Yavapai County, Arizona
Local Food Economy

Highlights of a data compilation
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Yavapai County (Arizona)
190,628 residents hold $3.9 billion in annual purchasing power (2004).

The county's ranches & farms (2002)

Land:
- 575 ranches and farms. This is 8% of Arizona's total. Yavapai County had 654 farms and ranches in 1997, so the number of farms/ranches fell 17% from 1997 to 2002.
- 59 (10%) of county farms and ranches are 1,000 acres or more, and 380 (66%) are less than 50 acres.
- 720,362 acres in farms and ranches in 2002, 10% less than 1997 (797,574 acres).
- Yavapai County has 2.7% of Arizona's farm and ranch land.
- 28,534 acres of cropland, of which 4,886 acres (17%) was harvested.
- 10,304 acres of irrigated land.
- Average value of land and buildings per ranch/farm is $737,949.

Ownership:
- 9 Native American-operated farms, 5 Asian, and 42 Hispanic.
- 146 farms are operated principally by women.

Sales:
- The Agriculture Census reports that $37.3 million of crops and livestock were sold in 2002. Bureau of Economic Analysis data state that total sales of crops and livestock in that year were $29.9 million.
- The Agriculture Census does not report a breakdown of livestock and products sold for Yavapai County in 2002. Bureau of Economic Analysis data show that $27.9 million were sold in 2002.
- Thus, 93% of agricultural sales are livestock or livestock products, according to BEA.
- The number of farms/ranches selling livestock, poultry and related products fell 27% from 1997 to 2002 (451 to 328 according to the Census), while the amount of products sold fell 17% from $38.8 million to $27.9 million (according to BEA).
- 314 (55%) farms and ranches sold less than $2,500 of food products.
• 42 (7%) farms and ranches sold more than $100,000 of food products.
• 77% of county farms reported net losses in 2002.
• 26 farms collected $272,000 in federal support payments. Note that BEA data, listed below, is substantially higher.

Cattle & Dairy:
• 263 ranches and farms hold an inventory of 37,508 cattle. 29,726 (79%) were sold in 2002.
• Number of ranches and farms selling cattle dropped 40% from 1997 to 2002 (332 to 199).
• The County's cattle inventory was 76,657 in 1997, so inventory fell 55% in five years.
• County cattle sales totaled $15.4 million in 1997, but sales were not reported for 2002.
• Yavapai County sold 4% of the cattle sold in Arizona in 1997.
• 63% of Yavapai County's cattle inventory lived on 17 ranches with 500 or more cattle (2002).
• 31% of the county's cattle ranches raised fewer than 10 animals.
• 19 farms raise milk cows. 17 of these farms have less than 10 cows. One has over 500.
• Number of farms selling milk rose from 4 to 7 (1997 to 2002).
• 50 farms produce 11,832 tons of forage crops (hay, etc.)

Other livestock & animal products:
• 10 farms hold an inventory of 113 hogs and pigs. Eight farms sold 52 animals. (There were 25 farms selling hogs and pigs in 1997). Sales fell from $13,000 to $3,000 from 1997-2002.
• 48 farms have an inventory of 288 sheep and lambs, all held on farms having less than 25 sheep each. 116 animals were sold in 2002 for total sales of $32,000. Another 1,736 tons of wool were sold, but no sales amount was given.
• This is an increase in 25% of the number of farms raising or selling sheep and lambs over 1997, but a 32% in inventory and a 57% fall in animal sales.
• 49 farms sell poultry and eggs, selling a total of $165,000 of products. Although this is 10 more farms than in 1997, sales plummeted 79% from the 1997 level ($780,000).
• 65 farms have a total of 1,398 laying hens.
• 6 farms sell broiler chickens.
• 92 farms have horses, mules, burros, etc.

Vegetables & Melons (some sources state that Ag Census data does not fully represent vegetable production):
• 23 farms sell vegetables.
• 5 farms raise 8 acres of snap beans.
• 3 farms raise cabbage.
• 8 farms raise 6 acres of cantaloupes.
• 10 farms raise 7 acres of cucumbers and pickles.
• 2 farms raise fresh herbs.
• 3 farms raise lettuce.
• 8 farms raise 4 acres of okra.
• 1 farm raises onions.
• 10 farms raise 5 acres of sweet peppers.
• 11 farms raise 3 acres of chile peppers.
• 4 farms raise pumpkins.
• 13 farms raise 12 acres of squash.
• 9 farms raise sweet corn.
• 16 farms raise 4 acres of tomatoes.
• 6 farms raise watermelons.

