

**SMALL, MEDIUM AND LARGE FARMS IN THE  
NORTH CENTRAL REGION: A STATISTICAL PROFILE**

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Extension specialists are often challenged to design programs that meet the needs of certain classes of farmers, such as small, medium or large-scale operators. The purpose of this paper is to summarize and compare characteristics of three size groups of farms in the North Central Region, as background for a thorough discussion of how extension specialists can meet the needs of each of these groups.

**DEFINITION OF FARM SIZE**

Farm size can be measured in many ways. For farms producing the same product in a homogeneous area, number of acres or number of livestock is a common measure. When comparing across all farms in a large region a broader definition is needed. The three farm size task force groups formed by the North Central Regional Farm Management Extension Committee agreed to use total market value of agricultural products sold as a measure of farm size. The 1987 Census of Agriculture reports many farm characteristics by the market value of products sold, in categories from less than \$2,500 to over \$1 million dollars.

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Given that returns to labor in agriculture typically range from 15 to 20 percent of gross income, the minimum level of gross farm income needed to earn an average U.S. wage rate for full-time employment is about \$100,000. A small farm, therefore, was defined as any operation which will likely generate less than the minimum income needed to support a full-time equivalent worker, or a farm with gross sales less than \$100,000. A large farm is one that will likely generate earnings that will support several family members and/or hired employees. The break between a medium and large farm was set at \$500,000 of gross sales. Farms with \$100,000 to \$500,000 of gross sales were placed in the medium category.

#### **CHARACTERISTICS OF SMALL, MEDIUM AND LARGE FARMS**

Using the Census of Agriculture definition of a farm, a unit with \$1,000 or more gross sales, the large majority of North Central farms (82.7 percent) are classed as small operations (Table 1). Although the small farms averaged only 277 acres in size, they controlled 56 percent of the agricultural land in the North Central Region. These small farms averaged \$24,595 in receipts per farm and accounted for 30 percent of the total agricultural sales in 1987.

At the other extreme in size, the 9,560 farms that grossed over one-half million dollars per farm are only 1.1 percent of the total number of farms, but sold one-fourth of all products, with average receipts of nearly 1.5 million dollars per farm. Large farms controlled nearly six percent of the farmland.

Forty-five percent of the agricultural sales came from medium sized farms. These farms are 16 percent of the total and operate 38 percent of the farmland. Average sales per medium farm were \$185,816.

## **SOURCES OF INCOME**

As expected, net cash income per farm varied directly with total sales. The net cash income on large farms was \$279,433 per farm, but dropped to \$9,059 on the smallest farms (Table 4). Data in Table 5 indicate that small farms received more of their net cash income from government payments (44.1 percent) and other farm income (8.6 percent) than medium and large farms did.

Large farms had smaller profit margins per dollar of sales. Net cash income as a percent of total sales was only 18.8 percent on large farms, compared to 39.6 percent on farms grossing between \$100,000 and \$500,000, and 36.8 percent on the smallest farms. The percent of small farms with positive net cash returns was only 57 percent, however, compared to about 89 to 91 percent on the medium and large farms (Table 5).

On a regional basis, large farms received a much higher proportion of their cash sales from livestock (over 81 percent) than the medium and small farms did. Overall, 58.3 percent of the sales come from livestock. Evidently large scale enterprises are more competitive or at least more feasible for livestock than for crops. Nearly 70 percent of the large farms' livestock sales come from cattle. Most of the poultry sales also come from large farms. For medium farms cattle, hogs and dairy were about equally important.

Within the mix of crop sales, over 90 percent of the small and medium farms' sales were from grain. Large farms, on the other hand, had over 27 percent of their crop sales from horticultural crops, such as fruits, vegetables and ornamentals.

## **LAND TENURE AND USE**

Of the 350 million acres of land in farms in the North Central Region, 60 percent is owned by the operating farmers and the rest is leased. All farm sizes operated substantial proportions

of both owned and rented land. Small farm operators owned the highest proportion of their land, nearly 69 percent (Table 9). Medium farms leased the highest proportion, 54 percent. The average small farm operated 277 acres of owned and rented land compared to the regional average of 407 acres. All three farm sizes had an average of 51 to 58 percent of their land in harvested cropland (Table 10). However, small farms tended to have more of their land in pasture and woodlots, and large farms had relatively more land in range land.

### **PRODUCTIVITY AND EXPENSES**

Productivity apparently decreases as farm size decreases (Table 11). Grain yields for corn, wheat and soybeans dropped 20-30 percent from large farms to small farms (Table 11). Dollars of dairy products sold per cow also decreased, from \$1,833 on large farms to \$1,248 on farms grossing less than \$100,000 in the North Central Region. Possible explanations are lower quality land, poorer management, or less capital investment.

Commercial fertilizer expenditure per cropland acre decreased from \$22.63 on large farms to only \$10.89 on the smallest farms (Table 12). The proportion of cropland receiving commercial fertilizer also dropped, from 63 to 44 percent as farm size decreased. Agricultural chemical (pesticide) expenditures per cropland acre dropped from \$14.69 on large farms to \$6.74 on the smallest farms, and the percent of cropland treated dropped from 52 percent on the large farms to 38 percent on the small farms. This may be related to the fact that the small farms depended more on hay and other crops and less on horticultural crops, although the proportion of land in grain production was about the same for all farms. Smaller farms may be substituting more animal manure and pest control labor for purchased fertilizer and pesticides.

Total farm expenses averaged over \$1.2 million per farm for the large farms, compared to only \$20,312 for the small farms (Table 13). The mix of expenditures differed among size

groups. Only one-third of the small farms had any hired labor expense, and it accounted for less than three percent of the total expense. Only half the small farms had interest expense, compared to 85 and 92 percent of the medium and large farms, so we can infer that small farm operators are more likely to use only family labor and equity capital.

#### **AGE AND EMPLOYMENT STATUS**

Small farm operators tend to be older than other farmers -- over 21 percent of them are over 65 (Table 14). Large farmers were over 65 more often than medium farmers, however, 11.2 percent versus 7.4 percent. Only 56.7 percent of the small farmers reported that farming was their primary occupation. No doubt many had substantial off-farm employment. Less than 8 percent of the medium and large farmers had a nonfarm occupation.

Off-farm work was much more common for the small farmers than for the medium or large operators. Only 42 percent of the small farmer group reported having no off-farm employment, and over 38 percent worked more than 200 days away from the farm (Table 15). This has implications for financial and labor management, as well as for program delivery methods.

The USDA and the Department of Commerce publish an annual estimate of the occupations and industries of employed persons 15 years of age and over who live on farms (Table 16). In the North Central states, 677,000 farm residents work in farm occupations, 511,000 as farm operators or managers and 166,000 as farm workers. This is only half of all farm residents (Table 17). However, data in Table 19 indicate that nearly 73 percent of midwest farm households had some income from farm self-employment.

**SUMMARY**

Farm operators differ substantially in their resources, sources of income and personal characteristics. Some general conclusions can be drawn about these characteristics by grouping farmers by their total agricultural sales. Extension specialists can use this information to design programs targeted to the specific needs and habits of their farmer audiences.

Table 1. Number of Farms by Farm Size

Farms	All Farms	Annual Sales			Percent of Total Farms	Annual Sales		
		\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000		\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	105,180	1,630	25,157	78,393	Iowa	1.5%	23.9%	74.5%
Illinois	88,786	1,059	18,588	69,139	Illinois	1.2%	20.9%	77.9%
Indiana	70,506	827	10,126	59,553	Indiana	1.2%	14.4%	84.5%
Kansas	68,579	957	8,422	59,200	Kansas	1.4%	12.3%	86.3%
Michigan	51,172	588	5,808	44,776	Michigan	1.1%	11.3%	87.5%
Minnesota	85,079	860	15,546	68,673	Minnesota	1.0%	18.3%	80.7%
Missouri	106,105	493	8,399	97,213	Missouri	0.5%	7.9%	91.6%
North Dakota	35,289	246	5,701	29,342	North Dakota	0.7%	16.2%	83.1%
Nebraska	60,502	1,279	12,700	46,523	Nebraska	2.1%	21.0%	76.9%
Ohio	79,277	570	7,971	70,736	Ohio	0.7%	10.1%	89.2%
South Dakota	36,376	444	6,338	29,594	South Dakota	1.2%	17.4%	81.4%
Wisconsin	75,131	607	14,750	59,774	Wisconsin	0.8%	19.6%	79.6%
N.C. REGION	861,982	9,560	139,506	712,916	N.C. REGION	1.1%	16.2%	82.7%
Kentucky	92,453	249	3,298	88,906	Kentucky	0.3%	3.6%	96.2%
Oklahoma	70,228	465	4,606	65,157	Oklahoma	0.7%	6.6%	92.8%
United States	2,087,759	32,023	263,698	1,792,038	United States	1.5%	12.6%	85.8%

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 2. Land in Farms, by Farm Size

1,000 Acres	All Farms	Annual Sales			Percent of Total Acres	Annual Sales		
		\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000		\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	31,638	1,574	14,504	15,561	Iowa	5.0%	45.8%	49.2%
Illinois	28,527	1,506	14,031	12,990	Illinois	5.3%	49.2%	45.5%
Indiana	16,171	947	6,973	8,251	Indiana	5.9%	43.1%	51.0%
Kansas	46,629	3,504	16,225	26,899	Kansas	7.5%	34.8%	57.7%
Michigan	10,317	729	3,533	6,054	Michigan	7.1%	34.2%	58.7%
Minnesota	26,574	1,151	10,396	15,027	Minnesota	4.3%	39.1%	56.5%
Missouri	29,209	887	7,701	20,621	Missouri	3.0%	26.4%	70.6%
North Dakota	40,337	1,037	12,780	26,520	North Dakota	2.6%	31.7%	65.7%
Nebraska	45,305	5,040	19,536	20,729	Nebraska	11.1%	43.1%	45.8%
Ohio	14,997	555	5,010	9,432	Ohio	3.7%	33.4%	62.9%
South Dakota	44,158	2,512	15,489	26,156	South Dakota	5.7%	35.1%	59.2%
Wisconsin	16,607	733	6,325	9,549	Wisconsin	4.4%	38.1%	57.5%
N.C. REGION	350,468	20,176	132,502	197,789	N.C. REGION	5.8%	37.8%	56.4%
Kentucky	14,013	367	2,398	11,249	Kentucky	2.6%	17.1%	80.3%
Oklahoma	31,542	1,918	8,208	21,416	Oklahoma	6.1%	26.0%	67.9%
United States	964,471	125,552	338,648	500,271	United States	13.0%	35.1%	51.9%

