Agricultural Snapshot

WAYNE COUNTY, PA | 2020 DATA UPDATE

Data Notes

Geographic Scope

The mention of "**region**" or "**regional**" refers to the following counties:

- PA: Wayne, Pike, Lackawanna, Susquehanna
- NY: Sullivan, Delaware

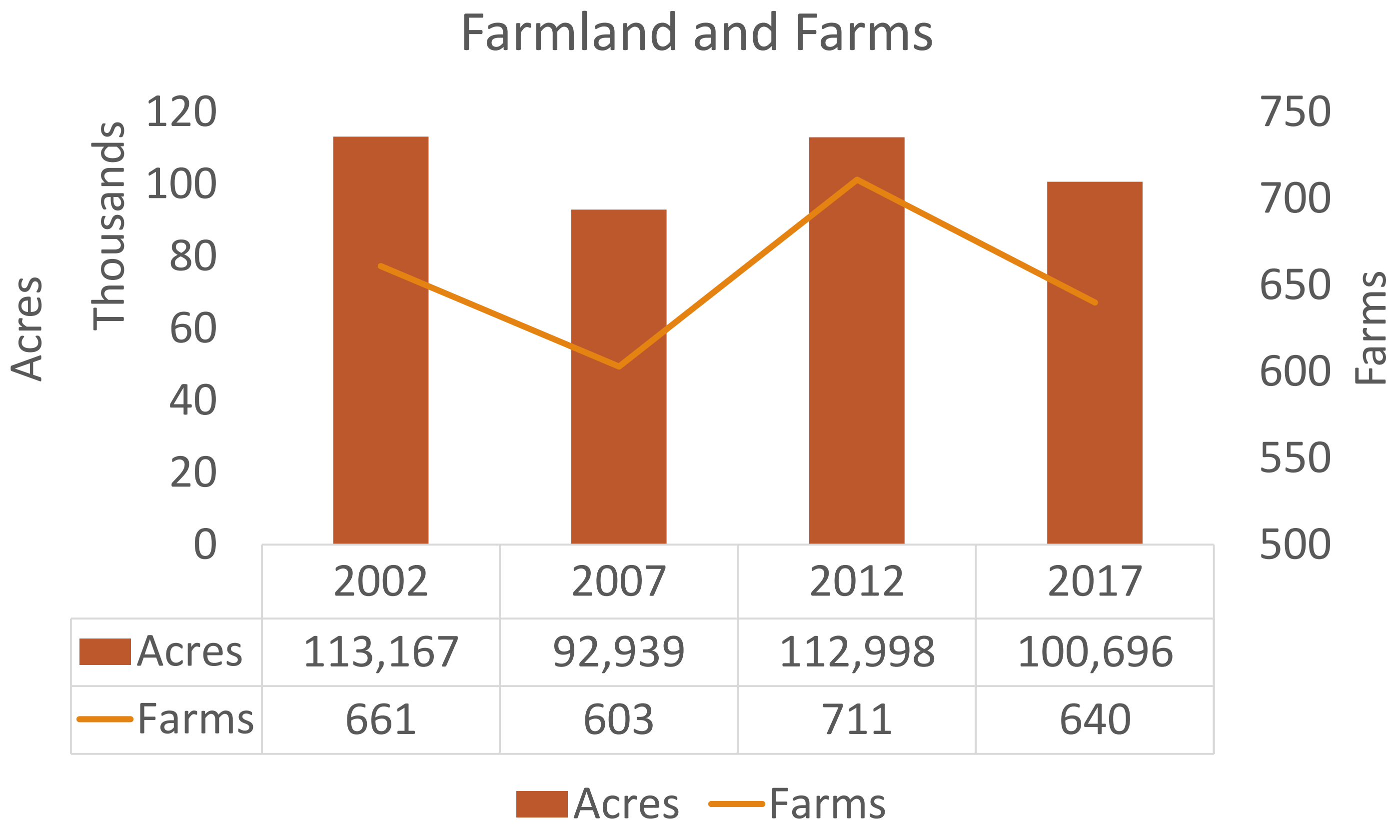
Major Changes to the Census of Agriculture

The 2017 Census of Agriculture changed how demographic data is collected between 2012 and 2017. The most important change is that more than one principal operator (now called principal producer) can be reported per farm. Thus, these values are not directly comparable to data collected for 2002, 2007, and 2012. That said, the USDA has created conversion factors for state-level data but has not done so for county-level data.

The new census also changed the way it collected data regarding direct-to-consumer sales and sales through intermediaries. As a result, these data points cannot be directly compared with past data.

Farm Trends

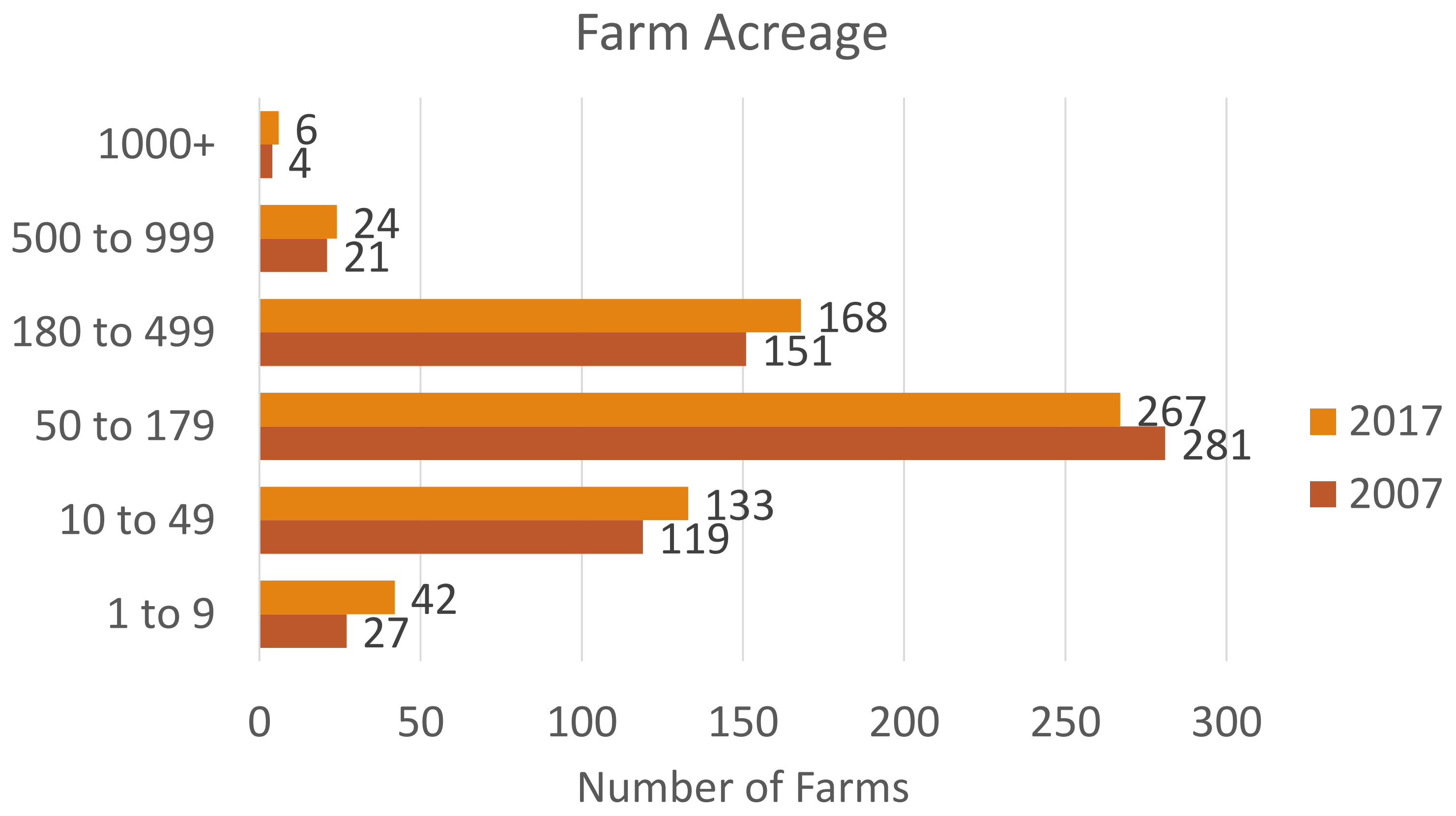
- Data suggests a cyclical pattern
- Number of Farms
  - 3% **decline** since 2002
  - 6% **increase** since 2007
- Acres of Farmland
  - 11% **decline** since 2002
  - 8% **increase** since 2007



Farm Trends

- Acres per Farm
  - 2% **increase** since 2007
  - 8% **decrease** since 2002
- Median Acreage
  - **No change** from 2007
  - 17% **decrease** since 2002
- Farms less than 50 acres represent 20% of all farms; increasing share

