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Tools for Community Self-determination

Southwest Indiana Local Farm & Food Economy

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Covers Dubois, Gibson, Pike, Posey, Spencer, Vanderburgh, & Warrick Counties in Indiana

Southwest Indiana Region (Bureau of Economic Analysis, 2011)

375,693 residents receive \$14 billion of income annually. Personal income increased more than twelvefold from 1969 to 2011, after dollars were adjusted for inflation. The largest source of personal income is transfer payments (from public and private programs such as medical benefits or pensions), at \$2.4 billion. The next most important source of income was manufacturing, also at \$2.4 billion. Government jobs rank third, with \$1 billion. Construction workers earn \$0.9 billion, while retail workers earn \$0.6 billion.

Income earned from transfer payments includes \$1 billion of retirement and disability insurance benefits; \$1.1 billion of medical benefits; \$242 million of income maintenance benefits; \$100 million of unemployment insurance; and \$66 million of veterans' benefits.

Government income includes \$117 million of income earned by federal workers and \$788 million earned by state and local government workers. Military personnel earn \$49 million of personal income.

Although population has increased 22% since 1969, there has been only limited public planning to assure a secure and stable food supply.

Issues affecting low-income residents of Southwest Indiana:

Nearly 96,000 residents (26%) 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 about \$200 million each year buying food, including \$32 million of SNAP benefits (formerly known as food stamps) and additional WIC coupons. The region's 3,503 farmers receive an annual combined total of \$27 million in subsidies (23-year average, 1989-2011), mostly to raise crops such as corn or soybeans that are sold as commodities, not to feed local residents. *Data from Federal Census of 2007-2011, Bureau of Labor Statistics, & Bureau of Economic Analysis.*

¹ Considerable research assistance provided by Nick Wojciak.

7% percent of the region's households (over 26,000 residents) earn less than \$10,000 per year. *Source: Federal Census of 2007-2011.*

12% of adults aged 18-64 in metro Evansville carried no health insurance in 2010. *Source: Centers for Disease Control.*

Food-related health conditions:

20% of metro Evansville 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. *Source: Centers for Disease Control.*

51% of Evansville metro adults reported in 2009 that 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. *Source: Centers for Disease Control.*

9.8% of metro Evansville residents have been diagnosed with diabetes as of 2010. *Source: Centers for Disease Control.* Medical costs for treating diabetes and related conditions in Southwest Indiana are estimated at \$217 million per year. Costs for the state of Indiana as a whole total \$3.8 billion. *Source: American Diabetes Association cost calculator.*

63% of Evansville metro residents were overweight (34%) or obese (29%) in 2010. *Source: Centers for Disease Control.*

The region'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:

- 3,503 farms. This is 6% of Indiana farms.
- The Southwest Indiana region had 6% more farms in 2007 than in 2002. Some of this may be due to census takers making better contact with small farms.
- 274 (8%) of these are 1,000 acres or more in size.
- 1,420 (41%) farms are less than 50 acres.
- Average farm size is 292 acres, more than the state average of 242 acres.
- The region has 1 million acres of land in farms.
- This amounts to 7% of the state's farmland.
- The Southwest Indiana region holds 819,000 acres of harvested cropland.
- At least 15,000 of these acres are irrigated. *Note that data for acreage of irrigated land in Vanderburgh County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- Average value of land and buildings per farm was \$909,000. This was more than the 2007 state average of \$869,000.

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 \$563 million of crops and livestock in 2007.
- Farm product sales increased by 89% from 2002 to 2007.
- \$343 million of crops were sold.
- \$220 million of livestock and products were sold.
- 1,705 (49%) of the region’s farms sold less than \$10,000 of products in 2007.
- Total sales from these small farms were \$3.7 million, 1% of the region’s farm product sales.
- 881 (25%) of the region’s farms sold more than \$100,000 of products.
- Total sales from these larger farms were \$524 million, 93% of the region’s farm product sales.
- 44% of the region’s farms (1,372 of 3,103) reported net losses in 2007. This is the same as the Indiana average of 44%.
- 2,357 (67%) of Southwest Indiana region’s farmers collected a combined total of \$17 million of federal subsidies in 2007.

Top farm products of the Southwest Indiana region (2007).

