

Volume 3

Agricultural Services

1978 CENSUS OF AGRICULTURE

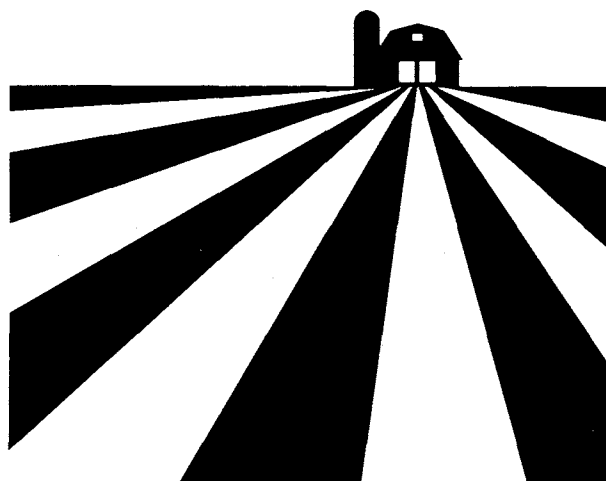
U.S. Department of Commerce
BUREAU OF THE CENSUS



1978 CENSUS OF AGRICULTURE

Volume 3

Agricultural Services



Issued October 1980



U.S. Department of Commerce

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This report was prepared in the Agriculture Division under the general supervision of **Orvin L. Wilhite**, Chief (to January 1980) and **Arnold L. Bollenbacher**, his successor. **Kenneth R. Norell**, Assistant Division Chief for Special Surveys, assisted by **John C. Womack**, Chief, Agricultural Services Branch, was directly responsible for planning and taking the Census of Agricultural Services and the compilation of statistics. The edit specifications were prepared by **Demosthenes Biribilis**. **Jeanette K. Mon** prepared the text. **Joseph T. Aqua** and **Nancy A. O'Neal** assisted in preparing and reviewing the statistical tables. **Georgia M. Buckley**, **Bessie R. Durant**, **Mildred G. Harman**, and **Nancy M. Ireson** made significant contributions in processing report forms, and in preparing publication tables and text. **William A. Harlan** and **Richard G. Pennell** directed the resolution of problems with individual census reports.

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AUTHORITY, AREA COVERED, AND HISTORY

The 1978 Census of Agricultural Services is the third such census taken for the United States. It was conducted as part of the 1978 Census of Agriculture, in accordance with the provisions of title 13, United States Code. Sections 142(a) and 191 of title 13 provide for a periodic census of agriculture in each State, the District of Columbia, Puerto Rico, Guam, and the Virgin Islands. The census of agricultural services was conducted primarily by mail, and covers each State and the District of Columbia.

AGRICULTURAL SERVICE ESTABLISHMENT

The 1978 Census of Agricultural Services was conducted on an establishment basis, where "establishment" is defined according to the 1972 Standard Industrial Classification (SIC) Manual and revised by the 1977 Supplement of the Office of Management and Budget, Executive Office of the President. For purposes of this census, an "agricultural service establishment" is an economic unit primarily engaged in performing for others on a fee or contract basis the following: Soil preparation services, crop services, veterinary services, animal services except veterinary, farm labor and management services, and landscape and horticultural services. In these activities, "primarily engaged" is defined as having received a greater amount of gross receipts for agricultural service activities than for any other SIC major group of activities in which the establishment may be engaged.

Note that agricultural services are often performed as a secondary activity by other establishments. For example, sorting, grading, and packing services are frequently performed by establishments which are primarily engaged in hauling (SIC 42—Motor freight transportation and warehousing), and custom grain grinding is sometimes performed by establishments mainly involved in manufacturing prepared feed (SIC 20—Food and kindred products). Many farm and ranch operators also perform agricultural services for others on a contract or fee basis as a secondary activity. Such secondary activities were excluded from this census.

A business concern or firm engaged in economic activities may consist of more than one establishment depending upon size, location, and relationship of its component activities. The census covers only those establishments primarily engaged in performing agricultural service activities.

SCOPE OF THE CENSUS

The 1978 Census of Agricultural Services was designed to cover the 1978 operations of all agricultural service establishments operating during the year in the United States. The data were collected from establishments primarily engaged in performing agricultural services. For a few cases in which respondents' records were kept on fiscal year basis, data reported for fiscal year 1977-78 were used. Report forms 78-A40A, 78-A40B, 78-A40C, and 78-A40D were used for reporting purposes (see appendix B). The census was conducted on a mailout/mailback basis as in the previous censuses, allowing the respondents to complete the report more nearly at their own convenience as compared to an enumerator-type census. Results from other censuses have shown that, in general, the quality of data on reports completed by respondents exceeds that of reports filled out by enumerators.

COMPARABILITY OF DATA

Comparability of data from the 1978 Census of Agricultural Services with previous census data have been affected by improvements in the coverage of the mail lists, the use of a higher minimum receipts value for inclusion in the tabulations, and modifications in the SIC Manual.

Approximately 352,900 names were included on the 1978 mail list as compared to 142,000 names on the 1974 mail list.

In general, data from the 1978 census are comparable with that of previous censuses. Data obtained for establishments having a dollar volume of business of less than \$2,500 were omitted from the 1978 census. Since there is no satisfactory source list for these small establishments, complete coverage of these establishments was not obtained. Consequently, no attempt was made to include data from these establishments in the final tabulations of the 1978 census. The accuracy of the data collected for small establishments in previous censuses is questionable.

