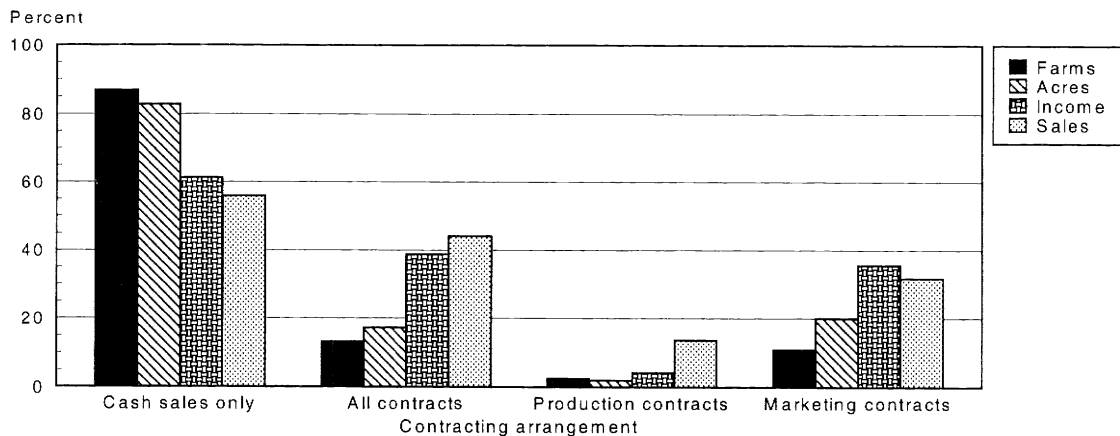


Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Figure 11

Distribution of farms, acres operated, gross cash income, and gross farm sales, by contracting arrangement, 1994

More than 10 percent of farm operators used contracting to reduce their risks of production and marketing.



Note: A small share of farms had both production and marketing contracts.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Farms with production contracts had generally smaller acreages and lower gross cash income than farms with marketing contracts. Roughly two-thirds of poultry farms had contracts, primarily production contracts, while almost half of dairy farms had marketing contracts (fig. 12). Gross value of sales for farms with production contracts may be higher than gross cash farm income, because their value of sales includes the full market value of output removed from the operation under a production contract even though the output belongs to the contractor. The operator (contractee) receives mainly a fee for services that is substantially less than the market value of the commodity. Since contracting accounts for such a large share of poultry production, gross cash farm income for poultry farms was, on average, nearly 70 percent less than gross value of farm sales.

Sources of Gross Farm Income

In 1994, revenue from commodity sales was about evenly divided between crops and livestock, and accounted for 84 percent of gross cash farm income (table 3). Other sources of revenue were government payments, which provided another 5 percent of income, and other farm income, 11 percent. Other farm income includes such items as custom work for others, sales of forest products or manure, and hedging profits or losses.

Very large farms (gross value of sales \$1,000,000 or more) were far more dependent on commodity sales for income than noncommercial (gross value of sales under \$50,000) farms (90 percent v. 66 percent). Government payments were more important to gross cash income for noncommercial farms (11 percent) than for the largest farms (1 percent) even though payments were considerably smaller for noncommercial farms than for the largest farms (\$1,299 v. \$21,715). Unlike farms in the higher sales classes, farms with sales less than \$50,000 generally had cash expenses that exceeded cash income so that average net cash farm income was negative.

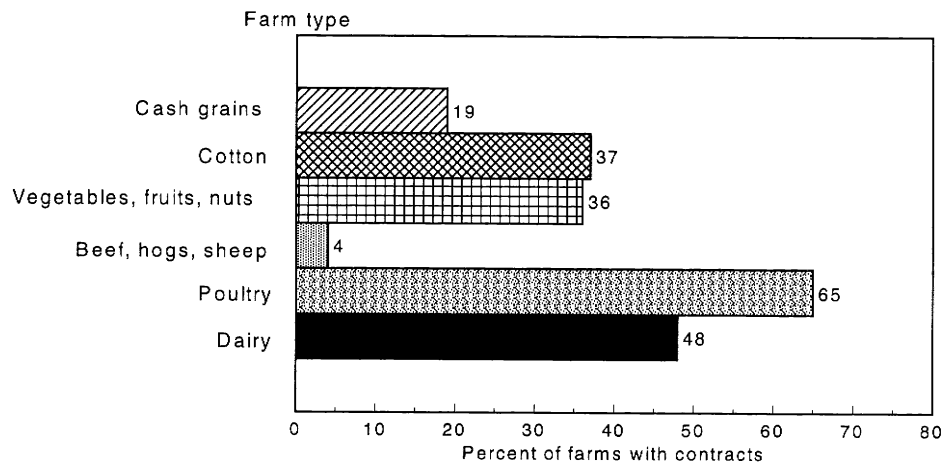
Assets and Debt

Assets per farm increased with sales class, but even farms with sales less than \$50,000 had assets averaging more than a quarter million dollars. Average debt load relative to assets (debt-to-asset ratio) was 12 percent overall. However, the lowest sales class carried very little debt (6 percent of assets) and capital investments during 1994 represented only 1 percent of total assets. Farms with sales over \$250,000 averaged more than a million dollars in assets and carried considerably higher debt (20-25 percent of assets). Very large farms (sales over \$1,000,000), in addition to servicing debt, had capital

Figure 12

Share of farms with production and/or marketing contracts, by farm type, 1994

Nearly two-thirds of farms specializing in poultry production had contracting arrangements.



Note: Except for poultry farms, most contracting arrangements were marketing contracts.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

investments averaging almost \$150,000, almost 5 percent of total assets.

Financial Position

The debt-to-asset ratio is an indicator of vulnerability to changes in income that may threaten debt-servicing capacity. Net farm income is primarily a measure of whether or not the operation generates enough income to cover expenses and provide a return to all the factors of production, including the operator's unpaid labor.

Although both net farm income and the debt-to-asset ratio are used to assess financial performance, they have limitations when used independently. For example, if a farm business earns enough income to service debt and meet its other financial obligations, then a high debt-to-asset ratio may be acceptable. Similarly, a farm carrying a low debt load may be able to weather periods of low or negative farm income. Thus, a combination of the two measures, herein called financial position, provides a better indicator of the financial health and the long-term viability of the business.

About 60 percent of farms were in a favorable financial position (low debt-to-asset ratio and positive net farm income) in 1994. Another 34 percent were considered marginal income farms because they had negative net farm income coupled with a low debt-to-asset ratio. The share of farms that were marginally solvent (high debt-to-asset ratio and positive net farm income) or vulnerable (high debt-to-asset ratio and negative net farm income) increased with farm size (fig. 13). Marginal income farms had a considerably lower average gross value of sales, because a large majority of these farms were in the under-\$50,000 sales class (fig. 14). Operator households associated with noncommercial, marginal-income farms often have substantial off-farm income that offsets negative net farm income.

Average farm size (sales and acres) was greater for marginally solvent and vulnerable farms than other farms (app. tables 1 and 3). However, average gross value of sales for marginally solvent farms was more than double the average sales for vulnerable farms. If operators of farms in a vulnerable financial position do not have additional income from off-farm sources, interest expense from a high level of debt may threaten survival of the farm business.

Table 3--Selected farm business financial characteristics by sales class, 1994

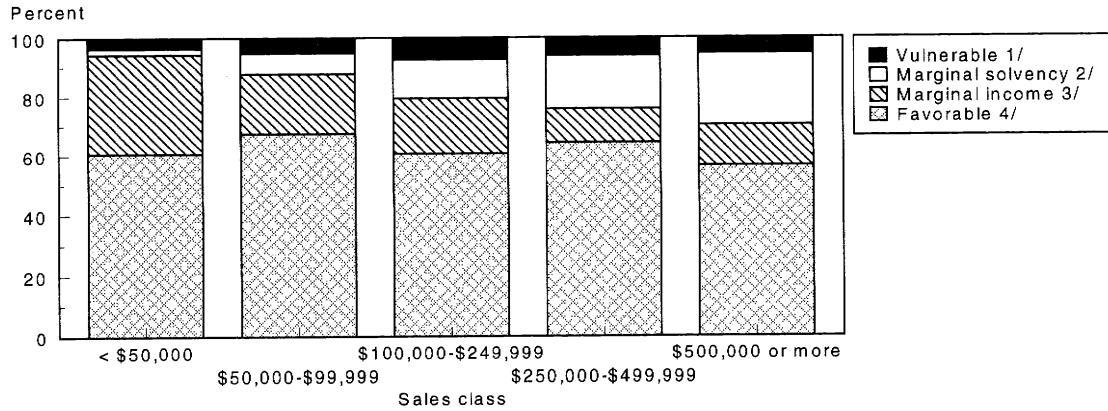
Item	Sales class						All
	Less than \$50,000	\$50,000 to \$99,999	\$100,000 to \$249,999	\$250,000 to \$499,999	\$500,000 to \$999,999	\$1,000,000 or more	
	<i>Number</i>						
Farms	1,482,980	211,132	220,888	73,100	30,839	16,561	2,035,500
	<i>Dollars per farm</i>						
Gross cash income	11,991	73,616	148,848	322,989	594,022	1,974,228	69,187
Livestock sales	4,520	30,366	62,440	115,838	228,465	864,683	27,875
Crop sales	3,351	30,107	65,021	167,563	278,013	911,947	30,270
Government payments	1,299	5,344	8,392	13,630	18,409	21,715	3,356
Other farm-related income	2,821	7,799	12,995	25,957	69,135	175,883	7,685
Cash expenses	13,461	57,447	120,350	245,295	454,853	1,593,386	57,491
Net cash farm income	* -1,470	16,169	28,498	77,693	139,170	380,841	11,696
Net farm income	* 1,644	15,052	19,399	64,149	125,409	309,928	11,589
Farm assets	275,227	448,834	681,610	1,005,318	1,627,403	3,276,131	408,456
Equity	258,083	395,584	564,903	803,003	1,275,280	2,446,976	358,431
Capital investments ¹	3,831	9,382	19,246	34,210	57,946	148,967	9,172
	<i>Percent of gross cash income</i>						
Gross cash income	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Livestock sales	37.7	41.3	42.0	35.9	38.5	43.8	40.3
Crop sales	28.0	40.9	43.7	51.9	46.8	46.2	43.8
Government payments	10.8	7.3	5.6	4.2	3.1	1.1	4.9
Other farm-related income	23.5	10.6	8.7	8.0	11.6	8.9	11.1
Cash expenses	112.3	78.0	80.9	76.0	76.6	80.7	83.1
Net cash farm income	* -12.3	22.0	19.2	24.1	23.4	19.3	16.9
Net farm income	* 13.7	20.5	13.0	19.9	21.1	15.7	16.8
	<i>Percent of assets</i>						
Farm assets	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Liabilities (debt-to-asset ratio)	6.2	11.9	17.1	20.1	21.6	25.3	12.3
Equity	93.8	88.1	82.9	79.9	78.4	74.7	87.8
	<i>Percent of farms</i>						
Financial position:							
All ²	100.0	100.0	100.0	100.0	100.0	na	100.0
Favorable ³	60.7	67.5	60.7	64.5	56.5	na	61.4
Marginal income ⁴	33.8	20.4	18.9	11.4	13.7	na	29.5
Marginal solvency ⁵	2.0	7.0	13.2	18.0	24.5	na	4.9
Vulnerable ⁶	3.5	5.2	7.2	6.1	5.2	na	4.2

¹ Excludes real estate purchases. ² Because of sample size considerations, farms with sales of \$1,000,000 or more are combined with farms in the \$500,000-\$999,999 sales class. ³ Debt-to-asset ratio 0.40 or less and positive net farm income. ⁴ Debt-to-asset ratio 0.40 or less and negative net farm income. ⁵ Debt-to-asset ratio greater than 0.40 and positive net farm income. ⁶ Debt-to-asset ratio greater than 0.40 and negative net farm income. * = Relative standard error between 25 and 50 percent. The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate. na = Not applicable. See footnote 2.
Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Figure 13

Financial position of U.S. farms, by sales class, 1994

The share of farms with negative net farm income decreased with size, while the share of farms with high debt-to-asset ratios increased.



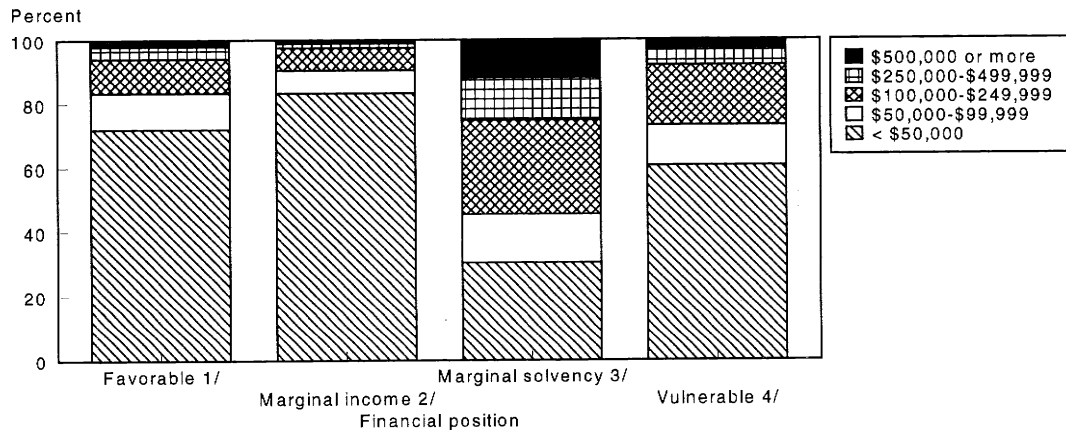
1/ Debt-to-asset ratio greater than 0.40 and negative net farm income. 2/ Debt-to-asset ratio greater than 0.40 and positive net farm income. 3/ Debt-to-asset ratio 0.40 or less and negative net farm income. 4/ Debt-to-asset ratio 0.40 or less and positive net farm income.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Figure 14

Sales class of U.S. farms, by financial position, 1994

About 40 percent of farms with high debt-to-asset ratios and negative net farm income sold more than \$50,000 of agricultural products.



1/ Debt-to-asset ratio 0.40 or less and positive net farm income. 2/ Debt-to-asset ratio 0.40 or less and negative net farm income. 3/ Debt-to-asset ratio greater than 0.40 and positive net farm income. 4/ Debt-to-asset ratio greater than 0.40 and negative net farm income.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Return on Equity

Larger farms are better able to risk a higher level of debt because, with economies of size, they can generally earn a higher rate of return. Rate of return on equity indicates the relationship between the profitability of the business and equity of the farm business. Rate of return on equity measures the rate at which the business is adding to (positive) or consuming from (negative) its own capital stock.

The rate of return on equity was negative for farms with sales under \$250,000, but positive for larger farms (fig. 15). Further, the rate of return on equity for farms with gross value of sales over \$1,000,000 was almost triple the rate of return on equity for farms with sales \$250,000-\$499,999.

Because of production efficiencies usually realized by larger farms, the asset turnover ratio (a measure of the efficiency of assets in generating revenue) also increased with economic farm size (fig. 16). The asset turnover ratio for farms with sales of \$1,000,000 or more was 10 times the asset turnover ratio for farms with sales under \$50,000 (0.62 compared with 0.06). Farms specializing in production of cotton, a relatively

high-value product, had the highest asset turnover ratio while beef/hog/sheep farms had the lowest.

Income From Government Payments

Although the government payment share of gross cash income was 5 percent of U.S. total gross cash farm income, government payments accounted for 8 percent of gross cash income for those farms receiving the payments (table 4). Income from government payments in this section refers to all receipts from Federal and State governments including, for example, deficiency payments, storage payments, disaster payments, cost-share payments for conservation practices, and 10-year Conservation Reserve Program (CRP) payments.

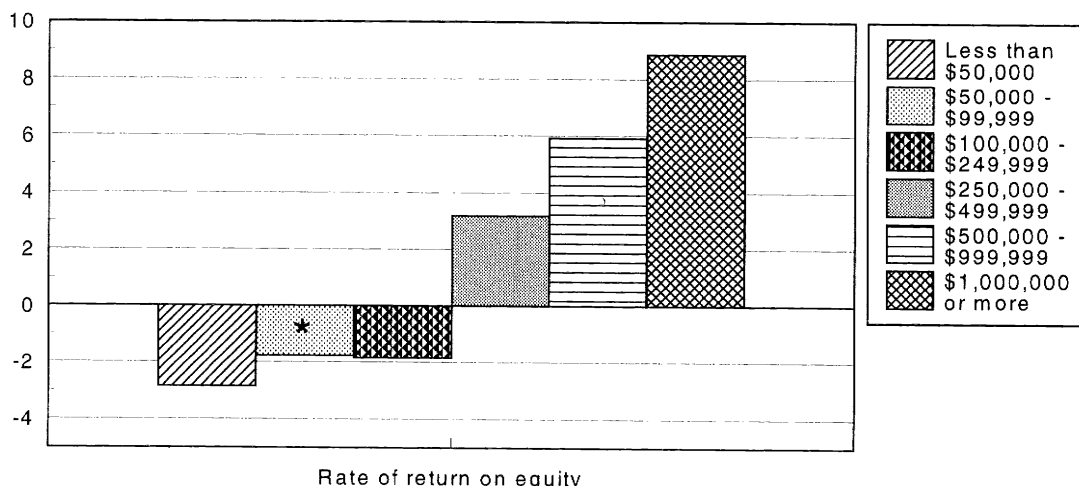
More than one-third of U.S. farms received some income from government payments in 1994, averaging \$9,306 per receiving farm. Almost two-thirds of commercial farms (gross sales \$50,000 or more) received government payments, compared with one-fourth of noncommercial farms. Nevertheless, noncommercial farms made up more than 50 percent of all farms receiving government payments, but because the average payment was relatively small, they received less than 30 percent of total payments

Figure 15

Rate of return on equity, by sales class, 1994

Rate of return on equity was almost 3 times as high for farms with sales over \$1,000,000 as for farms with gross value of sales \$250,000-\$499,999.

Percent



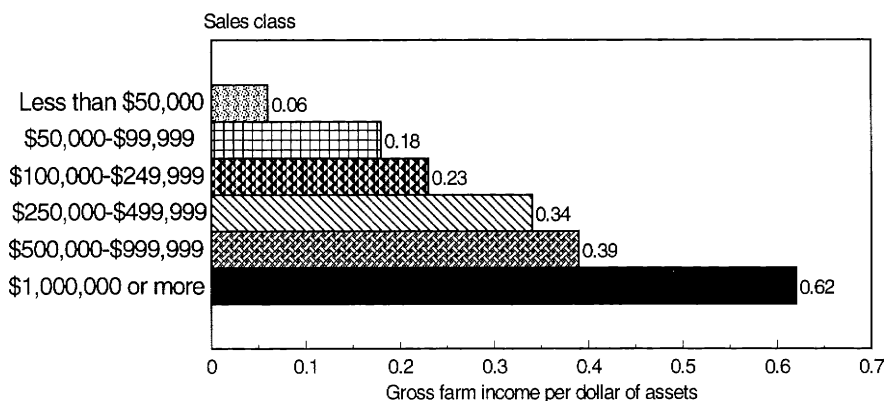
* The relative standard error (RSE) is between 25 and 50 percent.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

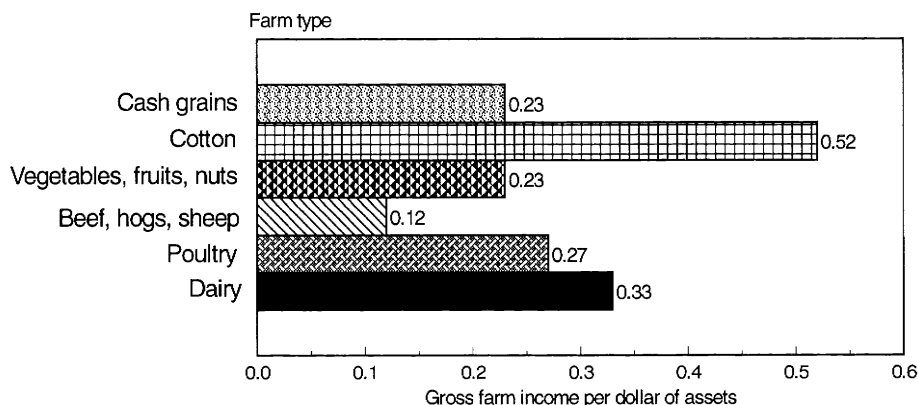
Figure 16

Asset turnover ratio, by sales class and farm type, 1994

The efficiency of farms in generating revenue from assets increases with economic size of farm.



Farms specializing in cotton production generated the highest revenue per dollar of assets invested in the farm.



Note: The asset turnover ratio is gross farm income divided by total farm assets.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

(fig. 17). Farms with sales over \$1,000,000, on the other hand, were 1 percent of farms receiving payments but got more than 5 percent of all payments.

The share of farms receiving government payments and the average payment per farm varied by sales class. While less than 20 percent of farms with gross sales under \$10,000 received payments, more than 40 percent of larger farms received payments. In fact, more than two-thirds of farms with sales of \$100,000 - \$499,999 received payments. The average payment ranged from \$2,877 for farms with sales under \$10,000 to \$47,351 for farms with sales of \$1,000,000 or more. However, although the average government payment generally increased as sales class increased, the importance of the payment to gross cash farm

income decreased from a high of 41 percent for the smallest farms to 2.4 percent for very large farms.

More than two-thirds of farms whose primary production was cash grains, cotton, and other field crops received government payments. Of the farm types for which we have the most statistically reliable data (RSE less than 25 percent), the highest average payment went to cotton farms (\$28,178), but government payments were most important, on average, to producers of other field crops (21 percent of gross cash farm income).

Three-fourths of farms in the Northern Plains farm production region received government payments, \$9,575 on average. The payments accounted for nearly 10 percent of gross cash farm income. More

Table 4--Income from government payments, by selected characteristics, 1994

Item	Farms receiving government payments				
	All farms	Farms	Share of all farms	Mean government payment	Share of gross cash farm income
	<i>Number</i>	<i>Number</i>	<i>Percent</i>	<i>Dollars</i>	<i>Percent</i>
United States	2,035,500	734,118	36.1	9,306	8.2
Sales class:					
\$9,999 or less	985,158	179,784	18.2	2,877	41.0
\$10,000-\$49,999	497,822	199,903	40.2	7,046	24.6
\$50,000-\$99,999	211,132	128,964	61.1	8,750	12.0
\$100,000-\$249,999	220,888	148,539	67.2	12,479	8.1
\$250,000-\$499,999	73,100	51,341	70.2	19,407	5.8
\$500,000-\$999,999	30,839	17,991	58.3	31,555	4.9
\$1,000,000 or more	16,561	7,595	45.9	47,351	2.4
Acreage class:					
49 or fewer acres	530,819	26,550	5.0	**3,897	**8.0
50-179 acres	677,126	202,184	29.9	3,573	17.7
180-499 acres	450,984	225,625	50.0	6,588	8.4
500-999 acres	204,426	148,863	72.8	10,231	7.2
1,000 or more acres	172,144	130,897	76.0	22,889	7.8
Farm type:					
Cash grains	402,806	283,827	70.5	10,665	9.6
Tobacco	81,513	7,069	*8.7	*4,434	3.6
Cotton	26,058	20,184	77.5	28,178	9.2
Other field crops	223,242	145,238	65.1	8,768	20.8
Vegetables, fruits, or nuts	118,964	*12,336	*10.4	*11,539	*4.2
Nursery or greenhouse	41,141	d	*6.9	d	d
Beef, hogs, or sheep	870,117	185,399	21.3	6,840	6.5
Poultry	35,374	*8,052	*22.8	*2,656	**1.1
Dairy	138,129	58,721	42.5	6,254	3.1
Other livestock	98,154	d	*10.6	d	d
Region:					
Northeast	139,600	28,816	20.6	3,993	3.3
Lake States	215,000	121,207	56.4	8,549	7.7
Corn Belt	419,000	216,791	51.7	7,055	7.1
Northern Plains	186,000	142,527	76.6	9,575	9.8
Appalachia	294,000	38,116	13.0	3,513	5.4
Southeast	152,000	31,372	20.6	9,483	8.6
Delta	111,000	27,618	24.9	16,208	11.4
Southern Plains	255,000	68,523	26.9	11,621	10.5
Mountain	114,900	40,622	35.4	18,218	11.0
Pacific	149,000	18,526	12.4	20,008	5.9
Legal organization: ¹					
Individual	1,841,473	638,638	34.7	8,334	9.7
Partnership	112,927	60,626	53.7	16,174	6.8
Corporation	79,093	34,190	43.2	15,206	4.3
Land tenure:					
Full owner	1,068,758	291,332	27.3	6,556	15.6
Part owner	769,208	345,694	44.9	11,080	6.9
Tenant	197,534	97,093	49.2	11,239	7.4
Financial position:					
Favorable ²	1,250,639	488,931	39.1	8,811	8.7
Marginal income ³	600,863	145,130	24.2	8,037	8.3
Marginal solvency ⁴	98,725	58,791	59.6	16,488	6.7
Vulnerable ⁵	85,273	41,267	48.4	9,393	7.7

See footnotes at end of table.

Continued--

Table 4--Income from government payments, by selected characteristics, 1994--continued

	Farms receiving government payments				
	All farms	Farms	Share of all farms	Mean government payment	Share of Item cash farm income
	<i>Number</i>	<i>Number</i>	<i>Percent</i>	<i>Dollars</i>	<i>Percent</i>
Operator occupation:					
Farming	903,130	435,414	48.2	11,561	6.8
Hired farm manager	31,536	*8,411	*26.7	11,885	*5.9
Other occupation	819,729	206,705	25.2	5,614	19.7
Retired	281,106	83,588	29.7	6,426	37.3
Operator age:					
Less than 35 years	192,556	51,656	26.8	10,075	5.9
35-44 years	404,990	160,989	39.8	10,039	6.8
45-54 years	497,609	182,482	36.7	9,644	7.9
55-64 years	442,390	169,825	38.4	10,056	8.8
65 years or older	497,956	169,166	34.0	7,255	13.9
Operator education:					
Less than high school	389,184	102,834	26.4	6,909	10.6
High school	843,883	294,810	34.9	9,375	8.7
Some college	435,519	182,551	41.9	10,275	7.6
College	366,914	153,924	42.0	9,624	7.5

¹ Excludes cooperative farms. ² Debt-to-asset ratio 0.40 or less and positive net farm income. ³ Debt-to-asset ratio 0.40 or less and negative net farm income. ⁴ Debt-to-asset ratio greater than 0.40 and positive net farm income. ⁵ Debt-to-asset ratio greater than 0.40 and negative net farm income.

* = The relative standard error of the estimate exceeds 25 percent, but is no more than 50 percent. The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

** = The relative standard error of the estimate exceeds 50 percent, but is no more than 75 percent.

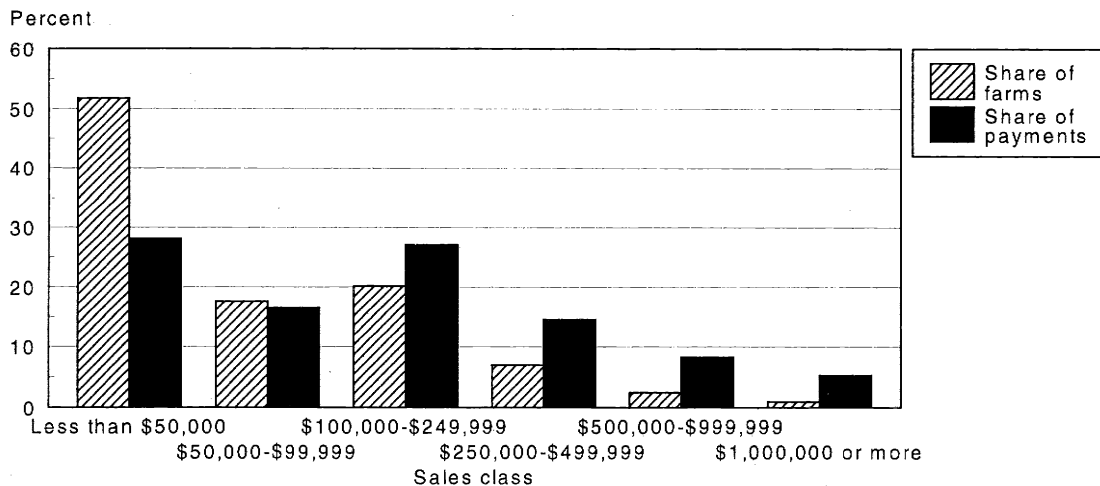
d = Data insufficient for disclosure.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Figure 17

Farms receiving government payments, by sales class, 1994

Larger farms received more than their proportionate share of government payments in 1994.



Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

than half of farms in the Lake States and Corn Belt received payments, averaging more than \$7,000 per receiving farm and accounting for about 7 percent of gross cash farm income. Government payments were highest (\$16,000-\$20,000, on average) in the Delta, Mountain, and Pacific regions. The share of gross cash income from government payments was highest in the Delta, Southern Plains, and Mountain regions, averaging about 11 percent, compared with only 3 percent in the Northeast.

About half of farms with legal organization identified as partnership or corporation received government payments in 1994, compared with just over one-third of farms individually held. While the average payment to individually held farms (\$8,334) was just over half the payment received by partnerships (\$16,174) or corporations (\$15,206), the smaller payments constituted a larger share of gross cash farm income (9.7 percent compared with 6.8 percent and 4.3 percent, respectively).

Although the share of gross cash farm income from government payments did not differ significantly by financial position of farms, the average payment received was more than \$16,000 for farms in the marginal solvency class compared with less than \$10,000 for other farms. Because marginal solvency farms (debt-to-asset ratio greater than 0.40 and positive net farm income) are generally very large farms and government payments received generally increase with farm size (sales class), we would expect relatively large payments to the 60 percent of marginal solvency farms that received payments in 1994.

Close to half of farms with an operator whose principal occupation was farming received government payments in 1994, compared with nearer one-fourth of farms with an operator whose occupation was principally 'other' or 'retired.' The average payment received by these farms was about double (\$11,561) the payments to farms of 'other' (\$5,614) or 'retired' (\$6,426) operators, but the share of gross cash income from government payments was much lower, just 7 percent compared with 20 percent for 'other' and 37 percent for 'retired.'

The share of farms receiving government payments was lowest for farms with operators under 35 years old. Payments averaged \$7,255 for operators 65 and over, compared with near \$10,000 for younger operators. Although farm operators 65 years and over had the lowest average payment, they had the highest

share of gross cash farm income from government payments, 14 percent compared with under 9 percent for the other age groups.

Operators with less than a high school education had the lowest share of farms receiving government payments, along with the lowest average payment, under \$7,000 compared with over \$9,000 for all others. However, government payments were most important to these operators because they had considerably lower gross cash farm income than operators with higher levels of education.

Characteristics of Farm Operators

Although management decisions may be shared among multiple operators, survey data are collected for just one operator per farm, the person who makes most of the day-to-day decisions about the farm business.

Demographic Characteristics

Farms of operators who reported their principal occupation as farm operator or hired manager generally had higher acreage and higher gross cash income and gross value of sales than the U.S. average (table 5). Just under half of the Nation's farm operators reported their principal occupation (accounting for 50 percent or more of total work hours) as farm or ranch operator (44 percent of all operators) or hired manager (2 percent of all operators) in 1994 (fig. 18). These operators accounted for more than their proportionate share of farmland, farm income, and sales (fig. 19). Farm operators who reported 'other' or 'retired' as principal occupation had farms that were smaller than the U.S. average (about 165 acres v. 448 acres).

Gross cash income averaged less than \$17,000 on farms with operators whose primary occupation was 'other' and less than \$10,000 on farms with operators whose primary occupation was 'retired.' Households of operators with an 'other' occupation were relatively better off than the average U.S. household, because they had significant off-farm income. Households of 'retired' operators fared less well in comparison, with average household income just 63 percent of the U.S. average household income.