*Note: ** denotes sales data has been suppressed.*

Product	\$ millions
Corn	214
Poultry and eggs**	129
Soybeans	99
Hogs and pigs**	40
Milk	17
Wheat	15

Production Expenses:

- Feed purchases ranked as the largest single expense for Southwest Indiana farmers in 2007, with \$106 million (25% of production expenses).
- Fertilizer, lime, and soil conditioners ranked as the second most important expense, at \$73 million (17%).
- Farmers charged \$43 million (10%) to depreciation.
- Land and building rental cost farmers \$33 million (8%).
- Purchases of seeds totaled \$33 million (8%).
- Livestock and poultry purchases cost Southwest Indiana farmers \$32 million (7%).
- Supplies, repairs, and maintenance totaled \$27 million (6%).
- Chemical purchases were \$24 million (6%).
- Purchases of gasoline, fuels, and oils totaled \$24 million (6%).

Cattle & Dairy:

- 1,051 farms hold an inventory of 52,000 cattle.
- At least 25,000 cattle were sold by farmers in 2007 for total sales of over \$6.6 million. *Note that data for number of cattle sold in Gibson County and data for cattle sales in Dubois, Gibson, and Posey counties were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete.*
- 853 farms raise beef cows.
- 66 farms raise milk cows.
- 115 farms produced corn for silage.
- 1,060 farms produced 79,000 tons of forage crops (hay, etc.) on 38,000 acres.
- 429 farms sold at least \$2 million of forage. *Note that data for sales of forage in Gibson County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

Other Livestock & Animal Products:

- 182 farms hold an inventory of at least 183,000 hogs and pigs. *Note that data for inventory of hogs and pigs in Pike County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 190 farms sold at least 373,000 hogs and pigs in 2007. *Note that data for sales of hogs and pigs in Pike County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 76 farms hold an inventory of 1,614 sheep and lambs.
- 93 farms sold at least \$57,000 worth of sheep, goats, and lambs in 2007. *Note that data for sales of sheep, goats, and their products in Gibson, Spencer, and Vanderburgh counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 128 farms hold an inventory of 1 million laying hens.
- 8 farms raise broiler chickens.
- 5 farms engage in aquaculture.
- 83 farms raise horses and ponies.

Grains, Oil Seeds, & Edible Beans:

- 1,880 farms produced \$333 million of grains, oil seeds, and edible beans.
- 1,561 farms produced 66 million bushels of corn on 438,000 acres, worth \$214 million.
- This amounts to an average price per bushel of corn of \$3.24. *Note that this price is an approximation, and does not necessarily represent an actual price at which corn was sold.*
- 1,427 farms produced 12 million bushels of soybeans on 320,000 acres, worth \$99 million.
- This amounts to an average price per bushel of soybeans of \$8.25. *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 56% of all farm product sales in 2007.
- 517 farms produced 3.8 million bushels of wheat on 73,000 acres, worth at least \$15 million. *Note that data for sales of wheat in Dubois and Vanderburgh counties 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):

- 67 farms worked 1,061 acres to produce vegetables, worth at least \$2.6 million. *Note that data for sales of vegetables in Posey and Spencer counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- This represents a 56% increase in the number of farms over 2002 levels of 43.
- 1 farm raised potatoes.

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

- 29 farms in the region hold at least 194 acres of orchards. *Note that data for acreage of orchards in Dubois, Vanderburgh, and Warrick counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 42 farms sold fruits, nuts, and berries. *Note that data for sales of fruits, nuts, and berries in 6 of 7 counties were suppressed by the USDA in an effort to protect confidentiality.*

Nursery & Greenhouse Plants:

- 40 farms sold \$3.4 million worth of ornamentals in 2007.
- This represents an 18 farm decrease of in the number of farms since 2002.
- 16 farms sold Christmas trees.

Direct & Organic Sales:

- 137 farms sell \$1.6 million of food products directly to consumers. This is a 16-farm increase in number of farms selling direct, and a 269% increase in direct sales over 2002 sales of 434,000.
- This amounts to 0.3% of farm product sales, less than the national average of 0.4%.
- Vanderburgh County leads the region in direct sales, with \$1 million.
- 6 farms in the region sold organic products. *Note that data for organic sales was suppressed in 6 of 7 counties.*
- For comparison, 239 farms across Indiana sold \$8.7 million of organic food products.
- 26 farms market through community supported agriculture (CSA).
- 91 farms produce and sell value-added products.

