

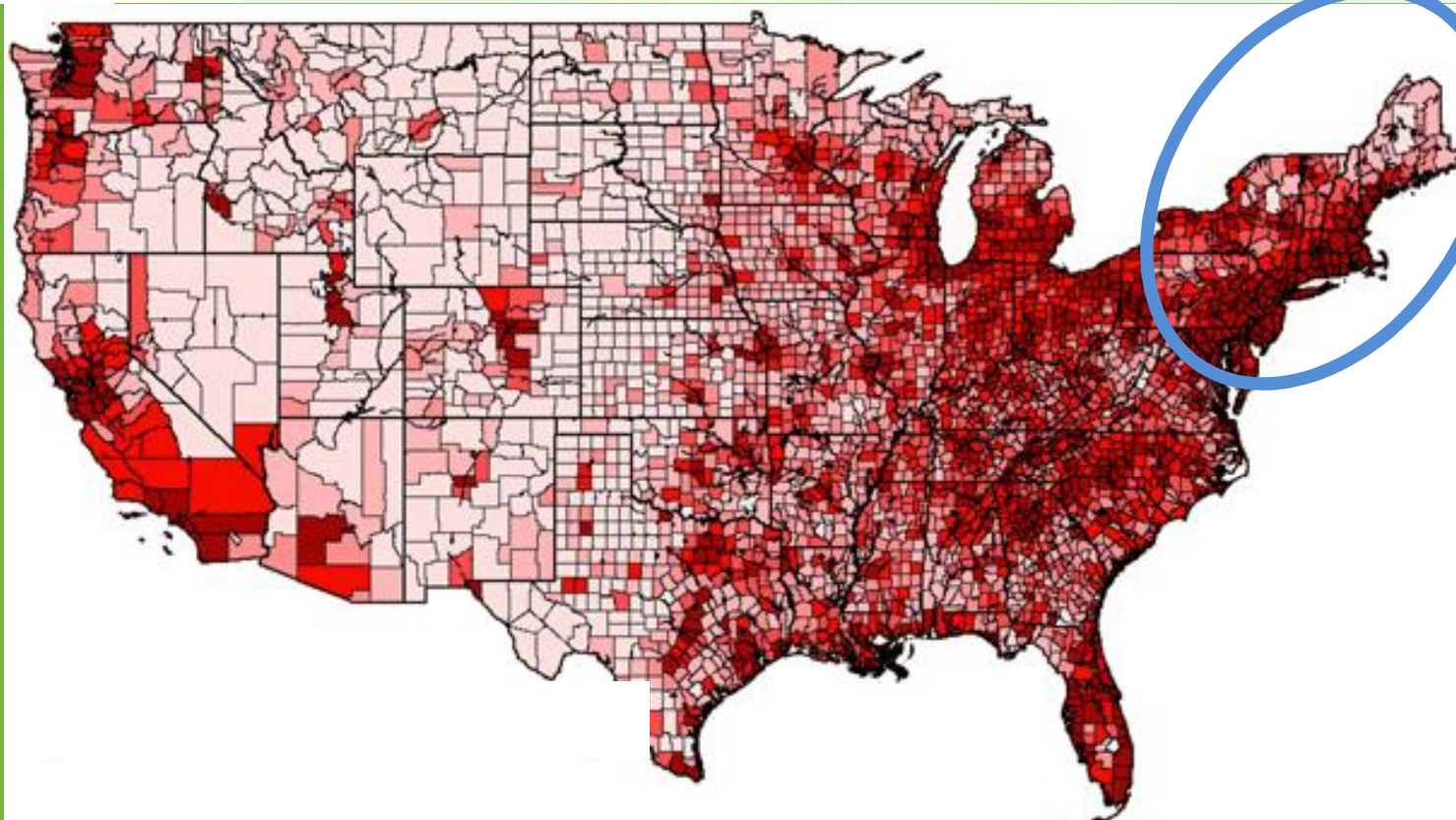
A Snapshot of Massachusetts Agriculture



July 2015

www.Mass.gov/AGR

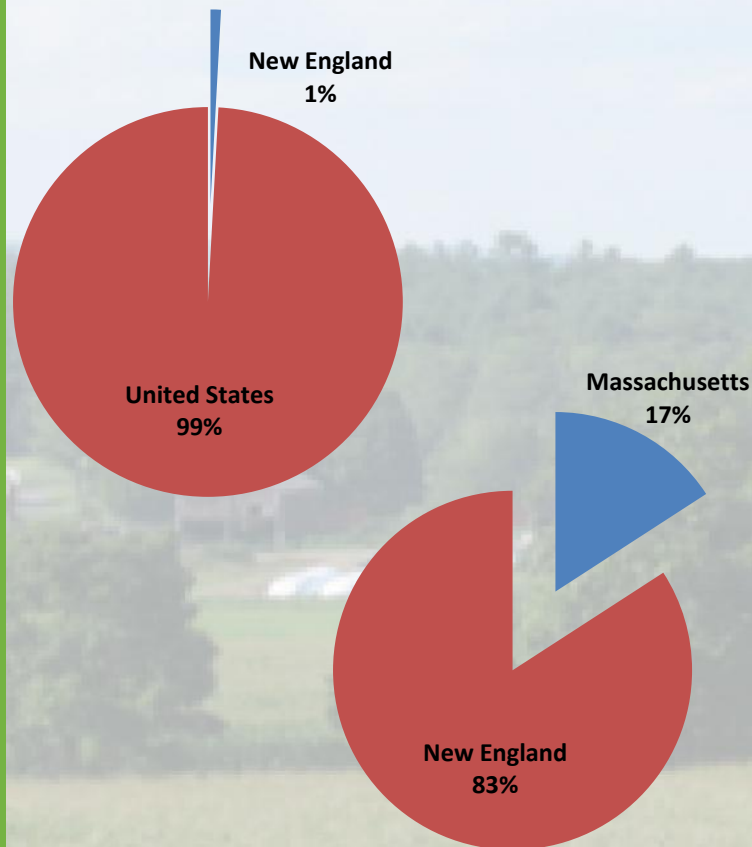
Perspective: United States Population Density



- Massachusetts is 3rd most densely populated state
- 852 residents/square mile; 9 times the national average
- Massachusetts farmers face development pressure, high land values, harsh winters, and other challenges unique to the Northeast.

Perspective: U.S. National Agricultural Production

Annual Agricultural Value



- Total Agricultural Value
\$395 Billion
- New England Total Value
\$2.8 Billion
- Massachusetts Total Value
\$492 Million