About 20 percent of farm operators in 1994 were 35 to 44 years old (fig. 20). Farms of these operators

Table 5--Farms, acres operated, gross cash income, gross farm sales, by operator characteristics, 1994

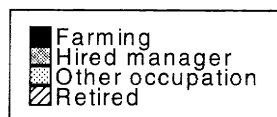
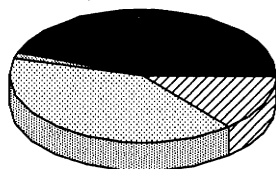
Item	Farms		Mean acres operated		Mean gross cash income		Mean gross value of sales	
	Number	RSE ¹	Acres	RSE	Dollars	RSE	Dollars	RSE
All farms	2,035,500	2.5	448	5.5	69,187	3.0	73,995	3.1
Occupation:								
Farming	903,130	2.7	770	6.8	128,921	3.1	136,876	3.3
Hired manager	31,536	21.8	1,060	32.1	254,253	23.8	233,307	23.9
Other occupation	819,729	4.8	164	6.8	16,737	7.3	20,409	9.7
Retired	281,106	7.9	170	9.2	9,457	9.1	10,358	17.3
Age:								
Less than 35 years	192,556	8.9	433	21.4	79,441	10.4	85,577	10.3
35-44 years	404,990	5.8	485	8.0	98,629	6.7	108,143	6.6
45-54 years	497,609	5.3	433	7.3	76,366	6.3	83,611	6.7
55-64 years	442,390	5.5	570	16.2	67,590	6.4	71,153	6.7
65 years or older	497,956	5.1	329	6.6	35,519	6.0	34,658	6.4
Education:								
Less than high school	389,184	6.0	273	10.5	35,113	7.1	36,707	7.0
High school	843,883	3.9	351	4.6	66,170	4.9	71,058	5.0
Some college	435,519	5.6	498	7.9	82,577	6.4	91,238	7.0
College	366,914	6.5	794	15.5	96,371	7.2	99,834	7.4

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate. Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

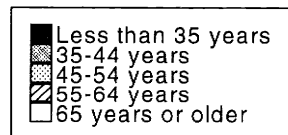
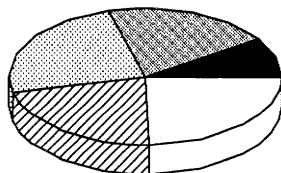
Figure 18

Characteristics of farm operators, 1994

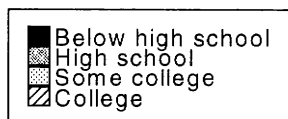
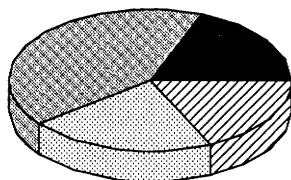
More than half of farm operators identified their primary occupation as 'other' or 'retired.'



Over half of farm operators were under 55 years old.



Four out of five farm operators had at least a high school education.

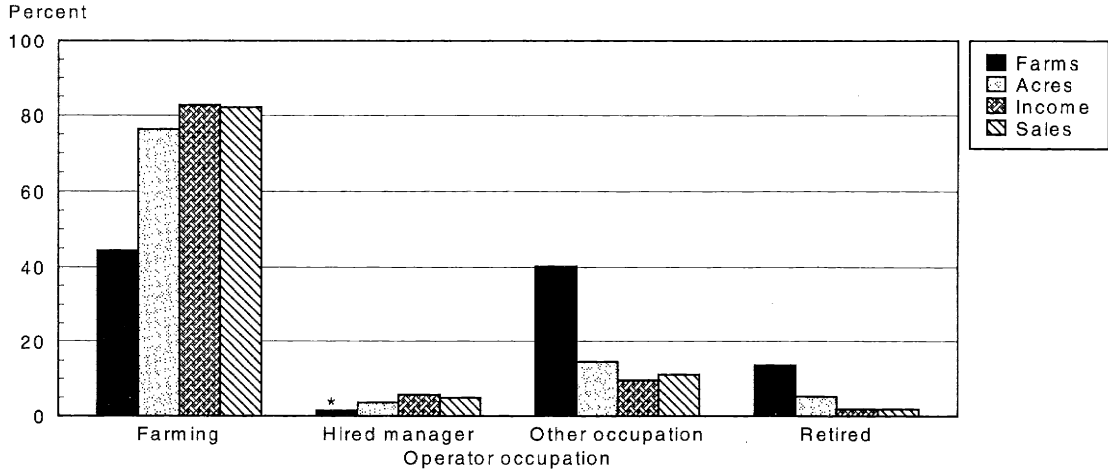


Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Figure 19

Distribution of farms, acres operated, gross cash income, and gross farm sales, by operator occupation, 1994

Farm operators whose primary occupation is farming accounted for more than three-fourths of farm acres, income, and sales.



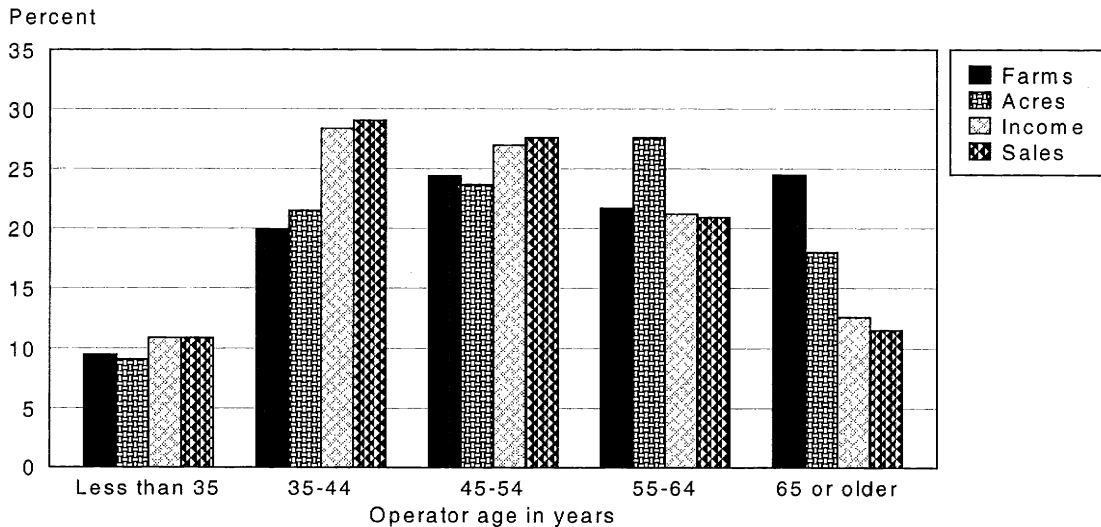
* The relative standard error exceeds 25 percent.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Figure 20

Distribution of farms, acres operated, gross cash income, and gross farm sales, by operator age, 1994

Operators 65 years or older outnumbered those under 35 years by more than 2 to 1.



Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

had relatively high gross cash farm income and gross value of sales (approximately \$100,000) compared with farms of older age groups. Their farms accounted for 22 percent of total farmland acres operated and produced 29 percent of total farm sales. In contrast, operators 65 years or older accounted for 24 percent of all operators but their farms produced just 11 percent of total farm sales. Gross farm sales and gross cash farm income for farms of the oldest group averaged \$35,000, less than half the average for farms of any other age group.

Operators under 35 years old accounted for 9 percent of all farm operators. These operators reported farm assets of \$285,000, on average, and an average debt-to-asset ratio over 0.20 (app. table 16). This was in sharp contrast to operators 65 and over who reported an average debt-to-asset ratio of less than 0.05.

Four-fifths of farm operators had at least a high school education (fig. 21). Operators who did not complete high school had smaller acreage farms and their farms averaged gross cash income and gross value of sales no more than half the average level for the farms of other educational attainment groups. Half of farm operators who did not graduate from high school were at least 65 years old (fig. 22). Farm operators with less than a high school education had the lowest farm household income compared with the U.S. average household income.

Business Information Sources

To be successful, all business operators must keep current on production, marketing, and financial trends in their industry. Farm operators may acquire business information from a variety of sources, including government agencies, private companies, hired advisors, media, and computer networks. They may get some information services at no cost, but may pay for others. Information from government sources is usually free and especially critical to those who plan to participate in government programs. Advisors who provide information may be lawyers, accountants, or management consultants, who generally charge for their services, or private companies such as input providers who may provide free information in order to encourage use of certain products. Media information sources may be radio and television, which are usually free, or newspapers and magazines, which entail some cost. The newest information source, electronic information services, involves the

purchase of computer equipment and usually a cost to access the data. Although the pattern of usage by characteristics of the farm or operator was similar for all sources, the actual level of use for electronic sources was much lower overall than for government, business, or media sources.

More than three-fourths of farm operators in 1994 used information at least once from a government agency, from a private business or organization, and from the media (table 6). More operators of commercial-size farms (sales \$50,000 or more) used information from these three sources than operators of smaller farms (90 percent or more compared with near 75 percent). Farm operators who specialized in cash grains and dairy were more likely to use information from these sources than were operators of other farms.

A larger share of operators of partnership and corporate farms used information from government agencies than did operators of individually held farms. Corporate farm operators also were more likely than individual farm operators to use information from private businesses or farm organizations. More than 85 percent of operators who reported farming as their primary occupation reported using the three sources of information at least once, compared with less than 70 percent of 'retired' operators.

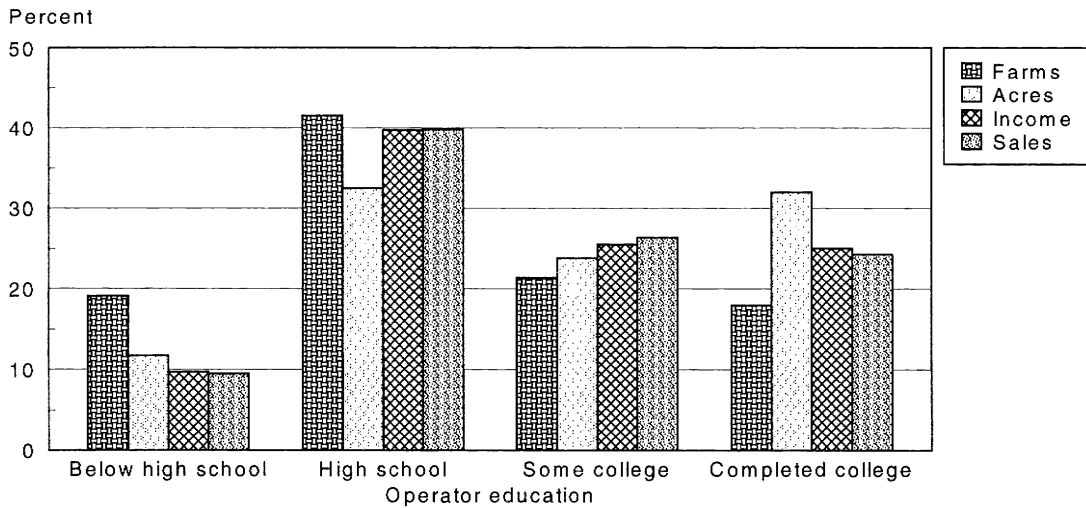
Although delineation by age showed little variation in use of the three information sources, educational attainment showed significant differences. Eighty-six percent or more of college-educated farm operators used information from the three sources, but only about 70 percent of operators with less than a high school education used them. While operators' use of information from government agencies and the media did not vary significantly by financial position of the farm, a smaller share of farm operators (77 percent) with farms in a favorable financial position (low debt-to-asset ratio and positive net farm income) used information from a private business or farm organization, compared with 86 percent or more for other operators.

One of every eight farm operators used an electronic information service at least once in 1994. The rate for commercial farm operators was double the national average and for noncommercial (sales less than \$50,000) operators was half. Cash grain farmers used electronic information services more than operators

Figure 21

Distribution of farms, acres operated, gross cash income, and gross farm sales, by operator educational level, 1994

The 80 percent of farmers who at least graduated from high school accounted for 90 percent of gross farm sales.

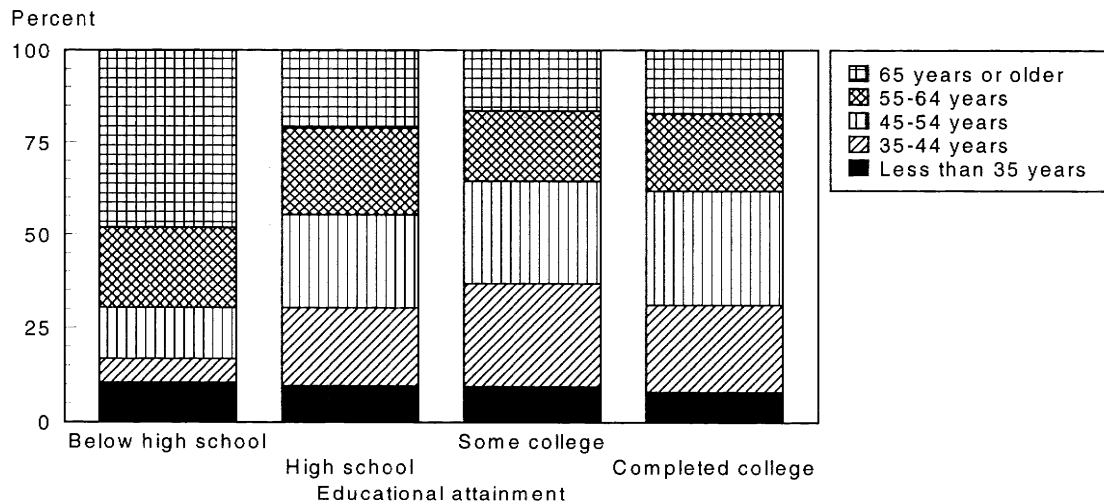


Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Figure 22

Age distribution of farm operators, by education level, 1994

Almost half of farm operators with less than a high school education were at least 65 years old.



Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Table 6--Sources of farm business information, by selected characteristics, 1994

Item	Used information from at least one							
	Government agency ¹		Private business or farm organization ²		Media source ³		Electronic source ⁴	
	Percent	RSE ⁵	Percent	RSE	Percent	RSE	Percent	RSE
All farm operators	78.6	1.6	80.9	1.5	77.3	1.6	12.5	5.9
Sales class:								
Less than \$50,000 (noncommercial)	73.3	2.2	75.1	2.2	72.4	2.2	6.4	12.3
\$50,000 or more (commercial)	92.8	1.2	96.4	0.9	90.2	1.3	28.4	5.6
Type of farm:								
Cash grains	90.5	2.0	92.5	1.7	90.0	1.7	29.1	7.8
Other crops	76.7	3.2	74.3	3.6	70.5	3.6	9.7	13.7
Beef, hogs, or sheep	73.7	2.8	77.0	2.7	72.1	3.1	7.4	11.5
Dairy	86.9	4.2	91.6	3.6	92.6	2.5	12.5	18.6
Other livestock	73.0	8.5	85.0	4.5	82.4	4.8	6.1	38.4
Legal organization: ⁶								
Individual	77.6	1.7	80.2	1.6	76.7	1.7	11.2	6.6
Partnership	89.9	3.5	85.3	4.9	85.5	4.1	25.0	14.5
Corporations	85.5	4.8	91.2	3.6	79.1	5.2	23.9	17.2
Major occupation:								
Farm or ranch work	87.5	1.5	89.5	1.4	85.9	1.5	19.5	6.1
Hired manager	74.8	14.0	83.0	12.3	79.5	12.9	26.9	35.9
Other	72.2	3.2	77.6	2.8	72.1	3.1	7.5	13.7
Retired	68.8	5.7	61.6	6.8	63.7	6.3	2.3	42.8
Operator's age:								
Less than 35 years	75.9	5.8	82.7	4.7	83.6	4.6	14.0	16.7
35-44 years	84.0	3.0	86.2	3.0	81.3	3.5	19.8	10.2
45-54 years	77.2	3.4	82.5	2.7	77.2	3.1	14.3	11.1
55-64 years	79.6	3.3	81.7	3.2	75.3	3.6	12.0	13.8
65 years or older	75.5	3.3	73.6	3.7	73.5	3.5	4.2	20.1
Operator's education:								
Less than high school	70.9	4.1	68.7	4.5	68.9	4.2	5.4	22.7
High school	74.7	2.8	81.4	2.4	75.7	2.7	9.8	9.3
Some college	83.9	2.9	83.4	3.2	80.2	3.3	17.3	10.8
College	88.8	2.2	89.9	2.4	86.1	2.6	20.1	12.1
Financial position:								
Favorable ⁷	80.0	1.9	77.1	2.2	75.1	2.2	11.9	7.8
Marginal income ⁸	73.7	3.6	85.9	2.2	80.7	2.7	11.0	11.7
Marginal solvency ⁹	87.6	4.9	91.2	4.0	81.6	5.4	25.0	14.0
Vulnerable ¹⁰	79.6	6.1	89.9	4.2	79.5	6.0	15.2	20.0

¹ Includes Extension Service, County Agent, Agricultural Stabilization and Conservation Service (ASCS), Soil Conservation Service (SCS), Farmers Home Administration (FmHA), and agricultural specialists from a university. ² Includes financial institutions (such as banks, savings and loan associations, Production Credit Associations (PCA's)), accountants/bookkeepers, lawyers, farm management consultants, input providers (such as feed, fertilizer, or chemical companies), farm organizations, and commodity associations. ³ Includes newspapers, newsletters, magazines, television, and radio. ⁴ Electronic information services. ⁵ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate. ⁶ Excludes cooperative farms. ⁷ Debt-to-asset ratio 0.40 or less and positive net farm income. ⁸ Debt-to-asset ratio 0.40 or less and negative net farm income. ⁹ Debt-to-asset ratio greater than 0.40 and positive net farm income. ¹⁰ Debt-to-asset ratio greater than 0.40 and negative net farm income.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey, Farm Operator Resources version only.

with other commodity specialties, as did operators whose farms were organized as partnerships or corporations compared with individually held farms.

Operators whose primary occupation was farming were more likely to use electronic information services along with operators in the 35-44 year old group. Operators age 65 or more were less likely than any other age group to use such a service. The share of operators with more than a high school education (some college or completed college) who used electronic services was 4 times the share of operators who did not complete high school (20 percent v. 5 percent). About 10 percent of operators with a high school education (more than 40 percent of all farms and the largest number of operators when grouped by educational attainment) used electronic information services.

One-fourth of operators whose farms were marginally solvent (high debt-to-asset ratio and positive net farm income) used electronic information services, more than double the rate for those in a favorable or marginal income financial position. Farms that were marginally solvent in 1994 were larger, on average, than other farms, averaging \$258,000 in gross value of sales and 866 acres.

Overall, farm operators generally relied on information from more than one source category. Roughly half used three types of sources and another 12 percent used four types of sources (fig. 23). Thus, farm operators appear to prefer to consult a variety of information sources to make business decisions.

Business Goals

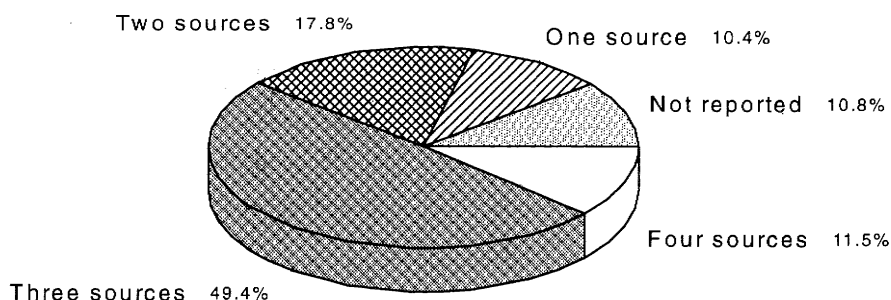
Farm operators generally establish farm business goals that are intended to enhance profitability or reduce risk in order to improve long-term financial performance. Goals affecting profitability and performance may be related to production, such as increasing output or decreasing costs, or they may be related to business practices, such as establishing marketing arrangements or improving recordkeeping to track income and expenses.

The 1994 FCRS asked farm operators to assess the importance of (1) increasing productivity of land and livestock, (2) changing production practices to reduce costs, (3) cutting labor needs by acquiring labor-saving machinery, (4) reducing debt load, (5) lowering market price risk by using contracting or hedging, and (6) keeping records detailed enough to calculate costs of production and to perform financial analysis. Although the goals were not ranked relative to each

Figure 23

Operator use of farm business information sources, 1994

More than half of farm operators used at least three sources of business information.



Note: Sources of information include (1) Government agency, (2) private business or farm organization, (3) media, and (4) electronic information services.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey, Farm Operator Resource version only.

other, one item that showed an average rank lower (less important) than all the others (3.0=slightly important) was reducing market price variability through marketing arrangements (table 7). More than half of farm operators ranked this item as not important (fig. 24). In contrast, more than 60 percent of operators ranked getting out of debt and improving yield or livestock as very important.

Operators of commercial farms (gross sales \$50,000 or more) ranked all goals more important than did operators of noncommercial farms. Except for reducing price variability, dairy and cash grain farms generally ranked items similarly and higher than other types of farms. Although cash grain prices were supported by Federal farm programs in 1994, grain producers apparently considered marketing strategies that smooth price fluctuations to be more important to their businesses than did producers of other commodities.

Operators of farms organized as partnerships and corporations ranked most goals higher (more

important) than did operators of individually held farms, but increasing production and getting out of debt showed no significant variation in ranking. Operators whose principal occupation was farming ranked most goals higher than did retired farm operators (whose rankings were often similar to hired farm managers).

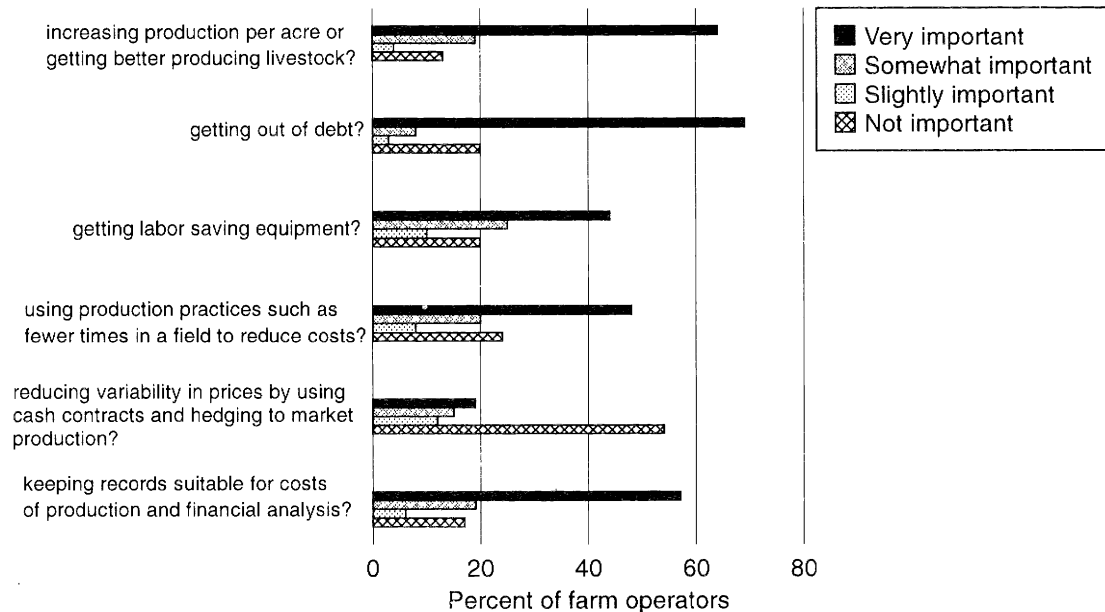
All the business goals had a lower rank from operators age 65 years or more than from younger operators. The ranking pattern was similar (showing significant differences between the two extremes of the typology), with operators delineated by level of education and by the financial position of the farm business. Operators with less than a high school education (who are more likely to be at least 65 years old) ranked all goals lower (less important) than operators with at least some college education. Operators with farms in a favorable financial position (low debt-to-asset ratio and positive net farm income) ranked all goals lower than operators with farms in a vulnerable position (high debt-to-asset ratio and negative net farm income).

Figure 24

Distribution of operator responses on importance of farm business goals, 1994

More than two-thirds of farm business operators considered getting out of debt to be very important.

How important to you is:



Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey, Farm Operator Resource version only.

Table 7--Rankings of farm operator business goals, by selected characteristics, 1994

Item	Increasing production		Getting out of debt		Getting labor saving equipment		Using production practices to reduce costs		Reducing price variability		Keeping detailed financial records	
	Average rank ¹	RSE ²	Average rank	RSE	Average rank	RSE	Average rank	RSE	Average rank	RSE	Average rank	RSE
All farm operators	1.7	1.9	1.7	2.0	2.06	1.7	2.1	1.8	3.0	1.1	1.8	1.9
Sales class:												
Less than \$50,000	1.8	2.2	1.9	2.5	2.3	2.0	2.3	2.0	3.1	1.2	2.0	2.2
\$50,000 or more	1.2	1.8	1.3	2.2	1.5	2.1	1.5	2.0	2.4	2.0	1.3	1.6
Type of farm:												
Cash grains	1.4	3.0	1.5	3.8	1.7	3.1	1.5	3.3	2.3	2.9	1.5	3.2
Other crops	2.0	3.6	1.9	4.0	2.3	3.3	2.2	3.4	3.1	1.9	2.0	3.8
Beef, hogs, or sheep	1.7	3.0	1.8	3.2	2.1	2.7	2.3	2.7	3.2	1.6	1.9	2.8
Dairy	3.5	1.4	5.9	1.6	4.5	1.6	5.3	3.0	2.9	1.5	4.7	1.3
Other livestock	1.8	7.1	2.0	7.9	2.4	6.0	2.6	5.7	3.3	4.3	2.0	8.6
Legal organization: ³												
Individual	1.7	1.9	1.7	2.1	2.1	1.8	2.1	1.9	3.1	1.2	1.9	1.9
Partnership	1.4	5.8	1.7	6.4	1.8	5.3	1.7	6.0	2.6	4.0	1.5	6.7
Corporation	1.5	9.0	1.5	8.8	1.7	7.4	1.8	7.1	2.7	4.6	1.6	7.9
Major occupation												
Farm or ranch work	1.4	2.1	1.5	2.7	1.8	2.3	1.7	2.3	2.7	1.6	1.6	2.2
Hired manager	2.0	16.3	2.3	14.7	2.3	12.5	2.4	10.7	3.1	7.5	2.0	15.4
Other	1.7	3.1	1.6	3.3	2.1	2.9	2.3	3.0	3.2	1.8	2.0	3.1
Retired	2.4	4.2	2.6	4.6	2.8	3.5	2.7	3.8	3.5	1.9	2.4	4.7
Operator's age:												
Less than 35 years	1.4	6.5	1.4	7.8	1.9	5.5	2.1	5.6	2.8	4.0	1.7	6.8
35-44 years	1.4	3.9	1.3	3.8	1.7	4.2	1.9	4.6	2.7	3.1	1.6	4.3
45-54 years	1.6	3.6	1.7	3.7	2.0	3.4	2.0	3.7	2.9	2.2	1.8	3.9
55-64 years	1.7	3.8	1.7	4.2	2.0	3.6	2.1	3.8	3.0	2.3	1.8	4.0
65 years or older	2.1	3.4	2.3	3.7	2.5	2.9	2.4	3.0	3.4	1.6	2.2	3.4
Operator's education:												
Less than high school	1.9	3.7	2.0	4.7	2.3	3.3	2.3	3.5	3.3	2.0	2.1	3.7
High school	1.7	3.0	1.7	3.1	2.0	2.8	2.1	2.8	3.1	1.5	1.9	3.0
Some college	1.6	3.9	1.6	3.9	2.0	3.7	2.0	3.9	2.8	2.6	1.7	4.0
College	1.5	4.0	1.7	4.7	1.9	4.0	1.9	4.3	2.8	3.2	1.5	4.3
Financial position:												
Favorable ⁴	1.7	2.3	1.9	2.5	2.2	2.2	2.1	2.3	3.1	1.3	1.9	2.2
Marginal income ⁵	1.6	3.5	1.7	3.8	2.0	3.2	2.1	3.4	3.0	2.1	1.8	4.0
Marginal solvency ⁶	1.4	5.3	1.2	4.2	1.7	6.4	1.7	5.9	2.5	4.6	1.5	5.7
Vulnerable ⁷	1.5	8.9	1.1	4.7	1.8	7.8	2.0	8.2	2.6	6.4	1.6	8.7

¹ Computed as the average of ranks ranging from 1 (very important) to 4 (not important).

² The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

³ Excludes cooperative farms.

⁴ Debt-to-asset ratio 0.40 or less and positive net farm income.

⁵ Debt-to-asset ratio 0.40 or less and negative net farm income.

⁶ Debt-to-asset ratio greater than 0.40 and positive net farm income.

⁷ Debt-to-asset ratio greater than 0.40 and negative net farm income.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey, Farm Operator Resources version only.

Characteristics of Farm Operator Households

Farm operator households are households associated with family-held farms. Most farms in the United States are controlled by one or more households, either as individual operations, family corporations, or legal partnerships, so that 98 percent of U.S. farms are considered family-held farms. The farm operator is the person who makes most of the day-to-day decisions about the farm business. The operator's household is all persons who share the operator's dwelling or are dependent on the household for support (for example, a student at college). The FCRS collects information for just one household (the operator's household) per farm.

Farm Operator Household Income

USDA's farm operator household income estimate is derived from FCRS data to be consistent with income concepts of the Bureau of the Census in the Current Population Survey (CPS). Since the CPS is the source of official U.S. household income statistics, this allows income comparisons between farm operator households and all U.S. households.

The CPS definition of farm self-employment income is net money income from the operation of a farm by a person on his or her own account, as an owner, renter, or sharecropper. Income includes any income received as cash, but excludes in-kind receipts. However, the CPS definition departs from a strictly cash concept by deducting depreciation, a noncash business expense, from self-employment income.

Thus, earnings of the operator household from farming activities may not measure all the resources that the farm business provides to the farm household to cover household expenses. For example, additional sources of cash for living expenses may be (1) some part of depreciation expense that is not actually spent on capital replacement during the year; (2) nonmoney income, such as the rental value of a farm-owned dwelling, that frees cash income for other spending; or (3) an increase in inventory that could be sold for cash.

Mean farm operator household income (\$42,469) was near the average income for all U.S. households (\$43,133) in 1994 (table 8). Ninety percent of total farm household income, on average, came from off-farm sources (fig. 25).

In general, as farm sales increased, farm operator household income increased, but dependence on off-farm sources of income decreased (fig. 26). For farms with sales under \$50,000, household income trailed the U.S. average by 12 percent and off-farm income often exceeded earnings of the operator household from farming activities. In contrast, farms with sales of \$500,000 or more had farm household income more than 3.5 times the U.S. average, and earnings of the operator household from farming activities accounted for more than 75 percent of household income.

Dairy producers had a comparatively low dependence on off-farm income (50 percent) and low household income (79 percent) relative to the U.S. average. Beef/hog/sheep producers also had relatively low household income (86 percent of the U.S. average), but they were highly dependent on off-farm income (107 percent). Since dairy production is labor-intensive, it allows little time for off-farm work. Livestock production often lends itself to part-time farming and beef/hog/sheep producers may have more time to work off-farm.

Most farm operator households had household income near the U.S. average. However, farm households associated with farms held as partnerships or corporations were 4 to 5 times the size (average gross value of sales) of farms held individually, and their average total household income exceeded the U.S. average by 24 percent or more. Still, about two-thirds of their household income was from off-farm sources.

Nine percent of farm operator households had negative household income, which most likely indicates that they were highly dependent on farm income and off-farm income was not large enough to offset a negative earnings of the household from farming activities. These households realized an income shortfall of \$29,418, on average. Yet they averaged \$115,482 in gross cash farm income and had farm assets averaging \$575,000. Thus, they were similar to farm households that earned 50-74 percent of household income from farming (gross cash farm income \$135,076 and farm assets \$540,205), except that they had higher expenses relative to sales (app. table 20).

