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Tools for Community Self-determination

East Arkansas Local Farm & Food Economy

Highlights of a data compilation
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for

East Arkansas Enterprise Community & Heifer Project International

February 27, 2012

Covers Crittenden, Lee, Lonoke, Monroe, Phillips, Prairie, St. Francis & Woodruff Counties in Arkansas

East Arkansas (Bureau of Economic Analysis, 2009)

201,306 residents receive \$6 billion of income annually. Personal income increased 124% from 1969 to 2009, after dollars were adjusted for inflation. The largest source of personal income is transfer payments (from government programs such as pensions), which account for \$1.7 billion of personal income [see below]. Capital income (from interest, rent or dividends) brings in \$709 million of personal income. Government jobs rank third, with \$641 million. Farm earnings is fourth, with \$306 million. Retail jobs rank fifth, with \$204 million. Note that income from public sources makes up 39% of all personal income in the region; only 50% is earned as wages, salaries, or farm owner income.

Income earned from transfer payments includes \$479 million of retirement and disability insurance benefits; \$712 million of medical benefits; \$246 million of income maintenance benefits; \$77 million of unemployment insurance; and \$55 million of veteran's benefits.

Government income includes \$97 million of income earned by federal workers; \$108 million for state government workers, and \$389 million earned by local government staff. Military personnel earn \$47 million of personal income.

Population has decreased 1% since 1969. Crittenden County (10% increase) and Lonoke County (155% increase) are the only two counties in the East Arkansas region that have experienced population increases over the past 41 years. All others have lost population: Monroe (-48%), Phillips (-48%), Lee (-46%), Woodruff (-38%), Prairie (-17%), & St. Francis (-16%) Counties.

There has been only limited public planning to assure a secure and stable food supply.

¹ Nick Wojciak contributed considerable research to this report.

Issues affecting low-income residents of East Arkansas:

13,548 households (18%, more than 36,000 residents) collected SNAP benefits (formerly called “food stamps”) in 2010.

Over 83,000 residents (43%) earn less than 185% of federal poverty guidelines. At this level of income, children qualify for free or reduced-price lunch at school. These lower-income residents spend \$169 million each year buying food, including \$37 million of SNAP benefits (formerly known as food stamps) and additional WIC coupons. The region’s 2,457 farmers receive an annual combined total of \$187 million in subsidies (21-year average, 1989-2009), mostly to raise crops such as soybeans, rice, cotton, and corn that are sold as commodities, not to feed East Arkansas residents. *Data from Federal Census of 2005-2009, Bureau of Labor Statistics, & Bureau of Economic Analysis.*

13% percent of the region’s households (more than 26,000 residents) earn less than \$10,000 per year. *Source: Federal Census of 2005-2009.*

26% of all adults aged 18-64 in the state of Arkansas carry no health insurance, up from 19% in 1995. *Source: Centers for Disease Control. Note: this data is only compiled in metro areas..*

Food-related health conditions:

20% of Arkansas residents reported in 2009 that they eat five or more servings of fruit or vegetables each day. 80% do not. This is a key indicator of health, since proper fruit and vegetable consumption has been connected to better health outcomes. This is a decline from 34% reporting adequate fruit and vegetable consumption in 1996. *Source: Centers for Disease Control.*

48% of Arkansas adults report they have at least 30 minutes of moderate physical activity five or more days per week, or vigorous physical activity for 20 or more minutes three or more days per week. This is about the same rate as in 2001. *Source: Centers for Disease Control.*

9.6% of Arkansas residents have been diagnosed with diabetes, up from 7% in 2004. *Source: Centers for Disease Control.* Medical costs for treating diabetes and related conditions in the East Arkansas region are estimated at \$116 million per year. Costs for the state of Arkansas as a whole total \$1.7 billion. *Source: American Diabetes Association cost calculator.*

67% of Arkansas residents are overweight (36%) or obese (31%). This is a significant increase from 52% in 1995. *Source: Centers for Disease Control.*

East Arkansas's farms (Agricultural Census, 2007)
Agricultural Census data for 2007 were released February 4, 2009

The Census of Agriculture defines a "farm" as "an operation that produces, or would normally produce and sell, \$1,000 or more of agricultural products per year."