Perspective: MA Agriculture

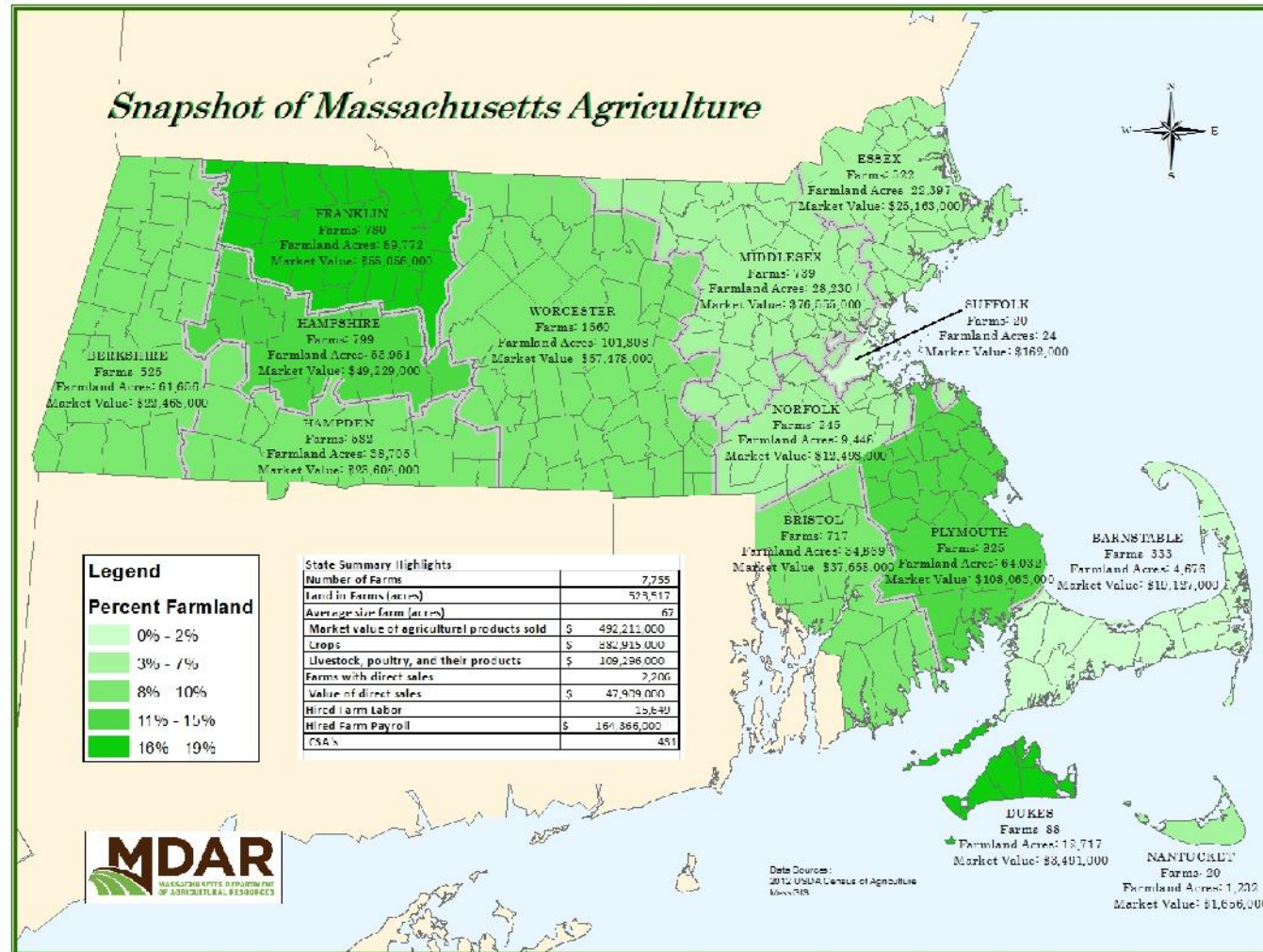
- Annual market value \$492 million
- 7,755 farms
- Over 523,000 acres
- Average farm
 - 68 acres
 - \$64,000 annually
- Agricultural Processing and agricultural support industries add value and jobs to state's economy



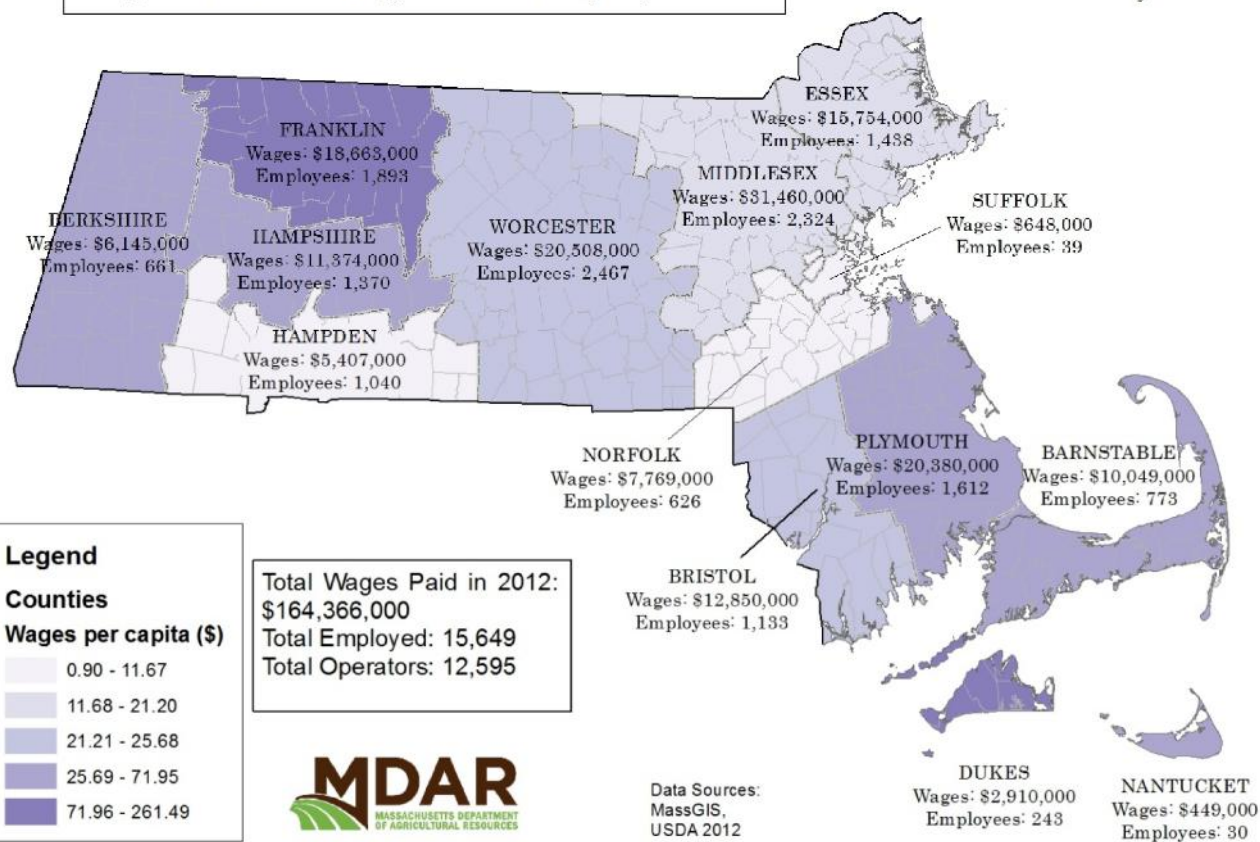
Number of Farms: 2012 Census of Agriculture
Change from 2007 Census of Agriculture