Almost half of farm households realized a net loss from farming (negative earnings of the household from farming activities) but had enough off-farm income to cover it and still have total household income near the U.S. average household income. Farm households that were highly dependent on

Table 8--Farm household income, by selected characteristics, 1994

Item	Households		Mean household income		Share from off-farm sources ¹		Percent of U.S. average household income ²
	Number	RSE ³	Dollars	RSE	Percent	RSE	Percent
All farm households ⁴	1,996,793	2.5	42,469	3.3	90	1.4	98
Sales class of farm:							
Less than \$50,000	1,457,392	3.4	38,168	4.5	109	1.0	88
\$50,000 or more	539,401	2.7	54,090	4.1	52	4.1	125
\$50,000-\$99,999	208,746	6.4	39,531	7.5	80	4.0	92
\$100,000-\$249,999	217,335	3.4	41,935	7.2	62	5.7	97
\$250,000-\$499,999	70,141	5.7	72,518	7.3	31	9.8	168
\$500,000 or more	43,179	5.3	155,711	9.3	23	13.8	361
Type of farm:							
Cash grains	394,003	4.3	41,700	3.9	75	3.4	97
Other crops	472,075	5.4	53,523	6.7	79	3.4	124
Beef, hogs, or sheep	860,465	4.4	37,144	5.6	107	1.8	86
Dairy	137,897	6.0	33,968	7.4	50	8.8	79
Other livestock	132,354	11.9	48,807	15.6	110	5.3	113
Farm legal organization:							
Individual	1,826,382	2.7	40,930	3.6	93	1.4	95
Partnership	110,494	7.7	53,371	9.6	68	6.1	124
Family corporation	59,918	10.5	69,255	13.0	62	12.2	161
Farm production region:							
Northeast	137,872	7.6	39,209	17.2	94	4.5	91
Lake States	212,467	6.9	35,060	7.5	85	4.5	81
Corn Belt	411,055	5.7	42,098	5.2	86	3.0	98
Northern Plains	182,261	7.5	41,173	12.1	79	5.5	95
Appalachian	291,826	7.5	39,631	8.5	96	2.3	92
Southeast	147,418	10.0	47,685	9.0	94	3.2	111
Delta	110,268	9.3	39,804	18.8	90	4.8	92
Southern Plains	251,604	7.7	38,943	10.2	100	4.5	90
Mountain	108,637	7.7	52,133	15.2	89	5.4	121
Pacific	143,385	11.2	60,617	13.0	85	7.9	141
Farm operator household farm dependency category: ⁵							
Positive household income and--							
Loss from farming	959,103	4.2	40,161	5.0	na	na	93
0-24 percent from farming	378,477	6.4	57,723	7.3	na	na	134
25-49 percent from farming	150,603	8.7	44,499	6.9	na	na	103
50-74 percent from farming	121,212	7.1	55,259	4.2	na	na	128
75 percent and more from farming	215,769	4.4	74,547	5.0	na	na	173
Negative household income	171,630	7.4	-29,418	8.3	na	na	nc

¹ Earnings from off-farm sources can be more than 100 percent of total household income if farm income is negative.

² Mean operator household income divided by U.S. mean household income (\$43,133).

³ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

⁴ Excludes nonfamily corporations, cooperative farms, and farms with a hired manager.

⁵ Earnings of the operator household from farming activities divided by total operator household income.

na = Not applicable.

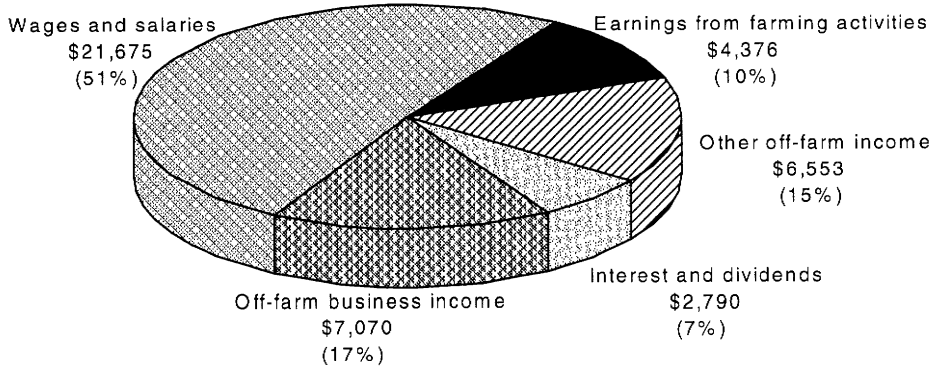
nc = Not calculated.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

Figure 25

Sources of income for average farm operator household, 1994

Average farm operator household income (\$42,469) was about equal to the average U.S. household income (\$43,133). Earnings from farming activities averaged 10 percent of total farm household income.

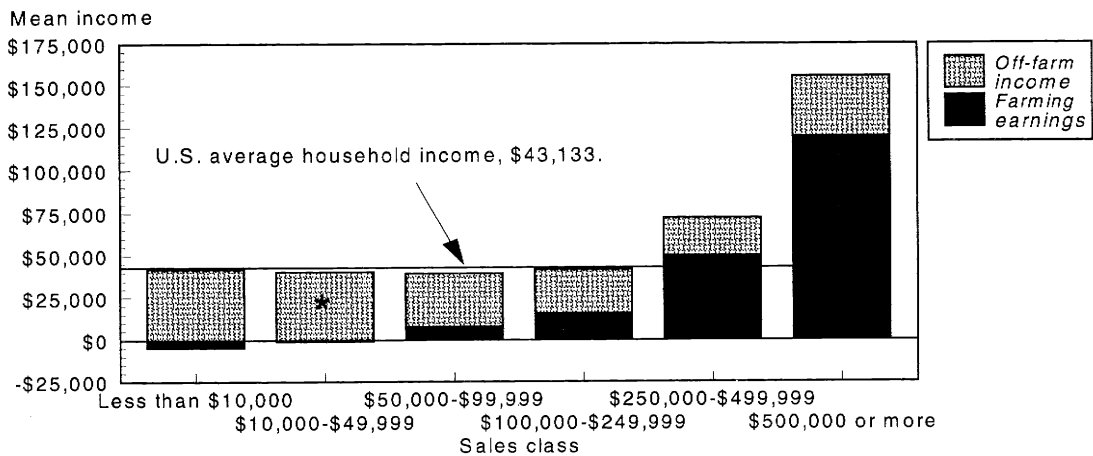


Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey, Farm Operator Resource version only.

Figure 26

Sources of farm operator household income, by sales class, 1994

On average, the households of small farms were very dependent on off-farm income, while the households of larger farms depended mostly on earnings from farming activities.



* The relative standard error exceeds 75 percent.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey, Farm Operator Resource version only.

Table 9--Farm operator household income, by farm operator characteristics, 1994

Item	Households		Mean household income		Share from off-farm sources ¹		Percent of U.S. average household income ²
	<i>Number</i>	<i>RSE</i> ³	<i>Dollars</i>	<i>RSE</i>	<i>Percent</i>	<i>RSE</i>	<i>Percent</i>
All operator households ⁴	1,996,793	2.5	42,469	3.3	90	1.4	98
Operator's occupation:							
Farming	898,270	2.8	36,539	3.8	64	3.8	85
Other	817,417	4.9	54,196	5.4	106	1.1	126
Retired	281,106	7.9	27,314	8.9	105	2.5	63
Operator's age:							
Less than 35 years	185,673	9.0	31,429	8.9	81	5.6	73
35-44 years	395,130	5.9	43,970	5.1	83	3.8	102
45-54 years	487,392	5.4	55,512	5.8	90	2.5	129
55-64 years	434,126	5.6	44,622	8.6	94	3.3	103
65 years or older	494,473	5.2	30,668	6.9	95	2.2	71
Operator's education:							
Less than high school	386,957	6.0	24,144	5.5	92	3.0	56
High school	828,292	4.0	39,673	4.8	87	2.5	92
Some college	426,491	5.6	47,299	7.5	89	3.3	110
College	355,053	6.6	63,159	7.0	94	2.5	146

¹ Earnings from off-farm sources can be more than 100 percent of total household income if farm income is negative. ² Mean operator household income divided by U.S. mean household income (\$43,133). ³ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate. ⁴ Excludes nonfamily corporations, cooperative farms, and farms with a hired farm manager.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey.

earnings from farming activities (75 percent or more of total household income) fared the best, with an average income of about \$75,000 or 75 percent more than the average U.S. household.

Even farm households where the primary occupation of the operator was farming received almost two-thirds of household income from off-farm sources (table 9). Nevertheless, their total household income was below the U.S. average. Retired operator households had half the income of 'other' occupation operator households, but both had off-farm earnings that exceeded their earnings from farming activities, on average. Operator households listing 'other' as the principal occupation of the operator had higher average household income than the U.S. average, while 'retired' operator households had average household income well below the U.S. average.

Farm households with an operator 45-54 years old had the highest farm household income, more than one-fourth above the U.S. household average. Households with an operator under 35 or over 65 had the lowest total household income, more than one-fourth lower

than the U.S. average. Dependence on off-farm income was generally greater for households with an operator over age 45 than for households with a younger operator.

Although dependence on off-farm earnings varied little by educational attainment (near 90 percent for all groups), total household income was highest (\$63,159) for households where the operator completed college, almost half again as much as the average U.S. household. In contrast, farm households where the operator had not completed high school averaged \$24,144, just over half the U.S. average. Overall, about 60 percent of operators completed high school but not college, and their total household income was roughly comparable with the U.S. average.

Operator/Spouse Labor Allocation

Since many farm operators and their spouses work both on and off the farm, farm work accounted for 62 percent, on average, of the operator's total working hours and 34 percent of the spouse's in 1994

Table 10--Distribution of operator and spouse work hours, by selected characteristics, 1994

Item	Operators				Spouses				Share of farms with nonhousehold paid labor	
	Mean hours of farm work		Share of total work hours		Mean hours of farm work		Share of total work hours		Share of farms with nonhousehold paid labor	
	Number	RSE ¹	Percent	RSE	Number	RSE	Percent	RSE	Percent	RSE
All farm households ²	1,502	1.9	62.0	1.6	352	5.0	34.3	4.2	35.7	3.5
Sales class:										
Less than \$50,000	1,059	2.6	48.6	2.4	243	7.0	26.6	6.4	25.8	5.7
\$50,000 or more	2,703	1.9	87.6	1.4	647	6.6	48.4	4.5	62.4	3.1
Type of farm:										
Cash grains	1,861	3.3	68.5	3.0	316	9.1	30.4	8.4	35.7	6.8
Other crops	1,133	4.0	56.6	3.6	257	9.3	29.7	9.1	40.6	6.3
Beef, hogs, or sheep	1,256	3.2	53.8	2.9	245	8.9	25.8	8.4	29.4	6.8
Dairy	3,357	4.4	93.4	1.7	1,176	11.3	69.4	4.6	55.8	7.1
Other livestock	1,438	6.5	59.0	5.6	621	12.2	45.4	11.0	37.3	14.2
Legal organization:										
Individual	1,458	2.1	60.7	1.7	349	5.3	34.0	4.5	34.0	3.9
Partnership	1,912	6.2	72.8	4.9	359	16.0	34.3	13.9	53.0	8.3
Family corporation	2,120	6.3	76.8	5.4	420	17.5	44.1	14.7	55.8	10.4
Major occupation:										
Farm or ranch work	2,309	1.8	90.9	0.8	516	5.9	47.1	4.0	49.2	3.4
Other	863	3.6	30.5	2.6	254	9.6	21.3	8.9	25.8	8.1
Retired	777	7.0	89.8	2.8	108	20.7	33.6	20.4	20.8	14.2
Operator's age:										
Less than 35 year	1,690	6.7	56.9	5.4	355	14.5	30.5	13.0	32.9	12.1
35-44 years	1,780	4.2	59.4	3.4	389	9.9	27.5	9.4	43.3	7.0
45-54 years	1,540	4.2	54.3	3.4	385	11.1	30.9	9.1	34.8	7.0
55-64 years	1,482	4.2	61.9	3.3	453	8.5	40.5	7.2	37.4	7.1
65 years or older	1,190	4.3	86.1	2.4	199	11.7	55.0	8.5	29.9	7.3
Operator's education:										
Less than high school	1,436	4.2	70.3	3.4	302	10.2	41.4	8.8	26.8	9.6
High school	1,528	3.3	62.0	2.5	392	8.3	36.3	6.4	32.7	5.6
Some college	1,597	4.0	60.0	3.5	362	9.8	32.8	8.6	39.2	7.0
College	1,400	4.4	56.8	4.0	300	11.0	26.5	10.9	48.0	7.1
Farm operator household farm dependency category: ³										
Positive household income and --										
Loss from farming	1,127	3.2	46.6	2.8	290	7.8	27.3	7.0	27.2	6.7
0-24 percent from farming	966	5.4	47.1	5.0	195	12.8	22.4	12.9	27.3	9.4
25-49 percent from farming	1,843	5.0	78.5	4.7	306	15.2	30.3	15.3	40.8	11.2
50-74 percent from farming	2,251	7.2	86.1	2.6	499	27.0	42.4	15.9	55.1	7.9
75 percent from farming	2,880	2.4	97.6	0.8	724	8.1	67.3	4.4	61.5	4.9
Negative household income	2,223	5.0	86.6	2.5	520	11.7	50.6	9.0	51.3	7.9

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Excludes nonfamily corporations, cooperative farms, and farms with a hired farm manager.

³ Earnings of the household from farming activities divided by total operator household income. Note: A full-time equivalent job equals 2,087 work hours per year.

Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey, Farm Operator Resources version only.

(table 10). Operators averaged 1,502 hours of farm work (paid and unpaid) annually, while spouses averaged 352 hours of farm work. Additionally, one-third of farms nationwide hired paid workers to do some farm work (excluding custom work, which is a machine with an operator).

Operators of noncommercial-size farms (sales under \$50,000) averaged 1,059 hours per year (equivalent to half a full-time job) on farm work, while operators of commercial-size farms averaged 2,703 farm work hours (1.3 times a full-time equivalent job). Accordingly, noncommercial farm operators spent just under half of their total working hours on farm work compared with seven-eighths for commercial farm operators. Spouses of commercial farm operators worked more than twice as many hours on the farm as their noncommercial counterparts (647 hours compared with 243) and also devoted twice the share of total work hours (48 percent compared with 27 percent) to farm work. In spite of the higher number of hours put in by the operator and spouse on commercial farms, 62 percent of those farms hired nonhousehold paid labor to meet their total labor requirement, compared with 26 percent of noncommercial farms.

Dairy farm operators worked the most hours on the farm, an average of 3,357 hours per year, and thus had little time for off-farm work (93 percent of total working hours worked on the farm) (fig. 27). Their spouses averaged 1,176 hours of farm work or 69 percent of total working hours. Dairy farms also were more likely than other farm types to use paid labor to supplement household labor.

Operators of farms organized as partnerships or family corporations put in more hours on the farm and a larger share of their total working hours than operators of individually owned farms. More of these farms also hired labor from outside the household because they were generally much larger.

Farm operators whose principal occupation was farming worked an average of 2,309 hours on the farm, or 91 percent of their total working hours, while their spouses averaged 516 hours, or almost half of their total working hours. Half of farms with an operator whose principal occupation was farming hired additional paid labor.

Operators whose principal occupation was 'other' averaged fewer than 900 hours per year of farm work,

but nearly 2,000 hours of off-farm work (almost a full-time equivalent job). Operators whose principal occupation was 'retired' averaged 777 hours per year of farm work and 88 hours of off-farm work.

Similarly, the oldest farm operators, age 65 years or more, spent the fewest hours on farm work compared with other age groups, but the highest proportion of total work hours on farming because many had little or no off-farm work.

Hours worked on the farm by the operator and spouse, as well as the share of total work hours, generally increased as dependence on earnings from farming activities increased. Farm operators whose households were most dependent on earnings from farming activities (75 percent or more of total household income) spent the most time on farm work, 2,880 hours per year, on average, and worked almost exclusively on the farm (98 percent of total work hours). Their spouses worked more hours on the farm, 724 hours on average, and devoted a larger share of total work hours (67 percent) to the farm than did other operator spouses. About 60 percent of these generally large farms hired additional workers to provide labor.

Operators in farm households that earned 50-74 percent of household income from farming activities, like operators in farm households with negative household income, worked roughly 2,200 hours (the equivalent of a full-time job) on the farm, although they still spent 14 percent of their total work hours on off-farm work. Like other large farms, more than half hired paid workers from outside the household.

Measures of Farm Business Success

If success is defined as attainment of some desired objective(s), then individuals have the opportunity to choose their own specific ways to measure success by identifying their own objectives. Since everyone has a different set of objectives, performance (success) is measured by a very personal standard. If objectives conflict, then priorities are established and compromise is sought.

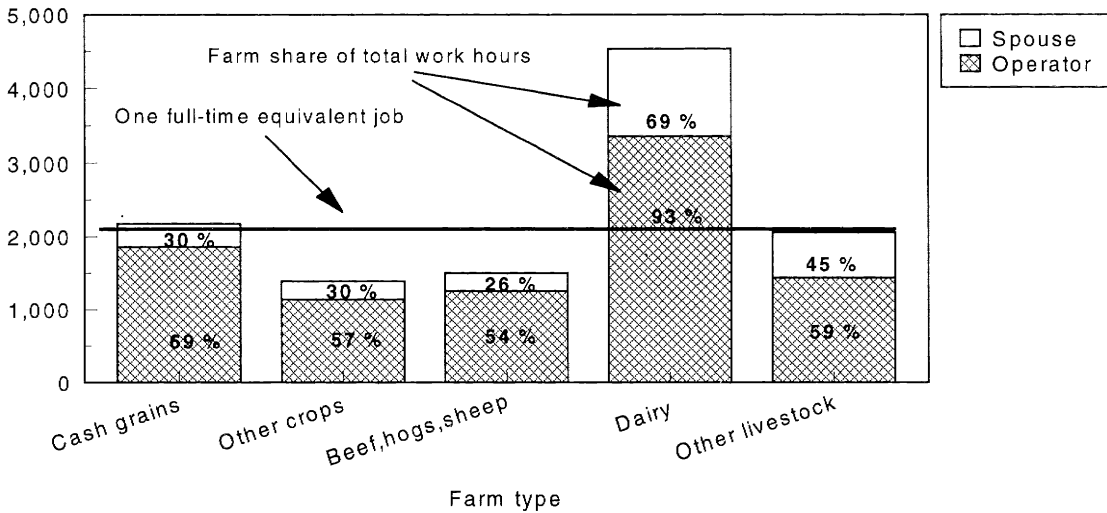
While most businessmen probably pursue the general objective of profitmaking to some extent, there may be other objectives that affect business decisions, such as providing a needed service or creating jobs in the community. Additional objectives may relate to the businessman's household, such as where to locate the

Figure 27

Operator and spouse work hours on the farm, by farm type, 1994

On average, operator and spouse on a dairy farm put in more than the equivalent of two full-time jobs on the farm, plus some additional off-farm work.

Hours per year



Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey, Farm OperatorResource version only.

business or how to provide an opportunity for family members to become part of the business. Decisions based on objectives affecting the household are not uncommon in family farm businesses and performance of the business is partly a function of the operator's goals.

Since performance can be understood only in terms of goals, the 1994 FCRS asked farm operators to identify how they themselves measured whether their businesses were successful. Operators assessed the importance of eight selected objectives in order to identify the items that motivated their business and household decisions (table 11). The objectives were considered individually and not relative to each other, so the issue of conflicts and trade-offs between goals was not addressed. However, increasing acres operated clearly ranked lower (2.9 compared with near 2.0 for the rest) nationwide than the other objectives. In fact, almost half of farm operators considered increasing acres operated to be not important (fig. 28).

The rankings of all eight measures of success varied by sales class. Operators of commercial-size farms (gross sales \$50,000 or more) considered both the household objectives and the business objectives to be more important to them as measures of success than did operators of noncommercial farms.

Dairy and cash grain farm operators considered adequate income without off-farm work, increasing gross sales and assets and equity, and surviving adverse markets and weather to be more important than did operators of other farm types. In addition, rural lifestyle was more important to dairy farmers. Increasing acreage, although less important than other measures of success, was still relatively more important to cash grain farmers because increased plantings is the primary way to increase grain production.

Operators of farms with a formalized legal organization (partnerships or family corporations) ranked most measures of success as more important than did operators of individually held farms. However, all ranked rural lifestyle about the same. Surviving adverse markets and weather was the highest-ranked objective of family corporations.

Farm operators who reported farming as their primary occupation ranked all the objectives higher than operators who identified themselves as 'other' occupation or retired. Having farm income that could support the household was significantly more important to operators whose primary occupation was farming than for other operators, just as was surviving adverse markets and weather and passing the farm on

Table 11--Importance of selected measures of farm business success, by selected characteristics, 1994

Item	Household objectives								Business objectives							
	Adequate household income without off-farm work		Rural lifestyle for household		Having an attractive farmstead		Passing operation to next generation		Operation survives adverse markets and weather		Increasing gross sales		Increasing acres operated		Increasing assets and equity	
	Average rank ¹	RSE ²	Average rank	RSE	Average rank	RSE	Average rank	RSE	Average rank	RSE	Average rank	RSE	Average rank	RSE	Average rank	RSE
All farm households ³	2.0	1.9	1.5	1.7	1.7	1.7	2.0	1.8	1.6	2.1	1.8	2.0	2.9	1.1	2.0	1.8
Sales class:																
Less than \$50,000	2.3	2.1	1.6	2.2	1.8	2.2	2.1	2.2	1.8	2.4	2.0	2.3	3.1	1.3	2.2	2.1
\$50,000 or more	1.3	2.5	1.3	1.7	1.5	1.9	1.8	2.3	1.1	1.6	1.3	1.9	2.5	1.8	1.4	2.0
Type of farm:																
Cash grains	1.7	3.5	1.5	3.2	1.6	3.2	1.9	3.2	1.4	3.2	1.4	3.0	2.6	2.2	1.7	3.3
Other crops	2.2	3.5	1.7	3.8	1.7	3.7	2.1	3.3	1.8	4.0	2.0	3.8	3.1	2.0	2.2	3.5
Beef, hogs, or sheep	2.2	2.8	1.5	2.8	1.8	2.7	2.0	3.1	1.7	3.2	1.9	3.2	3.0	1.8	2.0	2.8
Dairy	1.3	5.2	1.3	3.9	1.5	3.8	1.9	4.6	1.2	5.8	1.3	3.9	2.8	3.4	1.5	5.2
Other livestock	2.2	8.3	1.4	5.9	1.6	9.1	2.4	6.1	1.9	8.1	1.9	7.0	3.1	3.7	2.1	6.3
Legal organization:																
Individual	2.1	2.0	1.5	1.8	1.7	1.8	2.0	1.9	1.7	2.2	1.8	2.1	3.0	1.1	2.0	1.9
Partnership	1.8	6.8	1.5	6.8	1.5	5.0	1.7	6.1	1.3	5.6	1.4	5.0	2.7	3.4	1.8	5.6
Family corporation	1.6	9.2	1.5	7.0	1.6	3.8	1.6	6.9	1.1	5.1	1.4	8.4	2.7	5.6	1.6	8.7
Major occupation:																
Farm or ranch work	1.4	2.6	1.3	1.6	1.6	2.0	1.8	2.2	1.3	2.6	1.4	2.6	2.7	1.5	1.7	2.3
Other	2.6	2.5	1.7	3.0	1.7	3.1	2.1	2.9	1.9	3.2	1.9	3.1	3.0	1.9	2.0	3.0
Retired	2.4	4.3	1.9	4.7	2.0	4.8	2.4	4.8	2.0	5.0	2.5	4.2	3.6	1.7	2.8	4.2
Operator's age:																
Less than 35 years	2.1	6.7	1.3	5.7	1.6	6.1	1.7	6.3	1.4	6.6	1.5	7.5	2.4	5.0	1.6	5.9
35-44 years	1.9	4.3	1.4	3.7	1.5	3.4	2.0	3.9	1.5	4.7	1.5	4.9	2.6	2.9	1.6	4.7
45-54 years	2.2	3.5	1.6	3.5	1.7	3.6	2.0	3.3	1.6	3.9	1.7	3.7	2.9	2.0	1.8	3.4
55-64 years	2.0	4.1	1.6	3.9	1.7	3.6	2.1	3.8	1.7	4.7	1.8	4.3	3.0	2.3	2.0	3.9
65 years or older	2.0	3.7	1.7	3.4	1.8	3.5	2.1	3.5	1.8	3.8	2.1	3.5	3.4	1.6	2.6	2.8
Operator's education:																
Less than high school	1.9	4.2	1.6	4.2	1.9	3.7	1.9	4.2	1.7	4.4	1.9	4.3	3.1	2.5	2.3	3.7
High school	2.0	3.1	1.5	2.7	1.7	3.0	2.0	2.6	1.6	3.3	1.7	3.0	2.9	1.8	2.0	2.8
Some college	1.9	4.1	1.4	3.3	1.6	3.2	2.0	3.8	1.6	4.5	1.7	4.6	2.9	2.3	1.9	4.1
College	2.3	3.8	1.7	4.1	1.6	3.5	2.1	4.0	1.7	4.8	1.8	4.2	3.0	2.2	1.8	4.0

See footnotes at end of table.

Continued--

Table 11--Importance of selected measures of farm business success, by selected characteristics, 1994

Item	Household objectives								Business objectives							
	Adequate household income without off-farm work		Rural lifestyle for household		Having an attractive farmstead		Passing operation to next generation		Operation survives adverse markets and weather		Increasing gross sales		Increasing acres operated		Increasing assets and equity	
	Average rank ¹	RSE ²	Average rank	RSE	Average rank	RSE	Average rank	RSE	Average rank	RSE	Average rank	RSE	Average rank	RSE	Average rank	RSE
Farm operator household farm dependency category: ⁴																
Positive household income and-																
Loss from farming	2.3	2.5	1.5	2.6	1.7	2.9	2.1	2.7	1.7	2.9	1.9	2.9	3.0	1.6	2.1	2.7
0-24 percent from farming	2.4	4.0	1.9	4.2	1.9	3.8	2.2	4.0	1.9	4.4	2.0	4.2	3.2	2.3	2.3	3.6
25-49 percent from farming	1.6	6.2	1.5	6.1	1.5	4.1	1.9	5.9	1.4	7.0	1.6	6.6	2.8	3.9	1.9	5.7
50-74 percent from farming	1.5	6.8	1.5	4.7	1.7	5.1	2.0	5.6	1.4	7.1	1.6	7.0	2.9	3.5	1.8	6.7
75 percent from farming	1.1	3.3	1.3	2.7	1.5	2.9	1.8	3.6	1.2	4.1	1.3	3.6	2.5	2.6	1.6	4.4
Negative household income	1.5	5.6	1.4	4.8	1.6	4.4	1.8	4.4	1.3	7.0	1.4	6.5	2.7	3.6	1.6	5.8

¹ Computed as the average of ranks ranging from 1 (very important) to 4 (not important).

² The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

³ Excludes nonfamily corporate farms, cooperative farms, and farms with a hired farm manager.

⁴ Earnings of the operator household from farming activities divided by total operator household income.

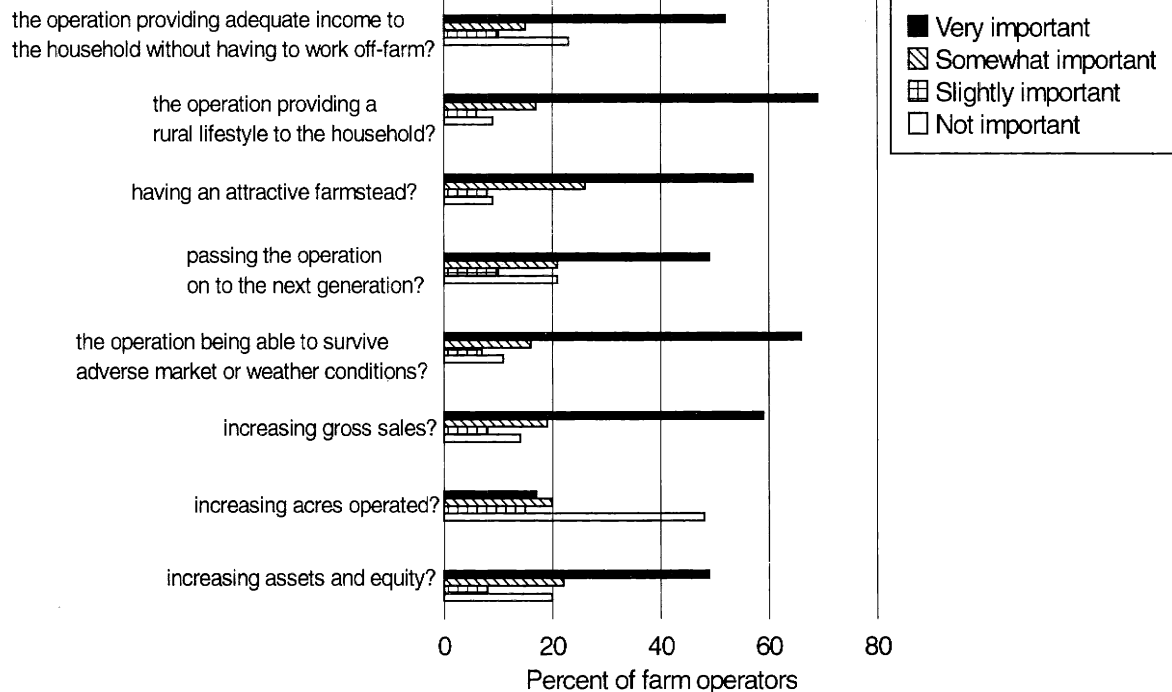
Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey, Farm Operator Resources version only.

Figure 28

Distribution of operator responses on importance of measures of farm business success, 1994

Earning adequate household income from farming alone was very important to more than half of farm operators.

How important to you is:



Source: USDA, Economic Research Service, 1994 Farm Costs and Returns Survey, Farm Operator Resource version only.

to the next generation. However, having an attractive farmstead was less important to retired operators but roughly the same importance to the others. All three occupation groups differed from each other in ranking the importance of rural lifestyle, and increasing sales, acres operated, and assets and equity, with individuals selecting 'farm operator' as their occupation ranking them highest and those selecting 'retired' ranking them lowest.

In general, younger operators ranked most measures of success higher (more important) than older operators. The greatest contrast in views occurred between the under-45 group and the group 65 years and over. While there was little variation with respect to the importance of adequate farm income for the household and having an attractive farmstead, passing the farm on to the next generation was ranked more important by operators under 35 years than by all the others.

The importance of measures of success showed little variation by educational attainment of the operator except for increasing equity and assets. Operators with less than a high school education ranked this lower than all the other operators. Since many operators in this education group are likely to be over 65 and retired, this result supports the analysis by age and occupation group.

Dependence on income from agriculture and importance of most measures of success generally increased together (with the exception of rural lifestyle and attractive farmstead, which showed little variation). Operators whose households were most dependent on farming (including those with a negative household income because loss from farming activities exceeded off-farm income) generally ranked items similarly, as did those with positive household income but less than 25 percent of income (or a loss) from the farm.

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Appendix A: Glossary

Acreage class - a structural indicator of farm size based on acres operated. The five acreage classes generally used in this report are: 1-49 acres, 50-179 acres, 180-499 acres, 500-999 acres, and 1,000 acres or more. See also **acres operated** and **agricultural structure**.

Acres operated - all farmland under a given operating arrangement, regardless of location, for which the operator made day-to-day decisions. Includes land that is owned by the operation, plus land rented in, less land rented out, plus land that is used part of the year and rented out during another part of the year. Rental may be for cash, for a share of production, or free-of-charge. Excludes land rented in on an animal-unit-month (AUM) basis.

Agricultural structure - a concept that can be freely defined as characteristics and patterns that describe the participants in agricultural production, including farm businesses, farm operators, and farm households. For example, farms may be described by average size (acres or sales), sales class, form of legal organization, type of production, geographic location, and financial position. Farm operators and operator households may be described by age, education, and dependence on off-farm income. These are just some of the descriptors that may be included in a list of components of agricultural structure. Structural indicators are used in analyses such as tracking changes in farms and farming over time, and assessing the impact of changes in farm programs and policies.

Asset turnover ratio - the ratio of gross farm income to total farm assets. The asset turnover ratio indicates the efficiency of the farm in generating revenue from its asset base.

Capital investments - total operator expenditures during the reporting year for depreciable items such as vehicles, machinery and equipment, buildings and improvements, and breeding stock. Excludes real estate purchases.

Cash expenses - variable expenses for livestock purchases, feed, veterinary services and supplies, other livestock-related expenses, seed and plants, fertilizer and chemicals, labor, fuels and oils, repairs and maintenance, machine-hire and custom work, utilities,

and other variable expenses, as well as fixed expenses including real estate and property taxes, interest, insurance, and rent and lease payments.

Commercial farms - farms with gross value of sales of \$50,000 or more during the year. Commercial farms are often divided into five sales classes. See also **sales class**.

Contracting arrangement - indicates whether any of the commodities making up the operation's gross value of sales were produced or sold under contract. A contract is generally a written, legally binding agreement between two or more parties. The contracting arrangement may be: (1) no contracts (cash sales only), (2) production contract(s) with or without cash sales, (3) marketing contract(s) with or without cash sales, or (4) some combination of (2) and (3). See also **production contract** and **marketing contract**.

Crop sales - gross cash income from all crops sold from the farm or ranch during the calendar year. Includes sales of crops under marketing contracts. Also includes net Commodity Credit Corporation (CCC) loans (value of crops placed under CCC loan during the year less the value of CCC loans repaid). Payments received in the current year for crops produced in previous years are included. A component of gross cash farm income.

Earnings of the operator household from farming activities - a measure of the farming component of operator household income based on methodology used by the Bureau of the Census using the Current Population Survey (CPS) to estimate income of self-employed people. The CPS estimate includes only cash income, not in-kind or non-money income, but subtracts depreciation, a noncash expense. Although earnings from farming activities may not include some resources available to the household from the farm business, it allows comparison of total income of farm households to income of all U.S. households. Household earnings from farming activities is calculated as the operator household's share of adjusted farm business income (100 percent if other households do not share the farm business income), plus (1) wages paid to the operator by the farm business, and (2) other farm-related earnings,

which includes wages paid to other household members by the farm business and income from any other farm business. For additional explanation, see Appendix C: Measuring Farm Operator Household Income. See also **farm operator household income**.

