

# Crossroads Resource Center

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## ***Tools for Community Self-determination***

### **Elkhart Region (Indiana & Michigan) Local Farm & Food Economy**

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prepared for  
**Elkhart County Foodshed Initiative**  
*funded by Gosben Hospital Health Care Foundation*

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*The Elkhart region includes:  
Elkhart, Kosciusko, LaGrange, Marshall, Noble, & St. Joseph Counties in Indiana,  
and Cass & St. Joseph Counties in Michigan*

#### **Elkhart Region (Bureau of Economic Analysis, 2012)**

788,737 residents receive \$28 billion of income annually. Personal income doubled from 1969 to 2012, after dollars were adjusted for inflation. The largest source of personal income is wages for manufacturing workers, with \$7.4 billion. The second most important income source is transfer payments (from government programs such as pensions), at \$5.7 billion. Income from interest, rent or dividends totaled \$4.4 billion. Government jobs rank fourth, with \$1.9 billion. Wholesale and retail trade workers each earned \$1.1 billion. Note that income from public sources makes up 26% of all personal income in the region.

Income earned from transfer payments includes \$2 billion of retirement and disability insurance benefits; \$2 billion of medical benefits; \$631 million of income maintenance benefits; \$173 million of unemployment insurance compensation; and \$92 million of veterans' benefits.

Government income includes \$153 million of income earned by federal workers and \$1.7 billion earned by state and local government workers. Military personnel earn \$198 million of personal income.

Although population has increased 34% since 1969, there has been only limited public planning to assure a secure and stable food supply.

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<sup>1</sup> Considerable research assistance provided by Nick Wojciak.

**Issues affecting low-income residents of the Elkhart region:**

Over 259,000 residents (34%) 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 \$550 million each year buying food, including \$177 million of SNAP benefits (formerly known as food stamps) and additional WIC coupons. The region's 9,887 farmers receive an annual combined total of \$51 million in subsidies (24-year average, 1989-2012), mostly to raise crops such as corn or soybeans that are sold as commodities, not to feed local residents. *Data from Federal Census of 2008-2012, Bureau of Labor Statistics, & Bureau of Economic Analysis.*

7% percent of the region's households (over 47,000 residents) earn less than \$10,000 per year. *Source: Federal Census of 2008-2012.*

22% of all Indiana adults and 17% of Michigan adults aged 18-64 carried no health insurance in 2012. *Source: Centers for Disease Control.*

**Food-related health conditions:**

21% of Indiana residents and 23% of Michigan residents reported in 2009 that they eat five or more servings of fruit or vegetables each day. 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.*

17% of Indiana adults and 20% of Michigan adults reported in 2011 that they get adequate exercise. *Source: Centers for Disease Control.*

10% of Michigan and Indiana residents had been diagnosed with diabetes in 2010. *Source: Centers for Disease Control.* Medical costs for treating obesity, diabetes, and related conditions in the states of Indiana and Michigan combined are estimated at \$13 billion per year. *Source: American Diabetes Association.*

65% of Michigan and Indiana residents are overweight (34%) or obese (31%) as of 2012. *Source: Centers for Disease Control.*

**The region's farms (Agricultural Census, 2012)**

*Agricultural Census data for 2012 were released May 2, 2014*

*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:*

- 9,887 farms.
- The Elkhart Region had 7% fewer farms in 2012 than in 2007.
- 343 (3%) of the region's farms are 1,000 acres or more in size.
- 5,362 (54%) farms are less than 50 acres.
- Average farm size is 160 acres.

- The region has 1.6 million acres of land in farms.
- The Elkhart Region holds 1.2 million acres of harvested cropland.
- 294,000 of these acres are irrigated.
- Average value of land and buildings per farm was \$920,000.

*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 \$1.68 billion of crops and livestock in 2012.
- Farm product sales increased by 56% from 2007 to 2012, fueled largely by high corn prices and increased poultry sales.
- \$899 million of crops were sold.
- \$783 million of livestock and products were sold.
- 5,033 (51%) of the region’s farms sold less than \$10,000 of products in 2012.
- Total sales from these small farms were \$11 million, less than 1% of the region’s farm product sales.
- 2,311 (23%) of the region’s farms sold more than \$100,000 of products.
- Total sales from these larger farms were \$1.6 billion, 93% of the region’s farm product sales.
- 51% of the region’s farms (5,081 of 9,887) reported net losses in 2012.
- 3,551 (36%) of Elkhart Region farmers collected a combined total of \$26 million of federal subsidies in 2012.

**Top farm products of the Elkhart Region (2012).**

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

<b>Product</b>	<b>\$ millions</b>
Corn	554
Poultry & Eggs	**263
Soybeans	246
Milk	198
Hogs & Pigs	**154
Cattle & calves	142
Vegetables	**51
Ornamentals	**16
Forage crops (hay, etc.)	**12
Horses	**8

*Production Expenses:*

- Feed purchases were the largest single expense for Elkhart Region's farmers in 2012, totaling \$326 million (25% of production expenses).
- Fertilizer, lime and soil conditioners ranked as the second most important expense, at \$159 million (12%).
- Elkhart Region farmers charged \$120 million to depreciation (9%).
- Land and building rentals cost farmers \$108 million (8%).
- Purchases of seeds totaled \$94 million (7%).
- Livestock and poultry purchases totaled \$91 million (7%).
- Supplies, repairs, and maintenance cost farmers \$80 million (6%).
- Hired farm labor expenses totaled \$77 million (6%).
- Gasoline, fuels, and oil costs totaled \$70 million (5%).
- Chemicals purchased costs totaled \$65 million (5%).

