

# Crossroads Resource Center

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

### **Upper Peninsula (Michigan) Local Farm & Food Economy**

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for  
**U.P. Food Exchange**

October 30, 2013

*Covers Alger, Baraga, Chippewa, Delta, Dickinson, Gogebic, Houghton, Iron, Keewenaw, Luce,  
Mackinac, Marquette, Menominee, Ontonagon, & Schoolcraft Counties in Michigan*

#### **Upper Peninsula Region (Bureau of Economic Analysis, 2011)**

311,629 residents receive \$9.6 billion of income annually. Personal income increased 82% from 1969 to 2011, after dollars were adjusted for inflation. The most important source of personal income is transfer payments (from government programs such as pensions), which account for \$2.9 billion [see below]. Government jobs rank second, with \$1.9 billion. Capital income (from interest, rent or dividends), ranks third at \$1.5 billion. Retail workers earn about \$422 million. Note that income from public sources makes up 50% of personal income earned in the region.

Income earned from transfer payments includes \$1 billion of retirement and disability insurance benefits; \$1.2 billion of medical benefits; \$276 million of income maintenance benefits; \$121 million of unemployment insurance; and \$108 million of veterans' benefits.

Government income includes \$237 million of income earned by federal workers and \$1.6 billion earned by state and local government workers. Military personnel earn \$51 million of personal income.

Although population has increased 4% since 1969, there has been only limited public planning to assure a secure and stable food supply.

#### **Issues affecting low-income residents of the U.P.:**

Nearly 98,000 residents (33%) 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 \$206 million each year buying food, including \$32 million of SNAP benefits (formerly known as food stamps) and additional WIC coupons. 555 of the region's 2,193 farmers receive an annual combined total of \$3.8 million in subsidies (23-year average, 1989-2011), mostly to raise crops such as corn or soybeans that are sold as commodities, not to feed local residents. *Data from Federal Census of 2007-2011, Bureau of Labor Statistics, & Bureau of Economic Analysis.*

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9% percent of the region's households (more than 32,000 residents) earn less than \$10,000 per year. *Source: Federal Census of 2007-2011.*

17% of all adults aged 18-64 in Michigan carried no health insurance in 2010, up from 10% in 1995. *Source: Centers for Disease Control.*

**Food-related health conditions:**

23% of Michigan residents reported in 2009 that they eat five or more servings of fruit or vegetables each day. 77% do not. This level of adequate consumption is the same as the 1996 rate. 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.*

52% of Michigan adults reported in 2009 that they have at least 30 minutes of moderate physical activity five or more days per week, or vigorous physical activity for 20 or more minutes three or more days per week. This is an increase over 46% in 2001. *Source: Centers for Disease Control.*

10% of Michigan residents have been diagnosed with diabetes. *Source: Centers for Disease Control.* Medical costs for treating diabetes and related conditions in the state are estimated at \$8 billion per year. If these costs were apportioned to the Upper Peninsula based on its share of the state population, this would result in medical costs of \$250 million per year for the U.P. itself [*Note that there is no reason to assume that medical costs for these conditions are as high in the U.P. as they are in the rest of the state, where diabetes rates run as high as 12%*]. *Source: American Diabetes Association.*

67% of Michigan residents are overweight (35%) or obese (32%), up from 55% in 1995. *Source: Centers for Disease Control.*

**The region's farms (Agricultural Census, 2007)**

*Agricultural Census data for 2007 were released February 4, 2009*

*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:*

- 2,193 farms. This is 4% of Michigan farms.
- The Upper Peninsula had 7% more farms in 2007 than in 2002. Some of this may be due to census takers making better contact with small farms.
- 100 (5%) of these are 1,000 acres or more in size.
- 579 (26%) farms are less than 50 acres.
- Average farm size is 236 acres, significantly more than the state average of 179 acres.
- The region has 517,000 acres of land in farms.
- This amounts to 5% of the state's farmland.
- The Upper Peninsula region holds 211,000 acres of harvested cropland.

- At least 1,886 of these acres are irrigated. *Note that data for irrigated land in Alger, Gogebic, Luce, Mackinac, and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- Average value of land and buildings per farm was \$506,000. This was less than the 2007 state average of \$611,000.

*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 \$83 million of crops and livestock in 2007.
- Farm product sales most likely increased from 2002 to 2007, but data for 2002 farm product sales in Keweenaw County were suppressed by the USDA in an effort to protect confidentiality. In that time period 10 of the 15 remaining counties showed increases in sales.
- At least \$23 million of crops were sold. *Note that data for crop sales in Keweenaw County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- Over \$60 million of livestock and products were sold. *Note that data for sales of livestock and their products in Keweenaw County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 1,500 (68%) of the region’s farms sold less than \$10,000 of products in 2007.
- Total sales from these small farms were \$3.3 million, 4% of the region’s farm product sales.
- 188 (9%) of the region’s farms sold more than \$100,000 of products.
- Total sales from these larger farms were \$48 million, 58% of the region’s farm product sales.
- 61% of the region’s farms (1,335 of 2,193) reported net losses in 2007. This is more than the Michigan state average of 55%.
- 555 (25%) of the Upper Peninsula’s farmers collected a combined total of at least \$1.9 million of federal subsidies in 2007. *Note that data for subsidies received in Gogebic and Luce counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

### Top farm products of Upper Peninsula (2007).

Note: \*\*Due to data suppression, all totals below are incomplete.