Completion of sections 13, 14, and 15 of the report forms was required only of incorporated establishments and those reporting more than \$50,000 in total volume of business in 1978. It was discovered during the last census that the larger establishments were more able to provide this information with a minimum of difficulty.

Changes in the structure of the SIC system as a result of the 1977 Supplement to the 1972 SIC Manual also affect the comparability of data from the 1978 census with previous censuses. For example, in 1974, grist mill operators and establishments engaged primarily in hay or alfalfa cubing and custom flour, feed, or grain milling were classified as agricultural service establishments. However, in 1978, these establishments were deleted from the major group 07 and, therefore, were excluded from

the census. In view of the addition of irrigation system operation services to the major group 07, data for this agricultural service activity are available for the 1978 census.

RELIABILITY OF DATA

All phases of the census processing were planned to ensure reliable census data. The completed forms were clerically reviewed, keyed to magnetic tape, and then checked by computer for internal consistency. Significant omissions and inconsistencies were resolved by contacting the respondent (by telephone or letter) or by comparison with similar reports. Also during the corresponding stage, efforts were made to obtain completed report forms from nonrespondents. During the last census, certain sections (13, 14, and 15) of the report forms were found to be difficult for small and medium-sized establishments to complete. These sections were only required

of corporations and those establishments reporting \$50,000 or more in total gross receipts. Therefore, 1978 data concerning capital expenses, depreciable assets, and expenses for utilities and fuels obtained from these sections cover only those establishments.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used throughout the tables:

- Zero.
- (X) Not applicable.
- (D) Data withheld to avoid disclosing information for individual establishments.
- (Z) Less than half the unit reported.
- (NA) Not available.

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This section summarizes the statistics from the 1978 Census of Agricultural Services. Data are presented for the number and types of agricultural service establishments in the United States in 1978 and their gross receipts, labor, and annual payroll for agricultural service activities.

NUMBER OF ESTABLISHMENTS

The statistics compiled for this census represent a total of 93,120 agricultural service establishments. The number of establishments in each State is shown in table A.

For this census, agricultural service establishments are categorized into six major industry groups by standard industrial classification for data presentation. The number of establishments in each group is:

Landscape and horticultural services (SIC 078)	46,584
Animal services, except veterinary (SIC 075)	16,890
Veterinary services (SIC 074)	15,551
Crop services (SIC 072)	9,850
Farm labor and management services (SIC 076)	2,769
Soil preparation services (SIC 071)	1,476

These six major industry groups are further broken down into 15 four-digit industry types. Lawn and garden service establishments is the predominant type, accounting for 74 percent of the establishments in the landscape and horticultural service group and 37 percent of all agricultural service establishments in the United States. Next are animal services, except veterinary, for dogs, cats, horses, bees, fish, rabbits, other fur-bearing animals, birds (except poultry), and other pets which make up 85.3 percent of the establishments in the animal

Table A. States Ranked by Agricultural Service Establishments: 1978 and 1974

State	Establishments		Rank		State	Establishments		Rank	
	1978	1974	1978	1974		1978	1974	1978	1974
California.....	20,518	15,662	1	1	Tennessee.....	1,112	551	27	30
Florida.....	6,227	3,506	2	3	Nebraska.....	999	604	28	26
Texas.....	5,597	2,941	3	4	Louisiana.....	985	595	29	27
New York.....	5,188	4,112	4	2	Arkansas.....	947	580	30	29
Ohio.....	3,643	2,488	5	5	Kentucky.....	913	455	31	34
Pennsylvania.....	3,472	2,483	6	6	Alabama.....	897	507	32	32
Illinois.....	3,385	2,057	7	8	Mississippi.....	808	516	33	31
New Jersey.....	3,225	2,241	8	7	South Carolina.....	773	478	34	33
Michigan.....	2,445	1,703	9	9	Idaho.....	577	270	35	37
Washington.....	1,994	1,177	10	12	New Mexico.....	475	264	36	38
Massachusetts.....	1,988	1,549	11	10	South Dakota.....	453	244	37	41
Iowa.....	1,668	974	12	18	Montana.....	444	193	38	44
Indiana.....	1,660	1,036	13	15	Utah.....	399	212	39	43
Connecticut.....	1,658	1,262	14	11	Maine.....	383	257	40	39
Missouri.....	1,635	1,139	15	13	Rhode Island.....	378	293	41	35
Arizona.....	1,596	891	16	20	New Hampshire.....	372	274	42	36
Georgia.....	1,575	1,033	17	16	Hawaii.....	344	255	43	40
North Carolina.....	1,554	996	18	17	North Dakota.....	338	181	44	45
Wisconsin.....	1,475	1,056	19	14	West Virginia.....	329	217	45	42
Colorado.....	1,431	813	20	22	Nevada.....	323	164	46	46
Minnesota.....	1,427	781	21	23	Vermont.....	258	160	47	47
Kansas.....	1,391	745	22	25	Delaware.....	199	149	48	48
Oregon.....	1,381	760	23	24	Wyoming.....	176	94	49	49
Virginia.....	1,372	910	24	19	Alaska.....	78	43	50	50
Maryland.....	1,314	847	25	21	District of Columbia.....	66	42	51	51
Oklahoma.....	1,275	587	26	28					

service, except veterinary, group and 15.5 percent of all agricultural service establishments.