*Cattle & Dairy:*

- 3,495 farms hold an inventory of 213,000 cattle.
- 195,000 cattle were sold by farmers in 2012 for total sales of \$142 million.
- 1,100 farms raise beef cows.
- 1,140 farms raise milk cows.
- 1,182 farms produced corn for silage.
- 4,181 farms produced 270,000 tons of forage crops (hay, etc.) on 98,000 acres.

*Other Livestock & Animal Products:*

- 513 farms hold an inventory of 455,000 hogs and pigs.
- 491 farms sold 1.2 million hogs and pigs in 2012.
- 468 farms hold an inventory of 13,000 sheep and lambs.
- 584 farms sold at least \$1.8 million worth of sheep, goats, and lambs in 2012. *Note that data for sales of sheep, goats, and lambs in Cass and St. Joseph (MI) counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 1,578 farms hold an inventory of at least 548,000 laying hens. *Note that data for inventory of laying hens in Kosciusko, Noble, and St. Joseph (IN) counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 336 farms raise at least 21 million broiler chickens. *Note that data for number of broiler chickens in Kosciusko and Marshall counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 5 farms engage in aquaculture.
- 1,411 farms raise horses and ponies.

*Grains, Oil Seeds, & Edible Beans:*

- 4,254 farms produced \$811 million of grains, oil seeds, and edible beans.
- 3,674 farms produced 78 million bushels of corn on 632,000 acres, worth \$554 million.
- This amounts to an average price per bushel of corn of \$7.10. *Note that this price is an approximation, and does not necessarily represent an actual price at which corn was sold.*
- 2,430 farms produced 18 million bushels of soybeans on 411,000 acres, worth \$246 million.
- This amounts to an average price per bushel of soybeans of \$13.67. *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 48% of all farm product sales in 2012.
- 519 farms produced 1.2 million bushels of wheat on 20,000 acres, worth at least \$5.9 million. *Note that data for sales of wheat in Kosciusko and St. Joseph (IN) 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):*

- 333 farms worked at least 18,000 acres to produce vegetables, worth over \$51 million. *Note that data for acreage of vegetables in Kosciusko County, and data for sales of vegetables in Noble and St. Joseph (IN) counties were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete.*
- This represents an 18% increase in the number of farms (from 282) since 2007.
- 108 farms raised potatoes.

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

- 135 farms in the region hold 1,862 acres of orchards.
- 153 farms sold at least \$700,000 of fruits, nuts, and berries. *Note that data for sales of fruits, nuts, and berries, in Cass, St. Joseph (MI), and Elkhart counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

*Nursery & Greenhouse Plants:*

- 219 farms sold at least \$16 million worth of ornamentals in 2012. *Note that data for sales of ornamentals in Noble County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 29 farms sold Christmas trees.

*Direct & Organic Sales:*

- 846 farms sell \$7.3 million of food products directly to consumers. This is an 8% increase of number of farms (780 in 2007) selling direct, and a 61% increase in direct sales over 2007 sales of \$4.53 million.

- This amounts to 0.4% of farm product sales, more than the national average of 0.3%.
- Note that the value of direct food sales is just less than the value of horses sold (\$8 million).
- Elkhart County leads the region in direct sales, with \$2.4 million.
- 200 farms in the region sold at least \$16 million of organic products. *Note that data for sales of organic products in Cass and Kosciusko counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 66 farms market through community supported agriculture (CSA).
- 362 farms produce and sell value-added products.
- 236 farms marketed products directly to retail outlets.
- 128 farms had on-farm packing facilities.

*Conservation Practices:*

- 1,547 farms practice rotational or management intensive grazing.
- 12 farms practiced alley cropping or silvopasture.
- 48 farms harvested biomass for use in renewable energy.

**Operations by Legal Status for Tax Purposes in the Elkhart region**

(Census of Agriculture, 2012)

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

	<b>Farms</b>	<b>Acres</b>
Family or individual	8,836	1,101,165
Partnership	524	264,489
Corporation (family held)	334	176,890
Corporation (other than family held)	23	**3,147
Other – cooperative, estate or trust, institutional, etc.	170	**8,340
<b>Totals</b>	<b>9,887</b>	<b>**1,554,031</b>

## **COUNTY & STATE HIGHLIGHTS: INDIANA**

### **Elkhart County highlights (Agriculture Census 2012):**

- 1,724 farms, 7% more than in 2007.
- Elkhart County has 173,000 acres of land in farms.
- Average farm value is \$809,000.
- Farmers sold \$297 million of products in 2012.
- \$83 million (28%) of these sales were crops.
- \$214 million (72%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 629 farms (36%) in this category.
- The next most prevalent is 1 to 9 acres, with 453 (26%) farms.
- 30 farms (2%) are 1,000 acres or more.
- 1,082 farms (63%) are less than 50 acres.
- 831 farms (48%) sold less than \$10,000 in farm products.
- 473 farms (27%) sold more than \$100,000 in farm products.
- Elkhart County ranks 1<sup>st</sup> in the United States for inventory of ducks, with 1.1 million.
- The county ranks first in Indiana for sales of livestock and poultry, with \$214 million.
- Elkhart County ranks first in the state for sales of sheep and goats, with \$730,000.
- The county ranks 1<sup>st</sup> in state for acreage of corn for silage, with 15,000.
- Elkhart County ranks second in the state for inventory of cattle and calves, with 56,000.
- The county ranks second in Indiana for acreage of forage crops (hay, etc.), with 18,000.
- Elkhart County ranks second in the state for sales of milk, with \$65 million.
- The county ranks 2<sup>nd</sup> in the state for sales of cattle and calves, with \$31 million.
- Elkhart County ranks third in the state for sales of agricultural products, with \$297 million.
- The county ranks third in the state for sales of horses, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- Elkhart County ranks 3<sup>rd</sup> in Indiana for inventory of broilers, with 1.3 million.
- The county ranks fourth in the state for sales of poultry and eggs, with \$91 million.
- Elkhart County ranks sixth in the state for sales of forage crops (hay, etc.), but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks seventh in the state for sales of vegetables, with \$3.2 million.
- Elkhart County ranks 7<sup>th</sup> in the state for sales of ornamentals, with \$3.4 million.
- 191 farms sold \$2.4 million of food directly to consumers. This is a 5-farm increase in the number of farms selling direct, and a 95% increase in direct sales over 2007 sales of \$1.226 million.
- Direct sales were 0.8% of farm product sales, more than double the national average of 0.3%.