Product	\$ Millions
Milk	**42
Forage crops (hay, etc.)	**6
Vegetables	**5
Corn	**2
Ornamentals	**1
Fruits, tree nuts, and berries	**1

#### Production Expenses:

- Feed purchases were the largest single expense for the Upper Peninsula's farmers in 2007, totaling \$15 million (20% of production expenses).
- Depreciation expenses ranked as the second most important expense, at \$11 million (15%).
- Supplies, repairs, and maintenance cost farmers \$9.3 million (13%).
- Hired farm labor cost at least \$7 million (9%). *Note that data for hired farm labor expenses in Luce County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- Gasoline, fuel, and oil costs totaled \$7 million (9%).
- Interest expenses were \$5.3 million (7%).
- Fertilizer, lime, and soil conditioners cost Upper Peninsula farmers at least \$4.9 million (7%). *Note that data for fertilizer, lime, and soil conditioner expenses in Gogebic, and Keweenaw counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- Property tax payments were \$4.9 million (7%).

#### Cattle & Dairy:

- 761 farms hold an inventory of 49,000 cattle.
- 20,000 cattle were sold by farmers in 2007 for total sales of at least \$12 million. *Note that data for sales of cattle in Delta and Keweenaw counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 506 farms raise beef cows.
- 150 farms raise milk cows.
- 146 farms produced corn for silage.
- 1,345 farms produced 216,000 tons of forage crops (hay, etc.) on 159,000 acres.
- 955 farms sold at least \$5.7 million of forage. *Note that data for sales of forage crops in Dickinson, Gogebic, Iron, Keweenaw, Ontonagon, and Schoolcraft counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

#### Other Livestock & Animal Products:

- 100 farms hold an inventory of at least 2,164 hogs and pigs. *Note that data for hog and pig inventory in Alger, Baraga, Luce, and Marquette counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

- 129 farms sold at least 4,782 hogs and pigs, worth over \$442,000 in 2007. *Note that data for number of hogs and pigs sold in Baraga, Luce, and Ontonagon counties, and sales of hogs and pigs in Baraga, Luce, Marquette, and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete.*
- 112 farms hold an inventory of at least 3,413 sheep and lambs. *Note that data for inventory of sheep and lambs in Alger, Baraga, Dickinson, Ontonagon, and Schoolcraft counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 101 farms sold at least \$338,000 worth of sheep, goats, and lambs in 2007. *Note that data for sales of sheep, goats, and lambs in Alger, Baraga, Menominee, and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 293 farms hold an inventory of at least 7,000 laying hens. *Note that data for laying hen inventory in Baraga County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 30 farms raise broiler chickens.
- 13 farms engage in aquaculture.
- 107 farms raise horses and ponies.

*Grains, Oil Seeds, & Edible Beans:*

- 351 farms produced at least \$4.4 million of grains, oil seeds, and edible beans. *Note that data for sales of grains, oil seeds, and edible beans in Luce County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 119 farms produced at least 988,000 bushels of corn on over 12,000 acres, worth at least \$1.8 million. *Note that data for bushels and acreage of corn in Alger, Baraga, Chippewa, Luce, Marquette, and Ontonagon counties, and sales of corn in Baraga, Chippewa, Dickinson, Houghton, Marquette, Ontonagon, and Schoolcraft counties were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete.*
- 14 farms produced soybeans. *Note that data for acreage and bushels of soybeans grown were suppressed in 3 of 4 of the counties growing soybeans. Menominee County has 11 of the 13 soybean farms in the region and produces 12,000 bushels of soybeans on 846 acres. All data for sales of soybeans were suppressed by the USDA in an effort to protect confidentiality.*
- 30 farms produced wheat. *Note that data for acreage and bushels of wheat were suppressed in 6 of the 9 counties producing wheat.*

*Vegetables & Melons (some farmers state that Ag Census data does not fully represent vegetable production):*

- 128 farms worked at least 2,344 acres to produce vegetables, worth over \$4.7 million. *Note that data for acreage and sales of vegetables in Luce, Mackinac, and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality so these totals are incomplete.*
- This represents a 28 farm increase (from 100) over 2002 levels.
- 57 farms raised potatoes.

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

- 109 farms in the region hold 401 acres of orchards.
- 128 farms sold at least \$1 million of fruits, nuts, and berries. *Note that data for sales of fruits, nuts, and berries in Delta, Iron, Mackinac, Marquette, and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

*Nursery & Greenhouse Plants:*

- 52 farms sold at least \$1.2 million worth of ornamentals in 2007. *Note that data for sales of ornamentals in Dickinson, Gogebic, Luce, Marquette, Ontonagon, and Schoolcraft counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- This represents a 3 farm decrease since 2002 levels.
- 69 farms sold Christmas trees.

*Direct & Organic Sales:*

- 305 farms sell \$1.17 million of food products directly to consumers. This is a 41% increase of number of farms (217 in 2002) selling direct, and a 10% increase in direct sales over 2002 sales of \$1.06 million.
- This amounts to 1% of farm product sales, more than double the national average of 0.4%.
- Menominee County leads the region in direct sales, with \$216,000.
- 154 farms in the region sold at least \$18,000 of organic products. *Note that data for organic sales in 7 of the 11 counties selling organic products were suppressed by the USDA in an effort to protect confidentiality.*
- For comparison, 582 farms in Michigan sold \$32 million of organic food products.
- 17 farms market through community supported agriculture (CSA).
- 80 farms produce and sell value-added products.

