



AGRICULTURE IN CONNECTICUT 2005

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**CONNECTICUT #1 IN NEW ENGLAND IN NET FARM INCOME AND IN CASH FARM
INCOME PER SQUARE MILE!
AGRICULTURE IS NOT DEAD IN CONNECTICUT!**

It is later than usual for this 2005 report based largely on data from the New England Agricultural Statistics Service, a field office of the National Agricultural Statistics Service in Washington, D.C. Some of the data is for the years 2004 and 2005. I have indicated the data year in several places. The report was delayed because of data checking and collection at the USDA.

Most citizens, and even many in agriculture, are not aware of agriculture's diversity, scope and importance. It is dynamic, still evolving and changing from decade to decade and continues to make significant contributions to the life of Connecticut citizens. You sometimes hear one speak of "traditional agriculture". Individual enterprises and their practices change so much over time that the situation just a few years back no longer characterizes the scene. Traditional? Hardly! And the mix of enterprises changes, too.

Full-time farms are fewer but much larger. Part-time and lifestyle farms are growing and increasingly diverse. Science, technology, innovation, business and labor management, resource conservation, direct marketing, and value added products are reasons for viability and success.

Connecticut is a small state in New England of 4,872 square miles of land area. Maine, Vermont, New Hampshire and Massachusetts are approximately 7, 2, 1.6 and 1.6 times that amount respectively. Connecticut has approximately 3.45 million people. Relative geographic size needs to be considered if production is to be compared from state to state.

Despite size differences, Agricultural income in Connecticut is surprising to many. In the 6 New England States, Vermont (2x the size of Connecticut) was first in farm income at 10% higher than Connecticut. Maine (7x the size of Connecticut) was second to Vermont and only 5% higher than Connecticut. Connecticut was a close third to Vermont and Maine and then followed by Massachusetts, New Hampshire and Rhode Island.

Much of the information which follows was developed from the 2005 reports of the Statistical Reporting Service of the United States Department of Agriculture. The Connecticut Department of Agriculture also serves as a source of raw data. Their estimate listed Connecticut with approximately \$900,000,000 income from agricultural production with a total impact of 2.4 billion dollars on the States economy. Big Business!

The New England Agriculture Statistics Service for 2005 reports 4200 farms with 360,000 acres in Connecticut. Previously it was 4100 revised last year to 4200 by the USDA.

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**CONNECTICUT IS 1ST IN
NEW ENGLAND IN 2005 IN:**

Pear Production
Tobacco Acreage (2430) and Value
Nursery and Greenhouse Sales
Horse Numbers (Garnett and Ration)
Value of Crop Production (2004)
Milk Production per Cow
Avg. per Acre Farm Value- \$10,800 (2006)
Value of Floriculture Crops, \$85,600,000
Cut Christmas Trees Sold
Total Value of Trout Sales

**CONNECTICUT RANKING
IN U.S. IN 2005:**

1st-Density of Layers (Chickens)
1st- Density of Horses
7th- Wild Blueberries
10th- Pears, Acreage, Yield
Top 10 in Oysters
11th-Tobacco Production, Value
11th- Maple Trees Tapped
11th- Egg Plant Acres, Yield
14th- Milk Production per Cow
16th- Cut Christmas Trees

**CONNECTICUT IS 1ST PER SQUARE MILE
IN NEW ENGLAND IN 2005 IN:**

Egg-Laying Chickens
Net Farm Income, \$102.3 Million (2004)
Farm Cash Receipts
Sweet Corn (4400 Acres)
Aquaculture, \$16,725,000
Corn Silage, Acreage- Yield
Value of Livestock Production
Peach Production- 29,000 bushels
Ornamental Horticulture
Egg Production, Chickens Sold
Milk Sold From Farms
Hay Production

**CONNECTICUT- 2ND IN 2005 IN NEW
ENGLAND IN:**

No. of Egg-Laying Chickens
Corn Silage Production
Egg Production
Sweet Corn Production
Livestock Production Value
Chickens Sold
Aquaculture
Peach Production

SOME CONNECTICUT PRODUCTION FIGURES: (CT population 3.45 million people in 2006)

245 eggs per person per year – 222 glasses of milk produced in the state per year per person – 1 milk cow for every 173 people – 1 head of cattle for every 59 people – 1 horse for every 58 people – 5-7 lbs. of apples per person per year – 8 lbs. of sweet corn and 2 quarts of strawberries per person – 1 pumpkin produced for every 3, and 1 Christmas tree produced for every 9 residents – Aquaculture, a \$16,725,000 industry. There was \$233,000,000 from nursery and greenhouse production in 2004, 44% of farm receipts. Bedding & Garden Plants were a \$56,000,000 business.