Table B shows the three leading States ranked by number of establishments for individual establishment types and the corresponding percentages of each type for the United States.

GROSS RECEIPTS

Gross receipts for agricultural services from all establishments in 1978 totaled about \$7.25 billion or an average of nearly \$78,000 per establishment. The median amount per establishment was approximately \$25,000. The distribution of establishments according to gross receipts size classes for the United States and the individual geographic regions—Northeast, North Central, South, and West—show that the West leads in the concentration of establishments in the "less than \$10,000" class. This region also has the highest concentration in the classes between \$10,000 and \$100,000.

The distribution by State of gross receipts for agricultural services is shown in chart 1. Table C shows the States ranked by gross receipts.

Of the six industry groups of agricultural service establishments, landscape and horticultural services account for 36.4 percent of the gross receipts for agricultural services, crop services for 23.1 percent, and veterinary services for 21.4 percent. Farm labor and management services; animal services, except veterinary; and soil preparation services make up the remaining 19.1 percent of the total receipts.

Lawn and garden services is the industry type with the largest proportion of gross receipts for agricultural services. It accounts for 54.2 percent of all receipts from landscape and horticultural services, and 19.7 percent of the U.S. total receipts from agricultural services. Veterinary services for dogs, cats, horses, bees, fish, rabbits, other fur-bearing animals, birds (except poultry), and other pets are second in gross receipts, accounting for 78.7 percent of the veterinary service industry group and

16.8 percent of the U.S. total receipts from agricultural services.

When distributed by gross receipts size classes, the largest concentration of establishments is in the "less than \$10,000" size class, totaling 26.9 percent of all establishments; the next largest is in the "\$10,000 to \$19,999" size class, totaling 18.5 percent. Establishments with gross receipts of \$100,000 or more, while representing only 17.6 percent of all establishments, account for 71.8 percent of all receipts. Chart 2 shows the percentage distribution of establishments and gross receipts for agricultural services by gross receipts size class.

LABOR AND ANNUAL PAYROLL

The annual payroll for agricultural services during 1978 totaled over \$2.55 billion. This amount covers over 332,000 paid employees working 150 days or more and nearly 662,000 paid employees working less than 150 days. The total number of unpaid workers includes about 43,000 persons working 150 days or more and approximately 29,000 persons working less than 150 days. Some of the persons working less than 150 days may have worked for more than one establishment during the year and, thus, may have been reported by two establishments or more. Therefore, the total number of persons engaged in agricultural service work for these establishments during 1978 is probably somewhat less than the total of 1,066,000.

The 10 leading States reported an annual payroll for agricultural services of \$1.69 billion accounting for 66.4 percent of the U.S. total. Their relative share of the U.S. agricultural service payroll is shown in table D.

The landscape and horticultural service group had the largest proportion, 37.1 percent, of payroll in the agricultural service industry. Veterinary services was second with 20 percent, and crop services was third with 19.5 percent. Farm labor and management services had 15.1 percent; animal services, except veterinary, had 7 percent; and soil preparation services had 1.2 percent.

Table B. **Leading States by Type and Number of Agricultural Service Establishments: 1978**

SIC code	Type of establishment	States ranked by number of establishments					
		First State		Second State		Third State	
		Name	Percent of U.S. total	Name	Percent of U.S. total	Name	Percent of U.S. total
0711	Soil preparation services.....	Iowa	10.8	California	10.3	Illinois	8.1
0721	Planting, cultivating, and protection.....	California	13.3	Texas	9.8	Arkansas	4.6
0722	Harvesting, primarily by machine.....	California	21.0	Texas	12.9	Kansas	10.4
0723	Preparation for market.....	California	26.7	Texas	8.6	Florida	7.4
0724	Cotton ginning.....	Texas	32.8	Mississippi	13.8	Arkansas	10.9
0729	General crop services.....	-	-	-	-	-	-
0741	Veterinary services for cattle, hogs, sheep, goats, and poultry.....	Iowa	9.7	Texas	6.5	Wisconsin	5.9
0742	Veterinary services for dogs, cats, horses, bees, fish, rabbits, other fur-bearing animals, birds (except poultry), and other pets.....	California	12.9	Texas	7.5	Florida	5.5
0751	Animal services for cattle, hogs, sheep, goats, and poultry.....	California	6.6	Wisconsin	5.2	Iowa	4.9
0752	Animal services for dogs, cats, horses, bees, fish, rabbits, other fur-bearing animals, birds (except poultry), and other pets.....	California	16.0	New York	7.5	Florida	6.3
0761	Farm labor contractors and crew leaders.....	Florida	32.5	California	30.9	Texas	21.1
0762	Farm management services, complete maintenance and management.....	California	28.7	Florida	28.0	Texas	8.1
0781	Landscape counseling and planning.....	California	25.4	New York	6.3	Florida	6.2
0782	Lawn and garden services.....	California	33.9	Florida	8.0	New York	7.0
0783	Ornamental shrub and tree services.....	California	14.5	New York	6.0	Pennsylvania	5.7

Chart 1. Distribution of Gross Receipts for Agricultural Services
in the United States: 1978

