

## Appendix I: Sources of Data

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Most of the data in this report are from the Agricultural Resource Management Survey (ARMS) (U.S. Dept. of Agric., 2004), Phase III<sup>1</sup>, and the census of agriculture. The ARMS, Phase III, collects financial data on U.S. farm businesses and information about farm operators and their households. The ARMS is designed and conducted each year by the Economic Research Service (ERS) and the National Agricultural Statistics Service (NASS), both agencies of the U.S. Department of Agriculture. ARMS Phase III has been conducted since 1996. Prior to 1996 (from 1984-1995), this information was collected on the Farm Costs and Returns Survey (FCRS). The census of agriculture began in 1840 (U.S. Dept. Agr., NASS, 1999a), which allows information to be tracked over long periods of time. In 1997, responsibility was transferred from the Department of Commerce, Bureau of the Census, to NASS. In contrast to the census, the ARMS (or FCRS) is a relatively new survey.

### ARMS Data

The target population of the ARMS, Phase III is all farming units in the 48 contiguous States that sell or normally would sell at least \$1,000 of agricultural products during the calendar year covered by the survey.<sup>2</sup> The annual survey collects financial data on farm businesses and basic information on the farm operator and the operator household.

The relative standard error (RSE), a measure of sampling variability, is available from survey results. The RSE is the standard error of the estimate expressed as a percentage of the estimate. Any estimate with an RSE greater than 25 percent is identified in the figures and tables. Standard errors can also be used to evaluate the statistical differences between ARMS-based estimates. Different versions of the ARMS questionnaire are used each year, and each version collects information useful for a specific purpose. The relative standard error (RSE), a measure of sampling variability, is available from survey results. Standard errors can also be used to evaluate statistical significance of differences between ARMS-based estimates. Differences are stressed in the text only when estimates are significantly different at the 90-percent confidence level or higher.

The ARMS collects detailed information about one operator per surveyed farm. In the case of farms with more than one operator, detailed information is collected about the primary operator and limited information is collected about secondary operators. Similarly, the survey collects detailed information about one, primary household per farm and limited information about households of secondary operators.

In this report, the terms “household” and “family” are used interchangeably, although the ARMS actually collects household data. There is a technical difference between a family and a household. A family is made up of two or more people who live together and who are related by blood, marriage, or adoption. A household consists of all the people (related and unrelated) who live together in a housing unit. The ARMS also includes people dependent on the household who live elsewhere, such as college students living away

<sup>1</sup> ARMS Phase I, is a screening survey process used to identify farm operations eligible for sampling. Phase II collects information about production practices and costs for specific commodities on selected sample farm operations.

<sup>2</sup> Both ARMS and FCRS (its predecessor) exclude Alaska and Hawaii, largely for cost reasons.

from home. Most of the information in this report is for the farm operator and the operator's household.

## **Census of Agriculture Longitudinal File**

The Census of Agriculture Longitudinal file is a subset of the census files; developed by combining individual farm operator records for five censuses (1978, 1982, 1987, 1992, and 1997) into one continuous record. Each record represents one individual farm operator's responses about a farm operation to all and/or any censuses. Thus, farms can be followed for a 20-year period. The file contains 4.5 million observations (records) and 85 analysis variables.

The longitudinal file attempts to follow farm operations that are tied to the farm land rather than follow individual farm operators. This is done using the census file number (CFN). The CFN identifies a farm operation for a particular census, and may follow a farm operation through subsequent censuses (up to five on the longitudinal file). If the farm continues from one census to the next, and the farm operator responds to the census using the same CFN, the information reported by that farm for that census period is appended to the longitudinal file using the same CFN. If the operation changes hands, either through sale or inheritance, the CFN may continue, it may change, or it may be terminated.

A farm is defined as going out of business when either the questionnaire is returned with the indication that it is no longer operating as a farm, or there is no response to repeated requests for information. The absence of a farm in a particular census year is represented in the longitudinal file by zeros for all the variables for that observation for that year. We consider a farm to be out of business (an exit) when zeros in the CFN field indicate that the farm has been discontinued. Likewise, a farm operation with a CFN that is not matched or linked to a previous longitudinal record would be considered a new business and added to the longitudinal file as a new record. This is classified as an entry.

