

1974  
Census  
of  
Agriculture

Volume II  
**Statistics  
by Subject**

Part 7

**Value of  
Products,  
Value of  
Sales Group,  
Other  
Income**

Issued July 1978



**U.S. Department of Commerce**

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## REPORTS OF 1974 CENSUS OF AGRICULTURE

**Preliminary Reports.** Four pages of data published separately for each county having 10 farms or more, and for each State, the four geographic regions, and the United States. *The statistics printed in these reports are superseded by those in the final reports, Volumes I through IV.*

**Volume I. State and County Data.** One for each State, the United States, Puerto Rico, Guam, and the Virgin Islands, covering the area and its subdivisions. The reports for the States contain data for all farms and farms with sales of \$2,500 and over. *Chapter I* contains detailed data at the State level classified by size of farm, tenure and age of farm operator, type of organization, value of products sold, and major type of farm; *Chapter II*, county data summarized by subject; *Chapter III*, county data by subject for miscellaneous crop and livestock items found in relatively few counties; *Chapter IV*, county data by county.

**Volume II. Statistics by Subject.** Nine parts containing data for the United States, geographic regions and divisions, and States, for all farms and farms with sales of \$2,500 and over.

**Volume III. Agricultural Services.** Data by county for each State covering establishments whose primary activities are providing agricultural services. Data at the U.S., State, and county levels for all establishments are presented for selected four-digit standard industrial classification codes by size and type of organi-

zation. Data shown include dollar volume of business, gross receipts from products provided, gross receipts, labor and payroll by type of service performed, capital expenditures, and expenditures for electricity, gasoline, petroleum, and other fuels.

### Volume IV. Special Reports.

**Part 1. Graphic Summary.** Profiles the Nation's agricultural system in a series of U.S. maps, a number of which are printed in color. The characteristics of America's farms in 1974 are illustrated for crops, livestock, and many other characteristics.

**Part 2. Ranking Counties and States.** Reports on the top ranking 100 counties and 10 States in descending order of importance for 88 selected items for 1974 with comparative data for 1969.

**Part 3. Coverage Evaluation.** Shows the completeness of the agriculture census for States, geographic divisions, and the United States. Data also show the characteristics of farms missed by value of sales and by selected standard industrial (type-of-farm) classifications. Sampling reliability of the estimate of coverage is shown by value of sales classifications.

**Part 4. Procedural History.** A comprehensive summary of the procedures used in conducting the 1974 Census of Agriculture in the 50 States, Puerto Rico, Guam, and the Virgin Islands. The history explains the procedures used from early planning and testing through tabulation and publication of the final reports.

**Part 5. Corporations in Agricultural Production.** Presents U.S. and selected State data on farm production characteristics and nonfarm business activities for corporations reporting agricultural operations, including the proportions of business receipts from farm, farm-related, and nonfarm-related business activities. Where appropriate, production characteristics are related to corporate characteristics.

**Part 6. Partnerships in Agricultural Production.** Reports in depth on characteristics of farm partnerships for 1976 for the United States, with selected data for States. The survey data are based on a sample of partnerships selected from the 1974 Census of Agriculture. Where appropriate, related characteristics reported in the 1974 census are shown. The report has been prepared in cooperation with Economics, Statistics, and Cooperatives Service, U.S. Department of Agriculture.

**Part 7. Agricultural Production and Marketing Contracts.** Presents detailed information on eight commodities produced and/or marketed under production and marketing contracts in 1977: Feeder and stocker cattle, fattened cattle, feeder pigs, slaughter hogs, broilers, layers, tomatoes, and potatoes. Data are presented for groups of States comprising areas of concentration, based on samples of farms reporting contracts in the 1974 Census of Agriculture. The report has been prepared in cooperation with the Economics, Statistics, and Cooperatives Service, U.S. Department of Agriculture.

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# INTRODUCTION

## Authority, Area Covered, and History

The 1974 Census of Agriculture was taken in accordance with the provisions of title 13, United States Code, reaffirmed by section 818 of the Agriculture and Consumer Protection Act of 1973 (Public Law 93-86). Sections 142(a) and 191 of title 13 provide for a census of agriculture every 5 years in each State, the District of Columbia, Puerto Rico, Guam, and the Virgin Islands. The 1974 census is the 20th nationwide census of agriculture and the second conducted primarily by mail.

This report presents statistics for the United States and States based upon data from the 1974 census.

## Farm Definition

**1969 definition**—All 1969 statistics in this report are in accordance with the farm definition used in 1969, which was also the definition used in the 1964 and 1959 Censuses of Agriculture. These farms are places on which agricultural operations larger than a specified minimum were conducted at any time during the census year under the control of an individual management. Places of less than 10 acres were counted as farms if the sales of the agricultural products amounted, or normally would amount, to at least \$250. Places of 10 acres or more were counted as farms if the sales of agricultural products for the year

amounted, or normally would amount, to at least \$50.

**1974 definition**—All 1974 statistics in this report are in accordance with the 1974 farm definition, which differs from the earlier definition in only two respects:

1. The criterion for number of "acres in place" has been deleted.
2. The criterion for minimum value of agricultural products sold has been changed to \$1,000.

For a more detailed explanation of the change in definition and measures of the effect of the change, see appendix A of Volume I, State and County Data, or part 1 of Volume II, Statistics by Subject, of the published reports of the 1974 Census of Agriculture.

## Report Forms

Two basic census report forms were used for all States except Alaska and Hawaii: A regular form (A1) was used for farms with an expected value of sales of \$2,500 or more and a short version (A2) for farms with an expected value of sales of less than \$2,500. The short form covered only major items and omitted most of the detail found in the regular form.

In Alaska, the regular form was used for all farms. In Hawaii, a modified version of the regular form was used for all farms. The changes were principally in the crop sections to cover the specialized agriculture in the islands.

## Tabular Presentation

More detailed information was obtained for farms with sales of \$2,500 or more than for farms with less gross sales. Thus, some tables in this report present data for all farms and others present data for farms with sales of \$2,500 or more.

## Comparability of Data

In general, data for the 1974 census are directly comparable with data from the 1969 census only for farms with \$2,500 or more total value of sales, because the data for farms with less than \$2,500 sales were affected by the change in farm definition.

Dramatic changes in rates of farm expenditure and unit prices of products sold between the 1969 and 1974 censuses also affect the comparability of some census data. Between the two censuses, prices paid by farmers greatly increased. Prices received by farmers also increased but with wide fluctuations among commodities at different times during the census year of 1974.

## Abbreviations and Symbols

The following abbreviations and symbols are used throughout the tables:

- Represents zero.
- D Data withheld to avoid disclosing information for individual farms.
- X Not applicable.
- Z Less than half of the unit reported.
- NA Not available.

# GENERAL EXPLANATION

## Tabular Presentation

This report presents data from the 1974 Census of Agriculture on the value of agricultural products sold and data showing characteristics of farms and farm operators by value of sales groups. Where available, a limited amount of data is presented for the 1969 census and earlier censuses.

Data are generally presented for geographic areas—United States, regions, divisions, and States. Two series of tables appear—all farms and farms with sales of \$2,500 and over. All farm tables generally cover only selected items, whereas, tables for farms with sales of \$2,500 and over provide data in more detail.

## Published Data

Farms and value of sales and production for various items are available in other parts of this volume, and in other published reports for the 1974 Census of Agriculture. Data for number of farms, acreage, value of land and buildings, land use, size of farm and farm debts are in part 2; for farms by tenure, type of organization, and operator characteristics are in part 3; for livestock and livestock products are in part 5; for crops, including fruits and nuts, nursery and greenhouse products are in part 6; and for farms by standard industrial classification are in part 8.

Detailed statistics on the value of agricultural products sold for each State are given in State tables, 4, 9, 15, 26, and 28 to 33 of Volume 1, **State and County Data**, for the 1974 Census of Agriculture.

## Value of Agricultural Products Produced and Sold

### Crop or Production Year Covered

Production data from the 1974 Census of Agriculture relates to crops produced in the crop year 1974, except for citrus fruits and avocados; vegetables, and sugarcane in Florida and Texas; and pineapples, coffee, and sugarcane in Hawaii.

For citrus fruits, the data relate to crops harvested from the bloom of 1973 for the 1973-74 marketing season. For avocados, the data for California relate to the quantity harvested from the bloom of 1973 for the marketing season that extended from Oct. 1, 1973, to Sept. 30, 1974; the data for Florida relate to crops harvested or to be harvested for the marketing season that extended from July 1, 1974, to Feb. 28, 1975. In Florida, the data for vegetables relate to a full year beginning in Sept. 1, 1973, and ending Aug. 31, 1974.

For sugarcane, the data for Florida and Texas are for cane harvested or to be harvested from Nov. 1973 through April 1974. In Hawaii, pineapples harvested are for the year ending May 31, 1974, and coffee for the 1973-74 crop.

Data for sales of livestock, poultry, and their products are for the calendar year 1974.

### Changes in Prices Received by Farmers

A substantial portion of the dramatic increase in the value of products sold was related to prices received by farmers.

|  | 1974 | 1969 | 1964 |
|--|------|------|------|
| All agricultural products . . .        | 481  | 268  | 237  |
| Livestock and livestock products . . . | 454  | 322  | 236  |
| All crops . . . .                      | 504  | 217  | 239  |

The index of prices received (with 1910-14 = 100) show that prices increased 13 percent from 1964 to 1969 and 80 percent from 1969 to 1974. The index of prices received by farmers for livestock and livestock products increased 36 percent from 1964 to 1969 and 41 percent from 1969 to 1974. On the other hand, the index for prices received by farmers for crops decreased by 9 percent from 1964 to 1969. However, with the advent of expanded grain sales to Russia, the Republic of China, and other countries in 1973 and 1974, the index of prices received by farmers for crops more than doubled from 1969 to 1974.

### Effect of Changes in Farm Definition

For the 1974 census, data for farms with sales of less than \$2,500 were classed by principal occupation and age of the operator, and as to whether or not the operator considered his principal occupation as farming or other than farming. Each breakdown was further categorized as to whether the operator's age was under 65 years, as opposed to those aged 65 years and over.

There were 152,110 agricultural operations which would have qualified as farm under the 1969 definition that were excluded under the 1974 definition of a

GENERAL EXPLANATIONS Continued

farm. These operations would have increased the total farm-count by 6.2 percent. However, these farms would have added only \$39.3 million or .048 percent to the \$81.5 billion of agricultural products sold. These excluded operations averaged only \$258 dollars per operation compared with \$35,234 per farm. (See volume II part 1.)

While detailed figures by age and occupation are not available for all farms, 112,154, or 73.7 percent of the excluded operations do not consider farming as their principal occupation. It is also interesting to note that 96,387 or 63.4 percent of the operators of these excluded operations are under age 65. However, when the average dollar sales per excluded operation is observed, these younger operators average only \$263 per place (table 1).

Observing these 152,110 excluded operations by commodities, the following conclusions can be made:

1. Farms reporting crops and hay sold would have increased 34,757 or approximately 2.2 percent; however, only \$15.4 million would have been added to the \$40.1 billion value.
2. Farms reporting nursery and greenhouse products would have in-

creased by 6.3 percent; however, the 2,053 excluded places would have added less than \$1.0 million to the \$1.7 billion value.

3. Farms reporting forest products sold would have increased by 2.9 percent, and the 2,113 excluded places would have added only about \$0.4 million to the \$231.9 million value.
4. Farms reporting the sale of livestock and livestock products would have increased 3.4 percent or by 56,764 places. However, these excluded places would have added only \$21.5 million to the \$33.3 billion value.
5. Farms reporting the sale of poultry and poultry products would have increased 4.3 percent or by 6,953 places and the excluded places would have added only \$1.0 million to the \$6.2 billion value.

**Value of Sales as Related to Crop Production**

Generally, value of sales reported for crops relates to the production data. The question on both the regular and short report form asked for "market value, before taxes and expenses, of agricultural products sold from this place in 1974".

Thus, the values reported include some crops harvested in previous years but sold in 1974. The direct questioning for value of sales is different from the method used in censuses prior to 1969 where value of sales was obtained by enumeration for some products and by estimation for others.

During office processing, a check was made of the reported sales value to determine that it was consistent with production or inventory and reasonable in relation to other data reported on the individual report form. Factors affecting value of sales of crops include seed allowance, feed allowance for livestock and poultry, and estimation of percent of production sold.

**Value of Crops Harvested**

Data for value of crops harvested were developed by applying estimated unit values to the operator's report of acres or quantity harvested. Generally, harvested units of production (bushels, bales, etc.), when reported, were multiplied by State estimates of price per unit. In some instances, only acres harvested were reported and these were multiplied by State estimates of value of production per acre. A combination of the two calculations was used when only acres harvested were reported by farms with sales of less than \$2,500 but units of production were supplied by larger farms. The State average-production prices used in these calculations were obtained from publications of the Statistical Reporting Service of the U.S. Department of Agriculture (USDA) for most States and crops. When USDA price estimates were not available, Bureau of the Census statisticians made estimates using other sources such as prices for adjacent States, previous censuses, and data reported on individual report forms.

Table 2 presents a summary of the value of crop production for all farms for 1974, 1969, and 1964.

**Value of Livestock Inventory**

Values of the inventory of livestock and poultry on farms were obtained by multiplying the number of animals for each age and sex group by State average

**Table 1. Characteristics of Farms and Agricultural Operations Qualifying as Farms by the 1959 Definition but Excluded by the 1974 Definition: 1974**

|   | Agricultural operations excluded by the 1974 definition |         |                                   |                   |                               |                   | Percent of operations excluded by the 1974 definition |                                   |                   |                               |                   |
|---|---|---------|-----------------------------------|-------------------|-------------------------------|-------------------|---|-----------------------------------|-------------------|-------------------------------|-------------------|
|   | All farms   | Total   | By occupation and age of operator |                   |                               |                   | Total   | By occupation and age of operator |                   |                               |                   |
|   |   |         | Occupation farming                |                   | Occupation other than farming |                   |   | Occupation farming                |                   | Occupation other than farming |                   |
|   |   |         | Under 65 years old                | 65 years and over | Under 65 years old            | 65 years and over |   | Under 65 years old                | 65 years and over | Under 65 years old            | 65 years and over |
| Market value of all agricultural products sold..farms.. \$1,000.. | 2,314,013   | 152,110 | 23,231                            | 16,725            | 96,387                        | 15,767            | 6.2   | 1.0                               | .7                | 4.0                           | .7                |
| Average per farm dollars..  | 81,531.026  | 39,255  | 5,785                             | 4,242             | 25,322                        | 3,906             | (2)   | (2)                               | (2)               | (2)                           | (2)               |
| Crops and hay sold....farms.. \$1,000..                           | 35,234  | 258     | 249                               | 254               | 263                           | 248               | -   | -                                 | -                 | -                             | -                 |
| Nursery and greenhouse products.....farms.. \$1,000..             | 1,549,250   | 34,757  | 5,034                             | 4,149             | 21,377                        | 4,197             | 2.2   | .3                                | .3                | 1.4                           | .3                |
| Forest products.....farms.. \$1,000..                             | 40,080,911  | 15,378  | 2,493                             | 1,949             | 9,141                         | 1,795             | (2)   | (2)                               | (2)               | (2)                           | (2)               |
| Livestock and livestock products.....farms.. \$1,000..            | 30,411  | 2,053   | 261                               | 256               | 1,239                         | 297               | 6.3   | .9                                | .8                | 3.9                           | 1.0               |
| Poultry and poultry products farms.. \$1,000..                    | 1,709,454   | 946     | 134                               | 128               | 555                           | 130               | .1  | (2)                               | (2)               | (2)                           | (2)               |
|   | 71,755  | 2,113   | 193                               | 206               | 1,473                         | 241               | 2.9   | .3                                | .3                | 2.0                           | .3                |
|   | 231,910   | 404     | 56                                | 49                | 248                           | 51                | .2  | (2)                               | (2)               | .1                            | (2)               |
|   | 1,621,380   | 56,764  | 7,340                             | 4,912             | 39,674                        | 4,838             | 3.4   | .5                                | .3                | 2.4                           | .3                |
|   | 33,301,559  | 21,527  | 2,915                             | 1,984             | 14,801                        | 1,827             | .1  | (2)                               | (2)               | (2)                           | (2)               |
|   | 153,879   | 6,953   | 964                               | 756               | 4,576                         | 657               | 4.3   | .6                                | .5                | 2.9                           | .4                |
|   | 6,207,191   | 1,000   | 187                               | 132               | 577                           | 104               | (2)   | (2)                               | (2)               | (2)                           | (2)               |



GENERAL EXPLANATIONS Continued

Table 2. Value of Production of Crops Harvested: 1974, 1969, and 1964

(Million dollars)

|  | 1974   | 1969   | 1964   |
|--|--------|--------|--------|
| Crops harvested, including nursery products.....                         | 56,134 | 23,521 | 21,755 |
| Field corn for grain.....  | 12,942 | 5,030  | 3,898  |
| Field corn cut for silage, green or dry fodder, or hogged or grazed..... | 2,024  | 804    | 738    |
| Sorghums for grain or seed.....  | 1,540  | 727    | 490    |
| Sorghums cut for silage, dry forage or hay, or hogged or grazed.....     | 194    | 142    | 187    |
| Wheat for grain.....   | 6,890  | 1,631  | 1,672  |
| Other small grains for grain...  | 2,924  | 1,500  | 1,357  |
| Soybeans for beans.....  | 7,656  | 2,426  | 1,780  |
| Hay, except sorghums hay.....  | 4,906  | 2,433  | 2,767  |
| Cotton.....  | 2,390  | 1,205  | 2,390  |
| Peanuts for nuts.....  | 569    | 296    | 225    |
| Tobacco.....   | 1,856  | 1,182  | 1,168  |
| Irish potatoes and sweet-potatoes.....                                   | 1,443  | (NA)   | (NA)   |
| Vegetables, sweet corn, or melons for sale.....                          | 2,838  | 1,613  | 987    |
| Berries for sale.....  | 215    | 167    | 145    |
| Land in orchards.....  | 2,850  | 1,857  | (NA)   |
| Other crops.....   | 4,898  | 1,923  | (NA)   |
| Greenhouse products under glass or other protection.....                 | 830    | 454    | (NA)   |

prices. The State average prices for cattle, hogs, sheep, Angora goats, and hens and pullets were obtained from publications of the Statistical Reporting Service of USDA. Average prices for other items were established by statisticians of the Bureau of the Census and were based primarily on reported values of sales of these items on the 1974 census form (table 3).