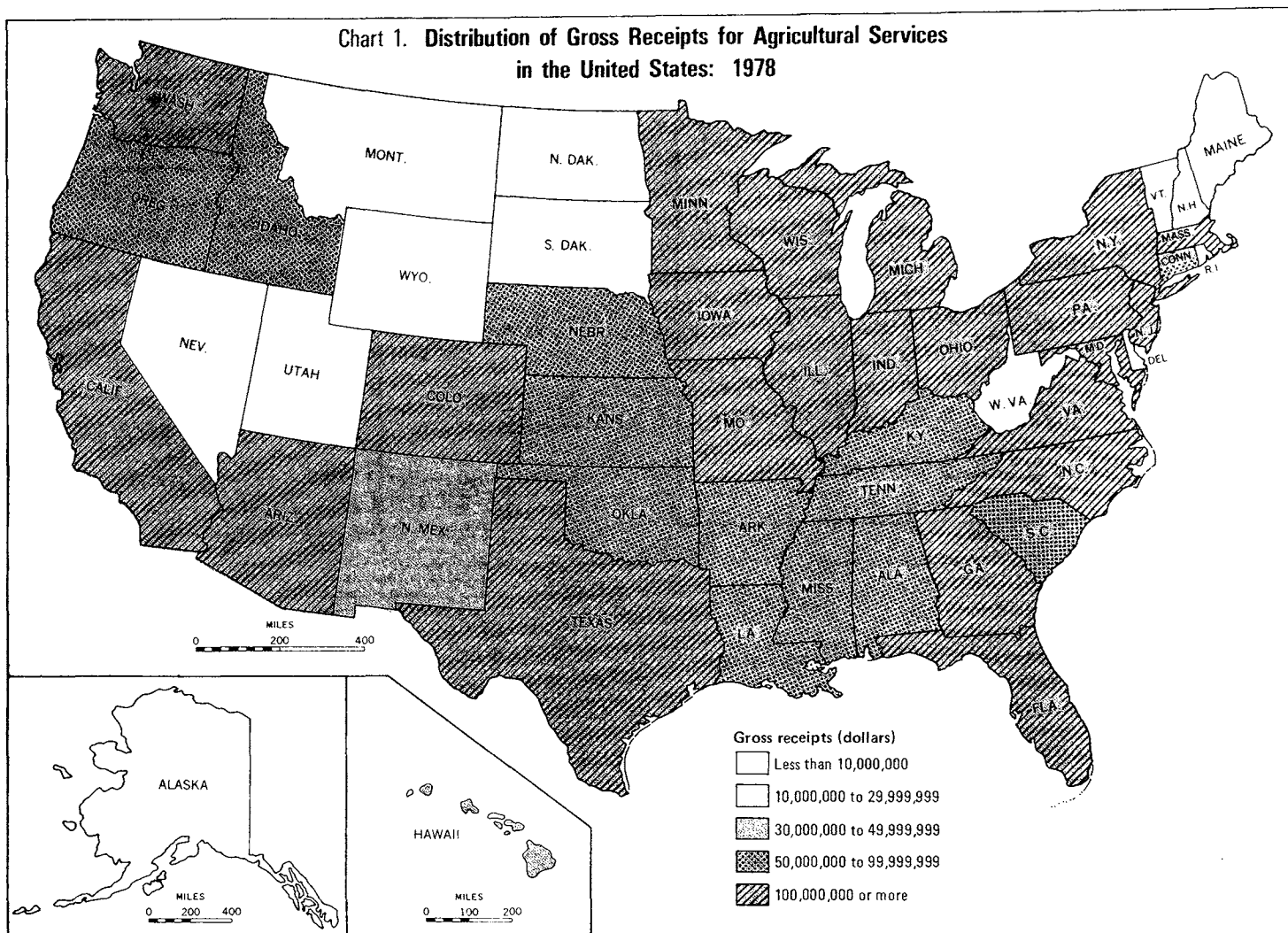


Table C. States Ranked by Gross Receipts for Agricultural Services: 1978 and 1974

State	Gross receipts (\$1,000)		Rank		State	Gross receipts (\$1,000)		Rank	
	1978	1974	1978	1974		1978	1974	1978	1974
California.....	1,838,945	824,966	1	1	Kentucky.....	79,824	27,905	27	31
Florida.....	686,994	359,250	2	2	Mississippi.....	78,923	41,840	28	25
Texas.....	505,602	183,490	3	5	Oklahoma.....	78,608	25,424	29	32
New York.....	315,765	207,673	4	4	Tennessee.....	76,870	24,904	30	33
Illinois.....	264,093	102,675	5	7	Kansas.....	73,000	32,735	31	28
Pennsylvania.....	252,911	209,056	6	3	Nebraska.....	68,599	32,628	32	29
Ohio.....	241,994	143,477	7	6	Alabama.....	61,419	31,672	33	30
Washington.....	180,084	72,391	8	11	Idaho.....	59,063	19,859	34	35
Michigan.....	175,439	91,752	9	9	South Carolina.....	50,923	24,226	35	34
New Jersey.....	172,544	99,822	10	8	Hawaii.....	37,618	15,355	36	37
Arizona.....	166,529	82,687	11	10	New Mexico.....	31,114	15,863	37	36
Massachusetts.....	113,503	66,407	12	12	Utah.....	25,123	6,893	38	48
Maryland.....	112,910	63,268	13	13	Montana.....	22,341	8,247	39	46
Wisconsin.....	111,947	62,442	14	14	South Dakota.....	21,803	11,692	40	39
Virginia.....	109,823	48,541	15	20	Nevada.....	21,413	8,326	41	45
Minnesota.....	108,434	43,782	16	24	Maine.....	20,218	12,004	42	38
Colorado.....	108,111	48,340	17	21	North Dakota.....	19,754	7,864	43	47
North Carolina.....	107,700	52,493	18	19	West Virginia.....	17,924	8,901	44	42
Georgia.....	105,192	58,025	19	15	Vermont.....	16,811	8,676	45	44
Indiana.....	103,766	44,342	20	23	New Hampshire.....	15,925	10,156	46	41
Iowa.....	102,978	52,688	21	18	Rhode Island.....	15,174	10,310	47	40
Missouri.....	102,941	55,068	22	16	Delaware.....	11,999	8,709	48	43
Connecticut.....	87,946	54,364	23	17	Wyoming.....	9,092	3,275	49	50
Louisiana.....	85,518	41,549	24	26	District of Columbia.....	5,085	3,492	50	49
Oregon.....	83,328	39,376	25	27	Alaska.....	4,762	1,747	51	51
Arkansas.....	82,536	44,363	26	22					