While the CFN is unique to a single farm operation the opposite is not necessarily true. A single farm does not necessarily have one unique CFN. A CFN must only be unique to a farm operation for a given census time period. Therefore, a single farm operation could have as many as five CFNs on the longitudinal file, one for each census. While a farm operation's CFN may extend to subsequent censuses, this may not be the case if a farm changes hands. If a farm operation changes hands, the CFN may or may not change. If the operation is taken over by a family member it would likely continue with the old number. However, if it is sold, it would probably receive a new number. In this case the new number and the old number would be linked together. This linking would require matching farm operations either manually or by computer. Matching new CFNs to old CFNs would be performed by the data collection agency, either the Census Bureau or NASS. Linking allows data for the new CFN to be added to longitudinal data from the previous census under the old CFN, thereby extending the longitudinal record. If the farm is sold and no link established (there is no evidence that this farm is continuing) then zeros are recorded in the longitudinal CFN field and other data fields for that record for that census period.

Farms that are split up may have a portion of their operation continue under the old number and the rest under a new number/s, or all parcels of the operation may receive new numbers.

The longitudinal file is not truly longitudinal. Rather than identifying farms and following them as time progresses, it uses data collected in the past for another purpose (the agricultural census). Thus, it is subject to some measurement error.

## **Appendix II: Measuring Farm Operator Household Income**

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The Economic Research Service (ERS) estimates farm operator household income using the Agricultural Resource Management Survey (ARMS). Farm self-employment income from ARMS is the sum of the operator household's share of net farm business income (less depreciation) and wages paid to the operator. Adding other farm-related income of the operator household yields earnings of the operator household from farming activities. Finally, total operator household income is calculated by adding earnings from off-farm sources. Off-farm income may come from a variety of sources, including wages and salaries, interest, dividends, private pensions, and Social Security.

Operator household income is measured according to the definition of income used in the Current Population Survey (CPS), conducted by the Bureau of the Census. The CPS is the source of official U.S. household income statistics. Calculating an estimate of farm household income that is consistent with CPS methodology allows comparisons between the income of farm households and all U.S. households. The CPS defines income to include any receipts of cash. The CPS definition departs from a strictly cash concept by deducting depreciation, a noncash business expense, from income of the self-employed.

## Appendix III: Defining Family Farms

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There is no universally accepted definition of “family farm,” and Congress, researchers, and others have used a variety of definitions, implicit and explicit. Some of these definitions are summarized below:

1. All farms except large, nonfamily corporations (U.S. Congress, 1985)
2. Farms with no hired manager; no nonfamily corporations or cooperatives (Salant et al., 1986; Hoppe et al., 1996)
3. Farms using less than 1.5 person-years of hired labor; no hired manager (U.S. Congress, 1985)
4. Farms with less than 3.0 person-years of labor; family supplying at least half of labor (Irwin, 1973)
5. Farms with less than 1.5 to 2.0 family workers and the same or fewer number of hired workers; buying and selling in the market; self-managed; tenancy not extremely high (Breimyer, 1991)
6. Farms where agricultural production is either the primary occupation of the operator (or is an important contributor to family income); that provide at least half-time employment for an operator, family member, or a hired laborer; and that are operated by no more than three extended families (Sumner, 1985).

The Economic Research Service (ERS) uses definition 2, which includes all farms except those with hired managers and those organized as nonfamily corporations, cooperatives, estates, etc. (see box “Farms Included as Family Farms”). The farms included in definition 2 are closely held (legally controlled) by their operator and the operator’s family. The operator and operator families of the excluded farms have limited say over the distribution of the net income or equity of the farms they operate.

Under this definition, 97 percent of U.S. farms are classified as family farms. A definition that classifies all but 3 percent of U.S. farms as family farms may seem too inclusive. However, by any reasonable standard, most farms are small businesses, and small businesses tend to be family-run.

To some extent, the cutoff between small and large businesses is arbitrary, but some commonly used cutoffs result in most U.S. farms being classified as small. Three examples help make this point.

1. In the past, ERS classified farms as noncommercial (small) if they had less than \$50,000 in agricultural sales. Using this \$50,000 cutoff, 76 percent of all farms are classified as small (appendix table III-1).
2. The National Commission on Small Farms recommended classifying farms as small if they had sales less than \$250,000 (U.S. Dept. Agr., Nat’l. Comm. on Small Farms, 1998). The Commission’s cutoff classifies 93 percent of farms as small.
3. Finally, the Small Business Administration (SBA) generally classifies farms as small if they have sales of no more than \$750,000 (U.S. Small Bus. Adm.). By SBA standards, about 98 percent of U.S. family farms are small.

