

# Crossroads Resource Center

7415 Humboldt Ave. S. / Minneapolis, Minnesota 55423 / 612.869.8664  
kmeter@crcworks.org www.crcworks.org

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

### **Dakota Fire Region (North & South Dakota) Local Farm & Food Economy**

by Ken Meter, Crossroads Resource Center (Minneapolis)<sup>1</sup>  
for  
**Dakotafire Media**

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*Covers Dickey, LaMoure, Logan, & Stutsman Counties of North Dakota and  
Brown, Clark, Day, Edmunds, Faulk, Marshall, McPherson, & Spink Counties of South Dakota*

#### **Dakota Fire Region (Bureau of Economic Analysis, 2012)**

98,893 residents receive \$5 billion of income annually. Personal income increased 130% from 1969 to 2012, after dollars were adjusted for inflation. This increase was realized primarily in the past 20 years. The only category of personal income for which personal income data is relatively complete is government jobs, with \$445 million.

Population has decreased 1% since 1969.

#### **Issues affecting low-income residents of the Dakota Fire region:**

Over 26,000 residents (28%) 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 receive \$5.3 million of SNAP benefits (formerly known as food stamps)<sup>2</sup> (24-year average, 1989-2012), and additional WIC coupons. The region's 7,231 farmers receive an annual combined total of \$183 million in subsidies (24-year average, 1989-2012), 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.*

8% percent of the region's households (over 7,600 residents) earn less than \$10,000 per year. *Source: Federal Census of 2007-2011.*

13% of adults aged 18-64 in North and South Dakota carried no health insurance in 2010. *Source: Centers for Disease Control.*

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<sup>1</sup> Considerable research assistance provided by Nick Wojciak.

<sup>2</sup> SNAP allocations totaled \$12 million in 2010, 2011, and 2012; the average listed above includes these figures.

**Food-related health conditions:**

23% of North Dakota residents, and 16% of South Dakotans, reported in 2009 that they eat five or more servings of fruit or vegetables each day. 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.*

About half of North and South Dakota adults report 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. *Source: Centers for Disease Control.*

7% of North and South Dakota residents have been diagnosed with diabetes. *Source: Centers for Disease Control.* Medical costs for treating overweightness, diabetes, and related conditions in the two states combined are estimated at \$710 million per year. *Source: American Diabetes Association.*

65% of North and South Dakota residents are overweight (37%) or obese (28%). *Source: Centers for Disease Control.*

**The region's farms (Agricultural Census, 2012)**

*Agriculture Census data for 2012 were released May 2, 2014*

*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:*

- 7,231 farms. This is 11% of the farms in North and South Dakota combined.
- The Dakota Fire region had 18 less farms in 2012 than in 2007.
- 2,577 (36%) of these are 1,000 acres or more in size.
- 923 (13%) farms are less than 50 acres.
- Average farm size is 1,224 acres.
- The region has 8.9 million acres of land in farms.
- This amounts to 11% of the combined farmland of North and South Dakota.
- The Dakota Fire region holds 5.5 million acres of harvested cropland.
- At least 69,000 of these acres are irrigated. *Note that data for irrigated land in Marshall County 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 \$2.7 million.

*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 \$3.6 billion of crops and livestock in 2012.
- Farm product sales increased by 93% from 2007 to 2012.

- \$2.7 billion of crops were sold.
- \$869 million of livestock and products were sold.
- 2,674 (37%) of the region’s farms sold less than \$10,000 of products in 2012.
- Total sales from these small farms were at least \$3.2 million, slightly more than 0.1% of the region’s farm product sales. *Note that data for sales of small farms in Logan, Faulk, Marshall, and McPherson counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 3,314 (46%) of the region’s farms sold more than \$100,000 of products.
- Total sales from these larger farms were \$3.5 billion, 99% of the region’s farm product sales.
- 25% of the region’s farms (1,814 of 7,231) reported net losses in 2012.
- 5,785 (80%) of the Dakota Fire region’s farmers collected a combined total of \$98 million of federal subsidies in 2012.

