

**Table 2. Market Value of Agricultural Products Sold Including Landlord's Share, Food Marketing Practices, and Value-Added Products: 2017 and 2012**

[For meaning of abbreviations and symbols, see introductory text.]

| Item   | 2017            | Percent of total in 2017 | 2012    |
|--|-----------------|--------------------------|---------|
| <b>MARKET VALUE OF AGRICULTURAL PRODUCTS SOLD (SEE TEXT)</b>               |                 |                          |         |
| Total sales (see text) .....   | farms 7,241     | 100.0                    | 7,755   |
|  | \$1,000 475,184 | 100.0                    | 492,211 |
| Average per farm .....   | dollars 65,624  | (X)                      | 63,470  |
| By value of sales:   |                 |                          |         |
| Less than \$1,000 (see text) .....   | farms 2,274     | 31.4                     | 2,755   |
|  | \$1,000 505     | 0.1                      | 669     |
| \$1,000 to \$2,499 .....   | farms 984       | 13.6                     | 908     |
|  | \$1,000 1,602   | 0.3                      | 1,491   |
| \$2,500 to \$4,999 .....   | farms 752       | 10.4                     | 727     |
|  | \$1,000 2,722   | 0.6                      | 2,598   |
| \$5,000 to \$9,999 .....   | farms 767       | 10.6                     | 828     |
|  | \$1,000 5,340   | 1.1                      | 5,811   |
| \$10,000 to \$19,999 .....   | farms 599       | 8.3                      | 669     |
|  | \$1,000 8,218   | 1.7                      | 9,512   |
| \$20,000 to \$24,999 .....   | farms 175       | 2.4                      | 192     |
|  | \$1,000 3,908   | 0.8                      | 4,227   |
| \$25,000 to \$39,999 .....   | farms 381       | 5.3                      | 354     |
|  | \$1,000 12,028  | 2.5                      | 10,836  |
| \$40,000 to \$49,999 .....   | farms 145       | 2.0                      | 132     |
|  | \$1,000 6,362   | 1.3                      | 5,824   |
| \$50,000 to \$99,999 .....   | farms 405       | 5.6                      | 432     |
|  | \$1,000 28,508  | 6.0                      | 29,807  |
| \$100,000 to \$249,999 .....   | farms 341       | 4.7                      | 355     |
|  | \$1,000 53,821  | 11.3                     | 55,397  |
| \$250,000 to \$499,999 .....   | farms 201       | 2.8                      | 203     |
|  | \$1,000 68,558  | 14.4                     | 68,424  |
| \$500,000 to \$999,999 .....   | farms 139       | 1.9                      | 114     |
|  | \$1,000 93,922  | 19.8                     | 79,167  |
| \$1,000,000 or more .....  | farms 78        | 1.1                      | 86      |
|  | \$1,000 189,689 | 39.9                     | 218,449 |
| \$1,000,000 to \$2,499,999 .....   | farms 59        | 0.8                      | 64      |
|  | \$1,000 89,956  | 18.9                     | 94,013  |
| \$2,500,000 to \$4,999,999 .....   | farms 12        | 0.2                      | 15      |
|  | \$1,000 40,448  | 8.5                      | 51,376  |
| \$5,000,000 or more .....  | farms 7         | 0.1                      | 7       |
|  | \$1,000 59,285  | 12.5                     | 73,060  |
| Value of sales by commodity or commodity group:                            |                 |                          |         |
| Crops, including nursery and greenhouse crops .....                        | farms 4,312     | 59.5                     | 4,330   |
|  | \$1,000 363,524 | 76.5                     | 382,915 |