## Farms Included as Family Farms

Under the Economic Research Service (ERS) definition, family farms include farms without a hired manager that are:

- Organized as sole or family proprietorships
- Organized as partnerships
- Organized as family corporations

**Excluded from family farms:**

- Farms with a hired manager
- Farms organized as nonfamily corporations
- Farms organized as cooperatives, estates, trusts, and grazing associations.

The SBA uses higher cutoffs for nonfarm businesses. Some common cutoffs are: 500 employees for most manufacturing and mining, 100 employees for all wholesale trade, \$6 million in annual revenue for most retail trade and services, \$28.5 million for most general and heavy construction contractors, and \$12 million for all special trade contractors.<sup>1</sup>

### Appendix table III-1—Farms classified as small under different cutoffs, 2001

Small-farm cutoff	Farms classified as small
	<i>Percent</i>
Sales less than \$50,000 (noncommercial farm cutoff, ERS)	76.0
Sales less than \$250,000 (small farm cutoff, U.S. Commission on Small Farms)	92.8
Sales of \$750,000 or less (small farm cutoff, U.S. SBA)	98.1

Source: USDA, Economic Research Service, 2001 Agricultural Resource Management Survey, Phase III.

<sup>1</sup> The SBA considers a variety of factors when establishing size standards: industry structure, degree of competition, average establishment size, startup costs, ease of entry, distribution of sales and employment by firm size, impact of different cutoffs on the SBA objectives, and comments from the public.

## Appendix IV: Defining and Counting Farms

The official census definition of a farm is “any place from which \$1,000 or more of agricultural products were produced and sold, or normally would have been sold, during the census year” (U.S. Department of Agriculture, National Agricultural Statistics Service, 1999a). If a place does not have \$1,000 in sales, a “point system” assigns values for acres of various crops and head of livestock to estimate a normal level of sales. “Point farms” are farms with fewer than \$1,000 in sales with points worth at least \$1,000. Point farms tend to be very small. Some, however, may normally have high sales but experience low sales in a particular year due to bad weather, disease, or other factors. Farms and point farms are determined for each census, based on current dollars. Both the census of agriculture and the Agricultural Resource Management Survey (ARMS) use the point system.

Although the official farm definition has not changed since the 1974 Census of Agriculture, minor differences existed between the census and USDA definitions (U.S. Department of Agriculture, National Agricultural Statistics Service, 1999b). The Census Bureau excluded Christmas tree farms and farms with all their cropland enrolled in the Conservation or Wetlands Reserve Programs (CRP and WRP). The Bureau, however, included farms having five or more horses and sales of no other farm products; USDA’s National Agricultural Statistics Service (NASS) excluded these in its surveys. After the responsibility for the census of agriculture was transferred to NASS from the Census Bureau, the NASS and census definitions were merged. The 1997 Census included Christmas tree and CRP/WRP farms, and NASS surveys began to include horse farms in 1995.

Two new types of farms—operations specializing in maple syrup or “short-rotation wood crops” (other than Christmas trees)—were added to both counts starting in 1997, due to the implementation of the new North American Industry Classification System. Short-rotation wood crops, which include trees grown for pulp or tree stock in addition to Christmas trees, have a harvest cycle of less than 10 years. The addition of these new farm types, however, had far less effect on the farm count in the census than the addition of CRP/WRP farms—discussed in the first chapter—simply because there were fewer of them. Farms specializing in maple syrup or short rotation wood crops totaled 14,400 in 1997. About 8,800 of these farms had sales less than \$10,000, including 1,500 point farms.

Despite the standardization of the census and NASS definitions, the 1997 Census count of farms (1,911,859) and the 1997 NASS count of farms (2,190,510) still differed because of Census undercoverage of farms (U.S. Department of Agriculture, National Agricultural Statistics Service, 1999a). The count of farms in the ARMS, used extensively in this report, is weighted to correspond to an initial version of the official NASS count,<sup>1</sup> excluding “abnormal farms” (institutional, experimental, and research farms) and farms in Alaska and Hawaii. Abnormal farms are outside the scope of ARMS, and ARMS excludes Alaska and Hawaii to reduce the cost of the survey.

<sup>1</sup> The initial NASS estimate is used each year because the final, or revised, estimate is not available when ARMS data are processed. See *Farms and Land in Farms: Final Estimates, 1993-97*, for information on how and when the estimates are revised.