*Conservation Practices:*

- 415 farms use conservation methods such as no-till, limited tilling, filtering field runoff to remove chemicals, fencing animals to prevent them from entering streams, etc.
- 433 farms practice rotational or management intensive grazing.
- 33 farms generate energy or electricity on the farm.

*Other Crops:*

- 246 farms produced 421,000 bushels of oats on 8,541 acres. *Sales data for oats are not available.*
- 139 farms produced at least 251,000 bushels of barley on over 5,351 acres, worth more than \$491,000. *Note that data for acreage of barley in Baraga, Gogebic, and Luce counties, data for bushels of barley in Baraga, Gogebic, Luce, and Marquette counties, and data for sales of barley in Baraga, Gogebic, Iron, Luce, and Marquette counties were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete.*

**Limited-resource farms and others in the Upper Peninsula.  
(Census of Agriculture, 2007)**

*Note: \*\* denotes that data have been suppressed*

<b>Small family farms:</b>	<b>Farms</b>	<b>Percent</b>	<b>Acres</b>	<b>Percent</b>
Limited-resource	380	17%	66,055	13%
Retirement	515	23%	105,551	20%
Residential/lifestyle	808	37%	132,119	26%
Farming occupation/lower sales	267	12%	67,117	13%
Farming occupation/higher sales	80	4%	46,604	9%
<b>Large family farms</b>	34	1%	21,764	5%
<b>Very large family farms</b>	32	3%	25,592	2%
<b>Nonfamily farms</b>	67	0%	11,680	0%
<b>Total</b>	<b>2,183</b>		<b>476,482</b>	

*Definition of terms (Agricultural Census 2007):*

**Limited-resource farms** have market value of agricultural products sold gross sales of less than \$100,000, and total principal operator household income of less than \$20,000.

**Retirement farms** have market value of agricultural products sold of less than \$250,000, and a principal operator who reports being retired.

**Residential/lifestyle farms** have market value of agricultural products sold of less than \$250,000, and a principal operator who reports his/her primary occupation as other than farming.

**Farming occupation/lower-sales farms** have market value of agricultural products sold of less than \$100,000, and a principal operator who reports farming as his/her primary occupation.

**Farming occupation/higher-sales farms** have market value of agricultural products sold of between \$100,000 and \$249,999, and a principal operator who reports farming as his/her primary occupation.

**Large family farms** have market value of agricultural products sold between \$250,000 and \$499,999.

**Very large family farms** have market value of agricultural products sold of \$500,000 or more.

**Nonfamily farms are farms** organized as nonfamily corporations, as well as farms operated by hired manager.

## County and State Highlights

### **Alger County highlights (Agriculture Census 2007):**

- 86 farms, 19 more farms than in 2002.
- Alger County has 18,000 acres of land in farms.
- Farmers sold \$2.8 million of products in 2007.
- \$337,000 (12%) of these sales were crops.
- \$2.45 million (88%) of these sales were livestock.
- The most prevalent farm size is 10 to 49 acres, with 31 farms (36%) in this category.
- The next most prevalent is 180 to 499 acres, with 23 (27%) farms.
- 2 farms (2%) are 1,000 acres or more.
- 33 farms (38%) are less than 50 acres.
- 65 farms (76%) sold less than \$10,000 in farm products.
- 8 farms (9%) sold more than \$100,000 in farm products.
- Alger County ranks 10<sup>th</sup> in Michigan for acreage of barley, with 412.
- 19 farms sold \$62,000 of food directly to consumers. This is a 6-farm increase in the number of farms selling direct, and a 50% decrease in direct sales since 2002 sales of \$124,000.
- Direct sales were 2% of farm product sales, 5 times the national average of 0.4%.

### **Baraga County highlights (Agriculture Census 2007):**

- 76 farms, 13 more farms than in 2002.
- Baraga County has 19,000 acres of land in farms.
- Farmers sold \$1.34 million of products in 2007.
- \$760,000 (57%) of these sales were crops.
- \$581,000 (43%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 25 farms (33%) in this category.
- The next most prevalent is 10 to 49 acres, with 22 (29%) farms.
- 6 farms (8%) are 1,000 acres or more.
- 22 farms (29%) are less than 50 acres.
- 54 farms (71%) sold less than \$10,000 in farm products.
- 3 farms (4%) sold more than \$100,000 in farm products.
- Baraga County ranks first in Michigan for acreage of dry edible peas, but *acreage figures were not released by the USDA in an effort to protect confidentiality.*
- The county ranks 8<sup>th</sup> in the state for acreage of barley, but *acreage figures were not released by the USDA in an effort to protect confidentiality.*
- 13 farms sold \$113,000 of food directly to consumers. This is a 6-farm increase in the number of farms selling direct, and a 232% increase in direct sales over 2002 sales of \$34,000.
- Direct sales were 8% of farm product sales, 20 times the national average of 0.4%.

