

## GROSS SALES AND INCOME

In summarizing the data on value of farm products sold on the various types and economic classes of commercial farms in the Corn Belt, it is helpful to reduce the figures to a per farm basis. This has been done in tables 80, 81, and 82. In this form it is relatively easy to compare the gross incomes on the different kinds of farms and to see the proportion that each group of products contributes to the total gross income from products sold. It should be observed, however, that the gross income from farm products sold is not the same as the total gross farm income, because it does not include the value of farm products used in farm households.

It should be kept in mind that the figures in tables 80, 81, and 82 are averages for all the farms in each group and that the value of products sold on individual farms may, and does, vary considerably from these averages. For example, the average value of livestock and livestock products sold per farm on cash-grain farms is relatively low partly because many cash-grain farms sold little or no livestock or livestock products. Likewise, the average value of crops sold per livestock farm is relatively low partly because many livestock farms had little or no income from crops sold. The value of forest products per farm is very low largely because forest products were reported as sold on relatively few farms in 1954. Nevertheless, the average values provide a useful basis for comparison of receipts from products sold on the different groups of farms.

The average value of all farm products sold by commercial farms in the Corn Belt in 1954 was \$8,602 per farm (table 80). Crops sold accounted for an average of \$3,110 per farm, or 36.2 percent of the total. Livestock and livestock products sold averaged \$5,487 per farm, or 63.8 percent of the total.

The largest average gross incomes per farm were obtained by farms in the Central Corn Belt (\$11,531). The lowest average gross incomes per farm were in the Southern Corn Belt (\$5,496). Gross incomes on livestock farms averaged higher than those on cash-grain farms and those on all commercial farms in every region of the Corn Belt. Sales of crops made up the largest proportion of the total value of products sold on cash-grain farms in the Central Corn Belt (77.7 percent). Livestock sales were relatively most important on livestock farms in the Northern Corn Belt.

The average gross income from farm products sold on Class I cash-grain farms was \$34,428 (table 81). This was more than 4 times as great as the average for all cash-grain farms. Class III cash-grain farms, the largest group of cash-grain farms in terms of number of farms included, had an average gross income of \$7,312 from farm products sold. The total value of farm products sold on Class VI cash-grain farms was only slightly more than a tenth of that on the Class III cash-grain farms.

The largest average gross income from farm products sold by any group of farms in the Corn Belt was obtained by Class I livestock farms (\$47,410). Class III farms, the most numerous among the livestock farms, averaged \$7,387 for all farm products sold. Again, the Class VI farms sold only a little more than a tenth as much value of farm products as did Class III farms.

The gross sales on Classes IV, V, and VI cash-grain farms were almost identical to those on the corresponding classes of livestock farms. This came about largely, of course, because of the income criteria of classification. But the gross sales on Class I and Class II livestock farms were significantly larger than the gross sales on the corresponding classes of cash-grain farms.

TABLE 80.—AVERAGE VALUE OF FARM PRODUCTS SOLD, AND PERCENTAGE COMPOSITION, FOR PRINCIPAL TYPES OF FARMS IN THE CORN BELT AND COMPONENT REGIONS: 1954

| Region and type of farm            | Average value per farm (dollars) |                |                                       |                      | Percentage composition of value |                |                                       |                      |
|------------------------------------|----------------------------------|----------------|---------------------------------------|----------------------|---------------------------------|----------------|---------------------------------------|----------------------|
|                                    | All farm products sold           | All crops sold | Livestock and livestock products sold | Forest products sold | All farm products sold          | All crops sold | Livestock and livestock products sold | Forest products sold |
| <b>Total Corn Belt:</b>            |                                  |                |                                       |                      |                                 |                |                                       |                      |
| All commercial farms.....          | 8,602                            | 3,110          | 5,487                                 | 4                    | 100.0                           | 36.2           | 63.8                                  | (Z)                  |
| Cash-grain farms.....              | 7,843                            | 5,963          | 1,877                                 | 3                    | 100.0                           | 76.0           | 23.9                                  | (Z)                  |
| Livestock farms <sup>1</sup> ..... | 10,402                           | 1,374          | 9,025                                 | 3                    | 100.0                           | 13.2           | 86.8                                  | (Z)                  |
| <b>Eastern Corn Belt:</b>          |                                  |                |                                       |                      |                                 |                |                                       |                      |
| All commercial farms.....          | 7,828                            | 3,498          | 4,324                                 | 7                    | 100.0                           | 44.7           | 55.2                                  | 0.1                  |
| Cash-grain farms.....              | 7,203                            | 5,568          | 1,631                                 | 4                    | 100.0                           | 77.3           | 22.6                                  | 0.1                  |
| Livestock farms <sup>1</sup> ..... | 9,610                            | 1,763          | 7,841                                 | 6                    | 100.0                           | 18.3           | 81.6                                  | 0.1                  |
| <b>Central Corn Belt:</b>          |                                  |                |                                       |                      |                                 |                |                                       |                      |
| All commercial farms.....          | 11,531                           | 4,599          | 6,929                                 | 2                    | 100.0                           | 39.9           | 60.1                                  | (Z)                  |
| Cash-grain farms.....              | 10,475                           | 8,140          | 2,333                                 | 2                    | 100.0                           | 77.7           | 22.3                                  | (Z)                  |
| Livestock farms <sup>1</sup> ..... | 13,484                           | 1,815          | 11,667                                | 2                    | 100.0                           | 13.5           | 86.5                                  | (Z)                  |
| <b>Northern Corn Belt:</b>         |                                  |                |                                       |                      |                                 |                |                                       |                      |
| All commercial farms.....          | 9,039                            | 2,527          | 6,509                                 | 3                    | 100.0                           | 28.0           | 72.0                                  | (Z)                  |
| Cash-grain farms.....              | 7,937                            | 5,629          | 2,308                                 | (Z)                  | 100.0                           | 70.9           | 29.1                                  | (Z)                  |
| Livestock farms <sup>1</sup> ..... | 10,989                           | 1,080          | 9,907                                 | 3                    | 100.0                           | 9.8            | 90.2                                  | (Z)                  |
| <b>Western Corn Belt:</b>          |                                  |                |                                       |                      |                                 |                |                                       |                      |
| All commercial farms.....          | 9,063                            | 2,797          | 6,270                                 | 1                    | 100.0                           | 30.8           | 69.1                                  | (Z)                  |
| Cash-grain farms.....              | 7,221                            | 5,414          | 1,806                                 | 1                    | 100.0                           | 75.0           | 25.0                                  | (Z)                  |
| Livestock farms <sup>1</sup> ..... | 11,373                           | 1,270          | 10,102                                | 1                    | 100.0                           | 11.2           | 88.8                                  | (Z)                  |
| <b>Southern Corn Belt:</b>         |                                  |                |                                       |                      |                                 |                |                                       |                      |
| All commercial farms.....          | 5,496                            | 1,858          | 3,631                                 | 7                    | 100.0                           | 33.8           | 66.1                                  | 0.1                  |
| Cash-grain farms.....              | 5,301                            | 3,962          | 1,333                                 | 6                    | 100.0                           | 74.7           | 25.1                                  | 0.1                  |
| Livestock farms <sup>1</sup> ..... | 6,271                            | 949            | 5,317                                 | 4                    | 100.0                           | 15.1           | 84.8                                  | 0.1                  |

Z Less than 0.50 or less than 0.05 percent.

<sup>1</sup> Livestock other than dairy and poultry farms.