Snapshot of Massachusetts Agriculture

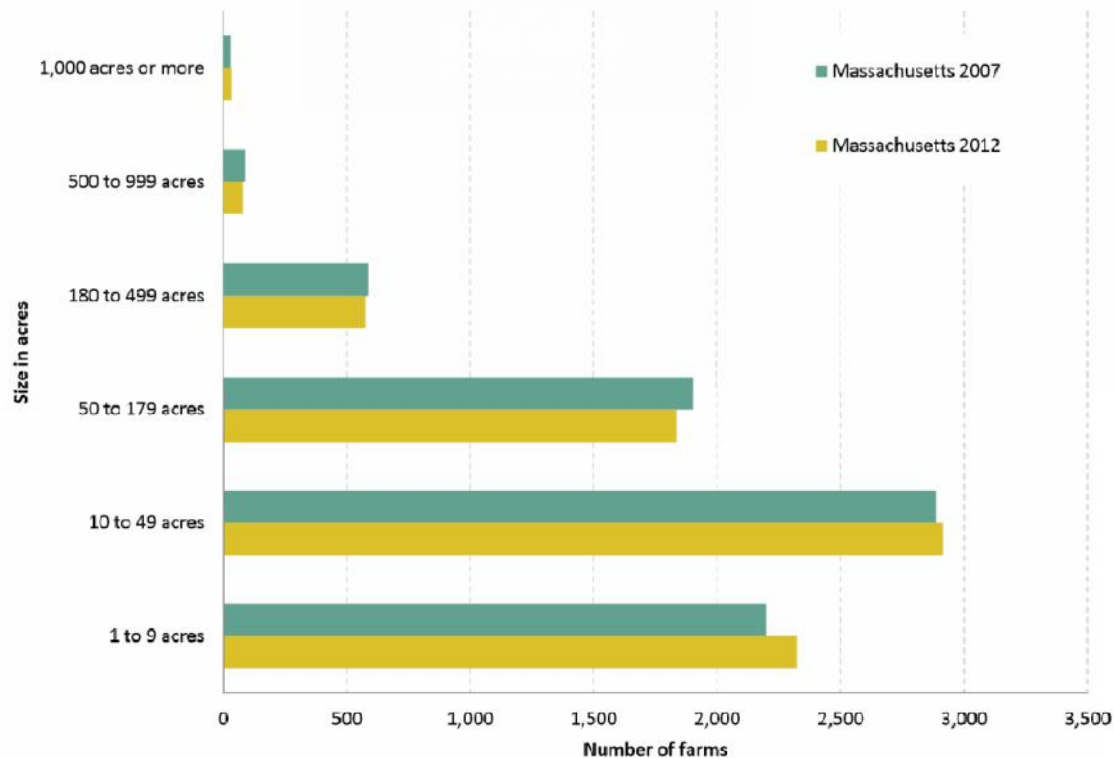


Agricultural Wages and Employment



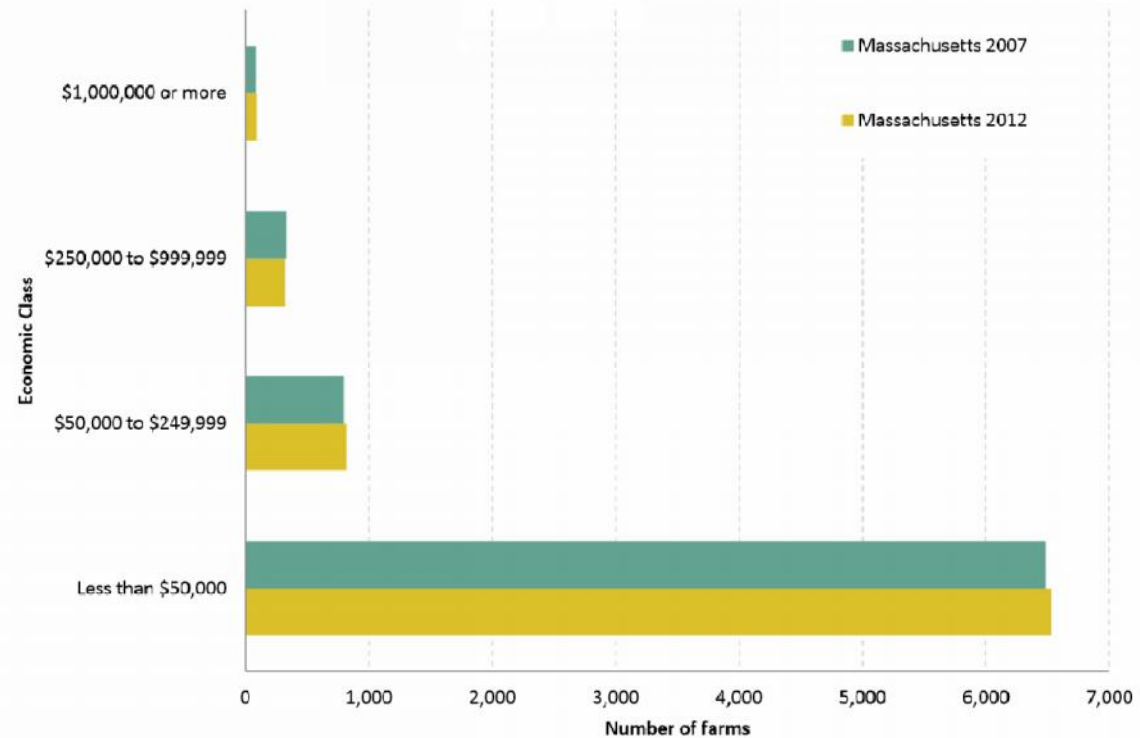
Census Statistics: Farm Size

Farms by Size, 2007 and 2012



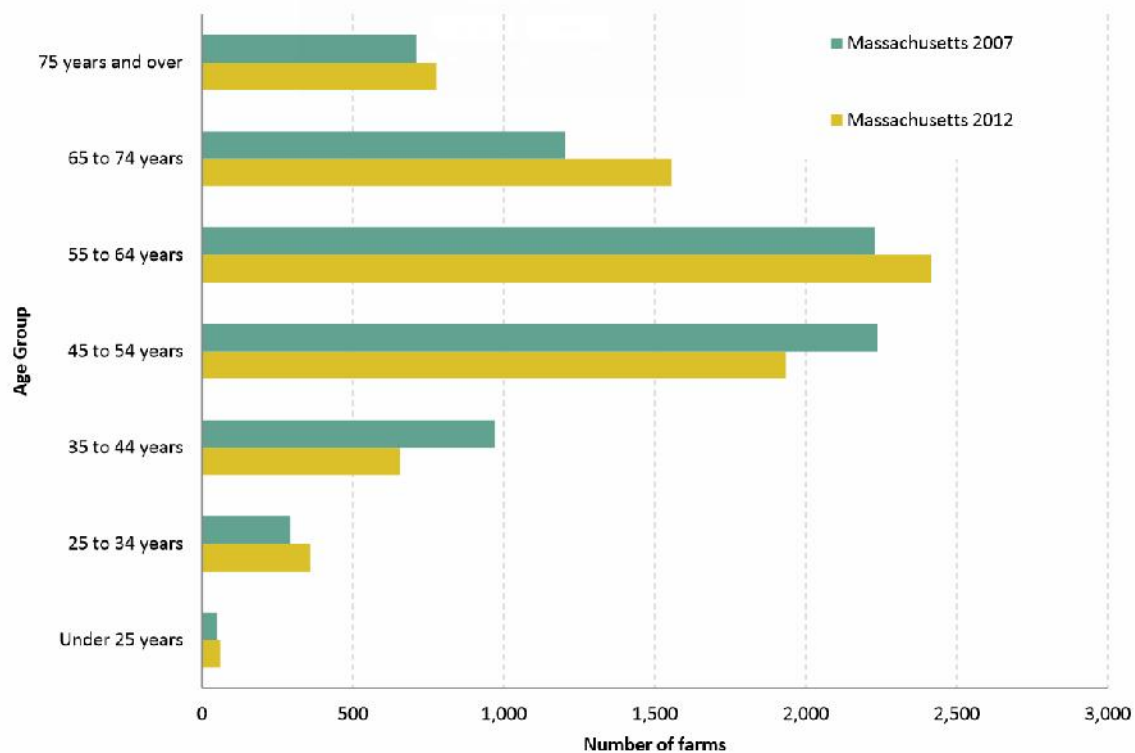
Census Statistics: Economic Class

Farms by Economic Class, 2007 and 2012



Census Statistics: Age of Operator

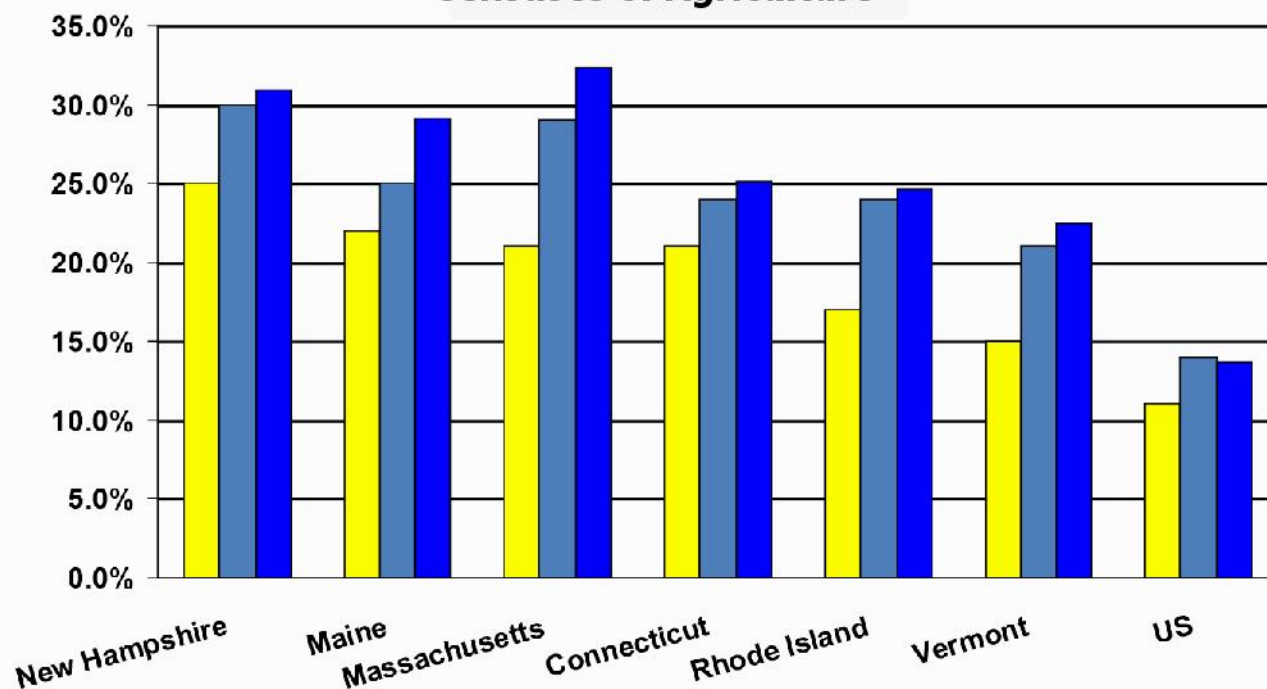
Principal Operators by Age Group, 2007 and 2012



Census Statistics: Female Operators

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**Percentage of Farms with Women Principal Operators,
New England States and U.S., 2002, 2007, and 2012
Censuses of Agriculture**



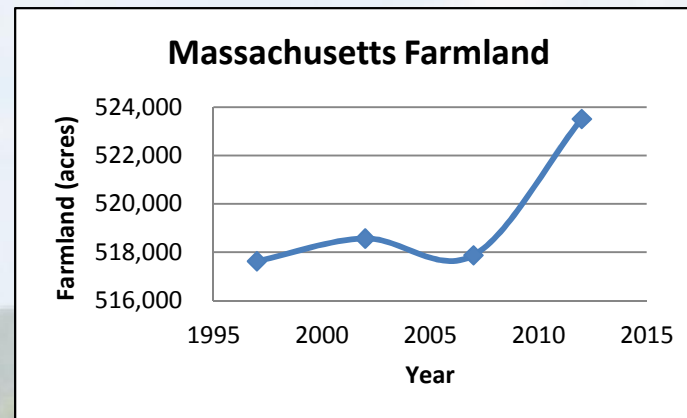
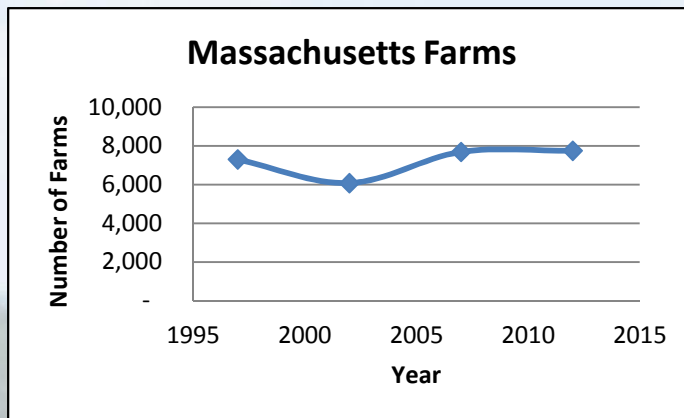
2012 CENSUS OF AGRICULTURE
YOUR VOICE. YOUR FUTURE. YOUR RESPONSIBILITY.

2002 2007 2012



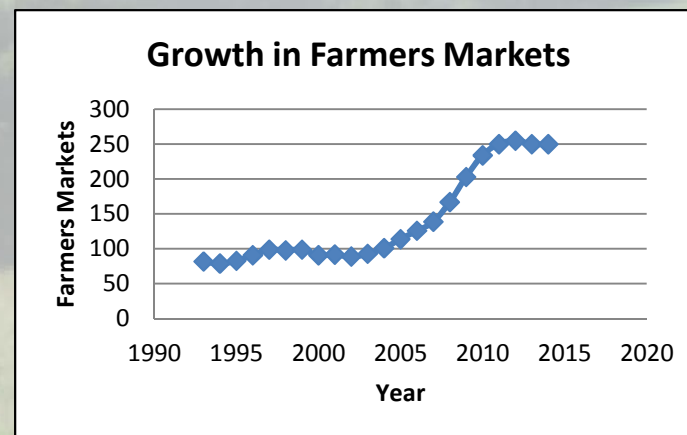
Trends in Massachusetts Agriculture

Increasing numbers of farms



Consumer demand for locally produced foods

- Community Supported Agriculture (CSAs)
- Farm Stands
- Farmers Markets
- Farm to School Programs
- Boston Public Market



Produce Availability

When are local products in season?



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
DAIRY, CHEESE & EGGS												
HONEY												
MAPLE SYRUP												
MEAT & POULTRY												
FRUITS												
APPLES												
BLUEBERRIES												
CANTALOUPE												
CRANBERRIES												
PEACHES												
PEARS												
RASPBERRIES												
STRAWBERRIES												
WATERMELON												
VEGETABLES												
KALE, CHARD & COLLARDS												
LETTUCE & SALAD GREENS												
SPINACH												
BROCCOLI												
CABBAGE												
CAULIFLOWER												
BEEFS												
CARROTS												
POTATOES												
RADISHES												
TURNIPS												
GARLIC												
LEEK												
ONIONS												
SCALLIONS												
PUMPKINS												
SQUASH, SUMMER & ZUCCHINI												
SQUASH, WINTER												
ASPARAGUS												
BEANS												
CELERY												
CORN												
CUCUMBERS												
EGGPLANT												
PEAS												
PEPPERS												
TOMATOES												
PLANTS												
BEDDING PLANTS												
CUT FLOWERS												
HERBS												