Ornamental Horticulture, Non-USDA Data. An outside, professional and detailed study of this industry reported in 2004 over a half billion dollars (\$656 million) in direct Connecticut plant sales. Further sales on the market resulted in a grand total of \$1.1 billion.

There is 1 acre of forestland for every 2, and 1 acre of farmland for every 9 people. 60% of the land area of Connecticut is in farmland, open space and forests. This represents an important natural resource base and enhancement of the environment.

In addition to full time farms, part-time and diversified farming is of importance. Dairy and meat goats, rabbits, llamas, alpacas, farm-produced pheasants, wine grapes, maple syrup, and honey are some of these enterprises. There were 12,000 head of beef cattle on 770, 4,800 sheep ('04) on 250 and 4,200 hogs on 200 farms according to the U.S.D.A.

2004 NEW ENGLAND AGRICULTURE FARM CASH RECEIPTS:*

RANK	STATE	CASH RECEIPTS	MAJOR SOURCE
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1	VERMONT	\$586.8 MILLION	74.6% MILK
2	MAINE	\$553.8 MILLION	19.7% MILK
3	CONNECTICUT	\$526.6 MILLION	44.2% GREENHOUSE & NURSERY
4	MASSACHUSETTS	\$416.8 MILLION	35.8% GREENHOUSE & NURSERY
5	NEW HAMPSHIRE	\$168.8 MILLION	36.7% GREENHOUSE & NURSERY
6	RHODE ISLAND	\$63.8 MILLION	64.5% GREENHOUSE & NURSERY

* Includes only sales of the crops and animals reported to and determined by the U.S.D.A. Does not include sales of many sources of farm income not followed by the U.S.D.A. such as income from sales of registered livestock, replacement animals, timber, rental or boarding fees, horse sales, landscape services, sod, custom work, etc.

YEAR 2004 NET FARM INCOME IN NEW ENGLAND **

NET INCOME, TOTAL VALUE OF AG SECTOR, AMOUNT FROM CROPS, AMOUNT FROM ANIMALS AND REVENUE FROM SERVICES AND FORESTRY SHOWN BELOW ARE IN MILLIONS OF \$'S.

NET INCOME RANK	STATE	NET INCOME	VALUE AG SECTOR	FROM CROPS	FROM ANIMALS	FROM SERVICES & FORESTRY
1	VT	\$117.8	647.7	86.5	486.3	71.9
2	ME	\$111.4	639.3	252.3	329.6	57.3
3	CT	\$102.3	613.8	352.1	180.2	71.9
4	MA	\$75.7	537.7	317.9	85.1	124.8
5	NH	\$36.7	213.3	95.2	75.4	41.6
6	RI	\$18.4	72.1	54.3	9.9	14.9

Above crops, animals, services and forestry may not add to AG Sector Total because of rounding.

**SOURCE ECONOMIC RESEARCH SERVICE, USDA REPORTED BY NEW ENGLAND AGRICULTURAL STATISTICS SERVICE OF THE USDA. NET FARM INCOME WAS DETERMINED BY DEDUCTING ALL COSTS AND ADJUSTMENTS FROM TOTAL AG SECTOR OUTPUT (INCOME).

DOES CONNECTICUT'S AG PERFORMANCE SURPRISE YOU? Much of the land and water resource base is in farms and forests. That adds to the beauty of the state and makes it a better environment in which to live, work and play. Moreover, several studies have indicated that taxpayers do not benefit because when there is extensive residential development in a town, costs are usually more than the income that they are from. Costs to resident taxpayers are relatively very low, however, when the land stays in farms, forests and open space and is taxed on its current use value.

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TOTAL ESTIMATED EMPLOYMENT: 50,000 IN PRODUCTION, SERVICE, PROCESSING, QUALITY CONTROL AND MARKETING.

U.S. FOOD RETAIL COST INDICES WITH 1982-84 AT 100 AND FARM VALUE AS PERCENT OF RETAIL PRICES. YEAR OF REPORT DEC. 2005. FROM CONSUMER PRICE INDEX FOR DOMESTICALLY PRODUCED FOOD AS PRINTED IN 2005 NEW ENGLAND AGRICULTURAL STATISTICS.