**Agricultural Products Purchased for Resale**

The 1974 Leaflet Guide, which accompanied the census forms, instructed the farm operator not to include sales from trading, speculation, and livestock dealer's activities. The instructions at the heading of each section indicated that a report should be made only for products grown or raised on the place.

Instructions specifically stated that cattle and calves bought and kept on the place less than 30 days were not to be reported. Also, the value of sales of livestock owned by the operator, but held and sold from someone else's place was not to be reported. For example, the farm operator was instructed not to report cattle purchased, fed in, and sold from a feedlot not part of his place. In this case, the cattle were to be reported by the feedlot operator.

Table 3. Selected Livestock and Poultry—Value of Inventory: 1974, 1969, and 1964

(Million dollars)

|  | 1974   | 1969   | 1964   |
|--|--------|--------|--------|
| Selected livestock and poultry.....        | 22,186 | 22,822 | 14,121 |
| Cattle and calves.....                     | 18,466 | 19,013 | 11,946 |
| Cows and heifers that had calved.....      | 10,861 | 10,234 | 6,793  |
| Milk cows.....                             | 3,619  | 3,381  | 2,751  |
| Hogs and pigs.....                         | 2,065  | 2,154  | 1,324  |
| Sheep and lambs.....                       | 474    | 532    | 409    |
| Horses and ponies.....                     | 357    | 419    | (NA)   |
| Chickens 3 months old or older.....        | 587    | 487    | 401    |
| Broilers and other meat-type chickens..... | 238    | 164    | (NA)   |

**Market Value of Agricultural Products Sold**

The market value of all agricultural products sold from all farms represent the gross market value (before taxes and expenses) of all agricultural products sold in the census year. The figures include the value of the landlord's and contractor's share.

**All Farms**

The market values of agricultural products sold from all farms in 1974 were obtained for five types of products and are comparable with previous censuses for crops and hay, nursery and greenhouse products, forest products, poultry and poultry products, and livestock and livestock products. (See facsimile of section 10.)

The total market value of all agricultural products, including forest products, sold from all farms in 1974 was \$81.5 billion, an increase of nearly 79 percent since 1969 and 131 percent since 1964. The increase in the value of agricultural products sold in 1974 over 1969 was due principally to higher sales of all crops, which more than doubled in 1974.

The average value of sales per farm was \$35,234 in 1974, and increase of 111 percent over 1969, and more than triple the 1964 value (table 4).

Table 4. Market Value of Agricultural Products Sold: 1974, 1969, and 1964

|        | Total (billion dollars) | Average per farm (dol.) | Crops (billion dollars) | Forest products (billion dollars) | Livestock, poultry, and their products (billion dollars) |
|--------|-------------------------|-------------------------|-------------------------|-----------------------------------|--|
| 1974.. | 81.5                    | 35,234                  | 41.8                    | .232                              | 39.5   |
| 1969.. | 45.6                    | 16,706                  | 16.9                    | .161                              | 28.5   |
| 1964.. | 35.3                    | 11,176                  | 16.2                    | .174                              | 18.8   |

**Farms with sales of \$2,500 and over**

The gross market value of agricultural products sold from farms with sales of \$2,500 and over in 1974 was reported on the regular form in greater detail. The objective of the market value section was to obtain value data by the major standard industrial classification (SIC) categories as nearly as possible.

Some of the value questions on the 1974 regular form are not fully comparable with the 1969 regular form. The value of dairy cattle and calves sold, which was obtained separately in 1969, was combined with the total value of cattle and calves sold in 1974. The value of hogs, sheep, and goats were combined in 1969, but were collected separately in 1974. (See facsimile of section 35.) The value of pineapples, which was included with other field crops in 1969, was included with the value of fruits, nuts, and berries in 1974 to conform with the SIC.

In addition to the summary values obtained in section 35 of form 74-A1, see facsimiles of sections 14, 17, 23, 24, and 26 for other summary values (table 5).

**Total Value of Agriculture Products Sold**

The total value of agricultural products sold from farms with sales of \$2,500 and over in 1974 was \$80.6 billion or 81.2 percent more than in 1969. Field crops, including nursery products and hay, accounted for most of the increase, 152 percent compared with a 39.8 percent increase for livestock, poultry, and their products.

Farms with sales of \$2,500 and over accounted for 98.9 percent of the total

GENERAL EXPLANATIONS Continued

**Section 10** Value of AGRICULTURAL PRODUCTS SOLD from this place in 1974 before taxes and expenses

Report your best estimates of the value of each of the following groups of products sold from this place. Include value of landlord's and/or contractor's share, estimating if necessary.

|   | Estimated value of products sold |       |
|---|----------------------------------|-------|
|   | Dollars                          | Cents |
| 1. Crops and hay sold (Do not include nursery and greenhouse products.) . . . . .   | \$ 831                           |       |
| 2. Nursery and greenhouse products sold . . . . .   | \$ 839                           |       |
| 3. Forest products sold — firewood, fuelwood, fenceposts, sawlogs, Christmas trees, gum for naval stores, standing timber or trees, maple products, etc. . . . .  | \$ 849                           |       |
| 4. Poultry and poultry products (eggs, etc.) sold . . . . .   | \$ 852                           |       |
| 5. Livestock and livestock products (milk, wool, etc.) sold . . . . .   | \$ 858                           |       |
| <b>6. TOTAL VALUE OF PRODUCTS SOLD including value of landlord's and/or contractor's share (Add dollars entered in items 1 through 5 and enter total here.)</b> → | <b>\$ 859</b>                    |       |

Table 5. Value of Agricultural Products Sold: 1974 and 1969

(Million dollars)

|  | 1974   | 1969   |
|--|--------|--------|
| <b>Farms With Sales of \$2,500 and Over</b>          |        |        |
| Agricultural products sold.....                      | 80,598 | 44,476 |
| Crops, including nursery products and hay.....       | 41,674 | 16,624 |
| Field crops, excluding vegetables and fruits.....    | 34,478 | 12,590 |
| Grains, including soybeans, dry beans, and peas..... | 24,621 | 8,108  |
| Tobacco.....   | 1,670  | 995    |
| Cotton.....  | 2,260  | 1,051  |
| Field seeds, hay, forage, and silage.....            | 2,002  | 901    |
| Other field crops.....                               | 3,924  | 1,535  |
| Vegetables.....                                      | 2,339  | 1,271  |
| Fruits, nuts, and berries.....                       | 2,935  | 1,720  |
| Nursery and greenhouse products.....                 | 1,699  | 897    |
| Forest products.....                                 | 223    | 146    |
| Livestock, poultry, and their products.....          | 38,925 | 27,851 |
| Poultry and poultry products.....                    | 6,191  | 3,883  |
| Dairy products.....                                  | 8,194  | 5,418  |
| Cattle and calves.....                               | 18,301 | 13,996 |
| Hogs, sheep, and goats.....                          | 5,843  | 4,554  |
| Other livestock and livestock products.....          | 396    | (2)    |

value of sales from all farms in 1974, compared with 97.6 percent in 1969 (table 6).

California had the largest value of agricultural products sold followed by

Table 6. Comparison of Farm Sales: 1974, 1969, and 1964

|   | 1974   | 1969   | 1964   |
|---|--------|--------|--------|
| <b>Farms With Sales of \$2,500 and Over</b>         |        |        |        |
| All farms.....bil. dol..                            | 81.5   | 45.6   | 35.3   |
| Farms with sales of \$2,500 and over.....bil. dol.. | 80.6   | 44.5   | 34.4   |
| Percent of all farms.....                           | 98.9   | 97.6   | 97.5   |
| Average per farm.....dollars..                      | 47,549 | 25,654 | 15,869 |

Iowa and Texas respectively. The five States listed below accounted for 34 percent of the total value of agricultural products sold on farms with sales of \$2,500 and over in 1974:

|                      | (Billion dollars) |
|----------------------|-------------------|
| California . . . . . | 7.4               |
| Iowa . . . . .       | 6.4               |
| Texas . . . . .      | 5.6               |
| Illinois . . . . .   | 4.6               |
| Nebraska . . . . .   | 3.8               |

Value of Crops Sold

This item includes nursery and greenhouse products and forest products sold. The total value of all agricultural crop products sold from farms with sales of \$2,500 and over in 1974 was \$41.7 billion compared with \$16.6 billion in 1969, more than doubling 1969 crop sales. California was first with \$4.7 billion and Illinois was second with \$3.2 billion. These two States had approximately 20 percent of the total value of all crops sold in 1974.

**Grains**—The market value of grain crops; including all small grains, soybeans, dry beans, and dry peas; sold from farms with sales of \$2,500 and over was \$24.6 billion in 1974. This was nearly three-fifths of the total value of all crops sold and almost one-third of all agricultural products sold in 1974. The North Central

GENERAL EXPLANATIONS Continued

Section 35

Value of AGRICULTURAL PRODUCTS SOLD from this place in 1974, before taxes and expenses. (See separate Instructions.)

COMPLETE THIS PAGE

Report your best estimates of the value for each of the following groups of products sold from this place. Include value of landlord's and/or contractor's share, estimating if necessary.

1. Grains — corn for grain, small grains, soybeans for beans, grain sorghums, cowpeas for peas, dry beans, and dry peas . . . . .
2. Cotton and cottonseed . . . . .
3. Tobacco . . . . .
4. Field seeds, hay, forage, and silage . . . . .
5. Vegetables, sweet corn, and melons (Do not include Irish potatoes and sweetpotatoes.) . . . . .
6. Other field crops — peanuts, Irish potatoes, sweetpotatoes, sugar beets, sugarcane, popcorn, mint for oil, hops, etc. — Specify \_\_\_\_\_
7. Fruits, nuts, and berries — apples, berries, citrus, grapes, peaches, pecans, pears, pineapples, etc. . . . .
8. Nursery and greenhouse products sold (Add dollars reported in Section 14, items 1 through 6e and enter the total here.) . . . . .
9. Forest products sold (Add dollars reported in Section 17 and enter the total here.) . . . . .
10. Poultry and poultry products, broilers, other chickens, eggs, ducks, turkeys, etc. (Copy dollars reported in Section 22, item 5.) . . . . .
11. Cattle and calves sold (Add dollars reported in Section 23, items 2 and 3 — do NOT include item 3a — and enter the total here.) . . . . .
12. Dairy products — milk, cream, etc. (Copy dollars reported in Section 23, item 4. Report goat dairy products in item 15 below.) . . . . .
13. Hogs and pigs sold (Copy dollars reported in Section 24, item 3.) . . . . .
14. Sheep, lambs, and wool (Copy dollars reported in Section 25, item 3.) . . . . .
15. Other livestock, horses, mules, fur-bearing animals, bees, honey, goat dairy products, mohair, etc. (Add dollars reported in Section 26, items 1 through 7, and enter the total here.) . . . . .
16. TOTAL VALUE OF PRODUCTS SOLD including value of landlord's and/or contractor's share (Add dollars entered in items 1 through 15 and enter total here.)

| Estimated value of products sold |       |
|----------------------------------|-------|
| Dollars                          | Cents |
| 832                              |       |
| \$                               |       |
| 833                              |       |
| \$                               |       |
| 834                              |       |
| \$                               |       |
| 835                              |       |
| \$                               |       |
| 836                              |       |
| \$                               |       |
| 837                              |       |
| \$                               |       |
| 838                              |       |
| \$                               |       |
| 839                              |       |
| \$                               |       |
| 849                              |       |
| \$                               |       |
| 852                              |       |
| \$                               |       |
| 853                              |       |
| \$                               |       |
| 854                              |       |
| \$                               |       |
| 855                              |       |
| \$                               |       |
| 856                              |       |
| \$                               |       |
| 857                              |       |
| \$                               |       |
| 859                              |       |
| \$                               |       |

States accounted for about two-thirds of the total grain sales. Illinois had the largest value, accounting for about 12 percent of the total grain sold for the United States. For farms reporting sales of grain, the average value was \$24,187 per farm.

Of the over 1 million farms with sales of \$2,500 and over reporting grain sales in 1974, one-half reported grain sales of \$10,000 and over which represented over 90 percent of the total grain sales. The top 42,526 farms with grain sales of \$100,000 and over averaged sales of \$182,171 per farm and accounted for \$7.7 billion, almost one-third of the total grain sales (table 7).

**Tobacco**—The market value of tobacco sold from farms with sales of \$2,500 and

over in 1974 was \$1.7 billion and accounted for 4 percent of the total value of all crops sold, and 2 percent of all agricultural products sold from these farms. North Carolina had the largest value of tobacco sales; Kentucky was second. The combined value of tobacco sold from these two States was 63 percent of the value of all tobacco sold in the United States. For farms reporting sales of tobacco, the average value of sales was \$11,087 per farm.

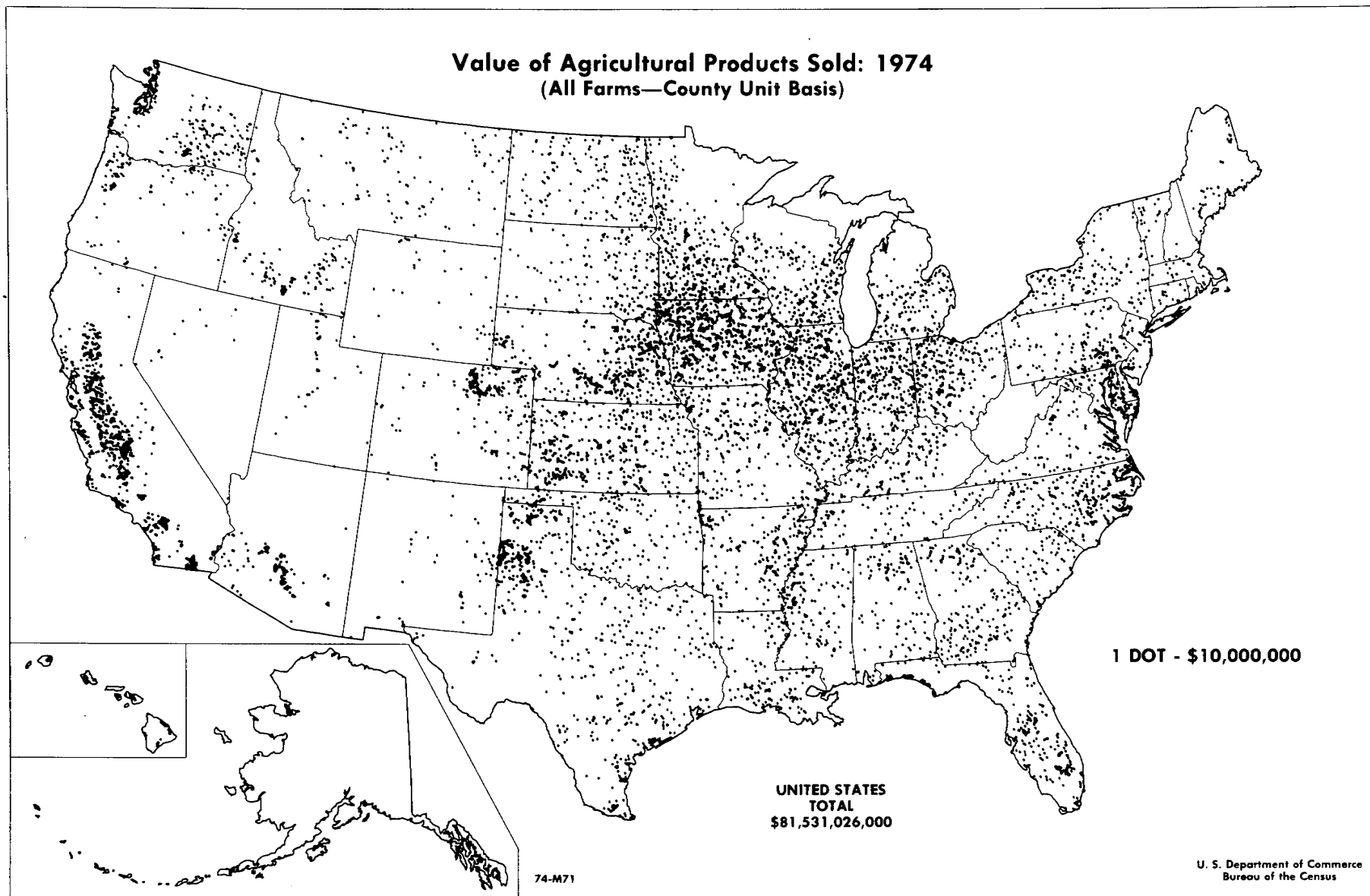
Of the 150,665 farms with sales of \$2,500 and over reporting tobacco sold in 1974, almost one-half reported sales under \$5,000 and received less than 12 percent of the value of tobacco sold. In comparison, the 7,316 farms which sold \$40,000 and over had almost one-third of the tobacco sales (table 8).

Table 7. Grain Sold: 1974

| Farms With Sales of \$2,500 and Over | Sales (mil. dol.) |        | Percent |       |
|--------------------------------------|-------------------|--------|---------|-------|
|                                      | Farms             | Sales  | Farms   | Sales |
| Grain sold.....                      | 1,017,933         | 24,621 | 100.0   | 100.0 |
| \$1 to \$2,499.....                  | 176,277           | 221    | 17.3    | .9    |
| \$2,500 to \$4,999....               | 152,942           | 554    | 15.0    | 2.2   |
| \$5,000 to \$9,999....               | 177,164           | 1,268  | 17.4    | 5.2   |
| \$10,000 to \$19,999..               | 180,076           | 2,555  | 17.6    | 10.4  |
| \$20,000 to \$39,999..               | 160,102           | 4,490  | 15.7    | 18.2  |
| \$40,000 to \$99,999..               | 128,846           | 7,786  | 12.7    | 31.6  |
| \$100,000 and over...                | 42,526            | 7,747  | 4.2     | 31.5  |

Table 8. Tobacco Sold: 1974

| Farms With Sales of \$2,500 and Over | Sales (mil. dol.) |       | Percent |       |
|--------------------------------------|-------------------|-------|---------|-------|
|                                      | Farms             | Sales | Farms   | Sales |
| Tobacco sold.....                    | 150,665           | 1,670 | 100.0   | 100.0 |
| \$1 to \$2,499.....                  | 30,223            | 49    | 20.1    | 3.0   |
| \$2,500 to \$4,999....               | 40,419            | 143   | 26.8    | 8.6   |
| \$5,000 to \$9,999....               | 35,392            | 247   | 23.5    | 14.8  |
| \$10,000 to \$19,999..               | 24,409            | 337   | 16.2    | 20.2  |
| \$20,000 to \$39,999..               | 12,906            | 352   | 8.6     | 21.1  |
| \$40,000 to \$99,999..               | 6,375             | 366   | 4.2     | 21.9  |
| \$100,000 and over...                | 941               | 175   | .6      | 10.5  |



GENERAL EXPLANATIONS Continued

**Cotton and cottonseed**—Cotton sales from farms with sales of \$2,500 and over in 1974 was \$2.3 billion. These represented 5.5 percent of the market value of all crops sold and 2.8 percent of the total value of all agricultural products sold. California had the largest value of sales, followed by Texas, Mississippi, and Arizona. These States had a combined value of sales equal to two-thirds of the total value of cotton and cottonseed sold in 1974. For farms reporting sales, the average value was \$28,245 per farm.