Source: 1987 Census of Agriculture, U.S. Department of Commerce



Table 3. Annual Sales of Farm Products, by Farm Size

\$1,000	Annual Sales				Percent of Total Sales	Annual Sales		
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000		\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	\$8,926,799	\$1,643,439	\$4,762,571	\$2,520,790	Iowa	18.4%	53.4%	28.2%
Illinois	6,376,801	977,954	3,498,681	1,900,166	Illinois	15.3%	54.9%	29.8%
Indiana	4,067,684	878,186	1,984,372	1,205,124	Indiana	21.6%	48.8%	29.6%
Kansas	6,476,669	3,533,796	1,603,737	1,339,134	Kansas	54.6%	24.8%	20.7%
Michigan	2,545,078	666,271	1,165,750	713,057	Michigan	26.2%	45.8%	28.0%
Minnesota	5,676,376	952,064	2,821,283	1,903,029	Minnesota	16.8%	49.7%	33.5%
Missouri	3,644,988	510,675	1,564,877	1,569,436	Missouri	14.0%	42.9%	43.1%
North Dakota	2,188,158	213,184	994,054	980,920	North Dakota	9.7%	45.4%	44.8%
Nebraska	6,667,132	2,829,150	2,393,334	1,444,649	Nebraska	42.4%	35.9%	21.7%
Ohio	3,434,064	691,522	1,499,403	1,243,138	Ohio	20.1%	43.7%	36.2%
South Dakota	2,719,498	638,663	1,125,703	955,132	South Dakota	23.5%	41.4%	35.1%
Wisconsin	4,909,869	641,746	2,508,638	1,759,484	Wisconsin	13.1%	51.1%	35.8%
N.C. REGION	57,633,116	14,176,650	25,922,403	17,534,059	N.C. REGION	24.6%	45.0%	30.4%
Kentucky	2,075,571	373,622	613,092	1,088,855	Kentucky	18.0%	29.5%	52.5%
Oklahoma	2,714,892	899,522	932,213	883,158	Oklahoma	33.1%	34.3%	32.5%
United States	136,048,516	51,952,279	51,917,924	32,178,313	United States	38.2%	38.2%	23.7%

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 4. Average Acres and Sales per Farm

	Annual Sales				\$1,000	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000		All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	301	965	577	198	Iowa	\$84,872	\$1,008,245	\$189,314	\$32,156
Illinois	321	1,422	755	188	Illinois	71,822	923,469	188,223	27,483
Indiana	229	1,145	689	139	Indiana	57,693	1,061,894	195,968	20,236
Kansas	680	3,662	1,927	454	Kansas	94,441	3,692,576	190,422	22,621
Michigan	202	1,240	608	135	Michigan	49,736	1,133,114	200,715	15,925
Minnesota	312	1,339	669	219	Minnesota	66,719	1,107,051	181,480	27,711
Missouri	275	1,800	917	212	Missouri	34,353	1,035,853	186,317	16,144
North Dakota	1,143	4,217	2,242	904	North Dakota	62,007	866,602	174,365	33,431
Nebraska	749	3,941	1,538	446	Nebraska	110,197	2,212,001	188,451	31,052
Ohio	189	974	629	133	Ohio	43,317	1,213,197	188,107	17,574
South Dakota	1,214	5,658	2,444	884	South Dakota	74,761	1,438,431	177,612	32,275
Wisconsin	221	1,207	429	160	Wisconsin	65,351	1,057,242	170,077	29,436
N.C. REGION	407	2,110	950	277	N.C. REGION	66,861	1,482,913	185,816	24,595
Kentucky	152	1,472	727	127	Kentucky	22,450	1,500,490	185,898	12,247
Oklahoma	449	4,124	1,782	329	Oklahoma	38,658	1,934,456	202,391	13,554
United States	462	3,921	1,284	279	United States	65,165	1,622,343	196,884	17,956

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 5. Sources of Cash Income per Farm, by Farm Size

Net Cash Return per Farm	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	20,412	2187,264	52,328	6,763
Illinois	19,495	222,912	58,393	6,045
Indiana	12,533	209,358	50,724	3,297
Kansas	13,447	401,343	43,052	3,051
Michigan	6,252	179,854	39,968	(385)
Minnesota	14,503	198,933	46,329	5,073
Missouri	7,821	207,560	53,191	2,912
North Dakota	9,426	158,907	34,925	3,318
Nebraska	20,314	260,409	49,231	6,029
Ohio	8,645	239,937	47,008	2,544
South Dakota	15,779	239,074	46,166	5,947
Wisconsin	16,685	253,227	49,063	6,387
N.C. REGION	14,086	234,986	49,415	4,286
Kentucky	6,270	424,928	55,850	3,279
Oklahoma	4,214	251,510	38,329	267
United States	12,660	298,100	49,468	2,318

Net Cash Return as % of Total Net Cash Income	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	62.5%	81.1%	67.4%	47.7%
Illinois	63.9%	77.9%	67.0%	52.3%
Indiana	63.8%	83.0%	66.7%	48.5%
Kansas	58.9%	90.3%	58.9%	33.9%
Michigan	55.1%	80.5%	66.6%	-16.9%
Minnesota	60.7%	83.5%	65.7%	47.1%
Missouri	70.5%	87.2%	75.9%	59.8%
North Dakota	38.4%	70.2%	49.2%	23.7%
Nebraska	60.5%	85.3%	61.5%	43.9%
Ohio	66.6%	87.7%	70.7%	51.1%
South Dakota	61.8%	81.1%	67.3%	48.4%
Wisconsin	79.9%	89.9%	82.4%	72.4%
N.C. REGION	62.9%	84.1%	67.2%	47.3%
Kentucky	79.2%	93.6%	79.3%	74.9%
Oklahoma	53.7%	90.1%	66.1%	9.9%
United States	69.5%	90.1%	71.0%	43.8%

Other Farm Income per Farm	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	1,255	2,707	1,867	1,029
Illinois	1,052	3,711	1,812	809
Indiana	848	2,568	1,631	691
Kansas	1,020	4,054	2,042	828
Michigan	725	3,633	1,805	547
Minnesota	1,023	3,537	1,832	811
Missouri	657	3,371	2,056	524
North Dakota	1,393	6,098	2,090	1,221
Nebraska	1,377	3,761	2,115	1,115
Ohio	731	2,860	1,636	614
South Dakota	1,140	5,360	1,799	936
Wisconsin	789	3,127	1,272	648
N.C. REGION	975	3,494	1,810	779
Kentucky	564	2,365	1,339	530
Oklahoma	627	7,794	1,865	497
United States	930	5,085	2,044	697

Other Farm Income as % of Total Net Cash Income	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	3.8%	1.2%	2.4%	7.3%
Illinois	3.4%	1.3%	2.1%	7.0%
Indiana	4.3%	1.0%	2.1%	10.2%
Kansas	4.5%	0.9%	2.8%	9.2%
Michigan	6.4%	1.6%	3.0%	24.1%
Minnesota	4.3%	1.5%	2.6%	7.5%
Missouri	5.9%	1.4%	2.9%	10.7%
North Dakota	5.7%	2.7%	2.9%	8.7%
Nebraska	4.1%	1.2%	2.6%	8.1%
Ohio	5.6%	1.0%	2.5%	12.3%
South Dakota	4.5%	1.8%	2.6%	7.6%
Wisconsin	3.8%	1.1%	2.1%	7.3%
N.C. REGION	4.4%	1.3%	2.5%	8.6%
Kentucky	7.1%	0.5%	1.9%	12.1%
Oklahoma	8.0%	2.8%	3.2%	18.4%
United States	5.1%	1.5%	2.9%	13.2%

Table 5. Sources of Cash Income per Farm, by Farm Size (continued)

Government Payments per Farm	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	\$10,969	\$41,074	\$23,386	\$6,381
Illinois	9,973	59,562	26,947	4,702
Indiana	6,249	40,417	23,650	2,812
Kansas	8,365	38,866	28,022	5,124
Michigan	4,367	39,912	18,204	2,111
Minnesota	8,379	35,898	22,404	4,895
Missouri	2,613	27,002	14,865	1,437
North Dakota	13,731	61,407	33,983	9,474
Nebraska	11,871	41,285	28,677	6,582
Ohio	3,612	30,932	17,850	1,818
South Dakota	8,607	50,392	20,630	5,415
Wisconsin	3,419	25,196	9,227	1,781
N.C. REGION	7,339	40,953	22,288	3,994
Kentucky	1,086	26,534	13,199	570
Oklahoma	3,007	19,985	17,807	1,935
United States	4,621	27,618	18,196	2,271

