Step 1: Explore the farm profile cards and sort them by size. Look for details like the number of animals or acres, the species of livestock, etc.

Commercial Farms sell the products they produce.

Subsistence Farms use nearly all of their crops or livestock to live. They are mostly found in developing countries.

Family Farms are owned and operated by individuals in a family. They can be any size.

Farm Size is determined by the farm’s GCFI (gross cash farm income).

What does a SMALL farm look like?

What does a MIDSIZE farm look like?

What does a LARGE-SCALE farm look like?
Step 2: Explore the farm profile cards and sort them by ownership. Look for details about who owns and operates the farm to look for similarities, differences, and patterns.

What do family-owned farms look like? 🌾

What do non-family owned farms look like? 🌾

Step 3: Explore the farm profile cards and sort them by farm type. Pay attention to where the farm is located.

What do commercial farms look like? 🌾

What do subsistence farms look like? 🌾
Reflection Questions:

1. What surprised you as you explored these farm profiles?

2. What questions do you have about farm size and ownership?

<table>
<thead>
<tr>
<th>Farm Type</th>
<th>Share of Farms</th>
<th>Share of Production</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small (GCFI less than $350,000)</td>
<td>17.8</td>
<td>89.1</td>
</tr>
<tr>
<td>Midsize (GCFI $350,000 to $999,999)</td>
<td>5.6</td>
<td>18.4</td>
</tr>
<tr>
<td>Large-scale (GCFI $1,000,000 or more)</td>
<td>3.2</td>
<td>46.5</td>
</tr>
<tr>
<td>Nonfamily</td>
<td>2.2</td>
<td>17.4</td>
</tr>
</tbody>
</table>

GCFI = gross cash farm income before expenses.
Note: Nonfamily farms are those where the majority of the operation is not owned by an operator and their relatives. Components may not sum to 100 percent because of rounding.
A **family farm** is when the majority of a business is owned by an operator and individuals related to them by blood, marriage, or adoption.

A **nonfamily farm** is owned or operated by an individual or group of individuals who are not related.

**Gross Cash Farm Income**

GCFI is the sales income from commodity cash receipts, farm-related income, and Government payments.

- **Small farms:**
  - <$350,000 per year

- **Midsize farms:**
  - $350,000 - $999,000

- **Large-scale:**
  - >$1,000,000

Sales revenue is used as a measure of size because it’s common in many businesses and it accounts for land quality—which varies widely. It could be misleading if farm acreage was the only factor evaluated.

**Commodity Produced:**

A **commodity** is an agricultural product that can be bought or sold. Some farms have a single commodity and others have multiple.

A **byproduct** is a secondary product that is created in the process of producing something else.

**Final Market for Commodity**

If the final product is kept for use by the family or individual producing it, the farm is considered a **subsistence farm**. They are most common in developing countries.

If the final product is sold at market for a cash exchange, it is considered a **commercial farm**.