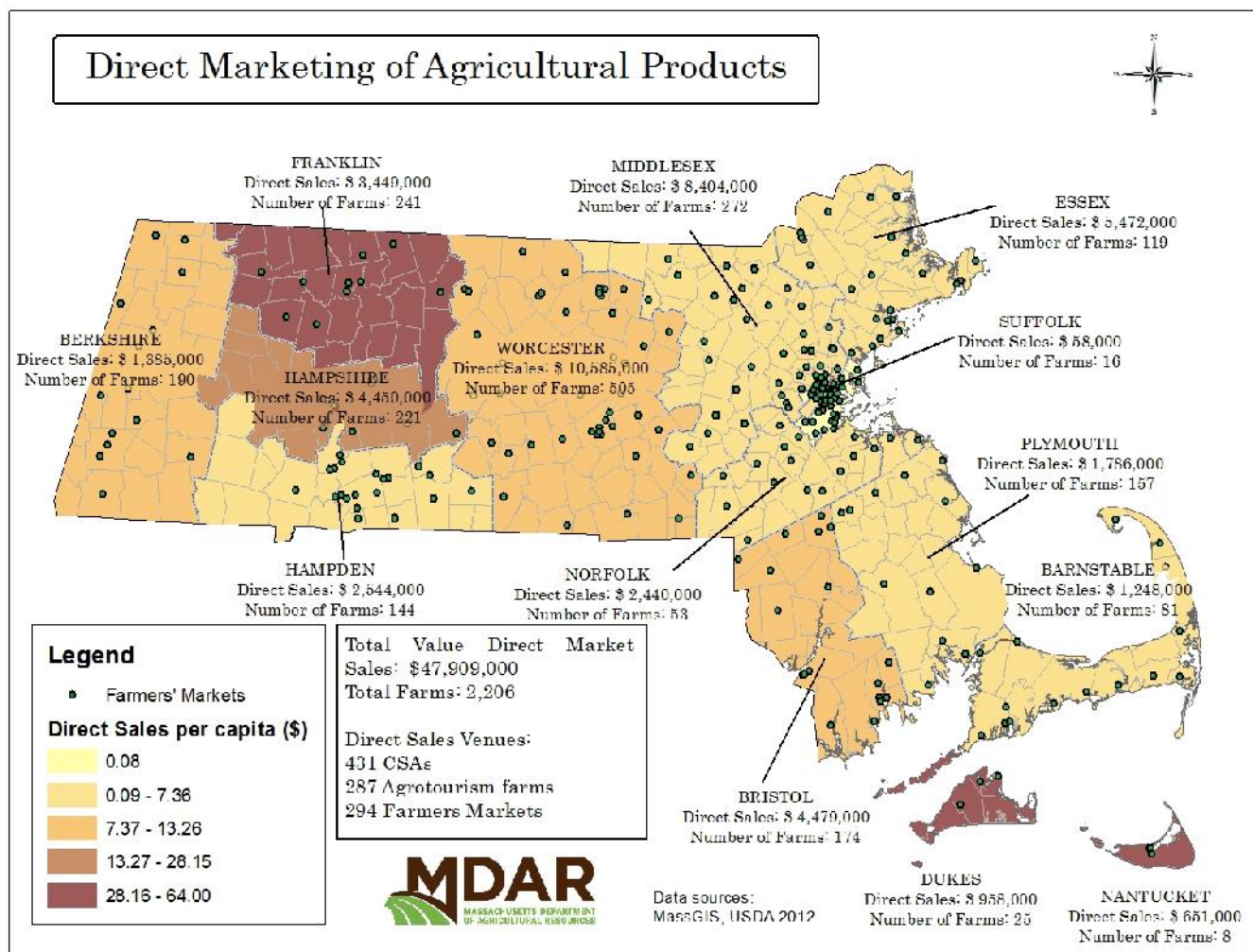


New Product Opportunities for Farmers

Farmers are moving from commodities to selling services and value added products -- *diversification/differentiation is key:*