More than 70 percent of the value of cotton sold came from farms with cotton sales of \$40,000 and over. These represented 15.3 percent of the 80,025 farms reporting cotton sold and one-half of the value came from 4,435 farms. Farms with cotton sales of less than \$10,000 represented 55.9 percent of the farms but accounted for less than 8 percent of cotton sales (table 9).

**Field seeds, hay, forage, and silage**—The value of sales for this group of crops was \$2 billion in 1974; representing 4.8 percent of the value of all crops sold and 2.5 percent of the value of all agricultural products sold from farms with sales of \$2,500 and over. California had the largest value of sales and accounted for

Table 9. Cotton and Cottonseed Sold: 1974

| Farms With Sales of \$2,500 and Over | Sales (mil. dol.) |       | Percent |       |
|--------------------------------------|-------------------|-------|---------|-------|
|                                      | Farms             | Sales | Farms   | Sales |
| Cotton and cottonseed sold.....      | 80,025            | 2,260 | 100.0   | 100.0 |
| \$1 to \$2,499.....                  | 16,489            | 22    | 20.6    | 1.0   |
| \$2,500 to \$4,999.....              | 13,987            | 50    | 17.5    | 2.2   |
| \$5,000 to \$9,999.....              | 14,206            | 101   | 17.8    | 4.5   |
| \$10,000 to \$19,999.....            | 13,244            | 186   | 16.5    | 8.3   |
| \$20,000 to \$39,999.....            | 9,805             | 273   | 12.3    | 12.1  |
| \$40,000 to \$99,999.....            | 7,859             | 479   | 9.8     | 21.2  |
| \$100,000 and over.....              | 4,435             | 1,148 | 5.5     | 50.8  |

Table 10. Field Seeds, Hay, Forage, and Silage Sold: 1974

| Farms With Sales of \$2,500 and Over      | Sales (mil. dol.) |       | Percent |       |
|---|-------------------|-------|---------|-------|
|   | Farms             | Sales | Farms   | Sales |
| Field seeds, hay, forage, and silage sold | 347,972           | 2,002 | 100.0   | 100.0 |
| \$1 to \$2,499.....                       | 207,353           | 191   | 59.6    | 9.5   |
| \$2,500 to \$4,999.....                   | 56,947            | 203   | 16.4    | 10.1  |
| \$5,000 to \$9,999.....                   | 43,069            | 300   | 12.4    | 15.0  |
| \$10,000 to \$19,999.....                 | 23,562            | 323   | 6.8     | 16.1  |
| \$20,000 to \$39,999.....                 | 10,391            | 282   | 3.0     | 14.1  |
| \$40,000 to \$99,999.....                 | 4,828             | 285   | 1.4     | 14.2  |
| \$100,000 and over.....                   | 1,822             | 418   | .5      | 20.9  |

15.8 percent of the total value of these products sold in 1974. For farms reporting sales, the average value was \$5,754 per farm (table 10).

Almost three-fifths of the 348,000 farms with sales of these products had sales of less than \$2,500. Only 12 percent of the farms had sales of \$10,000 or more but they accounted for almost two-thirds of the sales.

**Other field crops**—This group of crops consists of peanuts, Irish potatoes, sweet potatoes, sugar beets, sugarcane, popcorn, mint for oil, hops, etc. The market value of sales for these crops sold from farms with sales of \$2,500 and over in 1974 was \$3.9 billion; comprising 9.5 percent of all crops sold and 4.9 percent of the total value of all agricultural products sold. Hawaii had the largest value of sales with sugarcane the principal crop. Other States with large sales were Idaho, California, and Louisiana. These four States had a combined value of sales equal to 37.7 percent of the total value of these crops sold in 1974. For farms reporting sales, the average value was \$55,515 per farm (table 11).

The 7,571 farms with sales of \$100,000 and over for these crops accounted for over 70 percent of the value

Table 11. Other Field Crops Sold: 1974

| Farms With Sales of \$2,500 and Over | Sales (mil. dol.) |       | Percent |       |
|--------------------------------------|-------------------|-------|---------|-------|
|                                      | Farms             | Sales | Farms   | Sales |
| Other field crops sold.              | 70,690            | 3,924 | 100.0   | 100.0 |
| \$1 to \$2,499.....                  | 14,670            | 16    | 20.8    | .4    |
| \$2,500 to \$4,999.....              | 8,759             | 32    | 12.4    | .8    |
| \$5,000 to \$9,999.....              | 10,006            | 71    | 14.1    | 1.8   |
| \$10,000 to \$19,999.....            | 10,067            | 144   | 14.2    | 3.6   |
| \$20,000 to \$39,999.....            | 9,667             | 275   | 13.7    | 7.0   |
| \$40,000 to \$99,999.....            | 9,950             | 621   | 14.1    | 15.8  |
| \$100,000 and over.....              | 7,571             | 2,765 | 10.7    | 70.4  |

Table 12. Vegetables, Sweet Corn, and Melons Sold: 1974

| Farms With Sales of \$2,500 and Over         | Sales (mil. dol.) |       | Percent |       |
|--|-------------------|-------|---------|-------|
|  | Farms             | Sales | Farms   | Sales |
| Vegetables, sweet corn, and melons sold..... | 55,736            | 2,339 | 100.0   | 100.0 |
| \$1 to \$2,499.....                          | 16,441            | 17    | 29.5    | .7    |
| \$2,500 to \$4,999.....                      | 9,689             | 34    | 17.4    | 1.5   |
| \$5,000 to \$9,999.....                      | 9,741             | 68    | 17.5    | 3.0   |
| \$10,000 to \$19,999.....                    | 7,524             | 105   | 13.5    | 4.5   |
| \$20,000 to \$39,999.....                    | 4,834             | 134   | 8.7     | 5.7   |
| \$40,000 to \$99,999.....                    | 3,836             | 238   | 6.9     | 10.1  |
| \$100,000 and over.....                      | 3,671             | 1,742 | 6.6     | 74.5  |

of sales. Farms with sales of \$40,000 to \$99,999 had 16 percent of the sales.

**Vegetables, sweet corn, and melons**—The value of vegetables, sweet corn, and melons for sale from farms with sales of \$2,500 and over was \$2.3 billion in 1974, or about a 77-percent increase from the value of \$1.3 billion in 1969. The value of sales represented 5.6 percent of all crops sold and 2.9 percent of the value of all agricultural products sold in 1974.

California had the largest value of sales, followed by Florida. The combined sales for these two States were equal to over one-half of the total value of sales of these crops from farms with sales of \$2,500 and over in 1974. For farms reporting sales, the average value was \$41,965 per farm (table 12).

Less than 56,000 farms with sales of \$2,500 or more reported sales for these crops of which nearly one-half reported vegetable sales of less than \$5,000. Almost three-quarters of the sales were concentrated on 3,671 farms with vegetable sales of \$100,000 and over.

**Fruits, nuts, berries, and pineapples**—The value of fruits, nuts, berries, and pineapples sold from farms with sales of \$2,500 and over in 1974 was \$3 billion, about 76 percent higher than the \$1.7 billion reported in 1969. The value of sales was 7.1 percent of all crops sold and 3.6 percent of the value of all agricultural products sold. California had the largest value of sales accounting for 49.2 percent of the value. Florida had the next largest value of sales accounting for 16.3 percent. All major fruit growing States had a larger value of sales in 1974 than in 1969. For farms reporting sales, the average value was \$43,392 per farm (table 13).

Production of fruits, nuts, berries, and pineapples is highly concentrated on a small number of farms. About 14,300 farms or 21 percent of the 67,639 farms reporting sales of these products accounted for more than 80 percent of the value of sales. Farms with sales of \$100,000 and over accounted for over two-fifths of the total sales (table 14).

GENERAL EXPLANATIONS Continued

**Nursery and greenhouse products**—The total value of nursery and greenhouse products sold in 1974 from farms with sales of \$2,500 and over was \$1.7 billion, or about 89 percent higher than in 1969. The value of sales represented about 4.1 percent of the total value of all crops sold and 2.1 percent of the total value of agricultural products sold in 1974. For farms reporting sales, the average value per farm was \$70,943. California had the largest value of sales, followed by Florida, Pennsylvania, and Ohio. These four States had a combined value equal to 48 percent of the total value of sales.

Sales of nursery and greenhouse products were found on less than 24,000 farms having sales of \$2,500 and over. The 6,708 farms with sales of nursery and greenhouse products of \$40,000 and over had 89 percent of the total value of sales.

**Forest products**—The value of forest products sold from farms with sales of \$2,500 and over was \$223 million and represents less than 1 percent of the total value of all crops sold. For farms reporting sales, the average value was \$3,975 per farm.

The largest value of sales was in the South with Georgia having the largest value of any State, followed by Alabama and North Carolina. These three States had a combined value equal to about 29.2 percent of the total value of sales in 1974 (table 15).

Over 70 percent of the 56,164 farms having sales of \$2,500 and over reported sales of forest products of under \$2,500 in 1974. Only 761 farms had forest products sales of \$40,000 and over.

**Poultry and poultry products**—The total value of poultry and poultry products sold from farms with sales of \$2,500 and over in 1974 was \$6.2 billion, 59.4 percent higher than in 1969. The value represented 15.9 percent of the total value of livestock, poultry, and their products sold and 7.6 percent of the total value of agricultural products sold. For farms reporting sales, the average value was \$49,514 per farm. The highest ranking State in sales was Arkansas, second was California; third was Georgia; fourth was North Carolina; and fifth was Alabama. In 1974, these five States had a combined value of sales equal to 43.4

percent of the total value of poultry and poultry products sold in the United States.

Each census fewer and fewer farms report sales of poultry and poultry products as the industry becomes more specialized and concentrated. In 1974, 15,319 farms with poultry sales of \$100,000 and over accounted for more than three-quarters of the sales. Sixty percent of the farms with sales of poultry accounted for less than 1 percent of the sales (table 16).

**Dairy products**—The value of dairy products sold from farms with sales of \$2,500 and over in 1974 was \$8.2 billion, 51.2 percent higher than in 1969. This value represents 21.1 percent of the total value of livestock, poultry, and their products sold and 10.2 percent of the total value of agricultural products sold in 1974. For farms reporting sales, the average value was \$33,176 per farm.

The North Central States had the largest portion of the sales of dairy products equal to 42.6 percent of the total value for the United States. The leading individual States with a large value of sales were Wisconsin, California, New York, Minnesota, and Pennsylvania, respectively. These five States had a combined value equal to 47.9 percent of the total value of sales of dairy products in the United States (table 17).

The number of farms with sales of \$2,500 and over selling dairy products dropped by over 100,000 farms since 1969, yet the number of milk cows stayed relatively constant, indicating the growing concentration of production on fewer farms. Approximately 63 percent

Table 13. Fruits, Nuts, Berries, and Pineapples Sold: 1974

| Farms With Sales of \$2,500 and Over        | Sales (mil. dol.) |       | Percent |       |
|---|-------------------|-------|---------|-------|
|   | Farms             | Sales | Farms   | Sales |
| Fruits, nuts, berries and pineapples sold.. | 67,639            | 2,935 | 100.0   | 100.0 |
| \$1 to \$2,499.....                         | 10,589            | 11    | 15.6    | .4    |
| \$2,500 to \$4,999....                      | 10,011            | 36    | 14.8    | 1.2   |
| \$5,000 to \$9,999....                      | 11,491            | 82    | 17.0    | .8    |
| \$10,000 to \$19,999..                      | 11,425            | 162   | 16.9    | 5.5   |
| \$20,000 to \$39,999..                      | 9,857             | 276   | 14.6    | 9.4   |
| \$40,000 to \$99,999..                      | 8,748             | 543   | 12.9    | 18.5  |
| \$100,000 and over....                      | 5,518             | 1,824 | 8.1     | 62.1  |

Table 15. Forest Products Sold: 1974

| Farms With Sales of \$2,500 and Over | Sales (mil. dol.) |       | Percent |       |
|--------------------------------------|-------------------|-------|---------|-------|
|                                      | Farms             | Sales | Farms   | Sales |
| Forest products sold..               | 56,164            | 223   | 100.0   | 100.0 |
| \$1 to \$2,499.....                  | 40,346            | 29    | 71.8    | 13.1  |
| \$2,500 to \$4,999....               | 6,517             | 22    | 11.6    | 10.0  |
| \$5,000 to \$9,999....               | 4,457             | 30    | 7.9     | 13.5  |
| \$10,000 to \$19,999..               | 2,744             | 37    | 4.9     | 16.6  |
| \$20,000 to \$39,999..               | 1,339             | 36    | 2.4     | 16.0  |
| \$40,000 to \$99,999..               | 580               | 34    | 1.0     | 15.1  |
| \$100,000 and over....               | 181               | 35    | .3      | 15.6  |

Table 14. Nursery and Greenhouse Products Sold: 1974

| Farms With Sales of \$2,500 and Over      | Sales (mil. dol.) |       | Percent |       |
|---|-------------------|-------|---------|-------|
|   | Farms             | Sales | Farms   | Sales |
| Nursery and greenhouse products sold..... | 23,942            | 1,698 | 100.0   | 100.0 |
| \$1 to \$2,499.....                       | 2,449             | 3     | 10.2    | .2    |
| \$2,500 to \$4,999....                    | 3,823             | 13    | 16.0    | .8    |
| \$5,000 to \$9,999....                    | 4,061             | 28    | 17.0    | 1.6   |
| \$10,000 to \$19,999..                    | 3,623             | 50    | 15.1    | 2.9   |
| \$20,000 to \$39,999..                    | 3,278             | 91    | 13.7    | 5.3   |
| \$40,000 to \$99,999..                    | 3,376             | 208   | 14.1    | 12.3  |
| \$100,000 and over....                    | 3,332             | 1,306 | 13.9    | 76.9  |

Table 16. Poultry and Poultry Products Sold: 1974

| Farms With Sales of \$2,500 and Over   | Sales (mil. dol.) |       | Percent |       |
|--|-------------------|-------|---------|-------|
|  | Farms             | Sales | Farms   | Sales |
| Poultry and poultry products sold..... | 125,041           | 6,191 | 100.0   | 100.0 |
| \$1 to \$2,499.....                    | 74,930            | 40    | 59.9    | .6    |
| \$2,500 to \$4,999....                 | 5,118             | 17    | 4.1     | .3    |
| \$5,000 to \$9,999....                 | 3,017             | 21    | 2.4     | .3    |
| \$10,000 to \$19,000..                 | 2,938             | 43    | 2.3     | .7    |
| \$20,000 to \$39,999..                 | 6,471             | 194   | 5.2     | 3.1   |
| \$40,000 to \$99,999..                 | 17,248            | 1,127 | 13.8    | 18.2  |
| \$100,000 and over....                 | 15,319            | 4,750 | 12.3    | 76.7  |

Table 17. Dairy Products Sold: 1974

| Farms With Sales of \$2,500 and Over | Sales (mil. dol.) |       | Percent |       |
|--------------------------------------|-------------------|-------|---------|-------|
|                                      | Farms             | Sales | Farms   | Sales |
| Dairy products sold....              | 246,973           | 8,194 | 100.0   | 100.0 |
| \$1 to \$2,499.....                  | 19,634            | 20    | 7.9     | .2    |
| \$2,500 to \$4,999....               | 14,877            | 55    | 6.0     | .7    |
| \$5,000 to \$9,999....               | 31,302            | 232   | 12.7    | 2.8   |
| \$10,000 to \$19,999..               | 54,475            | 793   | 22.1    | 9.7   |
| \$20,000 to \$39,999..               | 68,742            | 1,955 | 27.8    | 23.9  |
| \$40,000 to \$99,999..               | 47,028            | 2,735 | 19.0    | 33.4  |
| \$100,000 and over....               | 10,915            | 2,404 | 4.4     | 29.3  |

**GENERAL EXPLANATIONS Continued**

of the value of sales were from farms with dairy product sales of \$40,000 and over. The 10,915 farms with dairy sales of \$100,000 accounted for almost 30 percent of the sales.

**Cattle and calves**—The value of cattle and calves sold from farms with sales of \$2,500 and over in 1974 was \$18.3 billion, accounting for 46.3 percent of the total value of livestock, poultry, and their products. For farms reporting sales, the average value was \$17,073 per farm. The three States with the largest values were Texas, Iowa, and Nebraska respectively. These three States had a combined value equal to one-third of the total sales of cattle and calves in the United States (table 18).

Of the value categories enumerated for farms with sales of \$2,500 and over, the sales of cattle and calves were the most frequently reported with almost 1,072,000 farms reporting. Most had a small volume of sales, as over 60 percent had sales of less than \$5,000 and accounted for only 7.6 percent of the total cattle and calf sales. The 19,000 farms with cattle and calf sales of \$100,000 and over accounted for 56.1 percent of the sales.

**Hogs and pigs**—The value of sales of hogs and pigs sold from farms with sales of \$2,500 and over in 1974 was \$5.4 billion, almost 13.7 percent of the total value of livestock, poultry, and their products. The average value of sales was \$13,718 per farm. Iowa had the largest value of sales, equal to 25.7 percent of the total value of hogs and pigs sold in the United States. The three leading States were Iowa, Illinois, and Indiana, respectively (table 19).

Hog sales were more concentrated on the middle-size farms than most of the other types of livestock. Farms with hog sales of \$20,000 to \$99,999, which represented about 18 percent of the farms, contributed almost one-half of hog sales. Only 5,315 farms of the 393,279 farms with hog sales had sales of \$100,000 and over.

**Sheep, lambs, and wool**—Farms with sales of \$2,500 and over reported \$448 million in sales of sheep, lambs, and wool. These sales represented 1.1 percent of the total value of livestock, poultry, and their products sold. For farms reporting sales, the average value was \$5,501 per farm. The five States with the largest values were, Texas, Colorado, California, Wyoming, and South Dakota respectively. These States had a combined value equal to 53.4 percent of the total sales of sheep, lambs, and wool (table 20).

Farms reporting sales of sheep and lambs have decreased in recent years leaving 81,000 farms with sales of \$2,500 and over reporting sales. Over three-quarters of these farms had sheep and lamb sales of under \$2,500. Only about 2 percent of the farms had sales of \$40,000 and over and these accounted for 58 percent of the sales.