<u>*RETAIL COST INDEX</u>		<u>FARM % OF RETAIL DOLLAR</u>
MARKET BASKET	200.8	22.6
MEAT PRODUCTS	187.4	34.2
DAIRY PRODUCTS	183.2	30.1
POULTRY	183.8	38.4
EGGS	154.7	40.2
CEREAL AND BAKING PRODUCTS	208.4	5.9
FRESH FRUIT	348.2	18.6
FRESH VEGETABLES	288.3	21.4
PROCESSED FRUIT/VEGETABLES	196.7	19.3

*COMPARED WITH 1982-84 INDEXED AT 100.

NOTE: IN THE FIRST THREE PAGES OF THIS REPORT, THE AUTHOR RANKED THE RAW DATA BASED ON AREA OF EACH STATE, AGRICULTURAL PERFORMANCE AND YIELDS BY COMMODITIES AND CATEGORIES. CONNECTICUT POPULATION DATA WAS USED TO PUT SEVERAL ITEMS OF INVENTORY AND PRODUCTION ON A PER PERSON BASIS. ALSO SEVERAL ITEMS WERE LISTED FOR CONNECTICUT IN RELATION TO THEIR RANK IN THE UNITED STATES.

DAIRY NUMBERS IN CONNECTICUT AND THE UNITED STATES
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SOURCES OF RAW DATA: US DEPT. OF AGRICULTURE, CONNECTICUT DEPT. OF AGRICULTURE AND
 HOARD'S DAIRYMAN

WITH COMMENTS BY AUTHOR ON PAGE 2

CONNECTICUT DAIRY STATISTICS
 SOURCE: CONNECTICUT DEPARTMENT OF AGRICULTURE
 (WAYNE KASACEK)

JULY 2006

NUMBER OF DAIRY FARMS

<u>DAIRY CATTLE</u>	<u>GOATS</u>	<u>COWS AND GOATS</u>	<u>MILK SHEEP AND COWS</u>
163	4	1	1

NUMBERS

<u>MILKING AGE CATTLE</u>	<u>MILK BOTTLERS</u>	<u>CHEESE MANUFACTURERS</u>
20,000	11	4

<u>FARMSTEAD CHEESE</u>	<u>YOGURT</u>	<u>RAW MILK</u>	<u>DRY MILK REPACKAGING</u>
8	1	14	1

DAIRY FARMING IN CONNECTICUT, 2005.

AVERAGE NUMBER OF MILK COWS IN 2005	20,000
NUMBER OF MILK COWS IN 2004	21,000
TOTAL MILK PRODUCTION (2005)	364,000,000 POUNDS
AVERAGE MILK PRODUCTION FOR YEAR	19,200 LBS
RANK CT. MILK PRODUCTION PER COW	NEW ENGLAND 1 ST , US 14 TH

SOURCE OF ABOVE DATA: USDA

US DAIRY STATS, 2005

TOTAL NUMBER OF MILK COWS (EXCLUDING HEIFERS NOT YET FRESH)	9,041,000
TOTAL MILK PRODUCTION	176,989 MILLION POUNDS

<u>STATES</u>	<u>NO. OF MILK COWS</u>
1. CALIFORNIA	1,755,000
2. WISCONSIN	1,238,000
3. NEW YORK	648,000
4. PENNSYLVANIA	561,000
5. IDAHO	455,000

COMMENT: 50% OF MILK COWS ARE IN THE TOP 5 STATES

(OVER)

THE TOP 5 STATES 2005

<u>RANK AND STATE</u>	<u>MILK PER COW IN LBS</u>
1. WASHINGTON	23,270
2. ARIZONA	22,657
3. COLORADO	22,577
4. IDAHO	22,332
5. NEVADA	21,580

THE BOTTOM 5 STATES 2005

<u>RANK AND STATE</u>	<u>MILK PER COW IN LBS</u>
50 TH -ALASKA	12,273 LBS
49 TH -LOUISIANA	12,371 LBS
48 TH -HAWAII	12,689 LBS
47 TH -KENTUCKY	12,934 LBS
46 TH -ARKANSAS	13,500 LBS

ALL 50 STATES AVERAGE 19,676 POUNDS

W.A. COWAN COMMENTS IN THE PARAGRAPHS BELOW:

USDA FARM-RETAIL PRICE SPREAD

DAIRY PRODUCTS: FARM VALUE AS % OF RETAIL COST YEAR 2005 27.8%. CURRENT PRICING DOES NOT GIVE DAIRY FARMERS A FAIR SHARE IN RELATION TO RETAIL PRICES OF FLUID MILK. WITH INCREASED COSTS ON THE FARMS IN 2006, THERE IS LITTLE INCENTIVE TO PRODUCE MILK TO SELL WHOLESALE. THE MILK COMPACT (NO LONGER IN EFFECT) GAVE FARMERS A MUCH FAIRER SHARE PARTICULARLY WITH INCREASING COSTS OF PRODUCTION.