Agri-tourism, Culinary Tourism, Value Added products





Agricultural Processing

Wineries **3%**

Sawmills & pallet mfg. **4%**

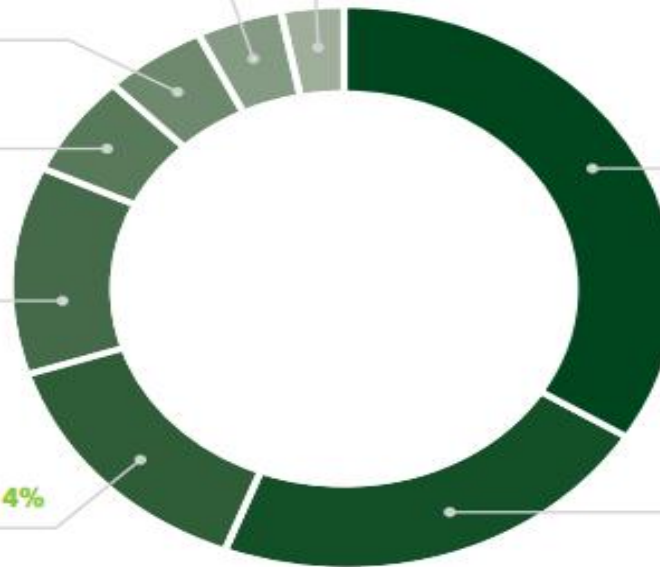
Seafood processing **5%**

Frozen food **6%**

Animal slaughtering
and processing **12%**

Canning, pickling & drying **14%**

PROCESSING BY VALUE OF OUTPUT

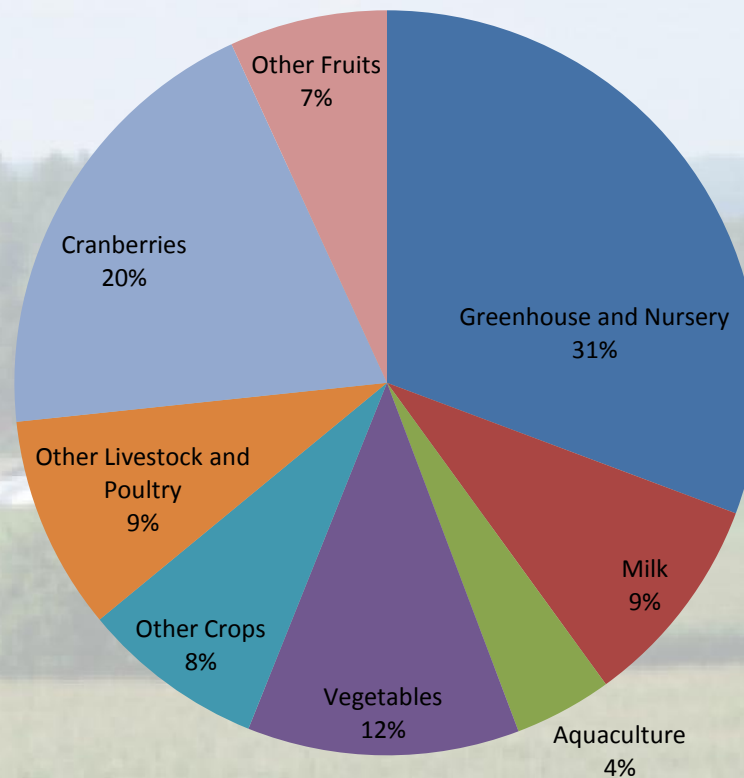


Dairy processing **34%**

Paper mills **22%**

Massachusetts Agricultural Output - 2012

Dollars per Commodity





Greenhouse and Nursery

Market value of \$144,188,000

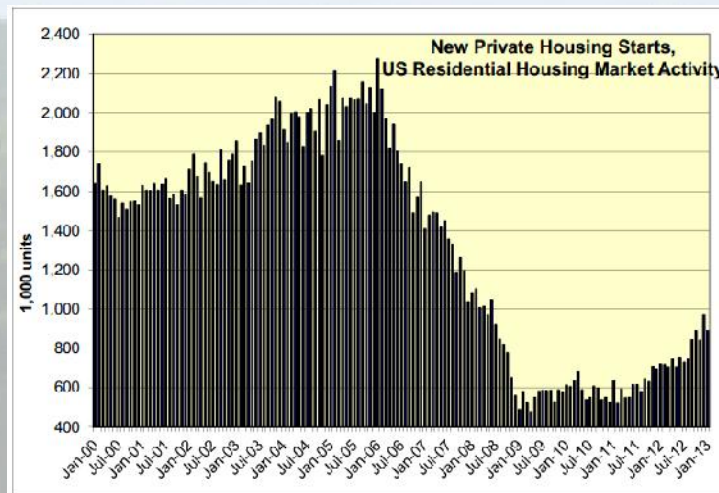
31% of MA agricultural output

Over 1,000 commercial greenhouse and nursery operations

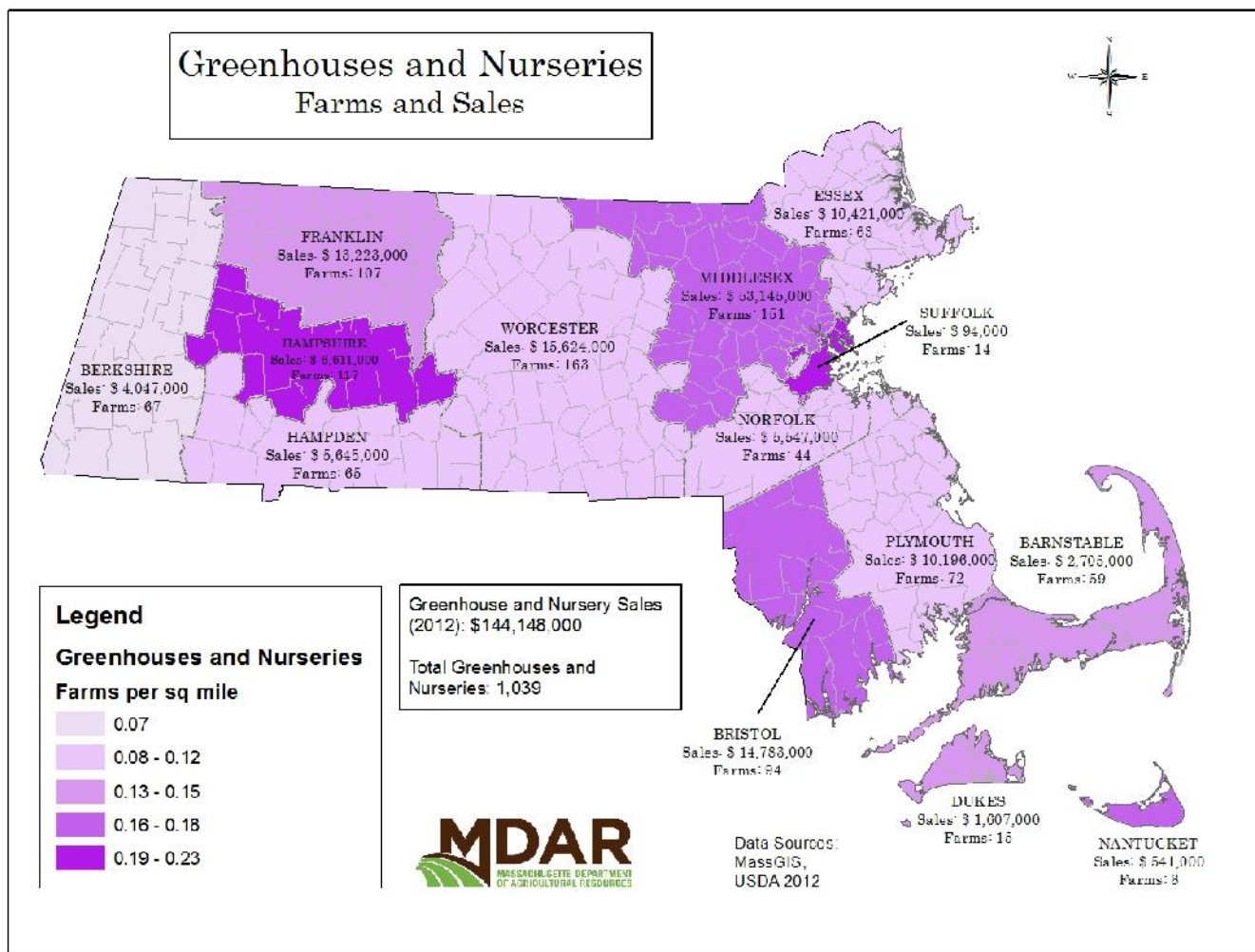
- Potted plants
- Perennials
- Bedding plants
- Cut flowers
- Vegetables & herbs
- Trees

Biggest Concerns:

- Competition (e.g. Home Depot, Lowes)
- Housing
- Marketplace uncertainty



Greenhouse and Nursery



Cranberry and Other Berries

Total Market Value of
\$103,440,000
Cranberries: \$99.8M or 96%

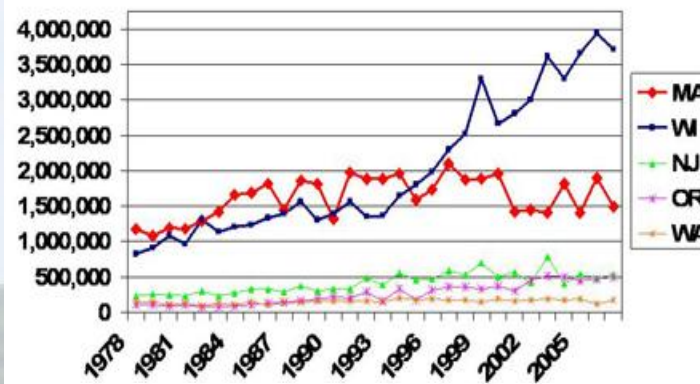
20% of MA agricultural output

- 400 cranberry growers
- Price reports of as low as \$6/barrel
- Average Cost of Production (COP) \$13/barrel

Biggest Concerns:

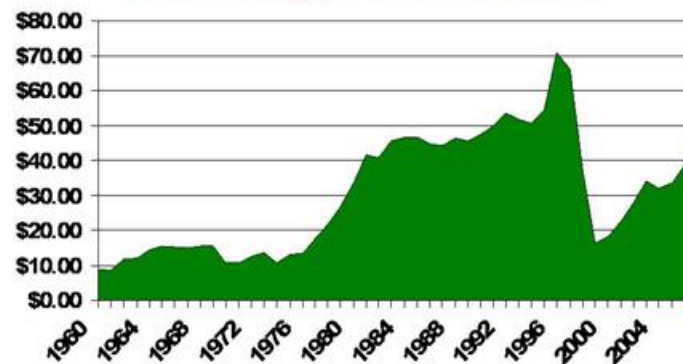
- Supply > Demand
- Stagnant demand, increasing supply
- International Production
- COP > Price/barrel