**Top farm products of the Dakota Fire region (2012).**

*Note: \*\* denotes sales data has been suppressed.*

<b>Products</b>	<b>\$ Millions</b>
Corn	1,419
Soybeans	943
Cattle and calves	632
Wheat	192
Hogs and pigs**	49
Poultry and eggs**	25
Milk from cows	20

*Production Expenses:*

- Fertilizer, lime, and soil conditioners were the largest single expense for Dakota Fire region farmers in 2012, totaling \$336 million (14% of production expenses).
- Purchases of seeds ranked as the second most important expense, at \$312 million (13%).
- Feed purchases were \$282 million (12%).
- Land and building rental cost farmers \$273 million (11%).
- Farmers charged \$269 million to depreciation (11%).
- Livestock purchases totaled \$227 million (9%).
- Farmers spent \$173 million on chemicals (7%).
- Supplies, repairs, and maintenance cost farmers \$155 million (6%).
- Gasoline, fuels, and oil costs totaled \$139 million (6%).

*Cattle & Dairy:*

- 2,924 farms hold an inventory of 754,000 cattle.
- 512,000 cattle were sold by farmers in 2012 for total sales of \$632 million.
- 2,582 farms raise beef cows.

- 66 farms raise milk cows.
- 795 farms produced corn for silage.
- 2,811 farms produced 851,000 tons of forage crops (hay, etc.) on 508,000 acres.

*Other Livestock & Animal Products:*

- 72 farms hold an inventory of at least 267,000 hogs and pigs. *Note that data for inventory of hogs and pigs in Dickey and LaMoure counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 70 farms sold more than 834,000 hogs and pigs in 2012, worth over \$49 million. 416,000 of the hogs and pigs sold came from Clark County alone. *Note that data for number of hogs and pigs sold in Dickey, LaMoure, Day, and Edmunds counties, and data for sales of hogs and pigs in Dickey, LaMoure, Day, Edmunds, Faulk, and Marshall counties were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete.*
- 260 farms hold an inventory of 22,000 sheep and lambs.
- 258 farms sold sheep, goats, and lambs in 2012.
- 191 farms hold an inventory of at least 9,468 laying hens. *Note that data for inventory of laying hens in Faulk County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 29 farms raise broiler chickens.
- 3 farms engage in aquaculture.
- 234 farms raise horses and ponies.

*Grains, Oil Seeds, & Edible Beans:*

- 3,686 farms produced at least \$2.5 billion of grains, oil seeds, and edible beans. *Note that data for sales of grains, oil seeds, and edible beans in Logan and McPherson counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 3,112 farms produced 230 million bushels of corn on 1.9 million acres, worth \$1.4 billion.
- This amounts to an average price per bushel of corn of \$6.09. *Note that this price is an approximation, and does not necessarily represent an actual price at which corn was sold.*
- 3,122 farms produced 73 million bushels of soybeans on 2.3 million acres, worth \$943 million.
- This amounts to an average price per bushel of soybeans of \$12.92. *Note that this price is an approximation, and does not necessarily represent an actual price at which soybeans was sold.*
- The total value of corn and soybeans amounted to 66% of all farm product sales in 2012.
- 1,440 farms produced 24 million bushels of wheat on 505,000 acres, worth \$192 million.
- This amounts to an average price per bushel of wheat of \$8.00. *Note that this price is an approximation, and does not necessarily represent an actual price at which wheat was sold.*
- 132 farms produced at least 1.7 million bushels of barley on over 32,000 acres.. *Note that data for bushels and acreage of barley in Edmunds and Faulk counties were suppressed by the USDA in an effort to protect confidentiality.*
- 201 farms produced 1.1 million bushels of oats on 19,000 acres.

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

- 34 farms produce vegetables.
- This represents a 23-farm increase in the number of farms over 2007 levels.
- 26 farms raised potatoes.

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

- 6 farms in the region have orchards.
- 15 farms sold fruits, nuts, and berries.

*Nursery & Greenhouse Plants:*

- 19 farms sold ornamentals in 2012.
- 4 farms sold Christmas trees.