| Grains, oilseeds, dry beans, and dry peas .....                            | farms 263       | 3.6                      | 187     |
|  | \$1,000 5,388   | 1.1                      | 7,466   |
| Corn .....   | farms 190       | 2.6                      | 164     |
|  | \$1,000 5,007   | 1.1                      | 6,869   |
| Wheat .....  | farms 8         | 0.1                      | 7       |
|  | (D) (D)         | (D)                      | (D)     |
| Soybeans .....   | farms 6         | 0.1                      | 10      |
|  | \$1,000 162     | (Z)                      | 451     |
| Sorghum .....  | farms 2         | (Z)                      | 2       |
|  | \$1,000 (D)     | (D)                      | (D)     |
| Barley .....   | farms 8         | 0.1                      | 9       |
|  | \$1,000 7       | (Z)                      | (D)     |
| Rice .....   | farms -         | -                        | -       |
|  | \$1,000 -       | -                        | -       |
| Other grains, oilseeds, dry beans, and dry peas .....                      | farms 69        | 1.0                      | 17      |
|  | \$1,000 (D)     | (D)                      | 66      |
| Tobacco .....  | farms 15        | 0.2                      | 21      |
|  | \$1,000 5,733   | 1.2                      | 5,174   |
| Cotton and cottonseed .....  | farms -         | -                        | -       |
|  | \$1,000 -       | -                        | -       |
| Vegetables, melons, potatoes, and sweet potatoes .....                     | farms 1,402     | 19.4                     | 1,428   |
|  | \$1,000 102,061 | 21.5                     | 81,209  |
| Fruits, tree nuts, and berries .....                                       | farms 1,178     | 16.3                     | 1,223   |
|  | \$1,000 88,433  | 18.6                     | 125,585 |
| Fruits and tree nuts .....   | farms 509       | 7.0                      | 358     |
|  | \$1,000 28,972  | 6.1                      | 22,146  |
| Berries .....  | farms 912       | 12.6                     | 1,017   |
|  | \$1,000 59,460  | 12.5                     | 103,440 |
| Nursery, greenhouse, floriculture, and sod (see text) .....                | farms 867       | 12.0                     | 1,039   |
|  | \$1,000 139,740 | 29.4                     | 144,188 |
| Cultivated Christmas trees and short rotation woody crops (see text) ..... | farms 265       | 3.7                      | 409     |
|  | \$1,000 3,536   | 0.7                      | 1,409   |
| Cultivated Christmas trees (see text) .....                                | farms 264       | 3.6                      | 396     |
|  | (D) (D)         | (D)                      | 1,386   |
| Short rotation woody crops .....   | farms 1         | (Z)                      | 13      |
|  | \$1,000 (D)     | (D)                      | 23      |
| Other crops and hay (see text) .....                                       | farms 1,957     | 27.0                     | 1,804   |
|  | \$1,000 18,633  | 3.9                      | 17,884  |
| Maple syrup .....  | farms 307       | 4.2                      | 267     |
|  | \$1,000 3,492   | 0.7                      | 2,261   |
| Livestock, poultry, and their products .....                               | farms 2,844     | 39.3                     | 3,168   |
|  | \$1,000 111,661 | 23.5                     | 109,296 |
| Poultry and eggs .....   | farms 1,264     | 17.5                     | 1,288   |
|  | \$1,000 12,194  | 2.6                      | 11,748  |