	2007	2012	2017
Acres per Farm	154	159	157
Median Acreage	100	111	100



Farm Trends

Cropland

- 19% **decrease** from 2002
- 9% **increase** from 2007

Pastureland

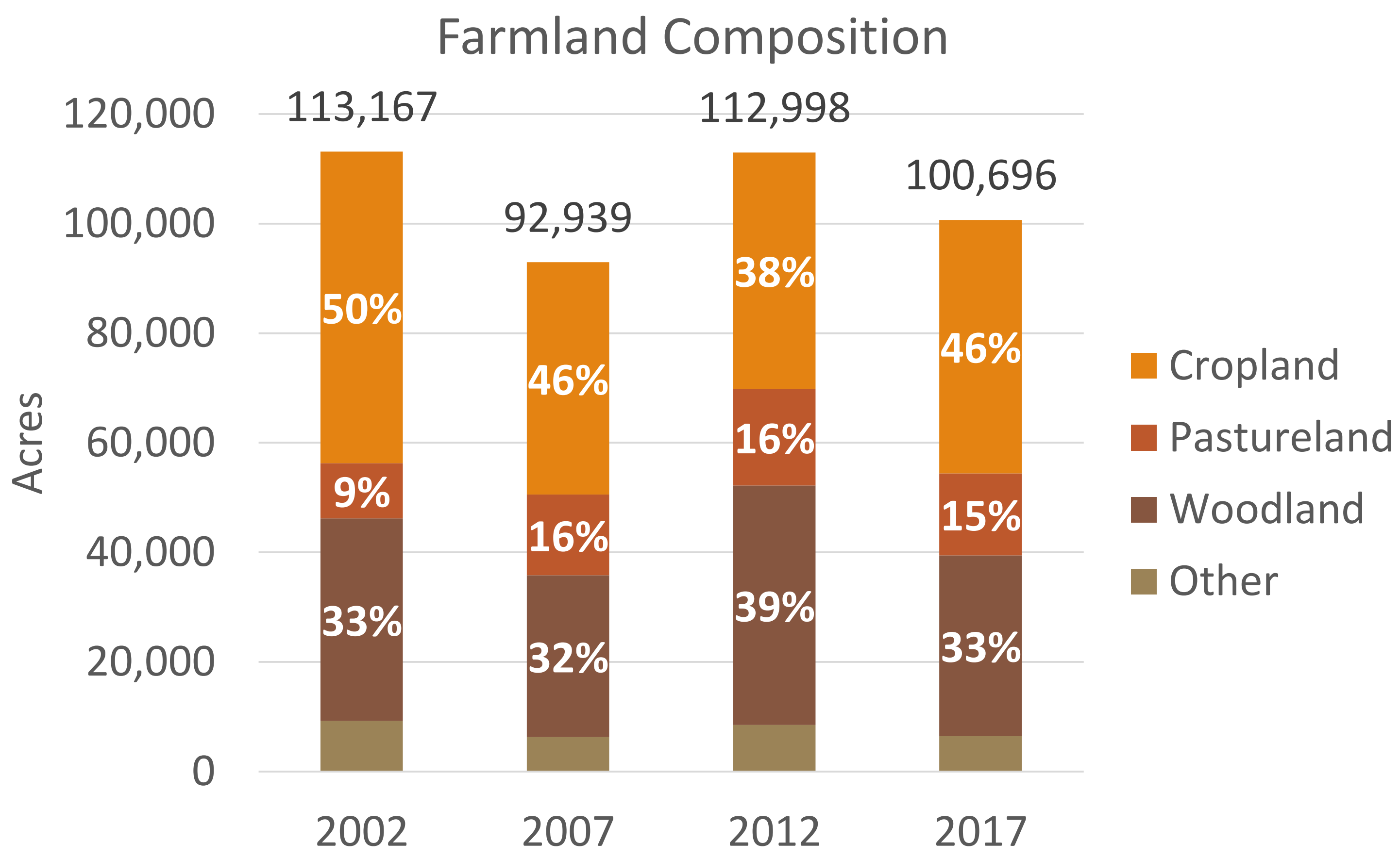
- 49% **increase** from 2002
- 2% **increase** from 2007

Woodland

- 11% **decrease** from 2002
- 3% **increase** from 2007

Other Farmland

- 30% **decrease** from 2002
- 5% **decrease** from 2007

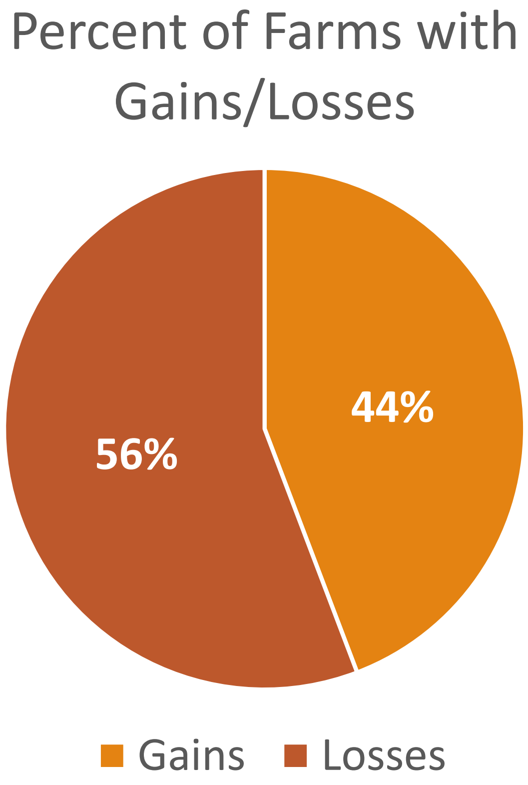


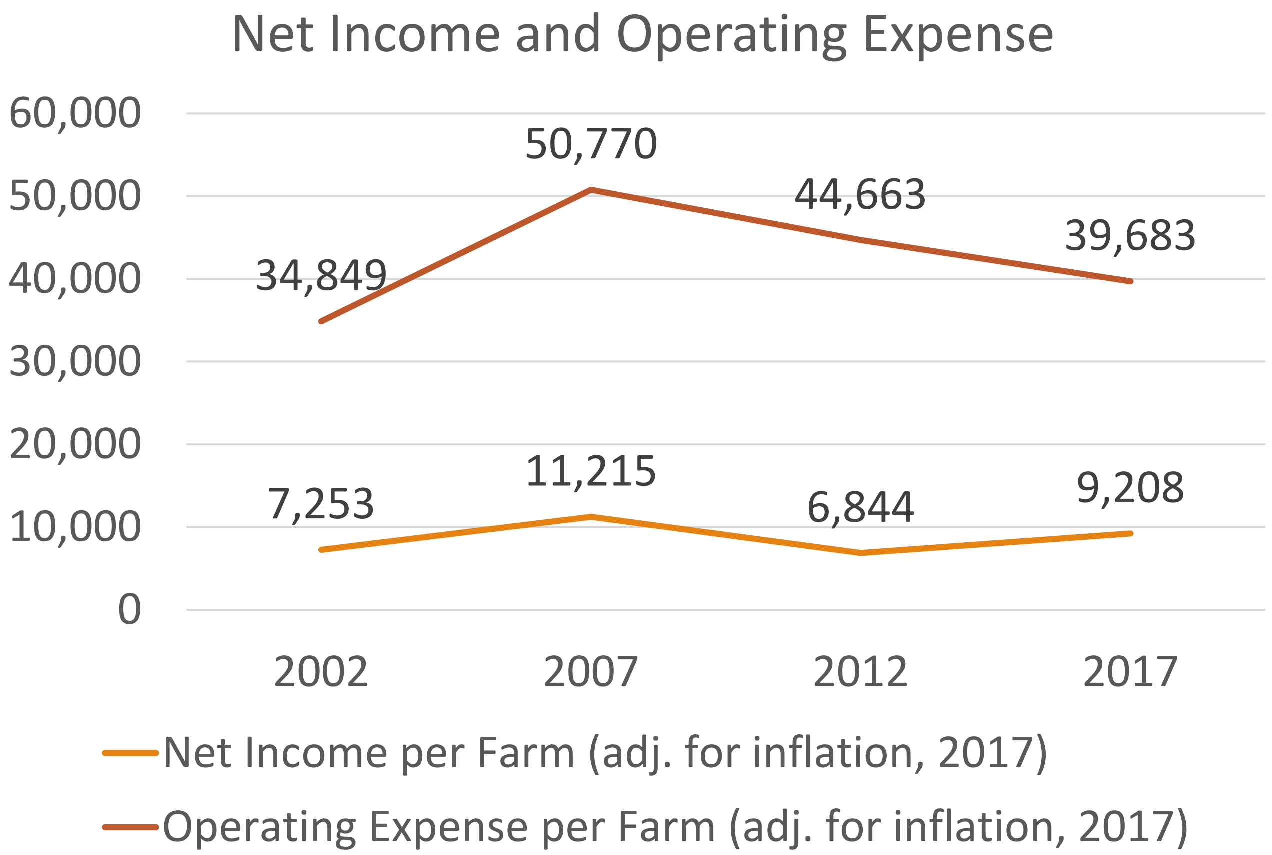
Farm Tenure

- Trends in land tenure have continued to hold true
- Most of the farmland is owned
- Share of land that is part-owned has increased
- The county still has very few tenanted acres

	2002	2007	2012	2017
Total Farms	661	603	711	640
Total Farm Acres	113,167	92,939	112,998	100,696
Full Owner - farms	71%	73%	76%	72%
Full Owner - acres	57%	56%	64%	51%
Part Owner - farms	24%	25%	21%	26%
Part Owner - acres	38%	42%	33%	46%
Tenant - farms	5%	2%	4%	3%
Tenant - acres	5%	2%	3%	3%

