

Dairy Products Dominate New York's Agriculture

WASHINGTON, D.C. — Dairy products accounted for 55 percent of New York's agricultural sales in 1987, figures from the Commerce Department's Census Bureau show. The milk cow total of 814,461 in 1987 was 7 percent below the 875,113 reported in 1982. Dairy products amounting to \$1.3 billion were sold from 12,864 farms.

The 1987 Census of Agriculture shows that New York's agricultural sales totaled \$2.4 billion. Livestock, poultry, and their products accounted for \$1.7 billion or 71 percent of total agricultural sales. Crops, including nursery and greenhouse products, accounted for \$701 million or 29 percent of total agricultural sales.

The 37,743 New York farms counted in 1987 were 11 percent fewer than in 1982, when the last agriculture census was taken. Some 20,622 had 1987 sales of \$10,000 or more, and 7,299 had sales of \$100,000 or more.

Production expenditures for the state's agricultural operations came to \$1.9 billion. Agricultural operators paid 13 percent less for commercial fertilizers, 8 percent more for agricultural chemicals, and 13 percent more for hired farm labor than they did in 1982. They spent 10 percent less for livestock and poultry feed.

For more information of published reports and machine readable data from the 1987 Census of Agriculture, and also data from previous agriculture censuses, contact the Agriculture Division, Bureau of the Census, Room 436, Iverson Mall, Washington, D.C. 20233, ATTN: Agriculture Information Specialist; or call (301) 763-1113.

More highlights from the 1987 Census of Agriculture for New York are listed on page 2. Dollar values in this release and on the fact sheet have not been adjusted for changes in price levels. Since sampling is used to collect data for selected items and to account for nonresponding farm operations, the results are subject to sampling variability as well as reporting and more coverage errors.

Farm & Land Statistics

- Some 32 percent of New York's farms were 180 to 499 acres, and 10 percent were 500 acres or more. The average size of a farm was 223 acres.

- The state's farms operators reported that crops were harvested from 3,899,819 acres in 1987 and that irrigated acres totaled 50,920. Irrigated land decreased 2 percent, and harvested cropland declined 12 percent between 1982 and 1987.

Crops

- The 1987 census shows hay was harvested from 2,259,119 acres, corn for grain from 598,815 acres, corn for silage from 525,458 acres, oats for grain from 162,733 acres, and vegetables for sale from 150,054 acres; land in orchards totaled 124,432 acres.

- Farms growing nursery and greenhouse crops, mushrooms, and sod for sale received \$168.2 million for these products, up from \$108.8 million in 1982.

Livestock, Animal Specialties And Their Products

- The cattle and calf inventory on the 22,250 farms reporting such stock totaled 1,603,309, down from 1982.

- Sales of poultry and their products totaled \$90.3 million. Some 3,236 farms reported an inventory

of 5,455,879 chickens three months old or older; 3,195 farms reported 4,688,275 hens and pullets of laying age; and 206 farms reported 1,713,646 broilers and other meat type chickens sold.

- The value of sales of fish and aquaculture products was \$1.5 million in 1987.

- The state's agricultural operators reported an inventory of 62,978 bee colonies on 1,110 farms. Some 2,741,884 pounds of honey were sold in 1987.

Operator Characteristics

- The census shows that 85 percent of the state's agricultural operators with sales of \$10,000 or more considered farming to be their principal occupation. Of the 5,928 agricultural operators with sales of \$10,000 or more reporting off-farm work, 47 percent said they did such work 200 days or more.

- Some 85 percent of the farms were operated by individuals or

families as sole proprietorships. Partnerships accounted for 10 percent. Of the 4 percent that were corporate farms, 91 percent were family operations.

- Women operated 2,736 farms and 151 farms were operated by minorities.

- The average age of New York farm operators was 51 years. About 46 percent, or 17,275 agricultural operators, were 35 to 54 years old.

Conerly Joins Dairymen, Inc.

LOUISVILLE, KY. — James W. McDowell Jr., chief executive officer of Dairymen, Inc., announced Tuesday, Aug. 29, the appointment of Steve G. Conerly as chief executive officer of Flav-O-Rich, Inc. Flav-O-Rich is a wholly owned subsidiary of Dairymen, Inc., a regional milk marketing cooperative owned by 5,000 dairy farmer members.

A native of Louisiana, Conerly received his bachelor's and master's degrees in agricultural economics from Louisiana State University, and his Ph.D. degree from Virginia Polytechnic Institute and State University in Blacksburg, Va. Early in his career, Conerly worked as a consultant, later joining Pet, Inc. where he served in various management capacities from 1971 until the dairy division was sold in 1985. Since that time, he has served as president and chief executive officer of the new company, Land-O-Sun Dairies Inc., vice president of Atlanta Dairies and executive vice president of the parent company, Finevest Foods Inc. Conerly res-

igned from the Finevest organization earlier this year.

"Steve Conerly has a proven track record and will bring to Flav-O-Rich the insight in the area of milk marketing he has developed throughout his 20-year career in the dairy industry," McDowell said. "We have determined Steve to be the best qualified person to head our Flav-O-Rich organization and to make the business decisions that are necessary to enable us to reach our desired levels of profitability."

In addition to his dairy industry career, Conerly has taken active leadership roles in civic and industry organizations in Tennessee and the southeastern United States. A retired colonel in the U.S. Air Force, he also has a former chairman of the Virginia Milk Commission, and serves on the board of directors of the East Tennessee State University Founda-

tion and the board of advisors to its College of Business.

Conerly and his wife, Jean, have two daughters, Kathy and Kelly, and one son, Ken.

Flav-O-Rich, along with other Dairymen facilities and joint ventures, operates 18 milk processing and dairy manufacturing plants serving an extensive 93-branch distribution area throughout the Southeast. Flav-O-Rich processes fluid milk and manufactures dairy products including cheese, butter, ice cream, sour cream, cottage cheese, yogurt and novelty items under the Flav-O-Rich, Rich & Creamy and Ehrler's brand names. Additionally, Flav-O-Rich operates the nation's largest ultra-high temperature (UHT) plant in Savannah, Ga., packaging farm fresh milk into aseptic containers which may be stored without refrigeration for periods exceeding six months under the Farm Best label.

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