CONVENIENCE

CONVENIENCE IS INCREASINGLY VERY IMPORTANT IN FOOD MARKETING. THINK OF THE MANY CHOICES YOU OFTEN SEE AT DELI COUNTERS AT SUPERMARKETS. LITTLE WASTE, WIDE CHOICES, ATTRACTIVE APPEARANCE, AND MUCH OF IT VERY NICELY PACKAGED. ARE SALES GOOD BECAUSE OF LOW PRICES PER POUND? ---NOT AT ALL! CONVENIENCE THERE AND IN FROZEN PIZZAS, DINNERS, ENTREES AND A WIDE ARRAY OF VEGETABLES AND DESSERTS. EASY TO SERVE AND PREPARE. INCREASING AMOUNTS OF PULL TOPS TO OPEN SEALED CANS AND GROWING FAST WHY? IT IS EASIER THAN A CAN OPENER. THE MICROWAVE OVEN IS AN EXAMPLE OF A CONVENIENCE AND MILLIONS ARE IN USE

INCONVENIENCE

EXAMPLES THAT HURT MARKETING ARE HEAT SEALED 1/2 PINTS OF DAIRY PRODUCTS. DIFFICULT FOR CHILD FINGERS TO OPEN OR ARTHRITIC FINGERS OR HANDS REGARDLESS OF AGE. FIND A BETTER WAY! IT WILL HELP SELL MORE MILK WITH LESS FRUSTRATION.

HOW CAN DAIRY FARMERS INNOVATE TO RECEIVE A GREATER PERCENTAGE OF THE CONSUMERS RETAIL DOLLAR?

SOME THOUGHTS: DIRECT MARKETING, FARM VISITS, SPECIALTY MARKETING SUCH AS NATURAL OR ORGANIC OR PRODUCTS GROWN IN CONNECTICUT OR LOCALLY. RETAIL AT FARM STORES? FARMERS MARKETS? STRONG DEMAND PRODUCTS SUCH AS FROZEN DESSERTS, YOGURT, FLAVORED MILK AND CHEESES? FLAVOR FAVORITES? DO WE INCLUDE SUCH FLAVORS IN DAIRY PRODUCTS? CERTAINLY SOME. BUT FOR EXAMPLE, HOW MUCH WOULD A PIZZA FLAVORED, HIGH PROTEIN, LOW CARB DRINK APPEAL? HOW ABOUT LONG SHELF LIFE FLAVORED MILK CRACKERS OR BISCUITS WITH NO REFRIGERATION NEEDED? THE LATTER COULD BE HELPFUL AS EMERGENCY NUTRITION IN POOR OR DEVELOPING COUNTRIES WHERE REFRIGERATION IS A PROBLEM. REMEMBER THIS! NO MATTER HOW GOOD IT IS FOR YOU, IT WILL NOT SELL WELL IF IT DOESN'T TASTE GOOD.

IF PEOPLE LIKE IT, THAT WILL HELP THE MARKET. THE DAIRY COW, MILK GOAT, AND MILK SHEEP HAVE MAJOR CONTRIBUTIONS TO MAKE AS THE WORLD POPULATION MOVES FROM TODAY'S 6.6 BILLION TO AN ESTIMATE OF 8.5 TO 9.0 BILLION BY THE YEAR 2050.

DREAM BIG, THINK BIG, AND MEET THE TASTES, POCKETBOOKS, AND HEALTH NEEDS OF PEOPLE. NEW PRODUCTS NEED EVEN FURTHER DEVELOPMENT. THERE HAVE BEEN MANY IN THE LAST 30 YEARS BUT THERE MAY WELL BE OTHERS TO DEVELOP - GREATER DEMAND.

DAIRY FARMS OFTEN MEAN OPEN SPACE, WILDLIFE HABITATS, IMPROVED SOIL FERTILITY, AND CROP PRODUCTION OR ENERGY FROM THEIR DIGESTION, WHICH IS NOT WASTE BUT A NATURAL RESOURCE WHEN MANAGED PROPERLY.