Land:

- 2,457 farms. This is 5% of Arkansas farms.
- The East Arkansas region had 2.6% more farms in 2007 than in 2002.
- 697 (28%) of these are 1,000 acres or more in size.
- 608 (25%) farms are less than 50 acres.
- Average farm size is 894 acres, more than triple the state average of 281 acres.
- The region has 2.2 million acres of land in farms.
- This amounts to 16% of the state's farmland.
- The East Arkansas region holds 1.9 million acres of harvested cropland.
- 1.2 million of these acres are irrigated.
- Average value of land and buildings per farm was \$1.8 million. This was more than double the 2007 state average of \$659,000.

Sales:

With the exception of foods sold directly to consumers (see below), farmers typically sell commodities to wholesalers, brokers or manufacturers that require further processing or handling to become consumer items. The word "commodities" is used in this report to mean the crops and livestock sold by farmers through these wholesale channels. The term "products" encompasses commodity sales, direct sales, and any other sales.

- The region's farmers sold \$842 million of crops and livestock in 2007.
- Farm product sales increased by 79% from 2002 to 2007.
- \$798 million of crops were sold.
- \$44 million of livestock and products were sold.
- 1,058 (43%) of the region's farms sold less than \$10,000 of products in 2007.
- Total sales from these small farms were \$2.2 million, 0.3% of the region's farm product sales.
- 890 (36%) of the region's farms sold more than \$100,000 of products.
- Total sales from these larger farms were \$822 million, 98% of the region's farm product sales.
- 35% of the region's farms (863 of 2,457) reported net losses in 2007. This is less than the Arkansas average of 53%.
- 1,641 (67%) of East Arkansas region's farmers collected a combined total of \$69 million of federal subsidies in 2007.

Top farm products of the East Arkansas region (2007)

Product	\$ millions
Soybeans	243
Rice	207
Cotton	127
Corn	124
Sorghum	39
Wheat	36
Aquaculture	24

Production Expenses:

- Fertilizer, lime, and soil conditioners were the largest single expense for East Arkansas farmers in 2007, totaling \$108 million (16% of production expenses).
- Chemicals purchased ranked as the second most important expense, at \$99 million (15%).
- Seed purchases totaled \$76 million (11%).
- Gasoline, fuels, and oil costs totaled \$71 million (11%).
- Land and building rental cost farmers \$69 million (10%).
- Farmers charged \$56 million to depreciation (8%).
- Hired farm labor costs were \$51 million (8%).
- Supplies, repairs, and maintenance cost farmers \$51 million (8%).

Cattle & Dairy:

- 491 farms hold an inventory of 30,000 cattle.
- 11,000 cattle were sold by farmers in 2007 for total sales of at least \$5.2 million. *Note that data for cattle sales in Lee, Monroe, St. Francis, and Woodruff counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 418 farms raise beef cows.
- 8 farms raise milk cows.
- 2 farms produced corn for silage.
- 443 farms produced 67,000 tons of forage crops (hay, etc.) on 32,000 acres.
- 207 farms sold at least \$1.8 million of forage. *Note that data for sales of forage in Crittenden, Lee, Monroe, and Woodruff counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

Other Livestock & Animal Products:

- 37 farms hold an inventory of at least 1,076 hogs and pigs. *Note that data for inventory of hogs and pigs in Woodruff County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 30 farms sold at least 534 hogs and pigs in 2007. *Note that data for sales of hogs and pigs in Lonoke County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 9 farms hold an inventory of at least 64 sheep and lambs. *Note that data for inventory of sheep and lambs in Lee and St. Francis counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

- 40 farms sold at least \$29,000 worth of sheep, goats, and lambs in 2007. *Note that data for sales of sheep, goats, and lambs in Lee and Lonoke counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 61 farms hold an inventory of at least 2,650 laying hens. *Note that data for inventory of laying hens in Phillips and Woodruff counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 5 farms raise broiler chickens.
- 51 farms engage in aquaculture.
- 58 farms raise horses and ponies.

Grains, Oil Seeds, & Edible Beans:

- 1,283 farms produced \$661 million of grains, oil seeds, and edible beans.
- 361 farms produced 35 million bushels of corn on 203,000 acres, worth \$124 million.
- This amounts to an average price per bushel of corn of \$3.54. *Note that this price is an approximation, and does not necessarily represent an actual price at which corn was sold.*
- 1,144 farms produced 32 million bushels of soybeans on 928,000 acres, worth \$243 million.
- This amounts to an average price per bushel of soybeans of \$7.59. *Note that this price is an approximation, and does not necessarily represent an actual price at which soybeans was sold.*
- The total value of corn and soybeans amounted to 44% of all farm product sales in 2007.
- 653 farms produced 10 million bushels of winter wheat on 259,000 acres, worth at least \$36 million. *Note that data for sales of winter wheat in Phillips County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

Vegetables & Melons (some farmers state that Ag Census data does not fully represent vegetable production):

- 64 farms worked at least 2,170 acres to produce vegetables, worth over \$3.9 million. *Note that data for acreage of vegetables in Monroe County and data for sales of vegetables in Monroe and St. Francis counties were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete.*
- This represents an increase of 36% in the number of farms producing vegetables (over 47 in 2002).
- 6 farms raised potatoes.