**Kosciusko County highlights (Agriculture Census 2012):**

- 1,247 farms, 1% more than in 2007.
- Kosciusko County has 255,000 acres of land in farms.
- Farmers sold \$282 million of products in 2012.
- \$132 million (47%) of these sales were crops.
- \$150 million (53%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 477 farms (38%) in this category.
- The next most prevalent is 50 to 179 acres, with 325 (26%) farms.
- 55 farms (4%) are 1,000 acres or more.
- 676 farms (54%) are less than 50 acres.
- 718 farms (58%) sold less than \$10,000 in farm products.
- 259 farms (21%) sold more than \$100,000 in farm products.
- Kosciusko County ranks 8<sup>th</sup> in the United States, and 4<sup>th</sup> in Indiana, for inventory of ducks, with 159,000.
- The county ranks second in the state for sales of forage crops (hay, etc.), with \$2.5 million.
- Kosciusko County ranks second in the state for inventory of pullets for laying flock replacement, with 1.2 million.
- The county ranks 3<sup>rd</sup> in Indiana for sales of poultry and eggs, with \$91 million.
- Kosciusko County ranks fourth in the state for sales of agricultural products, with \$282 million.
- The county ranks fifth in the state for sales livestock and poultry, with \$150 million.
- Kosciusko County ranks fifth in the state for inventory of laying hens, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 6<sup>th</sup> in the state for acreage of corn for silage, with 4,835.
- Kosciusko County ranks eighth in the state for sales of cattle and calves, with \$16 million.
- The county ranks ninth in Indiana for sales of horses, with \$423,000.
- Kosciusko County ranks ninth in the state for inventory of broilers, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 10<sup>th</sup> in Indiana for sales of milk, with \$16 million.
- 80 farms sold \$384,000 of food directly to consumers. This is an 18% decrease in the number of farms selling direct (98 in 2007), and a 7% increase in direct sales over 2007 sales of \$358,000.
- Direct sales were 0.1% of farm product sales, one third the national average of 0.3%.



**LaGrange County highlights (Agriculture Census 2012):**

- 2,419 farms, 61% more than in 2007.
- LaGrange County has 204,000 acres of land in farms.
- Farmers sold \$263 million of products in 2012.
- \$69 million (26%) of these sales were crops.
- \$194 million (74%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 1,071 farms (44%) in this category.
- The next most prevalent is 50 to 179 acres, with 887 (37%) farms.
- 29 farms (1%) are 1,000 acres or more.
- 1,421 farms (59%) are less than 50 acres.
- 1,084 farms (45%) sold less than \$10,000 in farm products.
- 558 farms (23%) sold more than \$100,000 in farm products.
- LaGrange County ranks 4<sup>th</sup> in the United States, and 3<sup>rd</sup> in Indiana, for inventory of ducks, with 306,000.
- The county ranks 1<sup>st</sup> in the state for inventory of cattle and calves, with 76,000.
- LaGrange County ranks first in the state for sales of cattle and calves, with \$70 million.
- The county ranks first in the state for sales of horses, with \$6.1 million.
- LaGrange County ranks 1<sup>st</sup> in the state for acreage of forage crops, (hay, etc.), with 28,000.
- The county ranks second in Indiana for sales of livestock and poultry, with \$194 million.
- LaGrange County ranks 2<sup>nd</sup> in the state for acreage of corn for silage, with 9,041.
- The county ranks second in the state for inventory of broilers, with 1.7 million.
- LaGrange County ranks fourth in the state for sales of milk, with \$45 million.
- The county ranks fourth in the state for sales of sheep and goats, with \$396,000.
- LaGrange County ranks 5<sup>th</sup> in the state for sales of vegetables, with \$4 million.
- The county ranks sixth in Indiana for sales of agricultural products, with \$263 million.
- LaGrange County ranks seventh in the state for sales of poultry and eggs, with \$62 million.
- The county ranks 8<sup>th</sup> in the state for aquaculture sales, but *sales figures were suppressed by the USDA in an effort to protect confidentiality*.
- 191 farms sold \$1.1 million of food directly to consumers. This is a 47% increase in the number of farms selling direct (130 in 2007), and a 172% increase in direct sales over 2007 sales of \$405,000.
- Direct sales were 0.4% of farm product sales, more than the national average of 0.3%.

