



Agriculture & Forestry: Tennessee & Our Neighbors

***Information Flyer Set 1
for
Strategic Planning for Tennessee Agriculture***



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Tennessee & Our Neighbors: Market Value & Farm Income

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The purpose of this information flyer is to foster strategic planning discussion about how Tennessee's ag & forestry base compares with its neighbors.



- **First, an overview of the state's farm product sales and net farm income compared with our neighbors is presented**
- **Second, more detailed information comparing specific commodities is presented.**

Market Value of Ag & Forestry Products Sold from Farms, by State, 2011
(1,000 \$)

AL	AR	GA	KY	MO	MS	NC	SC	TN	VA	US	Ratio Highest to TN
\$5,674,552	\$9,164,985	\$9,824,350	\$6,126,583	\$11,064,111	\$6,287,625	\$11,940,940	\$3,049,058	\$4,467,283	\$4,239,589	\$418,050,919	2.67

Net Farm Income, by State, 2011
(1,000 \$)

AL	AR	GA	KY	MO	MS	NC	SC	TN	VA	US	Ratio Highest to TN
\$547,235	\$1,422,739	\$2,463,208	\$1,508,656	\$3,333,185	\$1,254,768	\$3,006,876	\$445,712	\$799,059	\$752,509	\$117,907,650	4.17



Market Value of Agricultural & Forestry Products, by State, 2011

In 2011, according to USDA Economic Research Service estimates, the market value of ag & forestry products sold by Tennessee farms was \$4.47 billion. Comparing Tennessee and its 10 neighboring states, Tennessee ranked 8th, followed by South Carolina and Virginia. Our neighbor state, North Carolina, had approximately 2.67 times the farm value from ag and forestry products. North Carolina's farm market value of ag & forestry products sold was \$11.94 billion.



Net Farm Income, by State, 2011

In 2011, according to USDA Economic Research Service estimates, the net farm income for Tennessee was \$.80 billion. Comparing Tennessee and its 10 neighboring states, Tennessee ranked 7th, followed by Alabama, South Carolina and Virginia. Our neighbor state, Missouri, had approximately 4.17 times the net farm income. Missouri's net farm income was \$3.33 billion.



Tennessee & Our Neighbors: Value of Production

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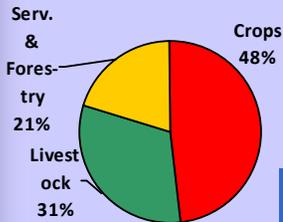
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Special points of interest:

- In 2011, the value of crop production for Tennessee was \$2.1 billion, while the value of livestock production was just under \$1.4 billion. Revenues from services and forestry were \$.92 billion
- Of Tennessee's ag. production value, 48% was from crops & 31% from livestock. Only Missouri has a larger proportion of their value comes from the crop sector. Tennessee has the largest share in revenues from Services and Forestry.

Tennessee's Share of Ag & Forestry Production, 2011



- Meat animals (Cattle & Hogs) provide the highest value from livestock in TN (\$648.9 million). MO has 4.3 times the value from meat animals, while AR has 7.7 times the value from poultry & eggs.

Value of Crop Production, by State 2011 (1,000 \$)

	AL	AR	GA	KY	MS	MO	NC	SC	TN	VA	US	Ratio Highest to TN
Value of crop production	1,202,302	3,834,053	3,568,028	2,334,310	2,462,309	5,278,199	3,638,473	1,182,609	2,149,834	1,355,453	204,822,571	2.5
Food grains	99,050	1,366,886	84,311	199,216	340,922	357,306	277,530	76,443	139,578	114,304	17,602,708	9.8
Feed crops	197,453	460,600	298,769	921,986	590,908	2,099,071	504,728	166,110	539,571	301,476	72,662,219	3.9
Cotton	301,605	638,326	1,184,413	0	514,703	379,378	467,341	216,717	401,123	71,452	8,339,439	3.0
Oil crops	247,201	1,420,553	475,662	601,212	844,207	2,390,161	575,238	173,509	461,334	187,855	39,708,159	5.2
Tobacco	0	0	46,589	325,236	0	0	422,962	43,741	96,875	80,850	1,055,637	4.4
Fruits and tree nuts	44,296	11,520	412,625	10,605	27,365	25,867	129,137	94,238	9,554	57,422	24,156,224	43.2
Vegetables	49,094	50,903	640,298	25,075	88,246	61,924	502,386	158,543	89,258	98,070	20,976,551	7.2
All other crops	228,825	53,000	385,560	86,785	41,880	196,692	732,228	247,977	358,347	271,053	23,752,864	2.0
Home consumption	772	1,772	1,113	4,581	685	1,905	1,869	430	4,187	2,518	78,062	1.1
Inventory adjustment	34,006	-169,507	38,688	159,614	13,393	-234,105	25,054	4,901	50,007	170,453	-3,509,292	