Fruits (some farmers state that Ag Census data does not fully represent fruit production):

- 53 farms in the region hold at least 1,324 acres of orchards. *Note that data for acreage of orchards in Monroe and St. Francis counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 47 farms sold fruits, nuts, and berries. *Note that data for sales of fruits, nuts, and berries were suppressed in all counties.*

Nursery & Greenhouse Plants:

- 12 farms sold ornamentals in 2007. *Note that data for sales of ornamentals were suppressed in all counties.*
- 2 farms sold Christmas trees.

Direct & Organic Sales:

- 77 farms sold at least \$1.1 million of food products directly to consumers. This is a 51% increase of number of farms (51 in 2002) selling direct. *Note that data for direct sales in Monroe and Woodruff counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- This amounts to at least 0.1% of farm product sales, one fourth the national average of 0.4%. *Note that data for direct sales in Monroe and Woodruff counties were suppressed by the USDA in an effort to protect confidentiality, so this percentage is incomplete.*
- Lonoke County leads the region in direct sales, with \$1.1 million. *Note that this is subject to the fact that direct sales figures were suppressed in Monroe and Woodruff counties.*
- No farms in the region sold organic products.
- For comparison, 69 farms in Arkansas sold \$2.3 million of organic food products.
- 17 farms market through community supported agriculture (CSA).
- 46 farms produce and sell value-added products.

Conservation Practices:

- 703 farms use conservation methods such as no-till, limited tilling, filtering field runoff to remove chemicals, fencing animals to prevent them from entering streams, etc.
- 172 farms practice rotational or management intensive grazing.

Other Crops:

- 299 farms produced 12 million bushels of sorghum on more than 121,000 acres, worth at least \$39 million. *Note that data for sales of sorghum in Lonoke and Monroe counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 225 farms produced 500,000 bales of upland cotton on 223,000 acres, worth \$127 million.
- 586 farms produced 1.1 million tons of rice on 297,000 acres, worth \$207 million.

**Limited-resource farms and others in the East Arkansas region
(Census of Agriculture, 2007)**

Small family farms:	Farms	Percent	Acres	Percent
Limited-resource	314	13%	26,426	1%
Retirement	381	16%	69,690	3%
Residential/lifestyle	600	24%	82,819	4%
Farming occupation/lower sales	207	8%	47,462	2%
Farming occupation/higher sales	102	4%	76,381	3%
Large family farms	165	7%	194,258	9%
Very large family farms	464	19%	1,277,320	58%
Nonfamily farms	224	9%	422,220	19%
Total	2,457		2,196,576	

Definition of terms (Agricultural Census 2007):

Limited-resource farms have market value of agricultural products sold gross sales of less than \$100,000, and total principal operator household income of less than \$20,000.

Retirement farms have market value of agricultural products sold of less than \$250,000, and a principal operator who reports being retired.

Residential/lifestyle farms have market value of agricultural products sold of less than \$250,000, and a principal operator who reports his/her primary occupation as other than farming.

Farming occupation/lower-sales farms have market value of agricultural products sold of less than \$100,000, and a principal operator who reports farming as his/her primary occupation.

Farming occupation/higher-sales farms have market value of agricultural products sold of between \$100,000 and \$249,999, and a principal operator who reports farming as his/her primary occupation.

Large family farms have market value of agricultural products sold between \$250,000 and \$499,999.

Very large family farms have market value of agricultural products sold of \$500,000 or more.

Nonfamily farms are farms organized as nonfamily corporations, as well as farms operated by hired manager.