Fruits (some farmers state that Ag Census data does not fully represent fruit production):
• The county has 118 farms with a total of 463 acres of orchards. This is an increase of nearly 120% in both number of farms and acres of orchards.
• 42 farms raise 41 acres of apples.
• 20 farms raise 5 acres of apricots.
• 12 farms raise sweet cherries.
• 25 farms raise 158 acres of grapes.
• 1 nectarine orchard.
• 29 farms raise peaches.
• 16 farms raise 4 acres of pears.
• 14 farms raise 2 acres of plums and prunes.
• 3 farms raise grapefruit.
• 3 farms raise oranges.
• 3 farms raise tangerines.
• 5 farms raise 1 acre of almonds.
• 61 farms raise 162 acres of pecans.
• 1 farm raises pistachios.
• 4 farms raise walnuts.

Grains:
• 4 farms sell corn for grain.
• 4 farms sell 1,810 tons of corn for silage.
• 2 farms sell oats.
• 2 farms sell wheat for grain.
• 1 farm sells barley.

Direct and organic sales:
• 17 farms in Yavapai County sold $106,000 of organic food products.
• 69 farms in Arizona sold $3.4 million of organic food products in 2002.
• Thus, Yavapai County has 25% of all Arizona farms selling organic products, but only 3% of organic sales.
• 89 farms sell $225,000 of food directly to consumers. This is a decrease of 27% in both the number of farms selling direct (70 in 1997) and in direct sales ($310,000) from 1997 to 2002.
• Yavapai County has 12.5% of the state's farms selling food directly, but only 6% of Arizona's direct sales.
• The County has 2 aquaculture (fish) farms.

Ranking in Arizona:
• Ranks first in Arizona in broiler chickens.
• Ranks second in Arizona in pigeon inventory.
• Ranks third in Arizona in poultry sales.
• Ranks third in Arizona in horses and ponies.
• Ranks third in Arizona in acres of watermelon.
Balance of Cash Receipts and Production Costs (BEA):
Yavapai County ranchers and farmers sell $34.4 million of food commodities per year (2002-2004 average), yet spend $43.2 million to raise them, losing an average of $8.8 million in production costs each year.

77% of the county's farms and ranches reported a net loss in 2002 (Ag Census). Producers have endured a total loss of $26 million over the last 3 years. Yavapai County farmers and ranchers earned $8.7 million more from selling commodities in 1969 than they earned in 2004 (in 2004 dollars).

Farmers and ranchers earn another $700,000 per year of farm-related income — primarily custom work, rental income — and collect another $900,000 of federal supports, to help cover the costs of farming. (3-year average for 2002-2004). Note that the Bureau of Economic Analysis reports far more government payments than does USDA (see above).

The county’s consumers:
Yavapai County consumers spend $437 million buying food each year, including $255 million for home use. Most of this food is produced outside the region. Only $225,000 of food products (0.6%) are sold by farmers directly to consumers.

Farm and food economy summary:
Farmers lose $8 million each year producing food commodities, and also spend $18 million buying outside inputs, while consumers spend $260 million buying food from outside. This is a total loss to the region of $286 million of potential wealth each year. This loss amounts to more than 7 times the value of all food commodities raised in the region.

Yavapai County markets: food for home use (2004):

<table>
<thead>
<tr>
<th>Category</th>
<th>Millions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Meats, poultry, fish, and eggs</td>
<td>$ 65</td>
</tr>
<tr>
<td>Fruits &amp; vegetables</td>
<td></td>
</tr>
<tr>
<td>Cereals and bakery products</td>
<td>29</td>
</tr>
<tr>
<td>Dairy products</td>
<td>34</td>
</tr>
<tr>
<td>“Other,” incl. sweets, fats, &amp; oils</td>
<td>83</td>
</tr>
</tbody>
</table>
Key data sources:

**Bureau of Economic Analysis data on farm production balance**
http://www.bea.doc.gov/bia/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., including Minnesota, Iowa, California, and Hawaii: http://www.crcworks.org/fffc.pdf.

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 by Ken Meter at a keynote appearance to the Minnesota Rural Partners Summit in July, 2005: http://www.crcworks.org/metersummit05.pdf.

To get a brief list of essential food facts, many of which are cited in the presentation above, http://www.crcworks.org/foodmarkets.pdf.

To link to further analysis of farm and food economies in the U.S.: http://www.crcworks.org/rural.html.

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