Value of Livestock Production, by State 2011 (1,000 \$)

	AL	AR	GA	KY	MS	MO	NC	SC	TN	VA	US	Ratio Highest to TN
Value livestock production	3,667,088	4,360,374	4,813,162	2,724,216	2,942,549	4,148,374	6,910,495	1,405,480	1,396,964	2,072,258	164,644,151	4.9
Meat animals	481,024	713,876	425,468	747,625	267,978	2,623,543	2,788,019	194,830	648,664	511,943	84,612,122	4.3
Dairy products	33,984	28,980	317,020	232,200	45,046	281,190	205,184	62,700	174,902	395,241	39,532,545	2.3
Poultry and eggs	3,010,394	3,576,797	4,007,895	952,882	2,363,184	1,239,629	3,854,583	1,119,519	523,779	1,042,448	36,441,499	7.7
Miscellaneous livestock	157,541	94,456	75,749	815,501	233,631	55,064	83,839	40,867	57,822	171,929	5,411,740	14.1
Home consumption	2,112	3,425	2,114	11,124	1,855	12,842	3,667	1,177	10,175	6,108	295,032	1.3
Inventory adjustment	-17,967	-57,160	-15,084	-35,116	30,855	-63,894	-24,797	-13,613	-18,378	-55,411	-1,648,787	1.4

Revenues from Services and Forestry, By State 2011 (1,000 \$)

	AL	AR	GA	KY	MS	MO	NC	SC	TN	VA	US	Ratio Highest to TN
Revenues from services and forestry	805,162	970,558	1,443,160	1,068,057	882,767	1,637,538	1,391,972	460,969	920,485	811,878	48,584,197	1.8
Machine hire and customwork	8,650	30,560	17,677	39,408	15,214	63,214	66,999	5,209	34,684	27,236	3,889,844	1.9
Forest products sold	42,060	14,200	58,998	16,385	32,000	24,130	26,000	27,400	23,347	20,000	635,035	2.5
Other farm income	446,916	556,376	765,216	420,901	485,555	557,000	772,297	210,702	191,911	239,092	21,614,969	4.0
Gross imputed rental value of farm dwellings	307,536	369,422	601,269	591,363	349,998	993,194	526,676	217,658	670,543	525,550	22,444,349	1.5



Tennessee & Our Neighbors: Rankings Crops & Livestock

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Value of Ag Production and State Rankings, 2006-2011

•Based on 2006-2011 average crop sector values, rankings within the Southeast were developed. These rankings show that Tennessee is ranked 5th or less in all categories except feed grain production. The state's lowest ranking for these major crop groups is oil crops (ranked 7th)

• Based on 2006-2011 average livestock sector values, rankings within the Southeast were developed. These rankings show that Tennessee is ranked 5th in the meat animal category, but lower in all other categories. Dairy production is ranked 6th with Virginia out-producing Tennessee by a 2 to 1 margin. Kentucky leads in the miscellaneous livestock category largely a result of its horse industry.

Food Grains			Feed Grains		
1	Arkansas	\$ 1,291,855	1	Missouri	\$ 1,568,602
2	Missouri	\$ 339,167	2	Kentucky	\$ 727,900
3	Mississippi	\$ 273,355	3	Mississippi	\$ 395,812
4	North Carolina	\$ 169,121	4	Tennessee	\$ 375,225
5	Kentucky	\$ 128,663	5	Arkansas	\$ 370,950
6	Tennessee	\$ 101,133			
Cotton			Oil Crops		
1	Georgia	\$ 706,988	1	Missouri	\$ 1,836,911
2	Arkansas	\$ 555,497	2	Arkansas	\$ 1,055,238
3	Mississippi	\$ 385,712	3	Mississippi	\$ 660,641
4	North Carolina	\$ 303,063	4	North Carolina	\$ 482,959
5	Tennessee	\$ 282,813	5	Kentucky	\$ 477,120
			6	Tennessee	\$ 411,347
Meat Animals			Dairy Products		
1	North Carolina	\$ 2,329,434	1	Virginia	\$ 333,424
2	Missouri	\$ 2,212,187	2	Missouri	\$ 263,309
3	Kentucky	\$ 679,638	3	Georgia	\$ 256,297
4	Arkansas	\$ 625,598	4	Kentucky	\$ 211,185
5	Tennessee	\$ 588,900	5	North Carolina	\$ 170,227
			6	Tennessee	\$ 165,834
Poultry and Eggs			Misc. Livestock		
1	Georgia	3,675,389.17	1	Kentucky	\$ 945,404
2	North Carolina	3,502,674.83	2	Mississippi	\$ 239,536
3	Arkansas	3,372,332.17	3	Virginia	\$ 169,651
4	Alabama	2,832,209.17	4	Alabama	\$ 143,117
5	Mississippi	2,249,879.00	5	Arkansas	\$ 116,449
6	Tennessee	495,612.00	6	Tennessee	\$ 62,939