County and State Highlights

Crittenden County highlights (Agriculture Census 2007):

- 266 farms, 12% more than in 2002.
- Crittenden County has 314,000 acres of land in farms.
- Farmers sold \$99.6 million of products in 2007.
- \$99.3 million (nearly 100%) of these sales were crops.
- \$300,000 (less than 1%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more with 102 farms (38%) in this category.
- The next most prevalent is 50 to 179 acres with 53 (20%) farms.
- 37 farms (14%) are less than 50 acres.
- 77 farms (29%) sold less than \$10,000 in farm products.
- 125 farms (47%) sold more than \$100,000 in farm products.
- Crittenden County ranks 2nd in Arkansas for acreage of wheat, with 54,000.
- The county ranks 3rd in the state for acreage of soybeans, with 168,000.
- Crittenden County ranks fourth in the state for acreage of sorghum, with 12,000.
- The county ranks 9th in Arkansas for acreage of cotton, with 33,000.
- Crittenden County ranks 9th in the state for sales of cotton, with \$17 million.
- 4 farms sold \$4,000 of food directly to consumers. This is slight increase in the number of farms selling direct (3 in 2002). *Note that data for direct sales in 2002 were suppressed by the USDA in an effort to protect confidentiality.*
- Direct sales were 0.004% of farm product sales, far less the national average of 0.4%.

Lee County highlights (Agriculture Census 2007):

- 251 farms, 2% less than in 2002.
- Lee County has 302,000 acres of land in farms.
- Farmers sold \$128 million of products in 2007.
- \$126 million (99%) of these sales were crops.
- \$1.8 million (1%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more with 88 farms (35%) in this category.
- The next most prevalent is 50 to 179 acres with 56 (22%) farms.
- 49 farms (20%) are less than 50 acres.
- 76 farms (30%) sold less than \$10,000 in farm products.
- 109 farms (43%) sold more than \$100,000 in farm products.
- Lee County ranks 2nd in Arkansas for acreage of sorghum, with 35,000.
- The county ranks 3rd in the state for sales of cotton, with \$44 million.
- Lee County ranks fourth in the state for acreage of cotton, with 69,000.
- The county ranks 6th in Arkansas for acreage of corn for grain, with 30,000.
- Lee County ranks 7th in the state for acreage of wheat, with 32,000.
- The county ranks eighth in the state for crop sales.
- 10 farms sold \$13,000 of food directly to consumers. This is a slight increase in the number of farms selling direct (9 in 2002), and a slight increase in direct sales over 2002 sales of \$9,000.
- Direct sales were 0.01% of farm product sales, far less than the national average of 0.4%.

Lonoke County highlights (Agriculture Census 2007):

- 832 farms, 7% more than in 2002.
- Lonoke County has 371,000 acres of land in farms.
- Farmers sold \$152 million of products in 2007.
- \$119 million (78%) of these sales were crops.
- \$33 million (22%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres with 247 farms (30%) in this category.
- The next most prevalent is 10 to 49 acres with 221 (27%) farms.
- 109 farms (13%) are 1,000 acres or more.
- 285 farms (34%) are less than 50 acres.
- 492 farms (59%) sold less than \$10,000 in farm products.
- 174 farms (21%) sold more than \$100,000 in farm products.
- Lonoke County ranks 2nd in Arkansas for aquaculture sales, with \$21 million.
- The county ranks fourth in the state for sales of vegetables, with \$2.5 million.
- Lonoke County ranks 4th in the state for sales of fruits, tree nuts, and berries, but *sales figures were not released by the USDA in an effort to protect confidentiality.*
- The county ranks 7th in Arkansas for sales of grains, oilseeds, and dry beans and peas, with \$104 million.
- Lonoke County ranks 7th in the state for sales of Christmas trees, but *sales figures were not released by the USDA in an effort to protect confidentiality.*
- The county ranks seventh in Arkansas for acreage of soybeans, with 128,000.
- Lonoke County ranks 7th in the state for acreage of rice, with 71,000.
- The county ranks 8th in the state for milk sales, with \$2.1 million.
- Lonoke County ranks 9th in Arkansas for crop sales.
- The county ranks ninth in the state for sales of ornamentals, but *sales figures were not released by the USDA in an effort to protect confidentiality.*
- Lonoke County ranks 9th in the state for acreage of wheat, with 30,000.
- 37 farms sold \$1.1 million of food directly to consumers. This is a 131% increase in the number of farms selling direct (16 in 2002), and a 198% increase in direct sales over 2002 sales of \$369,000.
- Direct sales were 0.7% of farm product sales, nearly double the national average of 0.4%.