Farm Profitability





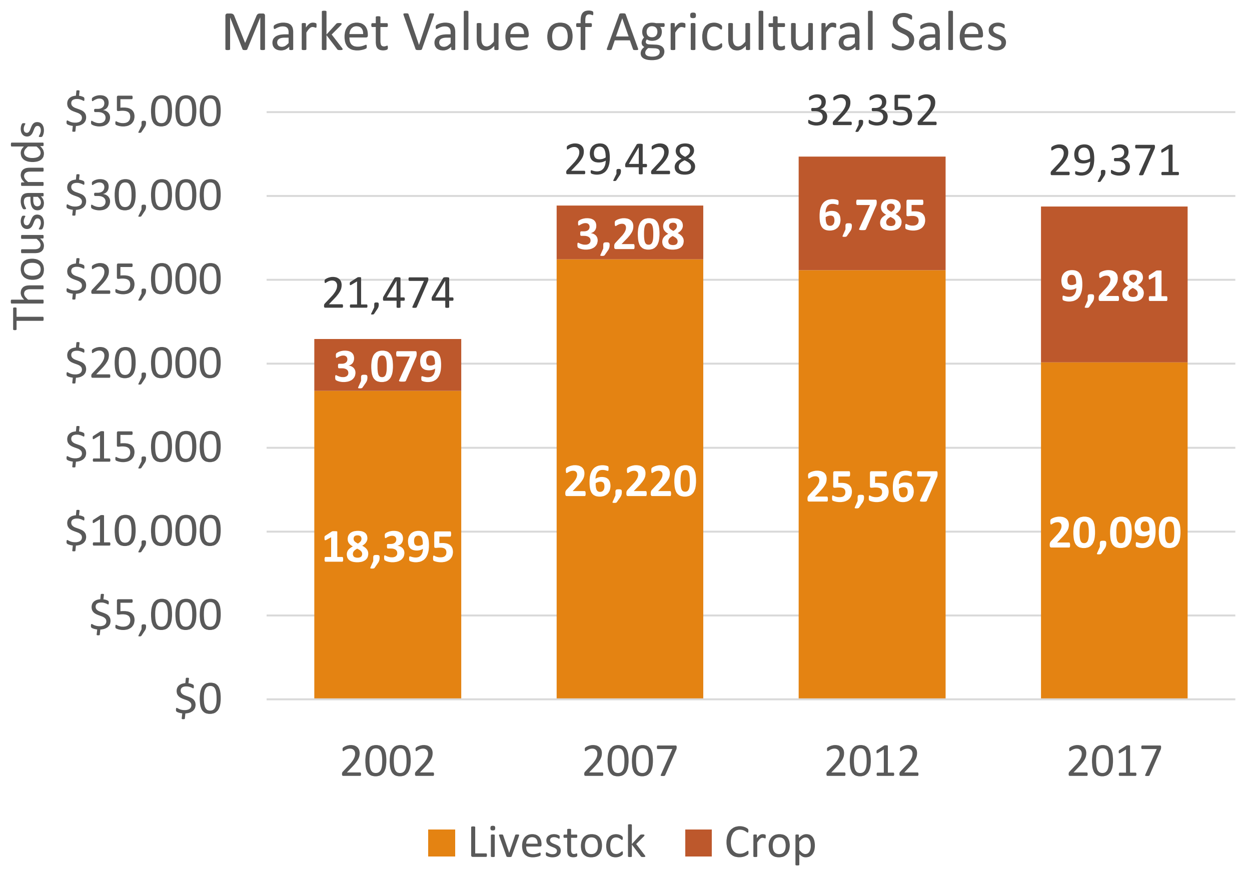
Farm Profitability

	2002	2007	2012	2017
Farms with Gains	225	254	293	283
Farms with Losses	436	349	418	357
% Farms with Gains	34%	42%	41%	44%
% Farms with Losses	66%	58%	59%	56%

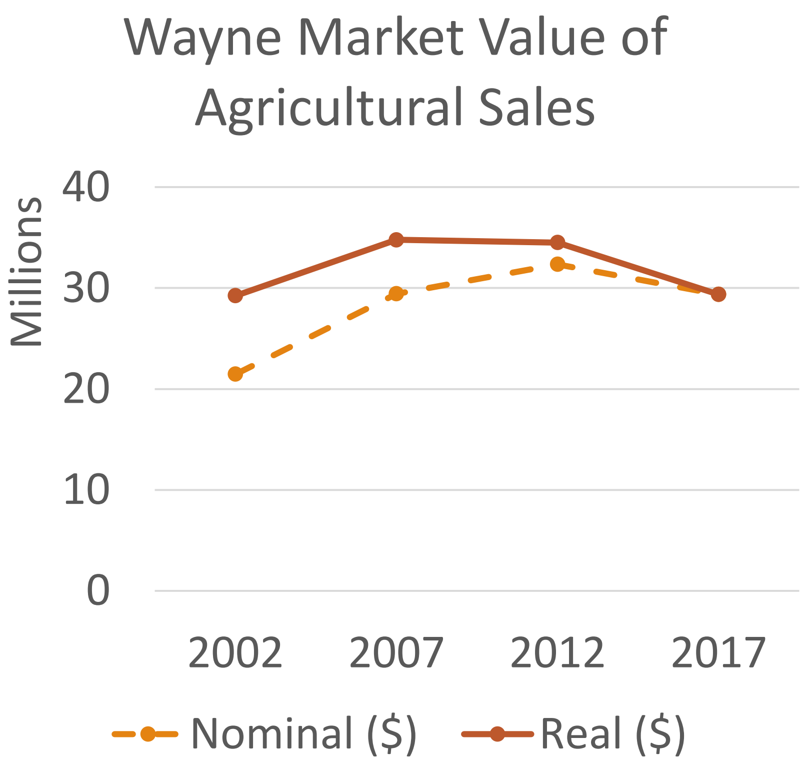
	2002	2007	2012	2017	% Change
Net Income per Farm ($)	5,326	9,490	6,414	9,208	73%
Expenses per Farm ($)	25,591	42,961	41,858	39,683	55%
Total Farm Revenues ($1,000)	1,310	1,816	1,274	1,707	30%
Total Farm Expenses ($1,000)	16,916	25,906	29,761	25,397	50%

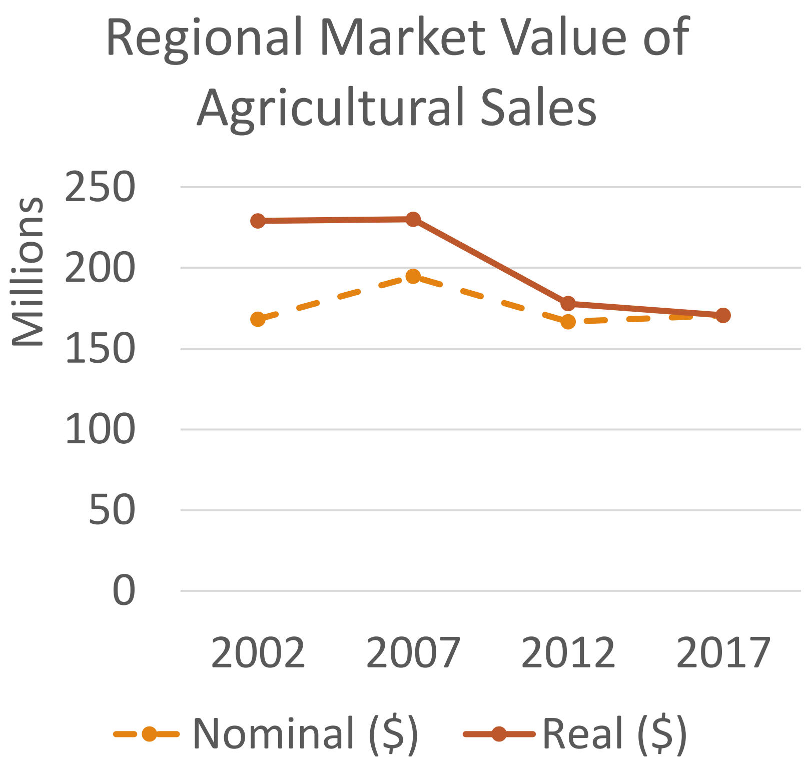
Farm Sales

- 68% in livestock sales in 2017
  - Includes all sales of animals and products
- Crop sales **up 189%** from 2007
- Livestock sales **down 23%** from 2007
- Crop sales continue to increase as a share of total output



Farm Sales

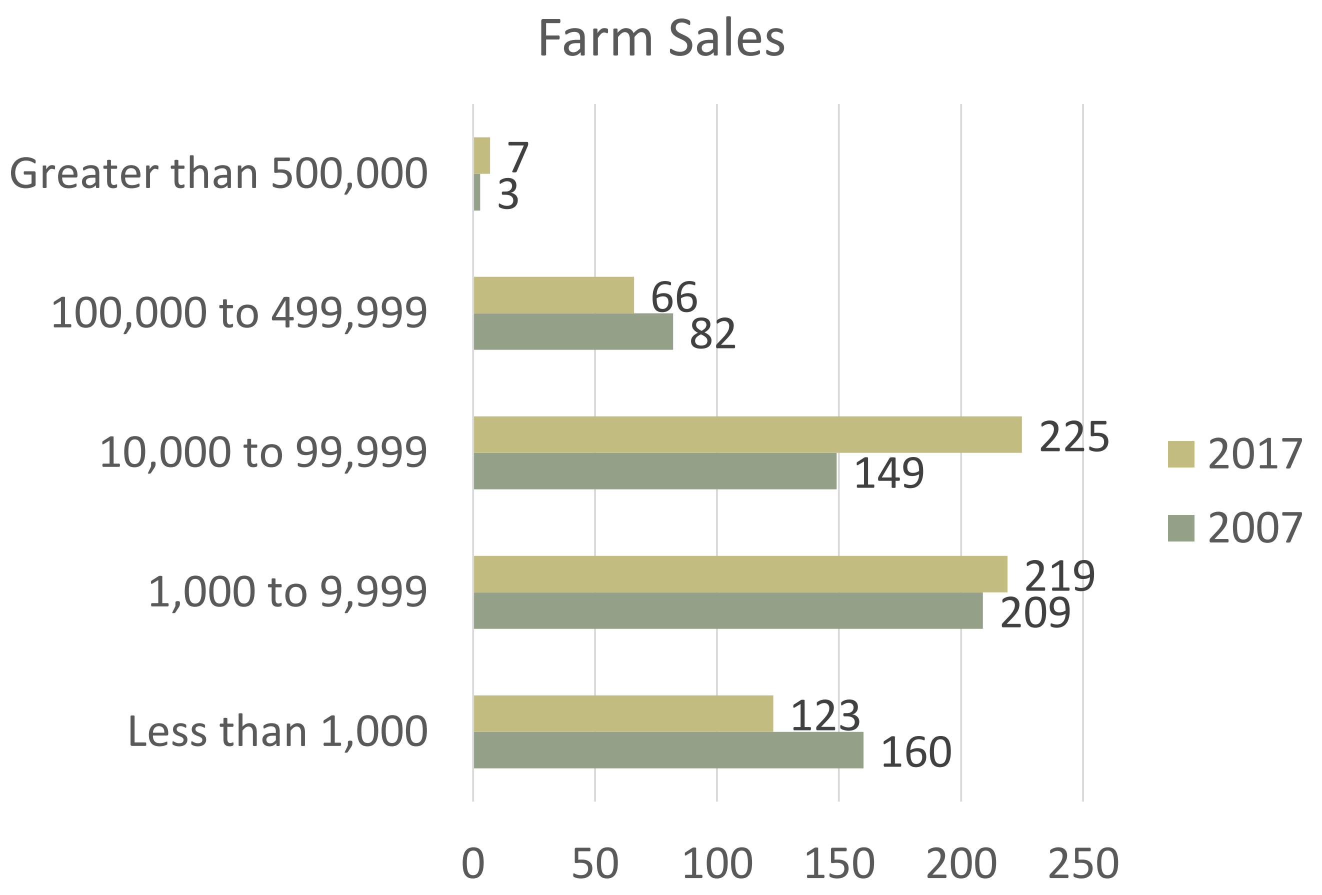

Wayne Market Value of Agricultural Sales
Millions
40
30
20
10
0
2002
2007
2012
2017
Nominal ($)
Real ($)