Earnings of the operator household from off-farm sources - off-farm wages and salaries of all household members, plus the net income of any nonfarm businesses, interest and dividends, rental income from all properties (including farmland rented out), and all other cash off-farm income of household members. See also **farm operator household income**.

Equity - the difference between farm assets and farm liabilities.

Family farm - a farm that is closely held by one or more households, generally including the operator's household. A family farm may be an individual operation, partnership, or family corporation. See also **farm legal organization**.

Farm - any establishment from which \$1,000 or more of agricultural products were sold or normally would have been sold during the year under consideration. See also **point farm** and **family farm**.

Farm assets - estimated market value of all physical and financial assets owned by the farm operation on December 31 of the survey year. Assets include items such as land and buildings, farm share of vehicles, machinery and equipment, and livestock, and production inputs on hand, as well as cash, CD's, and savings or checking accounts.

Farm household - see **farm operator household** and **family farm**.

Farm income - see **gross cash farm income**, **gross farm income**, **net cash farm income**, **net farm income**, **earnings of the operator household from farming activities**, or **earnings of the operator household from off-farm sources**.

Farmland - all cropland, farmstead land, government program land, idle land, orchards, pasture, wasteland, wetland, and woodland. See also **acres operated**.

Farm legal organization - identifies the legal status of the farm operation. A farm may be an

individual operation (sole proprietorship), a legal partnership, a family-held corporation, a nonfamily corporation, or a cooperative. Because so few cooperatives were sampled, cooperative farms were not included in tabulations pertaining to legal organization. See also **family farm**.

Farm liabilities - total amount of debt owed by the farm or ranch on December 31 of the reporting year. Includes outstanding principal plus unpaid interest owed to any banks, individuals, co-ops, merchants, or Federal agencies.

Farm operator - the person who makes most of the day-to-day decisions about the farm, regardless of whether or not others share management responsibility. Thus, for the FCRS as for the Census of Agriculture, the number of farm operators equals the number of farms.

Farm operator household - all persons living in the house with the operator of a farm organized as an individual operation, partnership, or family corporation. Also includes persons dependent on the household for support even though living elsewhere, such as a student at college. Farm operator households exclude households associated with farms organized as nonfamily corporations or cooperatives, as well as households where the operator is a hired manager. Thus, the number of farm households equals the number of farms organized as individual operations, partnerships, or family corporations.

Farm operator household farm dependency category - the ratio of earnings from farming activities to total operator household income. Indicates the importance of earnings from farming activities to total household income. Farms with a positive household income despite a loss from farming earn sufficient off-farm income to cover farm losses. Farms with a negative household income usually have farm losses that exceed off-farm earnings.

Farm operator household income - the sum of earnings of the operator household from farming activities and earnings from all off-farm sources received by household members in the reporting year. Estimating total household income allows income comparisons between farm households and all U.S. households. Both earnings from farming activities and off-farm earnings may be negative.

Farm production regions - 10 multi-State areas in the contiguous 48 States that are somewhat homogeneous with respect to agriculture. Alaska and Hawaii are not surveyed for the FCRS and are excluded from this report. The States that make up the 10 farm production regions are:

- *Northeast*: Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont
- *Lake States*: Michigan, Minnesota, Wisconsin
- *Corn Belt*: Illinois, Indiana, Iowa, Missouri, Ohio
- *Northern Plains*: Kansas, Nebraska, North Dakota, South Dakota
- *Appalachian*: Kentucky, North Carolina, Tennessee, Virginia, West Virginia
- *Southeast*: Alabama, Florida, Georgia, South Carolina
- *Delta*: Arkansas, Louisiana, Mississippi
- *Southern Plains*: Oklahoma, Texas
- *Mountain*: Arizona, Colorado, Idaho, Montana, Nevada, New Mexico, Utah, Wyoming
- *Pacific*: California, Oregon, Washington

Farm structure - see **agricultural structure**.

Favorable financial position - see **financial position**.

Financial measures - financial information that relates solely to the farm operation as a business and to those with a stake in it (operators, partners, and shareholders). Others who may be participants in the business of the farm (such as share landlords and contractors) are excluded. Financial measures referred to in this report include gross cash farm income (includes livestock sales, crop sales, government payments, and other farm income), cash expenses, net cash farm income, net farm income, farm assets, farm liabilities, equity, and capital investments. Financial

performance measures include rate of return on equity, asset turnover ratio, and financial position.

Financial position - describes the financial health of the farm business using income (net farm income) and solvency (debt-to-asset ratio) measures. The four categories of financial position are:

- *favorable* - debt-to-asset ratio no more than 0.40 and positive net farm income. These farms are generally considered financially stable.
- *marginal income* - debt-to-asset ratio no more than 0.40 and negative net farm income. Periods of negative income may not pose financial difficulties if the farm is carrying a low debt load and can either borrow against equity or obtain income from off-farm sources.
- *marginal solvency* - debt-to-asset ratio greater than 0.40 and positive net farm income. A high debt-to-asset ratio may be acceptable if the farm can generate enough income to service its debt and meet other financial obligations.
- *vulnerable* - debt-to-asset ratio greater than 0.40 and negative net farm income. These farms are generally considered financially unstable.

Government payments - value of all government (State or Federal) agricultural payments received during the calendar year, excluding wool and unshorn lamb payments, CCC loans, and crop insurance payments. Includes such payments as deficiency payments, disaster payments, storage payments, and Conservation Reserve Program (CRP) payments. A component of gross cash farm income.

Gross cash farm income (or **gross cash income**) - the sum of four components--crop sales, livestock sales, government payments, and other farm income.

Gross farm income - gross cash farm income plus: the net change in both the value of crop, livestock, feed, and fertilizer inventory, and accounts receivable; the value of farm products used or consumed on the farm; and the gross imputed rental value of the farm operator dwelling if it was owned by the operation.

Gross value of sales - a measure of output often used as an indicator of farm size. Gross value of sales measures, in dollars, how much the farm produces, regardless of who has a claim on that production. Gross value of sales is calculated as the operation's crop and livestock sales plus any shares of production received by share landlords or production contractors. Gross value of sales also includes government payments received by the operation and share landlord(s). Sometimes referred to as gross farm sales or gross sales. See also **sales class**.

Livestock sales - gross cash income from all livestock items sold from the farm or ranch during the calendar year, net of marketing charges. Includes sales of livestock and livestock products under marketing contracts. Payments received in the current year for livestock items produced in previous years are included. A component of gross cash farm income.

Marginal income - see **financial position**.

Marginal solvency - see **financial position**.

Marketing contract - the type of contract used to guarantee a market for a commodity and negotiate a price in advance of actual delivery. The contract may set a price or at least establish a procedure to arrive at a price. For example, fruit may be priced according to quality or a livestock price at delivery will be a function of grade and yield. The contractee (farm operator) owns the commodity while it is being produced, makes most of the production decisions, and supplies most of the inputs. Contracts, for FCRS purposes, must be in place before harvest or before the commodity is ready to be marketed. Futures contracts obtained for the purpose of hedging are not considered marketing contracts, but rather marketing strategies for cash sales. See also **contracting arrangement**.

Net cash farm income - gross cash farm income less cash expenses. Represents income available to those who have a stake in the farm business (operators, partners, and shareholders) for living expenses, principal payment, reinvestment in the farm, or other obligations.

Net farm income - net cash farm income less depreciation and other nonmoney expenses plus the value of inventory change and nonmoney income. Reflects the return (or loss) to unpaid labor, unpaid management, and equity capital. See also **net cash farm income**.

Noncommercial farms - farms with gross value of sales less than \$50,000 during the year. Most of these farms are 'family' farms. Many have negative farm income and associated farm households are often highly dependent on off-farm earnings. See also **sales class**.

Other farm income - income from custom work, machine hire, livestock grazing, farmland rental, contract production fees, timber sales, outdoor recreation, hedging profits or losses, tobacco allotment leases, road tax refunds, and any other farm-related income. A component of gross cash farm income.

Point farm - any operation that did not have at least \$1,000 in agricultural sales during the year, but had enough agricultural activity based on a point system to qualify as a farm. Points are assigned for acres of various crops and head of various livestock species to estimate a normal level of sales. Both the Farm Costs and Returns Survey (FCRS) and the Census of Agriculture use the point system as a substitute for dollar sales to identify farms meeting the current definition.

Production contract - the type of contract used primarily in livestock production. The contractor usually owns the commodity being produced and makes most of the production decisions. The contractee (farm operator) generally provides such inputs as labor, housing, utilities, and machinery. The farm mainly provides a service for a fee. Although the farm does not own the commodity, gross value of sales for the operation reflects the full market value of the commodity produced, but gross cash income includes only the service fee, excluding the value of production received by the contractor. See also **contracting arrangement**.

Rate of return on equity - the ratio of net farm income less an estimated charge for operator and unpaid labor to the value of farm equity, expressed as a percent. Rate of return on equity reflects the effect of leverage (debt-to-equity ratio or debt-to-asset ratio) as well as the cost of borrowing (interest rate) and return to total capital invested in the farm.

Rental arrangement - refers to the ownership status of not only land operated, but also all the other assets used in production (including buildings, vehicles, machinery, equipment, and livestock). The four classes of rental arrangements are: (1) no rental at all, (2) land rental only, (3) land rental and other asset

rental, (4) other assets only (no land rental). See also **tenure class**.

Sales class - a structural indicator of farm size based on gross value of sales. In this report, farms are generally grouped into six sales classes. The two major subsets of farms based on sales class are noncommercial farms (gross sales under \$50,000) and commercial farms (gross sales \$50,000 or more). Commercial farms are further divided into five sales classes: \$50,000-\$99,999, \$100,000-\$249,999, \$250,000-\$499,999, \$500,000-\$999,999, and \$1,000,000 or more. See also **noncommercial farms**, **commercial farms**, and **agricultural structure**.

Tenure class - a structural indicator that characterizes the extent of land ownership of the operated acres. Farms are classified as (1) full-owner operations (the operator owns all of the land operated), (2) part-owner operations (the operator owns at least 1 percent of the land operated and rents the rest) or (3) full-tenant operations (the operator owns less than 1 percent of the land operated). See also **agricultural structure**.

Type of farm - a structural indicator that identifies the commodity that represents the largest portion of the farm's gross cash income. Farm operators themselves choose the farm type from a list of selected agricultural commodity groups. (See also **agricultural structure**).

In 1994, 14 choices for type of farm were presented in the survey; these were aggregated into 10 farm types for this report. The 10 farm types include:

- *cash grains*: corn, soybeans, other grains (such as wheat, oats, barley, rye, and sorghum), dry edible beans and peas, and rice
- *tobacco*
- *cotton*: cotton and cottonseed
- *other field crops*: peanuts, Irish potatoes, sunflowers, sweet potatoes, sugarcane, broomcorn, popcorn, sugar beets, mint, hops, seed crops, hay, silage, forage, and any remaining field crops. Also includes farms with all land enrolled in the CRP.
- *vegetables, fruits, or nuts*: vegetables, fruits, tree nuts, and berries
- *nursery or greenhouse*: nursery and greenhouse products. Also includes farms whose only production is Christmas trees.
- *beef, hogs, or sheep*: cattle (except dairy breeding stock), hogs, pigs, sheep, goats, wool, mohair, and lambs
- *poultry*: broilers, other chickens, turkeys, other poultry, and eggs
- *dairy*: milk and dairy products
- *other livestock*: mules, horses, foals and ponies, fur-bearing animals, bees and honey, fish, minnows, and any remaining livestock

Vulnerable financial position - see **financial position**.

Appendix B: FCRS Coverage and Statistical Measures

Over 7,200 farm and ranch operators in the 48 contiguous States provided useable Farm Costs and Returns Survey data during February and March of 1995 for the 1994 calendar year. The sample is drawn from two types of sources, one called a list frame and the other an area frame. The list frame is a list of known operators of farms stratified (sorted into groups) by farm size and other attributes. The list frame contains larger, more specialized operations. Maintaining a current list for smaller operations is difficult. Thus, an area frame is used to compensate for any incompleteness in the list frame. The area frame sample consists of land segments located within the 48 contiguous States stratified by land use. Rigorous procedures are followed to prevent the inclusion of any one operator in both sample frames.

The FCRS is a probability-based survey, where each respondent represents a number of farms of similar size and type. Thus, the sample data can be expanded by using appropriate weights to represent all farms in the 48 contiguous States. Estimates based on the expanded sample differ from what would have occurred if a complete enumeration had been taken. These differences result from nonsampling and sampling errors [3].¹

Nonsampling errors can be attributed to such sources as questionnaire design and data processing. Sampling errors may be related to sample selection, estimation, or nonresponse adjustment procedures. Although nonsampling errors cannot be measured directly, sampling error can be measured statistically.

One measure of sampling error is the relative standard error (RSE), a measure of relative dispersion of the data. The RSE, also called the coefficient of variation (CV) when computed for means, is calculated by dividing the standard error of the estimate by the estimate itself and multiplying the result by 100.

The standard error is a measure of variation within the sample. The standard error itself can be used to calculate a range of values around an estimate (such as a mean), which is likely to include the 'true' value for the population from which the sample is drawn with a given degree of confidence. This range of values is

called the confidence interval. For example, while the national average acres operated in 1994 was estimated at 448 acres, the 95-percent confidence interval was 399 to 496. This means that, given the variation of the data in our sample, we are 95 percent confident that if we had data for every farm in the 48 contiguous States, the mean acres operated would lie between 399 acres and 496 acres.

Dividing the standard error of the mean by the mean itself eliminates the units of denomination (such as dollars or bushels) and eliminates the effects of scale (such as dollars or millions of dollars). Thus, the RSE is expressed as a percentage of the mean, allowing us to compare the relative dispersion of the data across items of different denominations and, at the same time, to infer the reliability of the estimate.

The higher the RSE, the less well the estimate represents individual items in the sample. For example, a sample of two items weighted equally with values of 0 and 100 has a mean of 50, as does a sample of two items with values of 48 and 52. However, the RSE of the first sample is high compared with the second sample, confirming a common-sense observation that a value of 50 does not represent 0 or 100 as well as it represents 48 or 52. Estimates with RSE's exceeding 25 percent are generally used with caution.

Because of space limitations, RSE's are not published for all items in all tables. However, when RSE's not given in the tables exceed 25 percent, indications of their magnitude are provided. An asterisk (*) precedes estimates with an unpublished RSE greater than 25 percent but no more than 50 percent. Two asterisks (**) precede estimates with an unpublished RSE greater than 50 percent but no more than 75 percent. Estimates with RSE's greater than 75 percent (with or without a published RSE) are not printed and are denoted with an "r."

The t-statistic is a measure to evaluate whether or not observed differences between means are statistically significant. Although t-statistics are not published in this report, they can be derived from the RSE's of the estimates. The relationship is, in general, the higher the RSE's, the lower the t-statistic and the less likely the means are different.

¹ Italicized numbers in brackets identify literature cited in the References section.

Given an RSE, one can obtain the standard error of the estimate and then the t-statistic. For example, the t-statistic for a comparison of average acres operated by farms in the Delta region and the Southeast is calculated by taking the difference between means of the two groups and dividing by the square root of the sum of the squared standard errors of the two groups. Thus:

$$\begin{aligned} t &= (\text{Acres operated}_{\text{Delta}} - \text{Acres operated}_{\text{Southeast}}) / \\ &\quad (\text{Standard error}_{\text{Delta}}^2 + \text{Standard error}_{\text{Southeast}}^2)^{0.5} \\ &= (281 - 226) / (27.11^2 + 21.42^2)^{0.5} \\ &= 1.59 \end{aligned}$$

Because the t-statistic is less than 1.96, the difference between the means is not significant at the 5-percent level of significance. A 5-percent level of significance means that if we calculated a large number of sample means and the associated t-statistics, there is a 5-percent chance that the t-statistic would lead us to conclude that the means are different when they actually are not. Although t-statistics are not published in this report, the text generally makes

comparisons between groups when estimates are different at the 5-percent level of significance.

Survey data are also influenced by nonsampling errors. In order to minimize nonsampling errors, data are collected by personal interview and data collection procedures are made uniform and consistent across the Nation by extensively training and supervising data collectors [9]. Efforts are also undertaken to minimize other types of potential nonsampling errors by extensive editing of the data [10]. Questionnaires are edited by hand in NASS State offices and by NASS computerized routines in Washington, DC.

NASS personnel in Washington, DC, combine the data collected in the various States and use the reported information to construct farm size, geographic location, and production specialty variables for each farm operation, as well as the survey expansion factors used as weights. ERS constructs additional variables to classify farms and to summarize expenses, income, assets, debt, and other items related to farming.

Appendix C: Measuring Farm Operator Household Income

Since the Current Population Survey (CPS) of the Bureau of the Census is the source of official U.S. household income statistics, calculating an estimate of farm household income from the FCRS that is consistent with CPS methodology allows income comparisons between farm operator households and all U.S. households. Farm operator household income from the FCRS is composed of three major components: (1) the operator's farm self-employment income, (2) other farm-related earnings of the household, and (3) household earnings from off-farm sources (table C).

The operator of a farm, for FCRS purposes, is the person who makes most of the day-to-day decisions about the farm, whether or not others share management responsibility. Thus, for the FCRS, as for the Census of Agriculture, the number of farm operators is the same as the number of farms. Information on operator characteristics and occupation is collected only for the operator.

FCRS household information, such as off-farm income, is collected for the operator household only if the farm is organized as an individual operation, partnership, or family corporation. Information is collected for one household per farm, the operator's household, even if the farm business income is shared among multiple households.

The CPS definition of farm self-employment income is net money income from the operation of a farm by a person on his or her own account, as an owner, renter, or sharecropper. CPS self-employment income includes income received as cash, but excludes in-kind or nonmoney receipts. The CPS definition departs from a strictly cash concept by deducting depreciation, a noncash business expense, from the income of self-employed people. Farm self-employment income from FCRS is the sum of the operator household's share of adjusted farm business income and wages

paid to the operator. Adding other farm-related paid earnings of the operator household, we get earnings of the operator household from farming activities. However, earnings of the operator household from farming activities may leave out some resources the farm business makes available to the household.

For example, an additional source of cash may be depreciation expense that is not actually spent during the current year, or an increase in inventory that could be sold to raise cash. Nonmoney income, such as the imputed rental value of a farm-owned dwelling, represents a business contribution to household income because it frees up household cash that would otherwise be spent on housing.

In 1994, earnings of the household from farming activities averaged \$4,376 per operator household. Clearly, this was well below net cash farm income per farm (\$11,389), a measure of cash generated by the farm business, and net farm income per farm (\$11,571), a measure of farm profit. Most of this apparent disparity is due to subtracting depreciation from net cash farm income in order to be consistent with the CPS methodology. The remainder of the difference is attributable to the sharing of adjusted farm business income with other households and the treatment of farmland rental income as part of off-farm income.

Earnings of the operator household from farming activities averaged \$25,717 (almost half of total household income) for households associated with farms that had at least \$50,000 in gross sales, compared with a negative value for smaller farms. Although household earnings from off-farm sources for operators of the larger farms (sales \$50,000 or more) was lower than for operators of smaller farms, total household income for operators of the large farms was higher, and their average total income was 25 percent more than the average for all U.S. households.

Table C--Deriving FCRS farm operator household income estimates consistent with Current Population Survey (CPS) methodology for self-employment income, by farm size, 1994¹

	Gross farm sales		
	Less than \$50,000	\$50,000 or more	All farms
	<i>Dollars per farm</i>		
Net farm income ²	* 1,910	37,676	11,571
Plus depreciation	2,061	8,369	6,466
Plus noncash labor benefits ³	* 40	583	186
Less value of inventory change	** 572	6,566	2,191
Less nonmoney income ⁴	4,707	4,473	4,644
Equals net cash farm income	* (1,268)	45,588	11,389
Less depreciation ⁵	2,061	18,369	6,466
Less wages paid to operator ⁶	* 32	1,488	425
Less farmland rental income ⁷	663	804	701
Less adjusted farm business income due to other household(s) ⁸	(109)	3,314	816
	<i>Dollars per farm operator household</i>		
Equals adjusted farm business income	(3,915)	21,613	2,981
Plus wages paid to operator	* 32	1,488	425
Equals farm self-employment income comparable to CPS self-employment income	(3,883)	23,101	3,407
Plus other farm-related earnings ⁹	361	2,616	970
Equals earnings of the operator household from farming activities	(3,522)	25,717	4,376
Plus earnings of the operator household from off-farm sources ¹⁰	41,690	28,373	38,092
Equals average farm operator household income comparable to U.S. average household income	38,168	54,090	42,469
	<i>Dollars per U.S. household</i>		
U.S. average household income ¹¹	43,133	43,133	43,133
	<i>Percent</i>		
Average farm operator household income as percent of U.S. average household income	88.5	125.4	98.5
Average operator household earnings from farming activities as percent of average operator household income	-9.2	47.5	10.3

* = The standard error is more than 25 percent of the estimate, but less than 50 percent.

** = The standard error is more than 50 percent of the estimate, but less than 100 percent.

¹ The Current Population Survey (CPS), conducted by the Census Bureau, is the source of official U.S. household income statistics. The CPS defines income to include any income received as cash. In-kind receipts are excluded. The CPS definition departs from a strictly cash concept by

including depreciation in the list of operating expenses that farm operators and other self-employed people are instructed to subtract from gross receipts when they report net money income.

² Includes income of farms organized as proprietorships, partnerships, and family corporations, all of which are closely held by households. Farms organized as nonfamily corporations or cooperatives and farms run by a hired manager are excluded. Contractors and landlords are also excluded.

³ Value of housing or lodging, meals, fuel, vehicles, utilities, and in-kind payments provided to workers.

⁴ Imputed value of the operator's dwelling and the value of farm products consumed by the operator household.

⁵ Consistent with the CPS definition of self-employment income, reported depreciation expenses are subtracted from net cash farm income. The Farm Costs and Returns Survey collects farm business depreciation used for tax purposes.

⁶ Wages paid to the operator are subtracted here because they are not shared among other households that have claims on farm business income. These wages are added to the operator household's adjusted farm business income to obtain farm self-employment income.

⁷ Gross cash rental income is subtracted here because net rental income is included in earnings from off-farm sources added below.

⁸ More than one household per farm may have a claim on income of a farm business. The national average is 1.1 households per farm sharing income of a farm business.

⁹ Includes wages paid to other operator household members by the farm business and earnings (net income) from a farm business other than the one being surveyed.

¹⁰ Income from wages, salaries, nonfarm businesses, interest, dividends, transfer payments, net rental income, etc.

¹¹ From the Current Population Survey.

Sources: U.S. Dept. of Agriculture, Economic Research Service, 1994 Farm Costs and Returns Survey, for farm operator household data. U.S. Dept. of Commerce, Bureau of the Census, Current Population Survey, for U.S. average household income.

Appendix D: FCRS Estimates and Other Sources of Agricultural Data

The 1994 Farm Costs and Returns Survey (FCRS) provided most of the data for this report. The U.S. Department of Agriculture's (USDA) Economic Research Service (ERS) and National Agricultural Statistics Service (NASS) conduct this survey each year. The FCRS is the most comprehensive national annual data source available on farm financial and operating characteristics. A major advantage of the FCRS over other data sources is that details on expenses, income, assets, debt, and many other items can be disaggregated by farm production region, farm size, production specialty, and other characteristics. Such detail is essential for a thorough understanding of farming, because farms are diverse enterprises.

Both ERS and NASS use FCRS data extensively for income, cost, and expenditure estimates, for measuring farm financial performance and farm household well-being, and for a wide variety of staff analyses. ERS annually produces cost-of-production estimates for crops, livestock, and dairy [6,7,8],¹ as well as farm business and farm household income and balance sheet estimates [5,8]. NASS annually releases FCRS statistics on farm production expenses [11] that are used for weighting in the construction of prices-paid indexes. ERS periodically publishes detailed summaries of financial and related characteristics of U.S. farms [4] and farm operator households [1]. ERS also conducts research on the financial status of farms and presents the findings in USDA publications, professional journals, conference presentations, and other outlets.

Comparability With Other Sources of Agricultural Data

FCRS estimates, for various reasons, often differ from other agricultural data sources. Therefore, direct comparisons between FCRS estimates published in this report and other available data should be made only with careful consideration to sample design, data collection procedures, and underlying variable definitions.

Previous Farm Costs and Returns Surveys.

The procedures that NASS uses to expand the FCRS sample to create national estimates were rewritten in 1992 to more accurately account for coverage of farms and nonresponse. The data for calendar year 1991 were adjusted and resummarized using these new

procedures [2]. Earlier estimates from the FCRS did not represent the entire farm population; the number of farms represented in the FCRS was usually between 1.7 million and 1.8 million. The new procedures, however, adjust the expanded number of farms to match the official estimates of approximately 2 million farms. Estimates since 1991, therefore, are not comparable with those for earlier years.

Census of Agriculture. Both the Census of Agriculture and the FCRS gather economic and physical agricultural data from the same target population, that is, all farms that sold or normally would have sold at least \$1,000 worth of agricultural products. Despite using the same definition to identify a farm, there are several differences that limit the comparability of information obtained from these data sources.

The most obvious differences pertain to sample design and data collection procedures. Participation in the Census of Agriculture is mandatory for all farm operators, while the FCRS relies on voluntary response from a selected sample of farm operators. As a result, the census has a nearly complete enumeration of farms (approximately 91 percent of farms and 96 percent of agricultural production for the last five censuses) [12]. In contrast, the FCRS uses a probability-based, multiframe sampling approach, which provides estimates that are representative of the U.S. population of farms based on the selected sample.

Census of Agriculture questionnaires are mailed to all farms identified on the census mail list and are completed by respondents using detailed instructions for completing the report form. FCRS data are collected through personal interviews by trained enumerators. The FCRS is conducted in the 48 contiguous States, while the census includes Alaska and Hawaii. The Census of Agriculture also includes institutional farms, which are excluded from the FCRS. And, the Census of Agriculture is conducted every 5 years, while the FCRS is conducted annually.

Sometimes there are also conceptual differences associated with specific pieces of information obtained from these surveys due to the wording of questions or the instructions associated with collecting the information. For example, the census obtains a combined estimate of expenses paid by all participants

in the farm business, which includes stakeholders in the operation (operators, partners, and shareholders), landlords, and contractors. This estimate is subtracted from the estimated total value of products sold to obtain an estimate of the net cash returns to all participants in the business. The FCRS, however, obtains separate estimates of income and expense items for the farm operation. This allows computation of net cash income and other detailed financial information for the farming operation as a separate entity. Also, the level of detail may differ between the types of questions asked, which prohibits direct comparisons.

Other USDA agricultural data series. Estimates of income, expenses, assets, and debt of the U.S. farm

sector reported in the *Economic Indicators of the Farm Sector* (ECIFS) series and its successor publication, the *Farm Business Economic Report* (FBER), are not directly comparable with estimates from this report. The estimates in those publications represent a combination of several data sources. In many instances, procedures used and assumptions made are dictated by the format of available data. Since the FCRS estimates represent farm operations, these estimates are typically below those of ECIFS and FBER, which represent the entire farm sector (farm operations, landlords, contractors, and others). In addition, ECIFS and FBER estimates cover all 50 States, compared with the 48 contiguous States covered by the FCRS.

Appendix E: Appendix Tables

The appendix tables provide more detailed information than is found in the text tables. Because of space limitations, relative standard errors (RSE's) are not published for all of the survey items in the appendix tables. However, when unpublished RSE's exceed 25 percent, indications of their magnitude are provided. Estimates with RSE's greater than 25 percent but not more than 50 percent are prefixed with a single asterisk (*). Estimates with RSE's greater than 50 but no more than 75 percent are prefixed with two asterisks (**). Estimates that could not be published because of insufficient or unreliable data are noted with 'd', and their respective RSE's with 'na' because they are not applicable.

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Appendix table 1--Mean acres operated, by organization, tenure, acreage, sales, and financial position, and by region, 1994

Item	All			Northeast			Lake States			Corn Belt		
	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farms	2,035,500	448	5.5	139,600	190	6.8	215,000	274	5.8	419,000	262	4.9
Legal organization: ²												
Individual	1,841,473	364	6.4	123,860	165	7.1	196,687	244	6.2	374,341	235	5.3
Partnership	112,927	1,171	13.3	9,991	369	18.1	12,231	596	14.9	26,053	451	15.3
Corporation	79,093	1,353	19.3	*5,692	387	35.4	*6,082	597	18.5	*18,177	531	25.1
Tenure:												
Full owner	1,068,758	219	8.7	69,500	102	11.9	121,482	140	8.8	225,560	120	9.0
Part owner	769,208	671	4.9	53,428	314	6.7	76,536	477	5.7	145,137	457	5.4
Tenant	197,534	815	23.7	*16,672	154	22.1	16,982	317	15.7	48,303	338	11.2
Acreage class:												
49 or fewer acres	530,819	22	3.9	39,602	19	10.6	42,216	20	14.8	98,761	25	8.6
50 - 179 acres	677,126	103	1.7	54,561	109	4.4	75,300	111	3.8	144,321	100	4.4
180 - 499 acres	450,984	306	1.3	34,735	306	4.0	67,412	318	2.4	113,121	302	2.4
500 - 999 acres	204,426	694	1.1	8,707	650	3.2	22,460	695	1.9	44,401	682	1.6
1,000 or more acres	172,144	3,194	7.9	1,995	1,770	15.4	7,613	1,673	5.3	18,397	1,538	3.0
Sales class:												
\$9,999 or less	985,158	115	7.1	71,011	89	12.5	84,441	87	10.6	160,800	82	13.1
\$10,000 - \$49,999	497,822	329	6.3	29,033	154	12.6	56,220	196	11.0	122,413	173	8.4
\$50,000 - \$99,999	211,132	719	11.7	13,956	322	9.8	26,740	340	6.1	50,587	298	7.8
\$100,000 - \$249,999	220,888	1,186	14.8	17,400	333	10.1	34,100	530	5.6	56,600	538	4.4
\$250,000 - \$499,999	73,100	1,351	6.8	5,000	417	21.8	9,900	780	10.5	19,500	915	5.0
\$500,000 - \$999,999	30,839	2,185	13.9	2,315	810	11.7	2,718	1,397	8.1	6,110	1,395	6.4
\$1,000,000 or more	16,561	3,307	20.9	885	1,612	37.2	d	d	na	*2,990	1,185	26.0
Financial position:												
Favorable	1,250,639	401	8.4	98,559	173	8.6	134,478	278	7.7	260,790	268	5.9
Marginal income	600,863	445	9.3	35,372	222	12.0	55,084	233	9.9	116,348	190	12.1
Marginal	98,725	866	12.9	2,655	d	na	12,750	502	9.1	24,297	502	13.2
Vulnerable	85,273	662	15.4	d	d	na	*12,687	181	31.9	17,565	315	17.3

See footnotes at end of table.

Continued--

Appendix table 1--Mean acres operated, by organization, tenure, acreage, sales, and financial position, and by region, 1994--Continued

Item	Northern Plains			Appalachia			Southeast			Delta		
	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farms	186,000	846	7.0	294,000	155	7.0	152,000	226	9.5	111,000	281	9.7
Legal organization: ²												
Individual	171,847	768	7.2	277,985	142	7.6	129,909	195	10.0	104,394	230	11.4
Partnership	9,099	2,025	21.6	13,276	333	17.5	*8,860	613	32.1	4,188	1,327	11.2
Corporation	*4,904	1,307	44.5	*2,663	620	14.8	13,180	252	21.8	**2,417	637	21.7
Tenure:												
Full owner	63,501	405	20.0	160,801	118	10.1	90,443	150	15.6	52,070	214	22.0
Part owner	94,507	1,177	7.7	119,361	200	9.7	54,522	312	11.5	47,907	261	11.5
Tenant	27,992	727	17.2	*13,838	204	28.2	*7,034	531	24.3	11,023	681	12.8
Acreage class:												
49 or fewer acres	d	d	na	112,318	23	8.2	51,665	21	11.0	d	26	12.5
50 - 179 acres	51,963	120	6.3	107,565	98	4.0	59,704	103	4.5	46,366	95	6.0
180 - 499 acres	32,007	352	4.0	54,717	281	4.2	23,921	280	5.2	27,923	300	4.1
500 - 999 acres	45,732	716	3.4	14,511	676	3.2	9,282	675	3.3	8,743	682	3.0
1,000 or more acres	49,067	2,179	5.4	4,890	1,497	6.0	7,428	1,902	11.8	*7,365	1,607	8.4
Sales class:												
\$9,999 or less	44,400	151	11.4	188,403	90	12.4	96,392	92	10.8	65,102	159	23.7
\$10,000 - \$49,999	54,326	527	12.4	70,104	169	10.4	26,424	303	22.9	19,382	265	14.5
\$50,000 - \$99,999	39,374	991	14.9	16,493	470	11.8	9,583	514	19.7	d	d	na
\$100,000 - \$249,999	34,800	1,404	5.7	11,800	429	13.8	10,500	506	14.6	10,600	471	14.6
\$250,000 - \$499,999	9,100	2,344	8.1	4,400	569	12.4	*4,500	613	28.5	4,200	727	15.1
\$500,000 - \$999,999	*3,282	3,110	32.5	1,412	554	24.1	3,048	732	15.6	2,555	941	21.5
\$1,000,000 or more	d	d	na	*1,388	580	30.4	1,552	1,447	12.2	*845	2,293	34.2
Financial position:												
Favorable	108,028	792	8.6	213,960	138	8.6	85,251	258	12.9	69,080	279	14.1
Marginal income	44,440	770	16.1	68,929	208	11.4	58,675	181	12.6	30,479	265	13.1
Marginal solvency	18,562	1,410	13.2	*4,497	183	34.8	2,737	267	25.9	*7,182	338	32.0
Vulnerable	*14,970	759	32.8	d	d	na	*5,336	183	36.3	*4,258	318	34.0

See footnotes at end of table.