Monroe County highlights (Agriculture Census 2007):

- 229 farms, 8% less than in 2002.
- Monroe County has 242,000 acres of land in farms.
- Farmers sold \$94 million of products in 2007.
- \$90.5 million (96%) of these sales were crops.
- \$3.4 million (4%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more with 83 farms (36%) in this category.
- The next most prevalent is 50 to 179 acres with 58 (25%) farms.
- 43 farms (19%) are less than 50 acres.
- 84 farms (37%) sold less than \$10,000 in farm products.
- 99 farms (43%) sold more than \$100,000 in farm products.
- Monroe County ranks 4th in Arkansas for acreage of corn for grain, with 32,000.
- The county ranks eighth in the state for acreage of wheat, with 30,000.
- Monroe County ranks 9th in Arkansas for aquaculture sales, with \$3.2 million.
- 2 farms sold food directly to consumers. This is a slight decrease in the number of farms selling direct (5 in 2002). *Note that data for 2007 direct sales were suppressed by the USDA in an effort to protect confidentiality.*

Phillips County highlights (Agriculture Census 2007):

- 307 farms, 2% more than in 2002.
- Phillips County has 437,000 acres of land in farms.
- Farmers sold \$185.1 million of products in 2007.
- \$184.6 million (nearly 100%) of these sales were crops.
- \$500,000 (less than 1%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more with 146 farms (48%) in this category.
- The next most prevalent is 10 to 49 acres with 50 (16%) farms.
- 64 farms (21%) are less than 50 acres.
- 79 farms (26%) sold less than \$10,000 in farm products.
- 166 farms (54%) sold more than \$100,000 in farm products.
- Phillips County ranks first in Arkansas for acreage of corn for grain, with 91,000.
- The county ranks 1st in the state for acreage of sorghum, with 38,000.
- Phillips County ranks 2nd in Arkansas for crop sales.
- The county ranks second in the state for sales of grains, oilseeds, and dry beans and peas, with \$156 million.
- Phillips County ranks 2nd in the state for acreage of soybeans, with 191,000.
- The county ranks 4th in Arkansas for acreage of wheat, with 42,000.
- Phillips County ranks fifth in the state for sales of agricultural products.
- The county ranks 5th in the state for sales of cotton, with \$28 million.
- Phillips County ranks 5th in Arkansas for acreage of cotton, with 56,000.
- The county ranks seventh in the state for inventory of bee colonies, with 1,236.
- 9 farms sold \$14,000 of food directly to consumers. This is a slight increase in the number of farms selling direct (8 in 2002), and a 33% decrease in direct sales since 2002 sales of \$21,000.
- Direct sales were 0.008% of farm product sales, less than the national average of 0.4%.

St. Francis County highlights (Agriculture Census 2007):

- 310 farms, 11% less than in 2002.
- St. Francis County has 255,000 acres of land in farms.
- Farmers sold \$91.7 million of products in 2007.
- \$89.4 million (97%) of these sales were crops.
- \$2.3 million (3%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres with 88 farms (28%) in this category.
- The next most prevalent is 1,000 acres or more with 84 (27%) farms.
- 81 farms (26%) are less than 50 acres.
- 150 farms (48%) sold less than \$10,000 in farm products.
- 105 farms (34%) sold more than \$100,000 in farm products.
- St. Francis County ranks second in Arkansas for inventory of bee colonies, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 3rd in the state for acreage of wheat, with 42,000.
- St. Francis County ranks 6th in the state for acreage of sorghum, with 11,000.
- The county ranks seventh in Arkansas for sales of vegetables, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- 11 farms sold \$12,000 of food directly to consumers. This is a slight increase the number of farms selling direct (6 in 2002), and an 89% decrease in direct sales since 2002 sales of \$110,000.
- Direct sales were 0.01% of farm product sales, less than the national average of 0.4%.

Woodruff County highlights (Agriculture Census 2007):

- 262 farms, 16% more than in 2002.
- Woodruff County has 274,000 acres of land in farms.
- Farmers sold \$91.7 million of products in 2007.
- \$89.4 million (97%) of these sales were crops.
- \$2.3 million (3%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more with 85 farms (32%) in this category.
- The next most prevalent is 50 to 179 acres with 73 (28%) farms.
- 49 farms (19%) are less than 50 acres.
- 100 farms (38%) sold less than \$10,000 in farm products.
- 112 farms (43%) sold more than \$100,000 in farm products.
- Woodruff County ranks 5th in Arkansas for acreage of sorghum, with 11,000.
- The county ranks tenth in the state for acreage of wheat, with 28,000.
- 4 farms sold food directly to consumers. There was no change in the number of farms selling direct since 2002. *Note that data for 2002 & 2007 direct sales were suppressed by the USDA in an effort to protect confidentiality.*