Chart 2. Distribution of Establishments and Gross Receipts for Agricultural Services by Gross Receipts Size Class: 1978

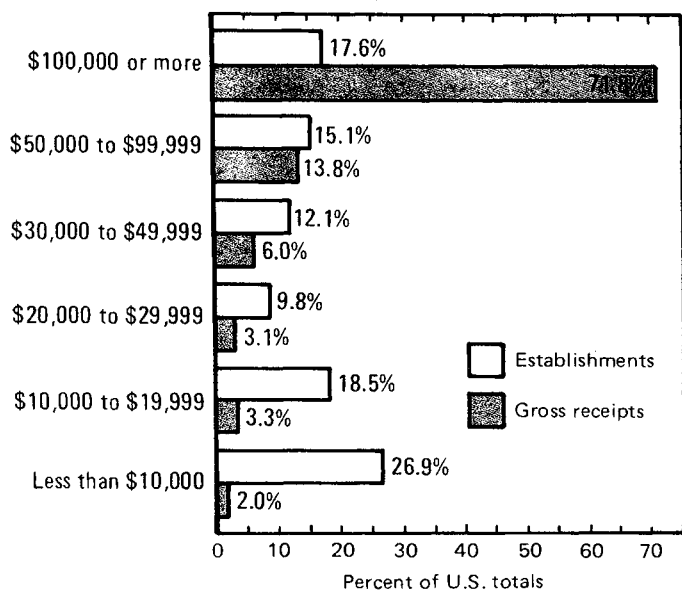


Table D. Leading States in Percent of Annual Payroll for Agricultural Services: 1978 and 1974

State	Percent	
	1978	1974
United States.....	100	100
California.....	27.0	23.2
Florida.....	10.3	11.8
Texas.....	6.9	4.8
New York.....	4.4	6.0
Illinois.....	3.7	2.6
Pennsylvania.....	3.5	8.2
Ohio.....	3.4	4.6
Michigan.....	2.5	2.5
Arizona.....	2.4	2.5
Washington.....	2.3	1.6

Farm labor and management services had the largest proportion, 36.4 percent, of paid (full and part-time) employees. Landscape and horticultural services had the second largest proportion with 28.1 percent, followed by crop services with 20 percent. The combined total of veterinary services; animal services, except veterinary; and soil preparation services represent the remaining 15.5 percent of the U.S. total.

The distribution of payroll and paid employees for agricultural services by industry group is shown in chart 3.

TYPE OF ORGANIZATION

While individual proprietorships account for 74.7 percent of the total number of agricultural service establishments, they account for only 37.1 percent of the gross receipts and 27.4 percent of the annual payroll. On the other hand, corporations account for 50.5 percent of the gross receipts and 61.9 percent of the annual payroll, while representing only 16.3 percent of the total number of establishments.

Chart 4 presents a comparison of these organizations by number of agricultural service establishments, gross receipts, and

Chart 3. Distribution of Payroll and Paid Employees for Agricultural Services by Industry Group: 1978