Regional Market Value of Agricultural Sales
Millions
250
200
150
100
50
0
2002
2007
2012
2017
Nominal ($)
Real ($)

Farm Sales

- 53% of farms have less than $10k in sales
- Farms with >$500k in sales (+133%)

Farm Sales ($)	2007	2012	2017
Less than 1,000	160	160	123
1,000 to 9,999	209	242	219
10,000 to 99,999	149	228	225
100,000 to 499,999	82	80	66
Greater than 500,000	3	1	7
Less than 10,000	369	402	342



Top 10 Commodities by Sales, 2017

Commodity	Farms with Sales	Sales ($1,000)	Share of Regional Sales	% Change in Sales from 2012
Milk from cows	60	13,895	21%	-7%
Other crops and hay	354	5,833	18%	25%
Cattle and calves	218	2,894	11%	n/a
Vegetables	12	1,235	30%	121%
Grain	49	1,065	17%	n/a
Horticulture	29	731	10%	n/a
Specialty animals (excludes equine)	30	380	49%	92%
Fruits, tree nuts, and berries	43	316	18%	-9%
Sheep, goats, wool, mohair, and milk	21	171	25%	43%
Poultry and eggs	82	105	1%	-62%

Top 10 Commodities by Sales in the Region, 2017

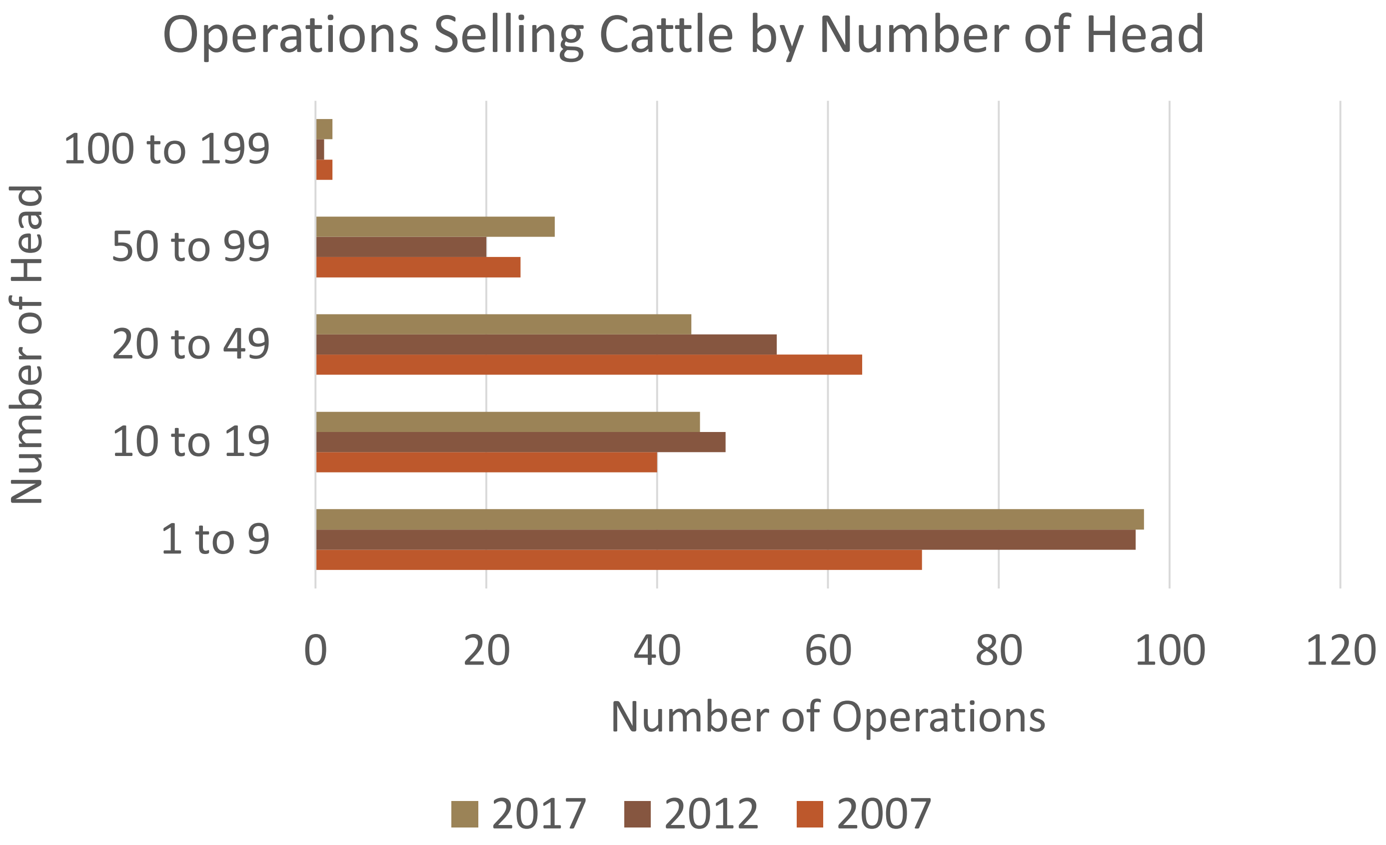
Commodity	Sales ($1,000)
Milk from cows	67,591
Other crops and hay	31,777
Cattle and calves	25,813
Poultry and eggs	17,457
Horticulture Totals	7,032
Grain	6,177
Vegetables	4,186
Fruits, tree nuts, and berries	1,766
Specialty animals	781
Sheep, goats, wool, mohair, and milk	692

Livestock Inventory

Livestock Inventory	2017	% Change from 2002	% Change from 2007	% Change from 2012
Cattle and calves	13,956	-19%	12%	-1%
Layers	3,286	28%	24%	-10%
Broilers	1,562	573%	-69%	-49%
Sheep and lambs	996	-8%	19%	-40%
Goats	481	90%	3%	-23%
Hogs	340	-73%	-25%	-6%
Ducks	172	-70%	-92%	-33%
Turkeys	107	91%	-50%	-78%

Cattle

- $2.9 million in sales
- 218 cattle and calf operations with sales
- 4,889 cattle and calves sold
- Mostly small farms
- 15% **decline** in cattle farms since 2002
- 12% **increase** in cattle farms since 2007
- 86% of cattle operations sold fewer than 50 heads



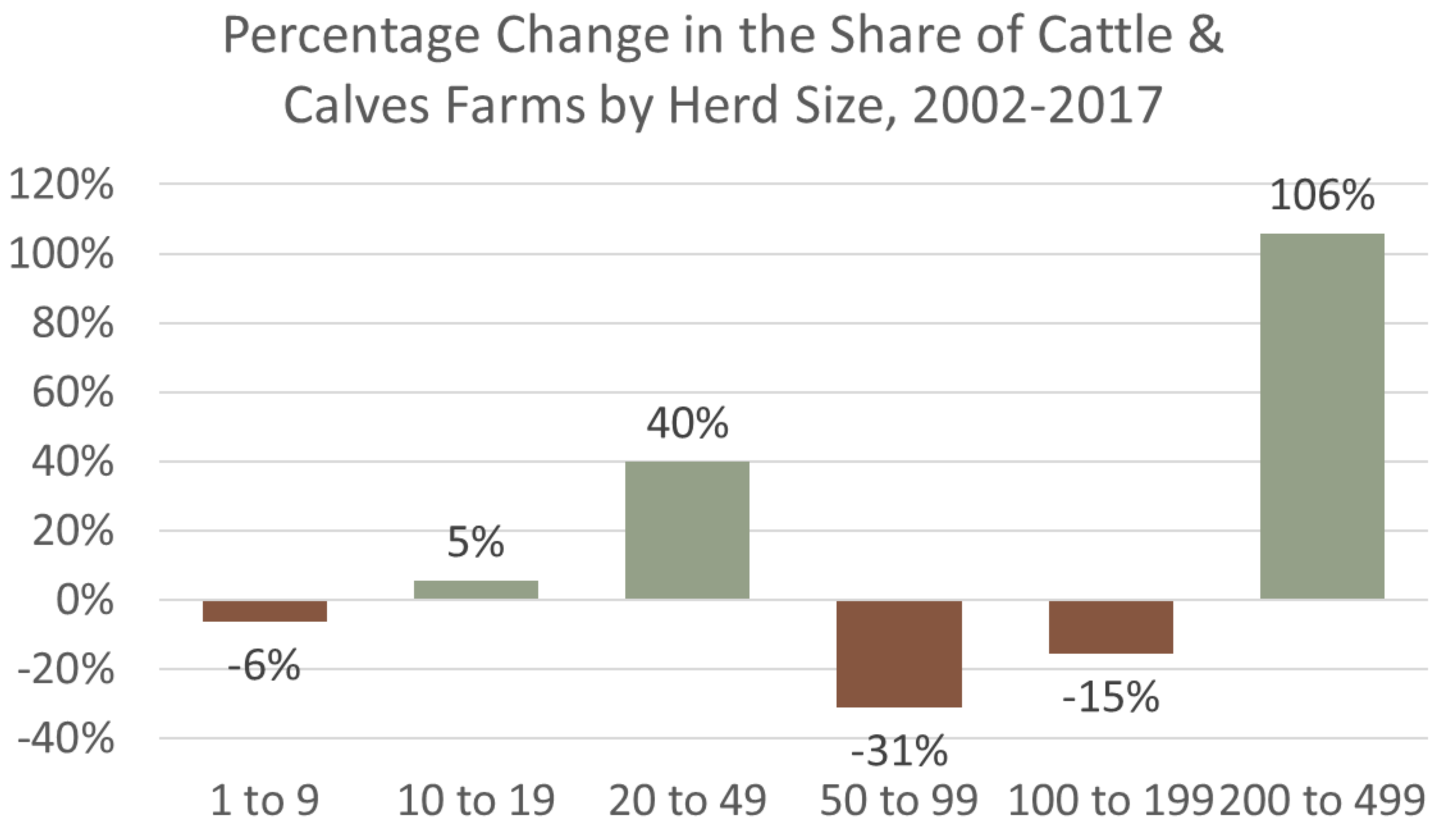
Cattle Inventory

- Dairy cows **decreased** 47%
- Beef cows **increased** 36%
- Other cattle (steers, bulls, calves, heifers) **increased** 10%