**Chippewa County highlights (Agriculture Census 2007):**

- 401 farms, 8% more than in 2002.
- Chippewa County has 99,000 acres of land in farms.
- Farmers sold \$9.4 million of products in 2007.
- \$3.44 million (37%) of these sales were crops.
- \$5.94 million (63%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 153 farms (38%) in this category.
- The next most prevalent is 180 to 499 acres, with 102 (25%) farms.
- 15 farms (4%) are 1,000 acres or more.
- 89 farms (22%) are less than 50 acres.
- 256 farms (64%) sold less than \$10,000 in farm products.
- 24 farms (6%) sold more than \$100,000 in farm products.
- Chippewa County ranks 1<sup>st</sup> in Michigan for acreage of forage crops (hay, etc.) with 47,000.
- The county ranks 2<sup>nd</sup> in the state for acreage of fields and grass seed crops, with 317.
- Chippewa County ranks 4<sup>th</sup> in the state for acreage of barley, with 1,025.
- The county ranks 5<sup>th</sup> in the state for sales of sheep, goats, and their products, with \$288,000.
- Chippewa County ranks seventh in the state for acreage of oats, with 1,631.
- The county ranks 8<sup>th</sup> in Michigan for aquaculture sales with \$237,000.
- Chippewa County ranks 8<sup>th</sup> in the state for inventory of sheep and lambs, with 2,549.
- 54 farms sold \$165,000 of food directly to consumers. This is a 93% increase in the number of farms selling direct (28 in 2002), and a 129% increase in direct sales over 2002 sales of \$72,000.
- Direct sales were 2% of farm product sales, 5 times the national average of 0.4%.

**Delta County highlights (Agriculture Census 2007):**

- 290 farms, 17 more farms than in 2002.
- Delta County has 78,000 acres of land in farms.
- Farmers sold \$11.6 million of products in 2007.
- \$4.4 million (38%) of these sales were crops.
- \$7.2 million (62%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 124 farms (43%) in this category.
- The next most prevalent is 180 to 499 acres, with 62 (21%) farms.
- 22 farms (8%) are 1,000 acres or more.
- 56 farms (19%) are less than 50 acres.
- 173 farms (60%) sold less than \$10,000 in farm products.
- 35 farms (12%) sold more than \$100,000 in farm products.
- Delta County ranks 2<sup>nd</sup> in Michigan for acreage of barley, with 1,249.
- The county ranks 3<sup>rd</sup> in the state for inventory of mink, but inventory *figures were not released by the USDA in an effort to protect confidentiality.*
- Delta County ranks 10<sup>th</sup> in the state for acreage of oats, with 1,563.

- 22 farms sold \$58,000 of food directly to consumers. This is a 7-farm (24%) decrease in the number of farms selling direct, and an 87% decrease in direct sales since 2002 sales of \$461,000.
- Direct sales were 0.5% of farm product sales, more than the national average of 0.4%.

**Dickinson County highlights (Agriculture Census 2007):**

- 161 farms, 15 more farms than in 2002.
- Dickinson County has 25,000 acres of land in farms.
- Farmers sold \$4.6 million of products in 2007.
- \$2 million (43%) of these sales were crops.
- \$2.6 million (57%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 63 farms (39%) in this category.
- The next most prevalent is 10 to 49 acres, with 42 (26%) farms.
- 1 farm (1%) is 1,000 acres or more.
- 32 farms (52%) are less than 50 acres.
- 126 farms (78%) sold less than \$10,000 in farm products.
- 13 farms (8%) sold more than \$100,000 in farm products.
- 12 farms sold \$33,000 of food directly to consumers. This is a one-farm decrease in the number of farms selling direct, and an 83% increase in direct sales over 2002 sales of \$18,000.
- Direct sales were 1% of farm product sales, more than double the national average of 0.4%.

**Gogebic County highlights (Agriculture Census 2007):**

- 42 farms, 7 less farms than in 2002.
- Gogebic County has 3,907 acres of land in farms.
- Farmers sold \$394,000 of products in 2007.
- \$125,000 (32%) of these sales were crops.
- \$270,000 (69%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 30 farms (71%) in this category.
- The next most prevalent is 10 to 49 acres, with 7 (17%) farms.
- No farms are 1,000 acres or more.
- 8 farms (19%) are less than 50 acres.
- 36 farms (86%) sold less than \$10,000 in farm products.
- No farms sold more than \$100,000 in farm products.
- Gogebic County ranks 1<sup>st</sup> in Michigan for acreage of wild rice, but *acreage figures were not released by the USDA in an effort to protect confidentiality.*
- 14 farms sold \$32,000 of food directly to consumers. This is an 11-farm (367%) increase in the number of farms selling direct, and a 357% increase in direct sales over 2002 sales of \$7,000.
- Direct sales were 8% of farm product sales, 20 times the national average of 0.4%.

**Houghton County highlights (Agriculture Census 2007):**

- 155 farms, 3 farms less than in 2002.
- Houghton County has 24,000 acres of land in farms.
- Farmers sold \$2.7 million of products in 2007.
- \$1 million (37%) of these sales were crops.
- \$1.7 million (63%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 60 farms (39%) in this category.
- The next most prevalent is 10 to 49 acres, with 50 (32%) farms.
- 2 farms (1%) are 1,000 acres or more.
- 55 farms (35%) are less than 50 acres.
- 125 farms (81%) sold less than \$10,000 in farm products.
- 4 farms (3%) sold more than \$100,000 in farm products.
- 44 farms sold \$164,000 of food directly to consumers. This is a 15-farm (52%) increase in the number of farms selling direct, and a 46% increase in direct sales over 2002 sales of \$112,000.
- Direct sales were 6% of farm product sales, 15 times the national average of 0.4%.