Conservation Practices:

- 1,577 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.
- 457 farms practice rotational or management intensive grazing.
- 35 farms generate energy or electricity on the farm.

**Limited-resource farms and others in Southwest Indiana region
(Census of Agriculture, 2007)**

Small family farms:	Farms	Percent	Acres	Percent
Limited-resource	387	11%	27,323	3%
Retirement	629	18%	69,943	7%
Residential/lifestyle	1,325	38%	128,704	13%
Farming occupation/lower sales	325	9%	36,911	4%
Farming occupation/higher sales	181	5%	79,976	8%
Large family farms	220	6%	181,170	18%
Very large family farms	291	8%	439,663	43%
Nonfamily farms	145	4%	59,286	6%
Total	3,503		1,022,976	

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

Dubois County highlights (Agriculture Census 2007):

- 761 farms, 3 more farms than in 2002.
- Dubois County has 182,000 acres of land in farms.
- Farmers sold \$201 million of products in 2007.
- \$44.5 million (22%) these sales were crops.
- \$156 million (78%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 263 farms (35%) in this category.
- The next most prevalent is 10 to 49 acres, with 185 (24%) farms.
- 38 farms (5%) are 1,000 acres or more.
- 251 farms (33%) are less than 50 acres.
- 349 farms (46%) sold less than \$10,000 in farm products.
- 205 farms (27%) sold more than \$100,000 in farm products.
- Dubois County ranks 6th in the United States, and 1st in Indiana for inventory of turkeys, with 2.4 million.
- The county ranks 1st in the state for sales of livestock and poultry.
- Dubois County ranks 1st in the state for sales of poultry and eggs, with \$122 million.
- The county ranks 4th in the state for sales of agricultural products.
- Dubois County ranks fourth in the state for inventory of cattle and calves, with 24,000.
- The county ranks 5th in Indiana for inventory of pullets for laying flock replacement, with 756,000.
- Dubois County ranks 7th in the state for acreage of forage (hay, etc.), with 15,000.
- The county ranks 9th in the state for sales of cattle and calves, but *sales figures were not released by the USDA in an effort to protect confidentiality.*
- Dubois County ranks ninth in Indiana for inventory of laying hens, with 1 million.
- 41 farms sold \$206,000 of food directly to consumers. This is a 10-farm increase in the number of farms selling direct, and a 75% increase in direct sales, over 2002 sales of \$118,000.
- Direct sales were 0.1% of farm product sales, one quarter the national average of 0.4%.

Gibson County highlights (Agriculture Census 2007):

- 590 farms, 6% more than in 2002.
- Gibson County has 231,000 acres of land in farms.
- Farmers sold \$105 million of products in 2007.
- \$92 million (88%) of these sales were crops.
- \$13 million (12%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 138 farms (23%) in this category.
- The next most prevalent is 50 to 179 acres, with 137 (23%) farms.
- 68 farms (12%) are 1,000 acres or more.
- 221 farms (37%) are less than 50 acres.
- 230 farms (39%) sold less than \$10,000 in farm products.
- 187 farms (32%) sold more than \$100,000 in farm products.
- Gibson County ranks 3rd in Indiana for acreage of wheat, with 21,000.
- The county ranks 4th in the state for acreage of sorghum, with 984.
- 21 farms sold \$78,000 of food directly to consumers. This is a 4-farm increase in the number of farms selling direct, and a 42% increase in direct sales, over 2002 sales of \$55,000.
- Direct sales were 0.1% of farm product sales, one quarter the national average of 0.4%.

Pike County highlights (Agriculture Census 2007):

- 334 farms, 16% more than in 2002.
- Pike County has 74,000 acres of land in farms.
- Farmers sold \$30.6 million of products in 2007.
- \$22.8 million (75%) of these sales were crops.
- \$7.8 million (25%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 106 farms (32%) in this category.
- The next most prevalent is 50 to 179 acres, with 102 (31%) farms.
- 19 farms (6%) are 1,000 acres or more.
- 145 farms (43%) are less than 50 acres.
- 197 farms (59%) sold less than \$10,000 in farm products.
- 62 farms (19%) sold more than \$100,000 in farm products.
- Pike County ranks 8th in Indiana for acreage of sorghum, but *acreage figures were not released by the USDA in an effort to protect confidentiality.*
- 8 farms sold \$15,000 of food directly to consumers. This is a 4-farm decrease in the number of farms selling direct, and no change in direct sales, since 2002.
- Direct sales were 0.05% of farm product sales, one eighth the national average of 0.4%.

