



# Understanding Cooperatives: Farmer Cooperative Statistics

Cooperative Information Report 45, Section 13



**United States  
Department of  
Agriculture  
Rural Development**

Rural Business  
and Cooperative  
Service

December 1996  
Revised  
June 2011

Farmer cooperative statistics are collected annually by USDA's Cooperative Programs to provide information on the progress and trends in growth and development of cooperatives. These statistics are also used for research, education, technical assistance, planning, and public policy purposes.

Limited data on cooperatives have been collected since 1863. The first nationwide survey of cooperatives was conducted by USDA in 1913. Annual surveys were started in 1930.

Although the number of farmers and ranchers and cooperatives serving them has been declining, the volume of business handled has grown through mergers, consolidations, acquisitions, joint ventures, internal expansions, and price inflation.

## Types of Cooperatives

Cooperatives in the United States fall into three major categories: marketing, supply, and service. Marketing cooperatives are further classified according to the principal commodity handled, such as grains and oilseeds, dairy and dairy products, or fruits and vegetables.

Of the 2,389 farmer cooperatives in 2009, 2,330 were centralized, 39 were federated (a cooperative of cooperatives), and were 20 "mixed." Most cooperatives are small and serve a local market area, but

some cooperatives provide a variety of services across a large geographic area and have members in many states.

## Numbers by Co-op Type and Memberships

The following table lists the number of cooperatives by products they market, supplies they sell, and services they offer.

Memberships in cooperatives totaled 2.2 million in 2009. The number of memberships exceeded the number of U.S. farmers and ranchers because many farmers and ranchers are members of more than one cooperative.

<b>Major Business</b>		
<b>Activity</b>	<b>Co-ops</b>	<b>Members</b>
Bean and pea, dry edible	6	1,700
Cotton	12	29,200
Dairy	154	53,300
Fish	37	5,300
Fruit and vegetable	167	32,200
Grain and oilseed	566	437,300
Livestock	57	73,300
Nuts	20	16,200
Poultry	11	500
Rice	14	11,600
Sugar	32	10,900
Tobacco	9	65,100
Wool and mohair	58	10,000
Other marketing	26	6,500
<b>Total marketing</b>	<b>1,169</b>	<b>753,000</b>
<b>Total supply</b>	<b>970</b>	<b>1,390,200</b>
Artificial insemination	13	61,200
Cotton ginning	168	26,000
Other services	44	16,700
Rice dryers	4	200
Storage	6	100
Transportation	15	500
<b>Total Service</b>	<b>250</b>	<b>104,700</b>
<b>Total</b>	<b>2,389</b>	<b>2,247,900</b>



In 2009, 34 percent of all cooperatives reported having a business volume of less than \$5 million per year.

### Business Volume

The business volume of 2,289 cooperatives exceeded \$170 billion in 2009. Marketing sales accounted for 49 percent, farm supply sales 41 percent, and service sales for 10 percent of the total. Milk and milk products, grains and oilseeds, and petroleum accounted for 58 percent of cooperative business volume.

<i>Commodity, Supply, or Service</i>	<i>Volume (\$Billions)</i>
<i>Products Marketed</i>	
Beans and peas (dry edible)	.170
Cotton	2.133
Dairy	30.835
Fish	.197
Fruits and vegetables	7.583
Grains and oilseeds	44.429
Livestock	3.128
Nuts	.835
Poultry	1.171
Rice	1.686
Sugar	4.996
Tobacco	.168
Wool and mohair	.006
Other marketing	4.757
<b>Total marketing</b>	<b>102.093</b>
<i>Supplies purchased</i>	
Crop protectants	7.684
Feed	11.095
Fertilizer	12.261
Petroleum	23.357
Seed	3.934
Other supplies	4.842
<b>Total supplies</b>	<b>63.173</b>
<b>Services and other income</b>	<b>4.977</b>
<b>Total business</b>	<b>170.244</b>

### Business Size

Measured by annual gross business volume, most cooperatives have less than \$5 million in sales and serve small markets. Often these small cooperatives own part of a larger federated cooperative to help them market members' products or obtain higher prices and purchase supplies at lower cost. The larger cooperatives may serve many States, have dozens of member cooperatives and thus account for a significant amount of the total cooperative annual business volume.

In 2009, 34 percent of all cooperatives reported having a business volume of less than \$5 million per year. These small cooperatives accounted for only 1 percent of the total gross dollar volume of all cooperatives. Larger cooperatives comprised less than 1 percent of all cooperatives yet they accounted for 43 percent of the total volume.