Govt. Payments as % of Total Net Cash Income	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	33.6%	17.8%	30.1%	45.0%
Illinois	32.7%	20.8%	30.9%	40.7%
Indiana	31.8%	16.0%	31.1%	41.3%
Kansas	36.6%	8.7%	38.3%	56.9%
Michigan	38.5%	17.9%	30.4%	92.9%
Minnesota	35.1%	15.1%	31.7%	45.4%
Missouri	23.6%	11.3%	21.2%	29.5%
North Dakota	55.9%	27.1%	47.9%	67.6%
Nebraska	35.4%	13.5%	35.8%	48.0%
Ohio	27.8%	11.3%	26.8%	36.5%
South Dakota	33.7%	17.1%	30.1%	44.0%
Wisconsin	16.4%	8.9%	15.5%	20.2%
N.C. REGION	32.8%	14.7%	30.3%	44.1%
Kentucky	13.7%	5.8%	18.8%	13.0%
Oklahoma	38.3%	7.2%	30.7%	71.7%
United States	25.4%	8.3%	26.1%	43.0%

Total Net Cash Income per Farm	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	\$32,635	\$231,045	\$77,581	\$14,173
Illinois	30,519	286,185	87,152	11,556
Indiana	19,630	252,343	76,005	6,800
Kansas	22,832	444,263	73,116	9,002
Michigan	11,344	223,398	59,976	2,273
Minnesota	23,905	238,367	70,565	10,778
Missouri	11,091	237,933	70,112	4,873
North Dakota	24,549	226,411	70,997	14,013
Nebraska	33,562	305,455	80,023	13,727
Ohio	12,988	273,728	66,494	4,976
South Dakota	25,526	294,827	68,595	12,298
Wisconsin	20,894	281,550	59,562	8,816
N.C. REGION	22,400	279,433	73,514	9,059
Kentucky	7,919	453,827	70,389	4,379
Oklahoma	7,847	279,288	58,002	2,699
United States	18,211	330,804	69,708	5,286

Net Cash Income as % of Total Farm Sales	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	38.5%	22.9%	41.0%	44.1%
Illinois	42.5%	31.0%	46.3%	42.0%
Indiana	34.0%	23.8%	38.8%	33.6%
Kansas	24.2%	12.0%	38.4%	39.8%
Michigan	22.8%	19.7%	29.9%	14.3%
Minnesota	35.8%	21.5%	38.9%	38.9%
Missouri	32.3%	23.0%	37.6%	30.2%
North Dakota	39.6%	26.1%	40.7%	41.9%
Nebraska	30.5%	13.8%	42.5%	44.2%
Ohio	30.0%	22.6%	35.3%	28.3%
South Dakota	34.1%	20.5%	38.6%	38.1%
Wisconsin	32.0%	26.6%	35.0%	30.0%
N.C. REGION	33.5%	18.8%	39.6%	36.8%
Kentucky	35.3%	30.2%	37.9%	35.8%
Oklahoma	20.3%	14.4%	28.7%	19.9%
United States	27.9%	20.4%	35.4%	29.4%

Source: 1987 Census of Agriculture, U.S. Dept. of Commerce

Table 6. Total Crop and Livestock Sales, by Farm Size

Total Crop Sales (\$million)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$3,653	\$227	\$1,959	\$1,465
Illinois	4,109	381	2,299	1,429
Indiana	2,100	210	1,107	783
Kansas	1,740	187	763	790
Michigan	1,170	272	501	397
Minnesota	2,442	237	1,269	936
Missouri	1,500	175	700	625
North Dakota	1,560	146	742	668
Nebraska	2,147	185	1,134	824
Ohio	1,667	226	706	735
South Dakota	859	77	381	400
Wisconsin	900	246	375	279
N.C. REGION	23,454	2,436	11,777	9,234
Kentucky	1,002	97	314	591
Oklahoma	1,027	253	399	374
United States	50,033	13,794	21,112	15,128

Crops as % of Total Agr. Sales	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	40.9%	13.8%	41.1%	58.1%
Illinois	64.4%	39.0%	65.7%	75.2%
Indiana	51.6%	23.9%	55.8%	64.9%
Kansas	26.9%	5.3%	47.5%	59.0%
Michigan	46.0%	40.9%	43.0%	55.6%
Minnesota	43.0%	24.9%	45.0%	49.2%
Missouri	41.1%	34.3%	44.7%	39.8%
North Dakota	71.3%	68.4%	74.6%	68.1%
Nebraska	32.2%	6.6%	47.4%	57.0%
Ohio	48.5%	32.7%	47.1%	59.1%
South Dakota	31.6%	12.0%	33.8%	41.9%
Wisconsin	18.3%	38.4%	14.9%	15.9%
N.C. REGION	40.7%	17.2%	45.4%	52.7%
Kentucky	48.3%	26.0%	51.1%	54.3%
Oklahoma	37.8%	28.1%	42.8%	42.4%
United States	36.8%	26.6%	40.7%	47.0%

Livestock Sales (\$million)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$5,267	\$1,415	\$2,799	\$1,053
Illinois	2,218	576	1,181	461
Indiana	1,941	657	867	417
Kansas	4,783	3,367	859	557
Michigan	1,272	354	624	295
Minnesota	3,176	705	1,524	947
Missouri	2,184	377	850	957
North Dakota	691	76	279	336
Nebraska	4,528	2,643	1,261	624
Ohio	1,683	429	761	493
South Dakota	1,862	563	743	556
Wisconsin	3,973	389	2,121	1,463
N.C. REGION	33,578	11,551	13,869	8,157
Kentucky	1,186	318	343	524
Oklahoma	2,105	819	687	600
United States	77,117	33,262	27,851	16,005

Livestock as % of Total Agr. Sales	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	59.0%	86.1%	58.8%	41.8%
Illinois	34.8%	58.9%	33.7%	24.2%
Indiana	47.7%	74.8%	43.7%	34.6%
Kansas	73.9%	95.3%	53.6%	41.6%
Michigan	50.0%	53.1%	53.5%	41.4%
Minnesota	55.9%	74.0%	54.0%	49.7%
Missouri	59.9%	73.9%	54.3%	61.0%
North Dakota	31.6%	35.9%	28.0%	34.2%
Nebraska	67.9%	93.4%	52.7%	43.2%
Ohio	49.0%	62.0%	50.8%	39.7%
South Dakota	68.5%	88.2%	66.0%	58.2%
Wisconsin	80.9%	60.7%	84.6%	83.1%
N.C. REGION	58.3%	81.5%	53.5%	46.5%
Kentucky	57.1%	85.2%	56.0%	48.1%
Oklahoma	77.5%	91.0%	73.7%	67.9%
United States	56.7%	64.0%	53.6%	48.7%

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 7. Total Agricultural Sales from Crops, by Farm Size

GRAIN (\$million)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$3,563.3	\$202.2	\$1,927.4	\$1,433.7
Illinois	3,887.4	253.6	2,243.7	1,390.1
Indiana	1,964.3	159.5	1,068.8	735.9
Kansas	1,550.4	121.5	695.7	733.2
Michigan	578.0	58.6	263.3	256.2
Minnesota	2,033.7	123.0	1,059.3	851.5
Missouri	1,219.2	80.5	607.8	531.0
North Dakota	1,273.5	60.3	599.4	613.8
Nebraska	2,004.5	161.2	1,071.9	771.4
Ohio	1,346.9	74.8	625.1	647.1
South Dakota	780.3	59.9	355.8	364.7
Wisconsin	444.0	52.5	234.6	157.0
N.C. REGION	20,645.6	1,407.5	10,752.7	8,485.3
Kentucky	346.8	34.6	176.1	136.1
Oklahoma	346.6	20.9	139.5	186.2
United States	28,340.5	2,764.7	14,764.4	10,811.4

Grain as % of Total Crop Sales	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	97.6%	89.0%	98.4%	97.8%
Illinois	94.6%	66.5%	97.6%	97.3%
Indiana	93.5%	75.9%	96.5%	94.0%
Kansas	89.1%	65.0%	91.2%	92.8%
Michigan	49.4%	21.5%	52.5%	64.6%
Minnesota	83.3%	51.9%	83.5%	91.0%
Missouri	81.3%	45.9%	86.8%	85.0%
North Dakota	81.6%	41.4%	80.8%	91.9%
Nebraska	93.4%	87.0%	94.5%	93.7%
Ohio	80.8%	33.1%	88.6%	88.0%
South Dakota	90.9%	77.9%	93.4%	91.1%
Wisconsin	49.3%	21.3%	62.6%	56.2%
N.C. REGION	88.0%	57.8%	91.3%	91.9%
Kentucky	34.6%	35.6%	56.2%	23.0%
Oklahoma	33.8%	8.3%	35.0%	49.8%
United States	56.6%	20.0%	69.9%	71.5%

HORTICULTURAL (\$million)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$41.1	\$21.1	\$13.5	\$6.4
Illinois	176.9	120.1	39.6	17.2
Indiana	84.8	43.1	26.2	15.4
Kansas	78.9	37.1	26.7	15.1
Michigan	414.1	179.3	154.2	80.6
Minnesota	68.6	28.1	27.0	13.4
Missouri	205.7	90.2	74.9	40.6
North Dakota	67.5	11.2	30.2	24.7
Nebraska	19.9	0.9	7.7	7.5
Ohio	237.9	142.4	59.6	35.6
South Dakota	9.9	4.6	1.9	2.7
Wisconsin	235.1	126.2	75.7	33.2
N.C. REGION	1,248.6	668.5	378.8	196.0
Kentucky	151.6	53.6	57.9	39.9
Oklahoma	579.9	224.1	217.0	137.9
United States	12,866.5	7,927.1	3,248.4	1,691.0

Horticultural as % of Total Crop Sales	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	1.1%	9.3%	0.7%	0.4%
Illinois	4.3%	31.5%	1.7%	1.2%
Indiana	4.0%	20.5%	2.4%	2.0%
Kansas	4.5%	19.9%	3.5%	1.9%
Michigan	35.4%	65.9%	30.7%	20.3%
Minnesota	2.8%	11.9%	2.1%	1.4%
Missouri	13.7%	51.5%	10.7%	6.5%
North Dakota	4.3%	7.7%	4.1%	3.7%
Nebraska	0.9%	0.5%	0.7%	0.9%
Ohio	14.3%	63.0%	8.5%	4.8%
South Dakota	1.1%	5.9%	0.5%	0.7%
Wisconsin	26.1%	51.3%	20.2%	11.9%
N.C. REGION	5.3%	27.4%	3.2%	2.1%
Kentucky	15.1%	55.2%	18.5%	6.8%
Oklahoma	56.5%	88.6%	54.4%	36.9%
United States	25.7%	57.5%	15.4%	11.2%