Continued--

Appendix table 1--Mean acres operated, by organization, tenure, acreage, sales, and financial position, and by region, 1994--Continued

Item	Southern Plains			Mountain			Pacific		
	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farms	255,000	720	21.7	114,900	1,718	13.0	149,000	448	18.9
Legal organization: ²									
Individual	238,447	624	25.8	94,732	1,090	11.8	129,272	312	20.6
Partnership	*7,499	2,822	49.1	9,978	4,391	29.2	11,752	915	24.6
Corporation	*9,020	1,504	33.6	9,742	5,088	32.2	7,216	2,151	56.2
Tenure:									
Full owner	127,900	353	15.5	58,084	976	32.1	99,417	118	16.0
Part owner	96,382	734	16.6	46,817	2,576	14.4	34,609	1,171	30.0
Tenant	30,718	2,208	53.5	9,999	2,012	23.1	*14,974	964	41.4
Acreage class:									
49 or fewer acres	d	25	11.7	30,412	16	11.1	79,070	18	11.6
50 - 179 acres	84,817	106	5.1	21,473	95	8.6	31,056	92	4.6
180 - 499 acres	60,544	315	5.1	15,773	325	5.1	*20,831	286	4.3
500 - 999 acres	26,000	672	2.8	17,192	766	3.0	*7,398	671	5.6
1,000 or more acres	34,695	3,946	25.6	30,050	5,877	11.5	10,644	4,842	20.8
Sales class:									
\$9,999 or less	153,832	147	10.7	41,500	327	46.3	79,279	89	23.6
\$10,000 - \$49,999	58,835	579	12.2	34,448	873	21.4	26,635	355	47.1
\$50,000 - \$99,999	16,746	926	18.7	15,352	3,140	32.4	13,986	312	23.6
\$100,000 - \$249,999	16,088	5,214	39.9	15,200	2,857	16.4	13,800	1,173	33.6
\$250,000 - \$499,999	5,500	2,197	20.1	4,500	4,289	22.7	6,500	1,549	26.4
\$500,000 - \$999,999	*2,484	3,577	38.9	1,888	13,170	28.3	5,027	756	22.6
\$1,000,000 or more	d	d	na	2,012	8,938	38.8	3,773	4,182	52.4
Financial position:									
Favorable	132,733	672	41.3	63,735	1,660	15.4	84,022	315	17.9
Marginal income	99,100	698	21.9	37,849	1,791	27.9	54,586	372	29.5
Marginal solvency	*14,825	553	26.4	*7,992	1,951	42.1	3,227	d	na
Vulnerable	8,342	2,047	27.9	*5,323	1,547	33.2	*7,165	d	na

* = The relative standard error of the estimate exceeds 25 percent, but is no more than 50 percent.

** = The relative standard error of the estimate exceeds 50 percent, but is no more than 75 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² This classification excludes cooperative farms. Therefore, subcategories may not sum to the all farms total.

Appendix table 2--Mean acres operated, by farm type and selected operator characteristics, and by region, 1994

Item	All			Northeast			Lake States			Corn Belt		
	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farms	2,035,500	448	5.5	139,600	190	6.8	215,000	274	5.8	419,000	262	4.9
Farm type:												
Cash grains	402,806	584	3.8	*13,783	231	12.9	52,611	434	8.3	177,132	376	6.1
Tobacco	81,513	127	13.6	d	d	na	d	d	na	d	d	na
Cotton	26,058	831	17.1	d	d	na	d	d	na	d	d	na
Other field crops	223,242	272	8.2	*14,748	123	19.2	33,322	208	16.5	56,952	103	16.4
Vegetables, fruits, or nuts	118,964	135	12.0	12,228	211	31.9	d	d	na	d	d	na
Nursery or greenhouse	41,141	56	18.2	11,936	40	17.3	d	d	na	d	d	na
Beef, hogs, or sheep	870,117	559	10.1	33,026	141	14.5	46,772	182	17.4	134,714	197	10.1
Poultry	35,374	120	12.6	d	d	na	d	d	na	d	d	na
Dairy	138,129	346	5.2	37,503	311	9.4	51,109	346	6.1	21,043	298	15.1
Other livestock	98,154	274	26.7	d	d	na	d	d	na	d	d	na
Operator occupation:												
Farming	903,130	770	6.8	70,822	263	7.1	115,773	397	5.4	179,018	454	4.9
Hired farm manager	31,536	1,060	32.1	d	d	na	d	d	na	d	d	na
Other occupation	819,729	164	6.8	50,978	114	14.4	75,924	109	12.9	180,778	107	9.3
Retired	281,106	170	9.2	*16,138	80	17.6	20,839	175	19.9	53,542	152	19.2
Operator age:												
Less than 35 years	192,556	433	21.4	*13,474	169	17.5	23,176	249	20.5	42,859	251	17.7
35 - 44 years	404,990	485	8.0	29,408	231	16.9	52,722	300	11.1	99,674	283	10.3
45 - 54 years	497,609	433	7.3	27,448	202	15.9	49,791	284	10.9	116,500	229	11.1
55 - 64 years	442,390	570	16.2	35,583	191	12.0	49,008	308	9.9	72,798	338	9.2
65 years or older	497,956	329	6.6	33,687	150	13.2	40,303	201	13.7	87,169	222	10.5
Operator education:												
Less than high school	389,184	273	10.5	41,013	164	12.7	31,833	210	16.6	60,081	245	11.2
High school	843,883	351	4.6	62,496	195	10.0	93,869	282	7.8	210,563	250	6.9
Some college	435,519	498	7.9	18,255	178	18.1	55,875	305	10.9	85,186	258	13.2
College	366,914	794	15.5	17,835	24521.5		33,423	262	14.1	63,170	323	12.7

See footnotes at end of table.

Continued--

Appendix table 2--Mean acres operated, by farm type and selected operator characteristics, and by region, 1994--Continued

Item	Northern Plains			Appalachia			Southeast			Delta		
	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farms	186,000	846	7.0	294,000	155	7.0	152,000	226	9.5	111,000	281	9.7
Farm type:												
Cash grains	78,116	917	6.1	*14,775	365	18.4	*11,843	199	14.8	15,192	551	11.4
Tobacco	d	d	na	74,785	111	14.4	d	d	na	d	d	na
Cotton	d	d	na	d	d	na	2,358	1,079	9.3	4,797	943	15.3
Other field crops	*24,743	333	27.9	d	142	12.7	15,962	398	17.5	*9,820	578	26.7
Vegetables, fruits, or nuts	d	d	na	d	d	na	*16,351	146	27.1	d	d	na
Nursery or greenhouse	d	d	na	*7,867	34	16.4	5,678	70	40.6	d	d	na
Beef, hogs, or sheep	74,449	959	13.3	142,862	162	10.7	74,697	208	12.3	62,123	153	11.4
Poultry	d	d	na	3,855	134	26.1	*7,288	151	24.8	*9,177	118	18.5
Dairy	5,760	742	12.4	*9,954	254	32.7	*1,098	418	21.1	d	d	na
Other livestock	d	d	na	d	d	na	d	d	na	d	d	na
Operator occupation:												
Farming	110,558	1,191	6.6	107,787	226	9.0	47,654	430	12.1	43,522	451	9.4
Hired farm manager	d	d	na	d	d	na	**4,314	280	60.5	d	d	na
Other occupation	58,977	356	21.5	138,109	114	12.5	69,316	121	13.4	44,202	184	28.9
Retired	d	d	na	46,636	112	23.2	30,716	137	22.8	22,564	132	21.0
Operator age:												
Less than 35 years	25,783	658	23.6	*32,170	97	30.7	*8,272	223	26.8	*8,143	259	26.3
35 - 44 years	45,431	872	9.6	47,100	164	18.8	25,282	223	18.2	20,238	300	14.9
45 - 54 years	34,718	1,174	18.9	71,291	172	12.9	44,501	256	18.6	30,609	343	22.9
55 - 64 years	41,785	928	15.1	72,240	152	11.7	28,912	185	20.9	24,791	245	16.9
65 years or older	38,284	552	15.5	71,199	163	14.0	45,034	223	16.1	27,219	235	16.7
Operator education:												
Less than high school	20,433	880	12.8	104,739	120	13.6	29,321	161	14.7	21,034	159	15.0
High school	73,599	684	9.8	122,210	157	11.6	60,474	205	15.2	59,242	275	16.4
Some college	42,235	1,187	12.9	39,671	188	15.5	29,433	219	13.1	20,581	322	16.8
College	49,733	780	15.7	27,379	236	16.3	32,772	327	22.2	*10,144	480	20.2

See footnotes at end of table.

Continued--

Appendix table 2--Mean acres operated, by farm type and selected operator characteristics, and by region, 1994--Continued

Item	Southern Plains			Mountain			Pacific		
	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farms	255,000	720	21.7	114,900	1,718	13.0	149,000	448	18.9
Farm type:									
Cash grains	14,678	767	13.2	18,080	1,829	11.4	6,597	1,609	15.9
Tobacco	d	d	na	d	d	na	d	d	na
Cotton	10,444	1,000	12.3	879	1,051	15.6	d	d	na
Other field crops	*15,938	297	23.6	24,732	523	18.5	*13,755	458	19.7
Vegetables, fruits, or nuts	d	d	na	d	d	na	46,369	116	14.7
Nursery or greenhouse	d	d	na	d	d	na	d	d	na
Beef, hogs, or sheep	186,587	806	26.4	53,526	2,575	18.5	61,361	629	34.0
Poultry	d	d	na	d	d	na	d	d	na
Dairy	d	d	na	*3,538	400	21.8	4,707	391	30.8
Other livestock	d	d	na	d	d	na	d	d	na
Operator occupation:									
Farming	107,687	1,301	28.1	57,133	2,766	13.3	63,176	877	22.0
Hired farm manager	d	d	na	*4,656	3,621	63.0	*4,112	698	40.6
Other occupation	103,694	231	13.1	39,786	427	29.9	57,966	118	25.0
Retired	*40,721	289	23.6	13,326	415	25.7	d	d	na
Operator age:									
Less than 35 years	*21,292	445	24.7	5,026	5,717	50.8	*12,362	181	48.0
35 - 44 years	35,000	995	29.5	23,008	1,709	23.7	*27,129	452	45.5
45 - 54 years	52,239	499	16.4	37,921	1,423	23.7	32,591	438	19.8
55 - 64 years	64,013	1,213	48.7	20,781	1,885	23.6	32,478	843	41.6
65 years or older	82,457	432	18.9	28,163	1,286	19.2	44,440	237	18.8
Operator education:									
Less than high school	53,618	464	39.9	14,068	923	19.9	*13,044	128	39.9
High school	85,861	505	12.9	30,087	1,491	14.8	45,480	415	31.5
Some college	52,000	673	27.8	40,439	1,358	19.1	51,844	273	21.1
College	63,521	1,266	47.1	30,306	2,794	28.2	38,632	828	33.6

* = The relative standard error of the estimate exceeds 25 percent, but is no more than 50 percent.

** = The relative standard error of the estimate exceeds 50 percent, but is no more than 75 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

Appendix table 3--Mean sales, by organization, tenure, acreage, sales, and financial position, and by region, 1994

Item	All			Northeast			Lake States			Corn Belt		
	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹
	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>
All farms	2,035,500	73,995	3.1	139,600	69,236	8.3	215,000	74,738	7.9	419,000	75,786	7.0
Legal organization: ²												
Individual	1,841,473	53,985	3.6	123,860	48,738	10.3	196,687	56,186	7.9	374,341	61,000	6.9
Partnership	112,927	208,899	7.7	9,991	182,406	19.4	12,231	207,878	18.9	26,053	139,752	18.2
Corporation	79,093	323,888	11.0	*5,692	308,453	39.5	*6,082	406,984	39.7	*18,177	230,092	26.5
Tenure:												
Full owner	1,068,758	40,133	6.4	69,500	41,081	18.7	121,482	29,555	14.3	225,560	25,559	15.2
Part owner	769,208	107,842	4.0	53,428	110,427	9.8	76,536	131,696	7.0	145,137	143,265	8.4
Tenant	197,534	125,404	7.5	*16,672	54,598	27.1	16,982	141,254	29.7	48,303	107,579	12.9
Acreage class:												
49 or fewer acres	530,819	28,898	11.9	39,602	31,371	32.2	42,216	40,019	45.5	98,761	23,190	34.4
50 - 179 acres	677,126	29,747	8.0	54,561	35,251	18.2	75,300	18,972	16.4	144,321	23,253	15.8
180 - 499 acres	450,984	79,199	6.2	34,735	87,051	10.5	67,412	76,163	8.8	113,121	82,945	13.0
500 - 999 acres	204,426	147,488	4.9	8,707	233,616	12.5	22,460	183,916	5.4	44,401	195,720	7.4
1,000 or more acres	172,144	286,190	4.3	1,995	722,638	14.6	7,613	484,141	10.6	18,397	436,783	5.5
Sales class:												
\$9,999 or less	985,158	3,146	4.0	71,011	2,495	12.0	84,441	3,637	9.5	160,800	3,679	10.3
\$10,000 - \$49,999	497,822	25,507	5.6	29,033	24,605	7.4	56,220	24,982	5.5	122,413	24,070	4.2
\$50,000 - \$99,999	211,132	76,530	3.9	13,956	75,421	3.6	26,740	72,069	2.5	50,587	73,204	3.3
\$100,000 - \$249,999	220,888	160,346	1.7	17,400	159,973	4.3	34,100	155,648	3.0	56,600	156,044	2.2
\$250,000 - \$499,999	73,100	350,792	1.4	5,000	334,150	2.4	9,900	319,049	3.4	19,500	345,292	2.8
\$500,000 - \$999,999	30,839	681,459	1.4	2,315	646,044	2.4	2,718	649,046	2.7	6,110	647,247	2.4
\$1,000,000 or more	16,561	2,209,015	4.2	885	2,001,312	8.9	d	d	na	*2,990	1,669,827	10.7
Financial position:												
Favorable	1,250,639	72,752	3.8	98,559	73,298	10.2	134,478	73,640	9.4	260,790	73,343	7.4
Marginal income	600,863	41,927	7.9	35,372	39,568	19.4	55,084	52,004	26.1	116,348	44,173	24.6
Marginal solvency	98,725	257,769	9.5	2,655	323,675	24.2	12,750	195,273	16.5	24,297	240,447	16.6
Vulnerable	85,273	105,418	12.2	d	d	na	*12,687	63,956	24.4	17,565	93,702	19.6

See footnotes at end of table.

Continued--

Appendix table 3--Mean sales, by organization, tenure, acreage, sales, and financial position, and by region, 1994--Continued

Item	Northern Plains			Appalachia			Southeast			Delta		
	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹
	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>
All farms	186,000	90,127	8.1	294,000	36,014	11.6	152,000	71,715	10.9	111,000	82,831	13.1
Legal organization: ²												
Individual	171,847	75,311	9.1	277,985	29,458	13.0	129,909	47,175	12.9	104,394	65,641	15.6
Partnership	9,099	244,724	16.3	13,276	97,705	24.8	*8,860	186,059	28.5	**4,188	370,526	18.8
Corporation	*4,904	244,626	49.5	*2,663	406,029	39.3	13,180	232,931	25.6	2,417	326,712	57.5
Tenure:												
Full owner	63,501	37,418	20.1	160,801	23,413	21.4	90,443	53,295	15.2	52,070	61,450	26.8
Part owner	94,507	126,347	9.4	119,361	49,468	14.7	54,522	86,769	15.0	47,907	81,914	20.4
Tenant	27,992	87,409	17.1	*13,838	66,398	27.2	*7,034	191,865	39.8	11,023	187,819	17.7
Acreage class:												
49 or fewer acres	d	d	na	112,318	19,845	27.0	51,665	28,855	23.6	d	d	na
50 - 179 acres	51,963	20,896	30.6	107,565	24,412	27.1	59,704	35,185	22.5	46,366	38,969	30.7
180 - 499 acres	32,007	53,441	16.0	54,717	55,293	20.2	23,921	96,193	17.1	27,923	82,831	23.7
500 - 999 acres	45,732	81,899	10.2	14,511	108,050	19.9	9,282	197,421	18.8	8,743	148,040	12.8
1,000 or more acres	49,067	201,084	8.9	4,890	233,144	13.1	7,428	427,552	18.8	*7,365	332,972	32.0
Sales class:												
\$9,999 or less	44,400	4,528	17.1	188,403	3,320	8.8	96,392	3,152	10.3	65,102	2,856	12.4
\$10,000 - \$49,999	54,326	25,032	4.7	70,104	20,524	6.5	26,424	22,640	10.1	19,382	61,554	49.5
\$50,000 - \$99,999	39,374	78,137	5.7	16,493	68,410	6.8	9,583	72,199	4.1	d	76,719	4.4
\$100,000 - \$249,999	34,800	152,556	3.5	11,800	162,510	5.8	10,500	165,691	5.4	10,600	179,547	5.3
\$250,000 - \$499,999	9,100	370,980	4.7	4,400	364,342	4.0	*4,500	374,247	3.5	4,200	387,497	4.4
\$500,000 - \$999,999	*3,282	649,031	4.4	1,412	736,492	4.7	3,048	702,873	2.2	2,555	737,675	3.3
\$1,000,000 or more	d	d	na	*1,388	2,042,396	14.4	1,552	2,409,877	11.4	*845	2,085,589	21.7
Financial position:												
Favorable	108,028	82,471	9.5	213,960	33,642	12.7	85,251	91,814	12.8	69,080	85,186	16.8
Marginal income	44,440	66,526	13.2	68,929	20,914	18.9	58,675	25,003	20.7	30,479	46,996	34.5
Marginal solvency	18,562	210,979	20.7	*4,497	315,629	52.0	2,737	383,969	20.8	*7,182	210,059	40.4
Vulnerable	*14,970	65,584	29.5	d	d	na	*5,336	104,074	45.0	*4,258	86,523	42.8

See footnotes at end of table.

Continued--

Appendix table 3--Mean sales, by organization, tenure, acreage, sales, and financial position, and by region, 1994--Continued

Item	Southern Plains			Mountain			Pacific		
	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹
	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>
All farms	255,000	54,301	12.4	114,900	105,442	9.4	149,000	132,341	11.7
Legal organization: ²									
Individual	238,447	45,610	14.5	94,732	63,336	9.9	129,272	65,773	14.4
Partnership	*7,499	175,591	32.9	9,978	255,154	23.2	11,752	425,263	20.7
Corporation	*9,020	181,283	40.4	9,742	357,920	20.4	7,216	823,395	24.4
Tenure:									
Full owner	127,900	45,894	26.4	58,084	54,715	15.3	99,417	75,165	17.9
Part owner	96,382	58,492	13.2	46,817	151,103	13.9	34,609	201,332	20.2
Tenant	30,718	76,160	17.0	9,999	186,318	19.6	*14,974	352,505	31.5
Acreage class:									
49 or fewer acres	d	d	na	30,412	45,441	30.4	79,070	31,930	18.4
50 - 179 acres	84,817	21,038	41.2	21,473	45,473	27.2	31,056	98,359	27.0
180 - 499 acres	60,544	48,077	33.2	15,773	94,970	22.2	2*0,831	212,099	30.9
500 - 999 acres	26,000	79,218	18.3	17,192	87,268	18.5	*7,398	445,436	29.0
1,000 or more acres	34,695	181,117	12.6	30,050	224,912	11.0	10,644	603,679	14.2
Sales class:									
\$9,999 or less	153,832	2,696	10.8	41,500	3,133	17.3	79,279	2,046	18.1
\$10,000 - \$49,999	58,835	26,815	18.5	34,448	24,993	6.8	26,635	22,675	10.6
\$50,000 - \$99,999	16,746	108,098	31.2	15,352	72,006	3.5	13,986	73,269	5.1
\$100,000 - \$249,999	16,088	187,568	14.4	15,200	164,604	3.1	13,800	152,625	4.6
\$250,000 - \$499,999	5,500	341,277	4.2	4,500	337,856	2.5	6,500	368,061	4.0
\$500,000 - \$999,999	*2,484	739,377	9.0	1,888	677,537	3.1	5,027	693,885	3.7
\$1,000,000 or more	d	d	na	2,012	2,344,387	12.0	3,773	2,634,829	8.1
Financial position:									
Favorable	132,733	56,267	15.6	63,735	107,668	11.6	84,022	125,941	16.2
Marginal income	99,100	23,817	20.3	37,849	63,587	22.4	54,586	68,232	21.0
Marginal solvency	*14,825	170,764	44.3	*7,992	230,821	40.3	3,227	1,234,962	19.9
Vulnerable	8,342	178,204	29.9	*5,323	188,149	37.0	*7,165	199,205	52.5

* = The relative standard error of the estimate exceeds 25 percent, but no more than 50 percent.

** = The relative standard error of the estimate exceeds 50 percent, but no more than 75 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² This classification excludes cooperative farms. Therefore, categories may not sum to the all farms total.

Appendix table 4--Mean sales, by farm type and selected operator characteristics, and by region, 1994

Item	All			Northeast			Lake States			Corn Belt		
	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹
	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>
All farms	2,035,500	73,995	3.1	139,600	69,236	8.3	215,000	74,738	7.9	419,000	75,786	7.0
Farm type:												
Cash grains	402,806	93,095	4.4	*13,783	43,782	23.0	52,611	81,519	10.6	177,132	92,596	6.8
Tobacco	81,513	34,352	14.4	d	d	na	d	d	na	d	d	na
Cotton	26,058	244,662	19.0	d	d	na	d	d	na	d	d	na
Other field crops	223,242	36,313	9.9	*14,748	18,810	39.3	33,322	24,978	36.7	56,952	7,047	24.4
Vegetables, fruits, or nuts	118,964	111,783	12.2	12,228	99,436	25.8	d	d	na	d	d	na
Nursery or greenhouse	41,141	176,396	18.5	11,936	103,823	30.3	d	d	na	d	d	na
Beef, hogs, or sheep	870,117	39,434	6.3	33,026	17,251	34.0	46,772	52,850	22.8	134,714	67,690	13.9
Poultry	35,374	420,692	17.3	d	d	na	d	d	na	d	d	na
Dairy	138,129	175,179	5.8	37,503	129,986	10.2	51,109	126,468	6.6	21,043	115,512	13.5
Other livestock	98,154	19,237	21.8	d	d	na	d	d	na	d	d	na
Operator occupation:												
Farming	903,130	136,876	3.3	70,822	123,783	8.1	115,773	123,990	7.4	179,018	145,715	7.0
Hired farm manager	31,536	233,307	23.9	d	d	na	d	d	na	d	d	na
Other occupation	819,729	20,409	9.7	50,978	12,467	21.5	75,924	13,464	17.3	180,778	26,706	18.5
Retired	281,106	10,358	17.3	*16,138	6,942	32.4	20,839	8,932	19.3	53,542	9,050	15.2
Operator age:												
Less than 35 years	192,556	85,577	10.3	*13,474	55,790	32.5	23,176	100,252	32.9	42,859	80,600	20.0
35 - 44 years	404,990	108,143	6.6	29,408	91,129	16.7	52,722	93,140	13.4	99,674	110,856	15.6
45 - 54 years	497,609	83,611	6.7	27,448	95,406	19.1	49,791	79,182	16.3	116,500	66,599	14.7
55 - 64 years	442,390	71,153	6.7	35,583	69,683	17.2	49,008	79,681	12.7	72,798	85,913	12.2
65 years or older	497,956	34,658	6.4	33,687	33,705	20.2	40,303	24,494	19.9	87,169	37,140	12.3
Operator education:												
Less than high school	389,184	36,707	7.0	41,013	48,491	18.6	31,833	38,983	21.4	60,081	57,499	17.0
High school	843,883	71,058	5.0	62,496	73,156	11.7	93,869	78,596	9.2	210,563	69,087	11.3
Some college	435,519	91,238	7.0	18,255	76,415	25.9	55,875	82,577	14.2	85,186	89,323	16.7
College	366,914	99,834	7.4	17,835	95,854	24.0	33,423	84,853	29.3	63,170	97,255	15.7

See footnotes at end of table.

Continued--

Appendix table 4--Mean sales, by farm type and selected operator characteristics, and by region, 1994--Continued

Item	Northern Plains			Appalachia			Southeast			Delta		
	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean Sales	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹
	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>
All farms	186,000	90,127	8.1	294,000	36,014	11.6	152,000	71,715	10.9	111,000	82,831	13.1
Farm type:												
Cash grains	78,116	107,928	10.7	*14,775	50,529	25.5	*11,843	19,042	23.8	15,192	127,583	13.3
Tobacco	d	d	na	74,785	29,928	15.4	d	d	na	d	d	na
Cotton	d	d	na	d	d	na	2,358	396,502	13.3	4,797	344,222	18.1
Other field crops	*24,743	16,453	27.4	d	d	na	15,962	65,750	19.7	*9,820	22,723	31.3
Vegetables, fruits, or nuts	d	d	na	d	d	na	*16,351	116,116	31.2	d	d	na
Nursery or greenhouse	d	d	na	*7,867	102,658	62.3	5,678	243,011	23.7	d	d	na
Beef, hogs, or sheep	74,449	88,308	12.8	142,862	19,662	26.7	74,697	15,449	15.6	62,123	15,906	47.1
Poultry	d	d	na	3,855	565,308	12.2	*7,288	403,540	21.0	*9,177	397,549	21.5
Dairy	5,760	140,923	15.7	*9,954	98,398	31.0	*1,098	773,168	17.7	d	d	na
Other livestock	d	d	na	d	d	na	d	d	na	d	d	na
Operator occupation:												
Farming	110,558	129,789	7.7	107,787	73,780	12.5	47,654	158,429	11.6	43,522	171,154	13.8
Hired farm manager	d	d	na	d	d	na	*4,314	368,923	59.3	d	d	na
Other occupation	58,977	34,201	24.7	138,109	15,897	31.9	69,316	13,208	21.1	44,202	23,327	40.9
Retired	d	d	na	46,636	5,277	23.4	30,716	27,473	49.1	22,564	7,535	57.8
Operator age:												
Less than 35 years	25,783	74,428	18.6	*32,170	33,250	29.1	*8,272	101,015	32.7	*8,143	91,972	35.0
35 - 44 years	45,431	110,800	11.7	47,100	64,726	26.7	25,282	114,457	24.8	20,238	177,569	22.8
45 - 54 years	34,718	119,680	23.4	71,291	45,943	24.7	44,501	73,411	18.6	30,609	87,035	27.4
55 - 64 years	41,785	96,338	20.9	72,240	28,693	19.4	28,912	70,047	27.1	24,791	61,314	26.3
65 years or older	38,284	42,588	19.1	71,199	15,756	17.0	45,034	41,733	22.1	27,219	24,528	26.7
Operator education:												
Less than high school	20,433	59,284	13.6	104,739	15,506	13.3	29,321	33,877	22.2	21,034	33,799	30.9
High school	73,599	78,781	12.8	122,210	38,491	17.3	60,474	65,634	20.5	59,242	76,931	19.2
Some college	42,235	136,215	16.7	39,671	52,889	21.4	29,433	96,672	20.1	20,581	115,858	30.0
College	49,733	80,450	14.2	27,379	78,963	35.9	32,772	94,375	21.7	*10,144	151,951	28.5

See footnotes at end of table.

Continued--

Appendix table 4--Mean sales, by farm type and selected operator characteristics, and by region, 1994--Continued

Item	Southern Plains			Mountain			Pacific		
	Expanded count	Mean sales	RSE of mean ¹	Expanded count	Mean sales	RSE of mean ¹	Expanded count	Mean sales	RSE of mean ¹
	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>
All farms	255,000	54,301	12.4	114,900	105,442	9.4	149,000	132,341	11.7
Farm type:									
Cash grains	14,678	101,850	15.9	18,080	117,663	11.0	6,597	188,231	17.1
Tobacco	d	d	na	d	d	na	d	d	na
Cotton	10,444	189,558	17.9	879	413,690	18.9	d	d	na
Other field crops	*15,938	23,858	38.7	24,732	80,950	19.0	*13,755	175,184	27.5
Vegetables, fruits, or nuts	d	d	na	d	d	na	46,369	175,407	15.1
Nursery or greenhouse	d	d	na	d	d	na	d	d	na
Beef, hogs, or sheep	186,587	30,489	14.0	53,526	73,094	17.8	61,361	16,706	23.8
Poultry	d	d	na	d	d	na	d	d	na
Dairy	d	d	na	*3,538	569,849	21.3	4,707	930,200	23.3
Other livestock	d	d	na	d	d	na	d	d	na
Operator occupation:									
Farming	107,687	99,073	15.8	57,133	181,922	8.4	63,176	254,010	12.9
Hired farm manager	d	d	na	4,656	176,235	66.3	4,112	661,703	24.1
Other occupation	103,694	26,272	31.2	39,786	16,695	23.9	57,966	12,017	21.6
Retired	*40,721	5,722	28.4	13,326	17,773	25.9	d	d	na
Operator age:									
Less than 35 years	*21,292	91,987	31.8	5,026	181,311	34.8	*12,362	202,697	44.9
35 - 44 years	35,000	75,976	21.9	23,008	152,050	17.6	*27,129	163,287	35.5
45 - 54 years	52,239	83,380	26.3	37,921	100,209	20.5	32,591	176,992	18.9
55 - 64 years	64,013	51,009	25.9	20,781	116,525	22.5	32,478	108,024	27.8
65 years or older	82,457	19,504	17.1	28,163	52,694	16.9	44,440	78,907	20.7
Operator education:									
Less than high school	53,618	23,608	22.5	14,068	53,167	23.3	*13,044	80,355	35.9
High school	85,861	55,596	18.7	30,087	107,102	14.7	45,480	141,655	20.2
Some college	52,000	88,704	27.9	40,439	101,558	16.4	51,844	83,273	22.6
College	63,521	50,297	27.4	30,306	133,243	21.7	38,632	204,780	21.2

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

Appendix table 5--Mean acres operated, by tenure, acreage, sales, and financial position, and by organization, 1994

Item	All ¹			Individual			Partnership			Corporation		
	Expanded count	Mean	RSE of mean ²	Expanded count	Mean	RSE of mean ²	Expanded count	Mean	RSE of mean ²	Expanded count	Mean	RSE of mean ²
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farms	2,035,500	448	5.5	1,841,473	364	6.4	112,927	1,171	13.3	79,093	1,353	19.3
Tenure:												
Full owner	1,068,758	219	8.7	982,124	171	5.5	48,254	701	27.6	38,172	827	50.6
Part owner	769,208	671	4.9	694,152	560	5.0	48,289	1,389	15.8	25,781	2,315	19.9
Tenant	197,534	815	23.7	165,196	688	32.3	16,384	1,914	31.3	15,139	1,045	21.2
Acreage class:												
49 or fewer acres	530,819	22	3.9	498,507	22	4.1	15,645	22	13.5	*16,569	28	9.9
50 - 179 acres	677,126	103	1.7	632,467	103	1.8	26,835	113	7.2	*16,728	113	6.7
180 - 499 acres	450,984	306	1.3	404,724	304	1.4	29,430	328	3.4	16,307	310	6.5
500 - 999 acres	204,426	694	1.1	176,672	693	1.3	16,036	691	1.9	11,707	714	3.5
1,000 or more acres	172,144	3,194	7.9	129,103	2,701	10.5	24,980	4,330	13.8	17,781	5,134	19.2
Sales class:												
\$9,999 or less	985,158	115	7.1	938,228	106	5.3	26,246	d	na	*20,646	173	26.2
\$10,000 - \$49,999	497,822	329	6.3	453,573	313	6.1	25,070	d	na	*18,871	d	na
\$50,000 - \$99,999	211,132	719	11.7	190,389	593	6.1	*13,481	1,205	37.5	7,262	d	na
\$100,000 - \$249,999	220,888	1,186	14.8	184,771	1,172	17.4	23,323	1,207	31.5	11,959	1,384	17.4
\$250,000 - \$499,999	73,100	1,351	6.8	51,325	1,200	8.9	12,861	1,636	9.6	8,804	1,792	21.5
\$500,000 - \$999,999	30,839	2,185	13.9	16,692	1,485	17.8	8,399	3,517	25.6	5,675	2,261	21.1
\$1,000,000 or more	16,561	3,307	20.9	6,495	1,949	25.4	3,547	5,068	36.4	5,874	3,999	36.1
Financial position:												
Favorable	1,250,639	401	8.4	1,131,435	331	10.4	74,275	1,142	17.0	44,560	926	15.6
Marginal income	600,863	445	9.3	545,399	353	7.9	27,020	1,039	33.4	26,839	1,711	37.5
Marginal solvency	98,725	866	12.9	85,099	724	11.1	7,437	1,173	9.9	*6,189	2,448	57.2
Vulnerable	85,273	662	15.4	79,541	516	17.8	4,195	2,539	30.7	1,505	3,139	40.0

* = The relative standard error of the estimate exceeds 25 percent, but is no more than 50 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ This classification includes cooperative farms. Therefore, subcategories may not sum to the all farms total.