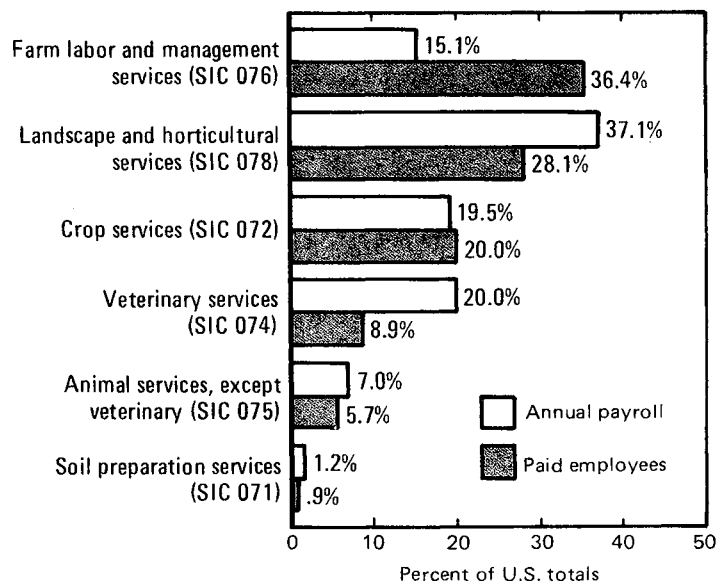
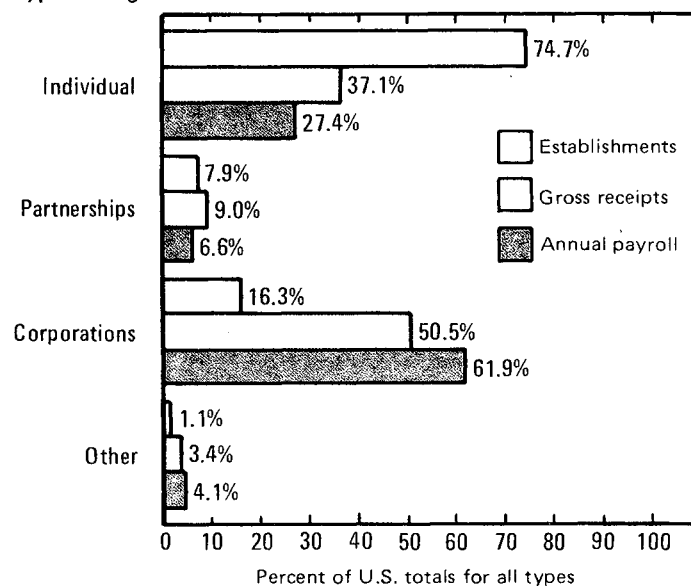


Chart 4. Agricultural Service Establishments by Type of Organization: 1978



payroll. The average gross receipts and annual payroll for agricultural services for the four types of organizations are shown in table E.

Table E. Average Gross Receipts and Annual Payroll for Agricultural Services by Type of Organization: 1978 and 1974

Type of organization	1978 average		1974 average	
	Gross receipts	Annual payroll	Gross receipts	Annual payroll
Individual.....	38,621	10,062	28,472	6,797
Partnership.....	88,634	22,795	76,831	18,293
Corporation.....	241,524	104,022	223,770	98,039
Other.....	242,461	102,212	244,538	99,232

AGRICULTURAL SERVICE ACTIVITIES

The leading geographic regions and States for each agricultural service activity by gross receipts and the corresponding percentages of the activity totals are shown in table F.

The 20 leading agricultural service activities by gross receipts and their percentages of the U.S. total are shown in table G. These 20 activities represent nearly 90 percent of the U.S. total in 1978.

Table F. Leading Regions and States in Gross Receipts for Agricultural Service Activities: 1978