		<i>Cooperatives</i>	<i>\$ Volume</i>		
<i>Sales Volume Group (\$million)</i>		<i>Number</i>	<i>% of Total</i>	<i>Gross (\$million)</i>	<i>% of Total</i>
< 5.0	823	34.4	1,489	0.9	
5 - 9.9	338	14.1	2,453	1.4	
10 - 14.9	211	8.8	2,609	1.5	
15 - 24.9	237	9.9	4,604	2.7	
25 - 49.9	270	11.3	9,470	5.6	
50 - 99.9	201	8.4	13,410	7.9	
100 - 199.9	119	5.0	16,794	9.9	
200 - 499.9	137	5.7	23,204	13.6	
500 - 999.9	35	1.5	23,716	13.9	
≥1,000.0	18	0.8	72,494	42.6	
<b>Total</b>	<b>2,389</b>	<b>100.0</b>	<b>170,243</b>	<b>100.0</b>	



### Net Income

Total net income before taxes (includes dividends, refunds, and losses) for all farmer cooperatives was \$4.4 billion in 2009. Income for marketing cooperatives was \$2.9 billion, while supply cooperatives had \$1.3 billion and service cooperatives \$0.2 billion in income.

### Balance Sheet

Combined assets of farmer cooperatives was \$61 billion in 2009. Marketing cooperatives held \$39 billion, supply co-ops \$21 billion and service co-ops \$1 billion in assets.

Net worth or member and patron equity was \$24 billion in 2009. Marketing cooperatives had \$14 billion, supply cooperatives \$9 billion, and service co-ops \$1 billion in net worth and member/patron equity.

Co-op liabilities totaled \$37 billion in 2009. Marketing cooperatives owed \$25 billion, supply cooperatives \$12 billion, and service cooperatives less than \$500 million.

### Cooperative Trends

The number of cooperatives, as well as the number of farmers and ranchers, has been trending downward. Gross business volume, however, was at an all time high in 2008. Although sales declined in 2009, they were still the second highest on record. Business volume has gone up and down over the last decade, reflecting price increases and decreases and changes in the volume of products that cooperatives market and supply:

	<b>Co-ops</b>	<b>Member-</b>	<b>Business</b>
	<i>Number</i>	<i>ships</i>	<i>Volume</i>
		<i>Million</i>	<i>\$Billion</i>
2000	3,346	3.1	120.7
2001	3,229	3.0	123.6
2002	3,140	2.8	111.6
2003	3,086	2.8	116.9
2004	2,983	2.7	123.4
2005	2,896	2.6	121.7
2006	2,675	2.6	126.5
2007	2,594	2.5	146.6
2008	2,473	2.4	191.9
2009	2,389	2.2	170.2

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For more detailed farmer cooperative statistics, visit <http://www.rurdev.usda.gov/rbs/pub/CoopStats2009.pdf> for the full 2009 Cooperative Statistics Report.

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## Cooperatives by State

Minnesota led all states in 2009, with the most farmer cooperatives (213), while Iowa had the largest gross co-op business

volume (\$18.1 billion). California, Illinois, Iowa, Minnesota, North Dakota, Texas, and Wisconsin all are home to more than 100 farmer cooperatives.

State	Cooperatives			State	Cooperatives		
	Headquartered in State	Member-ships	Business volume		Headquartered in State	Member-ships	Business volume
	Number	Thousand	\$Billion		Number	Thousand	\$Billion
Alabama	53	30.8	0.7	Montana	51	27.3	2.1
Alaska	4	3.0	0.2	Nebraska	60	73.2	9.0
Arizona	9	1.7	0.8	New Jersey	12	1.7	0.4
Arkansas	39	44.5	3.1	New Mexico	8	1.2	0.6
California	127	37.7	10.0	New York	55	6.4	2.7
Colorado	28	23.9	1.8	North Carolina	12	31.3	0.8
Connecticut	5	0.6	0.3	North Dakota	168	87.2	6.4
Delaware	3	9.9	0.1	Ohio	46	41.9	4.4
Florida	33	20.3	2.5	Oklahoma	60	41.4	1.8
Georgia	12	23.4	1.2	Oregon	32	29.8	3.6
Hawaii	16	0.7	0.0	Pennsylvania	39	9.5	2.0
Idaho	30	12.7	1.9	South Carolina	3	3.5	0.2
Illinois	127	129.8	12.7	South Dakota	81	64.6	5.4
Indiana	35	54.6	5.5	Tennessee	67	131.3	1.8
Iowa	109	114.7	18.1	Texas	198	77.7	5.0
Kansas	93	105.8	6.5	Utah	12	6.9	1.1
Kentucky	37	198.6	1.2	Vermont	3	1.2	0.4
Louisiana	37	10.4	1.3	Virginia	54	142.6	1.7
Maine	22	5.4	0.2	Washington	61	25.7	4.9
Maryland	15	44.3	0.7	West Virginia	22	70.0	0.2
Massachusetts	8	3.0	0.5	Wisconsin	116	151.7	9.4
Michigan	45	50.3	3.6	Wyoming	10	4.7	0.6
Minnesota	213	138.2	17.6	Other States	2	0.7	0.1
Mississippi	58	51.7	1.1	Foreign	0	1.8	7.5
Missouri	59	98.4	7.0	<b>United States</b>	<b>2,389</b>	<b>2,247.8</b>	<b>170.2</b>

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