The higher count of farms in ARMS, however, does not necessarily mean that statistics from ARMS are superior to those from the census. For example, the census is better at including the largest farms, those with sales greater than \$1,000,000. The farms that the census misses tend to be small, and farms with sales near the \$1,000 cutoff in the farm definition are most likely to be undercounted (U.S. Department of Agriculture, National Agricultural Statistics Service, 1999a). In contrast, ARMS undersamples farms with sales of \$1,000,000 or more. In 1997, the ARMS count of the largest farms was 30 percent below the census count (appendix table IV-1). The ARMS estimate of sales fell short of the corresponding census estimate by a similar magnitude, 32 percent. Nevertheless, both ARMS and the census show the same trend: greater concentration in agriculture.

**Appendix table IV-1—Comparing farms with sales of \$1,000,000 or more from the 1997 Census of Agriculture and the 1997 Agricultural Resource Management Survey**

Item	1997		ARMS as share of Census
	Agricultural Resource Management Survey (ARMS)	1997 Census of Agriculture	
	<i>Number</i>		<i>Percent</i>
Number of farms	2,049,384	1,911,859	107.2
Sales less than \$1,000,000	2,031,318	1,885,925	107.7
Sales of \$1,000,000 or more	18,065	25,934	69.7
	<i>Percent</i>		
Distribution of farms:			
Sales less than \$1,000,000	99.1	98.6	na
Sales of \$1,000,000 or more	0.9	1.4	na
	<i>Million dollars</i>		
Sales of agricultural products	164,996	196,865	83.8
Sales less than \$1,000,000	109,612	114,754	95.5
Sales of \$1,000,000 or more	55,384	82,111	67.5
	<i>Percent</i>		
Distribution of sales of agricultural products:			
Sales less than \$1,000,000	66.4	58.3	na
Sales of \$1,000,000 or more	33.6	41.7	na

na = Not applicable.

Note: The census of agriculture and the Agricultural Resource Management Survey (ARMS) define sales differently. The census defines sales to include the value of agricultural products sold or removed from the farm, regardless of who received the payment (the operator, partner, landlord, or contractor). Government payments are excluded. The ARMS definition in 1997 includes the operations government payments. The ARMS sales data in this table are adjusted to make them more comparable with census sales by subtracting government payments.

Sources: USDA, Economic Research Service, 1997 Agricultural Resource Management Survey, Phase III, and USDA, National Agricultural Statistics Service (1999a).



## Appendix V Tables: Distribution of farms by gender, type, and acreage, 1978-97

Appendix table V-1—Farm numbers and acres operated by acreage class and gender, 1978-97

Item	1978		1982		1987		1992		1997	
	Farms	Acres	Farms	Acres	Farms	Acres	Farms	Acres	Farms	Acres
<b>Women:</b>										
Less than 10	12,368	43,470	17,671	66,366	20,227	73,467	22,124	85,560	23,800	97,279
10-24	11,904	191,601	16,010	254,814	17,792	280,333	20,366	321,151	24,171	381,549
25-49	14,538	529,048	16,969	614,043	17,408	627,809	19,469	700,784	22,807	819,997
50-99	20,257	1,461,143	21,668	1,557,824	22,130	1,592,737	23,248	1,663,302	27,674	1,982,807
100-249	26,177	4,105,915	28,317	4,436,900	29,797	4,701,900	31,855	5,022,720	36,144	5,686,913
250-500	10,125	3,496,073	11,072	3,821,500	12,323	4,256,312	13,802	4,771,512	15,320	5,285,317
500 and more	8,765	22,604,886	9,892	24,607,228	11,964	28,358,203	14,292	32,342,743	15,186	33,211,270
All	104,134	32,432,136	121,599	35,358,675	131,641	39,890,761	145,156	44,907,772	165,102	47,465,132
<i>Percent</i>										
Less than 10	11.9	0.1	14.5	0.2	15.4	0.2	15.2	0.2	14.4	0.2
10-24	11.4	0.6	13.2	0.7	13.5	0.7	14.0	0.7	14.6	0.8
25-49	14.0	1.6	14.0	1.7	13.2	1.6	13.4	1.6	13.8	1.7
50-99	19.5	4.5	17.8	4.4	16.8	4.0	16.0	3.7	16.8	4.2
100-249	25.1	12.7	23.3	12.5	22.6	11.8	21.9	11.2	21.9	12.0
250-500	9.7	10.8	9.1	10.8	9.4	10.7	9.5	10.6	9.3	11.1
500 and more	8.4	69.7	8.1	69.6	9.1	71.1	9.8	72.0	9.2	70.0
<i>Percent</i>										
<b>Men</b>										
Less than 10	129,691	487,226	169,994	662,025	163,030	600,209	144,372	575,842	129,715	551,778
10-24	155,165	2,512,660	191,864	3,082,170	174,538	2,797,275	162,652	2,606,978	169,285	2,720,468
25-49	201,425	7,350,321	224,409	8,144,238	202,699	7,355,427	185,224	6,710,765	194,570	7,042,223
50-99	309,850	22,505,404	322,107	23,279,459	288,737	20,868,127	260,107	18,762,939	267,359	19,248,230
100-249	528,894	86,017,190	531,206	86,199,991	477,939	77,499,721	423,997	68,534,281	409,666	65,825,743
250-500	319,758	112,760,632	323,792	114,267,825	292,217	103,295,755	258,785	91,267,716	239,578	84,366,140
500 and more	333,247	673,134,271	356,005	715,802,196	356,958	712,163,350	345,007	712,165,213	336,584	704,575,541
All	1,978,030	904,767,704	2,119,377	951,437,904	1,956,118	924,579,864	1,780,144	900,623,734	1,746,757	884,330,123
<i>Percent</i>										
Less than 10	6.6	0.1	8.0	0.1	8.3	0.1	8.1	0.1	7.4	0.1
10-24	7.8	0.3	9.1	0.3	8.9	0.3	9.1	0.3	9.7	0.3
25-49	10.2	0.8	10.6	0.9	10.4	0.8	10.4	0.7	11.1	0.8
50-99	15.7	2.5	15.2	2.4	14.8	2.3	14.6	2.1	15.3	2.2
100-249	26.7	9.5	25.1	9.1	24.4	8.4	23.8	7.6	23.5	7.4
250-500	16.2	12.5	15.3	12.0	14.9	11.2	14.5	10.1	13.7	9.5
500 and more	16.8	74.4	16.8	75.2	18.2	77.0	19.4	79.1	19.3	79.7