² The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

Appendix table 6--Mean acres operated, by farm type and selected operator characteristics, and by organization, 1994

Item	All ¹			Individual			Partnership			Corporation		
	Expanded count	Mean	RSE of mean ²	Expanded count	Mean	RSE of mean ²	Expanded count	Mean	RSE of mean ²	Expanded count	Mean	RSE of mean ²
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farms	2,035,500	448	5.5	1,841,473	364	6.4	112,927	1,171	13.3	79,093	1,353	19.3
Farm type:												
Cash grains	402,806	584	3.8	360,459	516	4.0	21,498	1,314	9.0	20,752	991	22.5
Tobacco	81,513	127	13.6	77,686	106	13.0	*3,428	591	30.0	d	d	na
Cotton	26,058	831	17.1	21,801	684	20.1	3,051	1,731	9.7	d	d	na
Other field crops	223,242	272	8.2	200,218	246	9.4	*14,038	523	19.1	*8,976	467	28.6
Vegetables, fruits, or nuts	118,964	135	12.0	101,199	84	13.1	9,279	240	23.6	*7,736	671	32.3
Nursery or greenhouse	41,141	56	18.2	34,275	49	21.7	d	d	na	4,993	93	29.5
Beef, hogs, or sheep	870,117	559	10.1	813,716	426	12.0	32,751	2,095	24.8	23,173	2,991	29.8
Poultry	35,374	120	12.6	30,989	101	13.6	d	d	na	d	d	na
Dairy	138,129	346	5.2	110,787	307	6.1	20,535	469	12.1	6,750	621	12.4
Other livestock	98,154	274	26.7	90,343	192	19.0	d	d	na	d	d	na
Operator occupation:												
Farming	903,130	770	6.8	790,119	635	8.2	71,370	1,551	13.4	39,763	2,053	22.5
Hired farm manager	31,536	1,060	32.1	*15,091	462	33.8	d	d	na	*13,920	1,291	44.0
Other occupation	819,729	164	6.8	766,173	155	6.9	33,909	324	36.5	19,608	229	21.8
Retired	281,106	170	9.2	270,090	158	10.0	d	d	na	d	d	na
Operator age:												
Less than 35 years	192,556	433	21.4	167,434	295	11.8	12,393	666	20.1	*12,646	d	na
35 - 44 years	404,990	485	8.0	356,576	380	7.2	31,953	1,298	28.7	15,902	d	na
45 - 54 years	497,609	433	7.3	448,590	343	7.3	26,921	1,299	27.4	21,188	1,215	20.0
55 - 64 years	442,390	570	16.2	409,280	485	19.7	21,191	1,337	23.8	11,539	2,134	38.2
65 years or older	497,956	329	6.6	459,593	289	6.9	20,468	940	28.7	17,817	683	21.2
Operator education:												
Less than high school	389,184	273	10.5	367,412	262	11.5	*15,383	349	20.1	*6,317	749	37.2
High school	843,883	351	4.6	766,848	305	4.8	48,604	790	15.2	27,767	843	22.0
Some college	435,519	498	7.9	394,558	391	8.0	20,418	1,915	24.9	19,705	1,184	19.1
College	366,914	794	15.5	312,654	594	20.7	28,521	1,733	27.4	25,304	2,197	34.4

* = The relative standard error of the estimate exceeds 25 percent, but is no more than 50 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ This classification includes cooperative farms. Therefore, subcategories may not sum to the all farms total.

² The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

Appendix table 7--Mean sales, by tenure, acreage, sales, and financial position, and by organization, 1994

Item	All ¹			Individual			Partnership			Corporation		
	Expanded count	Mean sales	RSE of mean ²	Expanded count	Mean sales	RSE of mean ²	Expanded count	Mean sales	RSE of mean ²	Expanded count	Mean sales	RSE of mean ²
	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>
All farms	2,035,500	73,995	3.1	1,841,473	53,985	3.6	112,927	208,899	7.7	79,093	323,888	11.0
Tenure:												
Full owner	1,068,758	40,133	6.4	982,124	30,523	7.9	48,254	92,505	16.8	38,172	210,892	19.8
Part owner	769,208	107,842	4.0	694,152	82,850	4.2	48,289	265,740	8.9	25,781	432,682	12.6
Tenant	197,534	125,404	7.5	165,196	72,182	7.5	16,384	384,177	13.7	15,139	423,534	23.7
Acreage class:												
49 or fewer acres	530,819	28,898	11.9	498,507	21,052	14.5	15,645	89,135	28.2	*16,569	189,083	36.2
50 - 179 acres	677,126	29,747	8.0	632,467	25,534	9.1	26,835	59,378	27.0	*16,728	133,135	32.6
180 - 499 acres	450,984	79,199	6.2	404,724	64,491	6.0	29,430	150,740	15.6	16,307	249,938	23.8
500 - 999 acres	204,426	147,488	4.9	176,672	123,025	5.4	16,036	238,215	8.3	11,707	392,043	16.5
1,000 or more acres	172,144	286,190	4.3	129,103	193,122	5.4	24,980	494,236	7.7	17,781	651,908	11.0
Sales class:												
\$9,999 or less	985,158	3,146	4.0	938,228	3,104	4.1	26,246	4,236	12.3	*20,646	3,652	16.9
\$10,000 - \$49,999	497,822	25,507	5.6	453,573	25,719	6.1	25,070	24,488	7.3	*18,871	21,866	12.9
\$50,000 - \$99,999	211,132	76,530	3.9	190,389	76,423	4.2	*13,481	80,312	13.8	7,262	72,316	5.7
\$100,000 - \$249,999	220,888	160,346	1.7	184,771	160,257	1.9	23,323	163,115	3.0	11,959	157,476	6.2
\$250,000 - \$499,999	73,100	350,792	1.4	51,325	350,215	1.8	12,861	345,054	1.7	8,804	361,492	2.5
\$500,000 - \$999,999	30,839	681,459	1.4	16,692	681,897	2.3	8,399	678,801	2.5	5,675	685,200	1.7
\$1,000,000 or more	16,561	2,209,015	4.2	6,495	1,742,306	6.9	3,547	2,210,112	7.6	5,874	2,664,054	6.9
Financial position:												
Favorable	1,250,639	72,752	3.8	1,131,435	55,121	4.2	74,275	194,318	9.6	44,560	304,715	15.4
Marginal income	600,863	41,927	7.9	545,399	28,266	7.2	27,020	107,188	17.1	26,839	208,631	21.1
Marginal solvency	98,725	257,769	9.5	85,099	192,451	12.2	7,437	547,423	11.6	*6,189	807,771	23.5
Vulnerable	85,273	105,418	12.2	79,541	66,043	11.4	4,195	522,032	27.1	1,505	957,175	23.7

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

¹ This classification includes cooperative farms. Therefore, subcategories may not sum to the all farms total.

² The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

Appendix table 8--Mean sales, by farm type and selected operator characteristics, and by organization, 1994

Item	All ¹			Individual			Partnership			Corporation		
	Expanded count	Mean Sales	RSE of mean ²	Expanded count	Mean Sales	RSE of mean ²	Expanded count	Mean Sales	RSE of mean ²	Expanded count	Mean Sales	RSE of mean ²
	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>	<i>Farms</i>	<i>Dollars</i>	<i>Percent</i>
All farms	2,035,500	73,995	3.1	1,841,473	53,985	3.6	112,927	208,899	7.7	79,093	323,888	11.0
Farm type:												
Cash grains	402,806	93,095	4.4	360,459	79,573	4.9	21,498	242,919	8.8	20,752	169,590	23.8
Tobacco	81,513	34,352	14.4	77,686	28,595	14.5	3,428	161,264	26.0	d	d	na
Cotton	26,058	244,662	19.0	21,801	177,168	22.8	3,051	654,861	13.2	d	d	na
Other field crops	223,242	36,313	9.9	200,218	24,850	10.8	*14,038	102,378	31.3	*8,976	180,203	32.4
Vegetables, fruits, or nuts	118,964	111,783	12.2	101,199	49,868	14.2	9,279	279,649	24.2	*7,736	705,261	29.0
Nursery or greenhouse	41,141	176,396	18.5	34,275	72,495	21.3	d	d	na	4,993	818,400	26.9
Beef, hogs, or sheep	870,117	39,434	6.3	813,716	31,195	7.3	32,751	132,979	19.7	23,173	189,475	19.1
Poultry	35,374	420,692	17.3	30,989	359,919	17.7	d	d	na	d	d	na
Dairy	138,129	175,179	5.8	110,787	127,589	6.7	20,535	289,304	14.1	6,750	609,315	17.6
Other livestock	98,154	19,237	21.8	90,343	16,237	24.8	d	d	na	d	d	na
Operator occupation:												
Farming	903,130	136,876	3.3	790,119	103,123	3.7	71,370	295,217	6.5	39,763	483,605	10.5
Hired farm manager	31,536	233,307	23.9	*15,091	46,501	36.1	d	d	na	*13,920	359,412	35.0
Other occupation	819,729	20,409	9.7	766,173	18,996	10.7	33,909	26,743	18.6	19,608	64,686	35.3
Retired	281,106	10,358	17.3	270,090	9,910	18.7	d	d	na	d	d	na
Operator age:												
Less than 35 years	192,556	85,577	10.3	167,434	62,901	11.1	12,393	284,693	21.7	*12,646	185,167	46.8
35 - 44 years	404,990	108,143	6.6	356,576	77,503	7.2	31,953	215,038	14.2	15,902	495,483	16.4
45 - 54 years	497,609	83,611	6.7	448,590	63,234	7.8	26,921	209,525	20.5	21,188	344,408	17.1
55 - 64 years	442,390	71,153	6.7	409,280	51,150	7.5	21,191	241,084	9.5	11,539	456,669	22.0
65 years or older	497,956	34,658	6.4	459,593	25,989	7.0	20,468	119,281	16.1	17,817	158,802	26.9
Operator education:												
Less than high school	389,184	36,707	7.0	367,412	32,730	7.6	*15,383	102,412	20.7	*6,317	106,044	38.0
High school	843,883	71,058	5.0	766,848	54,035	5.2	48,604	187,355	10.6	27,767	282,198	22.2
Some college	435,519	91,238	7.0	394,558	67,973	8.6	20,418	301,895	12.3	19,705	331,078	18.0
College	366,914	99,834	7.4	312,654	61,190	8.8	28,521	236,475	18.7	25,304	418,419	17.2

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ This classification includes cooperative farms. Therefore, subcategories may not sum to the all farms total.

² The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

Appendix table 9--Selected characteristics of reporting farms, by region, 1994

Item	All				Northeast				Lake States			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	911,361	2,035,500	448	5.3	26,478	139,600	190	6.2	58,986	215,000	274	4.3
Owned	527,552	1,860,743	284	5.1	17,799	126,015	141	7.0	40,079	198,988	201	5.5
Rented in	437,409	965,967	453	9.4	9,304	70,100	133	9.4	21,645	93,518	231	6.6
Cash rent	303,434	641,143	473	13.4	7,038	53,733	131	10.3	18,398	83,210	221	7.2
Share rent	116,617	315,011	370	5.3	472	*5,770	82	44.7	2,924	12,166	240	19.0
Free use	17,359	197,544	88	15.5	1,794	26,293	68	23.4	d	d	d	na
Rented out	59,128	267,107	221	19.6	625	17,984	35	23.3	2,832	35,083	81	22.9
Cropland removed from production	64,468	416,553	155	6.2	1,198	18,773	*64	34.9	5,741	61,787	93	21.1
Conservation Reserve Program	45,225	255,005	177	8.5	d	d	d	na	4,082	41,260	99	28.8
Set-aside and other	19,243	190,656	101	4.9	628	15,675	40	24.2	1,659	24,487	68	17.1
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	140,829,147	1,916,918	73,466	2.2	9,693,512	132,765	73,012	5.6	17,461,221	208,481	83,755	5.7
Livestock sales	56,740,057	1,191,061	47,638	3.7	5,326,459	83,453	63,826	7.5	8,797,278	121,628	72,330	6.8
Crop sales	61,614,151	970,117	63,512	3.1	3,426,210	71,554	47,883	12.9	6,072,296	113,668	53,421	12.4
Government payments	6,831,392	734,457	9,301	3.6	115,049	28,816	3,993	13.2	1,036,213	121,207	8,549	9.0
Other farm-related income	15,643,546	949,834	16,470	4.9	825,794	75,002	11,010	19.9	1,555,434	148,970	10,441	10.9
Cash expenses	117,022,020	2,033,883	57,536	2.3	8,215,712	139,600	58,852	5.5	14,237,326	214,494	66,376	6.7
Net cash farm income	23,807,126	2,034,787	11,700	5.5	1,477,800	139,600	10,586	16.2	3,223,895	214,494	15,030	11.6
Net farm income	23,590,174	2,035,489	11,589	6.5	1,681,116	139,600	12,042	17.8	3,117,685	215,000	14,501	13.3
Farm assets	831,411,400	2,031,639	409,232	5.3	62,809,639	139,600	449,926	7.5	77,052,849	215,000	358,385	4.9
Liabilities	101,825,495	1,978,907	51,455	3.2	5,131,046	138,433	37,065	7.3	13,545,473	213,962	63,308	6.2
Equity	729,585,905	2,033,214	358,834	5.7	57,678,593	139,600	413,170	8.0	63,507,376	215,000	295,383	5.2
Capital investments	18,668,952	1,140,940	16,363	4.3	1,153,412	88,656	13,010	11.9	2,452,816	130,733	18,762	7.9

See footnotes at end of table.

Continued--

Appendix table 9--Selected characteristics of reporting farms, by region, 1994--Continued

Item	Corn Belt				Northern Plains				Appalachia			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	109,685	419,000	262	3.6	157,285	186,000	846	6.8	45,668	294,000	155	7.0
Owned	60,110	374,611	160	5.9	91,095	159,992	569	11.2	32,455	282,509	115	8.7
Rented in	55,823	193,440	289	4.4	82,718	122,499	675	8.5	14,491	133,199	109	9.5
Cash rent	25,981	119,723	217	6.4	43,694	91,129	479	10.8	8,767	64,459	136	12.1
Share rent	29,329	109,914	267	6.6	38,495	72,189	533	13.7	3,202	34,335	93	20.6
Free use	513	*13,618	*38	29.4	d	d	d	na	2,522	57,176	44	18.8
Rented out	6,256	60,200	104	21.4	16,825	43,818	*384	33.0	1,576	33,460	47	25.8
Cropland removed from production	7,477	97,091	77	15.7	15,256	79,053	193	15.0	1,583	23,075	69	23.1
Conservation Reserve Program	6,289	77,713	81	18.4	12,139	54,272	224	18.4	909	*10,585	86	33.0
Set-aside and other	1,188	22,557	53	18.2	3,117	33,682	93	13.7	674	13,134	51	31.5
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	28,097,347	396,371	70,886	5.5	16,211,839	184,759	87,746	7.0	7,455,798	277,125	26,904	7.0
Livestock sales	11,435,894	216,275	52,877	11.4	6,631,133	110,380	60,075	12.0	2,761,767	186,404	14,816	8.7
Crop sales	13,352,356	249,292	53,561	5.4	6,500,615	132,969	48,888	7.1	3,738,527	134,907	27,712	11.8
Government payments	1,529,519	216,791	7,055	9.4	1,364,576	142,865	9,551	7.7	133,918	38,116	3,513	13.4
Other farm-related income	1,779,578	197,188	9,025	9.4	1,715,516	137,608	12,467	14.6	821,587	116,723	7,039	16.7
Cash expenses	22,807,671	419,000	54,434	6.4	12,553,601	185,776	67,574	6.8	6,219,299	294,000	21,154	6.3
Net cash farm income	5,289,676	419,000	12,625	8.8	3,658,239	186,000	19,668	12.0	1,236,499	294,000	4,206	22.3
Net farm income	4,853,826	419,000	11,584	10.6	2,599,660	186,000	13,977	20.0	2,267,225	293,989	7,712	18.9
Farm assets	145,820,281	416,701	349,940	5.4	70,935,956	185,776	381,837	6.2	76,289,530	294,000	259,488	6.4
Liabilities	21,853,281	408,272	53,526	5.4	13,384,344	182,919	73,171	9.2	4,978,632	287,946	17,290	10.4
Equity	123,967,000	417,255	297,101	6.1	57,551,612	186,000	309,417	6.5	71,310,898	294,000	242,554	6.6
Capital investments	3,852,260	244,595	15,750	10.5	2,128,298	114,974	18,511	16.5	1,411,070	141,916	9,943	11.6

See footnotes at end of table.

Continued--

Appendix table 9--Selected characteristics of reporting farms, by region, 1994--Continued

Item	Southeast				Delta				Southern Plains			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	34,304	152,000	226	8.4	31,143	111,000	281	10.1	183,680	255,000	720	21.2
Owned	23,410	146,424	160	10.9	20,987	103,747	202	22.7	83,164	227,270	366	14.9
Rented in	12,910	61,557	210	10.6	15,229	58,930	258	8.4	112,405	127,100	*884	34.2
Cash rent	11,264	45,730	246	11.0	7,761	29,509	263	11.7	96,205	86,632	*1,111	40.0
Share rent	d	d	d	na	6,152	15,022	410	11.9	13,051	32,012	408	7.7
Free use	1,195	19,127	*62	40.3	1,316	*23,796	55	30.8	3,149	*23,491	*134	29.7
Rented out	2,017	*21,337	95	26.6	d	*6,713	d	na	d	18,757	d	na
Cropland removed from production	2,729	23,815	115	25.5	2,797	23,094	121	23.8	12,071	52,990	228	12.2
Conservation Reserve Program	1,851	12,444	*149	35.8	1,707	*11,481	149	37.4	6,280	21,314	295	22.3
Set-aside and other	878	14,156	62	18.7	1,090	12,092	90	18.1	5,791	35,463	163	8.1
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	9,036,654	139,929	64,580	6.8	6,074,026	100,634	60,358	8.0	11,055,983	227,396	48,620	6.8
Livestock sales	2,328,782	89,513	26,016	11.1	1,390,159	68,565	20,275	23.3	6,391,158	181,563	35,201	11.0
Crop sales	5,428,053	51,780	104,828	9.6	3,179,466	32,871	96,726	8.7	2,641,800	59,690	44,259	9.3
Government payments	297,514	31,372	9,483	22.4	447,624	27,618	16,208	10.1	796,277	68,523	11,621	9.7
Other farm-related income	982,305	48,334	20,323	11.4	1,056,778	38,014	27,800	18.0	1,226,749	61,450	19,963	14.3
Cash expenses	7,791,611	152,000	51,261	6.8	4,564,579	110,685	41,240	7.3	10,161,018	254,429	39,936	7.3
Net cash farm income	1,245,043	152,000	*8,191	28.3	1,509,447	111,000	13,599	18.0	894,964	254,793	*3,513	40.8
Net farm income	1,356,652	152,000	*8,925	30.2	1,472,545	111,000	13,266	19.2	568,595	255,000	**2,230	70.8
Farm assets	59,320,429	151,797	390,788	8.2	31,577,176	110,641	285,403	11.8	85,564,523	255,000	335,547	10.9
Liabilities	4,534,342	146,157	31,024	9.5	3,350,670	99,812	33,570	12.0	8,686,417	245,697	35,354	9.0
Equity	54,786,087	151,818	360,867	8.7	28,226,506	110,641	255,119	12.7	76,878,106	255,000	301,483	12.0
Capital investments	1,133,135	73,508	15,415	12.9	776,381	61,196	12,687	13.2	1,853,917	127,197	14,575	10.2

See footnotes at end of table.

Continued--

Appendix table 9--Selected characteristics of reporting farms, by region, 1994--Continued

Item	Mountain				Pacific			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	197,419	114,900	1,718	11.3	66,715	149,000	448	16.7
Owned	128,939	106,285	1,213	15.1	29,513	134,902	219	14.8
Rented in	72,778	56,041	1,299	11.1	40,106	49,583	*809	23.2
Cash rent	54,056	34,561	1,564	14.0	30,269	32,458	*933	30.6
Share rent	13,448	17,902	751	11.4	9,092	12,306	739	12.3
Free use	5,274	*13,522	*390	43.8	744	*9,750	**76	53.2
Rented out	8,384	13,849	605	23.4	3,112	15,906	*196	27.5
Cropland removed from production	11,095	23,313	476	17.6	4,521	13,564	333	17.2
Conservation Reserve Program	8,577	14,047	611	22.3	2,821	*8,336	*338	24.5
Set-aside and other	2,517	13,194	191	13.9	1,700	6,216	274	19.8
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	13,041,144	110,199	118,342	6.4	22,701,621	139,259	163,017	6.8
Livestock sales	6,055,772	65,366	92,644	10.8	5,621,657	67,914	82,777	11.2
Crop sales	4,678,902	56,972	82,126	10.9	12,595,927	66,414	189,657	9.0
Government payments	740,044	40,622	18,218	10.8	370,658	18,526	20,008	11.9
Other farm-related income	1,566,427	58,348	26,846	13.3	4,113,379	68,197	60,317	13.3
Cash expenses	11,006,709	114,900	95,794	7.3	19,464,494	149,000	130,634	6.5
Net cash farm income	2,034,435	114,900	17,706	14.6	3,237,127	149,000	*21,726	24.0
Net farm income	1,857,382	114,900	16,165	18.1	3,815,488	149,000	*25,607	24.3
Farm assets	74,951,215	114,125	656,747	7.3	147,089,802	149,000	987,180	27.3
Liabilities	9,507,963	112,041	84,862	6.7	16,853,326	143,669	117,307	14.0
Equity	65,443,252	114,900	569,567	8.1	130,236,476	149,000	*874,070	29.4
Capital investments	1,651,029	72,143	22,885	8.0	2,256,634	86,023	26,233	19.3

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

** = The relative standard error (RSE) of the estimate exceeds 50 percent, but is no more than 75 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Includes acres used for crops or livestock during part of the year and rented out to another operation for crop or livestock use during another part of the year. These acres are not included in the subcategories.

Appendix table 10--Selected characteristics of reporting farms, by organization, 1994

Item	All ¹				Individual				Partnership			
	Total	Farms reporting	Mean per reporting farm	RSE of total ²	Total	Farms reporting	Mean per reporting farm	RSE of total ²	Total	Farms reporting	Mean per reporting farm	RSE of total ²
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ³	911,361	2,035,500	448	5.3	669,959	1,841,473	364	6.2	132,281	112,927	1,171	12.3
Owned	527,552	1,860,743	284	5.1	381,527	1,694,728	225	4.0	68,380	97,402	702	16.1
Rented in	437,409	965,967	453	9.4	326,799	858,574	381	11.9	64,450	64,673	997	16.6
Cash rent	303,434	641,143	473	13.4	223,079	555,855	401	17.3	47,550	52,642	903	22.1
Share rent	116,617	315,011	370	5.3	90,813	278,103	327	6.5	15,946	23,049	692	10.0
Free use	17,359	197,544	88	15.5	12,907	185,411	70	12.0	954	*6,136	*155	33.2
Rented out	59,128	267,107	221	19.6	39,863	241,769	165	16.5	4,390	11,172	*393	35.9
Cropland removed from production	64,468	416,553	155	6.2	52,929	359,458	147	7.2	7,476	35,535	210	14.7
Conservation Reserve Program	45,225	255,005	177	8.5	39,180	223,156	176	9.4	3,884	*19,106	203	25.7
Set-aside and other	19,243	190,656	101	4.9	13,749	161,334	85	5.9	3,592	19,138	188	12.0
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	140,829,147	1,916,918	73,466	2.2	88,675,671	1,724,496	51,421	2.6	23,660,393	111,427	212,339	5.5
Livestock sales	56,740,057	1,191,061	47,638	3.7	35,830,641	1,081,343	33,135	4.0	10,345,730	70,739	146,253	8.4
Crop sales	61,614,151	970,117	63,512	3.1	36,825,808	853,920	43,126	3.4	10,027,802	66,439	150,933	7.6
Government payments	6,831,392	734,457	9,301	3.6	5,322,352	638,976	8,330	4.4	980,594	60,626	16,174	8.0
Other farm-related income	15,643,546	949,834	16,470	4.9	10,696,871	838,305	12,760	6.3	2,306,267	68,338	33,748	10.8
Cash expenses	117,022,020	2,033,883	57,536	2.3	73,437,886	1,839,856	39,915	2.5	18,570,260	112,927	164,445	5.6
Net cash farm income	23,807,126	2,034,787	11,700	5.5	15,237,785	1,840,760	8,278	7.1	5,090,133	112,927	45,075	9.8
Net farm income	23,590,174	2,035,489	11,589	6.5	16,827,247	1,841,473	9,138	7.4	4,644,925	112,916	41,136	12.5
Farm assets	831,411,400	2,031,639	409,232	5.3	653,270,125	1,837,612	355,500	6.6	81,993,874	112,927	726,081	6.5
Liabilities	101,825,495	1,978,907	51,455	3.2	77,040,322	1,789,541	43,050	4.0	12,987,802	110,628	117,401	7.4
Equity	729,585,905	2,033,214	358,834	5.7	576,229,803	1,839,187	313,307	7.1	69,006,072	112,927	611,070	7.2
Capital investments	18,668,952	1,140,940	16,363	4.3	14,007,902	1,017,320	13,769	5.1	2,184,854	72,865	29,985	7.7

See footnotes at end of table.

Continued--

Appendix table 10--Selected characteristics of reporting farms, by organization, 1994--Continued

Item	Corporation			
	Total	Farms reporting	Mean per reporting farm	RSE of total ²
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ³	107,051	79,093	1,353	18.0
Owned	76,157	67,383	*1,130	25.4
Rented in	45,522	40,920	1,112	19.6
Cash rent	32,367	31,951	*1,013	26.2
Share rent	9,658	12,680	762	14.9
Free use	3,497	*5,996	**583	62.2
Rented out	d	*14,077	d	na
Cropland removed from production	3,957	20,957	189	16.6
Conservation Reserve Program	2,158	*12,715	*170	26.4
Set-aside and other	1,800	9,582	188	18.1
	<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	26,549,012	78,986	336,122	6.8
Livestock sales	9,256,428	37,921	244,101	9.7
Crop sales	14,192,301	47,896	296,315	9.9
Government payments	519,891	34,190	15,206	10.2
Other farm-related income	2,580,393	42,187	61,165	16.6
Cash expenses	23,062,744	79,093	291,591	7.1
Net cash farm income	3,486,268	79,093	44,078	17.9
Net farm income	2,185,932	79,093	*27,638	32.2
Farm assets	91,498,161	79,093	1,156,847	8.1
Liabilities	11,542,282	76,730	150,427	8.8
Equity	79,955,878	79,093	1,010,913	8.8
Capital investments	2,077,731	48,912	42,479	8.8

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

** = The relative standard error (RSE) of the estimate exceeds 50 percent, but is no more than 75 percent.

na = Not applicable.

¹ This classification excludes cooperative farms. Therefore, subcategories may not sum to the all farms total.

² The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

³ Includes acres used for crops or livestock during part of the year and rented out to another operation for crop or livestock use during another part of the year. These acres are not included in the subcategories.

Appendix table 11--Selected characteristics of reporting farms, by tenure, 1994

Item	All				Full owner				Part owner			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	911,361	2,035,500	448	5.3	234,120	1,068,758	219	8.7	516,176	769,208	671	4.5
Owned	527,552	1,860,743	284	5.1	268,969	1,068,758	252	8.6	258,518	769,208	336	5.5
Rented in	437,409	965,967	453	9.4	d	d	d	na	276,137	769,208	359	5.6
Cash rent	303,434	641,143	473	13.4	d	d	d	na	183,684	513,646	358	7.7
Share rent	116,617	315,011	370	5.3	d	d	d	na	78,397	237,573	330	7.1
Free use	17,359	197,544	88	15.5	d	d	d	na	14,055	165,702	85	18.3
Rented out	59,128	267,107	221	19.6	38,971	202,002	*193	25.9	19,564	57,875	338	28.7
Cropland removed from production	64,468	416,553	155	6.2	27,944	222,180	126	9.7	31,079	154,608	201	9.5
Conservation Reserve Program	45,225	255,005	177	8.5	24,559	176,030	140	10.8	18,974	71,585	265	14.8
Set-aside and other	19,243	190,656	101	4.9	3,385	56,811	60	13.0	12,105	99,880	121	6.2
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	140,829,147	1,916,918	73,466	2.2	38,170,260	976,448	39,091	5.2	79,369,684	748,781	105,999	3.0
Livestock sales	56,740,057	1,191,061	47,638	3.7	16,289,298	568,079	28,674	7.2	33,415,828	528,789	63,193	5.1
Crop sales	61,614,151	970,117	63,512	3.1	13,868,204	375,686	36,914	8.3	34,775,017	451,720	76,984	3.6
Government payments	6,831,392	734,457	9,301	3.6	1,909,956	291,332	6,556	9.2	3,830,316	345,694	11,080	4.3
Other farm-related income	15,643,546	949,834	16,470	4.9	6,102,802	415,493	14,688	10.0	7,348,522	433,415	16,955	7.3
Cash expenses	117,022,020	2,033,883	57,536	2.3	32,447,098	1,067,366	30,399	4.8	65,437,484	769,208	85,071	3.3
Net cash farm income	23,807,126	2,034,787	11,700	5.5	5,723,161	1,068,045	5,359	16.7	13,932,200	769,208	18,112	5.9
Net farm income	23,590,174	2,035,489	11,589	6.5	7,639,732	1,068,758	7,148	14.1	11,976,175	769,197	15,570	7.9
Farm assets	831,411,400	2,031,639	409,232	5.3	419,767,393	1,068,758	392,762	10.1	377,723,381	769,208	491,055	3.2
Liabilities	101,825,495	1,978,907	51,455	3.2	34,148,134	1,050,116	32,518	7.9	59,348,529	759,216	78,171	3.3
Equity	729,585,905	2,033,214	358,834	5.7	385,619,258	1,068,758	360,811	10.5	318,374,851	769,208	413,900	3.5
Capital investments	18,668,952	1,140,940	16,363	4.3	6,323,163	481,812	13,124	9.9	10,238,615	538,092	19,028	4.8

See footnotes at end of table.

Continued--

Appendix table 11--Selected characteristics of reporting farms, by tenure, 1994--Continued

Item	Tenant			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²				
Owned	161,066	197,534	815	23.9
Rented in	65	22,777	3	20.6
Cash rent	161,272	196,759	820	23.8
Share rent	119,749	127,497	*939	32.0
Free use	38,220	77,438	494	7.4
Rented out	3,303	31,842	104	24.0
	593	**7,230	*82	29.8
Cropland removed from production	5,445	39,765	137	11.6
Conservation Reserve Program	1,691	7,390	229	25.1
Set-aside and other	3,753	33,965	111	12.0
	<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	23,289,203	191,689	121,495	6.2
Livestock sales	7,034,932	94,192	74,687	10.5
Crop sales	12,970,930	142,711	90,889	8.5
Government payments	1,091,120	97,431	11,199	7.8
Other farm-related income	2,192,221	100,927	21,721	10.2
Cash expenses	19,137,438	197,310	96,992	6.7
Net cash farm income	4,151,765	197,534	21,018	12.1
Net farm income	3,974,266	197,534	20,119	14.6
Farm assets	33,920,627	193,673	175,144	6.3
Liabilities	8,328,831	169,575	49,116	8.0
Equity	25,591,795	195,248	131,073	7.4
Capital investments	2,107,174	121,036	17,409	8.0

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

** = The relative standard error (RSE) of the estimate exceeds 50 percent, but is no more than 75 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Includes acres used for crops or livestock during part of the year and rented out to another operation for crop or livestock use during another part of the year. These acres are not included in the subcategories.