Tennessee & Our Neighbors: Land Use

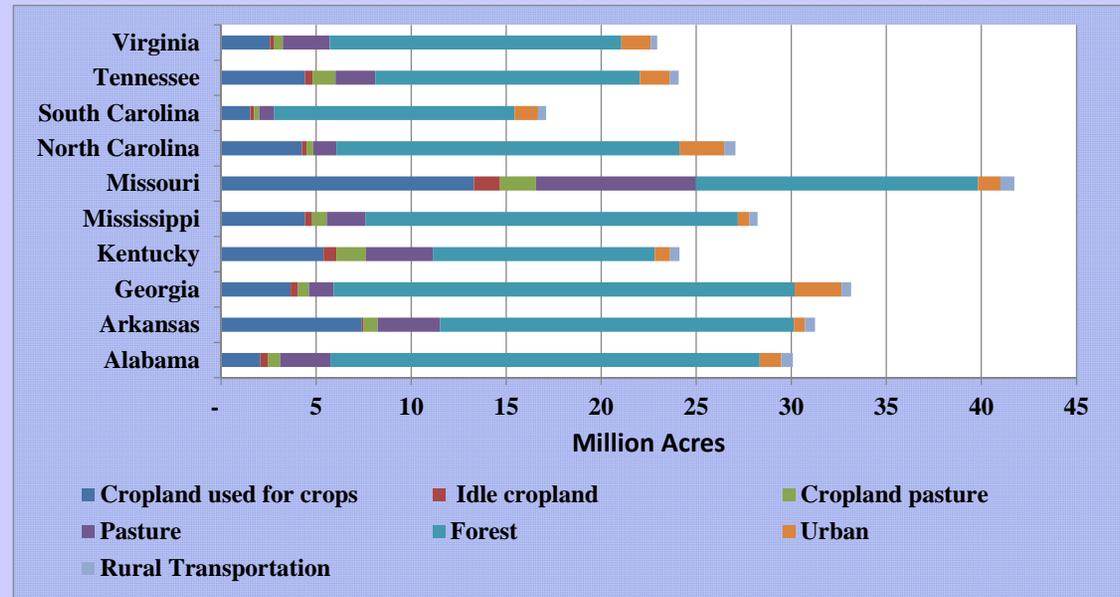
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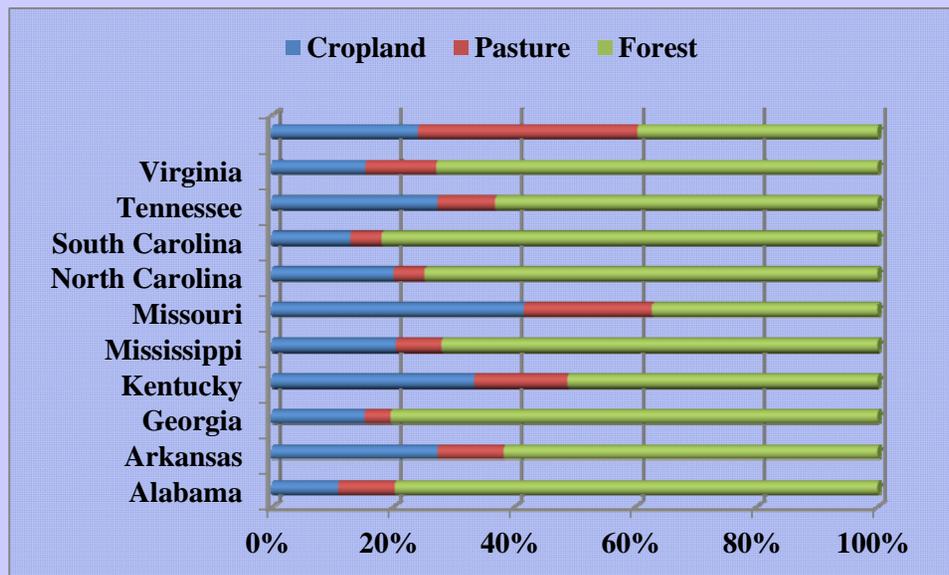
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- Tennessee has over 24 million acres of land. Missouri has 41.7 million acres in forest, urban, rural transportation, pasture, and cropland. All of our neighbors except South Carolina and Virginia have more total land area than Tennessee. However, only Missouri, Arkansas, and Kentucky have a greater amount of land used as cropland.
- In 2007, Tennessee had an estimated 6 million acres (25%) defined as cropland. An estimated 4,406 million acres are in row crops, close grown grains, hay, vegetables, and orchards. Another 1.2 million acres are in pasture that used to be in crops. Nearly 1/2 million acres are cropland that is idled for some reason.