*Direct & Organic Sales:*

- 110 farms sell \$665,000 of food products directly to consumers. This is a 9-farm decrease in farms selling direct since 2007.
- This amounts to 0.02% of farm product sales, far lower than the national average of 0.3%.
- Clark County leads the region in direct sales, with \$212,000.
- 46 farms in the region sold organic products.
- For comparison, 118 farms in North Dakota, and 82 farms in South Dakota, sold organic products.
- 18 farms market through community supported agriculture (CSA).
- 183 farms produce and sell value-added products.
- 28 farms marketed products directly to retail outlets.
- 6 farms had on-farm packing facilities.

*Conservation Practices:*

- 871 farms practice rotational or management intensive grazing.
- 11 farms harvested biomass for use in renewable energy.

**Operations by Legal Status for Tax Purposes in the Dakota Fire Region**  
(Census of Agriculture, 2012)

	<b>Farms</b>	<b>Acres</b>
Family or individual	6,275	**5,447,055
Partnership	417	1,174,801
Corporation (family held)	337	**857,378
Corporation (other than family held)	33	**38,070
Other – cooperative, estate or trust, institutional, etc.	169	**143,876
<b>Totals</b>	<b>7,231</b>	<b>**7,661,180</b>

## County and State Highlights

### NORTH DAKOTA:

#### Dickey County highlights (Agriculture Census 2012):

- 543 farms, 2 less farms than in 2007.
- Dickey County has 633,000 acres of land in farms.
- Farmers sold \$267 million of products in 2012.
- \$235 million (88%) of these sales were crops.
- \$32 million (12%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 172 farms (32%) in this category.
- The next most prevalent is 50 to 179 acres, with 137 (25%) farms.
- 60 farms (11%) are less than 50 acres.
- 229 farms (42%) sold less than \$10,000 in farm products.
- 234 farms (43%) sold more than \$100,000 in farm products.
- Dickey County ranks 3<sup>rd</sup> in North Dakota for inventory of turkeys, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 4<sup>th</sup> in the state for sales of poultry and eggs, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- Dickey County ranks 4<sup>th</sup> in the state for inventory of sheep and lambs, with 3,658.
- The county ranks 6<sup>th</sup> in the state for sales of vegetables, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- Dickey County ranks 6<sup>th</sup> in North Dakota for sales of hogs and pigs, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks sixth in the state for acreage of corn for grain, with 167,000.
- Dickey County ranks 8<sup>th</sup> in the state for inventory of hogs and pigs, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 9<sup>th</sup> in the state for acreage of soybeans, with 167,000.
- Dickey County ranks 10<sup>th</sup> in North Dakota for sales of fruits, tree nuts, and berries, with \$10,000.
- 6 farms sold \$44,000 of food directly to consumers. There was no change in the number of farms selling direct, and a 159% increase in direct sales over 2007 sales of \$17,000.
- Direct sales were nearly 0% of farm product sales, much lower than the national average of 0.3%.

#### LaMoure County highlights (Agriculture Census 2012):

- 642 farms, 6% less than in 2007.
- LaMoure County has 726,000 acres of land in farms.
- Farmers sold \$292 million of products in 2012.
- \$259.86 million (89%) of these sales were crops.
- \$32.57 million (11%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 225 farms (35%) in this category.
- The next most prevalent is 50 to 179 acres, with 147 (23%) farms.

- 55 farms (9%) are less than 50 acres.
- 234 farms (36%) sold less than \$10,000 in farm products.
- 327 farms (51%) sold more than \$100,000 in farm products.
- LaMoure County ranks 2<sup>nd</sup> in North Dakota for inventory of turkeys, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 4<sup>th</sup> in the state for sales of Christmas trees, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- LaMoure County ranks 4<sup>th</sup> in the state for inventory of hogs and pigs, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 5<sup>th</sup> in the state for acreage of soybeans, with 251,000.
- LaMoure County ranks fifth in North Dakota for acreage of corn for grain, with 186,000.
- The county ranks 7<sup>th</sup> in the state for sales of hogs and pigs, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- 4 farms sold \$15,000 of food directly to consumers. This is a 7-farm decrease in the number of farms selling direct, and a 84% decrease in direct sales from 2007 sales of \$96,000.
- Direct sales were 0.01% of farm product sales, much lower the national average of 0.3%.