**Marshall County highlights (Agriculture Census 2012):**

- 878 farms, 1% more than in 2007.
- Marshall County has 206,000 acres of land in farms.
- Farmers sold \$148 million of products in 2012.
- \$109 million (73%) of these sales were crops.
- \$39 million (27%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 295 farms (34%) in this category.
- The next most prevalent is 50 to 179 acres, with 251 (29%) farms.
- 56 farms (6%) are 1,000 acres or more.
- 411 farms (47%) are less than 50 acres.
- 442 farms (50%) sold less than \$10,000 in farm products.
- 236 farms (27%) sold more than \$100,000 in farm products.
- Marshall County ranks 4<sup>th</sup> in Indiana for acreage of corn for silage, with 5,656.
- The county ranks sixth in the state for sales of milk, with \$27 million.
- Marshall County ranks seventh in the state for sales of sheep and goats, with \$242,000.
- The county ranks 8<sup>th</sup> in the state for inventory of ducks, with 20,000.
- Marshall County ranks ninth in Indiana for sales of forage crops, (hay, etc.), with \$1.4 million.
- The county ranks 10<sup>th</sup> in the state for inventory of cattle and calves, with 17,000.
- 70 farms sold \$611,000 of food directly to consumers. This is a 35% increase in the number of farms selling direct (52 in 2007), and a 135% increase in direct sales over 2007 sales of \$260,000.
- Direct sales were 0.4% of farm product sales, more than the national average of 0.3%.

**Noble County highlights (Agriculture Census 2012):**

- 1,163 farms, 3% less than in 2007.
- Noble County has 181,000 acres of land in farms.
- Farmers sold \$144 million of products in 2012.
- \$83 million (57%) of these sales were crops.
- \$61 million (43%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 509 farms (44%) in this category.
- The next most prevalent is 50 to 179 acres, with 343 (29%) farms.
- 38 farms (3%) are 1,000 acres or more.
- 614 farms (53%) are less than 50 acres.
- 648 farms (56%) sold less than \$10,000 in farm products.
- 214 farms (18%) sold more than \$100,000 in farm products.
- Noble County ranks 4<sup>th</sup> in Indiana for inventory of broilers, with 271,000.

- The county ranks fifth in the state for inventory of ducks, with 100,000.
- Noble County ranks fifth in the state for sales of forage crops (hay, etc.), with \$2.4 million.
- The county ranks seventh in the state for acreage of corn for silage, with 4,780.
- Noble County ranks 8<sup>th</sup> in the state for sales of fruits, tree nuts, and berries, with \$333,000.
- The county ranks eighth in the state for acreage of forage crops (hay, etc.) with 11,000.
- Noble County ranks tenth in Indiana for sales of sheep and goats, with \$207,000.
- 71 farms sold \$414,000 of food directly to consumers. This is a 22% increase in the number of farms selling direct (58 in 2007), and an 85% increase in direct sales over 2007 sales of \$224,000.
- Direct sales were 0.3% of farm product sales, the same as the national average of 0.3%.

**St. Joseph County, Indiana, highlights (Agriculture Census 2012):**

- 691 farms, 3% less than in 2007.
- St. Joseph County has 152,000 acres of land in farms.
- Farmers sold \$124 million of products in 2012.
- \$107 million (87%) of these sales were crops.
- \$17 million (13%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 298 farms (43%) in this category.
- The next most prevalent is 50 to 179 acres, with 165 (24%) farms.
- 37 farms (5%) are 1,000 acres or more.
- 378 farms (55%) are less than 50 acres.
- 357 farms (52%) sold less than \$10,000 in farm products.
- 170 farms (25%) sold more than \$100,000 in farm products.
- St. Joseph County ranks 1<sup>st</sup> in Indiana for inventory of pheasants, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 3<sup>rd</sup> in the state for sales of fruits, tree nuts, and berries, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- St. Joseph County ranks third in the state for sales of forage crops (hay, etc.), with \$2.4 million.
- The county ranks fourth in Indiana for aquaculture sales, but *sales were suppressed by the USDA in an effort to protect confidentiality.*
- 69 farms sold \$1.111 million of food directly to consumers. This is a 3-farm decrease, and a 29% increase in direct sales over 2007 sales of \$859,000.
- Direct sales were 0.9% of farm product sales, 3 times the national average of 0.3%.

**State of Indiana highlights (Agriculture Census 2012):**

- 58,695 farms, 4% less than in 2007.
- Indiana has 15 million acres of land in farms.
- Farmers sold \$11.2 billion of products in 2012.
- \$7.5 billion (67%) of these sales were crops.
- \$3.7 billion (33%) of these sales was livestock.
- The most prevalent farm size is 10 to 49 acres, with 20,770 farms (35%) in this category.
- The next most prevalent is 50 to 179 acres, with 16,396 (28%) farms.
- 3,940 farms (7%) are 1,000 acres or more.
- 27,377 farms (47%) are less than 50 acres.
- 30,346 farms (52%) sold less than \$10,000 in farm products.
- 14,313 farms (24%) sold more than \$100,000 in farm products.
- Indiana ranks 3<sup>rd</sup> in the United States for inventory of laying hens, with 26 million.
- The state ranks fourth in the country for inventory of pullets for laying flock replacement, with 7.6 million.
- Indiana ranks fifth in the country for inventory of hogs and pigs, with 3.7 million.
- The state ranks fifth in the country for acreage of soybeans, with 5.1 million.
- Indiana ranks fifth in the United States for acreage of corn, with 6 million.
- The state ranks 5<sup>th</sup> in the country for sales of hogs and pigs, with \$1.3 billion.
- Indiana ranks sixth in the country for sales of grains, oilseeds, dry beans, and dry peas, with \$7.2 billion.
- The state ranks 7<sup>th</sup> in the country for crop sales, with \$7.5 billion.
- Indiana ranks seventh in the country for inventory of turkeys, with 5.1 million.
- The state ranks ninth in the United States for sales of tobacco, with \$7.7 million.
- Indiana ranks 10<sup>th</sup> in the country for sales of agricultural products, with \$11 billion.
- 3,673 farms sold \$26.9 million of food directly to consumers. This is a 3% increase in the number of farms selling direct (3,576 in 2007), and a 21% increase in direct sales over 2007 sales of \$22 million.
- Direct sales were 0.2% of farm product sales, less than the national average of 0.3%.
- If direct food sales made up a single commodity, the value of these sales would outrank the state's 11th most important product, fruit and nuts.
- Statewide vegetable sales totaled \$104 million.
- 283 farms farm organically, with total sales of \$36 million.
- 230 farms market through community supported agriculture (CSA).
- 1,791 farms produce and sell value-added products.
- 991 farms marketed products directly to retail outlets.
- 549 farms had on-farm packing facilities.
- 5,811 farms practice rotational or management intensive grazing.