Source: USDA, Economic Research Service, compiled from the Census of Agriculture Longitudinal data file.

**Appendix table V-2—Farms by operator gender and farm type, 1978-97**

Item	1978		1982		1987		1992		1997	
	Farms	Percent of farms	Farms	Percent of farms	Farms	Percent of farms	Farms	Percent of farms	Farms	Percent of farms
<b>Women:</b>										
Cash grains	14,842	14.3	16,380	13.5	14,526	11.0	14,955	10.3	14,024	8.5
Field crops	16,360	15.7	15,980	13.1	15,900	12.1	19,151	13.2	18,409	11.2
Vegetables and melons	1,429	1.4	1,494	1.2	1,550	1.2	2,153	1.5	2,483	1.5
Fruits and tree nuts	5,963	5.7	6,929	5.7	7,934	6.0	9,041	6.2	9,025	5.5
Horticulture	2,583	2.5	3,127	2.6	3,483	2.6	5,617	3.9	7,257	4.4
General crops	2,819	2.7	2,958	2.4	3,599	2.7	3,565	2.5	4,042	2.4
Livestock excluding dairy and poultry	46,206	44.4	54,075	44.5	58,831	44.7	61,390	42.3	64,468	39.0
Dairy	4,325	4.2	4,949	4.1	4,662	3.5	4,584	3.2	3,264	2.0
Poultry and eggs	3,634	3.5	3,992	3.3	4,246	3.2	4,317	3.0	4,644	2.8
Animal specialties	4,043	3.9	9,669	8.0	15,256	11.6	17,445	12.0	22,117	13.4
General livestock	1,930	1.9	2,046	1.7	1,654	1.3	2,938	2.0	14,223	8.6
Tree products	na	na	na	na	na	na	na	na	1,146	0.7
<b>Total</b>	<b>104,134</b>		<b>121,599</b>		<b>131,641</b>		<b>145,156</b>		<b>165,102</b>	
<b>Men:</b>										
Cash grains	494,600	25.0	560,168	26.4	443,870	22.7	390,053	21.3	371,206	21.3
Field crops	244,094	12.3	237,273	11.2	227,728	11.6	231,187	12.6	219,285	12.6
Vegetables and melons	27,004	1.4	29,229	1.4	27,251	1.4	27,452	1.4	24,252	1.4
Fruits and tree nuts	68,544	3.5	77,442	3.7	80,389	4.1	80,473	4.2	73,499	4.2
Horticulture	23,817	1.2	26,070	1.2	27,986	1.4	34,095	2.1	37,403	2.1
General crops	62,916	3.2	55,557	2.6	54,289	2.8	45,242	2.6	45,796	2.6
Livestock excluding dairy and poultry	806,508	40.8	852,411	40.2	833,436	42.6	746,893	40.6	708,310	40.6
Dairy	146,108	7.4	159,679	7.5	133,649	6.8	108,828	4.8	82,983	4.8
Poultry and eggs	39,749	2.0	37,979	1.8	34,248	1.8	30,749	1.8	31,971	1.8
Animal specialties	32,133	1.6	55,371	2.6	72,599	3.7	63,059	4.1	71,923	4.1
General livestock	32,557	1.6	28,198	1.3	20,673	1.1	22,073	3.8	66,830	3.8
Tree products	na	na	na	na	na	na	na	na	13,299	
<b>Total</b>	<b>1,978,030</b>		<b>2,119,377</b>		<b>1,956,118</b>		<b>1,780,104</b>		<b>1,746,757</b>	