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 8. Total Agricultural Sales from Livestock, by Farm Size

POULTRY (\$million)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$192.2	\$139.0	\$44.9	\$8.3
Illinois	59.4	39.7	16.2	3.3
Indiana	406.9	300.7	95.8	10.4
Kansas	25.3	13.5	9.9	1.9
Michigan	116.4	95.2	16.8	4.4
Minnesota	489.5	388.0	93.0	8.4
Missouri	273.6	149.7	114.1	9.8
North Dakota	10.7	4.6	5.0	1.2
Nebraska	54.4	46.0	6.3	2.1
Ohio	281.2	208.5	61.8	11.0
South Dakota	35.6	29.3	4.5	1.8
Wisconsin	144.8	114.9	26.1	3.9
N.C. REGION	2,090.1	1,529.1	494.3	66.4
Kentucky	23.5	12.0	9.9	1.6
Oklahoma	219.7	85.0	127.4	7.3
United States	12,758.3	7,588.2	4,758.8	411.3

Poultry as % of Total Livestock Sales	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	3.6%	9.8%	1.6%	0.8%
Illinois	2.7%	6.9%	1.4%	0.7%
Indiana	21.0%	45.8%	11.1%	2.5%
Kansas	0.5%	0.4%	1.1%	0.3%
Michigan	9.2%	26.9%	2.7%	1.5%
Minnesota	15.4%	55.1%	6.1%	0.9%
Missouri	12.5%	39.7%	13.4%	1.0%
North Dakota	1.6%	6.0%	1.8%	0.4%
Nebraska	1.2%	1.7%	0.5%	0.3%
Ohio	16.7%	48.6%	8.1%	2.2%
South Dakota	1.9%	5.2%	0.6%	0.3%
Wisconsin	3.6%	29.5%	1.2%	0.3%
N.C. REGION	6.2%	13.2%	3.6%	0.8%
Kentucky	2.0%	3.8%	2.9%	0.3%
Oklahoma	10.4%	10.4%	18.6%	1.2%
United States	16.5%	22.8%	17.1%	2.6%

DAIRY (\$million)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$392.3	\$13.7	\$246.6	\$131.9
Illinois	280.3	12.5	201.3	66.5
Indiana	243.2	13.5	155.9	73.8
Kansas	140.2	10.6	96.6	33.1
Michigan	568.2	64.9	379.9	123.5
Minnesota	1,059.5	19.3	584.4	455.9
Missouri	328.0	6.8	195.4	125.9
North Dakota	106.5	2.9	54.0	49.6
Nebraska	131.0	11.0	82.3	37.6
Ohio	534.7	33.1	328.1	173.5
South Dakota	168.7	10.6	94.9	63.1
Wisconsin	2,754.9	81.7	1,588.4	1,084.8
N.C. REGION	6,707.6	280.6	4,007.9	2,419.1
Kentucky	260.8	8.3	135.1	117.4
Oklahoma	121.2	18.6	76.1	26.4
United States	16,029.2	3,766.5	8,432.0	3,830.7

Dairy as % of Total Livestock sales	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	7.4%	1.0%	8.8%	12.5%
Illinois	12.6%	2.2%	17.1%	14.4%
Indiana	12.5%	2.1%	18.0%	17.7%
Kansas	2.9%	0.3%	11.2%	5.9%
Michigan	44.7%	18.3%	60.9%	41.9%
Minnesota	33.4%	2.7%	38.3%	48.2%
Missouri	15.0%	1.8%	23.0%	13.1%
North Dakota	15.4%	3.8%	19.4%	14.8%
Nebraska	2.9%	0.4%	6.5%	6.0%
Ohio	31.8%	7.7%	43.1%	35.2%
South Dakota	9.1%	1.9%	12.8%	11.4%
Wisconsin	69.3%	21.0%	74.9%	74.2%
N.C. REGION	20.0%	2.4%	28.9%	29.7%
Kentucky	22.0%	2.6%	39.4%	22.4%
Oklahoma	5.8%	2.3%	11.1%	4.4%
United States	20.8%	11.3%	30.3%	23.9%

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 8. (continued)

CATTLE (\$million)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$2,124.6	\$864.7	\$848.9	\$411.0
Illinois	780.2	266.0	326.5	187.6
Indiana	420.0	120.0	157.4	142.6
Kansas	4,305.3	3,250.9	619.4	435.1
Michigan	320.3	121.3	107.1	91.9
Minnesota	749.4	159.0	327.4	263.0
Missouri	1,067.6	150.2	284.7	632.6
North Dakota	496.0	57.9	184.0	254.1
Nebraska	3,564.9	2,391.1	772.6	401.2
Ohio	426.1	108.6	155.8	161.7
South Dakota	1,273.1	447.9	463.3	361.9
Wisconsin	749.0	118.4	349.2	281.5
N.C. REGION	16,276.6	8,056.1	4,596.4	3,624.1
Kentucky	472.3	32.0	107.2	333.2
Oklahoma	1,699.9	697.9	465.5	536.5
United States	35,876.7	18,441.3	8,714.5	8,720.9

Cattle as % of Total Livestock sales	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	40.3%	61.1%	30.3%	39.1%
Illinois	35.2%	46.2%	27.7%	40.7%
Indiana	21.6%	18.3%	18.2%	34.2%
Kansas	90.0%	96.6%	72.1%	78.0%
Michigan	25.2%	34.3%	17.2%	31.2%
Minnesota	23.6%	22.6%	21.5%	27.8%
Missouri	48.9%	39.8%	33.5%	66.1%
North Dakota	71.8%	75.8%	66.0%	75.7%
Nebraska	78.7%	90.5%	61.2%	64.3%
Ohio	25.3%	25.3%	20.5%	32.8%
South Dakota	68.4%	79.5%	62.3%	65.1%
Wisconsin	18.9%	30.4%	16.5%	19.2%
N.C. REGION	48.5%	69.7%	33.1%	44.4%
Kentucky	39.8%	10.1%	31.2%	63.6%
Oklahoma	80.8%	85.3%	67.8%	89.5%
United States	46.5%	55.4%	31.3%	54.5%

HOGS AND PIGS (\$million)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$2,494.2	\$380.4	\$1,641.0	\$472.8
Illinois	1,062.5	247.4	627.3	187.8
Indiana	847.7	216.7	452.5	178.5
Kansas	284.4	85.0	125.8	73.6
Michigan	226.1	61.4	109.6	55.2
Minnesota	811.8	120.2	499.4	192.1
Missouri	492.3	68.4	249.3	174.6
North Dakota	47.4	4.0	25.6	17.8
Nebraska	746.5	184.9	393.7	168.0
Ohio	383.2	56.2	206.2	120.8
South Dakota	317.0	59.4	157.2	100.4
Wisconsin	244.8	42.0	130.6	72.2
N.C. REGION	7,957.9	1,526.0	4,618.0	1,813.9
Kentucky	146.6	30.0	61.5	55.1
Oklahoma	33.1	10.3	10.2	12.5
United States	9,890.6	2,301.0	5,304.3	2,285.3

Hogs and Pigs % of Total Livestock sales	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	47.4%	26.9%	58.6%	44.9%
Illinois	47.9%	42.9%	53.1%	40.8%
Indiana	43.7%	33.0%	52.2%	42.8%
Kansas	5.9%	2.5%	14.6%	13.2%
Michigan	17.8%	17.3%	17.6%	18.7%
Minnesota	25.6%	17.1%	32.8%	20.3%
Missouri	22.5%	18.1%	29.3%	18.2%
North Dakota	6.9%	5.2%	9.2%	5.3%
Nebraska	16.5%	7.0%	31.2%	26.9%
Ohio	22.8%	13.1%	27.1%	24.5%
South Dakota	17.0%	10.5%	21.1%	18.1%
Wisconsin	6.2%	10.8%	6.2%	4.9%
N.C. REGION	23.7%	13.2%	33.3%	22.2%
Kentucky	12.4%	9.4%	17.9%	10.5%
Oklahoma	1.6%	1.3%	1.5%	2.1%
United States	12.8%	6.9%	19.0%	14.3%

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 8. (continued)

SHEEP AND WOOL (\$million)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	\$46.2	\$13.8	\$13.0	\$19.3
Illinois	8.2	0.2	2.6	5.4
Indiana	4.8	0.1	1.1	3.6
Kansas	18.6	4.9	5.6	8.0
Michigan	5.6	0.1	1.3	4.3
Minnesota	20.5	4.6	5.0	10.9
Missouri	5.9	0.1	1.0	4.9
North Dakota	12.7	1.6	3.5	7.7
Nebraska	18.5	7.4	3.4	7.7
Ohio	15.2	1.7	2.6	10.9
South Dakota	44.8	6.8	15.2	22.8
Wisconsin	5.3	0.3	0.6	4.4
N.C. REGION	206.3	41.6	54.8	109.8
Kentucky	1.9	0.0	0.2	1.6
Oklahoma	6.8	0.5	1.9	4.4
United States	791.2	276.7	245.2	269.4