**Other livestock and livestock products**—This item includes sales of horses, ponies, mules, goats, mohair, rabbits, fur-bearing animals, bees, honey, goat dairy products, fish, etc. The market value of these products sold from farms with sales of \$2,500 and over in 1974 was \$396

million, an average of \$7,885 per farm. The total sales of these products accounted for less than one-half of 1 percent of the total value of livestock, poultry, and their products sold.

The value of sales for the individual items which are included in this catch-all category are shown in table 21. Additional detail on amounts and values is shown in volume II, part 5.

Sales of horses were the most frequently reported item and accounted for 42 percent of the sales value for this group. Bees and honey represented the next largest category of sales, almost \$57 million. The value of fish sold, which was included in the census for the first time in 1974 amounted to \$44.6 million.

Almost three-quarters of the farms reporting these miscellaneous sales items had sales of under \$2,500. Slightly over 1 percent of the farms had sales of \$100,000, but they represented almost one-half of the value of sales (table 22).

**Gains and Losses**

Table 23 presents gains and losses by comparing the total value of sales of agricultural products and total produc-

**Table 18. Cattle and Calves Sold: 1974**

| Farms With Sales of \$2,500 and Over | Sales (mil. dol.) |        | Percent |       |
|--------------------------------------|-------------------|--------|---------|-------|
|                                      | Farms             | Sales  | Farms   | Sales |
| Cattle and calves sold               | 1,071,913         | 18,301 | 100.0   | 100.0 |
| \$1 to \$2,499.....                  | 396,135           | 476    | 37.0    | 2.6   |
| \$2,500 to \$4,999....               | 259,753           | 923    | 24.2    | 5.0   |
| \$5,000 to \$9,999....               | 191,377           | 1,334  | 17.8    | 7.3   |
| \$10,000 to \$19,999..               | 111,302           | 1,531  | 10.4    | 8.4   |
| \$20,000 to \$39,999..               | 58,642            | 1,608  | 5.5     | 8.8   |
| \$40,000 to \$99,999..               | 35,739            | 2,156  | 3.3     | 11.8  |
| \$100,000 and over...                | 18,965            | 10,273 | 1.8     | 56.1  |

**Table 19. Hogs and Pigs Sold: 1974**

| Farms With Sales of \$2,500 and Over | Sales (mil. dol.) |       | Percent |       |
|--------------------------------------|-------------------|-------|---------|-------|
|                                      | Farms             | Sales | Farms   | Sales |
| Hogs and pigs sold....               | 393,279           | 5,395 | 100.0   | 100.0 |
| \$1 to \$2,499.....                  | 125,096           | 132   | 31.8    | 2.4   |
| \$2,500 to \$4,999....               | 63,422            | 228   | 16.1    | 4.2   |
| \$5,000 to \$9,999....               | 67,929            | 485   | 17.3    | 9.0   |
| \$10,000 to \$19,999..               | 62,384            | 880   | 15.9    | 16.3  |
| \$20,000 to \$39,999..               | 44,411            | 1,225 | 11.3    | 22.7  |
| \$40,000 to \$99,999..               | 24,722            | 1,436 | 6.3     | 26.6  |
| \$100,000 and over....               | 5,315             | 1,009 | 1.3     | 18.7  |

**Table 20. Sheep, Lambs, and Wool Sold: 1974**

| Farms With Sales of \$2,500 and Over | Sales (mil. dol.) |       | Percent |       |
|--------------------------------------|-------------------|-------|---------|-------|
|                                      | Farms             | Sales | Farms   | Sales |
| Sheep, lambs and wool sold.....      | 81,394            | 448   | 100.0   | 100.0 |
| \$1 to \$2,499.....                  | 61,704            | 45    | 75.8    | 10.1  |
| \$2,500 to \$4,999....               | 8,787             | 30    | 10.8    | 6.8   |
| \$5,000 to \$9,999....               | 4,838             | 33    | 5.9     | 7.5   |
| \$10,000 to \$19,999..               | 2,704             | 37    | 3.3     | 8.3   |
| \$20,000 to \$39,999..               | 1,530             | 42    | 1.9     | 9.4   |
| \$40,000 to \$99,999..               | 1,205             | 72    | 1.5     | 16.0  |
| \$100,000 and over....               | 626               | 187   | .8      | 41.8  |

**Table 21. Other Livestock and Livestock Products Sold: 1974**

| Farms With Sales of \$2,500 and Over             | Sales (mil. dol.) |       | Percent |       |
|--|-------------------|-------|---------|-------|
|  | Farms             | Sales | Farms   | Sales |
| Other livestock and livestock products sold..... | 50,262            | 396   | 100.0   | 100.0 |
| \$1 to \$2,499.....                              | 36,698            | 20    | 73.0    | 4.9   |
| \$2,500 to \$4,999....                           | 4,861             | 17    | 9.7     | 4.2   |
| \$5,000 to \$9,999....                           | 3,150             | 21    | 6.3     | 5.4   |
| \$10,000 to \$19,999..                           | 2,236             | 31    | 4.4     | 7.7   |
| \$20,000 to \$39,999..                           | 1,543             | 42    | 3.1     | 10.6  |
| \$40,000 to \$99,999..                           | 1,151             | 69    | 2.3     | 17.3  |
| \$100,000 and over....                           | 623               | 197   | 1.2     | 49.7  |



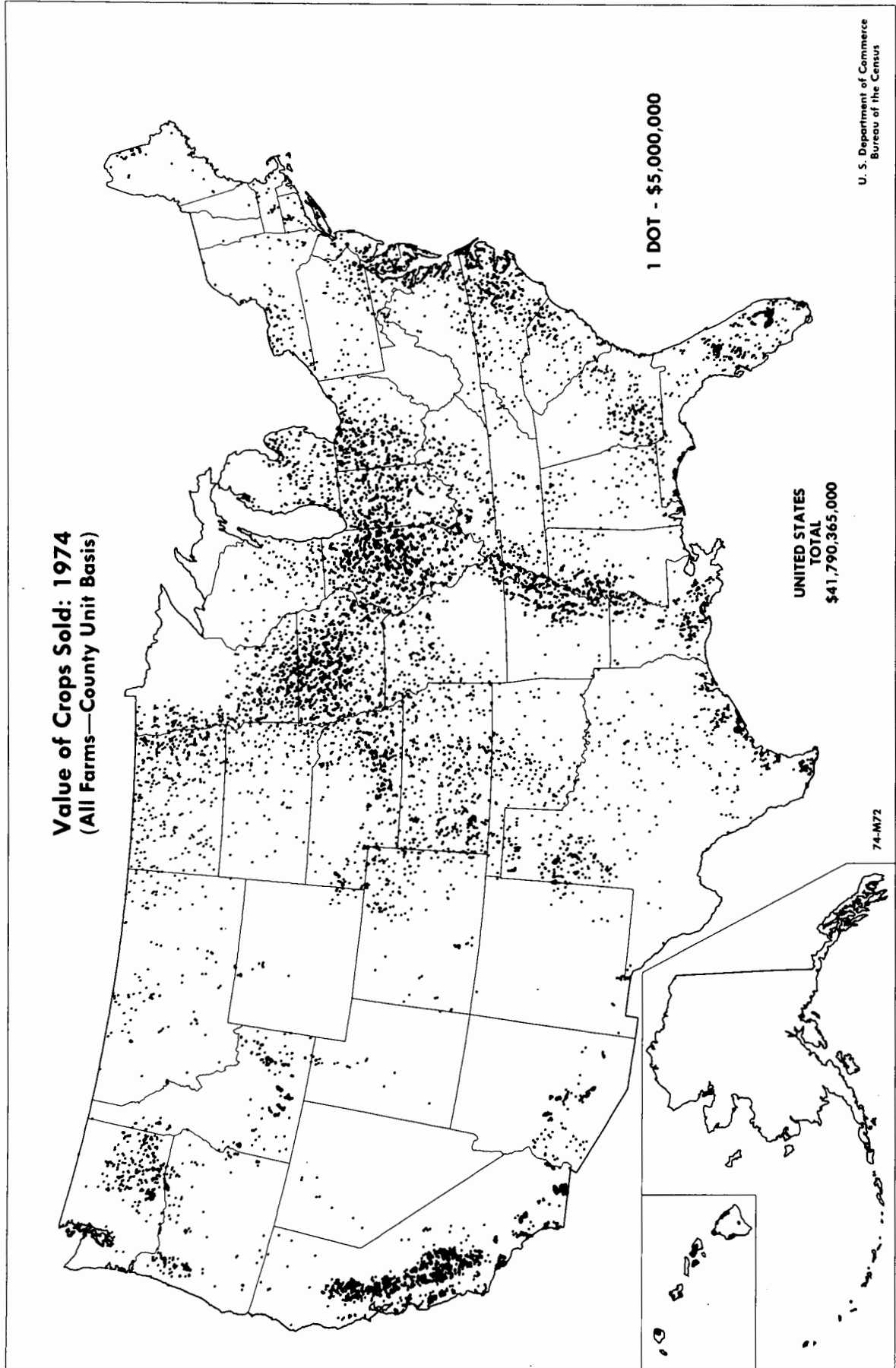




Table 22. Other Livestock and Livestock Products by Individual Items Sold: 1974

|   | Sales<br>Farms (\$1,000) | Percent<br>of<br>sales |       |
|---|--------------------------|------------------------|-------|
| Other livestock and livestock products.....     | 50,262                   | 396,293                | 100.0 |
| Horses and ponies.....                          | 36,437                   | 169,646                | 42.8  |
| Horses.....                                     | 33,766                   | 168,141                | 42.4  |
| Ponies.....                                     | 4,116                    | 1,505                  | .4    |
| Mules, burros, donkeys.....                     | 1,123                    | 611                    | .2    |
| Mink and their pelts.....                       | 1,119                    | 52,671                 | 13.3  |
| Colonies of bees.....                           | 329                      | 5,166                  | 1.3   |
| Honey sold (pounds).....                        | 4,656                    | 53,614                 | 13.5  |
| Angora goats.....                               | 657                      | 1,813                  | .5    |
| Mohair sold.....                                | 1,551                    | 8,710                  | 2.2   |
| Milk goats.....                                 | 608                      | 465                    | .1    |
| Goat milk sold (gallons).....                   | 557                      | 2,658                  | .7    |
| Other goats.....                                | 1,509                    | 1,085                  | .3    |
| Rabbits and their pelts.....                    | 1,405                    | 3,797                  | 1.0   |
| Chinchillas and their pelts.....                | 196                      | 1,051                  | .3    |
| Foxes and their pelts.....                      | 45                       | 218                    | .1    |
| All other livestock and livestock products..... | 2,414                    | 50,178                 | 12.7  |
| All fish.....                                   | (NA)                     | 44,611                 | 11.3  |
| Catfish.....                                    | 773                      | 12,681                 | 3.2   |
| Trout.....                                      | 237                      | 14,177                 | 3.6   |
| Other food-type fish.....                       | 64                       | 817                    | .2    |
| Tropical fish.....                              | 131                      | 5,800                  | 1.5   |
| Other fish.....                                 | 124                      | 11,136                 | 2.8   |

net expenditures for each farm to obtain the net gain or loss. The gains and losses shown are for the farm unit and do not necessarily represent the income situation for the farm operator and his family; nor do these figures include the effect of farm-related and other off-farm income unless otherwise noted. Table 23 gives further insight into characteristics of farms with gains and losses (table 23).

**Net Gains**

For farms with sales of \$2,500 and over, 78 percent showed net gains in 1974, an average net gain of \$18,352 per farm. Of the 1,330,372 farms with net gains, 131,917 or 10 percent had total sales of \$100,000 and over. These farms accounted for \$11.1 billion or 45.5 percent of the \$24.5 billion net gain. The 284,653 farms with sales of \$40,000 to \$99,999 accounted for \$7.2 billion or 30 percent of the total net gain. Farms with sales of less than \$40,000 accounted for \$6.0 billion or 25 percent of the total net gain; however, these 913,802 farms comprised 69 percent of the farms with sales of \$2,500 and over showing net gains.

Table 23. Farms With Net Gains and Losses: 1974

|                            | Total                | \$500,000<br>and over | \$200,000<br>to<br>\$499,999 | \$100,000<br>to<br>\$199,999 | \$40,000<br>to<br>\$99,999 | \$20,000<br>to<br>\$39,999 | \$10,000<br>to<br>\$19,999 | \$5,000<br>to<br>\$9,999 | \$2,500<br>to<br>\$4,999 |
|----------------------------|----------------------|-----------------------|------------------------------|------------------------------|----------------------------|----------------------------|----------------------------|--------------------------|--------------------------|
| Total farms.....           | 1,695,047            | 11,412                | 40,034                       | 101,153                      | 324,310                    | 321,771                    | 310,011                    | 296,373                  | 289,983                  |
| Farms with net gains.....  | 1,330,372            | 9,045                 | 34,595                       | 88,277                       | 284,653                    | 278,952                    | 253,437                    | 222,052                  | 159,361                  |
| Average gain per farm..... | \$1,000.. 24,415,647 | 3,127,464             | 3,422,355                    | 4,560,382                    | 7,240,376                  | 3,453,507                  | 1,633,767                  | 734,523                  | 243,274                  |
| Percent of farms.....      | 18,352               | 345,767               | 98,926                       | 51,660                       | 25,436                     | 12,380                     | 6,446                      | 3,308                    | 1,527                    |
| Farms with net losses..... | 364,675              | 2,367                 | 5,439                        | 12,876                       | 39,657                     | 42,819                     | 56,574                     | 74,321                   | 130,622                  |
| Average loss per farm..... | \$1,000.. 3,673,069  | 737,637               | 330,610                      | 384,391                      | 607,416                    | 397,151                    | 351,909                    | 319,290                  | 544,665                  |
| Percent of farms.....      | 21.5                 | 311,634               | 60,785                       | 29,853                       | 15,317                     | 9,275                      | 6,220                      | 4,296                    | 4,170                    |
| Percent of farms.....      | 21.5                 | 20.7                  | 13.6                         | 12.7                         | 12.2                       | 13.3                       | 18.2                       | 25.1                     | 45.0                     |

**Net Losses**

Approximately 22 percent of farms with sales of \$2,500 and over had a loss in 1974, an average loss of \$10,072 per farm. Of the 364,675 farms with losses, 20,682 or 6 percent of these farms had sales of \$100,000 and over. These farms accounted for \$1.4 billion or 39.5 percent of the \$3.6 billion loss. At the other end of the loss spectrum, 261,517 or 71.7 percent of the farms with losses had sales of less than \$20,000. These farms accounted for 33.1 percent of the net losses. Over 25 percent of the farms with sales of \$5,000 to \$9,999 and 45 percent of those with sales less than \$5,000 showed losses.

**Farm-Related Income and Expenditures**

**Collecting the Data**

Inquiries on farm-related income were included on both the short and regular forms. The regular form section for farm-related income is shown; the questions were the same on the short form. (See facsimile of section 36).

The purpose of these inquiries was to identify the type and extent of supplemental income received by farm operators which was closely related to farm activities and/or resources used in farm production. This income was not included in the total value of agricultural products sold which has been described earlier.

Comparable income data were obtained in 1969 for customwork and other

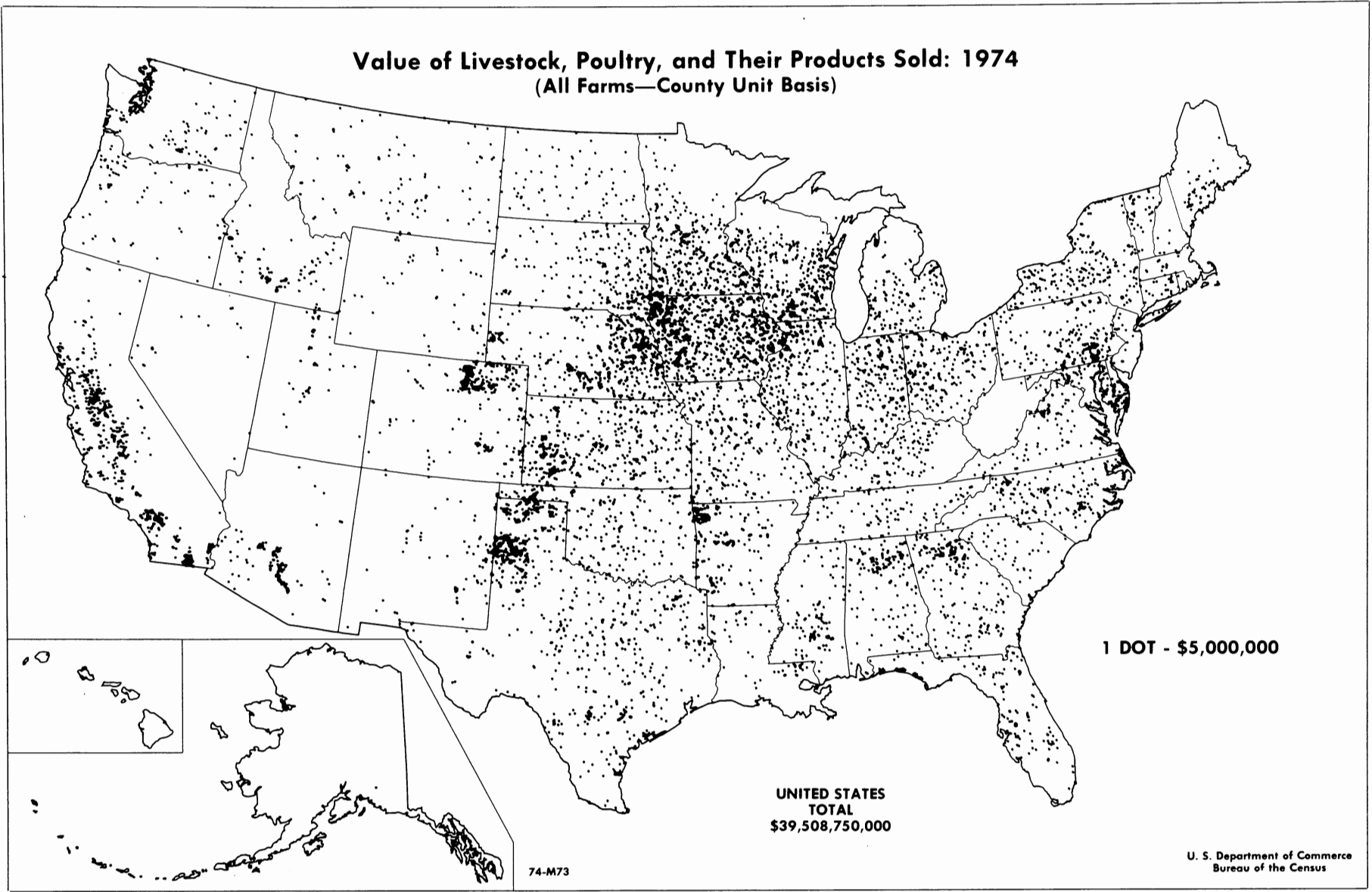
agricultural services, recreation, and government farm program payments. Income from cash or share rent from farmland, and other farm-related sources was obtained for the first time in 1974. Likewise, expenditures involved in producing this farm-related income were asked for the first time.