**Iron County highlights (Agriculture Census 2007):**

- 111 farms, 5 more farms than in 2002.
- Iron County has 28,000 acres of land in farms.
- Farmers sold \$1.9 million of products in 2007.
- \$1.4 million (74%) of these sales were crops.
- \$512,000 (26%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 46 farms (41%) in this category.
- The next most prevalent is 10 to 49 acres, with 29 (26%) farms.
- 4 farms (4%) are 1,000 acres or more.
- 32 farms (29%) are less than 50 acres.
- 83 farms (75%) sold less than \$10,000 in farm products.
- 3 farms (3%) sold more than \$100,000 in farm products.
- 12 farms sold \$12,000 of food directly to consumers. This is a two-farm decrease in the number of farms selling direct, and a 56% decrease in direct sales since 2002 sales of \$27,000.
- Direct sales were 1% of farm product sales, more than double the national average of 0.4%.

**Keweenaw County highlights (Agriculture Census 2007):**

- 8 farms, 3 fewer farms than in 2002.
- Keweenaw County has 1,602 acres of land in farms.
- Farmers sold \$6,000 of products in 2007.
- *Sales of crops and livestock in Keweenaw County were suppressed by the USDA in an effort to protect confidentiality.*
- The most prevalent farm size is 50 to 179 acres, with 4 farms (50%) in this category.

- The next most prevalent is 10 to 49 acres, with 3 (38%) farms.
- 1 farm (13%) is 1,000 acres or more.
- 3 farms (38%) are less than 50 acres.
- 8 farms (100%) sold less than \$10,000 in farm products.
- No farm sold more than \$100,000 in farm products.
- No farms sold directly to consumers.

**Luce County highlights (Agriculture Census 2007):**

- 41 farms, 11 more farms than in 2002.
- Luce County has 8,819 acres of land in farms.
- Farmers sold \$2.55 million of products in 2007.
- \$2.22 million (87%) of these sales were crops.
- \$334,000 (13%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 18 farms (44%) in this category.
- The next most prevalent is 10 to 49 acres, with 9 (22%) farms.
- 2 farms (5%) are 1,000 acres or more.
- 12 farms (29%) are less than 50 acres.
- 26 farms (63%) sold less than \$10,000 in farm products.
- 6 farms (15%) sold more than \$100,000 in farm products.
- 8 farms sold \$42,000 of food directly to consumers. This is a 3-farm increase in the number of farms selling direct, and a 282% increase in direct sales over 2002 sales of \$11,000.
- Direct sales were 2% of farm product sales, 5 times the national average of 0.4%.

**Mackinac County highlights (Agriculture Census 2007):**

- 89 farms, 13 more farms than in 2002.
- Mackinac County has 22,000 acres of land in farms.
- Farmers sold \$4.298 million of products in 2007.
- \$409,000 (10%) of these sales were crops.
- \$3.9 million (90%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 41 farms (46%) in this category.
- The next most prevalent is 180 to 499 acres, with 20 (22%) farms.
- 4 farms (4%) are 1,000 acres or more.
- 18 farms (20%) are less than 50 acres.
- 54 farms (61%) sold less than \$10,000 in farm products.
- 6 farms (7%) sold more than \$100,000 in farm products.
- 7 farms sold \$21,000 of food directly to consumers. There was no change in the amount of farms selling direct since 2002, and a 50% increase in direct sales over 2002 sales of \$14,000.
- Direct sales were 0.5% of farm product sales, more than the national average of 0.4%.

**Marquette County highlights (Agriculture Census 2007):**

- 144 farms, 16 farms less than in 2002.
- Marquette County has 30,000 acres of land in farms.
- Farmers sold \$3.8 million of products in 2007.
- \$1.38 million (36%) of these sales were crops.
- \$2.44 million (64%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 60 farms (42%) in this category.
- The next most prevalent is 10 to 49 acres, with 44 (31%) farms.
- 6 farms (4%) are 1,000 acres or more.
- 51 farms (35%) are less than 50 acres.
- 121 farms (84%) sold less than \$10,000 in farm products.
- 9 farms (6%) sold more than \$100,000 in farm products.
- 27 farms sold \$166,000 of food directly to consumers. This is a 10-farm (59%) increase in the number of farms selling direct, and a 1007% increase in direct sales over 2002 sales of \$15,000.
- Direct sales were 4% of farm product sales, 10 times the national average of 0.4%.

**Menominee County highlights (Agriculture Census 2007):**

- 419 farms, 13% more than in 2002.
- Menominee County has 104,000 acres of land in farms.
- Farmers sold \$33.6 million of products in 2007.
- \$3.3 million (10%) of these sales were crops.
- \$30.3 million (90%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 148 farms (35%) in this category.
- The next most prevalent is 10 to 49 acres, with 106 (25%) farms.
- 23 farms (5%) are 1,000 acres or more.
- 115 farms (27%) are less than 50 acres.
- 261 farms (62%) sold less than \$10,000 in farm products.
- 65 farms (16%) sold more than \$100,000 in farm products.
- Menominee County ranks 1<sup>st</sup> in Michigan for acreage of barley, with 1,614.
- The county ranks 1<sup>st</sup> in the state for inventory of mink, with 18,000.
- Menominee County ranks 7<sup>th</sup> in the state for acreage of Christmas trees, with 1,579.
- The county ranks 8<sup>th</sup> in the state for acreage of forage crops (hay, etc.), with 28,000.
- 47 farms sold \$216,000 of food directly to consumers. This is an 11-farm (30%) increase in the number of farms selling direct, and an 83% increase in direct sales over 2002 sales of \$118,000.
- Direct sales were 1% of farm product sales, more than double the national average of 0.4%.