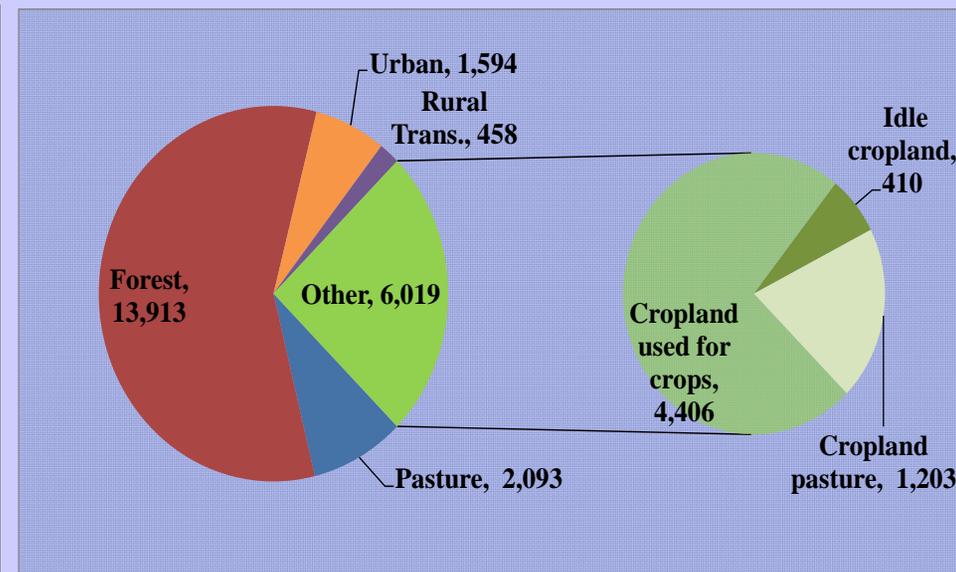
Land Use, by State, 2007



Proportion of Crop, Pasture, and Forest Lands, by State, 2007



Tennessee Land Use, 2007





Tennessee & Our Neighbors: Yields & Resource Use

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- Two indicators of how land is used are yield per acre for major crops and also crop sales/fert. & ag. chemical expenditures.
- In 2007, Tennessee ranked 7th in soybean yield per acre, 9th in cotton yield, 8th in corn and hay yields. However, Tennessee ranked 2nd regionally in wheat yield per acre.
- When comparing ratio of crop sales to fertilizer expenditures, Tennessee's ratio was 2.7, tying Alabama for last place within the region. North Carolina had a ratio of 4.3, much higher in comparison to Tennessee's ratio of 2.7.
- Tennessee's median farm size was 58 acres, while Missouri's was 115 acres.

Crop Yields, 2012

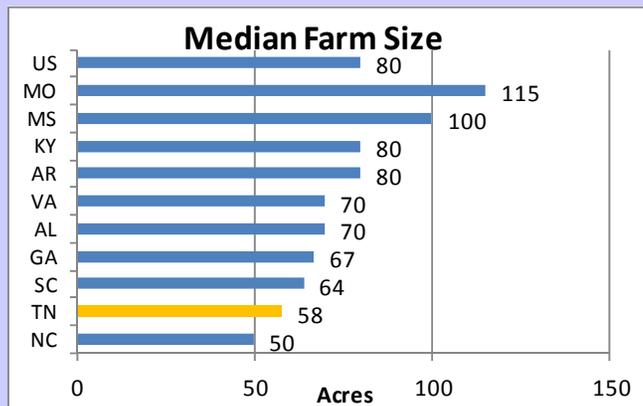
	Soybeans (bu per acre)	Cotton (lbs per acre)	Corn (bu per acre)	Hay (Tons per acre)	Tobacco Burley Type 31 Light Air Cured Burley (Pounds per acre)	Wheat (bu per acre)
AL	45	952	98	2.6		59
AR	43	1083	195	1.21		55
GA	37	1027	180	2.5		49
KY	40		68	2.07	2050	62
MO	29.5	1033	75	1.44		57
MS	45	970	165	2.6		57
NC	39	993	117	2.51	1900	57
SC	34	918	122	2.2		53
TN	38	834	85	2.01	1810	63
VA	42	1129	103	2.32	1750	65
US	39.6	849	123.4	2.13	2021	47.2
Rank	7th	9th	8th	8th	3rd of 5	2nd