Sheep and Wool as % of Total Livestock sales	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	0.9%	1.0%	0.5%	1.8%
Illinois	0.4%	0.0%	0.2%	1.2%
Indiana	0.2%	0.0%	0.1%	0.9%
Kansas	0.4%	0.1%	0.7%	1.4%
Michigan	0.4%	0.0%	0.2%	1.5%
Minnesota	0.6%	0.7%	0.3%	1.2%
Missouri	0.3%	0.0%	0.1%	0.5%
North Dakota	1.8%	2.1%	1.2%	2.3%
Nebraska	0.4%	0.3%	0.3%	1.2%
Ohio	0.9%	0.4%	0.3%	2.2%
South Dakota	2.4%	1.2%	2.0%	4.1%
Wisconsin	0.1%	0.1%	0.0%	0.3%
N.C. REGION	0.6%	0.4%	0.4%	1.3%
Kentucky	0.2%	0.0%	0.1%	0.3%
Oklahoma	0.3%	0.1%	0.3%	0.7%
United States	1.0%	0.8%	0.9%	1.7%

OTHER LIVESTOCK (\$million)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	\$17.1	\$3.1	\$4.8	\$9.3
Illinois	27.3	10.2	6.8	10.2
Indiana	18.0	6.1	4.0	7.9
Kansas	9.3	1.7	1.8	5.8
Michigan	35.5	10.9	9.0	15.7
Minnesota	44.9	13.5	15.2	16.2
Missouri	16.7	2.1	5.0	9.5
North Dakota	17.6	5.4	6.7	5.5
Nebraska	12.7	2.3	3.2	7.1
Ohio	42.8	20.8	6.5	15.5
South Dakota	22.8	9.1	8.2	5.6
Wisconsin	74.5	32.2	26.5	15.9
N.C. REGION	339.2	117.5	97.6	124.1
Kentucky	280.6	236.0	29.3	15.3
Oklahoma	24.2	6.2	5.6	12.3
United States	1,771.4	888.5	395.8	487.0

Other Livestock % of Total Livestock sales	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	0.3%	0.2%	0.2%	0.9%
Illinois	1.2%	1.8%	0.6%	2.2%
Indiana	0.9%	0.9%	0.5%	1.9%
Kansas	0.2%	0.1%	0.2%	1.0%
Michigan	2.8%	3.1%	1.4%	5.3%
Minnesota	1.4%	1.9%	1.0%	1.7%
Missouri	0.8%	0.6%	0.6%	1.0%
North Dakota	2.5%	7.1%	2.4%	1.6%
Nebraska	0.3%	0.1%	0.3%	1.1%
Ohio	2.5%	4.8%	0.9%	3.1%
South Dakota	1.2%	1.6%	1.1%	1.0%
Wisconsin	1.9%	8.3%	1.2%	1.1%
N.C. REGION	1.0%	1.0%	0.7%	1.5%
Kentucky	23.7%	74.1%	8.5%	2.9%
Oklahoma	1.2%	0.8%	0.8%	2.1%
United States	2.3%	2.7%	1.4%	3.0%

Source: 1987 Census of Agriculture, U.S. Department of Commerce



Table 9. Land Owned and Rented per Farm, by Farm Size

OWNED (acres per farm)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	162	477	244	129
Illinois	146	608	251	110
Indiana	130	508	270	101
Kansas	355	1713	812	268
Michigan	139	719	339	105
Minnesota	202	748	350	162
Missouri	193	1006	447	167
North Dakota	652	2195	1095	552
Nebraska	453	2434	826	297
Ohio	115	444	259	96
South Dakota	839	3755	1466	661
Wisconsin	170	818	288	134
N.C. REGION	245	1162	458	191
Kentucky	119	843	404	107
Oklahoma	276	2257	894	218
United States	294	2500	688	197

Owned as Percent of Total Acres	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	53.8%	49.4%	42.4%	64.9%
Illinois	45.3%	42.7%	33.3%	58.7%
Indiana	56.6%	44.4%	39.3%	72.6%
Kansas	52.2%	46.8%	42.1%	58.9%
Michigan	68.8%	58.0%	55.6%	77.8%
Minnesota	64.7%	55.9%	52.3%	73.9%
Missouri	70.2%	55.9%	48.7%	78.8%
North Dakota	57.0%	52.1%	48.8%	61.1%
Nebraska	60.5%	61.8%	53.7%	66.7%
Ohio	60.5%	45.6%	41.2%	71.7%
South Dakota	69.1%	66.4%	60.0%	74.8%
Wisconsin	76.9%	67.8%	67.1%	84.0%
N.C. REGION	60.2%	55.1%	48.2%	68.8%
Kentucky	78.7%	57.3%	55.6%	84.3%
Oklahoma	61.5%	54.7%	50.2%	66.5%
United States	63.6%	63.8%	53.5%	70.4%

RENTED IN (acres per farm)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	159	512	349	91
Illinois	193	854	520	95
Indiana	113	674	431	52
Kansas	377	2103	1175	236
Michigan	70	539	277	37
Minnesota	126	634	332	73
Missouri	98	844	488	61
North Dakota	558	2184	1201	420
Nebraska	354	1615	773	205
Ohio	84	545	376	47
South Dakota	467	2232	1043	318
Wisconsin	59	414	146	34
N.C. REGION	188	1019	516	112
Kentucky	39	649	336	26
Oklahoma	201	2055	942	136
United States	196	1595	636	106

Rented In as Percent of Total Acres	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	52.9%	53.0%	60.5%	45.8%
Illinois	60.2%	60.0%	68.8%	50.8%
Indiana	49.4%	58.9%	62.6%	37.2%
Kansas	55.5%	57.4%	61.0%	51.9%
Michigan	34.8%	43.5%	45.5%	27.5%
Minnesota	40.2%	47.4%	49.6%	33.2%
Missouri	35.6%	46.9%	53.2%	28.6%
North Dakota	48.8%	51.8%	53.6%	46.4%
Nebraska	47.3%	41.0%	50.3%	46.0%
Ohio	44.3%	56.0%	59.9%	35.4%
South Dakota	38.5%	39.5%	42.7%	35.9%
Wisconsin	26.5%	34.3%	34.0%	21.0%
N.C. REGION	46.1%	48.3%	54.3%	40.4%
Kentucky	25.7%	44.1%	46.2%	20.8%
Oklahoma	44.8%	49.8%	52.8%	41.3%
United States	42.5%	40.7%	49.5%	38.1%

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 9. (continued)

RENTED OUT (acres per farm)	Annual Sales				Rented Out as Percent of Total Acres	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000		All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	20	24	16	21	Iowa	6.7%	2.5%	2.9%	10.7%
Illinois	18	39	16	18	Illinois	5.5%	2.8%	2.1%	9.5%
Indiana	14	37	13	14	Indiana	6.0%	3.2%	1.8%	9.9%
Kansas	52	154	60	49	Kansas	7.7%	4.2%	3.1%	10.8%
Michigan	7	18	7	7	Michigan	3.6%	1.5%	1.1%	5.2%
Minnesota	15	44	13	15	Minnesota	4.9%	3.3%	1.9%	7.1%
Missouri	16	50	17	16	Missouri	5.8%	2.8%	1.9%	7.4%
North Dakota	67	162	54	68	North Dakota	5.8%	3.8%	2.4%	7.6%
Nebraska	59	108	62	57	Nebraska	7.8%	2.7%	4.0%	12.7%
Ohio	9	15	7	9	Ohio	4.9%	1.6%	1.1%	7.1%
South Dakota	92	330	66	95	South Dakota	7.6%	5.8%	2.7%	10.7%
Wisconsin	7	25	5	8	Wisconsin	3.4%	2.1%	1.1%	5.0%
N.C. REGION	26	71	24	25	N.C. REGION	6.3%	3.4%	2.5%	9.2%
Kentucky	7	20	13	6	Kentucky	4.4%	1.4%	1.8%	5.1%
Oklahoma	28	187	54	25	Oklahoma	6.3%	4.5%	3.0%	7.7%
United States	28	176	40	24	United States	6.1%	4.5%	3.1%	8.5%

  

TOTAL OPERATED (acres per farm)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	301	965	577	198
Illinois	321	1,422	755	188
Indiana	229	1,145	689	139
Kansas	680	3,662	1,927	454
Michigan	202	1,240	608	135
Minnesota	312	1,339	669	219
Missouri	275	1,800	917	212
North Dakota	1,143	4,217	2,242	904
Nebraska	749	3,941	1,538	446
Ohio	189	974	629	133
South Dakota	1,214	5,658	2,444	884
Wisconsin	221	1,207	429	160
N.C. REGION	407	2,110	950	277
Kentucky	152	1,472	727	127
Oklahoma	449	4,124	1,782	329
United States	462	3,920	1,284	279

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 10. Land Use, Acres per Farm, by Farm size

HARVESTED CROPLAND	Annual Sales				Cropland as % of Total Acres	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000		All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	221	758	420	136	Iowa	73.3%	78.6%	72.9%	68.6%
Illinois	251	1,183	578	138	Illinois	78.2%	83.2%	76.6%	73.7%
Indiana	174	1,072	535	93	Indiana	75.7%	93.6%	77.7%	67.4%
Kansas	307	1,376	822	204	Kansas	45.1%	37.6%	42.7%	44.9%
Michigan	134	977	449	78	Michigan	66.5%	78.8%	73.7%	57.7%
Minnesota	217	1,202	498	136	Minnesota	69.6%	89.8%	74.4%	62.4%
Missouri	145	1,192	558	93	Missouri	52.7%	66.2%	60.8%	44.0%
North Dakota	567	2,648	1,209	413	North Dakota	49.6%	62.8%	53.9%	45.7%
Nebraska	299	1,081	574	188	Nebraska	39.9%	27.4%	37.3%	42.2%
Ohio	132	881	480	83	Ohio	69.6%	90.5%	76.4%	62.0%
South Dakota	417	2,010	855	282	South Dakota	34.4%	35.5%	35.0%	31.9%
Wisconsin	135	903	293	86	Wisconsin	61.1%	74.8%	68.4%	53.9%
N.C. REGION	225	1,138	548	141	N.C. REGION	55.4%	53.9%	57.7%	50.7%
Kentucky	51	1,025	411	35	Kentucky	33.7%	69.6%	56.6%	27.2%
Oklahoma	168	946	572	119	Oklahoma	37.5%	22.9%	32.1%	36.3%
United States	172	1,054	496	98	United States	37.2%	26.9%	38.6%	35.1%