#### **Logan County highlights (Agriculture Census 2012):**

- 379 farms, 11% less than in 2007.
- Logan County has 572,000 acres of land in farms.
- Farmers sold \$172 million of products in 2012.
- \$86 million (50%) of these sales were crops.
- \$86 million (50%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 159 farms (42%) in this category.
- The next most prevalent is 50 to 179 acres, with 73 (19%) farms.
- 28 farms (7%) are less than 50 acres.
- 140 farms (37%) sold less than \$10,000 in farm products.
- 183 farms (48%) sold more than \$100,000 in farm products.
- Logan County ranks 1<sup>st</sup> in North Dakota for sales of livestock, poultry, and their products, with \$86 million.
- The County ranks 1<sup>st</sup> in the state for sales of cattle and calves, with \$82 million.
- Logan County ranks 7<sup>th</sup> in the state for inventory of cattle and calves, with 64,000.
- 3 farms sold \$12,000 of food directly to consumers. This is a 5-farm decrease in the number of farms selling direct, and a \$7,000 decrease in direct sales from 2007 sales of \$19,000.
- Direct sales were 0.01% of farm product sales, much lower the national average of 0.3%.

#### **Stutsman County highlights (Agriculture Census 2012):**

- 1,028 farms, 15 less farms than in 2007.
- Stutsman County has 1.3 million acres of land in farms.
- Farmers sold \$465 million of products in 2012.
- \$418.2 million (90%) of these sales were crops.
- \$46.3 million (10%) of these sales were livestock.



- The most prevalent farm size is 1,000 acres or more, with 355 farms (35%) in this category.
- The next most prevalent is 180 to 499 acres, with 218 (21%) farms.
- 104 farms (10%) are less than 50 acres.
- 410 farms (40%) sold less than \$10,000 in farm products.
- 425 farms (41%) sold more than \$100,000 in farm products.
- Stutsman County ranks 2<sup>nd</sup> in the country, and 2<sup>nd</sup> in North Dakota for acreage of soybeans, with 422,000.
- The county ranks 8<sup>th</sup> in the country, and 3<sup>rd</sup> in the state for sales of grains, oilseeds, dry beans, and dry peas, with \$406 million.
- Stutsman County ranks 2<sup>nd</sup> in the state for sales of milk from cows, with \$8.8 million.
- The county ranks second in the state for inventory of broilers, with 1,547.
- Stutsman County ranks 3<sup>rd</sup> in North Dakota for sales of agricultural products, with \$465 million.
- The county ranks 3<sup>rd</sup> in the state for crop sales, with \$418 million.
- Stutsman County ranks third in the state for acreage of corn for grain, with 230,000.
- The county ranks 8<sup>th</sup> in the state for sales of livestock, poultry, and their products, with \$46 million.
- Stutsman County ranks 8<sup>th</sup> in North Dakota for sales of vegetables, but *sales figures were suppressed by the USDA in an effort to protect confidentiality*.
- The county ranks 9<sup>th</sup> in the state for sales of cattle and calves, with \$36 million.
- Stutsman County ranks ninth in North Dakota for inventory of cattle and calves, with 60,000.
- 15 farms sold \$41,000 of food directly to consumers. This is a 3-farm decrease in the number of farms selling direct, and a 41% decrease in direct sales from 2007 sales of \$70,000.
- Direct sales were 0.1% of farm product sales, much lower than the national average of 0.3%.

- **North Dakota's top farm products in 2012 (Economic Research Service)**

	<b>\$ millions</b>
1 Wheat	2,088
2 Soybeans	1,741
3 Corn	1,544
4 Cattle and calves	895
5 Sugar beets	366
6 Dry beans	313
7 Barley	307
8 Sunflower	300
9 Potatoes	180
10 Hay	101
11 Dry peas	70
12 Honey	65
13 Dairy products, Milk	64
14 Hogs	58
15 Flaxseed	55
16 Lentils (Beans)	35
17 Oats	8
18 Safflower	3
19 Wool	1