State of Arkansas highlights (Agriculture Census 2007):

- 49,000 farms, 4% more than in 2002.
- Arkansas has 14 million acres of land in farms.
- Farmers sold \$7.5 billion of products in 2007.
- \$2.9 billion (39%) of these sales were crops.
- \$4.6 billion (61%) of these sales was livestock.
- The most prevalent farm size is 50 to 179 acres with 17,000 farms (34%) in this category.
- The next most prevalent is 10 to 49 acres with 15,000 (31%) farms.
- 3,181 farms (6%) are 1,000 acres or more.
- 17,700 farms (36%) are less than 50 acres.
- 29,000 farms (60%) sold less than \$10,000 in farm products.
- 8,000 farms (16%) sold more than \$100,000 in farm products.
- Arkansas ranks first in the country for acreage of rice, with 1.3 million.
- The state ranks 2nd in the U.S. for inventory of broiler chickens, with 202 million.
- Arkansas ranks 2nd in the country for inventory of pullets for laying flock replacement, with 8 million.
- The state ranks third in the country for sales of cotton, with \$473 million.
- Arkansas ranks 3rd in the country for sales of poultry and eggs, with \$3.7 billion.
- The state ranks 3rd in the U.S. for aquaculture sales, with \$119 million.
- Arkansas ranks third in the country for inventory of turkeys, with 9.4 million.
- The state ranks 3rd in the country for acreage of cotton, with 854,000.
- Arkansas ranks 8th in the country for inventory of laying hens, with 14 million.
- The state ranks tenth in the U.S. for acreage of soybeans, with 2.8 million.
- 1,657 farms sold \$8.2 million of food directly to consumers. This is a 12% increase in the number of farms selling direct (1,476 in 2002), and a 44% increase in direct sales over 2002 sales of \$5.7 million.
- Direct sales were 0.1% of farm product sales, one-fourth the national average of 0.4%.
- Statewide vegetable sales totaled \$38 million.
- If direct sales were a single commodity, at \$8 million of sales, it would rank as the 17th-largest farm product in Arkansas, larger than sales of sweet potatoes, tomatoes, or pecans.
- 69 farms farm organically, with a total of 3,367 acres of harvested cropland, and 2,147 acres of pastureland.
- 3,186 acres on 110 farms are undergoing organic conversion.
- 69 farms in Arkansas sold \$2.3 million of organic food products, including \$1.4 million of crops (this may include ornamental and greenhouse crops), \$140,000 of livestock and poultry, and \$800,000 of products from livestock and poultry (such as milk or eggs).
- 187 farms market through community supported agriculture (CSA).
- 1,558 farms produce value-added products.
- 6,292 farms use conservation methods such as no-till, limited tilling, filtering field runoff to remove chemicals, fencing animals to prevent them from entering streams, etc.
- 8,543 farms practice rotational management of intensive grazing.
- 299 farms generate energy or electricity on the farms.

Arkansas' top 25 farm products in 2009 (Economic Research Service)

See chart on next page

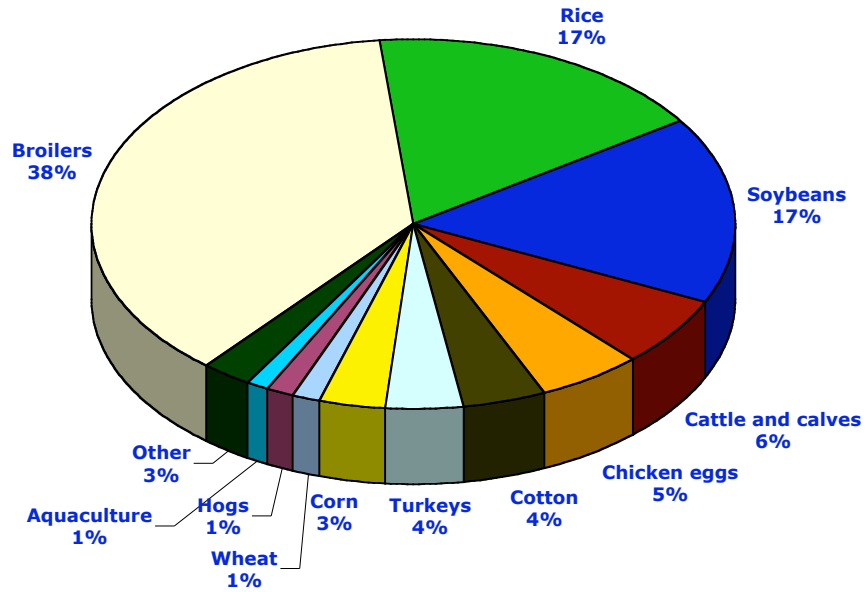
	\$ millions
1 Broilers	2,641
2 Rice	1,230
3 Soybeans	1,179
4 Cattle and calves	437
5 Chicken eggs	363
6 Cotton	293
7 Turkeys	284
8 Corn	246
9 Wheat	96
10 Hogs	85
11 Aquaculture	85
12 Hay	65
13 Nursery/Ornamentals	51
14 Dairy products	22
15 Sorghum grain	12
16 Farm chickens	11
17 Sweet potatoes	4
18 Tomatoes	4
19 Pecans	2
20 Watermelons	2
21 Honey	2
22 Peaches	2
23 Beans, snap	2
24 Grapes	1
25 Oats	1