  

PASTURE	Annual Sales				Pasture as % of Total Acres	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000		All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	25	42	33	21	Iowa	8.2%	4.4%	5.7%	10.7%
Illinois	13	35	19	11	Illinois	4.0%	2.5%	2.5%	5.7%
Indiana	12	26	17	11	Indiana	5.3%	2.2%	2.5%	7.9%
Kansas	60	113	94	54	Kansas	8.9%	3.1%	4.9%	11.8%
Michigan	11	23	16	10	Michigan	5.6%	1.9%	2.6%	7.7%
Minnesota	15	22	17	14	Minnesota	4.7%	1.6%	2.6%	6.4%
Missouri	67	137	102	63	Missouri	24.4%	7.6%	11.1%	29.6%
North Dakota	47	24	51	46	North Dakota	4.1%	0.6%	2.3%	5.1%
Nebraska	50	136	61	44	Nebraska	6.7%	3.5%	4.0%	9.9%
Ohio	13	22	20	12	Ohio	7.1%	2.3%	3.2%	9.3%
South Dakota	77	120	98	71	South Dakota	6.3%	2.1%	4.0%	8.0%
Wisconsin	17	42	24	15	Wisconsin	7.6%	3.5%	5.6%	9.2%
N.C. REGION	31	63	40	28	N.C. REGION	7.6%	3.0%	4.2%	10.3%
Kentucky	41	234	115	38	Kentucky	26.9%	15.9%	15.8%	29.6%
Oklahoma	102	213	155	95	Oklahoma	22.7%	5.2%	8.7%	29.0%
United States	40	75	49	37	United States	8.6%	1.9%	3.8%	13.4%

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 10. (continued)

RANGELAND	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	16	57	21	13
Illinois	9	32	14	7
Indiana	7	21	11	6
Kansas	229	2092	611	136
Michigan	5	30	7	4
Minnesota	14	49	18	12
Missouri	46	376	107	38
North Dakota	315	1091	498	270
Nebraska	399	3027	757	209
Ohio	10	37	17	9
South Dakota	742	3419	1241	574
Wisconsin	12	66	17	10
N.C. REGION	102	841	199	70
Kentucky	15	370	64	12
Oklahoma	328	3451	1050	224
United States	250	2962	609	135

Rangeland as % of Total Acres	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	5.2%	5.9%	3.7%	6.4%
Illinois	2.8%	2.3%	1.8%	3.8%
Indiana	3.1%	1.8%	1.5%	4.5%
Kansas	33.7%	57.1%	31.7%	29.8%
Michigan	2.5%	2.4%	1.2%	3.2%
Minnesota	4.3%	3.6%	2.7%	5.5%
Missouri	16.9%	20.9%	11.6%	17.9%
North Dakota	27.6%	25.9%	22.2%	29.9%
Nebraska	53.3%	76.8%	49.2%	47.0%
Ohio	5.4%	3.8%	2.7%	7.0%
South Dakota	61.1%	60.4%	50.8%	64.9%
Wisconsin	5.4%	5.5%	4.0%	6.3%
N.C. REGION	25.0%	39.9%	21.0%	25.1%
Kentucky	9.8%	25.1%	8.8%	9.5%
Oklahoma	73.0%	83.7%	58.9%	68.0%
United States	54.0%	75.5%	47.4%	48.3%

WOODLAND	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	14	22	16	13
Illinois	21	51	30	18
Indiana	23	55	36	20
Kansas	12	26	16	12
Michigan	27	73	46	24
Minnesota	28	46	22	29
Missouri	59	159	79	57
North Dakota	12	24	16	11
Nebraska	9	14	9	8
Ohio	23	35	33	22
South Dakota	10	11	14	9
Wisconsin	46	179	58	41
N.C. REGION	26	50	30	24
Kentucky	37	83	72	36
Oklahoma	47	186	62	44
United States	49	329	65	40

Woodland as % of Total Acres	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	4.7%	2.3%	2.7%	6.8%
Illinois	6.6%	3.6%	4.0%	9.7%
Indiana	10.0%	4.8%	5.2%	14.6%
Kansas	1.8%	0.7%	0.8%	2.5%
Michigan	13.5%	5.9%	7.6%	17.7%
Minnesota	8.9%	3.5%	3.4%	13.3%
Missouri	21.5%	8.9%	8.6%	26.7%
North Dakota	1.0%	0.6%	0.7%	1.2%
Nebraska	1.2%	0.4%	0.6%	1.9%
Ohio	12.1%	3.6%	5.2%	16.1%
South Dakota	0.8%	0.2%	0.6%	1.0%
Wisconsin	20.8%	14.8%	13.6%	25.9%
N.C. REGION	6.3%	2.3%	3.1%	8.8%
Kentucky	24.6%	5.6%	9.9%	28.3%
Oklahoma	10.5%	4.5%	3.5%	13.4%
United States	10.5%	8.4%	5.1%	14.5%

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 11. Productivity Levels Of Grain Crops and Dairy, by Farm Size

Annual Sales					Annual Sales				
CORN (bu. per acre)	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000	SOYBEANS (bu. per acre)	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	126	138	131	117	Iowa	41	45	43	39
Illinois	128	139	133	118	Illinois	38	42	40	35
Indiana	127	138	132	117	Indiana	39	43	41	36
Kansas	116	128	122	99	Kansas	30	37	33	27
Michigan	96	110	101	87	Michigan	35	40	38	33
Minnesota	119	134	126	110	Minnesota	38	40	40	36
Missouri	105	122	113	96	Missouri	31	37	32	29
North Dakota	88	108	94	74	North Dakota	30	35	31	28
Nebraska	123	142	131	108	Nebraska	34	39	36	32
Ohio	114	126	121	107	Ohio	36	39	38	34
South Dakota	77	93	83	71	South Dakota	31	34	33	30
Wisconsin	112	123	117	104	Wisconsin	39	42	41	36
N.C. REGION	118	132	125	108	N.C. REGION	37	41	39	34
Kentucky	100	121	108	89	Kentucky	27	32	28	24
Oklahoma	106	150	112	78	Oklahoma	24	28	27	22
United States	115	127	121	104	United States	33	34	35	31

  

Wheat--Bu. per Acre					Dairy Products Sold per Cow				
WHEAT (bu. per acre)	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000	DAIRY SALES (\$ per cow)	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	38	43	39	36	Iowa	\$1,330	\$1,675	\$1,497	\$1,081
Illinois	51	55	54	49	Illinois	1,504	1,615	1,673	1,140
Indiana	52	56	55	49	Indiana	1,484	1,924	1,659	1,174
Kansas	34	37	36	32	Kansas	1,451	1,912	1,620	1,049
Michigan	46	51	49	44	Michigan	1,649	2,000	1,761	1,291
Minnesota	40	45	43	37	Minnesota	1,493	1,709	1,690	1,292
Missouri	43	49	45	40	Missouri	1,355	1,602	1,568	1,112
North Dakota	28	42	33	25	North Dakota	1,105	1,436	1,303	937
Nebraska	39	42	42	37	Nebraska	1,246	1,662	1,397	951
Ohio	51	55	53	49	Ohio	1,540	1,910	1,731	1,236
South Dakota	28	32	30	26	South Dakota	1,231	1,400	1,374	1,047
Wisconsin	44	45	46	41	Wisconsin	1,580	1,898	1,781	1,342
N.C. REGION	34	40	38	31	N.C. REGION	1,501	1,833	1,687	1,248
Kentucky	45	53	47	42	Kentucky	1,163	1,692	1,437	937
Oklahoma	27	30	29	25	Oklahoma	1,339	1,568	1,493	956
United States	35	48	39	31	United States	1,589	1,900	1,696	1,223

Source: 1987 Census Of Agriculture, U.S. Department of Commerce

Table 12. Farm Expense per Cropland Acre (\$)

FERTILIZER (\$ per acre)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$17.12	\$23.36	\$19.43	\$14.14
Illinois	22.48	29.02	23.89	19.99
Indiana	26.08	32.62	29.46	21.87
Kansas	6.89	12.21	8.50	5.48
Michigan	23.78	37.43	30.06	17.47
Minnesota	15.02	22.54	17.86	12.04
Missouri	12.35	19.76	16.29	10.15
North Dakota	6.34	18.19	9.09	4.40
Nebraska	11.55	18.48	14.15	8.44
Ohio	23.18	36.22	27.41	19.51
South Dakota	4.93	9.81	6.02	3.71
Wisconsin	20.36	39.64	25.39	14.59
N.C. REGION	14.17	22.63	17.56	10.89
Kentucky	14.53	24.08	22.10	12.03
Oklahoma	7.08	15.19	10.17	5.58
United States	15.08	33.11	17.74	10.51

Percent of Crop Acres with Fertilizer Expense	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	48.8%	59.3%	52.2%	44.2%
Illinois	57.5%	65.8%	58.1%	55.9%
Indiana	64.7%	72.2%	68.1%	60.4%
Kansas	44.1%	56.5%	49.7%	39.8%
Michigan	64.8%	78.1%	75.2%	55.6%
Minnesota	54.0%	65.2%	60.2%	48.0%
Missouri	45.4%	58.9%	54.7%	40.4%
North Dakota	46.8%	70.9%	58.9%	39.3%
Nebraska	46.1%	55.3%	52.1%	39.9%
Ohio	62.1%	73.7%	68.6%	57.1%
South Dakota	35.1%	53.2%	40.0%	30.1%
Wisconsin	58.0%	77.1%	68.6%	47.8%
N.C. REGION	50.2%	63.1%	56.7%	44.3%
Kentucky	37.7%	64.3%	57.8%	31.0%
Oklahoma	44.0%	69.9%	56.4%	38.4%
United States	47.6%	65.9%	54.6%	40.0%