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**Table 2. Market Value of Agricultural Products Sold Including Landlord's Share, Food Marketing Practices, and Value-Added Products: 2017 and 2012 (continued)**

[For meaning of abbreviations and symbols, see introductory text.]

| Item   | 2017    | Percent of total in 2017 | 2012   |
|--|---------|--------------------------|--------|
| <b>MARKET VALUE OF AGRICULTURAL PRODUCTS SOLD (SEE TEXT) - Con.</b>  |         |                          |        |
| Total sales (see text) - Con.  |         |                          |        |
| Value of sales by commodity or commodity group: - Con.   |         |                          |        |
| Livestock, poultry, and their products - Con.  |         |                          |        |
| Cattle and calves ..... farms  | 754     | 10.4                     | 870    |
| ..... \$1,000  | 11,147  | 2.3                      | 9,503  |
| Milk from cows ..... farms   | 128     | 1.8                      | 137    |
| ..... \$1,000  | 45,336  | 9.5                      | 44,250 |
| Hogs and pigs ..... farms  | 370     | 5.1                      | 432    |
| ..... \$1,000  | 2,098   | 0.4                      | 2,898  |
| Sheep, goats, wool, mohair, and milk ..... farms   | 670     | 9.3                      | 734    |
| ..... \$1,000  | 2,305   | 0.5                      | 2,122  |
| Horses, ponies, mules, burros, and donkeys (see text) ..... farms  | 240     | 3.3                      | 534    |
| ..... \$1,000  | 3,430   | 0.7                      | 11,600 |
| Aquaculture ..... farms  | 201     | 2.8                      | 193    |
| ..... \$1,000  | 29,402  | 6.2                      | 23,251 |
| Other animals and other animal products (see text) ..... farms   | 423     | 5.8                      | 518    |
| ..... \$1,000  | 5,749   | 1.2                      | 3,924  |
| <b>LANDLORD'S SHARE OF TOTAL SALES (SEE TEXT)</b>  |         |                          |        |
| Value of landlord's share of total sales ..... farms   | 41      | 0.6                      | 93     |
| ..... \$1,000  | 1,136   | 0.2                      | 1,198  |
| <b>FOOD MARKETING PRACTICES (SEE TEXT)</b>   |         |                          |        |
| Value of food sold directly to consumers (see text) ..... farms  | 1,814   | 25.1                     | 2,206  |
| ..... \$1,000  | 100,466 | 21.1                     | 47,909 |
| Average per farm ..... dollars   | 55,384  | (X)                      | 21,717 |
| By value of sales:   |         |                          |        |
| \$1 to \$499 ..... farms   | 256     | 3.5                      | 498    |
| ..... \$1,000  | 57      | (Z)                      | 94     |
| \$500 to \$999 ..... farms   | 243     | 3.4                      | 317    |
| ..... \$1,000  | 159     | (Z)                      | 205    |
| \$1,000 to \$4,999 ..... farms   | 556     | 7.7                      | 653    |
| ..... \$1,000  | 1,307   | 0.3                      | 1,517  |
| \$5,000 to \$9,999 ..... farms   | 188     | 2.6                      | 201    |
| ..... \$1,000  | 1,230   | 0.3                      | 1,366  |
| \$10,000 to \$24,999 ..... farms   | 185     | 2.6                      | 234    |
| ..... \$1,000  | 2,771   | 0.6                      | 3,729  |
| \$25,000 to \$49,999 ..... farms   | 142     | 2.0                      | 117    |
| ..... \$1,000  | 4,988   | 1.0                      | 4,080  |
| \$50,000 or more ..... farms   | 244     | 3.4                      | 186    |
| ..... \$1,000  | 89,954  | 18.9                     | 36,916 |
| Value of food sold directly to retail markets, institutions, and food hubs for local or regionally branded products (see text) ..... farms | 567     | 7.8                      | (NA)   |
| ..... \$1,000  | 57,189  | 12.0                     | (NA)   |
| Average per farm ..... dollars   | 100,862 | (X)                      | (NA)   |
| By value of sales:   |         |                          |        |
| \$1 to \$499 ..... farms   | 46      | 0.6                      | (NA)   |
| ..... \$1,000  | 13      | (Z)                      | (NA)   |
| \$500 to \$999 ..... farms   | 36      | 0.5                      | (NA)   |
| ..... \$1,000  | 26      | (Z)                      | (NA)   |
| \$1,000 to \$4,999 ..... farms   | 159     | 2.2                      | (NA)   |
| ..... \$1,000  | 347     | 0.1                      | (NA)   |
| \$5,000 to \$9,999 ..... farms   | 80      | 1.1                      | (NA)   |
| ..... \$1,000  | 506     | 0.1                      | (NA)   |
| \$10,000 to \$24,999 ..... farms   | 73      | 1.0                      | (NA)   |
| ..... \$1,000  | 1,271   | 0.3                      | (NA)   |
| \$25,000 to \$49,999 ..... farms   | 41      | 0.6                      | (NA)   |
| ..... \$1,000  | 1,442   | 0.3                      | (NA)   |
| \$50,000 or more ..... farms   | 132     | 1.8                      | (NA)   |
| ..... \$1,000  | 53,584  | 11.3                     | (NA)   |
| <b>VALUE-ADDED PRODUCTS SOLD (SEE TEXT)</b>  |         |                          |        |
| Value of processed or value-added agricultural products sold (see text) ..... farms  | 631     | 8.7                      | (NA)   |
| ..... \$1,000  | 43,810  | 9.2                      | (NA)   |
| Average per farm ..... dollars   | 69,430  | (X)                      | (NA)   |
| By value of sales:   |         |                          |        |
| \$1 to \$499 ..... farms   | 117     | 1.6                      | (NA)   |
| ..... \$1,000  | 25      | (Z)                      | (NA)   |
| \$500 to \$999 ..... farms   | 54      | 0.7                      | (NA)   |
| ..... \$1,000  | 34      | (Z)                      | (NA)   |
| \$1,000 to \$4,999 ..... farms   | 153     | 2.1                      | (NA)   |
| ..... \$1,000  | 347     | 0.1                      | (NA)   |
| \$5,000 to \$9,999 ..... farms   | 89      | 1.2                      | (NA)   |
| ..... \$1,000  | 552     | 0.1                      | (NA)   |
| \$10,000 to \$24,999 ..... farms   | 91      | 1.3                      | (NA)   |
| ..... \$1,000  | 1,403   | 0.3                      | (NA)   |
| \$25,000 to \$49,999 ..... farms   | 42      | 0.6                      | (NA)   |
| ..... \$1,000  | 1,454   | 0.3                      | (NA)   |
| \$50,000 or more ..... farms   | 85      | 1.2                      | (NA)   |
| ..... \$1,000  | 39,996  | 8.4                      | (NA)   |