**Ontonagon County highlights (Agriculture Census 2007):**

- 104 farms, 4 farms less than in 2002.
- Ontonagon County has 31,000 acres of land in farms.
- Farmers sold \$1.93 million of products in 2007.
- \$752,000 (39%) of these sales were crops.
- \$1.18 million (61%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 35 farms (34%) in this category.
- The next most prevalent is 180 to 499 acres, with 33 (32%) farms.
- 4 farms (4%) are 1,000 acres or more.
- 16 farms (15%) are less than 50 acres.
- 71 farms (68%) sold less than \$10,000 in farm products.
- 4 farms (4%) sold more than \$100,000 in farm products.
- Ontonagon County ranks 3<sup>rd</sup> in Michigan for acreage of field and grass seed crops, with 292.
- 12 farms sold \$44,000 of food directly to consumers. This is a 4-farm increase in the number of farms selling direct, and a 26% increase in direct sales over 2002 sales of \$35,000.
- Direct sales were 2% of farm product sales, 5 times the national average of 0.4%.

**Schoolcraft County highlights (Agriculture Census 2007):**

- 66 farms, 15 more than in 2002.
- Schoolcraft County has 27,000 acres of land in farms.
- Farmers sold \$2.4 million of products in 2007.
- \$1.5 million (63%) of these sales were crops.
- \$879,000 (37%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 21 farms (32%) in this category.
- The next most prevalent sizes are both 10 to 49 acres, and 180 to 499 acres, each with 17 (26%) farms.
- 8 farms (12%) are 1,000 acres or more.
- 17 farms (26%) are less than 50 acres.
- 41 farms (62%) sold less than \$10,000 in farm products.
- 8 farms (12%) sold more than \$100,000 in farm products.
- Schoolcraft County ranks 2<sup>nd</sup> in Michigan for acreage of dry edible peas, but *acreage figures were not released by the USDA in an effort to protect confidentiality.*
- The county ranks 8<sup>th</sup> in the state for acreage of oats, with 1,595.
- 14 farms sold \$39,000 of food directly to consumers. This is a 6-farm increase in the number of farms selling direct, and a 144% increase in direct sales over 2002 sales of \$16,000.
- Direct sales were 2% of farm product sales, 5 times the national average of 0.4%.

**State of Michigan highlights (Agriculture Census 2007):**

- 56,000 farms, 5% more than in 2002.
- Michigan has 10 million acres of land in farms.
- Farmers sold \$5.8 billion of products in 2007.
- \$3.33 billion (58%) of these sales were crops.
- \$2.42 billion (42%) of these sales was livestock.
- The most prevalent farm size is 10 to 49 acres, with 21,000 farms (37%) in this category.
- The next most prevalent is 50 to 179 acres, with 19,000 (34%) farms.
- 1,969 farms (4%) are 1,000 acres or more.
- 24,945 farms (45%) are less than 50 acres.
- 35,000 farms (62%) sold less than \$10,000 in farm products.
- 7,966 farms (14%) sold more than \$100,000 in farm products.
- Michigan ranks 3<sup>rd</sup> in the United States for sales of Christmas trees, with \$29 million.
- The state ranks 5<sup>th</sup> in the country for sales of fruit, tree nuts, and berries, with \$392 million.
- Michigan ranks 6<sup>th</sup> in the country for sales of ornamentals, with \$623 million.
- The state ranks seventh in the country for sales of milk with \$1.3 billion.
- Michigan ranks 7<sup>th</sup> in the country for acreage of corn for silage, with 297,000.
- The state ranks 9<sup>th</sup> in the country for vegetable sales, with \$347 million.
- 6,373 farms sold \$59 million of food directly to consumers. This is a 29% increase in the number of farms selling direct (4,925 in 2002), and a 58% increase in direct sales over 2002 sales of \$37 million.
- Direct sales were 1% of farm product sales, more than twice the national average of 0.4%.
- If direct food sales made up a single commodity, the value of these sales would fall just below the value of the state's 16<sup>th</sup>-most important product, cucumbers.
- 632 farms farm organically, with a total of 41,000 acres of harvested cropland, and 4,709 acres of pastureland.
- 14,000 acres on 477 farms are undergoing organic conversion.
- 582 farms in Michigan sold \$32 million of organic food products, including \$18 million of crops (this may include ornamental and greenhouse crops), \$3.6 million of livestock and poultry, and \$10.5 million of products from livestock and poultry (such as milk or eggs).
- 463 farms market through community supported agriculture (CSA).
- 2,194 farms produce value-added products.
- 15,220 farms use conservation methods such as no-till, limited tilling, filtering field runoff to remove chemicals, fencing animals to prevent them from entering streams, etc.
- 7,151 farms practice rotational or management intensive grazing.
- 417 farms generate energy or electricity on the farms.

**Michigan’s top farm products in 2011 (Economic Research Service)**

*The data in the table and pie chart below are for Michigan as a whole. See chart on next page.*