Posey County highlights (Agriculture Census 2007):

- 438 farms, 11% more than in 2002.
- Posey County has 204,000 acres of land in farms.
- Farmers sold \$97.9 million of products in 2007.
- \$85.6 million (87%) of these sales were crops.
- \$12.3 million (13%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 118 farms (27%) in this category.
- The next most prevalent is 50 to 179 acres, with 98 (22%) farms.
- 73 farms (17%) are 1,000 acres or more.
- 172 farms (39%) are less than 50 acres.
- 173 farms (39%) sold less than \$10,000 in farm products.
- 148 farms (34%) sold more than \$100,000 in farm products.
- Posey County ranks 1st in Indiana for acreage of wheat, with 33,000.
- The county ranks 1st in the state for acreage of sorghum, with 1,579.
- 11 farms sold \$85,000 of food directly to consumers. This is a 3-farm decrease in the number of farms selling direct, and a 240% increase in direct sales, over 2002 sales of \$25,000.
- Direct sales were 0.1% of farm product sales, one quarter the national average of 0.4%.

Spencer County highlights (Agriculture Census 2007):

- 632 farms, 7% more than in 2002.
- Spencer County has 150,000 acres of land in farms.
- Farmers sold \$61.6 million of products in 2007.
- \$38.6 million (63%) of these sales were crops.
- \$23 million (37%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 221 farms (35%) in this category.
- The next most prevalent is 10 to 49 acres, with 182 (29%) farms.
- 30 farms (5%) are 1,000 acres or more.

- 236 farms (37%) are less than 50 acres.
- 328 farms (52%) sold less than \$10,000 in farm products.
- 120 farms (19%) sold more than \$100,000 in farm products.
- Spencer County ranks 1st in Indiana for inventory of quail, but *inventory figures were not released by the USDA in an effort to protect confidentiality.*
- The county ranks 7th in the state for sales of tobacco, with \$293,000.
- Spencer County ranks 7th in the state for inventory of turkeys, with 189,000.
- The county ranks 8th in Indiana for acreage of forage (hay, etc.), with 11,000.
- 26 farms sold \$143,000 of food directly to consumers. This is a 9-farm increase in the number of farms selling direct, and a 142% increase in direct sales, over 2002 sales of \$59,000.
- Direct sales were 0.2% of farm product sales, one half the national average of 0.4%.

Vanderburgh County highlights (Agriculture Census 2007):

- 335 farms, 9% more than in 2002.
- Vanderburgh County has 72,000 acres of land in farms.
- Farmers sold \$32.6 million of products in 2007.
- \$29 million (89%) of these sales were crops.
- \$3.6 million (11%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 93 farms (28%) in this category.
- The next most prevalent is 1 to 9 acres, with 91 (27%) farms.
- 17 farms (5%) are 1,000 acres or more.
- 184 farms (55%) are less than 50 acres.
- 166 farms (50%) sold less than \$10,000 in farm products.
- 78 farms (23%) sold more than \$100,000 in farm products.
- Vanderburgh County ranks 6th in Indiana for inventory of pigeons or squab, but *inventory figures were not released by the USDA in an effort to protect confidentiality.*
- The county ranks 10th in the state for sales of horses and ponies, but *sales figures were not released by the USDA in an effort to protect confidentiality.*
- Vanderburgh County ranks 10th in Indiana for acreage of wheat, with 7,110.
- 17 farms sold \$1 million of food directly to consumers. This is a 3-farm decrease in the number of farms selling direct, and a 628% increase in direct sales, over 2002 sales of \$139,000.
- Direct sales were 3.1% of farm product sales, nearly eight times the national average of 0.4%.

Warrick County highlights (Agriculture Census 2007):

- 413 farms, 12 more farms than in 2002.
- Warrick County has 110,000 acres of land in farms.
- Farmers sold \$33.9 million of products in 2007.
- \$29.8 million (88%) of these sales were crops.
- \$4.1 million (12%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 159 farms (38%) in this category.
- The next most prevalent is 50 to 179 acres, with 96 (23%) farms.
- 29 farms (7%) are 1,000 acres or more.
- 211 farms (51%) are less than 50 acres.