**Indiana's top farm products in 2012 (Economic Research Service)**

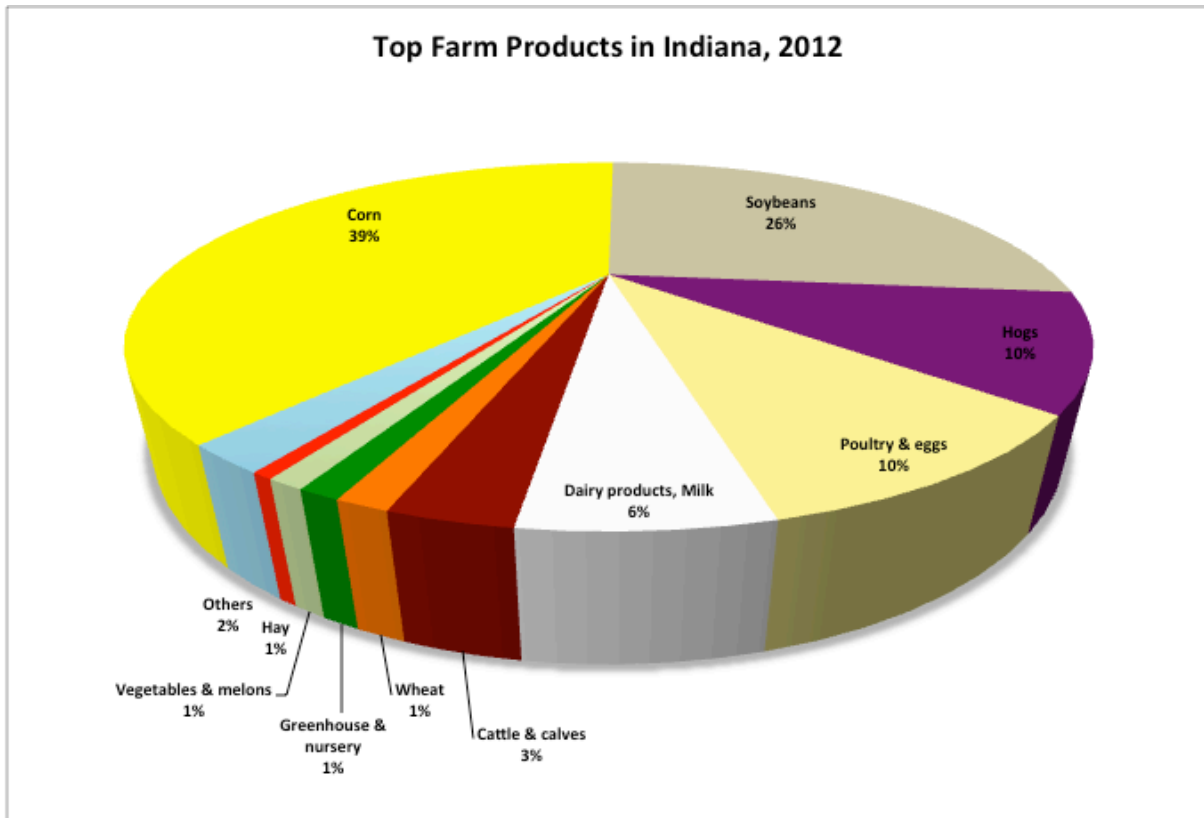
*See chart on next page.*

	<b>\$ millions</b>
1 Corn	4,747
2 Soybeans	3,218
3 Hogs	1,206
4 Poultry & eggs	1,164
5 Dairy products & milk	709
6 Cattle & calves	361
7 Wheat	159
8 Greenhouse & nursery	127
9 Vegetables & melons	115
10 Hay	67
11 Fruits & nuts	14
12 Others	254

Note also that at \$27 million, direct sales from farmers to consumers amount to double the value of the 11<sup>th</sup>-ranking product, fruit and nuts.

### Indiana's top farm products in 2012 (Economic Research Service)

See table on previous page



Source: USDA Economic Research Service

## COUNTY & STATE HIGHLIGHTS: MICHIGAN

### Cass County highlights (Agriculture Census 2012):

- 798 farms, 2% less than in 2007.
- Cass County has 189,000 acres of land in farms.
- Farmers sold \$187 million of products in 2012.
- \$126 million (67%) of these sales were crops.
- \$61 million (33%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 273 farms (34%) in this category.
- The next most prevalent is 50 to 179 acres, with 260 (33%) farms.
- 41 farms (5%) are 1,000 acres or more.
- 346 farms (43%) are less than 50 acres.
- 454 farms (57%) sold less than \$10,000 in farm products.
- 159 farms (20%) sold more than \$100,000 in farm products.
- Cass County ranks second in Michigan for sales of hogs and pigs, with \$57 million.
- The county ranks 2<sup>nd</sup> in the state for acreage of snap beans, with 1,996.
- Cass County ranks second in the state for inventory of hogs and pigs, with 153,000.
- The county ranks fifth in the state for inventory of broilers, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- Cass County ranks 9<sup>th</sup> in Michigan for inventory of pheasants, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks ninth in the state for sales of grains, oilseeds, dry beans, and dry peas, with \$113 million.
- Cass County ranks 10<sup>th</sup> in the state for acreage of corn, with 86,000.
- 84 farms sold \$745,000 of food directly to consumers. This is a 5-farm decrease, and a 14% increase in direct sales over 2007 sales of \$654,000.
- Direct sales were 0.4% of farm product sales, more than the the national average of 0.3%.