CHEMICALS (\$ per acre)	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$11.36	\$15.25	\$12.49	\$9.80
Illinois	13.40	18.40	13.82	12.28
Indiana	13.51	17.99	14.60	11.84
Kansas	3.98	7.27	4.78	3.23
Michigan	14.67	31.20	17.36	10.43
Minnesota	9.99	16.84	11.78	7.92
Missouri	6.98	13.89	10.46	5.03
North Dakota	5.09	13.20	6.21	4.16
Nebraska	6.62	9.12	7.97	5.16
Ohio	12.83	22.06	14.60	11.03
South Dakota	3.97	6.10	4.48	3.41
Wisconsin	9.03	28.94	10.06	6.44
N.C. REGION	8.54	14.69	10.21	6.74
Kentucky	6.01	14.32	11.23	4.21
Oklahoma	3.74	7.96	5.00	3.08
United States	10.58	31.82	11.78	6.54

Percent of Crop Acres with Chemicals Expense	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	53.9%	59.0%	58.4%	48.8%
Illinois	59.7%	62.2%	62.2%	56.4%
Indiana	57.0%	63.1%	61.9%	51.4%
Kansas	27.5%	33.0%	30.2%	25.5%
Michigan	46.5%	62.9%	53.9%	38.9%
Minnesota	53.6%	65.8%	59.8%	47.4%
Missouri	36.9%	57.4%	53.2%	28.3%
North Dakota	45.1%	54.4%	51.9%	41.1%
Nebraska	35.4%	39.7%	39.0%	31.8%
Ohio	50.9%	60.8%	56.9%	46.2%
South Dakota	35.5%	44.4%	39.4%	32.1%
Wisconsin	29.6%	51.7%	33.9%	24.2%
N.C. REGION	44.0%	52.3%	50.3%	38.5%
Kentucky	23.1%	55.5%	46.5%	15.2%
Oklahoma	26.7%	56.0%	32.0%	23.4%
United States	38.6%	50.6%	46.0%	31.7%

Source: 1987 Census of Agriculture, U.S. Department of Commerce

Table 13. Farm Expenses, by Farm Size

Total Expense per Farm	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$63,200	\$820,981	\$132,593	\$25,322
Illinois	51,330	700,557	126,026	21,550
Indiana	45,084	852,536	144,948	16,867
Kansas	80,439	3,291,233	146,852	19,359
Michigan	43,221	953,260	160,059	16,171
Minnesota	52,040	908,117	135,106	22,743
Missouri	26,432	828,292	133,053	13,211
North Dakota	52,312	707,695	139,975	30,133
Nebraska	89,403	1,951,593	138,700	25,304
Ohio	34,437	973,260	141,394	15,066
South Dakota	58,783	1,199,358	130,744	26,324
Wisconsin	48,453	804,015	121,245	23,033
N.C. REGION	52,330	1,247,927	135,002	20,312
Kentucky	16,073	1,075,562	130,205	8,922
Oklahoma	33,594	1,682,946	167,554	13,286
United States	51,797	1,324,284	146,233	15,647

Interest Expense per Farm	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$5,508	\$44,018	\$12,649	\$2,429
Illinois	5,047	46,993	13,456	2,171
Indiana	4,352	45,786	15,070	1,952
Kansas	4,581	57,728	14,838	2,289
Michigan	3,868	60,505	15,622	1,606
Minnesota	5,245	47,229	14,399	2,670
Missouri	2,616	41,742	12,399	1,578
North Dakota	6,074	61,512	17,033	3,523
Nebraska	6,093	62,403	13,689	2,526
Ohio	3,024	40,423	13,153	1,604
South Dakota	5,522	49,664	14,228	3,002
Wisconsin	5,330	52,514	14,476	2,620
N.C. REGION	4,634	50,556	13,935	2,218
Kentucky	1,941	103,896	13,230	1,241
Oklahoma	2,694	60,938	15,004	1,490
United States	3,908	56,616	12,987	1,672

Hired Labor per Farm	Annual Sales			
	All Farms	\$500,000 or More	\$100,000- \$499,999	Less Than \$100,000
Iowa	\$2,686	\$51,739	\$6,221	\$539
Illinois	3,099	94,691	7,665	485
Indiana	2,783	95,062	9,108	425
Kansas	3,297	121,952	9,357	535
Michigan	4,738	169,580	19,091	718
Minnesota	2,869	81,142	8,463	638
Missouri	1,544	87,108	10,059	379
North Dakota	2,631	77,732	9,098	771
Nebraska	4,315	96,258	8,447	697
Ohio	2,751	166,902	11,590	454
South Dakota	2,609	65,874	7,586	599
Wisconsin	4,159	131,109	11,808	1,005
N.C. REGION	3,027	98,178	9,108	576
Kentucky	1,710	197,116	15,032	675
Oklahoma	1,776	96,643	11,017	509
United States	5,205	185,600	14,048	730

Source: 1987 Census of Agriculture, U.S. Department of Commerce

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Table 13. (continued)

## Interest Expense as Percent of Total Expense

	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	8.7%	5.4%	9.5%	9.6%
Illinois	9.8%	6.7%	10.7%	10.1%
Indiana	9.7%	5.4%	10.4%	11.6%
Kansas	5.7%	1.8%	10.1%	11.8%
Michigan	9.0%	6.3%	9.8%	9.9%
Minnesota	10.1%	5.2%	10.7%	11.7%
Missouri	9.9%	5.0%	9.3%	11.9%
North Dakota	11.6%	8.7%	12.2%	11.7%
Nebraska	6.8%	3.2%	9.9%	10.0%
Ohio	8.8%	4.2%	9.3%	10.6%
South Dakota	9.4%	4.1%	10.9%	11.4%
Wisconsin	11.0%	6.5%	11.9%	11.4%
N.C. REGION	8.9%	4.1%	10.3%	10.9%
Kentucky	12.1%	9.7%	10.2%	13.9%
Oklahoma	8.0%	3.6%	9.0%	11.2%
United States	7.5%	4.3%	8.9%	10.7%

## Hired Labor Expense as Percent of Total Expense

	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	4.2%	6.3%	4.7%	2.1%
Illinois	6.0%	13.5%	6.1%	2.3%
Indiana	6.2%	11.2%	6.3%	2.5%
Kansas	4.1%	3.7%	6.4%	2.8%
Michigan	11.0%	17.8%	11.9%	4.4%
Minnesota	5.5%	8.9%	6.3%	2.8%
Missouri	5.8%	10.5%	7.6%	2.9%
North Dakota	5.0%	11.0%	6.5%	2.6%
Nebraska	4.8%	4.9%	6.1%	2.8%
Ohio	8.0%	17.1%	8.2%	3.0%
South Dakota	4.4%	5.5%	5.8%	2.3%
Wisconsin	8.6%	16.3%	9.7%	4.4%
N.C. REGION	5.8%	7.9%	6.7%	2.8%
Kentucky	10.6%	18.3%	11.5%	7.6%
Oklahoma	5.3%	5.7%	6.6%	3.8%
United States	10.0%	14.0%	9.6%	4.7%

## Percent of Farms with Interest Expense

	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	64%	95%	85%	57%
Illinois	56%	92%	82%	49%
Indiana	54%	92%	85%	49%
Kansas	58%	93%	86%	53%
Michigan	49%	90%	85%	44%
Minnesota	63%	93%	87%	57%
Missouri	48%	89%	83%	45%
North Dakota	67%	93%	89%	63%
Nebraska	63%	92%	85%	56%
Ohio	46%	88%	84%	42%
South Dakota	67%	93%	86%	62%
Wisconsin	59%	89%	84%	52%
N.C. REGION	57%	92%	85%	51%
Kentucky	44%	88%	82%	42%
Oklahoma	46%	94%	84%	43%
United States	49%	88%	82%	43%

## Percent of Farms with Hired Labor Expense

	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	47%	97%	72%	38%
Illinois	39%	98%	72%	29%
Indiana	36%	96%	69%	29%
Kansas	36%	98%	74%	30%
Michigan	35%	99%	81%	29%
Minnesota	44%	98%	75%	37%
Missouri	30%	96%	73%	26%
North Dakota	42%	100%	78%	35%
Nebraska	42%	98%	71%	33%
Ohio	32%	97%	73%	27%
South Dakota	42%	95%	72%	35%
Wisconsin	46%	98%	79%	37%
N.C. REGION	39%	97%	74%	32%
Kentucky	48%	99%	86%	47%
Oklahoma	32%	98%	79%	28%
United States	39%	97%	78%	33%

Source: 1987 Census of Agriculture, U.S. Department of Commerce



Table 14. Farm Operators' Status, by Farm Size

	Number That Are Age 65 or Older			
	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	16,557	128	1,517	14,912
Illinois	16,557	120	1,497	14,940
Indiana	13,224	101	816	12,307
Kansas	16,170	143	977	15,050
Michigan	9,512	59	469	8,984
Minnesota	12,146	71	826	11,249
Missouri	25,997	73	770	25,154
North Dakota	5,209	16	262	4,931
Nebraska	10,839	164	1,109	9,566
Ohio	16,058	71	643	15,344
South Dakota	6,647	61	604	5,982
Wisconsin	12,665	67	894	11,704
N.C. REGION	161,581	1,074	10,384	150,123
Kentucky	21,031	33	387	20,611
Oklahoma	17,473	62	587	16,824
United States	447,341	4,295	25,978	417,068