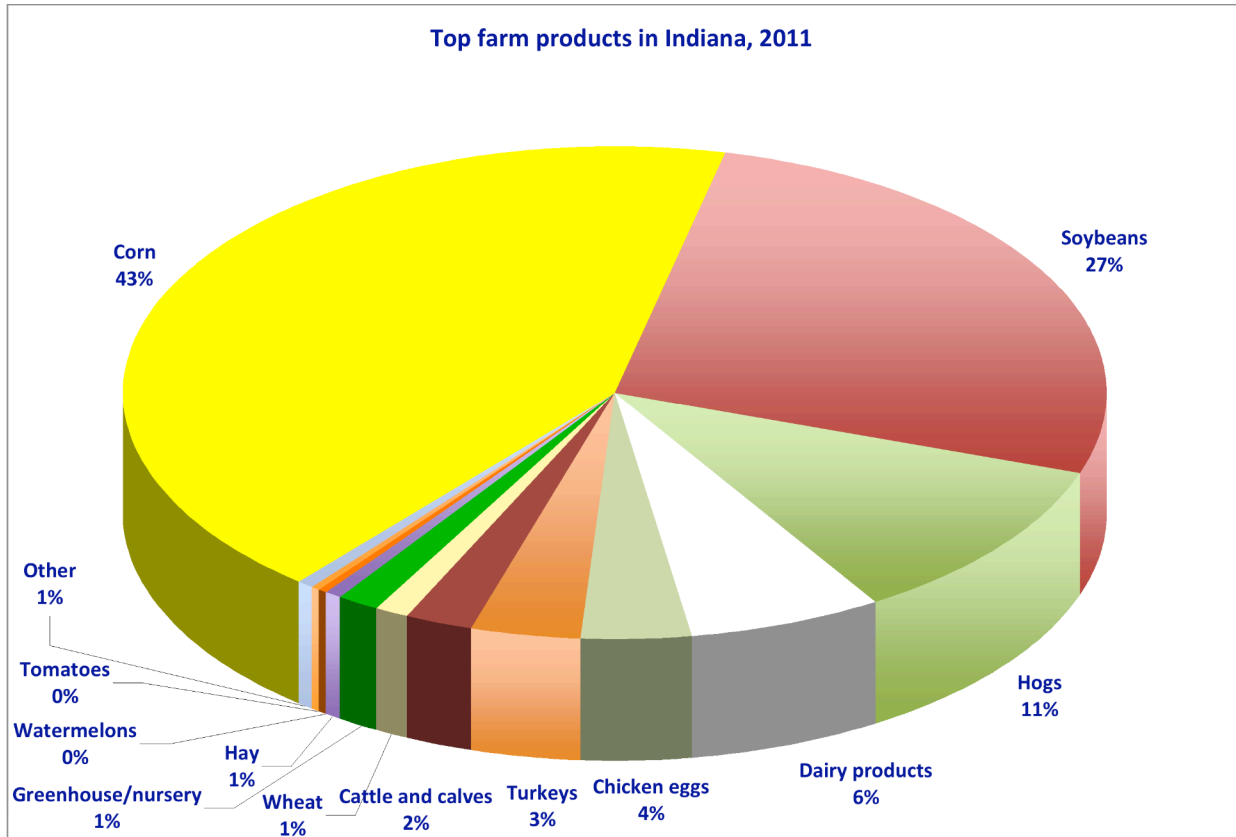
- 262 farms (63%) sold less than \$10,000 in farm products.
- 81 farms (20%) sold more than \$100,000 in farm products.
- Warrick County ranks 6th in Indiana for inventory of pheasants, but *inventory figures were not released by the USDA in an effort to protect confidentiality.*
- 13 farms sold \$62,000 of food directly to consumers. This is a 3-farm increase in the number of farms selling direct, and a 170% increase in direct sales, over 2002 sales of \$23,000.
- Direct sales were 0.2% of farm product sales, one half the national average of 0.4%.

