



Corn Farming

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A \$67.3 billion industry, 17 percent of total U.S. agriculture sales.

Four states...

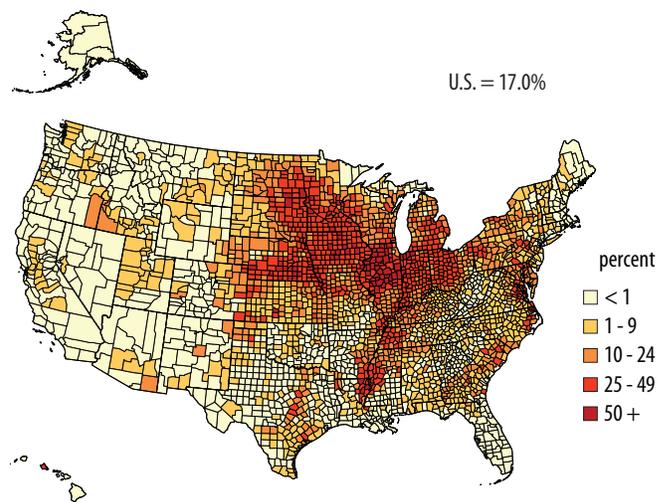
... accounted for more than half of corn sales in 2012.

Top States in Sales (\$ billions)

Iowa	11.7
Illinois	8.3
Minnesota	7.6
Nebraska	7.6
Indiana	4.1
South Dakota	3.1
Ohio	2.9
North Dakota	2.5
Wisconsin	2.3
Kansas	2.3

In 2012, the U.S. corn industry had sales of \$67.3 billion, including both corn for grain and corn for silage. These sales accounted for 17 percent of total U.S. agriculture sales. Some corn production takes place in every region, but it is most concentrated in a small number of states. The 2012 Census of Agriculture provides a comprehensive picture of the corn industry, as well as the oilseed and grain sector overall.

Corn Sales as Percent of Agriculture Sales, by County, 2012



Source: USDA NASS, 2012 Census of Agriculture.

Industry Size, Value, and Location

Combined sales of corn for grain and silage were 69 percent higher in 2012 than in 2007, when the last agriculture census was conducted. During that time, production of corn for grain decreased and production for silage increased. U.S. farmers produced 10.3 billion bushels of corn for grain in 2012, compared to 12.7 billion in 2007. They produced 113 million tons of silage in 2012, up 9 percent since 2007. (Table 1)

Table 1
U.S. Corn Farming, 2007 and 2012

	2007	2012	% Change
Sales (\$ billions)	39.9	67.3	+ 69
Farms with sales	347,540	361,744	+4
Production			
For grain (billion bushels)	12.7	10.3	- 19
For silage (million tons)	104	113	+9

Source: USDA NASS, 2012 Census of Agriculture.

Iowa led the country in corn for grain production in 2012, producing 1.8 billion bushels, followed by Minnesota (1.3 billion bushels), Illinois (1.3 billion bushels), and Nebraska (1.2 billion bushels). These four states accounted for 54 percent of the total corn for grain produced in the United States. These same states (in different rank order) together accounted for 52 percent of corn sales (including silage).

Top Counties in Corn Sales (\$ millions)	
Kossuth, IA	331.6
Brown, SD	297.0
La Salle, IL	294.0
Renville, MN	282.2
Whiteside, IL	281.2
Iroquois, IL	277.3
Richland, ND	265.7
Cass, ND	261.6
Bureau, IL	254.3
McLean, IL	250.1
<i>Does not include counties withheld to avoid disclosing individual data.</i>	
<i>Source: USDA NASS, 2012 Census of Agriculture.</i>	

Farm Characteristics

Eighty-three percent of farms with corn sales were family or individually operated, accounting for 65 percent of sales. Partnerships (including family partnerships) were 9 percent of operations and 19 percent of sales. (Table 2)

Table 2
Corn Farms by Type of Operation, 2012

	% of Operations	% of Sales
Family/Individual	83	65
Partnership	9	19
Corporation	7	15
Other	1	1
All	100	100

Source: USDA NASS, 2012 Census of Agriculture.

Oilseed and Grain Farming (including corn)

In 2012, there were 369,332 U.S. farms with more than half of their income coming from sales of oilseed and grain crops, including corn. Of these specialized farms, 268,990 had grain and silage corn sales of \$59.2 billion, which accounted for 88 percent of the \$67.3 billion in total U.S. corn sales.

Production Costs. Total production costs on specialized oilseed and grain farms were \$93.1 billion in 2012, a 75 percent increase over 2007, when production expenses were \$53.1 billion. The largest expenses were fertilizer, at \$18.8 billion, and cash rent for land and buildings, at \$13.4 billion. Per farm average costs were \$251,982, a 60 percent increase from 2007.

Producer Characteristics. The 2012 Census of Agriculture identified characteristics of those responsible for the day-to-day operation of oilseed and grain farms. These farmers were slightly younger than principal operators of all farms. Four percent were women, a smaller share than the 14 percent for all farms. Sixty-six percent reported farming as their primary occupation. Thirty-seven percent earned less than a quarter of their income from farming in 2012, while 13 percent earned their entire income from farming. (Table 3)

Table 3
Oilseed and Grain Producers: Key Characteristics, 2007 and 2012
(principal operators of farms specializing in oilseed and grain farming)

	2007	2012	All Farms 2012
	percent		
Gender			
Male / Female	95 / 5	96 / 4	86 / 14
Age			
Under 45 years	19	19	16
45 to 64 years	53	52	51
65 years and older	28	29	33
Primary Occupation			
Farming / Other	66 / 34	66 / 34	48 / 52
Percent of Income from Farming			
< 25%	40	37	70
25% to 49%	14	13	8
50% to 74%	18	19	9
75% to 99%	17	18	7
100%	11	13	6
Average Age (years)	56.1	56.6	58.3

Principal operator is the person responsible for day-to-day operation of the farm. A farm "specializing in oilseed and grain production" has more than half of its sales come from that commodity.
Source: USDA NASS, 2012 Census of Agriculture.

To learn more about corn farming, the oilseeds and grain sector, the 2012 Census of Agriculture, and how to access national, state, and county data, go to:

www.agcensus.usda.gov