SIC and census code	Activity	Leading regions		Leading States			
				First State		Second State	
		Name	Percent of U.S. total	Name	Percent of U.S. total	Name	Percent of U.S. total
07	Agricultural services.....	(X)	100.0	(X)	100.0	(X)	100.0
071	Soil preparation services.....	West	34.3	California	23.2	Iowa	8.5
07110	Plowing or land breaking.....	West	71.4	California	60.5	Texas	9.1
07111	Harrowing or seedbed preparation.....	West	65.3	California	48.2	Florida	7.0
07112	Fertilizer and lime spreading before planting.....	North Central	36.0	California	16.0	Iowa	8.8
07113	Weed control before planting.....	North Central	49.2	California	20.3	Iowa	14.7
07119	Other.....	West	37.8	California	18.8	North Carolina	12.7
072	Crop services.....	West	53.5	California	38.1	Texas	12.6
0721	Planting, cultivating, and protection.....	West	42.0	California	24.5	Texas	11.8
07210	Planting with or without fertilizer.....	West	39.6	California	29.7	Florida	16.2
07211	Fertilizer spreading (only) after planting.....	West	41.6	California	24.6	Texas	6.5
07212	Aerial dusting and spraying for disease and insect control with or without fertilizer.....	South	43.1	California	21.6	Texas	14.2
07213	On-ground dusting and spraying for disease and insect control with or without fertilizer.....	West	68.5	California	60.5	Texas	4.9
07214	Weed control after planting.....	North Central	50.3	California	11.5	Iowa	11.4
07215	Citrus grove cultivation or maintenance.....	South	52.8	Florida	51.1	California	47.1
07216	Cultivation, mechanical and flame, other than citrus grove..	West	74.8	California	50.2	Arizona	10.8
07217	Pruning of orchards or vineyards.....	West	75.1	California	42.4	Arizona	24.7
07218	Irrigation services, custom.....	West	85.7	California	74.6	Louisiana	5.0
07219	Other.....	West	45.5	California	19.7	Alabama	10.4
0722	Harvesting, primarily by machine.....	West	59.0	California	43.5	Kansas	8.8
07220	Corn for all purposes.....	West	43.4	California	34.4	Kansas	13.3
07221	Wheat or other small grains (combining).....	North Central	37.4	California	24.1	Kansas	20.7
07222	Cotton.....	West	86.1	California	64.1	Arizona	21.9
07223	Fruits or berries.....	West	67.6	California	59.8	Florida	19.2
07224	Vegetables.....	West	79.3	California	73.1	Wisconsin	6.4
07225	Soybeans, other beans, peas, or peanuts.....	South	35.3	California	23.7	Iowa	9.4
07226	Hay (mowing, raking, baling, or chopping).....	West	69.5	California	44.0	Texas	8.4
07229	Other.....	West	57.3	California	40.8	Florida	15.3
0723	Preparation for market.....	West	63.7	California	47.9	Florida	15.2
07230	Corn shelling or drying.....	North Central	74.6	Iowa	26.8	Ohio	16.9
07231	Crop drying other than corn.....	South	78.6	Texas	31.9	Louisiana	20.6
07232	Grain grinding and mixing.....	South	44.1	Pennsylvania	16.3	North Carolina	9.5
07233	Bean or grain cleaning.....	West	35.4	Idaho	13.8	California	13.7
07234	Cotton seed delinting.....	South	82.0	Texas	56.5	California	14.6
07235	Packaging fresh or farm-dried fruits or vegetables.....	West	76.2	California	69.4	Florida	16.7
07236	Sorting, grading, or packing of fruits or berries.....	West	72.2	California	52.8	Florida	19.1
07237	Sorting, grading, or packing of vegetables.....	West	64.6	California	46.3	Florida	19.4
07239	Other.....	West	62.3	California	49.6	Texas	17.1
0724	Cotton ginning.....	South	64.7	Texas	32.4	California	22.2
07240	Cotton ginning.....	South	64.8	Texas	32.4	California	22.0
07241	Cotton pickery.....	South	60.0	Texas	56.9	California	35.1
07249	Other.....	West	80.8	California	80.8	Texas	18.0
074	Veterinary services.....	South	29.0	California	14.2	Texas	6.2
0741	Cattle, hogs, sheep, goats, and poultry.....	North Central	49.8	Iowa	10.6	Wisconsin	7.3
07410	Professional services.....	North Central	51.9	Iowa	11.4	Wisconsin	7.5
07411	Hospital care.....	South	32.7	California	10.7	Texas	9.7
07412	Artificial insemination.....	North Central	50.3	Iowa	13.1	Minnesota	12.1
07419	Other.....	South	30.6	California	17.6	Texas	17.2
0742	Dogs, cats, horses, bees, fish, rabbits, other fur-bearing animals, birds (except poultry), and other pets.....	South	30.9	California	16.4	New York	6.4
07420	Professional services.....	South	30.6	California	16.5	New York	6.4
07421	Hospital care.....	South	32.4	California	16.3	New York	6.6
07422	Artificial insemination.....	South	44.9	Oklahoma	14.7	Texas	12.8
07429	Other.....	South	42.5	Mississippi	18.7	Washington	7.8
075	Animal services, except veterinary.....	South	31.3	California	14.4	New York	8.2
0751	Cattle, hogs, sheep, goats, and poultry.....	North Central	41.0	Wisconsin	9.4	California	7.7
07510	Artificial insemination and breeding, except by veterinarians.....	North Central	53.0	Wisconsin	27.0	New York	14.0
07511	Dairy herd improvement associations.....	North Central	49.2	Wisconsin	20.3	California	10.0
07512	Pedigree record services.....	Northeast	43.3	Vermont	42.7	Missouri	16.4
07513	Slaughtering for individuals.....	North Central	45.6	Nebraska	16.2	Texas	8.1
07514	Sheep dipping and shearing.....	West	57.4	Texas	22.9	California	20.4
07515	Livestock vaccinating, except by veterinarians.....	South	57.2	Texas	25.2	Arkansas	24.2
07516	Poultry services.....	South	75.9	Arkansas	27.0	California	16.6
07519	Other.....	South	35.3	California	13.9	Texas	6.4

Table F. Leading Regions and States in Gross Receipts for Agricultural Service Activities: 1978—Con.

SIC and census code	Activity	Leading regions		Leading States			
				First State		Second State	
		Name	Percent of U.S. total	Name	Percent of U.S. total	Name	Percent of U.S. total
0752	Dogs, cats, horses, bees, fish, rabbits, other fur-bearing animals, birds (except poultry), and other pets.....	South	33.0	California	16.8	New York	9.7
07520	Artificial insemination and breeding, except by veterinarians.....	South	46.0	Kentucky	34.6	Pennsylvania	12.8
07521	Boarding, showing, or training of horses, including race horses.....	South	34.8	California	18.1	New York	12.8
07522	Boarding, showing, training, or grooming of dogs and cats...	South	29.5	California	16.9	Florida	7.2
07523	Pedigree record services.....	South	52.6	Texas	47.0	Colorado	17.4
07529	Other.....	South	29.9	California	14.7	New York	12.0
07	Agricultural services--Con.						
076	Farm labor and management services.....	West	55.9	California	51.5	Florida	33.7
0761	Farm labor contractors and crew leaders.....	West	64.3	California	59.9	Florida	29.8
07610	Farm labor contractors.....	West	67.7	California	63.1	Florida	27.9
07611	Crew leaders.....	South	88.8	Florida	61.2	Texas	26.8
0762	Farm management services (complete maintenance and management)	South	50.3	Florida	41.5	California	35.1
07620	Citrus grove.....	South	79.6	Florida	72.6	California	16.2
07621	Orchard or vineyard.....	West	87.9	California	86.5	Texas	6.2
07629	Other.....	West	41.8	California	34.4	Illinois	9.2
078	Landscape and horticultural services.....	West	28.6	California	19.9	Florida	7.0
0781	Landscape counseling and planning.....	West	42.7	California	30.8	Florida	6.5
07810	Landscape architects.....	West	39.7	California	30.4	Florida	6.6
07811	Landscape counseling or planning.....	West	48.7	California	31.6	Florida	6.4
0782	Lawn and garden services.....	West	31.5	California	22.7	Florida	7.7
07820	Lawn or garden services, including planting, mowing, spraying, fertilizing, etc.....	West	31.7	California	22.8	Florida	7.8
07821	Cemetery upkeep or mowing highway center strips and edges, independent.....	South	31.9	California	13.3	Texas	11.8
0783	Ornamental shrub and tree services.....	South	29.4	California	14.4	Pennsylvania	7.2
07830	Shrub and tree services, including planting, fertilizing, spraying, trimming, and surgery, except for public utility lines.....	West	29.0	California	19.3	New York	6.4
07831	Tree trimming for public utility lines, independent.....	South	42.0	Pennsylvania	10.5	Florida	7.1