Total US Production in Barrels*



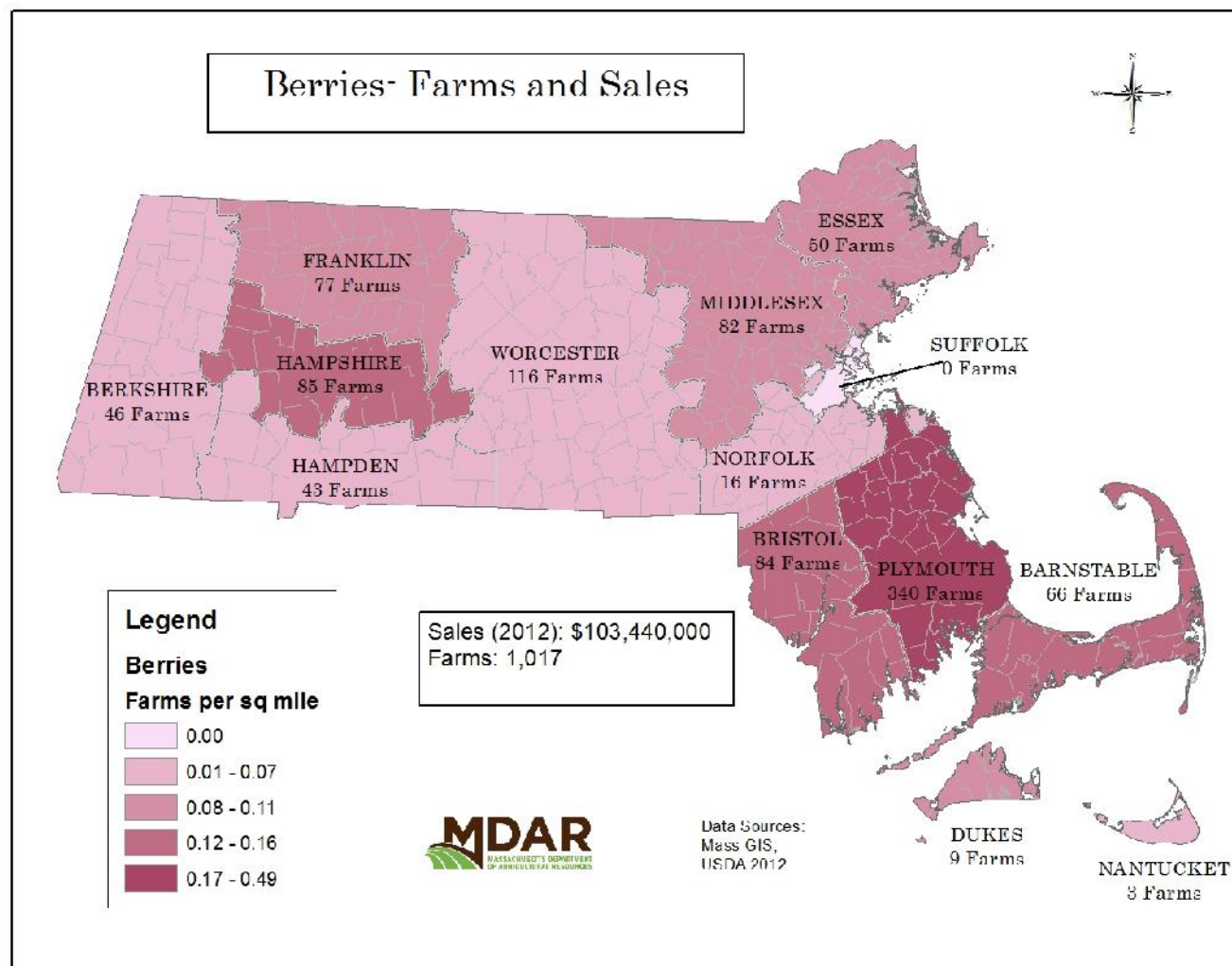
* Barrel = 100 pounds

MA Average Price Per Barrel*



* Barrel = 100 pounds

Cranberries and Other Berries





Fruits and Vegetables



Market value of \$103,354,000

1,634 Total Produce Farms

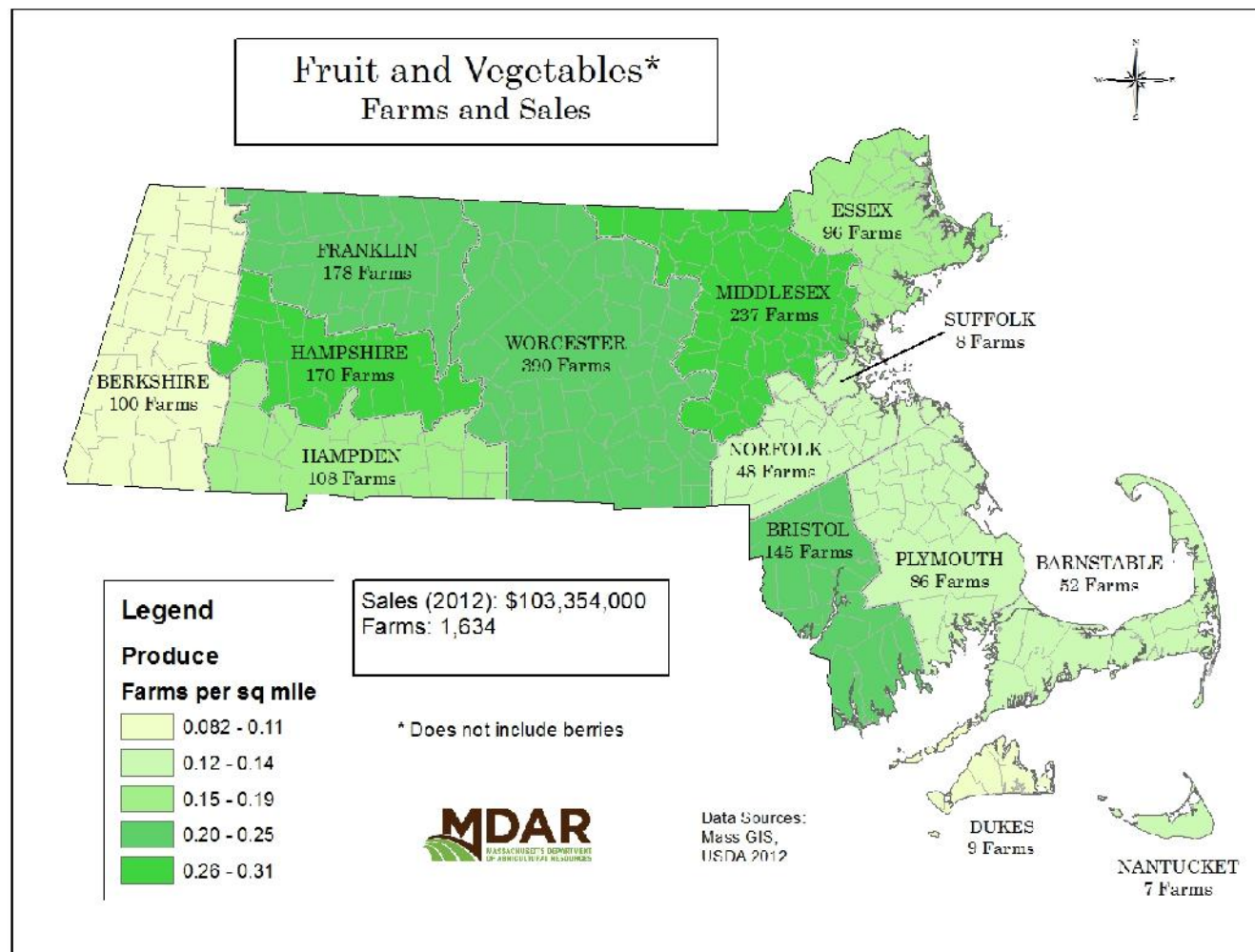
- 1,428 Vegetable farms
- 206 Fruit farms (excludes berry growers)

Biggest concern: Food Safety Modernization Act

- Economic Analysis based on FDA methodology:
 - 166 farms covered by the rule
 - Remainder falls under exemptions