Instructions for the farm operator in the leaflet guide which accompanied the regular report form are shown on page 13.

Often the farm operator was unable to report separately expenditures for these activities as they were combined with farm production costs which were already reported. If separate records were available, expenditures were to be reported in the farm-related section of the report form. Therefore, the expenditure figures presented in this section represent only a portion of the total expenditures involved in producing this farm-related income. The remainder of the expenditures are included with farm production expenditures.

Data presented are as reported by the farm operator, except for reports which did not qualify under the concepts of being farm-related income. For example, income from the sale of minerals such as oil or coal and capital assets such as land or farm machinery were deleted. No attempt was made to adjust or impute data for incomplete reports.

During the office processing, questionable reports of income were closely reviewed if they appeared to represent a separate establishment or operation not closely related to the farm. Reports of income which were produced from separate physical locations or from non-



**Section 36** INCOME AND EXPENSES from FARM-RELATED SOURCES IN 1974

**Part A — INCOME FROM FARM-RELATED SOURCES**  
Report amount received before taxes and expenses.

1. Customwork and other agricultural services provided for farmers and others—plowing, planting, spraying, harvesting, preparation of products for market, etc. (If customwork is a separate business, see separate Instructions.) . . . . .
2. Recreational services — providing hunting, fishing, picnicking, camping, boarding and lodging, or other recreational facilities on this place . . . . .
3. Payments you received for participation in Government farm programs (Do not include redeemable loans.) . . . . .
4. Gross cash rent or share payments received from renting out farm land or payments received from lease or sale of allotments (Include payments for livestock pastured on a per-head basis, per-month basis, per-pound basis, etc.) . . . . .
5. Other business or source of income which is conducted on or CLOSELY RELATED to the AGRICULTURAL OPERATIONS on this place — Specify kind \_\_\_\_\_

|      |                          | Farm-related income |       |
|------|--------------------------|---------------------|-------|
|      |                          | Dollars             | Cents |
| None |                          | 871                 |       |
|      | <input type="checkbox"/> | \$                  |       |
|      | <input type="checkbox"/> | 872                 |       |
|      | <input type="checkbox"/> | \$                  |       |
|      | <input type="checkbox"/> | 873                 |       |
|      | <input type="checkbox"/> | \$                  |       |
|      | <input type="checkbox"/> | 874                 |       |
|      | <input type="checkbox"/> | \$                  |       |
|      | <input type="checkbox"/> | 875                 |       |
|      | <input type="checkbox"/> | \$                  |       |

**Part B — EXPENSES FOR FARM-RELATED INCOME SOURCES**

6. For farm-related income sources reported in items 1 through 5 above, enter the total estimated expenses paid by you and others in 1974 (Include all operating expenses, depreciation, taxes, interest, insurance, etc. Do not include expenses already reported in Section 34.) . . . . .

|      |                          | Farm-related expenses |       |
|------|--------------------------|-----------------------|-------|
|      |                          | Dollars               | Cents |
| None |                          | 876                   |       |
|      | <input type="checkbox"/> | \$                    |       |

**Section 36 — Income and Expenses from Farm-Related Sources**

Items 1, 2, and 5 refer only to those income producing activities for which you use part of the land, machinery, equipment, labor, or capital normally used on this place, and which you do not consider as entirely separate from your farming activities. **Report gross amount received before taxes and expenses.**

Do not report income or expenses for customwork or agricultural services provided for others if operated as an entirely separate business from your agricultural operations. The net amount should be reported in Section 37 — Family Income from Off-Farm Sources (Part C, item 1).

Table 24. Farm-Related Income: 1974

|                          | Farms   | Percent |
|--------------------------|---------|---------|
| Farm-related income..... | 542,337 | 100.0   |
| \$1 to \$499.....        | 190,211 | 35.1    |
| \$500 to \$999.....      | 94,497  | 17.4    |
| \$1,000 to \$1,999.....  | 91,583  | 16.9    |
| \$2,000 to \$2,999.....  | 48,136  | 8.9     |
| \$3,000 to \$4,999.....  | 46,849  | 8.6     |
| \$5,000 and over.....    | 71,061  | 13.1    |

farm businesses, or from activities which would have qualified as separate establishments according to the standard industrial classification, were deleted. For example, any agricultural services report which was counted in the census of agricultural services was excluded from the farm-related category.

**Summary of Findings**

In 1974, over 542,000 farms or 23 percent of all farm operators reported some type of farm-related income, an average of \$2,883 per farm. The \$1.6 billion reported represented about 2 percent of the total value of all agricultural products sold.

For most farms, the farm-related income was only of a supplemental nature

to the agricultural operations. Only 71,000 of the 542,000 farms reported farm-related income of \$5,000 and over (table 24).

Income from customwork and other agricultural services accounted for \$628 million or 40 percent of all farm-related income. Cash and share rents accounted for another 30 percent. Receipts from government farm program payments were the most frequently reported with 216,000 farms reporting, but the receipts averaged only \$1,305 per farm (table 25).

In 1969, farm operators received more than \$2.5 billion from government farm program payments, whereas, in 1974, after the more extensive farm programs had ended, payments totaled \$282 million. Income from customwork and other agricultural services increased from \$500 million in 1969 to \$628 million in 1974.

This income represented only part of the total receipts of customwork and agricultural services in 1974. The census of agricultural services indicated that there was \$3,555 million in receipts from establishments having agricultural services as their principal activity. (See volume III.)

The proportion of farms reporting income from farm-related sources ranged from about 31 percent for farms with sales of \$100,000 and over to 18 percent for farms with sales of under \$2,500. Likewise, the average receipts per farm varied from over \$40,000 per farm for those with \$500,000 or more in sales to \$1,061 per farm for those with sales of less than \$2,500.

Farms with sales of \$100,000 and over accounted for more than 27 percent of the farm-related income. Farms with sales of under \$2,500 represented about 20

GENERAL EXPLANATIONS Continued

percent of the farms with related income, but accounted for less than 8 percent of the farm-related income (table 26).

**Family Income From Off-Farm Sources**

Data on off-farm income of farm operator families were obtained in the 1974 census for the first time since the 1964 census. In the absence of a sample follow-on survey such as was conducted for the last three censuses, these questions were added to the 1974 report form for farms with sales of \$2,500 and over in order to provide a better understanding of income distribution and the relative importance of off-farm activities and other sources of income.

These data were not obtained for farms with sales of under \$2,500 or for corporations or other types of organizations with sales of \$2,500 and over. Thus these data represent off-farm income only for individual or family operated farms

**Table 25. Farm Income: 1974 and 1969**

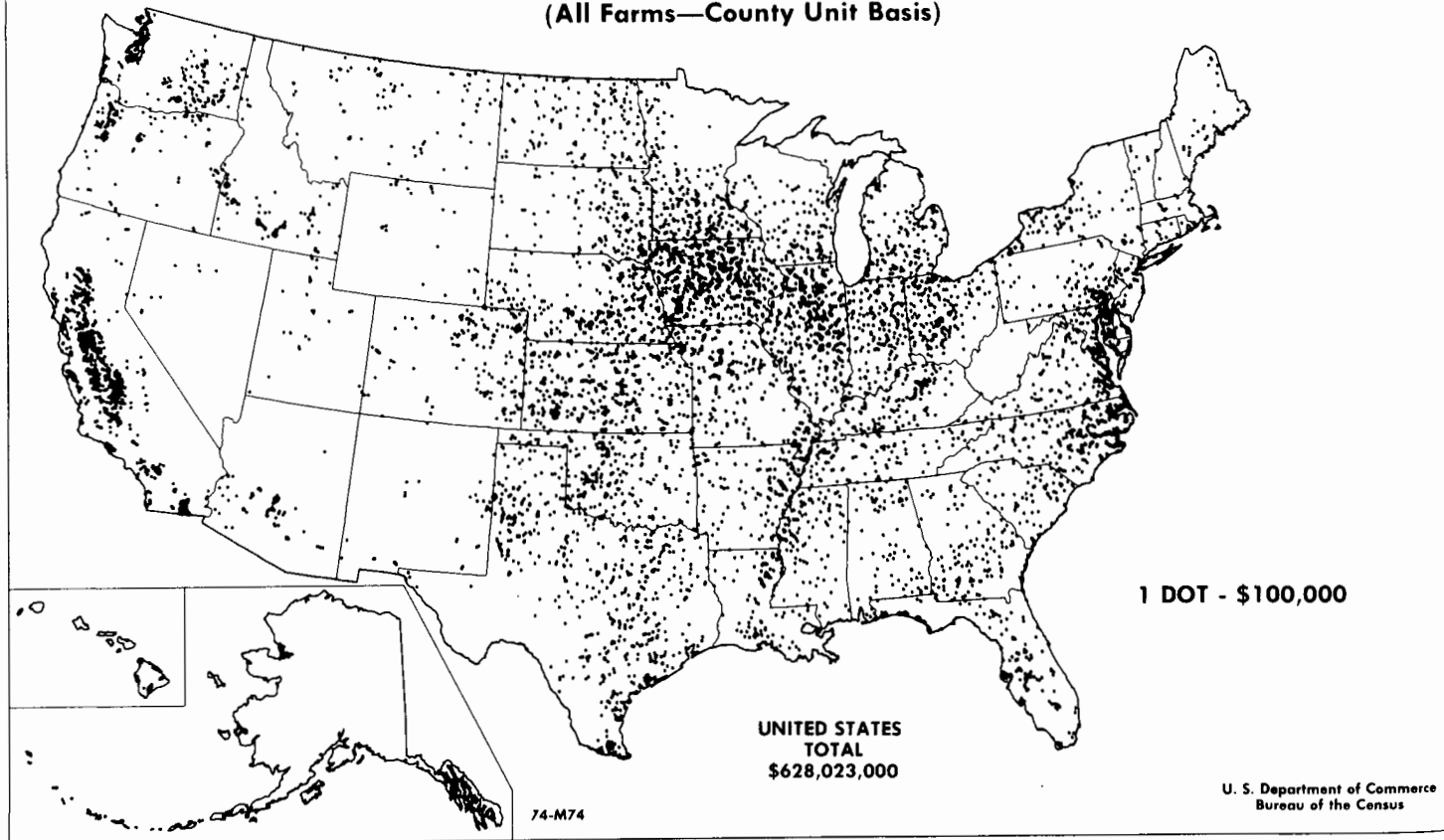
| Income of all farms     |       |                            |       | Income of farms with sales of \$2,500 and over |       |                            |       |
|-------------------------|-------|----------------------------|-------|--|-------|----------------------------|-------|
| Total (million dollars) |       | Average per farm (dollars) |       | Total (million dollars)                        |       | Average per farm (dollars) |       |
| 1974                    | 1969  | 1974                       | 1969  | 1974   | 1969  | 1974                       | 1969  |
| 1,564                   | (NA)  | 2,883                      | (NA)  | 1,429  | (NA)  | 3,306                      | (NA)  |
| 628                     | 510   | 2,960                      | 1,661 | 595  | 471   | 3,187                      | 1,811 |
| 44                      | 50    | 2,544                      | 1,630 | 39   | 39    | 2,884                      | 1,880 |
| 282                     | 2,534 | 1,305                      | 2,241 | 266  | 2,368 | 1,490                      | 2,810 |
| 477                     | (NA)  | 3,014                      | (NA)  | 401  | (NA)  | 3,781                      | (NA)  |
| 133                     | (NA)  | 2,450                      | (NA)  | 128  | (NA)  | 2,641                      | (NA)  |

Total farm income..... 1,564 (NA) 2,883 (NA) 1,429 (NA) 3,306 (NA)  
 Agricultural services... 628 510 2,960 1,661 595 471 3,187 1,811  
 Recreation..... 44 50 2,544 1,630 39 39 2,884 1,880  
 Government programs... 282 2,534 1,305 2,241 266 2,368 1,490 2,810  
 Cash and share rents... 477 (NA) 3,014 (NA) 401 (NA) 3,781 (NA)  
 Other sources..... 133 (NA) 2,450 (NA) 128 (NA) 2,641 (NA)

**Table 26. Total Farms and Farms With Farm-Related Income: 1974**

|                            | All farms | Farms with farm-related income |                      |                         |         |                            |
|----------------------------|-----------|--------------------------------|----------------------|-------------------------|---------|----------------------------|
|                            |           | Farms                          | Percent of all farms | Gross receipts          |         |                            |
|                            |           |                                |                      | Total (million dollars) | Percent | Average per farm (dollars) |
| Total farms.....           | 2,314,013 | 542,337                        | 23.4                 | 1,564                   | 100.0   | 2,883                      |
| \$500,000 and over.....    | 11,412    | 3,300                          | 28.9                 | 133                     | 8.5     | 40,183                     |
| \$200,000 to \$499,999.... | 40,034    | 12,503                         | 31.2                 | 121                     | 7.8     | 9,668                      |
| \$100,000 to \$199,999.... | 101,153   | 32,181                         | 31.8                 | 169                     | 10.9    | 5,261                      |
| \$40,000 to \$99,999.....  | 324,310   | 98,302                         | 30.3                 | 331                     | 21.1    | 3,367                      |
| \$20,000 to \$39,999.....  | 321,771   | 85,518                         | 26.6                 | 239                     | 15.3    | 2,795                      |
| \$10,000 to \$19,999.....  | 310,011   | 72,944                         | 23.5                 | 178                     | 11.3    | 2,435                      |
| \$5,000 to \$9,999.....    | 296,373   | 65,438                         | 22.0                 | 134                     | 8.5     | 2,042                      |
| \$2,500 to \$4,999.....    | 289,983   | 61,902                         | 21.3                 | 125                     | 8.0     | 2,013                      |
| Under \$2,500.....         | 616,728   | 109,591                        | 17.8                 | 116                     | 7.4     | 1,061                      |
| Abnormal farms.....        | 2,238     | 658                            | 29.4                 | 19                      | 1.2     | 28,708                     |

**Income From Customwork and Other Agricultural Services: 1974 (All Farms—County Unit Basis)**



GENERAL EXPLANATIONS Continued

**Table 27. Percent of Off-Farm Income by Value of Agricultural Products Sold: 1974**

| Farms With Sales of \$2,500 and Over | \$2,500 and over | \$40,000 and over | \$20,000 to \$39,999 | \$10,000 to \$19,999 | \$5,000 to \$9,999 | \$2,500 to \$4,999 |
|--------------------------------------|------------------|-------------------|----------------------|----------------------|--------------------|--------------------|
| Farms.....                           | 100.0            | 100.0             | 100.0                | 100.0                | 100.0              | 100.0              |
| Under \$1,000.....                   | 12.9             | 22.2              | 18.3                 | 11.3                 | 7.2                | 5.3                |
| \$1,000 to \$4,999.....              | 29.6             | 37.1              | 34.1                 | 29.4                 | 25.6               | 21.9               |
| \$5,000 to \$9,999.....              | 23.2             | 19.6              | 21.6                 | 24.1                 | 25.5               | 25.4               |
| \$10,000 to \$19,999.....            | 25.5             | 14.5              | 19.3                 | 26.7                 | 31.8               | 35.3               |
| \$20,000 and over.....               | 8.9              | 6.7               | 6.6                  | 8.5                  | 9.8                | 12.1               |

**Table 28. Family Income From Off-Farm Sources: 1974**

(Applies only to individual or family operations (sole proprietorships) and partnerships)

| Farms With Sales of \$2,500 and Over           | Farms   | Income (\$1,000) | Average per farm (dol.) |
|--|---------|------------------|-------------------------|
| Total family income from off-farm sources..... | 972,121 | 8,881,765        | 9,137                   |
| Nonfarm-related business                       | 167,470 | 1,749,272        | 10,445                  |
| Wages, salaries, commissions, and tips.....    | 602,664 | 5,324,859        | 8,836                   |
| Interest, dividends, or royalties.....         | 443,310 | 1,086,335        | 2,451                   |
| Federal Social Security, pensions, etc.....    | 177,768 | 506,915          | 2,852                   |
| Rent of nonfarm property                       | 80,876  | 214,385          | 2,651                   |

**Table 29. Percent of Farms With Off-Farm Income by Source: 1974**

(Applies only to individual or family operations (sole proprietorships) and partnerships)

| Farms With Sales of \$2,500 and Over                                   | \$2,500 and over | \$40,000 and over | \$20,000 to \$39,999 | \$10,000 to \$19,999 | \$5,000 to \$9,999 | \$2,500 to \$4,999 |
|--|------------------|-------------------|----------------------|----------------------|--------------------|--------------------|
| Off-farm income.....   | 58.5             | 47.8              | 53.5                 | 59.8                 | 67.5               | 70.1               |
| Nonfarm-related business... Wages, salaries, commissions and tips..... | 10.1             | 6.9               | 8.7                  | 10.9                 | 12.3               | 13.3               |
| Interest, dividends, or royalties.....                                 | 36.2             | 25.1              | 31.2                 | 37.8                 | 45.2               | 48.6               |
| Federal Social Security, pensions, etc.....                            | 26.1             | 26.8              | 26.9                 | 25.8                 | 25.8               | 24.7               |
| Rent of nonfarm property...  | 10.7             | 4.7               | 7.9                  | 11.9                 | 15.5               | 16.9               |
|  | 4.9              | 4.5               | 4.3                  | 4.8                  | 5.3                | 5.6                |

and partnerships. Instructions on the report form for partnerships requested that only the income for the senior partners and his family were to be reported.

The five questions asked in 1974 are similar to those asked to produce data which have been collected in 1960, 1965, and 1970 in sample surveys which were taken as part of the overall program of those censuses. A facsimile of section 37, part C, of the 1974 report form is reproduced.

The data shown for off-farm income are, in general, presented as reported by the respondents; only obvious errors were corrected during the processing of the data. Only a minimum effort was made during census processing to estimate or otherwise account for any incompleteness in reporting.