Note: If direct sales were a single commodity, at \$8 million of sales, it would rank as 17th-largest farm product in Arkansas, larger than sales of sweet potatoes, tomatoes, or pecans.

Arkansas' top 25 farm products in 2009 (Economic Research Service)

See table on previous page

Top 25 Farm Products in Arkansas, 2009



Source: USDA Economic Research Service

Balance of Cash Receipts and Production Costs (BEA):

East Arkansas farmers sell \$844 million of food commodities per year (1989-2009 average), spending \$851 million to raise them, for an average loss of \$7 million each year. *Note that these sales figures compiled by the BEA may differ from cash receipts recorded by the USDA Agriculture Census (above).*

Overall, farm producers spent \$141 million more producing crops and livestock than they have earned by selling these commodities from 1989 to 2009. Farm production costs exceeded cash receipts for 9 years of that 21-year period. Moreover, 35% of the region's farms and ranches reported that they lost money in 2007 (Ag Census). East Arkansas farmers and ranchers earned \$117 million less by selling commodities in 2009 than they earned in 1969 (in 2009 dollars).

Farmers and ranchers earn another \$73 million per year of farm-related income — primarily custom work, and rental income (21-year average for 1989-2009). Federal farm support payments are relatively small, averaging \$187 million per year for the entire region for the same years.

The region's consumers:

See also information covering low-income food consumption and food-related health conditions, page 1-2 above.

East Arkansas consumers spend \$480 million buying food each year, including \$280 million for home use. Most of this food (\$430 million) is sourced outside the region. Only \$1.1 million of food products (0.1% of farm cash receipts and 0.2% of the East Arkansas consumer market) are sold by farmers directly to consumers.

Estimated change in net assets (that is, assets minus liabilities) for all region households combined was a loss of \$275 million in 2009 alone (BLS). This places additional pressure on East Arkansas consumers trying to buy food.

Farm and food economy summary:

Farmers lose \$7 million each year producing food commodities, and spend \$475 million buying inputs sourced outside of the region, for a total loss of \$480 million to the region.

Meanwhile, consumers spend \$430 million buying food from outside. Thus, total loss to the region is \$910 million of potential wealth *each year*. This loss amounts to more than the value of all commodities raised in the region.

East Arkansas: markets for food eaten at home (2009):

East Arkansas residents purchase \$480 million of food each year, including \$280 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 67
Fruits & vegetables	47
Cereals and bakery products	38
Dairy products	30
“Other,” incl. Sweets, fats, & oils	99

If each East Arkansas resident purchased \$5.00 of food directly from East Arkansas farmers each week, this would generate \$52 million of new farm income for the region. This would require no new expenditures on the part of East Arkansas residents; this is simply a shift in existing spending.