### St. Joseph County, Michigan, highlights (Agriculture Census 2012):

- 967 farms, 6% more than in 2007.
- St. Joseph County has 222,000 acres of land in farms.
- Farmers sold \$238 million of products in 2012.
- \$191 million (80%) of these sales were crops.
- \$47 million (20%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 326 farms (34%) in this category.
- The next most prevalent is 50 to 179 acres, with 310 (32%) farms.
- 57 farms (6%) are 1,000 acres or more.

- 434 farms (45%) are less than 50 acres.
- 499 farms (52%) sold less than \$10,000 in farm products.
- 242 farms (25%) sold more than \$100,000 in farm products.
- St. Joseph County ranks 2<sup>nd</sup> in Michigan for acreage of potatoes, with 6,139.
- The county ranks second in the state for inventory of broilers, with 297,000.
- St. Joseph County ranks third in the state for acreage of vegetables, with 11,000.
- The county ranks fourth in the state for acreage of corn, with 98,000.
- St. Joseph County ranks 6<sup>th</sup> in the state for sales of grains, oilseeds, dry beans, and dry peas, with \$151 million.
- The county ranks 7<sup>th</sup> in the state for sales of poultry and eggs, with \$4.3 million.
- St. Joseph County ranks seventh in the state for inventory of pullets for laying flock replacement, with 5,077.
- The county ranks 9<sup>th</sup> in the state for sales of crops, with \$191 million.
- St. Joseph County ranks ninth in Michigan for inventory of laying hens, with 6,660.
- 90 farms sold \$516,000 of food directly to consumers. This is a 5-farm decrease in the number of farms selling direct, and a 4% decrease in direct sales from 2007 sales of \$539,000.
- Direct sales were 0.2% of farm product sales, less than the national average of 0.3%.



**State of Michigan highlights (Agriculture Census 2012):**

- 52,194 farms, 7% less than in 2007.
- Michigan has 9.9 million acres of land in farms.
- Farmers sold \$8.7 billion of products in 2012.
- \$5.5 billion (63%) of these sales were crops.
- \$3.2 billion (37%) of these sales was livestock.
- The most prevalent farm size is 10 to 49 acres, with 19,000 farms (36%) in this category.
- The next most prevalent is 50 to 179 acres, with 18,000 (34%) farms.
- 2,020 farms (5%) are 1,000 acres or more.
- 23,000 farms (44%) are less than 50 acres.
- 29,000 farms (56%) sold less than \$10,000 in farm products.
- 9,396 farms (18%) sold more than \$100,000 in farm products.
- Michigan ranks 3<sup>rd</sup> in the United States for sales of Christmas trees, with \$30 million.
- The state ranks 6<sup>th</sup> in the country for sales of ornamentals, with \$728 million.
- Michigan ranks seventh in the country for sales of fruits, tree nuts, and berries, with \$257 million.
- The state ranks 8<sup>th</sup> in the United states for sales of milk, with \$1.5 billion.
- Michigan ranks ninth in the country for sales of vegetables, with \$463 million.
- The state ranks ninth in the country for inventory of laying hens, with 13 million.
- 6,243 farms sold \$59 million of food directly to consumers. This is a 2% decrease in the number of farms selling direct (6,373 in 2007), and no change in direct sales since 2007.
- Direct sales were 0.7% of farm product sales, more than double the national average of 0.3%.
- Statewide vegetable sales totaled \$463 million.
- 421 farms farm organically, with sales of \$54 million.
- 410 farms sell through community supported agriculture (CSA).
- 2,428 farms produce and sell value-added products.
- 1,637 farms marketed products directly to retail outlets.
- 813 farms had on-farm packing facilities.
- 5,065 farms practice rotational or management intensive grazing.
- 38 farms practiced alley cropping or silvopasture.
- 266 farms harvested biomass for use in renewable energy.