na = Not available as a separate group.

Source: USDA, Economic Research Service, compiled from the Census of Agriculture Longitudinal data file.

**Appendix table V-3—Farm sales by operator gender and farm type, 1978-97**

Item	1978		1982		1987		1992		1997	
	<i>Sales per farms (dollars)</i>	<i>Percent of sales</i>	<i>Sales per farms (dollars)</i>	<i>Percent of sales</i>	<i>Sales per farms (dollars)</i>	<i>Percent of sales</i>	<i>Sales per farms (dollars)</i>	<i>Percent of sales</i>	<i>Sales per farms (dollars)</i>	<i>Percent of sales</i>
<b>Women:</b>										
Cash grains	26,014	14.6	31,729	16.8	32,920	11.0	45,279	12.1	57,722	11.8
Field crops	15,052	9.3	16,999	8.8	21,922	8.0	22,983	7.9	22,487	6.0
Vegetables and melons	50,165	2.7	38,487	1.9	75,768	2.7	55,950	2.2	96,184	3.5
Fruits and tree nuts	31,859	7.2	34,644	7.8	47,833	8.7	50,698	8.2	59,595	7.8
Horticulture	37,186	3.6	39,234	4.0	59,144	4.7	57,789	5.8	70,558	7.5
General crops	20,383	2.2	16,717	1.6	13,980	1.2	22,445	1.4	26,994	1.6
Livestock excluding dairy and poultry	16,190	28.2	13,946	24.4	19,476	26.3	22,421	24.7	23,007	21.6
Dairy	62,773	10.3	82,497	13.2	112,059	12.0	147,254	12.1	192,875	9.2
Poultry and eggs	139,726	19.2	136,556	17.6	217,728	21.2	275,151	21.3	393,716	26.7
Animal specialties	12,709	1.9	10,695	3.3	10,461	3.7	12,485	3.9	10,435	3.4
General livestock	11,533	0.8	10,484	0.7	13,282	0.5	7,882	0.4	1,624	0.3
Tree products	na	na	na	na	na	na	na	na	35,728	0.6
Total	25,433		25,440		33,077		38,448		41,534	
<b>Men:</b>										
Cash grains	57,509	22.6	67,079	25.8	65,290	18.5	89,999	20.5	116,054	22.7
Field crops	44,231	8.6	49,033	8.0	60,028	8.7	67,326	9.1	77,108	8.9
Vegetables and melons	138,411	3.0	149,678	3.0	189,150	3.3	237,623	3.8	327,155	4.2
Fruits and tree nuts	76,906	4.2	81,243	4.3	98,232	5.0	116,905	5.5	161,114	6.2
Horticulture	142,515	2.7	158,312	2.8	235,379	4.2	232,908	4.6	265,117	5.2
General crops	54,122	2.7	64,897	2.5	58,827	2.0	80,078	2.1	90,664	2.2
Livestock excluding dairy and poultry	54,085	34.6	52,092	30.5	63,091	33.6	71,678	31.2	72,535	27.0
Dairy	100,413	11.7	126,000	13.8	155,258	13.3	194,161	12.3	244,799	10.7
Poultry and eggs	256,814	8.1	285,372	7.4	423,819	9.3	521,336	9.3	652,691	11.0
Animal specialties	26,721	0.7	24,783	0.9	24,811	1.2	25,203	0.9	30,139	1.1
General livestock	45,966	1.2	51,017	1.0	65,349	0.9	53,077	0.7	15,504	0.5
Tree products	na	na	na	na	na	na	na	na	30,985	0.2
Total	63,651		68,785		79,996		96,410		108,777	

na = Not available as a separate group.

Source: USDA, Economic Research Service, compiled from the Census of Agriculture Longitudinal data file.