Appendix table 12--Selected characteristics of reporting farms, by acreage class, 1994

Item	All				49 or fewer acres				50 - 179 acres			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	911,361	2,035,500	448	5.3	11,532	530,819	22	7.4	69,980	677,126	103	4.8
Owned	527,552	1,860,743	284	5.1	14,927	492,983	30	12.3	63,072	634,433	99	6.0
Rented in	437,409	965,967	453	9.4	2,124	137,516	15	14.4	16,794	256,351	66	9.3
Cash rent	303,434	641,143	473	13.4	858	48,927	18	17.9	10,329	165,727	62	13.0
Share rent	116,617	315,011	370	5.3	348	*28,769	*12	43.6	3,179	49,323	64	16.4
Free use	17,359	197,544	88	15.5	917	68,487	13	23.3	3,286	64,454	51	17.3
Rented out	59,128	267,107	221	19.6	5,569	72,846	*76	28.2	9,977	100,546	99	19.2
Cropland removed from production	64,468	416,553	155	6.2	d	d	d	na	6,894	135,260	51	14.1
Conservation Reserve Program	45,225	255,005	177	8.5	d	d	d	na	5,774	98,565	59	16.3
Set-aside and other	19,243	190,656	101	4.9	d	d	d	na	1,120	39,485	28	21.2
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	140,829,147	1,916,918	73,466	2.2	12,357,476	470,172	26,283	10.1	16,274,953	638,223	25,500	6.4
Livestock sales	56,740,057	1,191,061	47,638	3.7	4,022,089	269,218	14,940	16.0	7,281,772	389,568	18,692	9.3
Crop sales	61,614,151	970,117	63,512	3.1	6,340,487	204,092	31,067	15.3	5,818,055	262,539	22,161	10.3
Government payments	6,831,392	734,457	9,301	3.6	103,364	26,888	*3,844	51.7	722,498	202,184	3,573	17.2
Other farm-related income	15,643,546	949,834	16,470	4.9	1,891,536	160,444	11,789	14.9	2,452,628	268,335	9,140	12.8
Cash expenses	117,022,020	2,033,883	57,536	2.3	11,366,496	530,313	21,434	9.5	15,200,386	676,604	22,466	6.1
Net cash farm income	23,807,126	2,034,787	11,700	5.5	990,980	530,313	**1,869	49.2	1,074,567	676,919	*1,587	43.9
Net farm income	23,590,174	2,035,489	11,589	6.5	3,173,383	530,819	5,978	20.0	2,761,041	677,126	*4,078	27.5
Farm assets	831,411,400	2,031,639	409,232	5.3	108,400,561	527,182	205,623	8.5	173,229,176	677,126	255,830	5.5
Liabilities	101,825,495	1,978,907	51,455	3.2	9,975,444	503,126	19,827	9.8	13,919,620	660,377	21,078	7.7
Equity	729,585,905	2,033,214	358,834	5.7	98,425,117	528,533	186,223	9.0	159,309,555	677,126	235,273	5.6
Capital investments	18,668,952	1,140,940	16,363	4.3	1,753,987	204,773	8,566	13.9	3,163,174	361,068	8,761	12.8

See footnotes at end of table.

Continued--

Appendix table 12--Selected characteristics of reporting farms, by acreage class, 1994--Continued

Item	180 - 499 acres				500 - 999 acres				1,000 or more acres			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	138,141	450,984	306	4.4	141,925	204,426	694	6.1	549,783	172,144	3,194	8.6
Owned	101,889	408,425	249	6.4	77,326	179,675	430	10.7	270,339	145,227	1,861	9.1
Rented in	48,577	268,795	181	5.9	74,623	162,573	459	8.5	295,291	140,732	2,098	13.8
Cash rent	29,114	188,854	154	7.6	41,413	125,943	329	8.2	221,719	111,692	1,985	18.3
Share rent	15,174	85,495	177	10.5	30,867	78,627	393	16.2	67,048	72,798	921	5.3
Free use	4,289	46,300	93	21.0	2,343	12,019	195	30.8	6,523	6,284	*1,038	36.1
Rented out	12,396	51,478	*241	29.4	10,198	22,281	*458	50.2	20,987	19,956	*1,052	44.8
Cropland removed from production	13,978	115,356	121	13.9	11,633	70,073	166	17.7	31,689	77,844	407	8.6
Conservation Reserve Program	11,174	66,142	169	17.0	7,230	31,934	226	27.5	20,794	43,938	473	12.5
Set-aside and other	2,804	56,838	49	13.9	4,403	43,086	102	10.5	10,896	47,655	229	6.9
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	33,059,963	432,969	76,356	5.5	29,999,167	203,805	147,195	5.3	49,137,587	171,748	286,102	3.9
Livestock sales	16,280,414	273,514	59,523	8.7	12,487,018	142,597	87,569	7.1	16,668,764	116,163	143,494	7.2
Crop sales	11,758,429	238,260	49,351	7.6	13,049,008	147,393	88,532	6.5	24,648,172	117,834	209,178	4.7
Government payments	1,486,359	225,625	6,588	8.9	1,523,008	148,863	10,231	7.7	2,996,163	130,897	22,889	4.3
Other farm-related income	3,534,761	254,834	13,871	10.3	2,940,133	144,339	20,370	15.9	4,824,487	121,883	39,583	6.2
Cash expenses	27,617,746	450,760	61,269	6.3	23,740,236	204,063	116,338	4.9	39,097,156	172,144	227,118	4.0
Net cash farm income	5,442,217	450,984	12,067	12.0	6,258,931	204,426	30,617	10.6	10,040,431	172,144	58,326	7.2
Net farm income	4,706,362	450,984	10,436	13.6	5,374,372	204,426	26,290	11.9	7,575,015	172,134	44,007	10.8
Farm assets	219,590,994	450,760	487,157	18.1	126,620,665	204,426	619,396	5.0	203,570,004	172,144	1,182,554	6.2
Liabilities	23,623,157	442,549	53,380	9.4	20,887,914	202,640	103,079	7.3	33,419,360	170,215	196,336	5.1
Equity	195,967,837	450,984	434,534	19.3	105,732,752	204,426	517,217	5.2	170,150,644	172,144	988,419	7.2
Capital investments	4,633,984	288,680	16,052	10.4	3,754,659	155,578	24,134	10.8	5,363,149	130,841	40,990	4.6

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

** = The relative standard error (RSE) of the estimate exceeds 50 percent, but is no more than 75 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Includes acres used for crops or livestock during part of the year and rented out to another operation for crop or livestock use during another part of the year. These acres are not included in the subcategories.

Appendix table 13--Selected characteristics of reporting farms, by sales class, 1994

Item	All				\$9,999 or less				\$10,000 - \$49,999			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	911,361	2,035,500	448	5.3	112,853	985,158	115	7.8	163,847	497,822	329	6.8
Owned	527,552	1,860,743	284	5.1	103,594	937,105	111	8.7	132,594	449,012	295	11.1
Rented in	437,409	965,967	453	9.4	23,553	311,481	76	9.8	59,517	235,255	253	11.7
Cash rent	303,434	641,143	473	13.4	13,096	154,759	85	13.0	43,508	165,233	263	14.7
Share rent	116,617	315,011	370	5.3	3,382	51,407	*66	29.8	9,927	73,242	136	9.4
Free use	17,359	197,544	88	15.5	7,075	132,698	53	15.9	6,082	35,268	*172	37.4
Rented out	59,128	267,107	221	19.6	14,445	134,762	107	19.2	29,009	84,656	*343	38.0
Cropland removed from production	64,468	416,553	155	6.2	9,617	150,804	64	13.0	21,732	116,321	187	13.5
Conservation Reserve Program	45,225	255,005	177	8.5	8,019	114,352	70	15.0	19,130	80,257	238	15.2
Set-aside and other	19,243	190,656	101	4.9	1,598	41,288	39	20.3	2,602	42,512	61	14.9
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	140,829,147	1,916,918	73,466	2.2	4,997,444	867,219	5,763	7.4	12,785,093	497,427	25,702	4.8
Livestock sales	56,740,057	1,191,061	47,638	3.7	1,687,848	530,064	3,184	6.5	5,015,064	305,215	16,431	5.9
Crop sales	61,614,151	970,117	63,512	3.1	739,256	263,856	2,802	11.8	4,230,556	282,838	14,958	6.7
Government payments	6,831,392	734,457	9,301	3.6	517,143	180,122	2,871	12.3	1,408,550	199,903	7,046	12.4
Other farm-related income	15,643,546	949,834	16,470	4.9	2,053,197	295,044	6,959	15.6	2,130,924	250,205	8,517	14.4
Cash expenses	117,022,020	2,033,883	57,536	2.3	8,522,785	984,129	8,660	7.1	11,439,673	497,234	23,007	4.8
Net cash farm income	23,807,126	2,034,787	11,700	5.5	-3,525,341	984,445	-3,581	13.9	1,345,421	497,822	*2,703	28.5
Net farm income	23,590,174	2,035,489	11,589	6.5	235,416	985,158	239	290.7	2,202,144	497,822	4,424	25.3
Farm assets	831,411,400	2,031,639	409,232	5.3	239,071,498	982,479	243,335	16.9	169,084,641	497,415	339,926	7.5
Liabilities	101,825,495	1,978,907	51,455	3.2	13,959,212	940,993	14,835	15.6	11,464,268	489,976	23,398	8.0
Equity	729,585,905	2,033,214	358,834	5.7	225,112,286	983,054	228,993	17.1	157,620,374	497,640	316,736	7.9
Capital investments	18,668,952	1,140,940	16,363	4.3	2,998,882	419,156	7,155	13.8	2,683,100	293,709	9,135	10.3

See footnotes at end of table.

Continued--

Appendix table 13--Selected characteristics of reporting farms, by sales class, 1994--Continued

Item	\$50,000 - \$99,999				\$100,000 - 249,999				\$250,000 - \$499,999			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²												
Owned	151,734	211,132	719	12.4	262,030	220,888	1,186	15.3	98,753	73,100	1,351	8.0
Rented in	88,948	182,580	487	18.9	102,388	188,299	544	7.9	43,745	63,443	690	11.7
Cash rent	64,160	144,458	444	10.7	162,843	179,412	908	23.8	58,675	59,956	979	7.6
Share rent	36,105	105,825	341	11.6	119,839	136,710	*877	32.2	34,733	48,238	720	10.5
Free use	26,195	67,443	388	19.5	41,454	80,009	518	6.5	23,563	29,453	800	8.5
Rented out	1,860	11,493	*162	41.9	1,550	13,204	117	24.9	379	*2,698	*141	38.0
	5,152	18,078	285	19.4	3,627	14,739	246	20.9	3,949	8,615	*458	38.7
Cropland removed from production												
Conservation Reserve Program	12,195	55,606	219	17.7	11,116	60,799	183	9.2	5,288	21,092	251	10.5
Set-aside and other	8,840	25,838	342	23.4	5,673	22,750	249	14.9	1,683	7,830	215	16.1
	3,355	37,229	90	11.6	5,444	44,353	123	9.9	3,605	16,000	225	12.8
	<i>1,000 dollars</i>	<i>Dollars</i>			<i>1,000 dollars</i>	<i>Dollars</i>			<i>1,000 dollars</i>	<i>Dollars</i>		
Gross cash income	15,542,762	211,132	73,616	6.2	32,878,611	220,646	149,010	3.3	23,610,486	73,094	323,017	5.9
Livestock sales	6,411,223	141,636	45,265	9.0	13,792,241	143,849	95,880	5.3	8,467,791	43,048	196,706	9.4
Crop sales	6,356,528	159,415	39,874	8.2	14,362,318	170,492	84,241	4.2	12,248,858	59,589	205,555	7.0
Government payments	1,128,381	128,964	8,750	10.5	1,853,597	148,539	12,479	5.6	996,374	51,341	19,407	6.7
Other farm-related income	1,646,630	143,057	11,510	14.4	2,870,455	166,471	17,243	7.4	1,897,462	55,998	33,885	10.2
Cash expenses	12,128,954	211,132	57,447	6.0	26,583,819	220,888	120,350	3.5	17,931,094	73,100	245,295	6.2
Net cash farm income	3,413,808	211,132	16,169	11.4	6,294,792	220,888	28,498	7.5	5,679,391	73,100	77,693	8.7
Net farm income	3,177,986	211,132	15,052	13.6	4,285,026	220,888	19,399	12.9	4,689,318	73,089	64,159	10.9
Farm assets	94,763,266	211,132	448,834	6.4	150,559,164	220,144	683,912	5.6	73,488,725	73,100	1,005,318	6.1
Liabilities	11,242,774	210,540	53,400	6.8	25,779,097	217,373	118,594	4.9	14,789,211	72,772	203,227	8.6
Equity	83,520,492	211,132	395,584	6.9	124,780,067	220,888	564,903	6.3	58,699,514	73,100	803,003	6.2
Capital investments	1,980,924	154,003	12,863	10.6	4,251,191	173,139	24,554	6.7	2,500,785	60,352	41,436	7.8

See footnotes at end of table.

Continued--

Appendix table 13--Selected characteristics of reporting farms, by sales class, 1994--Continued

Item	\$500,000 - \$999,999				\$1,000,000 or more			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	67,375	30,839	2,185	14.1	54,770	16,561	3,307	20.5
Owned	31,372	26,212	1,197	17.3	24,911	14,092	*1,768	27.5
Rented in	36,770	23,882	1,540	16.5	31,891	11,523	*2,768	26.6
Cash rent	28,746	19,993	1,438	20.8	27,406	10,385	*2,639	30.7
Share rent	7,920	9,787	809	12.6	4,177	3,670	1,138	15.2
Free use	104	1,192	87	33.3	d	d	d	na
Rented out	831	3,887	*214	26.5	2,116	2,370	*893	40.7
Cropland removed from production	2,058	7,716	267	14.9	2,462	4,215	584	22.2
Conservation Reserve Program	602	2,708	222	27.0	1,278	1,271	*1,006	37.8
Set-aside and other	1,455	5,991	243	17.3	1,184	3,283	361	20.1
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	18,318,825	30,839	594,022	6.8	32,695,926	16,561	1,974,228	7.4
Livestock sales	7,045,551	17,724	397,508	10.8	14,320,339	9,524	1,503,596	11.6
Crop sales	8,573,540	22,278	384,837	7.9	15,103,094	11,650	1,296,405	9.9
Government payments	567,713	17,991	31,555	9.8	359,634	7,595	47,351	10.5
Other farm-related income	2,132,020	25,802	82,630	11.9	2,912,858	13,257	219,719	16.2
Cash expenses	14,027,027	30,839	454,853	6.9	26,388,668	16,561	1,593,386	8.1
Net cash farm income	4,291,798	30,839	139,170	10.4	6,307,258	16,561	380,841	12.5
Net farm income	3,867,455	30,839	125,409	12.6	5,132,827	16,561	309,928	16.0
Farm assets	50,186,864	30,839	1,627,403	8.6	54,257,241	16,530	3,282,380	7.8
Liabilities	10,858,989	30,693	353,793	9.9	13,731,945	16,561	829,155	10.3
Equity	39,327,876	30,839	1,275,280	9.7	40,525,297	16,561	2,446,976	8.5
Capital investments	1,786,966	26,196	68,215	8.8	2,467,105	14,385	171,504	19.7

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Includes acres used for crops or livestock during part of the year and rented out to another operation for crop or livestock use during another part of the year. These acres are not included in the subcategories.

Appendix table 14--Selected characteristics of reporting farms, by farm type, 1994

Item	All				Cash grain				Tobacco			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	911,361	2,035,500	448	5.3	235,224	402,806	584	2.9	10,383	81,513	127	12.1
Owned	527,552	1,860,743	284	5.1	102,119	331,674	308	4.1	6,270	76,299	82	13.4
Rented in	437,409	965,967	453	9.4	141,744	291,792	486	3.6	4,526	41,288	110	19.7
Cash rent	303,434	641,143	473	13.4	63,884	180,347	354	5.0	3,117	20,830	150	21.1
Share rent	116,617	315,011	370	5.3	75,983	177,018	429	4.8	1,227	*20,719	*59	41.7
Free use	17,359	197,544	88	15.5	1,878	19,147	98	24.3	d	d	d	na
Rented out	59,128	267,107	221	19.6	9,236	42,311	218	14.2	d	d	d	na
Cropland removed from production	64,468	416,553	155	6.2	20,672	119,047	174	8.4	243	*4,872	50	25.1
Conservation Reserve Program	45,225	255,005	177	8.5	11,687	58,844	199	12.9	d	d	d	na
Set-aside and other	19,243	190,656	101	4.9	8,985	75,858	118	7.8	212	*3,402	62	26.4
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	140,829,147	1,916,918	73,466	2.2	35,285,243	401,431	87,899	3.7	2,392,553	81,513	29,352	10.6
Livestock sales	56,740,057	1,191,061	47,638	3.7	4,150,251	132,562	31,308	14.3	275,618	34,827	*7,914	30.0
Crop sales	61,614,151	970,117	63,512	3.1	24,565,628	383,212	64,105	3.4	2,000,880	75,318	26,566	10.9
Government payments	6,831,392	734,457	9,301	3.6	3,026,905	283,827	10,665	4.5	31,344	7,069	*4,434	30.8
Other farm-related income	15,643,546	949,834	16,470	4.9	3,542,459	252,665	14,020	6.7	84,710	*22,703	*3,731	23.5
Cash expenses	117,022,020	2,033,883	57,536	2.3	27,547,637	402,806	68,389	3.8	1,814,612	81,513	22,262	11.0
Net cash farm income	23,807,126	2,034,787	11,700	5.5	7,737,606	402,806	19,209	6.8	577,941	81,513	7,090	17.9
Net farm income	23,590,174	2,035,489	11,589	6.5	7,057,964	402,796	17,522	7.7	807,306	81,513	9,904	15.4
Farm assets	831,411,400	2,031,639	409,232	5.3	166,948,667	400,148	417,218	3.6	17,222,340	81,513	211,283	13.4
Liabilities	101,825,495	1,978,907	51,455	3.2	28,853,176	388,253	74,315	5.5	1,136,629	78,338	14,509	15.7
Equity	729,585,905	2,033,214	358,834	5.7	138,095,491	400,703	344,633	3.7	16,085,711	81,513	197,339	13.8
Capital investments	18,668,952	1,140,940	16,363	4.3	4,465,383	240,061	18,601	5.0	399,004	35,342	11,290	29.3

See footnotes at end of table.

Continued--

Appendix table 14--Selected characteristics of reporting farms, by farm type, 1994--Continued

Item	Cotton				Other field crops				Vegetables, fruits, or nuts			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	21,665	26,058	831	6.8	60,717	223,242	272	9.0	16,087	118,964	135	10.3
Owned	5,871	*18,603	316	9.9	55,252	215,395	257	11.2	11,584	105,029	110	12.7
Rented in	16,221	24,417	664	7.6	16,738	47,817	350	13.1	5,961	37,930	157	17.7
Cash rent	7,049	12,550	562	9.9	11,419	35,252	324	14.7	4,399	23,039	*191	20.9
Share rent	9,034	13,994	646	10.0	4,203	10,571	398	21.1	829	**9,614	**86	33.7
Free use	d	d	d	na	1,116	*9,625	*116	48.5	d	d	d	na
Rented out	443	*1,498	*295	35.0	11,364	57,805	*197	32.8	1,600	*20,249	*79	32.0
Cropland removed from production	2,359	19,242	123	10.3	21,693	139,014	156	13.0	992	*6,821	**145	41.4
Conservation Reserve Program	424	2,110	201	28.5	20,480	122,978	167	13.7	d	d	d	na
Set-aside and other	1,935	19,175	101	10.6	1,213	18,924	64	17.6	364	1,759	*207	34.6
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	6,386,640	25,486	250,599	8.2	9,427,471	210,491	44,788	7.5	15,664,311	113,165	138,420	8.9
Livestock sales	84,186	*10,130	*8,311	19.9	456,721	21,590	*21,154	27.6	101,977	*9,258	*11,015	30.4
Crop sales	4,719,731	20,429	231,028	8.6	5,924,952	85,197	69,544	9.3	12,271,351	103,105	119,018	9.1
Government payments	568,741	20,184	28,178	7.6	1,273,519	145,238	8,768	12.7	142,346	*12,336	*11,539	36.6
Other farm-related income	1,013,982	13,886	73,022	15.4	1,772,279	93,054	19,046	13.3	3,148,638	51,617	61,000	17.3
Cash expenses	4,629,699	26,058	177,667	8.5	7,021,041	222,339	31,578	7.5	13,016,565	118,964	109,416	8.5
Net cash farm income	1,756,941	26,058	67,423	12.4	2,406,430	223,242	10,779	14.2	2,647,747	118,964	*22,257	26.3
Net farm income	1,974,934	26,058	75,789	12.8	3,164,323	223,242	14,174	11.9	2,921,809	118,964	*24,560	30.5
Farm assets	13,547,864	26,058	519,905	9.9	71,214,503	222,997	319,352	11.0	75,523,689	118,964	634,845	9.4
Liabilities	2,655,115	25,489	104,168	10.7	6,737,438	217,905	30,919	9.7	8,819,181	118,732	74,278	12.6
Equity	10,892,748	26,058	418,014	10.8	64,477,065	223,242	288,821	11.9	66,704,509	118,964	560,712	10.0
Capital investments	574,600	18,691	30,742	12.3	1,162,906	70,365	16,527	27.2	1,061,555	52,118	20,368	19.0

See footnotes at end of table.

Continued--

Appendix table 14--Selected characteristics of reporting farms, by farm type, 1994--Continued

Item	Nursery or greenhouse				Beef, hogs, or sheep				Poultry			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	2,306	41,141	56	19.5	486,007	870,117	559	9.8	4,234	35,374	120	15.8
Owned	2,012	37,901	53	21.3	289,036	823,608	351	8.6	4,614	35,317	*131	33.4
Rented in	494	9,979	*49	33.3	225,503	380,236	593	18.2	896	8,329	*108	25.7
Cash rent	450	6,290	*71	36.1	191,715	256,138	748	21.2	722	4,682	154	31.1
Share rent	d	d	d	na	22,189	66,498	334	22.4	d	d	d	na
Free use	d	d	d	na	11,598	113,790	102	21.8	135	*3,599	*37	40.2
Rented out	d	d	d	na	32,706	100,869	*324	33.0	d	*6,517	d	na
Cropland removed from production	d	d	d	na	15,053	90,373	167	13.6	411	*7,321	*56	42.5
Conservation Reserve Program	d	d	d	na	9,944	50,387	197	19.6	d	d	d	na
Set-aside and other	d	d	d	na	5,109	46,927	109	11.2	d	d	d	na
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	7,611,213	38,055	200,007	16.3	32,468,475	791,518	41,020	4.8	4,565,099	33,482	*136,346	26.6
Livestock sales	d	d	d	na	24,504,961	749,966	32,675	5.3	2,877,952	22,039	*130,584	41.0
Crop sales	7,221,324	37,365	193,263	16.2	3,851,159	191,940	20,064	9.3	69,231	*7,080	*9,778	21.4
Government payments	d	d	d	na	1,267,953	185,738	6,827	9.0	21,386	*8,052	*2,656	39.2
Other farm-related income	354,564	13,402	*26,456	37.4	2,844,402	331,048	8,592	11.1	1,596,530	30,155	52,945	12.7
Cash expenses	5,856,186	40,635	144,116	17.4	30,451,443	869,910	35,005	4.5	3,937,595	35,374	*111,313	32.9
Net cash farm income	1,755,028	40,635	43,190	22.3	2,017,032	869,910	*2,319	31.8	627,504	35,374	*17,739	42.7
Net farm income	1,855,610	41,141	45,103	21.6	1,453,274	870,117	**1,670	51.9	506,475	35,374	14,318	43.0
Farm assets	20,245,867	40,959	494,292	13.9	296,556,077	869,342	341,127	4.7	17,974,389	35,374	508,122	18.7
Liabilities	2,450,164	39,802	*61,559	24.3	28,454,229	841,990	33,794	5.5	2,521,201	35,374	71,272	16.9
Equity	17,795,702	40,959	434,473	14.3	268,101,849	870,117	308,122	5.0	15,453,188	35,374	436,849	20.9
Capital investments	335,283	18,880	17,759	23.2	5,958,536	517,338	11,518	6.9	764,017	18,408	*41,505	42.1

See footnotes at end of table.

Continued--

Appendix table 14--Selected characteristics of reporting farms, by farm type, 1994--Continued

Item	Dairy				Other livestock			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	47,840	138,129	346	4.8	26,899	98,154	*274	26.2
Owned	30,129	121,892	247	4.9	20,664	95,025	*217	32.0
Rented in	18,323	91,508	200	7.7	7,004	32,671	*214	26.2
Cash rent	15,493	81,438	190	8.7	5,186	20,578	*252	32.9
Share rent	1,859	11,617	160	21.4	d	d	d	na
Free use	971	13,647	71	20.3	d	d	d	na
Rented out	653	5,822	112	28.5	d	d	d	na
Cropland removed from production	1,632	22,308	73	17.4	d	d	d	na
Conservation Reserve Program	439	4,679	*94	31.6	d	d	d	na
Set-aside and other	1,193	18,730	64	20.6	d	d	d	na
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	24,885,757	134,387	185,180	4.7	2,142,384	87,391	24,515	18.6
Livestock sales	22,676,694	134,387	168,742	4.8	1,603,703	74,659	21,480	21.7
Crop sales	874,009	52,902	16,521	9.4	115,885	*13,569	*8,540	34.5
Government payments	367,250	58,721	6,254	8.0	d	d	d	na
Other farm-related income	967,804	100,368	9,643	8.2	318,177	40,937	*7,772	32.5
Cash expenses	19,767,623	138,129	143,110	4.8	2,979,620	98,154	30,357	18.2
Net cash farm income	5,118,134	138,129	37,053	6.2	-837,236	98,154	*-8,530	43.5
Net farm income	3,958,769	138,129	28,660	8.7	d	98,154	d	na
Farm assets	79,948,544	138,129	578,797	4.4	72,229,460	98,154	*735,879	54.7
Liabilities	15,837,902	137,794	114,939	6.8	4,360,460	95,231	*45,788	44.3
Equity	64,110,642	138,129	464,136	4.7	67,869,000	98,154	**691,454	55.5
Capital investments	3,412,571	117,146	29,131	12.0	535,096	52,591	10,175	27.2

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

** = The relative standard error (RSE) of the estimate exceeds 50 percent, but is no more than 75 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Includes acres used for crops or livestock during part of the year and rented out to another operation for crop or livestock use during another part of the year. These acres are not included in the subcategories.

Appendix table 15--Selected characteristics of reporting farms, by operator occupation, 1994

Item	All				Farming				Hired farm manager			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	911,361	2,035,500	448	5.3	695,615	903,130	770	6.7	33,442	31,536	*1,060	26.8
Owned	527,552	1,860,743	284	5.1	350,053	805,787	434	6.1	36,689	27,826	*1,319	34.3
Rented in	437,409	965,967	453	9.4	371,141	558,376	665	11.0	8,374	*9,283	*902	35.8
Cash rent	303,434	641,143	473	13.4	264,381	396,073	668	15.3	5,026	*6,669	*754	40.6
Share rent	116,617	315,011	370	5.3	99,038	223,619	443	3.7	d	d	d	na
Free use	17,359	197,544	88	15.5	7,722	70,291	110	15.2	d	d	d	na
Rented out	59,128	267,107	221	19.6	26,685	110,301	242	16.0	d	*3,333	d	na
Cropland removed from production	64,468	416,553	155	6.2	35,690	206,423	173	5.5	1,535	d	d	na
Conservation Reserve Program	45,225	255,005	177	8.5	19,399	91,060	213	8.8	d	d	d	na
Set-aside and other	19,243	190,656	101	4.9	16,291	133,826	122	5.4	d	d	d	na
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	140,829,147	1,916,918	73,466	2.2	116,432,649	883,796	131,741	2.4	8,018,041	29,788	269,166	14.3
Livestock sales	56,740,057	1,191,061	47,638	3.7	47,958,318	589,416	81,366	4.0	2,176,823	6,301	*345,460	25.7
Crop sales	61,614,151	970,117	63,512	3.1	51,160,535	579,690	88,255	3.3	4,794,291	*20,227	*237,028	18.1
Government payments	6,831,392	734,457	9,301	3.6	5,033,865	435,414	11,561	3.1	99,963	*8,411	11,885	35.3
Other farm-related income	15,643,546	949,834	16,470	4.9	12,279,931	555,102	22,122	6.1	946,965	*10,643	*88,976	22.3
Cash expenses	117,022,020	2,033,883	57,536	2.3	93,248,912	903,130	103,251	2.6	7,122,621	31,536	225,859	13.7
Net cash farm income	23,807,126	2,034,787	11,700	5.5	23,183,737	903,130	25,670	4.7	895,420	31,536	**28,394	58.1
Net farm income	23,590,174	2,035,489	11,589	6.5	20,457,719	903,119	22,652	5.9	d	31,536	d	d
Farm assets	831,411,400	2,031,639	409,232	5.3	540,311,240	902,739	598,524	7.7	29,615,733	31,536	939,119	14.7
Liabilities	101,825,495	1,978,907	51,455	3.2	76,451,786	889,976	85,903	3.8	3,287,254	31,475	*104,442	18.9
Equity	729,585,905	2,033,214	358,834	5.7	463,859,454	902,770	513,818	8.5	26,328,479	31,536	834,879	15.7
Capital investments	18,668,952	1,140,940	16,363	4.3	13,664,036	603,909	22,626	4.8	480,942	*13,792	*34,871	20.9

See footnotes at end of table.

Continued--

Appendix table 15--Selected characteristics of reporting farms, by operator occupation, 1994--Continued

Item	Other occupation				Retired			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	134,392	819,729	164	7.5	47,912	281,106	170	11.2
Owned	93,671	754,492	124	9.8	47,140	272,638	173	11.3
Rented in	50,219	351,106	143	12.1	7,675	47,201	*163	29.9
Cash rent	28,383	208,274	136	10.1	5,644	30,127	*187	39.2
Share rent	16,002	81,522	196	30.7	d	d	d	na
Free use	5,833	111,782	52	17.1	1,063	*14,816	*72	46.5
Rented out	13,824	97,305	*142	38.5	6,997	56,167	125	18.4
Cropland removed from production	16,749	140,183	119	17.3	10,495	65,040	161	18.0
Conservation Reserve Program	14,865	106,188	140	19.3	9,763	53,296	183	18.9
Set-aside and other	1,883	38,823	49	16.9	732	*17,131	43	29.0
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	13,719,931	745,333	18,408	7.6	2,658,526	258,000	10,304	9.4
Livestock sales	5,682,108	457,815	12,411	12.6	922,809	137,528	6,710	13.3
Crop sales	4,997,097	286,341	17,452	11.2	662,229	83,860	7,897	16.4
Government payments	1,160,395	207,043	5,605	14.6	537,169	83,588	6,426	17.4
Other farm-related income	1,880,332	302,995	6,206	15.1	536,319	81,095	6,613	22.6
Cash expenses	14,147,093	818,998	17,274	6.2	2,503,394	280,220	8,934	10.0
Net cash farm income	d	819,223	d	na	d	280,899	d	na
Net farm income	1,533,418	819,729	*1,871	43.3	1,083,849	281,106	3,856	19.2
Farm assets	184,241,964	816,259	225,715	5.4	77,242,464	281,106	274,781	13.0
Liabilities	20,416,691	784,466	26,026	7.4	1,669,764	272,991	6,117	23.7
Equity	163,825,273	817,802	200,324	5.5	75,572,700	281,106	268,841	13.2
Capital investments	3,973,442	439,401	9,043	11.2	550,532	83,838	6,567	23.8

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

** = The relative standard error (RSE) of the estimate exceeds 50 percent, but is no more than 75 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Includes acres used for crops or livestock during part of the year and rented out to another operation for crop or livestock use during another part of the year. These acres are not included in the subcategories.