**Michigan's top farm products in 2012 (Economic Research Service)**

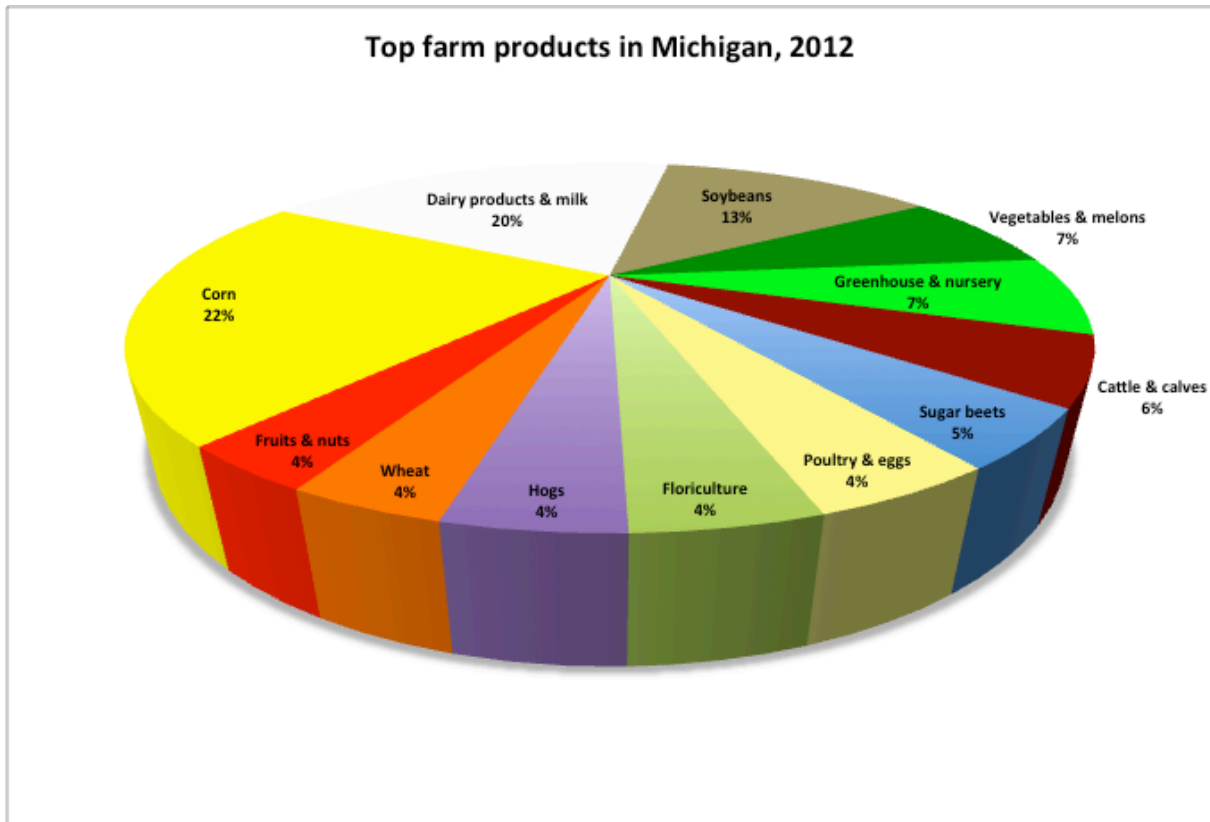
*See chart on next page.*

	<b>\$ millions</b>
1 Corn	1,863
2 Dairy products & milk	1,675
3 Soybeans	1,107
4 Vegetables & melons	619
5 Greenhouse & nursery	594
6 Cattle & calves	480
7 Sugar beets	389
8 Poultry & eggs	384
9 Floriculture	376
10 Hogs	357
11 Wheat	318
12 Fruits & nuts	301

*Source: USDA Economic Research Service*

### Michigan's top farm products in 2012 (Economic Research Service)

See table on previous page



Source: USDA Economic Research Service

**Balance of Cash Receipts and Production Costs (BEA):**

Elkhart region farmers sell \$1.10 billion of food commodities per year (1989-2012 average), spending \$1.03 billion to raise them, for an average gain of \$70 million each year. This is an average net cash income of \$7,080 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 \$1.8 billion by selling crops and livestock over the years 1989 to 2012. Yet net cash income hovered at very low levels for most of that 24-year period, rising only when grain prices increased for a few recent years. Moreover, 51% of the region's farms reported that they lost money in 2012 (Ag Census). Elkhart region farmers and ranchers earned \$138 million more by selling commodities in 2012 than they earned in 1969 (in 2012 dollars), but this gain was due to what seems to be short-term rise in grain prices.

Farmers and ranchers earn another \$48 million per year of farm-related income — primarily custom work, and rental income (24-year average for 1989-2012). Federal farm support payments are nearly as important a source of net income as commodity production, averaging \$51 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.*

Elkhart region consumers spend \$2 billion buying food each year, including \$1.3 billion for home use. Most all of this food is produced outside the region, so the region's consumers spend about \$1.8 billion per year buying food sourced far away. Only \$7.3 million of food products (0.4% of farm cash receipts) 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 \$1.7 billion in 2012 alone (BLS). This places additional pressure on Elkhart region consumers trying to buy food.

**Farm and food economy summary:**

Farmers earn \$70 million each year producing food commodities, receive \$51 million in subsidies, and spend \$780 million buying inputs sourced outside of the region. Even when farmers make money, these input purchases result in substantial losses to the region as a whole. Overall, farm production creates a loss of potential wealth of at least \$660 million to the region.

Meanwhile, consumers spend \$1.8 billion buying food from outside. Thus, total loss to the region is \$2.4 billion of potential wealth *each year*. This loss amounts to twice the value of all food commodities raised in the region.

**Elkhart region: markets for food eaten at home (2012):**

Elkhart region residents purchase \$2 billion of food each year, including \$1.3 billion to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 183
Fruits & vegetables	262
Cereals and bakery products	239
Dairy products	138
“Other,” incl. Sweets, fats, & oils	462

If each Elkhart region resident purchased \$5 of food each week directly from some farm in the region, this would generate \$205 million of new farm income for the Elkhart region.