**State of North Dakota highlights (Agriculture Census 2012):**

- 30,961 farms, 3% less than in 2007.
- North Dakota has 39 million acres of land in farms.
- Farmers sold \$11 billion of products in 2012.
- \$9.7 billion (88%) of these sales were crops.
- \$1.3 billion (12%) of these sales was livestock.
- The most prevalent farm size is 1,000 acres or more, with 10,861 farms (35%) in this category.
- The next most prevalent is 50 to 179 acres, with 6,557 (21%) farms.
- 3,400 farms (11%) are less than 50 acres.
- 12,698 farms (41%) sold less than \$10,000 in farm products.
- 12,556 farms (41%) sold more than \$100,000 in farm products.
- North Dakota ranks 1<sup>st</sup> in the country for acreage of spring wheat, with 5.7 million.
- The state ranks 2<sup>nd</sup> in the country for inventory of colonies of bees, with 370,000.
- North Dakota ranks 2<sup>nd</sup> in the country for acreage of wheat, with 7.8 million.
- The state ranks 5<sup>th</sup> in the country for sales of grains, oilseeds, dry beans, and dry peas, with \$8.8 billion.
- North Dakota ranks sixth in the country for crop sales, with \$9.7 billion.
- The state ranks 7<sup>th</sup> in the country for acreage of soybeans for beans, with 4.7 million.
- North Dakota ranks 9<sup>th</sup> in the country for acreage of corn for grain, with 3.5 million.
- The state ranks ninth in the country for acreage of forage (hay, etc.), with 2.2 million.
- 433 farms sold \$1.94 million of food directly to consumers. This is a 11-farm decrease in the number of farms selling direct, and a 20% decrease in direct sales from 2007 sales of \$2.43 million.
- Direct sales were 0.02% of farm product sales, much lower than the national average of 0.3%.
- Statewide vegetable sales totaled \$251 million.
- 118 farms in North Dakota sold \$9.8 million of organic food products.
- 49 farms market through community supported agriculture (CSA).
- 674 farms produce and sell value-added products.
- 111 farms marketed products directly to retail outlets.
- 47 farms had on-farm packing facilities.
- 3,270 farms practice rotational or management intensive grazing.
- 38 farms harvested biomass for use in renewable energy.

## **SOUTH DAKOTA:**

### **Brown County highlights (Agriculture Census 2012):**

- 1,056 farms, 2% more than in 2007.
- Brown County has 1.1 million acres of land in farms.
- Farmers sold \$520.6 million of products in 2012.
- \$462.9 million (89%) of these sales were crops.
- \$57.7 million (11%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 288 farms (27%) in this category.
- The next most prevalent is 50 to 179 acres, with 217 (21%) farms.
- 249 farms (24%) are less than 50 acres.
- 455 farms (43%) sold less than \$10,000 in farm products.
- 430 farms (41%) sold more than \$100,000 in farm products.
- Brown County ranks 2<sup>nd</sup> in the country and 1<sup>st</sup> in South Dakota for acreage of corn for grain, with 351,000
- The county ranks 3<sup>rd</sup> in the country and 1<sup>st</sup> in the state for sales of grains, oilseeds, dry beans, and dry peas, with \$457 million.
- Brown County ranks 4<sup>th</sup> in the country and 1<sup>st</sup> in the state for acreage of soybeans, with 319,000.
- The county ranks 1<sup>st</sup> in South Dakota for sales of agricultural products, with \$521 million.
- Brown County ranks first in the state for crop sales, with \$463 million.
- The county ranks 5<sup>th</sup> in the state for sales of ornamentals, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- 18 farms sold \$39,000 of food directly to consumers. This is a 6-farm decrease in the number of farms selling direct, and an 85% decrease in direct sales from 2007 sales of \$265,000.
- Direct sales were 0.01% of farm product sales, much lower than the national average of 0.3%.

### **Clark County highlights (Agriculture Census 2012):**

- 597 farms, 3% more than in 2007.
- Clark County has 609,000 acres of land in farms.
- Farmers sold \$249.4 million of products in 2012.
- \$160 million (64%) of these sales were crops.
- \$89.8 million (36%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 201 farms (34%) in this category.
- The next most prevalent is 50 to 179 acres, with 132 (22%) farms.
- 69 farms (12%) are less than 50 acres.
- 202 farms (34%) sold less than \$10,000 in farm products.
- 305 farms (51%) sold more than \$100,000 in farm products.
- Clark County ranks 2<sup>nd</sup> in the state for inventory of hogs and pigs, with 75,000.
- The county ranks 3<sup>rd</sup> in the state for sales of hogs and pigs, with \$24 million.