Crittenden County: markets for food eaten at home (2009):

Crittenden County residents purchase \$126 million of food each year, including \$74 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 18
Fruits & vegetables	12
Cereals and bakery products	9
Dairy products	8
“Other,” incl. Sweets, fats, & oils	26

Lee County: markets for food eaten at home (2009):

Lee County residents purchase \$25 million of food each year, including \$14 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 3.4
Fruits & vegetables	2.4
Cereals and bakery products	1.9
Dairy products	1.5
“Other,” incl. Sweets, fats, & oils	5.1

Lonoke County: markets for food eaten at home (2009):

Lonoke County residents purchase \$158 million of food each year, including \$93 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 22
Fruits & vegetables	15
Cereals and bakery products	12
Dairy products	10
“Other,” incl. Sweets, fats, & oils	33

Monroe County: markets for food eaten at home (2009):

Monroe County residents purchase \$19 million of food each year, including \$11 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 2.7
Fruits & vegetables	1.9
Cereals and bakery products	1.5
Dairy products	1.2
“Other,” incl. Sweets, fats, & oils	4.0

Phillips County: markets for food eaten at home (2009):

Phillips County residents purchase \$50 million of food each year, including \$29 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 6.9
Fruits & vegetables	4.9
Cereals and bakery products	3.9
Dairy products	3.1
“Other,” incl. Sweets, fats, & oils	10.3

Prairie County: markets for food eaten at home (2009):

Prairie County residents purchase \$20 million of food each year, including \$12 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 2.8
Fruits & vegetables	2.0
Cereals and bakery products	1.6
Dairy products	1.3
“Other,” incl. Sweets, fats, & oils	4.2

St. Francis County: markets for food eaten at home (2009):

St. Francis County residents purchase \$62 million of food each year, including \$37 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 8.7
Fruits & vegetables	6.1
Cereals and bakery products	4.9
Dairy products	3.9
“Other,” incl. Sweets, fats, & oils	13.0

Woodruff County: markets for food eaten at home (2009):

Woodruff County residents purchase \$18 million of food each year, including \$10 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 2.4
Fruits & vegetables	1.7
Cereals and bakery products	1.4
Dairy products	1.1
“Other,” incl. Sweets, fats, & oils	3.6

Little Rock metro area: markets for food eaten at home (2008):

Source: Bureau of Labor Statistics

Metro Little Rock residents purchase \$1.65 billion of food each year; \$944 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 228
Fruits & vegetables	157
Cereals and bakery products	128
Dairy products	106
“Other,” incl. sweets, fats, & oils	326

Arkansas: markets for food eaten at home (2008):

Source: Bureau of Labor Statistics

Arkansas residents purchase \$7 billion of food each year; \$4 billion to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 967
Fruits & vegetables	665
Cereals and bakery products	541
Dairy products	450
“Other,” incl. sweets, fats, & oils	1,384

Greenville, Mississippi: markets for food eaten at home (2009):

Greenville residents purchase \$130 million of food each year, including \$76 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 18
Fruits & vegetables	13
Cereals and bakery products	10
Dairy products	8
“Other,” incl. Sweets, fats, & oils	27

Metro Jackson, Mississippi: markets for food eaten at home (2009):

Metro Jackson residents purchase \$4 billion of food each year, including \$2.4 billion to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 561
Fruits & vegetables	393
Cereals and bakery products	317
Dairy products	248
“Other,” incl. Sweets, fats, & oils	836

Metro Memphis, Tennessee: markets for food eaten at home (2009):

Metro Memphis residents purchase \$4.8 billion of food each year, including \$2.8 billion to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 669
Fruits & vegetables	469
Cereals and bakery products	378
Dairy products	296
“Other,” incl. Sweets, fats, & oils	996

Key data sources:

Bureau of Economic Analysis data on farm production balance

<http://www.bea.doc.gov/bea/regional/reis/>

Food consumption estimates from Bureau of Labor Statistics Consumer Expenditure Survey

<http://www.bls.gov/cex/home.htm>

U.S. Census of Agriculture

<http://www.nass.usda.gov/census/>

USDA/Economic Research Service food consumption data:

<http://www.ers.usda.gov/data/foodconsumption/>

USDA/ Economic Research Service farm income data:

<http://ers.usda.gov/Data/FarmIncome/finfidmu.htm>

For more information:

To see results from *Finding Food in Farm Country* studies in other regions of the U.S.:

<http://www.crcworks.org/locales.html>

To read the original *Finding Food in Farm Country* study from Southeast Minnesota (written for the Experiment in Rural Cooperation): <http://www.crcworks.org/ff.pdf>

To view a PowerPoint presented in March, 2008, by Ken Meter at Rep. Collin Peterson's (D-MN) Minnesota agricultural forum, called the "Home Grown Economy":

<http://www.crcworks.org/crcppts/petersonkm08.pdf>

To get a brief list of essential food facts, many of which are cited in the presentation above,

<http://www.crcworks.org/foodmarkets.pdf>

To link to further analysis of farm and food economies in the U.S.:

<http://www.crcworks.org/econ.html>

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