	Percent That Are Age 65 or Older			
	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	15.7%	7.9%	6.0%	19.0%
Illinois	18.6%	11.3%	8.1%	21.6%
Indiana	18.8%	12.2%	8.1%	20.7%
Kansas	23.6%	14.9%	11.6%	25.4%
Michigan	18.6%	10.0%	8.1%	20.1%
Minnesota	14.3%	8.3%	5.3%	16.4%
Missouri	24.5%	14.8%	9.2%	25.9%
North Dakota	14.8%	6.5%	4.6%	16.8%
Nebraska	17.9%	12.8%	8.7%	20.6%
Ohio	20.3%	12.5%	8.1%	21.7%
South Dakota	18.3%	13.7%	9.5%	20.2%
Wisconsin	16.9%	11.0%	6.1%	19.6%
N.C. REGION	18.7%	11.2%	7.4%	21.1%
Kentucky	22.7%	13.3%	11.7%	23.2%
Oklahoma	24.9%	13.3%	12.7%	25.8%
United States	21.4%	13.4%	9.9%	23.3%

	Number Whose Occupation is Farming			
	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	75,279	1,518	23,955	49,806
Illinois	57,122	993	17,671	38,458
Indiana	36,654	733	9,319	26,602
Kansas	42,607	854	7,903	33,850
Michigan	26,112	561	5,500	20,051
Minnesota	58,519	787	14,998	42,734
Missouri	53,694	453	7,799	45,442
North Dakota	29,031	239	5,584	23,208
Nebraska	45,387	1,191	12,085	32,111
Ohio	39,569	497	7,324	31,748
South Dakota	28,407	409	6,128	21,870
Wisconsin	53,342	561	14,246	38,535
N.C. REGION	545,723	8,796	132,512	404,415
Kentucky	41,451	209	2,981	38,261
Oklahoma	33,052	395	4,013	28,644
United States	1,138,179	28,770	242,209	867,200

	Percent Whose Occupation is Farming			
	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	71.6%	93.1%	95.2%	63.5%
Illinois	64.3%	93.8%	95.1%	55.6%
Indiana	52.0%	88.6%	92.0%	44.7%
Kansas	62.1%	89.2%	93.8%	57.2%
Michigan	51.0%	95.4%	94.7%	44.8%
Minnesota	68.8%	91.5%	96.5%	62.2%
Missouri	50.6%	91.9%	92.9%	46.7%
North Dakota	82.3%	97.2%	97.9%	79.1%
Nebraska	75.0%	93.1%	95.2%	69.0%
Ohio	49.9%	87.2%	91.9%	44.9%
South Dakota	78.1%	92.1%	96.7%	73.9%
Wisconsin	71.0%	92.4%	96.6%	64.5%
N.C. REGION	63.3%	92.0%	95.0%	56.7%
Kentucky	44.8%	83.9%	90.4%	43.0%
Oklahoma	47.1%	84.9%	87.1%	44.0%
United States	54.5%	89.8%	91.9%	48.4%

Source: 1987 Census Of Agriculture, U.S. Department of Commerce

Table 15. Off-Farm Work of Farm Operators, By Farm Size

## Number of Farm Operators with No Off-farm Work

	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	51,753	1,290	17,688	32,775
Illinois	38,565	810	12,368	25,387
Indiana	25,127	605	6,469	18,053
Kansas	29,462	727	5,765	22,970
Michigan	19,384	470	4,306	14,608
Minnesota	40,625	658	11,087	28,880
Missouri	40,016	376	5,810	33,830
North Dakota	19,542	197	4,108	15,237
Nebraska	31,491	979	9,166	21,346
Ohio	28,490	407	5,186	22,897
South Dakota	19,798	315	4,724	14,759
Wisconsin	40,587	445	11,585	28,557
N.C. REGION	384,840	7,279	98,262	279,299
Kentucky	32,743	175	2,267	30,301
Oklahoma	25,405	316	2,861	22,228
United States	844,476	23,500	180,818	640,158

## Percent of Farm Operators with No Off-farm Work

	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	52.8%	84.4%	75.1%	45.0%
Illinois	46.9%	81.2%	71.7%	39.7%
Indiana	38.2%	78.0%	69.0%	32.4%
Kansas	46.0%	81.7%	74.2%	41.4%
Michigan	39.9%	84.4%	78.5%	34.4%
Minnesota	50.7%	82.3%	76.8%	44.5%
Missouri	40.7%	81.7%	74.9%	37.5%
North Dakota	59.8%	88.7%	78.4%	56.0%
Nebraska	56.3%	84.4%	78.3%	49.6%
Ohio	38.2%	76.1%	69.8%	34.4%
South Dakota	59.4%	79.7%	81.1%	54.4%
Wisconsin	57.5%	79.5%	83.5%	50.8%
N.C. REGION	47.8%	82.0%	75.8%	42.0%
Kentucky	37.5%	72.3%	73.1%	36.1%
Oklahoma	38.4%	73.8%	67.8%	36.1%
United States	43.1%	78.8%	73.9%	38.0%

## Number of Farm Operators with 200 Days or More Off-farm Work

	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	25,928	83	1,327	24,518
Illinois	26,001	51	963	24,987
Indiana	28,153	64	888	27,201
Kansas	21,677	78	609	20,990
Michigan	20,818	31	348	20,439
Minnesota	22,006	64	679	21,263
Missouri	40,925	32	591	40,302
North Dakota	5,295	7	166	5,122
Nebraska	13,099	72	602	12,425
Ohio	32,749	59	747	31,943
South Dakota	6,641	41	225	6,375
Wisconsin	18,776	44	651	18,081
N.C. REGION	262,068	626	7,796	253,646
Kentucky	37,893	32	323	37,538
Oklahoma	28,495	66	592	27,837
United States	737,206	2,960	22,212	712,034

## Percent of Farm Operators with 200 Days or More Off-farm Work

	Annual Sales			
	All Farms	\$500,000 or More	\$100,000-\$499,999	Less Than \$100,000
Iowa	26.5%	5.4%	5.6%	33.6%
Illinois	31.6%	5.1%	5.6%	39.1%
Indiana	42.8%	8.2%	9.5%	48.9%
Kansas	33.8%	8.8%	7.8%	37.8%
Michigan	42.9%	5.6%	6.3%	48.1%
Minnesota	27.4%	8.0%	4.7%	32.7%
Missouri	41.6%	7.0%	7.6%	44.7%
North Dakota	16.2%	3.2%	3.2%	18.8%
Nebraska	23.4%	6.2%	5.1%	28.9%
Ohio	43.9%	11.0%	10.0%	48.0%
South Dakota	19.9%	10.4%	3.9%	23.5%
Wisconsin	26.6%	7.9%	4.7%	32.2%
N.C. REGION	32.6%	7.0%	6.0%	38.1%
Kentucky	43.5%	13.2%	10.4%	44.8%
Oklahoma	43.0%	15.4%	14.0%	45.2%
United States	37.6%	9.9%	9.1%	42.2%

TABLE 16. Occupation of employed persons 15 years of age and over who live on Midwest farms, 1988.

Farm Occupation	Total Number (1,000)	Percent by Occupation	Percent of Total
Operators/Managers	511	75.5%	36.4%
Farm Workers	166	24.5%	11.8%
Total Farm	677	100.0%	
<u>Nonfarm Occupation</u>			
Managerial and professional	129	17.8%	9.2%
Technical/Sales/Administrative	216	29.8%	15.4%
Service	128	17.6%	9.1%
Precision/Production/Craft/Repair	105	14.5%	7.5%
Operators/Fabricators/Labors	145	20.0%	10.3%
Forestry/Fishing	3	0.4%	0.2%
Total Nonfarm	726	100.0%	—
Total Farm and Nonfarm	1,403		100.0%

Source: Rural and Rural Farm Population: 1988, USDA, US Dept. Commerce

TABLE 17. Industry of employed persons 15 years of age and over who live on Midwest farms, 1988.

Industry	Number (1,000)	Percent Non-farm	Percent of Total
Agriculture	694		49.5%
Service	241	34.0%	17.2%
Manufacturing	143	20.2%	10.2%
Retail Trade	122	17.2%	8.7%
Transportation/Communications	50	7.1%	3.6%
Construction	46	6.5%	3.3%
Wholesale Trade	41	5.8%	2.9%
Finance/Insurance/Real Estate	36	5.1%	2.6%
Public Administration	24	3.4%	1.7%
Mining	5	0.7%	0.4%
Forestry/Fisheries	1	0.1%	0.1%
	1,403	100.0%	100.0%

Source: Rural and Rural Farm Population: 1988, USDA, US Dept. Commerce

TABLE 18. Income of households and families, farm residence, U.S., 1987

Total Money Income	Households		Families	
	Number (1,000)	Percent	Number (1,000)	Percent
Under \$5,000	95	5.6%	63	4.4%
\$5,000 to \$9,999	138	8.2%	94	6.6%
\$10,000 to \$14,999	228	13.5%	163	11.4%
\$15,000 to \$19,999	186	11.1%	158	11.1%
\$20,000 to \$24,999	224	13.3%	204	14.3%
\$25,000 to \$29,999	166	9.9%	153	10.7%
\$30,000 to \$34,999	138	8.2%	124	8.7%
\$35,000 to \$39,999	94	5.6%	92	6.4%
\$40,000 to \$49,999	180	10.7%	165	11.5%
\$50,000 to \$74,999	156	9.3%	142	9.9%
\$75,000 and over	78	4.6%	71	5.0%
Total	1,683	100.0%	1,429	100.0%
Median Income (dollars)	\$24,129		\$26,016	
Mean Income (dollars)	\$29,822		\$31,560	

Source: Rural and Rural Farm Population: 1988, USDA, US Dept. Commerce

TABLE 19. Type of income, number of households, and percent of households. Midwest farms, 1979.

Type of Income	Number	Percent
Wage and Salary	589,331	63.8%
Non-farm Self-employment	116,847	12.7%
Farm Self-employment	673,018	72.9%
Interest, Dividend, or Net Rental	532,974	57.7%
Social Security	246,529	26.7%
Public Assistance	24,634	2.7%
Other	136,612	14.8%
Number of households	923,041	

Source: Census of Population, US Dept. Commerce