**State of Indiana: markets for food eaten at home (2012):**

Indiana residents purchase \$17 billion of food each year, including \$11 billion to eat at home. Home purchases break down in the following way:

	<i>billions</i>
Meats, poultry, fish, and eggs	\$ 1.5
Fruits & vegetables	2.2
Cereals and bakery products	1.9
Dairy products	1.1
“Other,” incl. Sweets, fats, & oils	3.8

**State of Michigan: markets for food eaten at home (2012):**

Michigan residents purchase \$26 billion of food each year, including \$16 billion to eat at home. Home purchases break down in the following way:

	<i>billions</i>
Meats, poultry, fish, and eggs	\$ 2.3
Fruits & vegetables	3.3
Cereals and bakery products	3.0
Dairy products	1.7
“Other,” incl. Sweets, fats, & oils	5.8

**Elkhart County: markets for food eaten at home (2012):**

Elkhart County residents purchase \$532 million of food each year, including \$325 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 46
Fruits & vegetables	66
Cereals and bakery products	61
Dairy products	35
“Other,” incl. Sweets, fats, & oils	117

**Kosciusko County: markets for food eaten at home (2012):**

Kosciusko County residents purchase \$207 million of food each year, including \$126 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 18
Fruits & vegetables	26
Cereals and bakery products	24
Dairy products	14
“Other,” incl. Sweets, fats, & oils	45

**LaGrange County: markets for food eaten at home (2012):**

LaGrange County residents purchase \$100 million of food each year, including \$61 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 9
Fruits & vegetables	12
Cereals and bakery products	11
Dairy products	7
“Other,” incl. Sweets, fats, & oils	22

**Marshall County: markets for food eaten at home (2012):**

Marshall County residents purchase \$125 million of food each year, including \$77 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 11
Fruits & vegetables	16
Cereals and bakery products	14
Dairy products	8
“Other,” incl. Sweets, fats, & oils	28

**Noble County: markets for food eaten at home (2012):**

Noble County residents purchase \$127 million of food each year, including \$77 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 11
Fruits & vegetables	16
Cereals and bakery products	14
Dairy products	8
“Other,” incl. Sweets, fats, & oils	28

**St. Joseph County (Indiana): markets for food eaten at home (2012):**

St. Joseph County (Indiana) residents purchase \$709 million of food each year, including \$433 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 62
Fruits & vegetables	88
Cereals and bakery products	81
Dairy products	47
“Other,” incl. Sweets, fats, & oils	156

**Cass County (Michigan): markets for food eaten at home (2012):**

Cass County residents purchase \$139 million of food each year, including \$85 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 12
Fruits & vegetables	17
Cereals and bakery products	16
Dairy products	9
“Other,” incl. Sweets, fats, & oils	31

**St. Joseph County (Michigan): markets for food eaten at home (2012):**

St. Joseph County (Michigan) residents purchase \$162 million of food each year, including \$100 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 14
Fruits & vegetables	20
Cereals and bakery products	18
Dairy products	11
“Other,” incl. Sweets, fats, & oils	36

## **Supplemental information for Elkhart County**

### **Elkhart County (Bureau of Economic Analysis, 2012)**

199,619 residents receive \$7 billion of income annually. The largest source of personal income is wages for manufacturing workers, with \$3.1 billion. The second most important income source is transfer payments (from government programs such as pensions), at \$1.3 billion. Income from interest, rent or dividends totaled \$1.1 billion. Health care workers earned \$562 million, ranking fourth. Government jobs rank fifth, with \$460 million. Wholesale trade workers earned \$402 million, while retail workers earned \$309 million. Note that income from public sources (government jobs plus transfer payments) makes up 25% of all personal income in the county.

Income earned from transfer payments includes \$511 million of retirement and disability insurance benefits; \$519 million of medical benefits; \$174 million of income maintenance benefits; \$47 million of unemployment insurance compensation; and \$23 million of veterans' benefits.

Government income includes \$21.5 million of income earned by federal workers and \$417 million earned by state and local government workers. Military personnel earn \$21.2 million of personal income.

### **Elkhart County Farms (Bureau of Economic Analysis, 2012)**

Elkhart County farmers sell \$195 million of food commodities per year (1989-2012 average), spending \$177 million to raise them, for an average gain of \$18 million each year. This is an average net cash income of \$10,847 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 \$400 million by selling crops and livestock over the years 1989 to 2012. Yet net cash income hovered at very low levels for most of that 24-year period, rising only when grain prices increased for a few recent years. Moreover, 53% of the county's farms reported that they lost money in 2012 (Ag Census). Elkhart County farmers and ranchers earned \$12 million more by selling commodities in 2012 than they earned in 1969 (in 2012 dollars), but this gain was due to what seems to be a short-term rise in grain prices.

Farmers and ranchers earn another \$7 million per year of farm-related income — primarily custom work, and rental income (24-year average for 1989-2012). Federal farm support payments averaged \$5 million per year for the County for the same years.



**The County's consumers:**

Elkhart County residents purchase \$532 million of food each year, including \$325 million to eat at home. Most all of this food is produced outside the county so the county's consumers spend about \$480 million per year buying food sourced at a distance. Only \$2.4 million of food products (0.8% of farm cash receipts) are sold by farmers directly to consumers.

Estimated change in net assets (that is, assets minus liabilities) for all county households combined was a loss of \$422 million in 2012 alone (BLS). This places additional pressure on Elkhart County consumers trying to buy food.

**Farm and food economy summary:**

Farmers earn \$18 million each year producing food commodities, receive \$5 million in subsidies, and spend at least \$120 million buying inputs sourced outside of the county. Even when farmers make money, these input purchases result in substantial losses to the county. Overall, farm production creates a loss of potential wealth of \$100 million to Elkhart County.

Meanwhile, consumers spend \$480 million buying food from outside. Thus, total loss to the county is \$580 million of potential wealth *each year*. This loss amounts to nearly three times the value of all food commodities raised in Elkhart County, and would be enough to feed the entire county population the food it now consumes.

**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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