Fruits and Vegetables



Market value of \$44,250,000
9% of MA agricultural output

147 dairy farms
9 producer dealers
13,000 milk cows

Value added: Cheese guild

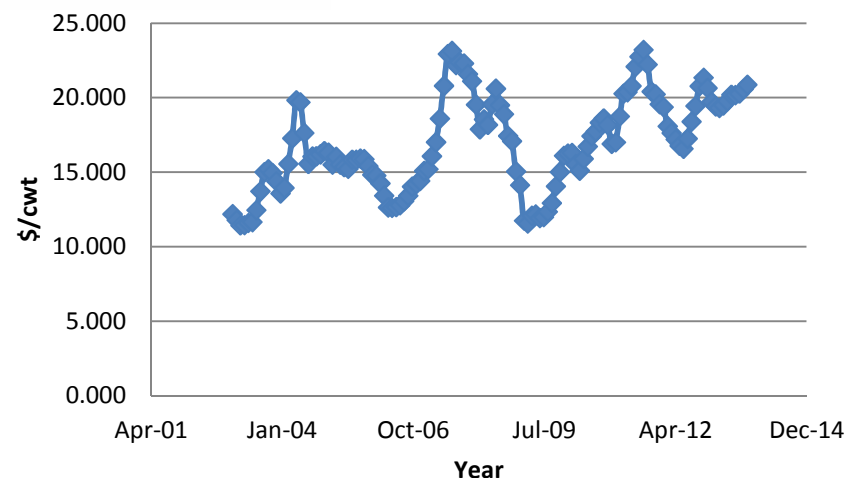
Dairy Tax Credit

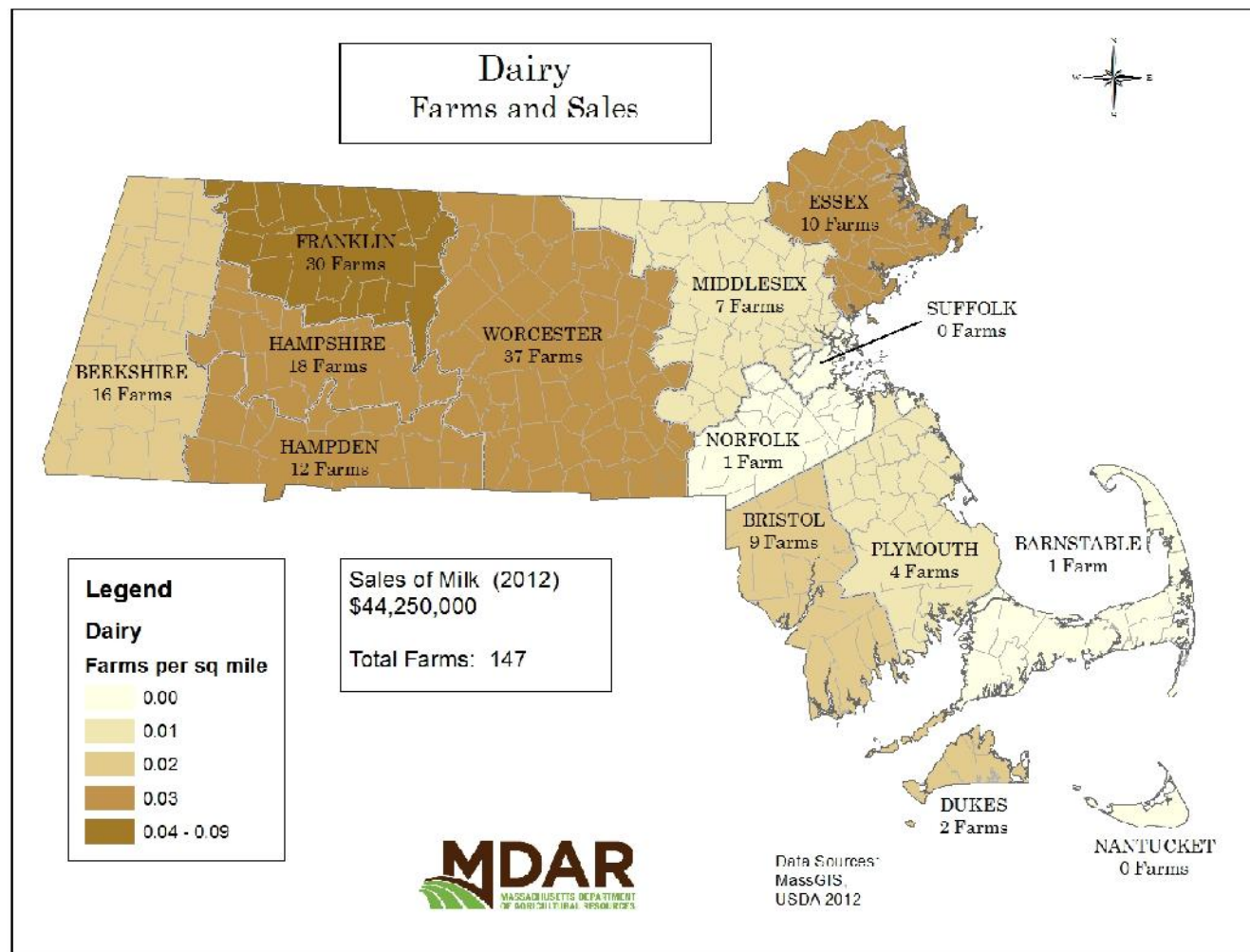
Biggest Concerns:

- Fluctuating FMMO prices
- COP > FMMO price



Farmer Milk Prices





MDAR Aquaculture

MASSACHUSETTS DEPARTMENT
OF AGRICULTURAL RESOURCES

Market value of \$23,251,000
4% of MA agricultural output

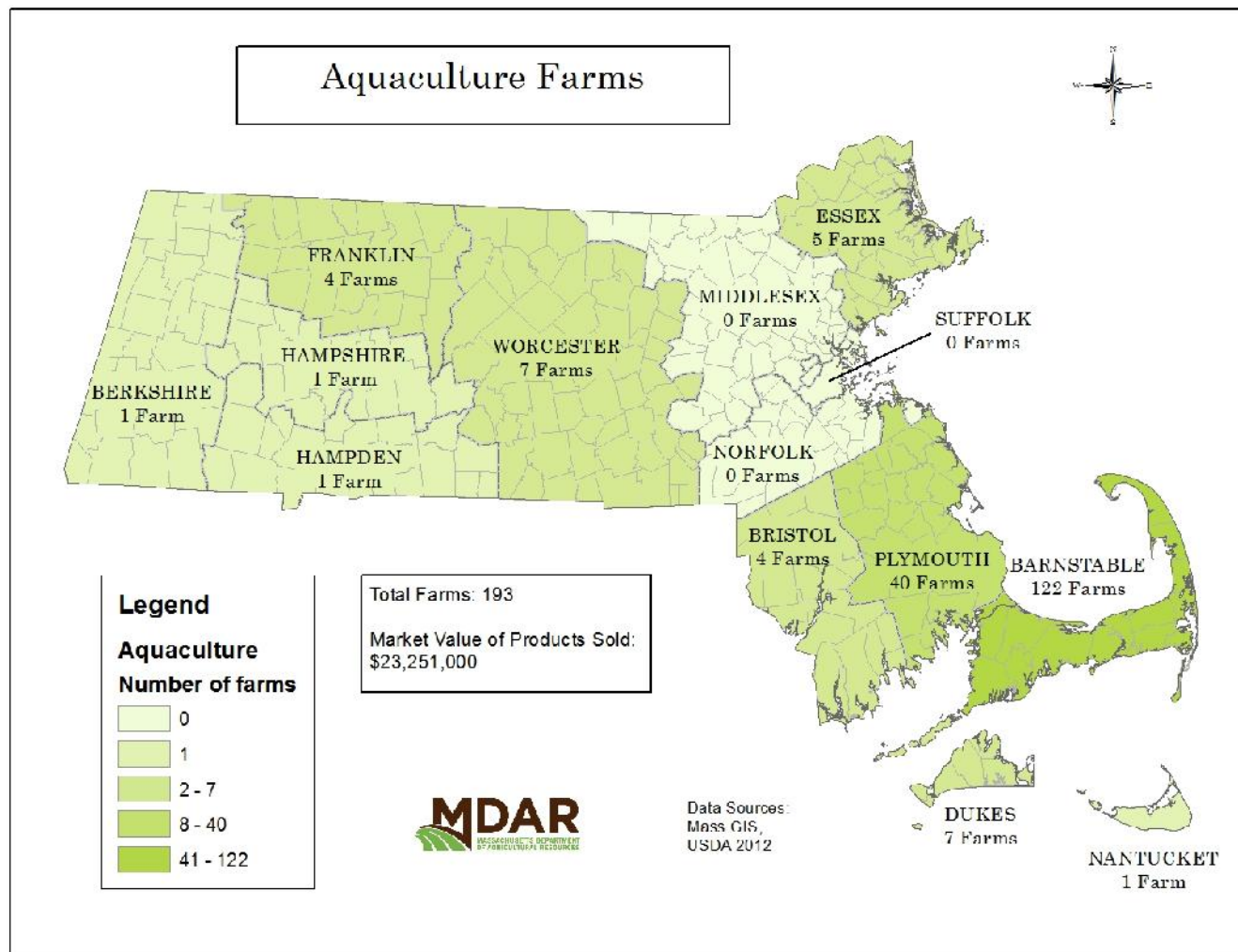
200 Aquaculture Farms
1,000 acres of intertidal and
subtidal land

Biggest Concern:

Vibrio parahaemolyticus

- Proactive management by growers
- Development of best management practices





Livestock and Poultry

Livestock market value of \$14,523,000

- Over 2,000 farms

Poultry market value of \$11,748,000

- Over 1,200 farms

- Value-added
- Increasing demand
- People willing to pay a premium

Biggest concerns:

- Demand > supply
- Need for additional processing and slaughterhouse facilities