Inventory	2002	2007	2012	2017
Cattle & Calves	17,275	12,446	14,161	13,956
Cows	10,093	7,009	6,926	7,482
Dairy	7,541	5,137	4,822	4,000
Beef	2,552	1,872	2,104	3,482
Other Cattle	7,182	5,437	7,235	6,474

Loss of Mid-Sized Cattle Farms

- Most cattle farms in the county are considered small
- About 70% of the farms have fewer than 50 head of cattle
- Demonstrates the loss in mid-size operations, as businesses either downsize or consolidate



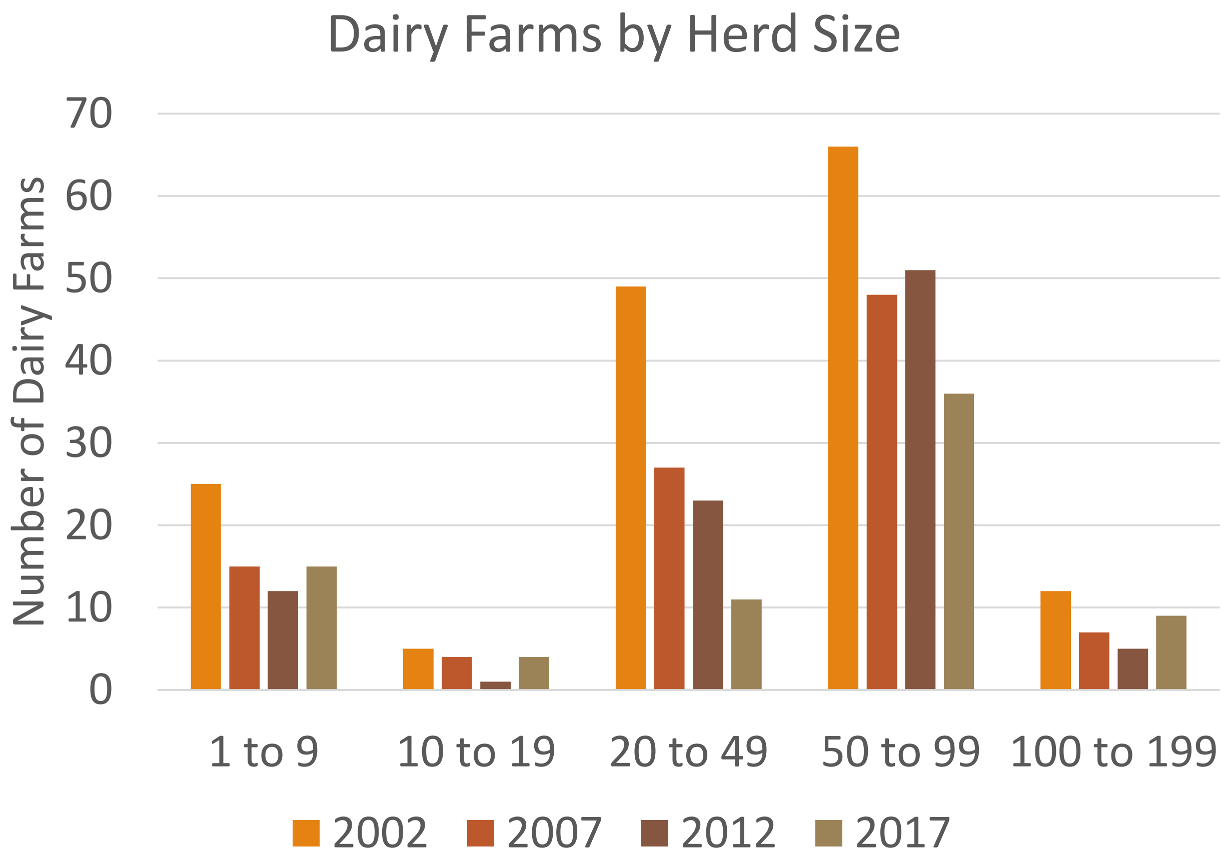
Dairy Cows

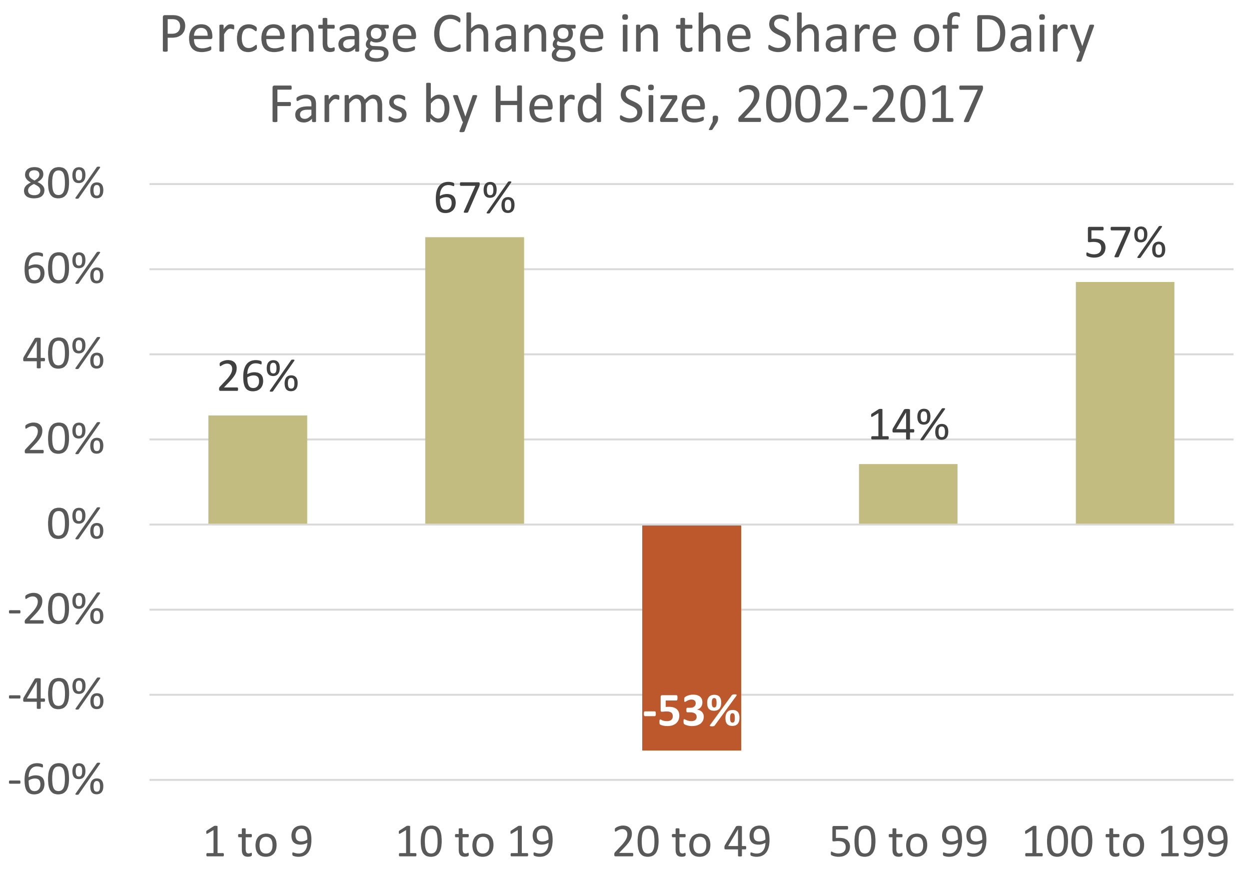
- $13.9 million in milk sales (**-7% from 2012**)
- **52% decline** in dairy farms since 2002
- 40% of diary farms have fewer than 50 cows
- Share of farms with 1 to 9 cows (+26%)
- Share of farms with 100+ cows (+57%)

Number of Cows	2007	2012	2017	% Change
1 to 9	37	32	48	30%
10 to 19	41	36	32	-22%
20 to 49	70	63	50	-29%
50 to 99	48	42	19	-60%
100 to 199	17	10	15	-12%
200 to 499	8	7	6	-25%
500 or more	5	8	6	20%

	2002	2007	2012	2017
Dairy Farms	157	101	92	75
Cow Inventory	7,541	5,137	4,822	4,000
Avg. Cows per Farm	48	51	52	53

Dairy Farm Herd Size





Poultry

- 139 farms with laying hens
- 12 farms with broiler chickens
- 21 farms with ducks
- 15 farms with turkeys
- Relatively small contribution to total agricultural activity

Inventory	2002	2007	2012	2017	% Change
Layers	2,567	2,651	3,636	3,286	28%
Broilers	232	5,111	3,039	1,562	573%
Ducks	577	2,163	258	172	-70%
Turkey	56	212	490	107	91%