Appendix table 16--Selected characteristics of reporting farms, by operator age, 1994

Item	All				Less than 35 years old				35 - 44 years old			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	911,361	2,035,500	448	5.3	83,297	192,556	433	20.7	196,340	404,990	485	7.6
Owned	527,552	1,860,743	284	5.1	48,305	148,999	*324	38.9	74,375	354,011	210	6.9
Rented in	437,409	965,967	453	9.4	44,617	119,510	373	11.2	124,717	257,445	484	10.4
Cash rent	303,434	641,143	473	13.4	24,743	74,284	333	15.1	80,472	184,213	437	14.6
Share rent	116,617	315,011	370	5.3	16,261	46,376	351	13.3	40,813	86,954	469	12.9
Free use	17,359	197,544	88	15.5	3,613	*24,249	**149	59.6	3,432	39,260	87	22.1
Rented out	59,128	267,107	221	19.6	d	*15,227	d	na	d	20,198	d	na
Cropland removed from production	64,468	416,553	155	6.2	3,237	22,688	143	17.7	10,442	71,307	146	9.3
Conservation Reserve Program	45,225	255,005	177	8.5	1,540	7,058	218	27.9	5,892	37,172	159	14.3
Set-aside and other	19,243	190,656	101	4.9	1,697	17,166	99	21.0	4,550	39,201	116	10.4
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	140,829,147	1,916,918	73,466	2.2	15,296,740	179,669	85,139	8.4	39,943,918	384,036	104,011	5.3
Livestock sales	56,740,057	1,191,061	47,638	3.7	6,439,436	116,189	55,422	12.9	15,666,389	260,115	60,229	8.9
Crop sales	61,614,151	970,117	63,512	3.1	6,715,085	99,450	67,522	12.6	18,169,412	216,036	84,104	6.6
Government payments	6,831,392	734,457	9,301	3.6	520,434	51,656	10,075	9.6	1,616,183	160,989	10,039	6.6
Other farm-related income	15,643,546	949,834	16,470	4.9	1,621,785	93,527	17,340	12.6	4,491,934	212,694	21,119	11.8
Cash expenses	117,022,020	2,033,883	57,536	2.3	12,598,835	192,556	65,430	9.3	32,615,725	404,765	80,579	5.7
Net cash farm income	23,807,126	2,034,787	11,700	5.5	2,697,904	192,556	14,011	12.9	7,328,193	404,990	18,095	10.9
Net farm income	23,590,174	2,035,489	11,589	6.5	2,396,678	192,556	12,447	16.0	6,631,132	404,979	16,374	14.0
Farm assets	831,411,400	2,031,639	409,232	5.3	54,488,107	190,811	285,560	9.5	160,530,080	403,852	397,498	5.8
Liabilities	101,825,495	1,978,907	51,455	3.2	11,531,214	179,280	64,320	10.2	30,511,621	395,061	77,233	5.1
Equity	729,585,905	2,033,214	358,834	5.7	42,956,892	190,811	225,128	11.0	130,018,459	404,631	321,326	6.6
Capital investments	18,668,952	1,140,940	16,363	4.3	2,668,005	133,783	19,943	18.7	5,625,067	291,096	19,324	8.3

See footnotes at end of table.

Continued--

Appendix table 16--Selected characteristics of reporting farms, by operator age, 1994--Continued

Item	45 - 54 years old				55 - 64 years old				65 years or older			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	215,702	497,609	433	6.6	251,951	442,390	570	16.2	164,072	497,956	329	6.2
Owned	120,163	452,188	266	9.0	142,035	422,611	336	9.0	142,674	482,934	295	7.0
Rented in	103,730	249,129	416	6.8	124,746	195,289	*639	30.8	39,598	144,593	274	8.3
Cash rent	67,700	163,352	414	9.4	103,370	128,103	*807	37.1	27,149	91,192	298	11.0
Share rent	31,407	68,839	456	7.8	18,706	70,562	265	9.0	9,429	42,279	223	10.5
Free use	4,623	66,030	70	21.2	2,670	37,721	*71	25.3	3,020	30,284	100	26.0
Rented out	8,379	52,367	160	22.6	16,029	71,224	*225	33.5	22,105	108,091	205	18.8
Cropland removed from production	16,154	107,476	150	13.3	16,393	98,583	166	15.2	18,242	116,499	157	11.5
Conservation Reserve Program	10,999	64,774	170	18.8	12,201	67,545	181	19.9	14,593	78,457	186	13.8
Set-aside and other	5,155	50,973	101	10.0	4,193	36,263	116	11.1	3,650	47,052	78	12.6
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	38,000,499	460,028	82,605	4.8	29,900,929	409,153	73,080	5.0	17,687,061	484,032	36,541	5.3
Livestock sales	14,903,620	271,903	54,812	8.1	12,602,738	245,914	51,249	7.2	7,127,875	296,939	24,004	7.5
Crop sales	17,487,174	230,228	75,956	5.9	12,631,616	209,890	60,182	7.1	6,610,864	214,514	30,818	8.3
Government payments	1,759,889	182,482	9,644	7.0	1,707,644	170,163	10,035	9.6	1,227,242	169,166	7,255	9.4
Other farm-related income	3,849,816	218,198	17,644	8.5	2,958,931	214,576	13,790	10.3	2,721,080	210,840	12,906	11.7
Cash expenses	31,721,012	496,896	63,838	4.7	25,348,565	442,390	57,299	5.1	14,737,882	497,277	29,637	5.5
Net cash farm income	6,279,487	496,896	12,637	11.3	4,552,364	442,390	10,290	14.5	2,949,179	497,956	5,923	13.6
Net farm income	6,069,475	497,609	12,197	15.0	4,799,769	442,390	10,850	12.7	3,693,120	497,956	7,417	13.8
Farm assets	192,193,988	496,631	386,996	4.8	227,761,579	442,390	514,843	17.5	196,437,646	497,956	394,488	6.7
Liabilities	28,087,463	483,919	58,042	5.8	23,455,223	430,741	54,453	10.3	8,239,974	489,907	16,819	9.2
Equity	164,106,525	497,427	329,911	5.2	204,306,356	442,390	461,824	18.6	188,197,672	497,956	377,941	6.9
Capital investments	4,972,082	275,812	18,027	7.0	3,399,756	237,834	14,295	7.2	2,004,043	202,415	9,901	9.3

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

** = The relative standard error (RSE) of the estimate exceeds 50 percent, but is no more than 75 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Includes acres used for crops or livestock during part of the year and rented out to another operation for crop or livestock use during another part of the year. These acres are not included in the subcategories.

Appendix table 17--Selected characteristics of reporting farms, by operator education, 1994

Item	All				Less than high school				High school			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	911,361	2,035,500	448	5.3	106,284	389,184	273	10.5	296,567	843,883	351	4.1
Owned	527,552	1,860,743	284	5.1	73,207	358,282	204	8.1	192,134	773,395	248	7.8
Rented in	437,409	965,967	453	9.4	40,244	176,005	229	20.7	132,446	424,211	312	4.7
Cash rent	303,434	641,143	473	13.4	28,682	110,101	*261	28.4	84,702	272,865	310	6.5
Share rent	116,617	315,011	370	5.3	8,216	51,088	161	11.5	42,483	134,616	316	5.9
Free use	17,359	197,544	88	15.5	3,346	41,291	81	27.9	5,261	92,955	57	14.3
Rented out	59,128	267,107	221	19.6	7,374	53,022	139	18.6	32,668	104,255	313	34.3
Cropland removed from production	64,468	416,553	155	6.2	8,068	68,525	118	15.1	25,226	165,453	152	10.1
Conservation Reserve Program	45,225	255,005	177	8.5	5,622	33,842	166	20.4	18,019	103,613	174	13.7
Set-aside and other	19,243	190,656	101	4.9	2,447	36,929	66	15.8	7,208	72,424	100	7.8
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	140,829,147	1,916,918	73,466	2.2	13,665,556	370,255	36,909	6.5	55,839,875	783,593	71,261	4.0
Livestock sales	56,740,057	1,191,061	47,638	3.7	7,320,063	255,408	28,660	9.9	23,537,569	494,873	47,563	6.5
Crop sales	61,614,151	970,117	63,512	3.1	4,340,611	180,974	23,985	7.4	23,531,784	400,248	58,793	5.4
Government payments	6,831,392	734,457	9,301	3.6	710,525	102,834	6,909	12.8	2,763,862	295,149	9,364	6.3
Other farm-related income	15,643,546	949,834	16,470	4.9	1,294,357	154,998	8,351	11.3	6,006,660	384,744	15,612	9.5
Cash expenses	117,022,020	2,033,883	57,536	2.3	11,364,336	388,869	29,224	6.3	45,222,024	843,312	53,624	4.2
Net cash farm income	23,807,126	2,034,787	11,700	5.5	2,301,220	389,184	5,913	12.6	10,617,851	843,675	12,585	8.5
Net farm income	23,590,174	2,035,489	11,589	6.5	2,789,819	389,184	7,168	12.0	10,111,072	843,883	11,982	8.8
Farm assets	831,411,400	2,031,639	409,232	5.3	105,453,066	387,080	272,432	5.7	297,540,368	843,862	352,594	3.4
Liabilities	101,825,495	1,978,907	51,455	3.2	8,161,278	374,376	21,800	7.7	38,946,933	816,996	47,671	4.3
Equity	729,585,905	2,033,214	358,834	5.7	97,291,788	387,080	251,348	6.0	258,593,435	843,883	306,433	3.6
Capital investments	18,668,952	1,140,940	16,363	4.3	1,865,106	192,525	9,688	8.4	7,911,985	481,428	16,434	6.6

See footnotes at end of table.

Continued--

Appendix table 17--Selected characteristics of reporting farms, by operator education, 1994--Continued

Item	Some college				College			
	Total	Farms reporting	Mean per reporting farm	RSE of total ¹	Total	Farms reporting	Mean per reporting farm	RSE of total ¹
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ²	217,038	435,519	498	7.2	291,472	366,914	794	15.2
Owned	111,449	399,419	279	7.7	150,762	329,648	457	13.5
Rented in	116,065	202,457	573	10.0	148,654	163,293	*910	25.9
Cash rent	78,125	138,683	563	14.1	111,925	119,495	*937	34.0
Share rent	33,863	74,292	456	7.8	32,055	55,016	583	16.2
Free use	4,078	35,931	113	23.3	4,673	27,366	*171	47.4
Rented out	10,961	53,868	203	18.7	8,125	55,962	145	17.6
Cropland removed from production	15,907	96,799	164	13.6	15,266	85,776	178	12.9
Conservation Reserve Program	10,550	59,021	179	19.5	11,034	58,529	189	17.1
Set-aside and other	5,357	46,061	116	10.0	4,232	35,242	120	11.7
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	35,963,869	414,853	86,691	4.9	35,359,847	348,217	101,545	5.2
Livestock sales	13,614,955	242,513	56,141	8.2	12,267,471	198,266	61,874	8.3
Crop sales	16,530,441	213,615	77,384	6.0	17,211,316	175,281	98,193	7.6
Government payments	1,875,709	182,551	10,275	6.7	1,481,296	153,924	9,624	7.9
Other farm-related income	3,942,765	222,643	17,709	7.7	4,399,763	187,449	23,472	9.7
Cash expenses	30,284,689	435,013	69,618	5.0	30,150,972	366,690	82,225	5.5
Net cash farm income	5,679,181	435,013	13,055	11.5	5,208,875	366,914	14,196	13.8
Net farm income	5,131,963	435,508	11,784	14.6	5,557,319	366,914	15,146	17.9
Farm assets	191,409,429	434,775	440,249	5.6	237,008,537	365,922	647,703	17.4
Liabilities	28,035,162	428,573	65,415	6.5	26,682,122	358,963	74,331	9.2
Equity	163,374,267	435,519	375,125	6.1	210,326,415	366,732	573,515	18.7
Capital investments	4,326,667	258,744	16,722	6.5	4,565,195	208,243	21,922	12.0

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Includes acres used for crops or livestock during part of the year and rented out to another operation for crop or livestock use during another part of the year. These acres are not included in the subcategories.

Appendix table 18--Farm size, by farm operator household dependency category and by region, 1994

Item	All			Northeast			Lake States			Corn Belt		
	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farm households ²	1,996,793	428	5.5	137,872	186	6.7	212,467	272	5.8	411,055	263	4.9
Positive household income:												
Loss from farming	959,103	205	6.8	75,008	128	9.6	98,896	128	10.0	161,589	151	10.0
0 - 24 percent from farming	378,477	248	8.3	*17,339	84	21.7	26,078	262	12.8	97,853	169	11.0
25 - 49 percent from farming	150,603	581	12.7	7,761	299	14.3	10,979	444	12.8	39,554	295	10.3
50 - 74 percent from farming	121,212	966	30.8	7,583	345	9.1	17,608	374	10.8	27,565	472	14.1
75 percent and more from farming	215,769	1,023	6.8	17,733	318	11.4	38,034	482	8.9	44,373	670	6.7
Negative household income	171,630	812	10.7	12,448	324	14.4	20,872	408	14.6	40,121	320	18.3
		<i>Sales</i>			<i>Sales</i>			<i>Sales</i>		<i>Sales</i>		
		<i>(Dollars)</i>			<i>(Dollars)</i>			<i>(Dollars)</i>		<i>(Dollars)</i>		
All farm households	1,996,793	69,570	3.1	137,872	68,623	8.4	212,467	72,034	7.9	411,055	73,382	6.2
Positive household income:												
Loss from farming	959,103	18,151	7.3	75,008	12,343	14.6	98,896	17,902	12.7	161,589	25,859	14.7
0 - 24 percent from farming	378,477	33,727	10.1	*17,339	31,790	36.6	26,078	42,955	20.7	97,853	35,256	18.4
25 - 49 percent from farming	150,603	86,370	7.4	7,761	114,922	17.6	10,979	134,304	21.1	39,554	82,879	9.3
50 - 74 percent from farming	121,212	149,389	6.5	7,583	209,594	12.4	17,608	109,803	13.7	27,565	153,260	14.0
75 percent and more from farming	215,769	270,664	4.4	17,733	229,159	10.9	38,034	168,818	8.8	44,373	272,380	8.5
Negative household income	171,630	112,020	8.6	12,448	115,622	17.8	20,872	123,875	28.5	40,121	73,445	19.4

See footnotes at end of table.

Continued--

Appendix table 18---Farm size, by farm operator household dependency category and by region, 1994--Continued

Item	Northern Plains			Appalachia			Southeast			Delta		
	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farm households ²	182,261	854	7.0	291,826	154	7.0	147,418	223	9.7	110,268	278	9.8
Positive household income:												
Loss from farming	54,792	420	16.7	151,874	119	10.8	85,973	126	10.7	51,087	158	12.2
0 - 24 percent from farming	28,233	422	16.5	71,204	131	15.4	29,896	165	18.7	24,614	253	34.9
25 - 49 percent from farming	*27,436	963	17.1	*22,210	170	27.8	*9,077	372	29.6	*6,411	335	23.3
50 - 74 percent from farming	20,164	945	12.8	13,005	279	16.3	*6,669	417	26.8	*6,977	375	33.4
75 percent and more from farming	32,633	1,493	8.8	16,495	298	21.9	8,746	846	23.6	11,447	628	20.6
Negative household income	19,002	1,396	17.1	17,037	297	24.6	7,058	500	21.1	9,732	456	19.7
		<i>Sales (Dollars)</i>			<i>Sales (Dollars)</i>			<i>Sales (Dollars)</i>			<i>Sales (Dollars)</i>	
All farm households	182,261	88,423	8.0	291,826	34,974	11.8	147,418	59,305	11.1	110,268	78,409	13.3
Positive household income:												
Loss from farming	54,792	36,472	17.6	151,874	12,937	35.2	85,973	12,415	17.2	51,087	23,267	44.2
0 - 24 percent from farming	28,233	27,783	15.9	71,204	14,471	15.0	29,896	d	na	24,614	d	na
25 - 49 percent from farming	*27,436	74,115	10.7	*22,210	54,086	25.8	*9,077	d	na	*6,411	d	na
50 - 74 percent from farming	20,164	115,721	15.8	13,005	89,786	16.5	*6,669	219,617	16.9	*6,977	162,908	31.5
75 percent and more from farming	32,633	207,440	12.5	16,495	226,905	23.2	8,746	395,248	12.8	11,447	265,211	22.8
Negative household income	19,002	115,619	13.1	*17,037	64,532	31.8	7,058	117,290	27.0	9,732	96,051	26.3

See footnotes at end of table.

Continued--

Appendix table 18--Farm size, by farm operator household dependency category and by region, 1994--Continued

Item	Southern Plains			Mountain			Pacific		
	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farm households ²	251,604	691	22.8	108,637	1,490	10.9	143,385	442	19.8
Positive household income:									
Loss from farming	147,586	344	20.6	51,161	568	22.9	81,136	119	23.0
0 - 24 percent from farming	54,907	379	21.7	12,854	927	36.3	15,499	256	26.6
25 - 49 percent from farming	*10,269	d	na	8,366	1,544	22.9	*8,541	d	na
50 - 74 percent from farming	*6,882	d	na	7,511	2,639	21.6	7,248	d	na
75 percent and more from farming	14,270	1,553	13.2	15,096	4,115	21.0	16,943	852	21.5
Negative household income	*17,691	1,717	35.9	13,650	1,906	14.8	14,019	1,291	39.9
		<i>Sales</i>			<i>Sales</i>			<i>Sales</i>	
		<i>(Dollars)</i>			<i>(Dollars)</i>			<i>(Dollars)</i>	
All farm households	251,604	53,008	12.7	108,637	100,590	9.4	143,385	111,657	12.0
Positive household income:									
Loss from farming	147,586	11,161	14.3	51,161	25,766	18.2	81,136	16,635	27.3
0 - 24 percent from farming	54,907	43,254	35.7	12,854	38,942	21.0	15,499	33,728	22.2
25 - 49 percent from farming	*10,269	77,494	25.6	8,366	69,040	12.7	*8,541	106,481	20.5
50 - 74 percent from farming	*6,882	234,776	33.6	7,511	143,249	14.1	7,248	216,113	25.1
75 percent and more from farming	14,270	345,446	20.0	15,096	325,773	14.0	16,943	529,905	14.0
Negative household income	*17,691	111,587	30.4	13,650	185,914	23.2	14,019	191,430	24.5

* = The relative standard error of the estimate exceeds 25 percent, but is no more than 50 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Farm operator households are associated with farms organized as individual operations, partnerships, or family corporations, and are generally closely held by the operator household. See **Appendix A: Glossary** for more information.

Appendix table 19--Farm size, by farm operator household dependency category and by farm legal organization, 1994

Item	All			Individual			Partnership			Corporation		
	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹	Expanded count	Mean	RSE of mean ¹
	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>	<i>Farms</i>	<i>Acres</i>	<i>Percent</i>
All farm households ²	1,996,793	428	5.5	1,826,382	363	6.4	110,494	1,122	13.0	59,918	1,132	16.0
Positive household income:												
Loss from farming	959,103	205	6.8	912,503	196	7.4	25,617	429	19.3	20,983	320	19.4
0 - 24 percent from farming	378,477	248	8.3	348,817	225	8.4	22,749	530	35.5	*6,911	505	23.6
25 - 49 percent from farming	150,603	581	12.7	131,289	437	9.1	*14,040	d	na	*5,273	d	na
50 - 74 percent from farming	121,212	966	30.8	103,619	928	37.3	10,593	d	na	7,000	d	na
75 percent and more from farming	215,769	1,023	6.8	178,259	855	7.0	24,997	1,753	22.1	12,513	1,951	14.8
Negative household income	171,630	812	10.7	151,895	659	10.5	12,497	2,229	33.8	7,238	1,576	21.6
		<i>Sales</i>			<i>Sales</i>			<i>Sales</i>			<i>Sales</i>	
		<i>(Dollars)</i>			<i>(Dollars)</i>			<i>(Dollars)</i>			<i>(Dollars)</i>	
All farm households	1,996,793	69,570	3.1	1,826,382	54,047	3.6	110,494	199,970	7.6	59,918	302,247	11.7
Positive household income:												
Loss from farming	959,103	18,151	7.3	912,503	16,165	8.1	25,617	55,190	19.4	20,983	59,312	31.5
0 - 24 percent from farming	378,477	33,727	10.1	348,817	31,081	11.5	22,749	54,219	22.7	*6,911	99,828	28.6
25 - 49 percent from farming	150,603	86,370	7.4	131,289	75,776	8.5	*14,040	149,491	20.1	*5,273	182,054	23.0
50 - 74 percent from farming	121,212	149,389	6.5	103,619	121,209	7.8	10,593	328,162	10.6	7,000	295,983	23.4
75 percent and more from farming	215,769	270,664	4.4	178,259	216,679	5.3	24,997	408,987	8.4	12,513	763,400	9.8
Negative household income	171,630	112,020	8.6	151,895	78,905	8.4	12,497	292,026	19.0	7,238	496,162	26.8

* = The relative standard error of the estimate exceeds 25 percent, but is no more than 50 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

² Farm operator households are associated with farms organized as individual operations, partnerships, or family corporations, and are generally closely held by the operator household. See **Appendix A: Glossary** for more information.

Appendix table 20--Selected characteristics of reporting farms, by farm operator household dependency category, 1994

Item	All farm operator households ¹				Positive household income and loss from farming				Positive household income and 0 - 24 percent from farming			
	Total	Farms reporting	Mean per reporting farm	RSE of total ²	Total	Farms reporting	Mean per reporting farm	RSE of total ²	Total	Farms reporting	Mean per reporting farm	RSE of total ²
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ³	854,758	1,996,793	428	5.2	196,173	959,103	205	6.8	93,999	378,477	248	8.8
Owned	470,072	1,827,036	257	3.8	138,275	918,681	151	6.2	66,022	333,613	198	13.7
Rented in	426,521	952,497	448	9.6	74,228	373,837	199	12.3	34,977	151,611	231	10.7
Cash rent	297,137	631,704	470	13.7	53,246	230,546	231	16.7	22,540	95,889	235	14.5
Share rent	114,766	310,293	370	5.3	13,781	70,535	195	8.8	10,201	49,817	205	13.8
Free use	14,618	196,879	74	11.0	7,201	125,722	57	15.6	2,237	30,145	*74	31.0
Rented out	47,313	263,170	180	14.7	16,692	134,188	124	16.6	10,862	51,686	*210	47.6
Cropland removed from production	62,709	409,307	153	6.3	10,716	127,188	84	10.3	14,192	107,268	132	17.2
Conservation Reserve Program	43,965	248,948	177	8.6	6,581	73,643	89	14.8	11,893	84,114	141	20.2
Set-aside and other	18,743	189,009	99	5.0	4,136	59,158	70	10.9	2,299	30,128	76	17.8
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	128,634,983	1,879,958	68,424	2.1	15,679,020	854,759	18,343	4.7	10,188,469	376,883	27,033	6.8
Livestock sales	52,645,256	1,181,715	44,550	3.2	7,841,621	578,290	13,560	6.7	3,655,246	208,432	17,537	11.3
Crop sales	54,921,137	945,309	58,099	3.0	5,044,575	335,631	15,030	6.8	4,056,019	173,607	23,363	8.8
Government payments	6,704,121	723,032	9,272	3.7	934,047	197,064	4,740	8.8	936,550	153,078	6,118	12.3
Other farm-related income	14,364,470	935,568	15,354	5.1	1,858,778	347,415	5,350	11.4	1,540,654	155,333	9,918	18.7
Cash expenses	105,892,692	1,995,177	53,074	2.1	20,404,131	959,103	21,274	4.4	7,374,231	377,224	19,549	7.4
Net cash farm income	22,742,291	1,996,080	11,393	5.2	-4,725,111	959,103	-4,927	9.8	2,814,238	377,763	7,450	8.5
Net farm income	23,105,847	1,996,783	11,572	6.0	-2,201,972	959,103	*-2,296	25.7	4,026,714	378,466	10,640	12.6
Farm assets	789,857,023	1,992,932	396,329	5.5	308,564,677	957,805	322,158	13.4	99,376,032	377,690	263,115	8.1
Liabilities	97,309,499	1,940,262	50,153	3.3	26,738,313	927,597	28,825	8.9	7,750,334	362,505	21,380	10.6
Equity	692,547,524	1,994,507	347,227	6.0	281,826,364	959,103	293,844	14.0	91,625,698	377,935	242,437	8.4
Capital investments	17,611,177	1,122,245	15,693	4.2	5,028,375	526,295	9,554	9.2	1,334,092	143,533	9,295	10.1

See footnotes at end of table.

Continued--

Appendix table 20--Selected characteristics of reporting farms, by farm operator household dependency category, 1994--Continued

Item	Positive household income and 25 - 49 percent from farming ¹				Positive household income and 50 - 74 percent from farming				Positive household income and 75 percent or more from farming			
	Total	Farms reporting	Mean per reporting farm	RSE of total ²	Total	Farms reporting	Mean per reporting farm	RSE of total ²	Total	Farms reporting	Mean per reporting farm	RSE of total ²
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ³	87,434	150,603	581	13.7	117,092	121,212	*966	31.5	220,644	215,769	1,023	6.6
Owned	42,664	128,383	332	13.1	49,625	106,372	467	11.9	106,398	184,289	577	9.0
Rented in	49,093	90,993	540	20.5	73,319	79,307	*924	49.8	118,126	154,470	765	7.1
Cash rent	d	62,983	d	na	d	53,468	d	na	75,329	116,160	648	10.3
Share rent	15,756	43,405	363	31.0	17,186	37,308	461	11.6	41,613	70,713	588	6.6
Free use	1,489	7,363	*202	39.4	680	*7,349	*92	36.6	1,183	11,170	106	28.4
Rented out	4,472	22,984	195	23.7	5,898	12,865	*458	53.8	4,211	17,436	241	24.1
Cropland removed from production	9,404	46,754	201	13.6	9,995	36,531	274	21.6	10,735	54,687	196	9.0
Conservation Reserve Program	7,604	27,762	274	16.3	8,259	23,831	347	25.5	5,377	23,893	225	13.9
Set-aside and other	1,800	22,240	81	15.6	1,736	16,960	102	17.2	5,358	36,095	148	10.2
	<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>		<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	11,584,364	150,484	76,980	7.4	16,372,817	121,212	135,076	6.1	56,234,994	215,769	260,626	4.1
Livestock sales	4,377,254	84,393	51,868	10.8	6,241,528	66,716	93,553	9.6	21,813,573	132,649	164,445	6.3
Crop sales	5,435,180	100,688	53,981	9.8	6,808,581	82,787	82,242	7.4	26,207,571	156,284	167,692	5.1
Government payments	760,560	91,429	8,319	9.1	1,108,583	73,707	15,040	13.6	2,023,956	131,299	15,415	5.6
Other farm-related income	1,011,370	106,326	9,512	12.1	2,214,126	79,833	27,734	18.4	6,189,893	154,117	40,164	9.2
Cash expenses	8,081,677	150,603	53,662	7.5	10,602,661	120,849	87,735	6.6	36,404,951	215,769	168,722	4.3
Net cash farm income	3,502,687	150,603	23,258	8.8	5,770,157	121,212	47,604	6.8	19,830,043	215,769	91,904	4.6
Net farm income	3,373,376	150,603	22,399	9.3	5,132,755	121,212	42,345	9.3	18,322,186	215,769	84,916	4.8
Farm assets	59,749,877	150,603	396,739	9.6	64,537,017	119,468	540,205	7.5	158,967,825	215,769	736,751	4.1
Liabilities	6,605,622	148,359	44,525	8.9	8,136,508	117,572	69,205	8.5	30,934,376	213,156	145,125	6.2
Equity	53,144,254	150,603	352,878	10.4	56,400,509	119,468	472,099	8.1	128,033,448	215,769	593,382	4.2
Capital investments	1,074,555	93,644	11,475	10.3	1,808,999	79,077	22,876	9.2	5,731,982	161,961	35,391	8.4

See footnotes at end of table.

Continued--

Appendix table 20--Selected characteristics of reporting farms, by farm operator household dependency category, 1994--Continued

Item	Negative operator household income ¹			
	Total	Farms reporting	Mean per reporting farm	RSE of total ²
	<i>1,000 acres</i>	<i>Number</i>	<i>Acres</i>	<i>Percent</i>
Acres operated ³				
Owned	139,417	171,630	812	9.3
Rented in	67,088	155,696	431	8.7
Cash rent	76,779	102,279	751	14.2
Share rent	58,722	72,659	808	18.2
Free use	16,230	38,515	421	9.2
Rented out	1,828	*15,130	121	32.8
	5,178	24,011	*216	23.8
Cropland removed from production	7,666	36,879	208	17.5
Conservation Reserve Program	4,251	15,706	271	29.5
Set-aside and other	3,415	24,428	140	11.5
	<i>1,000 dollars</i>		<i>Dollars</i>	
Gross cash income	18,575,318	160,850	115,482	6.7
Livestock sales	8,716,034	111,235	78,357	9.3
Crop sales	7,369,211	96,313	76,513	11.4
Government payments	940,424	76,454	12,301	9.2
Other farm-related income	1,549,649	92,544	16,745	10.7
Cash expenses	23,025,040	171,630	134,155	6.3
Net cash farm income	-4,449,723	171,630	-25,926	8.4
Net farm income	-5,547,212	171,630	-32,321	8.3
Farm assets	98,661,595	171,598	574,957	7.8
Liabilities	17,144,345	171,073	100,217	5.8
Equity	81,517,250	171,630	474,960	9.1
Capital investments	2,633,174	117,734	22,365	9.9

* = The relative standard error (RSE) of the estimate exceeds 25 percent, but is no more than 50 percent.

d = Data insufficient for disclosure.

na = Not applicable.

¹ Farm operator households are associated with farms organized as individual operations, partnerships, or family corporations, and are generally closely held by the operator household. See Appendix A: Glossary for more information.

² The relative standard error (RSE) provides a means of evaluating the survey results. A smaller RSE indicates greater reliability of the estimate.

³ Includes acres used for crops or livestock during part of the year and rented out to another operation for crop or livestock use during another part of the year. These acres are not included in the subcategories.

Appendix F: Transmittal to the Congress

This report was submitted to the Senate Committee on Agriculture, Nutrition, and Forestry and the House Committee on Agriculture by Secretary of Agriculture Dan Glickman on April 23, 1997. The transmittal letters are reproduced on the following four pages.



DEPARTMENT OF AGRICULTURE
OFFICE OF THE SECRETARY
WASHINGTON, D.C. 20250

April 23 1997

Honorable Richard G. Lugar
Chairman
Committee on Agriculture, Nutrition, and Forestry
United States Senate
328A Russell Senate Office Building
Washington, D.C. 20510-6000

Dear Dick:

The enclosed report relating to the status of family farms in the United States is submitted in accordance with Section 102 of the Food and Agriculture Act of 1977, as amended.

Sincerely,

A handwritten signature in black ink that reads "Dan Glickman".

DAN GLICKMAN
Secretary

Enclosure



DEPARTMENT OF AGRICULTURE
OFFICE OF THE SECRETARY
WASHINGTON, D.C. 20250

April 23 1997

Honorable Tom Harkin
Ranking Minority Member
Committee on Agriculture, Nutrition, and Forestry
United States Senate
636 Dirksen Senate Office Building
Washington, D.C. 20510-6000

Dear Tom:

The enclosed report relating to the status of family farms in the United States is submitted in accordance with Section 102 of the Food and Agriculture Act of 1977, as amended.

Sincerely,

A handwritten signature in black ink that reads "Dan Glickman".

DAN GLICKMAN
Secretary

Enclosure



DEPARTMENT OF AGRICULTURE
OFFICE OF THE SECRETARY
WASHINGTON, D.C. 20250

April 23 1997

Honorable Bob Smith
Chairman
Committee on Agriculture
U.S. House of Representatives
1301 Longworth House Office Building
Washington, D.C. 20515-6001

Dear Bob:

The enclosed report relating to the status of family farms in the United States is submitted in accordance with Section 102 of the Food and Agriculture Act of 1977, as amended.

Sincerely,

A handwritten signature in black ink that reads "Dan Glickman".

DAN GLICKMAN
Secretary

Enclosure



DEPARTMENT OF AGRICULTURE
OFFICE OF THE SECRETARY
WASHINGTON, D.C. 20250

April 23, 1997

Honorable Charles W. Stenholm
Ranking Democratic Member
Committee on Agriculture
U.S. House of Representatives
1301 Longworth House Office Building
Washington, D.C. 20515-6001

Dear Charlie:

The enclosed report relating to the status of family farms in the United States is submitted in accordance with section 102 of the Food and Agriculture Act of 1977, as amended.

Sincerely,

A handwritten signature in cursive script that reads "Dan Glickman".

DAN GLICKMAN

Secretary

Enclosure

United States Department of Agriculture
Economic Research Service
1301 New York Avenue, NW
Washington, DC 20005-4788