Table G. Leading Agricultural Service Activities in Gross Receipts: 1978

Census code	Activity	Gross receipts (\$1,000)	Percent of gross receipts
	United States.....	7,250,920	100.0
07820	Lawn or garden services, including planting, mowing, spraying, fertilizing, etc.....	1,389,459	19.2
07420	Professional services.....	1,047,107	14.4
07830	Shrub and tree services, including planting, fertilizing, spraying, trimming, and surgery, except for public utility lines.....	703,618	9.7
07610	Farm labor contractors.....	419,317	5.8
07236	Sorting, grading, or packing of fruits or berries.....	388,622	5.4
07831	Tree trimming for public utility lines, independent.....	357,657	4.9
07410	Professional services.....	296,075	4.1
07240	Cotton ginning.....	283,329	3.9
07212	Aerial dusting and spraying for disease and insect control with or without fertilizer, including seeding.....	255,986	3.5
07521	Boarding, showing, or training of horses, including race horses.....	222,254	3.1
07522	Boarding, showing, training, or grooming of dogs and cats.....	202,073	2.8
07237	Sorting, grading, or packing of vegetables.....	187,710	2.6
07421	Hospital care.....	154,169	2.1
07620	Citrus grove.....	124,154	1.7
07810	Landscape architects.....	114,105	1.6
07239	Other market preparation services.....	100,188	1.4
07235	Packaging fresh or farm-dried fruits or vegetables.....	83,206	1.1
07513	Slaughtering for individuals.....	73,362	1.0
07811	Landscape counseling or planning.....	58,622	.8
07629	Other farm management services.....	56,629	.8

AGRICULTURAL SERVICE INDUSTRY GROUPS

The landscape and horticultural service group had the largest number of establishments totaling 46,584 (50 percent) of the U.S. total. This group also led in gross receipts with \$2.64 billion (36.4 percent) of the total gross receipts. In addition, landscape and horticultural services accounted for the largest

portion of annual payroll with \$947 million (37.1 percent) of the U.S. total.

Animal services, except veterinary, accounted for 16,890 establishments (18.1 percent) of the U.S. total. This group accounted for \$634 million (8.7 percent) of total gross receipts and \$178 million (7 percent) of annual payroll.

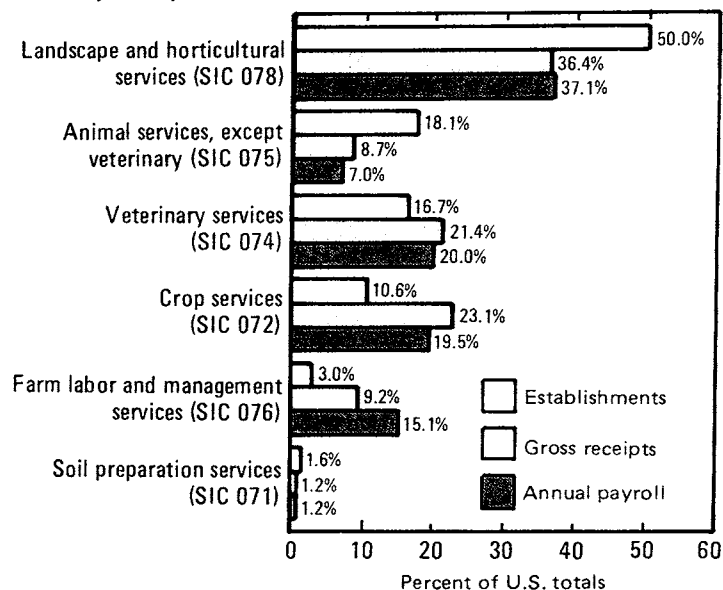
Veterinary services accounted for 15,551 establishments (16.7 percent) of the U.S. total. This group accounted for \$1.55 billion (21.4 percent) of total gross receipts and \$510 million (20 percent) of annual payroll.

Crop services ranked next in number of establishments representing 9,850 (10.6 percent) of the U.S. total, but ranked second in total gross receipts with \$1.68 billion (23.1 percent) and third in annual payroll with \$498 million (19.5 percent).

The farm labor and management services (SIC 076) and soil preparation service (SIC 071) industry groups accounted for the remaining 4,245 establishments (4.6 percent) of all establishments. These two groups had gross receipts of \$752 million (10.4 percent) and an annual payroll of \$417 million (16.3 percent) for the industry.

Chart 5 presents a comparison of the six industry groups by number of agricultural service establishments, gross receipts, and annual payroll.

Chart 5. Agricultural Service Establishments by Industry Group: 1978



REGIONS AND DIVISIONS OF THE UNITED STATES