	2002	2007	2012	2017	% Change
Broiler Farms with Sales	8	8	17	17	113%
Broilers Sold	3,420	12,383	(D)	2,066	-40%
Turkey Farms with Sales	7	5	5	12	71%
Turkeys Sold	90	147	766	78	-13%
Duck Farms with Sales	9	6	4	11	22%
Ducks Sold	983	1,972	62	142	-86%
Poultry & Eggs Sales ($)	51,000	273,000	273,000	105,000	106%

Sheep & Goats

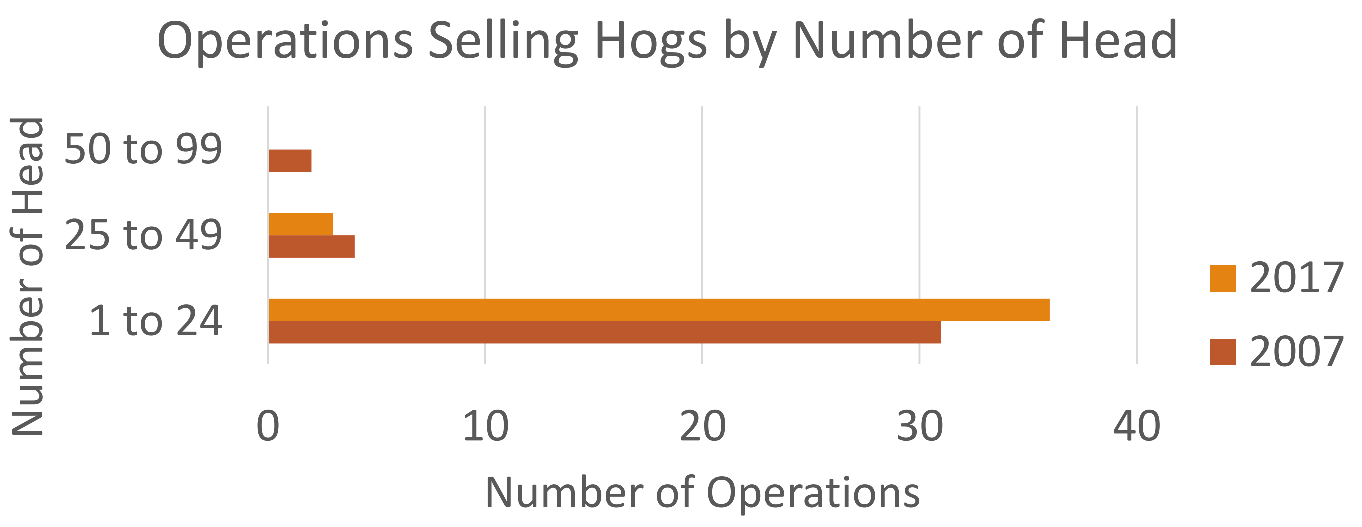
- Slight decline in the number of farms with sheep and sheep inventory
- Increase in the number of goats and farms that have goats
- Sales of sheep, goats, wool, mohair, and milk was $171,000 in 2017

Inventory	2002	2007	2012	2017	% Change
Farms w/ Inventory					
Sheep	40	28	45	38	-5%
Goats	21	40	52	33	57%
Inventory					
Sheep	1,081	836	1,658	996	-8%
Goats	253	465	625	481	90%

Sales	2002	2007	2012	2017	% Change
Farms w/ Sales					
Sheep	16	14	22	19	19%
Goats	6	10	20	11	83%
Inventory Sold					
Sheep	330	527	953	461	40%
Goats	92	55	192	132	43%
Value of Sales			120,000	171,000	

Hogs

- Sales are undisclosed for 2017
- Very small operations
- Increase in farms since 2002, but a decline since 2007
- 70% increase in hog farms with sales since 2002
- 100% of hog operations sold fewer than 50 head



Hogs	2002	2007	2012	2017	% Change
Farms with Inventory	25	38	41	31	24%
Inventory	1,261	452	360	340	-73%
Farms with Sales	23	37	34	39	70%
Inventory Sold	2,711	506	961	406	-85%
Value of Sales	163,000	49,000	139,000	(D)	n/a

Top Crops, Acres

- Reflects use in livestock production

	2017
Forage	33,760
Corn Silage	1,893
Corn Grain	709
Vegetable	522
Cut Christmas Tree	332
Orchard	136
Rye	105
Wheat	65

Increase in Crop Production (Acres)

Acres Harvested	2002	2007	2012	2017	% Change Since 2002	% Change Since 2007
Vegetables & Melons	178	274	414	522	193%	91%
Fruits (non-citrus, tree nuts, berries)	149	154	166	158	6%	3%
Grains	514	186	287	879	71%	373%

Grains, Acres

	2002	2007	2012	2017	% Change
Corn, Silage	2,227	1,418	1,336	1,893	-15%
Corn, Grain	472	186	271	709	50%
Rye	(D)	0	0	105	n/a
Wheat	(D)	(D)	0	65	n/a
Sorghum, Silage	21	(D)	46	0	-100%
Oat	42	(D)	16	(D)	n/a

Select Vegetables, Acres

	2002	2007	2012	2017	% Change
Sweet Corn	45	53	79	120	167%
Potato	(D)	10	14	19	90%
Pumpkin	18	24	51	12	-33%
Tomato	7	9	16	12	71%
Squash	4	8	4	9	125%
Bell Peppers	1	2	4	9	800%
Chile Peppers	(D)	1	5	8	700%
Lettuce	(D)	(D)	2	6	200%
Garlic	(D)	2	(D)	6	200%

Select Fruits, Acres

	2002	2007	2012	2017	% Change
Apple	131	104	94	110	-16%
Peach	4	6	1	15	275%
Pear	3	2	12	9	200%
Cantaloupe	0	1	1	3	200%
Watermelon	0	1	(D)	(D)	n/a
Grape	6	11	16	0	-100%
Blueberry	7	9	11	0	-100%
Cherry	3	1	2	0	-100%

Value Chain

Organic Farms

- 4 farms (-56% since ‘12)
- $1.35 million in sales
  - +21% since ’12

Direct to Consumer

- 105 farms
- $1.24 million in sales
- Not directly comparable with past data

Farms Selling Value-Added Products

- 23 farms (-21% since ‘07)
- $218,000 in sales
  - Sales values were not collected in 2012

Farms selling through Wholesale, Direct-to-Retail, Food Hubs

- 24 farms
- $1.23 million in sales
- Not directly comparable with past data

Ag Services and Ag Tourism

Ag Services

- Number of operations providing ag services increased **111%** since 2007
- Sales of ag services increased **30%** since 2007

Ag Tourism

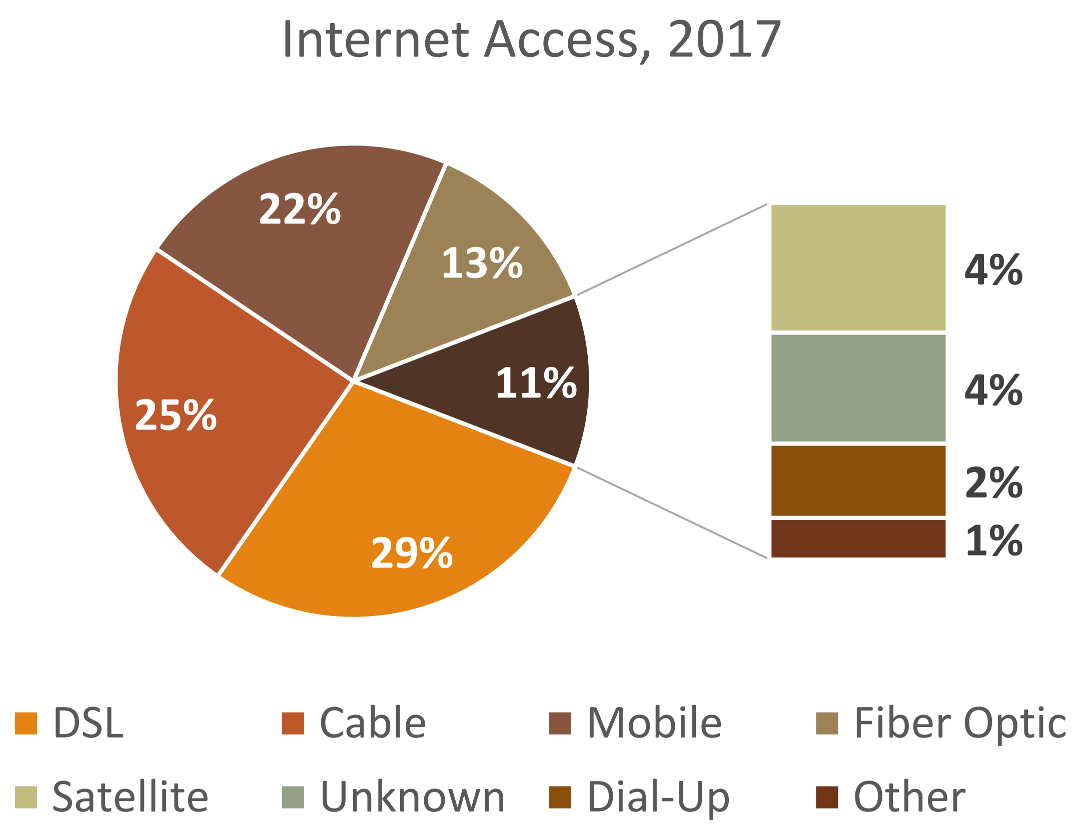
- Both operations and sales more than doubled
- Number of operations increased **133%** since 2007
- Sales from ag tourism increased **131%** since 2007

	2007	2012	2017
Farms Providing Ag Services	19	32	40
Sales from Ag Services	212,000	255,000	276,000
Farms with Ag Tourism	9	20	21
Sales from Ag Tourism	114,000	72,000	263,000

Internet Access

- 78% have internet access
- Gravitating towards cable, mobile, fiber optics, and satellite