State of Indiana highlights (Agriculture Census 2007):

- 61,938 farms, 1% more than in 2002.
- Indiana has 15 million acres of land in farms.
- Farmers sold \$8.3 billion of products in 2007.
- \$5.3 billion (64%) of these sales were crops.
- \$3 billion (36%) of these sales was livestock.
- The most prevalent farm size is 10 to 49 acres, with 19,533 farms (32%) in this category.
- The next most prevalent is 50 to 179 acres, with 50 to 179 (26%) farms.
- 3,906 farms (6%) are 1,000 acres or more.
- 29,000 farms (48%) are less than 50 acres.
- 33,000 farms (54%) sold less than \$10,000 in farm products.
- 13,000 farms (18%) sold more than \$100,000 in farm products.
- Indiana ranks 3rd in the United States for inventory of laying hens, with 24 million.
- The state ranks 4th in the country for acreage of soybeans, with 4.8 million.
- Indiana ranks 5th in the country for sales of grains, oilseeds, dry beans, and dry peas, with \$5 billion.
- The state ranks fifth in the country for sales of hogs and pigs, with \$974 million.
- Indiana ranks 5th in the United States for acreage of corn, with 6.4 million acres.
- The state ranks 5th in the country for inventory of pullets for laying flock replacement, with 7 million.
- Indiana ranks 5th in the country for inventory of hogs and pigs, with 3.7 million.
- The state ranks seventh in the country for inventory of turkeys, with 6 million.
- Indiana ranks 8th in the United States for crop sales, with \$5.3 million.
- The state ranks 10th in the country for sales of agricultural products, with \$8.3 million.
- 3,576 farms sold \$22.3 million of food directly to consumers. This is a 12% increase in the number of farms selling direct (3,205 in 2002), and a 24% increase in direct sales over 2002 sales of \$18 million.
- Direct sales were 0.3% of farm product sales, less than the national average of 0.4%.
- If direct food sales made up a single commodity, the value of these sales would outrank the state's 13th-most important product, mint.
- Statewide vegetable sales totaled \$79 million.
- 287 farms farm organically, with a total of 9,273 acres of harvested cropland, and 4,245 acres of pastureland.
- 7,973 acres on 206 farms are undergoing organic conversion.
- 239 farms in Indiana sold \$8.7 million of organic food products, including \$2.5 million of crops (this may include ornamental and greenhouse crops), \$726,000 of livestock and poultry, and \$5.4 million of products from livestock and poultry (such as milk or eggs).
- 273 farms market through community supported agriculture (CSA).
- 1,645 farms produce value-added products.
- 22,000 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.
- 7,055 farms practice rotational or management intensive grazing.
- 538 farms generate energy or electricity on the farms.

Indiana's top farm products in 2011 (Economic Research Service)

The data in the table and pie chart below are for Indiana as a whole. See chart on next page.



Source: USDA Economic Research Service

Indiana's top farm products in 2011 (Economic Research Service)

See table on previous page

	\$ millions
1 Corn	4,850
2 Soybeans	3,055
3 Hogs	1,216
4 Dairy products	738
5 Chicken eggs	422
6 Turkeys	395
7 Cattle and calves	248
8 Wheat	154
9 Greenhouse/nursery	131
10 Hay	66
11 Watermelons	34
12 Tomatoes	30
13 Mint	19
14 Corn, sweet	18
15 Cantaloupe	13
16 Aquaculture	9
17 Apples	9
18 Blueberries	3
19 Cucumbers	1
20 Honey	1
21 Oats	1
22 Farm chickens	<1
23 Wool	<1

Source: USDA Economic Research Service

Note: Broiler chickens and snap beans were also listed among Indiana's top 25 products, but sales figures for these products were not released by ERS, in an effort to protect confidentiality.

Note also that at \$22 million, direct sales from farmers to consumers amount to more than the value of the 13th-ranking product, mint.

Balance of Cash Receipts and Production Costs (BEA):

Southwest Indiana farmers sell \$559 million of food commodities per year (1989-2011 average), spending \$529 million to raise them, for an average gain of \$34 million each year. This is an average net cash income of \$9,700 per farm. *Note that these sales figures compiled by the BEA may differ from cash receipts recorded by the USDA Agriculture Census (above).*

Overall, farm producers earned a surplus of \$789 million by selling crops and livestock over the years 1989 to 2011. Yet farm production costs exceeded cash receipts for five years of that 23-year period. Moreover, 39% of the region's farms reported that they lost money in 2007 (Ag Census). Southwest Indiana farmers and ranchers earned \$14 million less by selling commodities in 2011 than they earned in 1969 (in 2011 dollars).