Off-farm family income was reported by 972,000 or 58 percent of the individual and partnership operated farms with sales of \$2,500 and over. These farms reported almost \$8.9 billion in income in 1974, an average of \$9,137 per farm. Nearly 58 percent of the farm families which reported had off-farm income of \$5,000 or more and one-third had off-farm income of \$10,000 or more. In general, farms with the lower amounts of farm sales have a higher proportion of off-farm income than farms with larger sales (table 27).

Cash wages, salaries, commissions, and tips were the most frequent of the five income sources reported and accounted for three-fifths of the total off-farm income. Income from the operation of nonfarm business averaged \$10,445 per farm in comparison with \$8,836 for cash wages (table 28).

The proportion of farms reporting off-farm income varied from almost one-half for those with sales of \$40,000 and over to more than 70 percent for farms with sales of \$2,500 to \$4,999. Except for income from interest and dividends, the proportion of farms with the various sources of income generally increased as the value of sales decreased. Farms with sales of \$2,500 to \$4,999 had the highest proportion of farms reporting income from nonfarm business, cash wages, Federal Social Security, and rents from nonfarm property (table 29).

Results of the 1974 census compared with the 1970 Survey of Farm Finance for comparable items, show an increased amount of income received by a lower proportion of the farms reporting in 1974, except income from interest, dividends, royalties, and nonfarm rent (table 30). Results of the 1970 survey can be found in 1969 Census of Agriculture, Volume V, Special Reports, Part II, Farm Finance.

**Table 30. Percent of Farms With Off-Farm Income by Source: 1974 and 1970**

(Applies only to individual or family operations (sole proprietorships) and partnerships)

| Farms With Sales of \$2,500 and Over        | Farms |      | Income (million) |       |
|---|-------|------|------------------|-------|
|   | 1974  | 1970 | 1974             | 1970  |
| Nonfarm-related business...                 | 10.1  | 9.3  | 1,749            | 1,154 |
| Wages, salaries, commissions, and tips..... | 36.2  | 47.1 | 5,325            | 5,133 |
| Federal Social Security, pensions, etc..... | 10.7  | 13.6 | 507              | 397   |
| Interest, dividends, or royalties.....      | 26.1  | 10.6 | 1,086            | 425   |
| Rent of nonfarm property...                 | 4.9   |      |                  |       |

**Farm Classifications**

The classification or stratification of farms by value of sales was made for the purpose of segregating groups of farms which are similar in economic scale of operation. For both the 1969 and 1974 censuses, data for two broad classifications are identified—farms with sales of under \$2,500 and farms with sales of \$2,500 and over.

More detailed data are presented for farms classified by selected value of sales groups for farms with sales of \$2,500 and over. These farms were also classified by specific characteristics—tenure of operator, type of organization, age and principal occupation of farm operator, size of farm (in acres), and standard industrial classification (SIC). In addition, this report contains a number of farm counts according to various characteristics, as well as frequency distributions of farms classified by value of sales of each of the principal farm enterprises.

The value of sales groups used in the volume I report for each State and for the

GENERAL EXPLANATIONS Continued

**Section 37** TYPE OF ORGANIZATION, OPERATOR CHARACTERISTICS, and related information

**COMPLETE THIS PAGE**

**Part A — Type of Organization**

1. Mark (X) the one box which best describes the way this place was operated in 1974.

- 901  1 INDIVIDUAL or FAMILY operation (sole proprietorship), excluding partnership and corporation
- 2  2 PARTNERSHIP operation, including family partnerships (See separate Instructions.) — Enter number of partners . . . 902
- 3  3 CORPORATION, including family corporations — Skip to Section 38
- 4  4 OTHER, such as cooperative, estate or trust, prison farm, grazing association, Indian reservation, etc. — Specify type then skip to Section 38 . . . . .

Complete Parts B and C below

**Part B — Farm Operator Characteristics and Related Information for Individual, Family, or Partnership Operations**

1. **Residence** — Where does the operator, person in charge, or senior partner of this farm or ranch operation live? . . . . . 903

1 On this place

Not on this place

- 2 On another farm
- 3 In a rural area, not on a farm
- 4 In a city, town, or urban area

2. What was the earliest year the operator (or senior partner, if partnership) began to operate any part of this place? . . . . . 904

\_\_\_\_\_ Year

3. How old is the operator (or senior partner, if partnership)? . . . . . 905

\_\_\_\_\_ Years old

4. Operator's race — 906

Mark (X) appropriate box

- 1 White
- 2 Negro or Black
- 3 American Indian
- 4 Mexican American Chicano Mexican (Mexicano) Puerto Rican Cuban Central or South American Other Spanish
- 5 Japanese Chinese Filipino
- 11 Other — Specify what race

5. **Principal Occupation** — At what occupation did the operator spend the majority (50 percent or more) of his work time in 1974? (For partnerships, consider all members of the partnership together.) . . . . . 907

1 Farming

2 Other

6. **Off-Farm Work** — How many days did each member of the family work OFF the place in 1974? (Include work at a nonfarm job, business, profession, or on someone else's farm. Do not include exchange farm work.)

[Mark (X) one for each applicable line]

|                                    | None                     | 1-49 days                | 50-99 days               | 100-149 days             | 150-199 days             | 200 days or more         |
|------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| a. Operator or senior partner. 911 | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| b. Spouse. . . . . 912             | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| c. Other. . . . . 913              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| d. Other. . . . . 914              | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**Part C — Family Income from Off-Farm Sources in 1974**

(Report amount you and members of your family received in 1974 from the following sources. For partnership operations, the report should be for the senior partner and his family.)

|  | None                     | Income from off-farm sources |       |
|--|--------------------------|------------------------------|-------|
|  |                          | Dollars                      | Cents |
| 1. Operation of a non-farm-related business (not reported in Section 36) or professional practice (Report NET after expenses.) . . . . .   | <input type="checkbox"/> | 921 \$                       |       |
| 2. Cash wages, salaries, commissions, and tips from all jobs (Report amount before deducting taxes.) . . . . .   | <input type="checkbox"/> | 922 \$                       |       |
| 3. Interest, dividends, or royalties . . . . .   | <input type="checkbox"/> | 923 \$                       |       |
| 4. Federal Social Security, pensions, retirement pay, veterans payments, annuities, unemployment insurance, workmen's compensation, and old age and other public assistance. . . . . | <input type="checkbox"/> | 924 \$                       |       |
| 5. Rental income of nonfarm property (Report NET after deduction of expenses.) . . . . .   | <input type="checkbox"/> | 925 \$                       |       |

GENERAL EXPLANATIONS Continued

major classifications for farms with sales of \$2,500 and over in this report are defined by agricultural product sales of:

- \$500,000 or more
- \$200,000 to \$499,999
- \$100,000 to \$199,999
- \$40,000 to \$99,999
- \$20,000 to \$39,999
- \$10,000 to \$19,999
- \$5,000 to \$9,999
- \$2,500 to \$4,999

Large scale farms, those with sales of \$100,000 and over, are further subdivided for this report into eight value of sales categories ranging up to \$10 million and over.

Classifications presented for farms with sales of under \$2,500 are based on the age and principal occupation of the farm operator. In addition, frequency distribution of sale value categories is presented for farms under the \$2,500 limit.

**Comparability of value of sales classifications**—In agricultural censuses for 1959, 1964, and 1969, farms were classified in nine groups referred to as "economic classes." The use of this term and classification was discontinued for the 1974 census; however, for farms with sales of \$2,500 or more in 1974, the value of products sold classifications are the same as the value ranges used for establishing economic classes 1 through 5 in prior censuses and are therefore comparable. Some caution should be used in comparing value of sales data for 1974 with those of earlier censuses because of the substantial increase in prices received by farmers between the census periods.

Data for farms with sales of less than \$2,500 classified in earlier censuses as economic class 6, part-time, and part-retirement, are not directly comparable to the 1974 value classes because of the change in farm definition and modifications in farm classification. For 1969, farms with sales of under \$2,500 were classified as:

- 1. Class 6—\$50 to \$2,499 of farm product sales and a farm operator who is under 65 years of age and

did not work off the farm 100 days or more in the census year.

- 2. Part time—\$50 to \$2,499 of farm product sales and a farm operator who is under 65 years of age and worked off the farm 100 days or more in the census year.
- 3. Part retirement—\$50 to \$2,499 of farm product sales and a farm operator who is 65 years or over.

Data for farms with sales of less than \$2,500 classified by the age and occupation of the operator as shown in table 49 offer limited comparisons between 1974 and 1969 classifications. The comparisons are:

- 1. 1974 farms with sales of less than \$2,500 whose operators were under 65 years old and devoted 50 percent or more of their worktime to farming are comparable with 1969 class 6 farms.
- 2. 1974 farms with sales of less than \$2,500 whose operators were under 65 years old and devoted 50 percent of their worktime to farming are comparable with 1969 part-time farms.
- 3. 1974 farms with sales of less than \$2,500 whose operators were 65 years old and over regardless of occupation are comparable with 1969 part-retirement farms.

Data for 1974 operations excluded by the new definition of a farm were also classified by age and occupation and thus can be compared historically. (See volume II, part 1.)

**New classification of farms**—A new classification series was used to present the data for the 1974 census. It was developed by the U.S. Department of Agriculture in cooperation with the Bureau of the Census to better describe today's agriculture and its complex relationships with other sectors of the economy. The major classifications are:

- 1. Primary farm—A farm operated by an individual or family or partnership where the operator spends 50 percent or more of his worktime on the farm (considers farming to be

the principal occupation) or a farm operated under a corporate structure which received 50 percent or more of its gross business (farm and nonfarm) from the sale of agricultural products.

- 2. Part-time farm—A farm operated by an individual or partnership where the operator spends less than 50 percent of his worktime on the farm (does not consider farming to be the principal occupation).
- 3. Business-associated farm—A farm operated under a corporate structure which received less than 50 percent of its gross business income (farm and nonfarm) from the sale of agricultural products.
- 4. Abnormal farm—An institutional, experimental, or research farm, or an Indian reservation. An institutional farm is one operated by a hospital, penitentiary, school, grazing association, government agency, etc.

Some new classifications are not yet available. Data necessary to classify corporations as primary or business-associated are being collected in a separate survey. It will be published in volume IV part 5 of the 1974 Census of Agriculture, along with data for individuals and partnerships.

**Farms by type**—Data from the 1974 census are being published in accordance with the expanded classification system for agricultural production published in the 1972 Standard Industrial Classification (SIC) Manual. In general, the SIC classifications published for 1974 are comparable to the historical type-of-farm classifications except that the expanded SIC provides the potential for a more detailed classification.

**Farms by standard industrial classification**—A standard classification for agricultural production establishments (farms, ranches, nurseries, greenhouses, etc.) has been evolving over the entire lifetime of the SIC system, but at a less rapid rate than in other producing sectors of the economy, primarily because of the

## GENERAL EXPLANATIONS Continued

diversity of production typical of most farms. In recent years, increasing specialization by agricultural producers has encouraged the creation of a more detailed set of classifications. These classifications, found in the 1972 SIC Manual, are intended to promote uniformity and comparability in the presentation of statistical data collected by various agencies.

An establishment primarily engaged in crop production (major group 01) or livestock production (major group 02) is classified in the 3- or 4-digit industry group which accounts for 50 percent or more of the total value of sales of its agricultural production. If the total value of sales of agricultural products of an establishment was less than 50 percent from a single 4-digit industry, but 50 percent or more from the products of two or more 4-digit industries within the same 3-digit industry group, the establishment is classified in the miscellaneous industry of that industry group; otherwise, it is classified as a general crop farm in industry 0191 or a general livestock farm in industry 0291.

Detailed characteristics of farms with sales of \$2,500 or more for selected SIC groupings are shown in volume I State tables 32 and 33 and county summary table 6. Additional and more complete 1974 data for various SIC classifications will be shown in volume II, part 8.

### Farms by Value of Agricultural Products Sold

Farms with sales of \$2,500 and over comprised almost three-quarters of all farms in 1974 and accounted for almost 99 percent of the value of agricultural products sold. While the number of farms with sales of \$2,500 decreased slightly since 1969, most of the decreases in farms occurred in the under \$2,500 sales group. In comparing census counts for 1974 and 1969, farms with sales of under \$2,500 decreased by 38 percent. However, if there had not been a change in definition for the 1974 census, an additional 152,000 farms would have been included in the of under \$2,500 sales category thus reducing the change to

about 23 percent (table 31). (See volume II, part 1.)

Of the five value of sales categories enumerated for all farms in 1974, essentially all of the sales were accounted for by farms with sales of \$2,500 and over. Sales of poultry and poultry products were most highly concentrated, with 99.7 percent on farms with sales of \$2,500 and over. Forest products, with 96.1 percent, were the least concentrated of the five value categories (table 32).

### Large-Scale Farms

Farms with a total value of agricultural products sold of \$100,000 or more have been designated as large-scale farms. Selected farm characteristics for large-scale farms are presented in table 34 of this report for eight value of sales levels up to \$10 million and over. Detailed data are also presented for large-scale farms in volume II part 8 for selected standard industrial classifications.

**Table 31. Value of Agricultural Products Sold by Farms: 1974, 1969, and 1964**

|                        | All farms | Farms with sales of-- |                  |                   |
|------------------------|-----------|-----------------------|------------------|-------------------|
|                        |           | Under \$2,500         | \$2,500 and over | \$10,000 and over |
| <b>Farms:</b>          |           |                       |                  |                   |
| 1974                   |           |                       |                  |                   |
| Number                 | 2,314,013 | 616,728               | 1,695,047        | 1,108,691         |
| Percent                | 100.0     | 26.7                  | 73.3             | 47.9              |
| 1969                   |           |                       |                  |                   |
| Number                 | 2,730,250 | 994,456               | 1,733,683        | 948,154           |
| Percent                | 100.0     | 36.4                  | 63.5             | 34.7              |
| 1964                   |           |                       |                  |                   |
| Number                 | 3,157,857 | 1,338,239             | 1,817,440        | 868,908           |
| Percent                | 100.0     | 42.4                  | 57.6             | 27.5              |
| <b>Percent change:</b> |           |                       |                  |                   |
| 1974 from 1969.....    | -15.2     | -38.0                 | -2.2             | 17.0              |
| 1969 from 1964.....    | -13.5     | -25.7                 | -4.6             | 9.1               |
| 1974 from 1964.....    | -26.7     | -53.9                 | -6.7             | 27.6              |

Census procedures for counting multi-establishments or farms with sizable separate operations at different locations as separate census farms has some effect on the actual number of large-scale farms counted. In most cases if the multiunit operations were counted as one farm, the number of extremely large farms would increase; however, in the case of companies of farms with very large units the count of large farms would be reduced. About 4,800 managements or operations with 8,000 separate units were identified during the census processing.

The number of large-scale farms nearly tripled between 1969 and 1974, increasing from 52,000 to almost 153,000. In the same period, the value of agricultural products sold from these farms increased in almost the same proportion, from \$15.3 billion to \$43.7 billion. Although these farms represented only 9 percent of the farms having sales of \$2,500 and over, they accounted for more than one-half of the value of agricultural products sold. The average value of sales decreased slightly from \$295,000 per farm in 1969 to about \$286,000 in 1974, indicating the entrance of a large number of farms at the lower end of the value range. Much of this increase in number was due to higher prices being received for agricultural products, rather than actual increases in production or scale of operation (table 33).

Since 1969, the distribution of sales within the large-scale farms has not changed significantly except that the share contributed by farms with sales of \$1,000,000 and over decreased from 34 percent in 1969 to 30 percent in 1974.

The importance of the contribution of large-scale farms to agricultural sales

**Table 32. Comparison of Sales by Value of Sales: 1974**

|  | Sales (million dollars) |   |                                      | Percent   |   |                                      |
|--|-------------------------|---|--------------------------------------|-----------|---|--------------------------------------|
|  | All farms               | Farms with sales under \$2,500 <sup>1</sup> | Farms with sales of \$2,500 and over | All farms | Farms with sales under \$2,500 <sup>1</sup> | Farms with sales of \$2,500 and over |
| Total value of agricultural products sold..... | 81,531                  | 933   | 80,598                               | 100.0     | 1.1   | 98.9                                 |
| Crops and hay seed.....                        | 40,081                  | 329   | 39,752                               | 100.0     | .8  | 99.2                                 |
| Nursery and greenhouse products.....           | 1,709                   | 11  | 1,699                                | 100.0     | .6  | 99.4                                 |
| Forest products.....                           | 232                     | 9   | 223                                  | 100.0     | 3.9   | 96.1                                 |
| Livestock and livestock products...            | 33,302                  | 568   | 32,733                               | 100.0     | 1.7   | 98.3                                 |
| Poultry and poultry products.....              | 6,207                   | 16  | 6,191                                | 100.0     | .3  | 99.7                                 |

<sup>1</sup>Includes \$236 million on abnormal farms.



## GENERAL EXPLANATIONS Continued

varies greatly from commodity to commodity. Large-scale farms accounted for almost 83 percent of the value of vegetables, sweet corn, and melons sold and more than three-quarters of the sales of other field crops, nursery and greenhouse products, and poultry and poultry products. In comparison, less than one-fifth of tobacco sales were accounted for by these large farms (table 34).

All value of sales categories showed large proportional increases in amounts from 1969 to 1974. Sales from cash grains showed the largest increase, \$9.2 billion, and cattle and calves showed the next largest increase, over \$5 billion. Both items had large per unit price increases in the same period (table 35).

Large-scale farms, along with other farms with sales of \$2,500 and over, were classified into the commodity group from which 50 percent or more of the sales were derived using the 1972 SIC Manual.

One-third of the farms with sales of \$1,000,000 and over were classified as

primarily livestock, other than dairy, poultry, and animal specialties. Cattle sales were the most frequent activity for this group and poultry and egg sales were the next most frequent with 16 percent of these farms.

Of the 240 farms reporting sales of \$10 million and over, three-fourths were classed as livestock, other than dairy, poultry, and animal specialties, with cattle feeding the primary activity.

Less than 700 of the farms with sales of \$1,000,000 and over reported poultry and egg sales, but they represented \$1.6 billion in sales and one-third of poultry and egg values on all large-scale farms. About 2,000 of these farms reported \$6.5 billion or 55 percent of all cattle and calf sales on large-scale farms. Over two-thirds of the 21.7 million fed cattle reported on large-scale farms were on farms with sales of \$1,000,000 and over.

Large-scale farms were most heavily concentrated in the North Central region, with Iowa the leading State

having 14,273 such farms. However, it should be noted that almost three-quarters of the 69,000 large-scale farms in the North Central region had sales of less than \$200,000. In comparison, the West accounted for over 40 percent of the farms with sales of \$500,000 and over and 47 percent of those with sales of \$1,000,000 and over. California accounted for almost 30 percent of all farms with sales of \$1,000,000 and over followed by Texas and Florida (tables 36 and 37).