Source: USDA, Crop Production

Ratio of Crop Sales to Fertilizer & Ag. Chemical Expenditures, 2007

State	2007 Fert. & Ag. Chem. Expenses (\$1,000)	2007 Value of Crop Sales (\$1,000)	Ratio of Crop Sales to Fert. & Ag. Chem. Expenditures
AL	\$253,332	\$676,987	2.7
AR	\$764,752	\$2,900,973	3.8
GA	\$603,986	\$2,142,270	3.5
KY	\$409,518	\$1,404,769	3.4
MO	\$922,014	\$3,494,938	3.8
MS	\$483,756	\$1,668,028	3.4
NC	\$604,960	\$2,606,279	4.3
SC	\$217,338	\$798,490	3.7
TN	\$428,115	\$1,147,786	2.7
VA	\$265,385	\$858,301	3.2
US	\$28,182,109	\$143,657,928	5.1

Source: 2007 Census of Ag

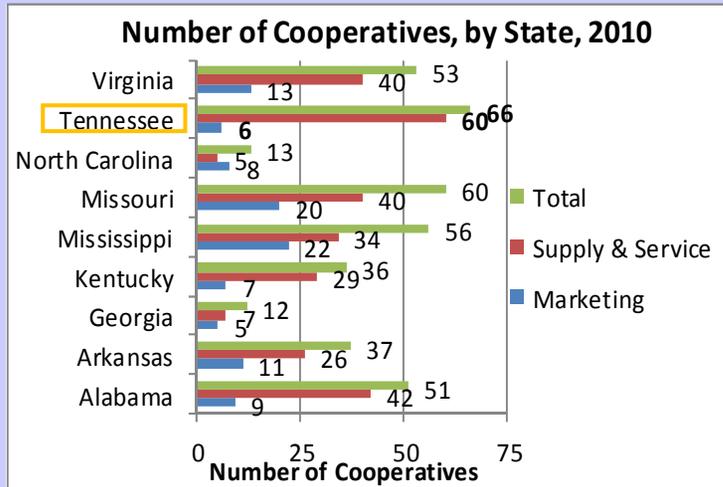




Tennessee & Our Neighbors: Market Outlets/Access

Cooperatives

- Tennessee has a total of 6 marketing cooperatives, placing it in 8th rank in the region. The state with the largest number of marketing cooperatives is Mississippi with 22.



- The state has a total of 92 farmers markets, with an average of .019 farmers markets per 1,000 population. The state with the highest number of farmers markets is Virginia, with 224 and .059 per 1,000 population.

Farmers Markets



State	Farmers Markets 2012	Farmers Markets per 1000 Population
AL	148	0.058
AR	81	0.037
GA	120	0.016
KY	161	0.054
MS	74	0.028
MO	156	0.042
NC	216	0.038
SC	127	0.033
TN	92	0.019
VA	224	0.059

- The state has 728 farms producing and delivering commodity under production contracts, with these primarily being broiler operations. North Carolina has the largest number, with these arising from broilers, hogs & pigs, turkeys, and eggs.

Farms Producing & Delivering Under Production Contracts

State	Broilers	Eggs	Pullets	Turkeys	Custom Fed Cattle	Hogs and Pigs	Other cattle, livestock	Grains and Oilseeds	Veg, Melons, Potatoes	Other crops	Total
AL	2,370	443	184	---	---	34	10	---	---	---	3,023
AR	2,416	531	247	257	---	119	266	---	3	---	3,540
GA	2,173	517	215	---	---	25	9	---	---	---	2,910
KY	462	90	40	1	---	28	67	---	---	---	682
MS	1,404	205	69	---	---	38	46	---	---	---	1,759
MO	366	12	67	329	7	256	121	---	5	---	1,189
NC	1,838	448	226	522	---	1,522	68	4	---	---	4,351
SC	397	54	24	---	4	147	5	3	---	---	643
TN	547	90	40	---	---	30	22	---	1	---	728
VA	523	76	29	218	9	37	84	1	---	---	962