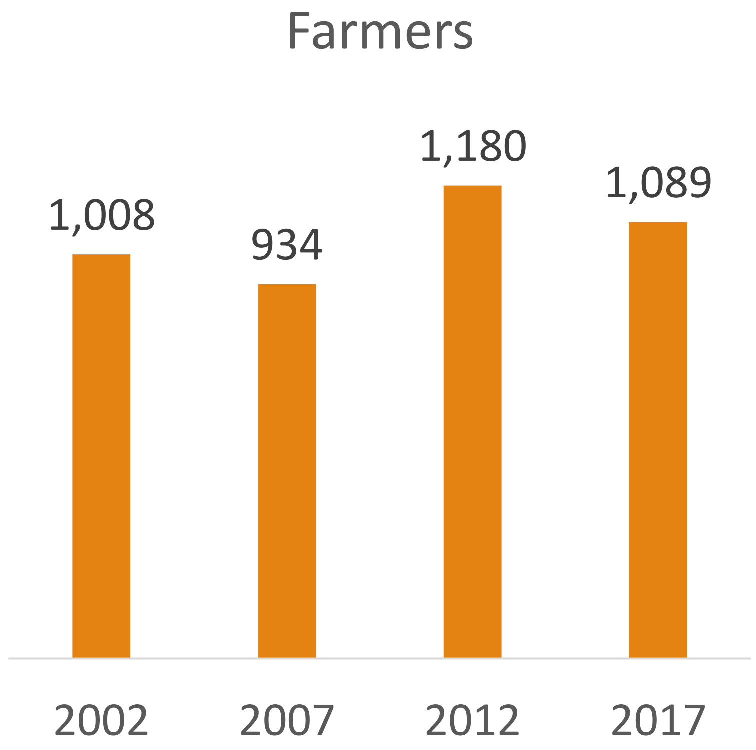
Method	2012	2017	% Change
DSL	326	190	-42%
Cable	93	163	75%
Mobile	46	145	215%
Fiber Optic	17	84	394%
Satellite	14	28	100%
Unknown	--	24	n/a
Dial-Up	33	16	-52%
Other	1	9	800%
Broadband Over Power	3	--	n/a
Total	493	502	2%

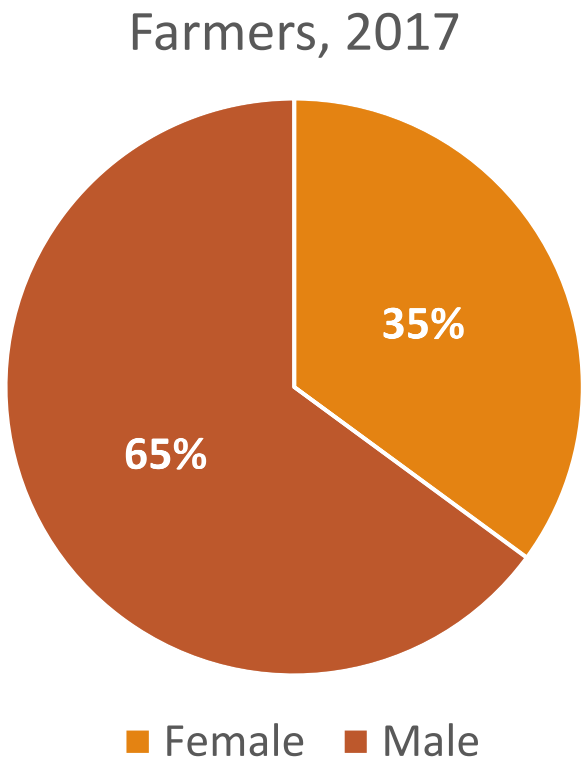


Farmer Demographics

- **PLEASE SEE NOTE**
- Increase farmer population since 2002
- Female farmers are growing as share of total farmers
- Average Age:
  - All Producers: 57.6
  - Principal Producers: 59.5
- Principal Operators/Producers
  - 58% work off-farm
  - 34% work off-farm more than 200 days
- Other Primary Occupation:
  - All Producers: 58%
  - Principal Producers: 56%
- Veterans
  - All Producers: 12%
  - Principal Producers: 14%

Farmer Demographics (All producers)

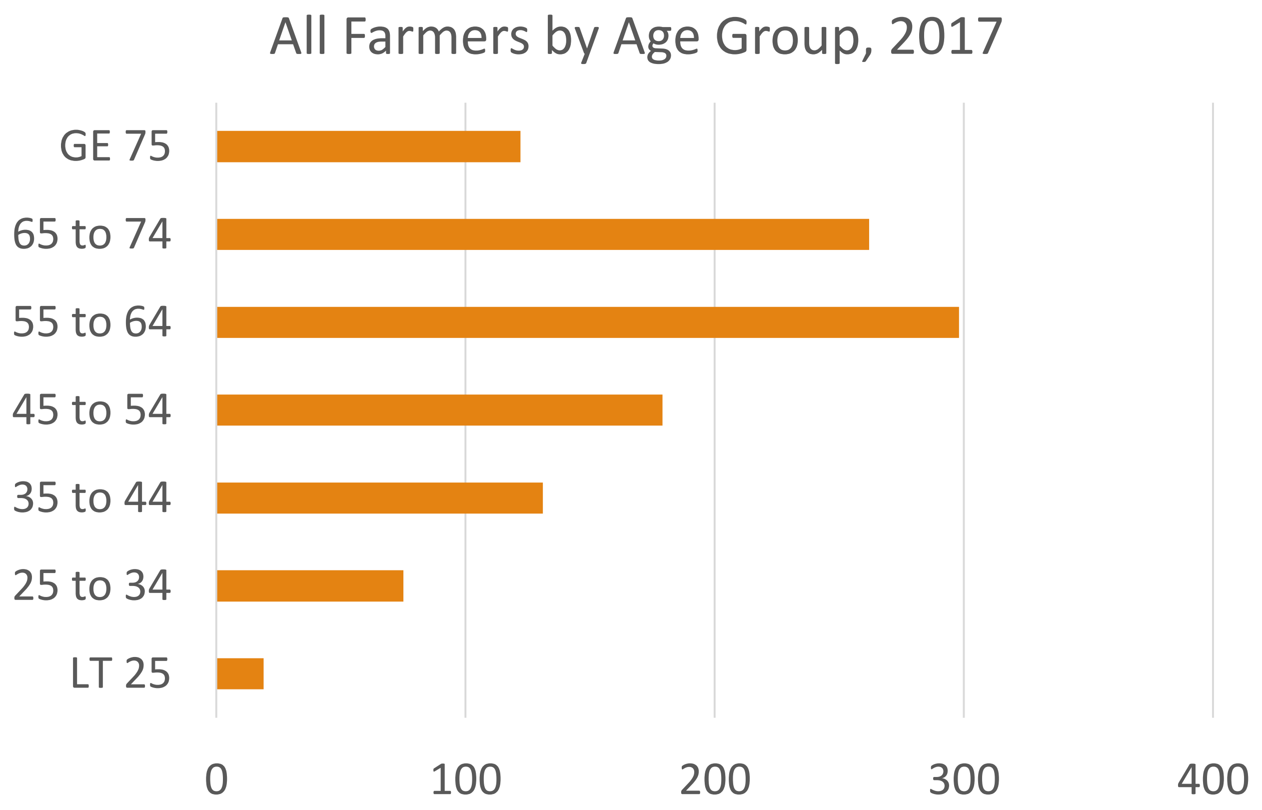




Farmer Demographics (All producers)