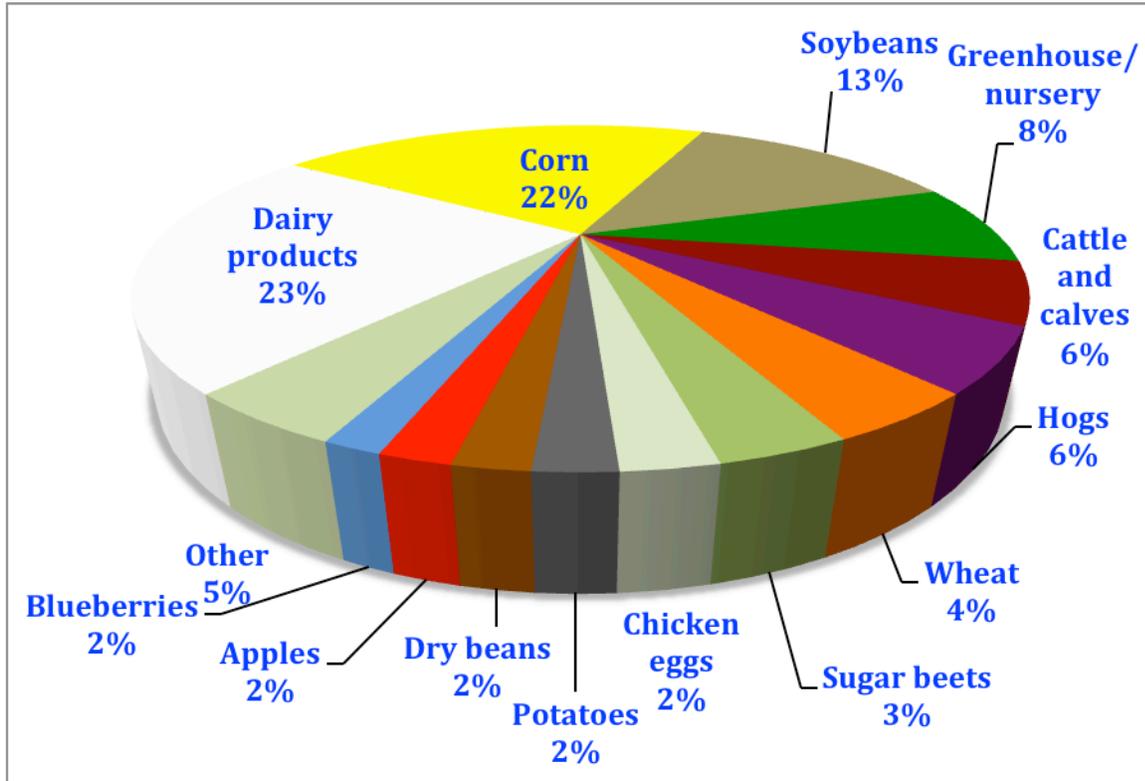
	<b>\$ millions</b>
1 Dairy products	1,774
2 Corn	1,676
3 Soybeans	1,022
4 Greenhouse/nursery	594
5 Cattle and calves	434
6 Hogs	419
7 Wheat	326
8 Sugar beets	262
9 Chicken eggs	190
10 Potatoes	162
11 Dry beans	151
12 Apples	143
13 Blueberries	119
14 Hay	69
15 Cherries	65
16 Cucumbers	61
17 Grapes	34
18 Squash	26
19 Beans, snap	24
20 Corn, sweet	21
21 Asparagus	17
22 Celery	13
23 Peppers, green	13

*Note: Turkeys & tomatoes were also listed among Michigan’s top 25 products, but sales figures for these products were not released by ERS, in an effort to protect confidentiality.*

If direct food sales made up a single commodity, the value of these sales would fall just below the value of the state’s 16<sup>th</sup>-most important product, cucumbers.

**Michigan's top farm products in 2011 (Economic Research Service)**

See table on previous page



Source: USDA Economic Research Service

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

2,193 U.P. farmers sell \$91.7 million of food commodities per year (1989-2011 average), spending \$93.6 million to raise them, for an annual loss of \$1.8 million. This is an average net loss of \$820 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 spent \$42 million more to produce crops and livestock over the years 1989 to 2011 than they earned by selling these products. In fact, farm production costs exceeded cash receipts for 17 years of that 23-year period. Moreover, 61% of the region's farms reported a net loss in 2007 (Ag Census), and U.P. farmers earned \$8 million less by selling commodities in 2011 than they earned in 1969 (in 2011 dollars).

Farmers earn another \$8.9 million per year of farm-related income — primarily custom work, and rental income (23-year average for 1989-2011). Federal farm support payments are also a more important source of net income than commodity production, averaging \$4.8 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.*

Upper Peninsula consumers spend \$777 million buying food each year, including \$478 million for home use. Most of this food is produced outside the peninsula, so U.P. consumers spend about \$700 million per year buying food sourced far away. More than \$1.2 million of food products (1% of farm cash receipts and 0.15% of the region's consumer market) 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 \$281 million in 2011 alone (BLS). This places additional pressure on U.P. consumers trying to buy food.

**Farm and food economy summary:**

Farmers lose \$1.8 million each year producing food commodities, and spend at least \$42 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 an outflow of \$44 million from the region.

Meanwhile, consumers spend \$700 million buying food from outside. Thus, total loss to the region is \$740 million of potential wealth *each year*. This loss amounts to *eight times* the value of all food products raised in the region.

**Upper Peninsula: markets for food eaten at home (2011):**

U.P. residents purchase \$777 million of food each year, including \$478 million to eat at home.

Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 98
Fruits & vegetables	87
Cereals and bakery products	68
Dairy products	51
“Other,” incl. Sweets, fats, & oils	174

If U.P. residents purchased \$5 of food each week directly from farmers in the region, this would generate \$80 million of new farm revenue (an 87% increase) for the region.

**Western U.P.: markets for food eaten at home (2011):**

Western U.P. residents purchase \$206 million of food each year, including \$127 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 26
Fruits & vegetables	23
Cereals and bakery products	18
Dairy products	14
“Other,” incl. Sweets, fats, & oils	46

If Western U.P. residents purchased \$5 of food each week directly from farmers in the region, this would generate \$21 million of new farm revenue for the region.

