

Title: AJAE Appendices for “Agricultural Contracts: Data and Research Needs”

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Note: The material herein contained is supplementary to the article name in the title and published in the American Journal of Agricultural Economics (AJAE).

Appendix A

Agricultural Contracts Bibliography

Note: Bibliography does not include papers on land contracts (i.e., share contracts), legal aspects of agricultural contracting, or on the relationship between contracting and productivity.

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Appendix B

Data access instructions:

The survey instrument, variable descriptions, and data can be obtained by contacting Brent Hueth (hueth@wisc.edu) or by downloading the zip archive at <http://www.aae.wisc.edu/hueth/calag.zip>.

Brief description of data:

The data come from a 1999 survey of first-level handlers of fruit, vegetable, and nut commodities in California. Data from a pilot study for our survey instrument are reported in Hueth et al. (1999). The California Department of Food and Agriculture's Market Enforcement Branch licenses all parties who contract for, handle, or purchase agricultural commodities (for details see <http://www.cdfa.ca.gov/mkt/meb/Licensing.htm>).

In 1999 there were 6,660 licensees with 66 percent labeled as dealers, 21 percent as brokers, 21 percent as commission merchants, 13 percent as cash buyers, and 19 percent as processors. We sampled randomly from the licensee population and phone screened 1,738 potential survey respondents. Our screening instrument elicited information on the specific agricultural commodities handled by the firm, ordered by volume. This information allowed us to determine if the firm i) handled fruit, vegetable, or nut commodities at all; and ii) contracted with or purchased from independent growers. Of the screened firms, 36 percent were in our population of interest, 5 percent were second handlers, 9 percent grew their own product and did not procure any commodity from external growers, and the remainder either did not handle fruit, vegetables, or nuts (25 percent), refused to respond (4 percent), or could not be contacted (20 percent). Of the 630 firms in our population, each was sent a mail survey asking for information about the "typical" contract that was used for their "most important" fruit, vegetable, or nut commodity. We received 385 completed surveys, or a 61 percent response rate.

Files in archive:

survey.pdf: survey instrument
fields.txt: variable names in data files
field_descriptions.txt: variables descriptions
data.csv: data in csv format
data.sql: data dump from mysql (www.mysql.com)