AVERAGE AGE

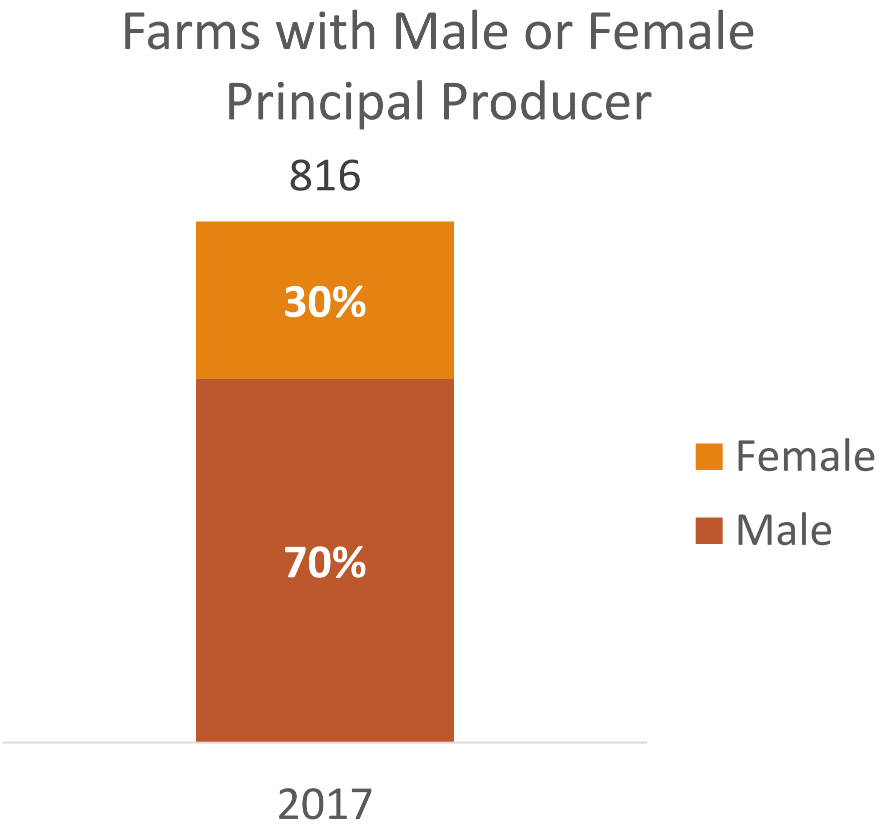
57.6

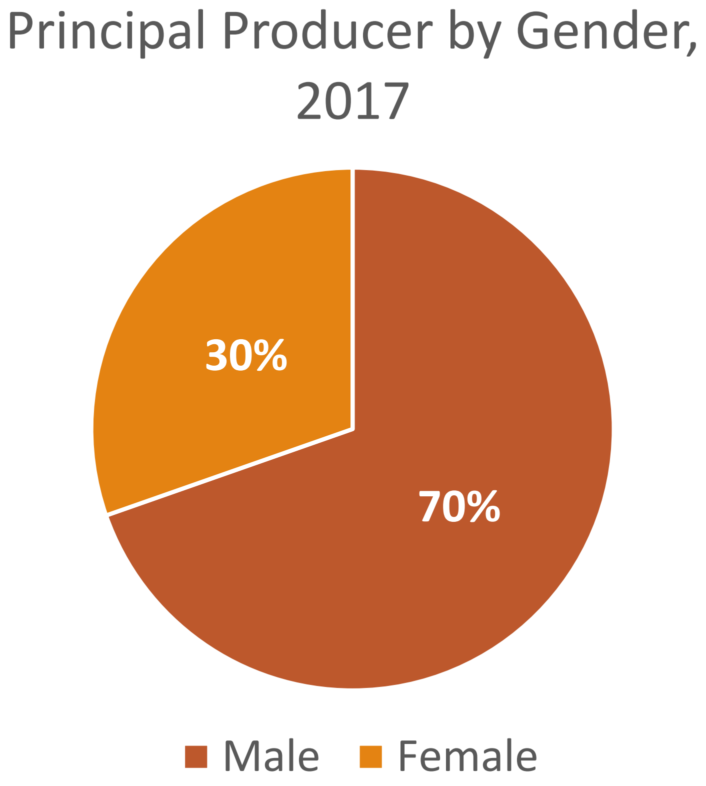


Farmer Demographics (All producers)

	2007	2012	2017
White	916	1,125	1,072
Black or African American	2	0	0
Asian	0	8	9
American Indian or Alaska Native	0	2	0
Native Hawaiian or Pacific Islander	0	0	0
More than one race	3	6	5
Total (all races)	921	1,141	1,086
All Operators of Spanish, Hispanic, or Latino Origin	9	22	15

Farmer Demographics (Principal)

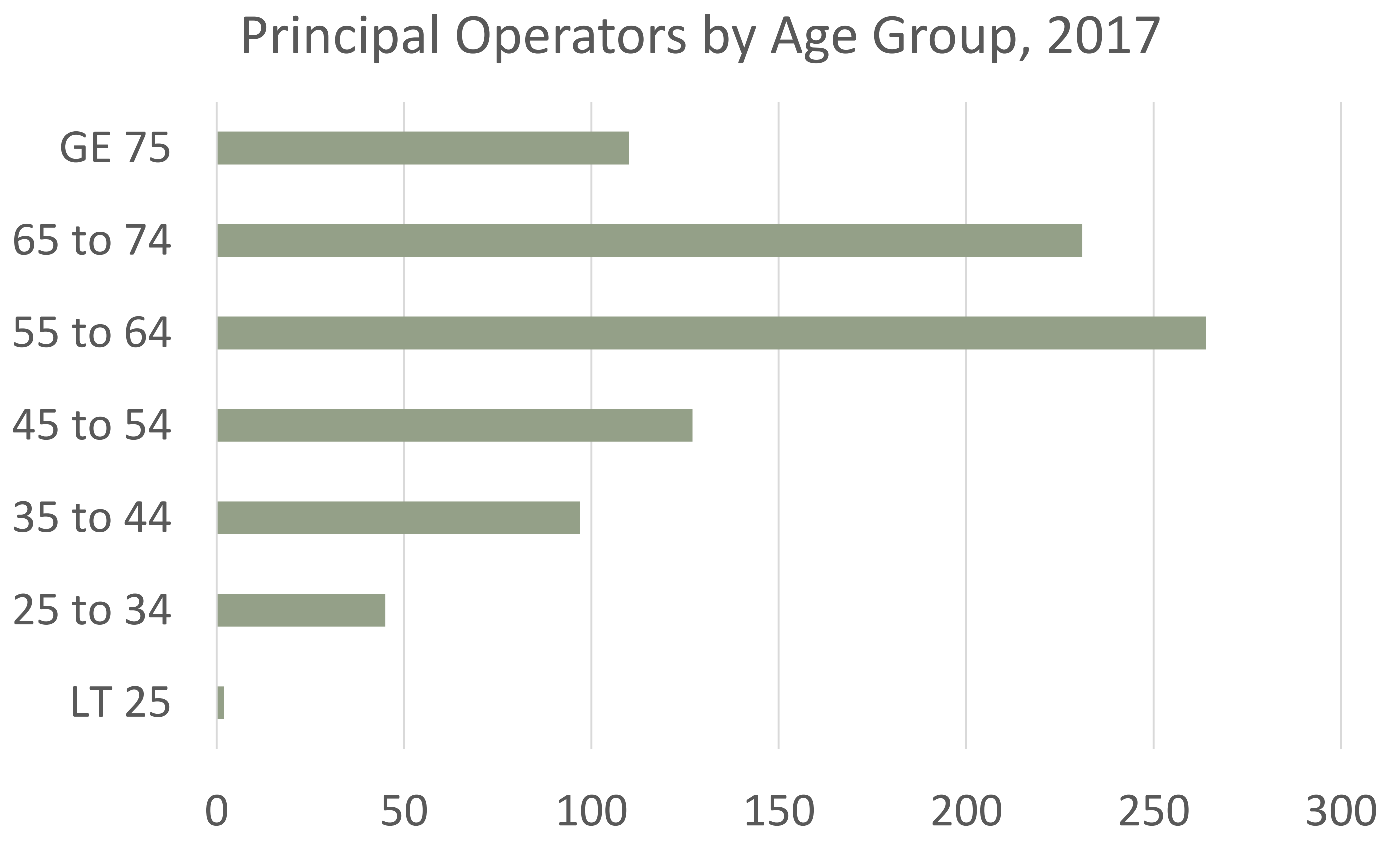




Farmer Demographics (Principal)

AVERAGE AGE

59.5



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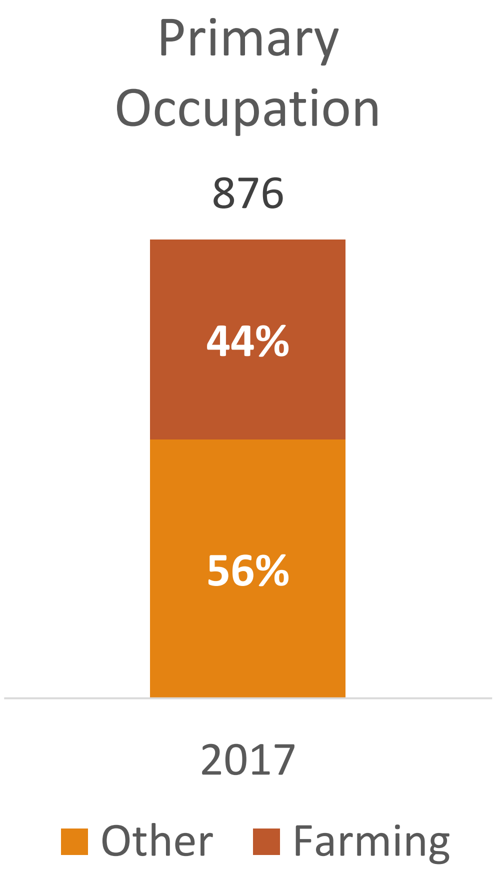

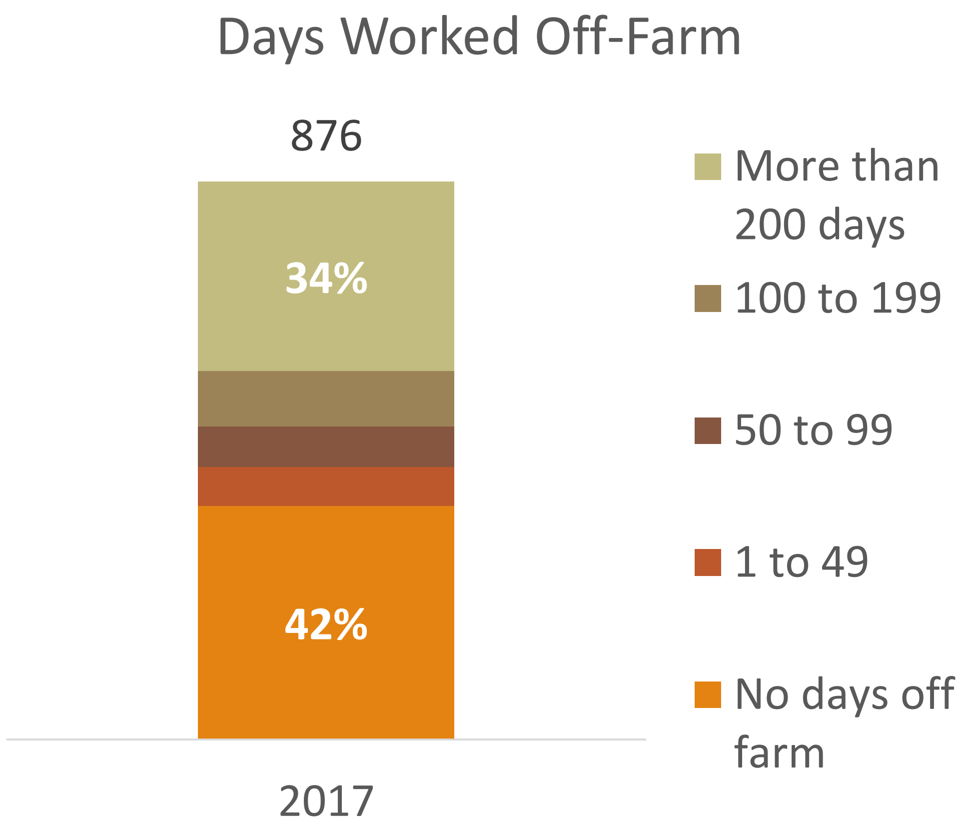

Farmer Demographics (Principal)