Of the \$43.7 billion in sales of agricultural products from large-scale farms, over 30 percent were from the 4,000 farms with sales of \$1,000,000 and over and almost 16 percent of the sales were from the 565 farms having sales of \$5 million and over. Sales are more concentrated on the larger size farms in the South and West than in the other regions. Almost one-half of the sales from large-scale farms in the West are from farms with sales of \$1,000,000 and over (table 38).

Of the 152,599 large-scale farms, 71 percent were operated as individual or family, 18 percent were partnerships, 10 percent were corporate, and less than 1 percent were other types of organizations (table 39).

The proportion of farms operated by corporations gets progressively larger as the amount of sales increases, while the number of individual or family farms and farm partnerships reveal a reverse relationship.

**Table 33. Large-Scale Farms by Value of Sales: 1974 and 1969**

|                                 | Farms   |        |         |       | Sales            |      |         |       |
|---------------------------------|---------|--------|---------|-------|------------------|------|---------|-------|
|                                 | Number  |        | Percent |       | Total (billions) |      | Percent |       |
|                                 | 1974    | 1969   | 1974    | 1969  | 1974             | 1969 | 1974    | 1969  |
| Farms.....                      | 152,599 | 51,995 | 100.0   | 100.0 | 43.7             | 15.3 | 100.0   | 100.0 |
| \$100,000 to \$199,999.....     | 101,153 | 35,308 | 66.3    | 67.9  | 13.8             | 4.7  | 31.5    | 31.0  |
| \$200,000 to \$299,999.....     | 25,091  | 7,926  | 16.4    | 15.2  | 6.0              | 1.9  | 13.8    | 12.4  |
| \$300,000 to \$499,999.....     | 14,943  | 4,682  | 9.8     | 9.0   | 5.6              | 1.8  | 12.9    | 11.5  |
| \$500,000 to \$699,999.....     | 4,660   | 1,531  | 3.1     | 2.9   | 2.7              | .9   | 6.2     | 5.8   |
| \$700,000 to \$999,999.....     | 2,711   | 962    | 1.8     | 1.9   | 2.2              | .8   | 5.1     | 5.2   |
| \$1,000,000 to \$4,999,999..... | 3,486   | 1,586  | 2.3     | 3.0   | 6.5              | 1.9  | 14.9    | 9.9   |
| \$5,000,000 to \$9,999,999..... | 315     | 1,586  | .2      | 3.0   | 2.1              | 5.2  | 4.8     | 34.1  |
| \$10,000,000 and over.....      | 240     | 1,586  | .2      | 3.0   | 4.7              | 5.2  | 10.7    | 34.1  |

**Table 34. Comparison of Market Value of Agricultural Products Sold: 1974**

|   | Farms with sales of \$2,500 and over |                         | Large-scale farms |                         |   |       |
|---|--------------------------------------|-------------------------|-------------------|-------------------------|---|-------|
|   | Farms                                | Sales (billion dollars) | Farms             | Sales (billion dollars) | Percent of farms with sales of \$2,500 and over |       |
|   |                                      |                         |                   |                         | Farms   | Sales |
| Total market value of agricultural products sold..... | 1,695,047                            | 80.6                    | 152,599           | 43.7                    | 9.0   | 54.2  |
| Crops, excluding forest products.....                 | 1,306,512                            | 41.5                    | (NA)              | 21.4                    | (NA)  | 51.6  |
| Grains.....   | 1,017,933                            | 24.6                    | 105,330           | 10.3                    | 10.3  | 41.9  |
| Tobacco.....  | 150,665                              | 1.7                     | 4,979             | .3                      | 3.3   | 17.6  |
| Cotton and cottonseed.....                            | 80,025                               | 2.3                     | 13,694            | 1.5                     | 17.1  | 65.2  |
| Field seeds, hay, forage, and silage.....             | 347,972                              | 2.0                     | 28,647            | .8                      | 8.2   | 39.9  |
| Other field crops.....                                | 70,690                               | 3.9                     | 17,200            | 3.2                     | 24.3  | 82.1  |
| Vegetables, sweet corn, and melons.....               | 55,736                               | 2.3                     | 9,710             | 1.9                     | 17.4  | 82.6  |
| Fruits, nuts, and berries.....                        | 67,639                               | 2.9                     | 8,584             | 1.9                     | 12.9  | 65.5  |
| Nursery and greenhouse products.....                  | 23,942                               | 1.7                     | 4,080             | 1.3                     | 17.0  | 76.5  |
| Forest products.....                                  | 56,164                               | .2                      | 4,274             | .1                      | 7.6   | 30.3  |
| Livestock, poultry, and their products.....           | 1,968,862                            | 38.9                    | 179,075           | 22.2                    | 9.1   | 57.1  |
| Poultry and poultry products.....                     | 125,041                              | 6.2                     | 20,461            | 4.9                     | 16.4  | 79.0  |
| Dairy products.....                                   | 246,973                              | 8.2                     | 20,571            | 3.0                     | 8.3   | 36.6  |
| Cattle and calves.....                                | 1,071,913                            | 18.3                    | 90,697            | 11.9                    | 8.5   | 65.0  |
| Hogs.....   | 393,279                              | 5.4                     | 37,424            | 2.0                     | 9.5   | 37.0  |
| Sheep.....  | 81,394                               | .4                      | 5,968             | .2                      | 7.3   | 53.0  |
| Other livestock and livestock products.....           | 50,262                               | .4                      | 3,934             | .2                      | 7.9   | 54.3  |

**Table 35. Large-Scale Farms by Value of Agricultural Products Sold: 1974 and 1969**

|  | (Billion dollars) |      |
|--|-------------------|------|
|  | 1974              | 1969 |
| Farms With Sales of \$100,000 and Over                   |                   |      |
| Total value of agricultural products sold                | 43.7              | 15.3 |
| All crops, excluding forest products.....                | 21.4              | 4.8  |
| Grains.....  | 10.3              | 1.1  |
| Tobacco.....   | .3                | .1   |
| Cotton and cottonseed.....                               | 1.5               | .3   |
| Field seeds, hay, forage, and silage.....                | .8                | .2   |
| Other field crops.....                                   | 3.2               | .8   |
| Vegetables, sweet corn, and melons.....                  | 1.9               | .9   |
| Fruits, nuts, and berries.....                           | 1.9               | .8   |
| Nursery and greenhouse products.....                     | 1.3               | .6   |
| Forest products.....                                     | .1                | (2)  |
| All livestock, poultry, and their products.....          | 22.3              | 10.5 |
| Poultry and poultry products.....                        | 4.9               | 2.1  |
| Dairy products.....                                      | 2.9               | .9   |
| Cattle and calves.....                                   | 11.9              | 6.8  |
| Hogs, sheep, and other livestock and their products..... | 2.5               | .7   |

GENERAL EXPLANATIONS Continued

**Table 36. Large-Scale Farm Sales by Standard Industrial Classification of Farm: 1974**

| Farms With Sales of \$100,000 and Over  | \$1,000,000 and over | \$1,000,000 to \$4,999,999 | \$5,000,000 to \$9,999,999 | \$10,000,000 and over |
|---|----------------------|----------------------------|----------------------------|-----------------------|
|   | Percent              |                            |                            |                       |
| Farms.....  | 4,041                | 3,486                      | 315                        | 240                   |
| Farms by standard industrial classification:  |                      |                            |                            |                       |
| Cash grain farms (011).....   | 5.7                  | 6.4                        | 1.3                        | 2.1                   |
| Cotton farms (0131).....  | 2.4                  | 2.5                        | 1.9                        | 1.3                   |
| Tobacco farms (0132).....   | .2                   | .2                         | -                          | .4                    |
| Sugar crop, Irish potato, hay, peanut, and other field crop farms (0133, 0134, 0139)..... | 11.4                 | 12.0                       | 8.3                        | 6.3                   |
| Vegetable and melon farms (016).....  | 9.5                  | 10.0                       | 7.9                        | 4.2                   |
| Fruit and tree nut farms (017).....   | 6.7                  | 7.2                        | 5.1                        | 1.3                   |
| Horticultural specialty farms (018).....  | 6.3                  | 7.1                        | 2.2                        | .8                    |
| General farms, primarily crop (0191).....   | 2.6                  | 2.8                        | 1.3                        | 2.1                   |
| Livestock farms, except dairy, poultry, and animal specialty (021).....                   | 32.5                 | 27.3                       | 57.5                       | 75.0                  |
| Dairy farms (024).....  | 5.6                  | 6.3                        | 1.6                        | .8                    |
| Poultry and egg farms (025).....  | 16.2                 | 17.2                       | 13.0                       | 5.4                   |
| Animal specialty farms (027).....   | .7                   | .8                         | -                          | .4                    |
| General farms, primarily livestock (0291).....  | .1                   | .1                         | -                          | -                     |
| Farms not classified by SIC.....  | (2)                  | .1                         | -                          | -                     |

**Table 37. Percent of Large-Scale Farms by Value of Sales: 1974**

| Farms With Sales of \$100,000 and Over | United States | Northeast | North Central | South | West |
|--|---------------|-----------|---------------|-------|------|
|  | Total.....    | 100.0     | 5.2           | 45.4  | 29.8 |
| \$100,000 to \$199,999.....            | 100.0         | 5.3       | 50.8          | 28.7  | 15.2 |
| \$200,000 to \$299,999.....            | 100.0         | 5.2       | 40.8          | 32.7  | 21.4 |
| \$300,000 to \$499,999.....            | 100.0         | 4.9       | 33.6          | 33.0  | 28.5 |
| \$500,000 to \$699,999.....            | 100.0         | 5.3       | 26.7          | 31.1  | 36.9 |
| \$700,000 to \$999,999.....            | 100.0         | 4.2       | 23.8          | 30.2  | 41.9 |
| \$1,000,000 to \$4,999,999.....        | 100.0         | 4.2       | 19.5          | 29.1  | 47.2 |
| \$5,000,000 to \$9,999,999.....        | 100.0         | 2.9       | 21.3          | 26.3  | 49.5 |
| \$10,000,000 and over.....             | 100.0         | 1.3       | 20.0          | 30.0  | 48.8 |

**Table 38. Percent of Large-Scale Farm Sales: 1974**

| Farms With Sales of \$100,000 and Over | Large-scale farms | Farms with sales of-- |                      |                      |
|--|-------------------|-----------------------|----------------------|----------------------|
|  |                   | \$500,000 and over    | \$1,000,000 and over | \$5,000,000 and over |
| United States, total.....              | 100.0             | 41.9                  | 30.6                 | 15.7                 |
| Northeast.....                         | 100.0             | 32.0                  | 19.7                 | 5.4                  |
| North Central.....                     | 100.0             | 24.8                  | 16.4                 | 8.2                  |
| South.....                             | 100.0             | 41.4                  | 30.0                 | 16.0                 |
| West.....                              | 100.0             | 62.6                  | 48.3                 | 25.1                 |

**Table 39. Percent of Large-Scale Farms by Type of Organization: 1974**

| Farms With Sales of \$100,000 and Over    | Large scale farms | Farms with sales of-- |                      |                      |
|---|-------------------|-----------------------|----------------------|----------------------|
|   |                   | \$500,000 and over    | \$1,000,000 and over | \$5,000,000 and over |
| Total.....                                | 100.0             | 100.0                 | 100.0                | 100.0                |
| Individual or family.....                 | 71.0              | 36.7                  | 23.3                 | 8.5                  |
| Partnerships.....                         | 18.2              | 21.1                  | 17.5                 | 8.1                  |
| Corporations, including family owned..... | 10.4              | 41.2                  | 57.8                 | 81.3                 |
| Other.....                                | .4                | 1.0                   | 1.4                  | 2.1                  |

For farms with sales of \$500,000 and over, only 37 percent of the 11,412 farms, were operated as individual or family farms, 21 percent were farm partnerships, and 41 percent were corporate farms. Of the 4,041 farms with sales of \$1,000,000 and over, only 23 percent were individual or family farms, but corporate farms increased to 58 percent.

Over four-fifths of the 555 farms with sales of \$5 million and over were corporations. No other type of organization comprised as much as 10 percent of such farms (table 40).

**Farms with sales of \$40,000 to \$99,999**—The 324,000 farms in this group represented 19 percent of farms

and one-fourth of sales from farms with sales of \$2,500 and over. In resources, these farms operated 27 percent of the land in farms and accounted for almost one-third of the land from which crops were harvested. Almost 87 percent of these farms were operated as individual or family farms and 11 percent were farm partnerships. Over 90 percent of the operators of these farms reported farming as their principal occupation.

“Cash grains” was the most frequent primary enterprise, accounting for 40 percent of these farms. Of the total value of cash grains sold from farms with sales of \$2,500 and over, one-third was accounted for by these farms.

Dairy products, cattle, and hogs were also important sources of sales for these farms. They accounted for 38 percent of dairy product sales, 16 percent of cattle sales, and 35 percent of hog sales.

In producing the \$20 billion in sales, these farms had expenditures of over \$13 billion. The expenditure for feed, which was one-fifth of the total, was the largest of the itemized expenses. These farms purchased almost 30 percent of the fertilizer and the petroleum fuels and oils.

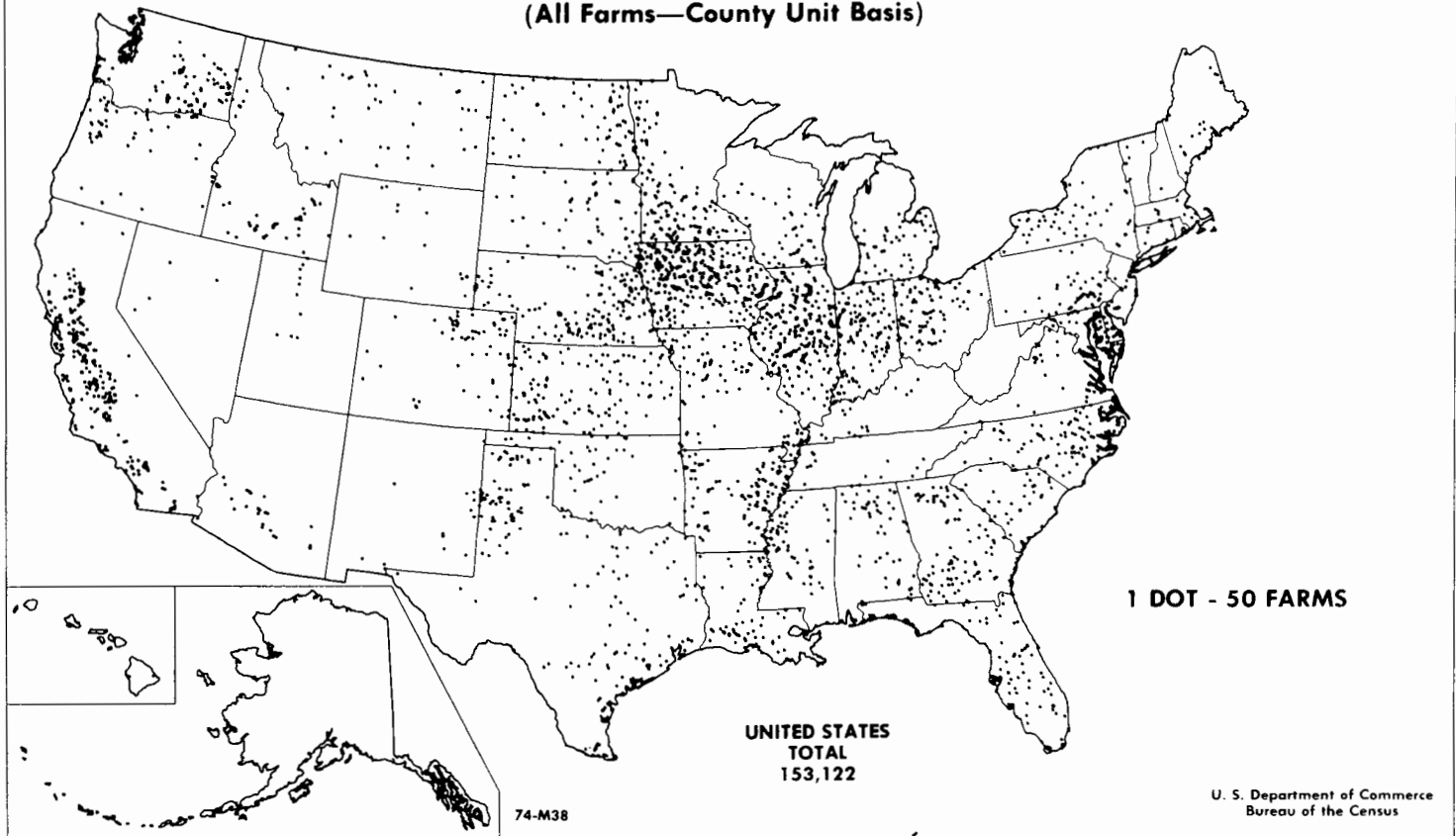
The number of farms of this size in 1974 is almost double the 170,000 in 1969 and almost three times the 111,000 in 1964. Sales from these farms increased in the same proportion over the 10-year period.

Farms in this sales group were concentrated in the North Central States which accounted for almost 60 percent of these farms. Iowa had the highest number, followed by Illinois and Minnesota.

**Farms with sales of \$20,000 to \$39,999 and \$10,000 to \$19,999**—Farms in these sales groups accounted for 37 percent of all farms with sales of \$2,500 and over and 17 percent of the value of sales. These sales groups accounted for a significant part of the resources used on farms with sales of \$2,500 and over, 29 percent of the land in farms and the land from which crops were harvested, and 27 percent of the value of land and buildings.

Seven-eighths of the operators of these farms reported farming as their principal occupation. Over 90 percent of the farms

**Farms With Sales of \$100,000 and Over: 1974**  
(All Farms—County Unit Basis)



were operated by individuals or families and 8 percent by partnerships.

These farms also accounted for 40 percent of the farms with cash grain sales and 21 percent of the value; 36 percent of the farms with cotton sales, and 12 percent of the value. Also, these farms had significant sales of livestock and poultry: 38 percent of farms with cattle and calf sales and 14 percent of the value; 49 percent of farms with dairy product sales and 24 percent of the value; 41 percent of farms with hog and pig sales and 22 percent of the value; and 36 percent of farms with poultry and poultry product sales and 4 percent of the value.

**Farms with sales of \$5,000 to \$9,999**—Farms in this group comprised 17.5 percent of the farms with sales of \$2,500 and over but reported less than 3 percent of the value of agricultural products sold. These farms, on the average, have fewer resources than the farms

with larger sales. In terms of resources, these farms accounted for only 7 percent of the land in farms, less than 3 percent of the land from which crops were harvested, and less than 8 percent of the value of machinery and equipment.