Farmers and ranchers earn another \$20 million per year of farm-related income — primarily custom work, and rental income (23-year average for 1989-2011). Federal farm support payments are a more important source of net income than commodity production, averaging \$39 million per year for the 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.

Southwest Indiana consumers spend \$976 million buying food each year, including \$601 million for home use. Most of this food is produced outside the region, so the region's consumers spend about \$900 million per year buying food sourced far away. Only \$1.6 million of food products (0.3% of farm cash receipts and 0.2% of the region's 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 \$350 million in 2011 alone (BLS). This places additional pressure on Southwest Indiana consumers trying to buy food.

Farm and food economy summary:

Farmers earn \$34 million each year producing food commodities, and spend \$270 million buying inputs sourced outside of the region. Even when individual farmers make money, these input purchases result in substantial losses to the region as a whole. Overall, farm production creates a loss of \$240 million to the region.

Meanwhile, consumers spend \$900 million buying food from outside. Thus, total loss to the region is \$1.1 billion of potential wealth *each year*. This loss amounts to twice the value of all food commodities raised in the region.

Southwest Indiana: markets for food eaten at home (2011):

Southwest Indiana residents purchase \$976 million of food each year, including \$601 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$124
Fruits & vegetables	109
Cereals and bakery products	85
Dairy products	64
“Other,” incl. Sweets, fats, & oils	219

If Southwest Indiana residents purchased \$5 of food each week directly from farmers in the region, this would generate \$98 million of new farm income for the region.

Metro Evansville: markets for food eaten at home (2011):

Metro Evansville residents purchase \$935 million of food each year, including \$576 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$119
Fruits & vegetables	104
Cereals and bakery products	82
Dairy products	61
“Other,” incl. Sweets, fats, & oils	210

Dubois County: markets for food eaten at home (2011):

Dubois County residents purchase \$109 million of food each year, including \$68 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 13.9
Fruits & vegetables	12.2
Cereals and bakery products	9.6
Dairy products	7.2
“Other,” incl. Sweets, fats, & oils	24.6

Gibson County: markets for food eaten at home (2011):

Gibson County residents purchase \$87 million of food each year, including \$54 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 11.0
Fruits & vegetables	9.7
Cereals and bakery products	7.6
Dairy products	5.7
“Other,” incl. Sweets, fats, & oils	19.6

Pike County: markets for food eaten at home (2011):

Pike County residents purchase \$33 million of food each year, including \$20 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 4.2
Fruits & vegetables	3.7
Cereals and bakery products	2.9
Dairy products	2.2
“Other,” incl. Sweets, fats, & oils	7.4

Posey County: markets for food eaten at home (2011):

Posey County residents purchase \$67 million of food each year, including \$41 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 8.5
Fruits & vegetables	7.5
Cereals and bakery products	5.8
Dairy products	4.4
“Other,” incl. Sweets, fats, & oils	15.0

Spencer County: markets for food eaten at home (2011):

Spencer County residents purchase \$54 million of food each year, including \$34 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	6.1
Cereals and bakery products	4.8
Dairy products	3.6
“Other,” incl. Sweets, fats, & oils	12.2

Vanderburgh County: markets for food eaten at home (2011):

Vanderburgh County residents purchase \$468 million of food each year, including \$289 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 59
Fruits & vegetables	52
Cereals and bakery products	41
Dairy products	31
“Other,” incl. Sweets, fats, & oils	105

Warrick County: markets for food eaten at home (2011):

Warrick County residents purchase \$157 million of food each year, including \$96 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 20
Fruits & vegetables	18
Cereals and bakery products	14
Dairy products	10
“Other,” incl. Sweets, fats, & oils	35

Metro Louisville: markets for food eaten at home (2011):

Metro Louisville residents purchase \$3.4 billion of food each year, including \$2.1 billion to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 427
Fruits & vegetables	376
Cereals and bakery products	294
Dairy products	221
“Other,” incl. Sweets, fats, & oils	756

State of Indiana: markets for food eaten at home (2011):

Indiana residents purchase \$17 billion of food each year, including \$10 billion to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 2,148
Fruits & vegetables	1,890
Cereals and bakery products	1,480
Dairy products	1,111
“Other,” incl. Sweets, fats, & oils	3,804

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/?submit=fffc>

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>

For further information: <http://www.crcworks.org/>

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