**Central U.P.: markets for food eaten at home (2011):**

Central U.P. residents purchase \$430 million of food each year, including \$265 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 55
Fruits & vegetables	48
Cereals and bakery products	38
Dairy products	28
“Other,” incl. Sweets, fats, & oils	97

If Central U.P. residents purchased \$5 of food each week directly from farmers in the region, this would generate \$45 million of new farm revenue for the region.

**Eastern U.P.: markets for food eaten at home (2011):**

Eastern U.P. residents purchase \$140 million of food each year, including \$86 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 18
Fruits & vegetables	16
Cereals and bakery products	12
Dairy products	9.2
“Other,” incl. Sweets, fats, & oils	32

If Eastern U.P. residents purchased \$5 of food each week directly from farmers in the region, this would generate \$15 million of new farm revenue for the region.

**Alger County: markets for food eaten at home (2011):**

Alger County residents purchase \$24 million of food each year, including \$15 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 3.0
Fruits & vegetables	2.7
Cereals and bakery products	2.1
Dairy products	1.6
“Other,” incl. Sweets, fats, & oils	5.4

**Baraga County: markets for food eaten at home (2011):**

Baraga County residents purchase \$22 million of food each year, including \$14 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 2.8
Fruits & vegetables	2.5
Cereals and bakery products	1.9
Dairy products	1.4
“Other,” incl. Sweets, fats, & oils	5.0

**Chippewa County: markets for food eaten at home (2011):**

Chippewa County residents purchase \$96 million of food each year, including \$59 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 12
Fruits & vegetables	11
Cereals and bakery products	8.4
Dairy products	6.3
“Other,” incl. Sweets, fats, & oils	22

**Delta County: markets for food eaten at home (2011):**

Delta County residents purchase \$92 million of food each year, including \$57 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 12
Fruits & vegetables	10
Cereals and bakery products	8.1
Dairy products	6.1
“Other,” incl. Sweets, fats, & oils	21

**Dickinson County: markets for food eaten at home (2011):**

Dickinson County residents purchase \$65 million of food each year, including \$40 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 8.3
Fruits & vegetables	7.3
Cereals and bakery products	5.7
Dairy products	4.3
“Other,” incl. Sweets, fats, & oils	14.6

**Gogebic County: markets for food eaten at home (2011):**

Gogebic County residents purchase \$41 million of food each year, including \$25 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 5.2
Fruits & vegetables	4.6
Cereals and bakery products	3.6
Dairy products	2.7
“Other,” incl. Sweets, fats, & oils	9.2

**Houghton County: markets for food eaten at home (2011):**

Houghton County residents purchase \$92 million of food each year, including \$56 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 12
Fruits & vegetables	10
Cereals and bakery products	8.0
Dairy products	6.0
“Other,” incl. Sweets, fats, & oils	21

**Iron County: markets for food eaten at home (2011):**

Iron County residents purchase \$29 million of food each year, including \$18 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 3.7
Fruits & vegetables	3.3
Cereals and bakery products	2.6
Dairy products	1.9
“Other,” incl. Sweets, fats, & oils	6.6

**Keweenaw County: markets for food eaten at home (2011):**

Keweenaw County residents purchase \$5.4 million of food each year, including \$3.3 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 0.7
Fruits & vegetables	0.6
Cereals and bakery products	0.5
Dairy products	0.4
“Other,” incl. Sweets, fats, & oils	1.2

**Luce County: markets for food eaten at home (2011):**

Luce County residents purchase \$16 million of food each year, including \$10 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 2.1
Fruits & vegetables	1.8
Cereals and bakery products	1.4
Dairy products	1.1
“Other,” incl. Sweets, fats, & oils	3.7

**Mackinac County: markets for food eaten at home (2011):**

Mackinac County residents purchase \$28 million of food each year, including \$17 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 3.5
Fruits & vegetables	3.1
Cereals and bakery products	2.4
Dairy products	1.8
“Other,” incl. Sweets, fats, & oils	6.2

**Marquette County: markets for food eaten at home (2011):**

Marquette County residents purchase \$168 million of food each year, including \$103 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 21
Fruits & vegetables	19
Cereals and bakery products	15
Dairy products	11
“Other,” incl. Sweets, fats, & oils	38

**Menominee County: markets for food eaten at home (2011):**

Menominee County residents purchase \$60 million of food each year, including \$37 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 7.6
Fruits & vegetables	6.7
Cereals and bakery products	5.2
Dairy products	3.9
“Other,” incl. Sweets, fats, & oils	13.5

**Ontonagon County: markets for food eaten at home (2011):**

Ontonagon County residents purchase \$17 million of food each year, including \$10 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 2.1
Fruits & vegetables	1.9
Cereals and bakery products	1.5
Dairy products	1.1
“Other,” incl. Sweets, fats, & oils	3.8

**Schoolcraft County: markets for food eaten at home (2011):**

Schoolcraft County residents purchase \$21 million of food each year, including \$13 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 2.7
Fruits & vegetables	2.4
Cereals and bakery products	1.9
Dairy products	1.4
“Other,” incl. Sweets, fats, & oils	4.8

**Michigan: markets for food eaten at home (2011):**

Michigan residents purchase \$24.6 billion of food each year, including \$15.1 billion to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 3,125
Fruits & vegetables	2,750
Cereals and bakery products	2,153
Dairy products	1,616
“Other,” incl. Sweets, fats, & oils	5,535

**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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