For the crop-type farms, cash grain and tobacco were the most often reported primary enterprises. By SIC, over one-third of the farms in this value group were livestock other than dairy, poultry and animal specialties. Cattle sales were the most often reported and accounted for a large proportion of livestock sales.

Operators of these farms tended to be older and to rely on off-farm employment to a greater degree than those operators of farms with larger sales. The average age of the operator was 53.5 years and 43 percent reported their principal occupation to be other than farming. Individuals or families other than partnerships or corporations operated almost 94 percent of these farms.

Over 86 percent of the farms were in the North Central and the Southern States with Texas and Kentucky the leading States.

**Farms with sales of \$2,500 to \$4,999**—This sales group includes some farms having less than \$2,500 in sales but having acres of crops or livestock operations of significant scale which normally would have had sales in excess of \$2,500. These would include new farm operations, farms having crop failure, and farms with large inventories and small 1974 sales. Almost 11 percent of sales group \$2,500 to \$4,999 had sales of less than \$2,500 in 1974. These farms are shown in table 41.

Over one-half of the 290,000 farms having sales of \$2,500 to \$4,999 had operators who reported that farming was not their principal occupation, and 60 percent indicated that off-farm income was greater than agricultural sales. Over 200,000 of these farms reported off-farm

GENERAL EXPLANATIONS Continued

Table 40. Comparative Share of Resources: 1974

| Farms With Sales of \$2,500 and Over                        | Farms with sales of \$2,500 and over | Farms with sales of-- |                      |                      |                      |                    |                    |
|---|--------------------------------------|-----------------------|----------------------|----------------------|----------------------|--------------------|--------------------|
|   |                                      | \$100,000 and over    | \$40,000 to \$99,999 | \$20,000 to \$39,999 | \$10,000 to \$19,999 | \$5,000 to \$9,999 | \$2,500 to \$4,999 |
|   |                                      |                       |                      |                      |                      |                    |                    |
| Farms.....number, 1974..                                    | 100.0                                | 9.0                   | 19.1                 | 19.0                 | 18.3                 | 17.5               | 17.1               |
| .....number, 1969..   | 100.0                                | 3.0                   | 9.8                  | 19.1                 | 22.8                 | 22.5               | 22.8               |
| Land in farms.....acres, 1974..                             | 100.0                                | 30.6                  | 27.2                 | 17.7                 | 11.3                 | 7.3                | 5.9                |
| .....acres, 1969..  | 100.0                                | 18.7                  | 20.1                 | 22.6                 | 18.7                 | 11.6               | 8.3                |
| Harvested cropland.....farms, 1974..                        | 100.0                                | 9.0                   | 20.0                 | 19.9                 | 18.7                 | 17.1               | 15.3               |
| .....farms, 1969..  | 100.0                                | 2.8                   | 9.8                  | 19.9                 | 23.7                 | 22.5               | 21.2               |
| .....acres, 1974..  | 100.0                                | 31.8                  | 32.1                 | 18.6                 | 9.9                  | 4.9                | 2.7                |
| .....acres, 1969..  | 100.0                                | 11.8                  | 21.1                 | 27.7                 | 21.9                 | 11.4               | 6.1                |
| Value of land and buildings.....1974..                      | 100.0                                | 31.6                  | 27.5                 | 16.2                 | 10.7                 | 7.5                | 6.4                |
| .....1969..   | 100.0                                | 16.6                  | 20.2                 | 23.2                 | 18.4                 | 12.2               | 9.4                |
| Value of machinery and equipment.....1974..                 | 100.0                                | 26.7                  | 29.9                 | 18.2                 | 11.6                 | 7.7                | 5.8                |
| .....1969..   | 100.0                                | 11.7                  | 20.6                 | 25.6                 | 20.1                 | 12.7               | 9.3                |
| Value of agricultural products sold.....1974..              | 100.0                                | 9.0                   | 19.1                 | 19.0                 | 18.3                 | 17.5               | 17.1               |
| .....1969..   | 100.0                                | 3.0                   | 9.8                  | 19.1                 | 22.8                 | 22.5               | 22.8               |
| Value of selected products sold:                            |                                      |                       |                      |                      |                      |                    |                    |
| Cash grain.....farms, 1974..                                | 100.0                                | 10.3                  | 23.0                 | 21.6                 | 19.1                 | 15.3               | 10.7               |
| .....farms, 1969..  | 100.0                                | 2.6                   | 10.8                 | 22.2                 | 25.8                 | 21.8               | 16.8               |
| .....value, 1974..  | 100.0                                | 42.0                  | 32.9                 | 14.6                 | 6.7                  | 2.8                | 1.0                |
| .....value, 1969..  | 100.0                                | 13.0                  | 25.9                 | 29.0                 | 19.3                 | 9.0                | 3.8                |
| Tobacco.....farms, 1974..                                   | 100.0                                | 3.3                   | 10.2                 | 15.4                 | 21.8                 | 25.8               | 23.4               |
| .....farms, 1969..  | 100.0                                | .8                    | 4.1                  | 11.1                 | 20.0                 | 31.1               | 32.9               |
| .....value, 1974..  | 100.0                                | 20.2                  | 25.9                 | 20.9                 | 16.8                 | 10.8               | 5.4                |
| .....value, 1969..  | 100.0                                | 8.8                   | 12.3                 | 21.3                 | 24.1                 | 21.4               | 12.1               |
| Cotton.....farms, 1974..                                    | 100.0                                | 17.1                  | 20.7                 | 18.7                 | 17.3                 | 14.6               | 11.6               |
| .....farms, 1969..  | 100.0                                | 3.9                   | 10.0                 | 16.2                 | 20.7                 | 22.5               | 26.7               |
| .....value, 1974..  | 100.0                                | 67.3                  | 18.0                 | 7.9                  | 4.0                  | 1.9                | .8                 |
| .....value, 1969..  | 100.0                                | 32.8                  | 23.7                 | 18.7                 | 12.8                 | 7.4                | 4.7                |
| Fruit, nuts, and berries.....farms, 1974..                  | 100.0                                | 12.7                  | 16.2                 | 17.3                 | 19.5                 | 18.5               | 15.7               |
| .....farms, 1969..  | 100.0                                | 6.1                   | 11.3                 | 16.6                 | 20.1                 | 23.1               | 22.9               |
| .....value, 1974..  | 100.0                                | 65.0                  | 17.8                 | 8.8                  | 5.0                  | 2.4                | 1.0                |
| .....value, 1969..  | 100.0                                | 48.4                  | 20.5                 | 14.1                 | 9.0                  | 5.4                | 2.5                |
| Nursery and greenhouse products.....farms, 1974..           | 100.0                                | 17.0                  | 16.7                 | 16.1                 | 16.8                 | 17.0               | 16.3               |
| .....farms, 1969..  | 100.0                                | 13.0                  | 15.9                 | 18.5                 | 17.7                 | 17.6               | 17.3               |
| .....value, 1974..  | 100.0                                | 78.2                  | 12.0                 | 5.1                  | 2.7                  | 1.4                | .7                 |
| .....value, 1969..  | 100.0                                | 70.1                  | 15.4                 | 8.1                  | 3.7                  | 1.8                | .9                 |
| Poultry and poultry products.....farms, 1974..              | 100.0                                | 16.4                  | 25.9                 | 20.0                 | 15.5                 | 12.3               | 10.1               |
| .....farms, 1969..  | 100.0                                | 5.4                   | 15.2                 | 23.6                 | 24.5                 | 18.3               | 13.0               |
| .....value, 1974..  | 100.0                                | 79.2                  | 16.9                 | 2.8                  | .7                   | .3                 | .1                 |
| .....value, 1969..  | 100.0                                | 54.3                  | 28.6                 | 11.9                 | 3.5                  | 1.2                | .5                 |
| Dairy products.....farms, 1974..                            | 100.0                                | 8.3                   | 31.1                 | 30.9                 | 18.5                 | 8.1                | 3.1                |
| .....farms, 1969..  | 100.0                                | 1.8                   | 10.8                 | 29.4                 | 30.3                 | 18.7               | 9.0                |
| .....value, 1974..  | 100.0                                | 36.1                  | 38.4                 | 18.8                 | 5.5                  | 1.1                | .2                 |
| .....value, 1969..  | 100.0                                | 16.4                  | 25.8                 | 34.3                 | 17.4                 | 5.0                | 1.1                |
| Cattle and calves.....farms, 1974..                         | 100.0                                | 8.5                   | 20.1                 | 20.0                 | 18.1                 | 16.9               | 16.6               |
| .....farms, 1969..  | 100.0                                | (NA)                  | (NA)                 | (NA)                 | (NA)                 | (NA)               | (NA)               |
| .....value, 1974..  | 100.0                                | 65.0                  | 15.8                 | 8.5                  | 5.3                  | 3.4                | 2.1                |
| .....value, 1969..  | 100.0                                | 48.4                  | 18.4                 | 14.3                 | 9.7                  | 5.8                | 3.4                |
| Hogs and pigs.....farms, 1974..                             | 100.0                                | 9.5                   | 24.6                 | 22.4                 | 18.4                 | 14.4               | 10.7               |
| .....farms, 1969..  | 100.0                                | (NA)                  | (NA)                 | (NA)                 | (NA)                 | (NA)               | (NA)               |
| .....value, 1974..  | 100.0                                | 37.9                  | 35.5                 | 15.4                 | 6.9                  | 3.0                | 1.2                |
| .....value, 1969..  | 100.0                                | (NA)                  | (NA)                 | (NA)                 | (NA)                 | (NA)               | (NA)               |
| Total production expenses.....farms, 1974..                 | 100.0                                | 9.0                   | 19.1                 | 19.0                 | 18.3                 | 17.5               | 17.1               |
| .....farms, 1969..  | 100.0                                | 3.0                   | 9.8                  | 19.1                 | 22.8                 | 22.5               | 22.8               |
| .....value, 1974..  | 100.0                                | 36.9                  | 22.5                 | 10.3                 | 5.3                  | 2.9                | 2.1                |
| .....value, 1969..  | 100.0                                | 37.7                  | 21.7                 | 18.7                 | 11.6                 | 6.0                | 4.3                |
| Feed for livestock and poultry.....farms, 1974..            | 100.0                                | 9.1                   | 20.5                 | 19.6                 | 17.4                 | 16.5               | 16.8               |
| .....farms, 1969..  | 100.0                                | 3.2                   | 11.0                 | 21.4                 | 23.8                 | 21.1               | 19.5               |
| .....value, 1974..  | 100.0                                | 63.8                  | 20.6                 | 8.2                  | 3.7                  | 2.1                | 1.7                |
| .....value, 1969..  | 100.0                                | 43.1                  | 23.5                 | 18.0                 | 9.0                  | 4.0                | 2.5                |
| Livestock and poultry purchased.....farms, 1974..           | 100.0                                | 12.3                  | 22.9                 | 19.2                 | 16.4                 | 14.6               | 14.6               |
| .....farms, 1969..  | 100.0                                | 4.3                   | 13.4                 | 22.8                 | 23.1                 | 19.1               | 17.3               |
| .....dollars, 1974..  | 100.0                                | 73.3                  | 14.1                 | 5.7                  | 3.2                  | 2.0                | 1.8                |
| .....dollars, 1969..  | 100.0                                | 56.5                  | 19.8                 | 12.1                 | 6.2                  | 3.1                | 2.4                |
| Fertilizer.....farms, 1974..                                | 100.0                                | 10.2                  | 21.9                 | 20.5                 | 18.0                 | 15.7               | 13.7               |
| .....farms, 1969..  | 100.0                                | 3.0                   | 10.6                 | 21.0                 | 23.8                 | 21.5               | 20.0               |
| .....dollars, 1974..  | 100.0                                | 44.2                  | 29.4                 | 13.4                 | 6.9                  | 3.7                | 2.3                |
| .....dollars, 1969..  | 100.0                                | 20.7                  | 24.4                 | 24.7                 | 16.0                 | 8.7                | 5.5                |
| Gasoline and other petroleum fuel and oil.....farms, 1974.. | 100.0                                | 9.2                   | 19.6                 | 19.2                 | 18.2                 | 17.2               | 16.6               |
| .....farms, 1969..  | 100.0                                | 3.0                   | 9.9                  | 19.2                 | 22.9                 | 22.5               | 22.6               |
| .....dollars, 1974..  | 100.0                                | 35.0                  | 29.1                 | 16.9                 | 9.9                  | 5.5                | 3.6                |
| .....dollars, 1969..  | 100.0                                | 15.1                  | 20.3                 | 24.8                 | 19.8                 | 11.9               | 8.1                |
| Hired farm labor.....farms, 1974..                          | 100.0                                | 16.8                  | 25.6                 | 19.3                 | 15.0                 | 12.5               | 10.9               |
| .....farms, 1969..  | 100.0                                | 4.6                   | 13.3                 | 22.7                 | 23.1                 | 19.1               | 17.2               |
| .....dollars, 1974..  | 100.0                                | 71.7                  | 16.6                 | 6.2                  | 2.9                  | 1.5                | 1.1                |
| .....dollars, 1969..  | 100.0                                | 50.0                  | 21.3                 | 14.3                 | 7.6                  | 3.9                | 2.9                |

Sales of cattle and calves accounted for almost 40 percent of the total agricultural sales and sales of cash grains represented 25 percent of the total. Although important to this size farm, these cattle sales were only 2 percent of the total for farms with sales of \$2,500 and over.

Production expenditures exceeded farm sales by \$300 million for these farms in 1974. Livestock feed, at \$226 million, was the largest single expenditure, but the all other category accounted for \$480 million or over one-third of the total.

One-half of the farms of this size were in the South with Texas, Kentucky, and Tennessee having the largest numbers.

**Farms with sales of under \$2,500**—Almost 27 percent of all farms had sales under \$2,500 in 1974. Sales of agricultural products from these farms total \$697 million and accounted for less than 1 percent of all farm sales. Sales averaged \$1,130 per farm and three-fifths came from livestock and livestock products.

These farms had less than 6 percent of the land in farms and 2 percent of land from which crops were harvested. Almost 63 percent of the harvested cropland was in hay.

Over two-thirds of the operators of these farms reported that farming was not their principal occupation and almost 80 percent that the income from off-farm sources was equal to or greater than the value of agricultural products sold. A number of operators did not report the relative level of off-farm income so the 80 percent is an understatement of the actual number (table 42).

The definition of a farm used for 1974 referred to places with sales of agricultural products of \$1,000 and over or the potential thereof. In 1974, 276,101 places were counted as farms based on their potential to produce sales of \$1,000 and over in the normal year. The criteria used to measure the potential sales included assigning estimated values to crop acreages, livestock and poultry inventories, and selected production expenditures (table 43).

income, which amounted to \$2.3 billion, or more than double farm sales of \$982 million in 1974. Almost three-quarters of the 200,000 farms had off-farm income of \$5,000 and over. The average age of these operators was 53.6 years, the oldest of any of the value groups with sales of

\$2,500 and over.

In resources, these farms had only 6 percent of the land in farms with sales of \$2,500 and over, less than 3 percent of the land from which crops were harvested, and less than 6 percent of the value of machinery and equipment.

GENERAL EXPLANATIONS Continued

Table 41. Selected Characteristics of Farms: 1974

| Farms With Sales of \$2,500 and Over                       | Farms with sales of \$2,500 and over | Farms with sales of-- |                      |                      |                      |                    |                    |
|--|--------------------------------------|-----------------------|----------------------|----------------------|----------------------|--------------------|--------------------|
|  |                                      | \$100,000 and over    | \$40,000 to \$99,999 | \$20,000 to \$39,999 | \$10,000 to \$19,999 | \$5,000 to \$9,999 | \$2,500 to \$4,999 |
| Average size of farm.....acres..                           | 534                                  | 1,814                 | 761                  | 499                  | 330                  | 222                | 184                |
| Average value of land and buildings per farm.....dollars.. | 182,231                              | 640,106               | 262,194              | 155,840              | 106,909              | 77,964             | 68,224             |
| Average age of operator.....years..                        | 51.4                                 | 48.8                  | 48.9                 | 50.4                 | 51.9                 | 53.5               | 53.6               |
| Percent of farms operated by--                             |                                      |                       |                      |                      |                      |                    |                    |
| Individuals or family.....                                 | 89.5                                 | 71.1                  | 86.6                 | 90.3                 | 91.8                 | 93.6               | 95.1               |
| Partnerships.....  | 8.6                                  | 18.2                  | 11.4                 | 8.6                  | 7.4                  | 5.8                | 4.3                |
| Corporations.....  | 1.7                                  | 10.3                  | 1.7                  | .9                   | .6                   | .5                 | .4                 |
| Other organizations.....                                   | .2                                   | .4                    | .2                   | .2                   | .2                   | .2                 | .2                 |
| Percent of farm operators by principal occupation:         |                                      |                       |                      |                      |                      |                    |                    |
| Farming.....   | 74.3                                 | 94.4                  | 93.1                 | 87.2                 | 74.8                 | 56.7               | 47.5               |
| Other.....   | 25.7                                 | 5.6                   | 6.9                  | 12.8                 | 25.2                 | 43.3               | 52.5               |

Table 42. Farms With Sales Under \$2,500 Included in Tabulation of Farms With Sales of \$2,500 and Over: 1974

| Farms With Sales of Under \$2,500  | United States |               |        |        |       |
|------------------------------------|---------------|---------------|--------|--------|-------|
|                                    | North-east    | North Central | South  | West   |       |
| Farms with sales under \$2,500.... | 32,720        | 1,404         | 11,103 | 15,299 | 4,914 |
| \$1,000 to \$2,499.....            | 22,887        | 843           | 8,580  | 10,689 | 2,732 |
| \$500 to \$999....                 | 4,332         | 178           | 1,284  | 2,247  | 646   |
| \$1 to \$499.....                  | 2,681         | 134           | 637    | 1,375  | 544   |
| None.....                          | 2,820         | 249           | 602    | 988    | 992   |

Table 43. Farms With Potential to Produce Sales of \$1,000 and Over: 1974

| Farms With Sales of Under \$2,500 | Farms with sales under \$2,500 |         |
|-----------------------------------|--------------------------------|---------|
|                                   | Number                         | Percent |
| Farms.....                        | 616,728                        | 100.0   |
| Under \$1,000.....                | 276,101                        | 44.8    |
| \$1,000 to \$1,499.....           | 136,467                        | 22.1    |
| \$1,500 to \$1,999.....           | 110,803                        | 18.0    |
| \$2,000 to \$2,499.....           | 93,357                         | 15.1    |