- Clark County ranks 6<sup>th</sup> in the state for sales of vegetables, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks sixth in the state for inventory of broilers, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- Clark County ranks seventh in the state for inventory of turkeys, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 7<sup>th</sup> in South Dakota for inventory of pheasants, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- Clark County ranks 9<sup>th</sup> in the state for acreage of soybeans, with 145,000.
- 20 farms sold \$212,000 of food directly to consumers. This is a 5-farm increase in the number of farms selling direct, and a 149% increase in direct sales over 2007 sales of \$85,000.
- Direct sales were 0.1% of farm product sales, one third the national average of 0.3%.

#### **Day County highlights (Agriculture Census 2012):**

- 693 farms, 3% more than in 2007.
- Day County has 570,000 acres of land in farms.
- Farmers sold \$189.7 million of products in 2012.
- \$158 million (83%) of these sales were crops.
- \$31.34 million (17%) of these sales were livestock.
- The most prevalent farm size is 50 to 179 acres, with 186 farms (27%) in this category.
- The next most prevalent is 1,000 acres or more, with 164 (24%) farms.
- 97 farms (14%) are less than 50 acres.
- 335 farms (48%) sold less than \$10,000 in farm products.
- 225 farms (32%) sold more than \$100,000 in farm products.
- Day County ranks 2<sup>nd</sup> in South Dakota for aquaculture sales, but *sales 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 spring wheat, with 43,000
- 7 farms sold \$31,000 of food directly to consumers. This is a 4-farm increase in the number of farms selling direct, and a 417% increase in direct sales over 2007 sales of \$6,000.
- Direct sales were 0.02% of farm product sales, much lower than the national average of 0.3%.

#### **Edmunds County highlights (Agriculture Census 2012):**

- 422 farms, 3 less farms than in 2007.
- Edmunds County has 697,000 acres of land in farms.
- Farmers sold \$271 million of products in 2012.
- \$186 million (69%) of these sales were crops.
- \$85 million (31%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 213 farms (50%) in this category.
- The next most prevalent is 50 to 179 acres, with 80 (19%) farms.
- 41 farms (10%) are less than 50 acres.

- 109 farms (26%) sold less than \$10,000 in farm products.
- 246 farms (58%) sold more than \$100,000 in farm products.
- Edmunds County ranks 2<sup>nd</sup> in the state for inventory of pheasants, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality*.
- The county ranks fourth in the state for acreage of soybeans, with 174,000.
- Edmunds County ranks 6<sup>th</sup> in the state for acreage of corn for grain, with 158,000.
- The county ranks 7<sup>th</sup> in South Dakota for crop sales, with \$186 million.
- Edmunds County ranks seventh in the state for sales of grains, oilseeds, dry beans, and dry peas, with \$183 million.
- The county ranks 7<sup>th</sup> in the state for acreage of spring wheat, with 43,000.
- Edmunds County ranks 8<sup>th</sup> in the state for sales of agricultural products, with \$271 million.
- The county ranks 10<sup>th</sup> in South Dakota for sales of cattle and calves with \$70 million.
- 7 farms sold \$54,000 of food directly to consumers. This is a 4-farm increase in the number of farms selling direct, and a 260% increase in direct sales over 2007 sales of \$15,000.
- Direct sales were 0.02% of farm product sales, much lower than the national average of 0.3%.

**Faulk County highlights (Agriculture Census 2012):**

- 280 farms, 5% less than in 2007.
- Faulk County has 616,000 acres of land in farms.
- Farmers sold \$216 million of products in 2012.
- \$156 million (72%) of these sales were crops.
- \$60 million (28%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 174 farms (62%) in this category.
- The next most prevalent is 180 to 499 acres, with 41 (15%) farms.
- 18 farms (6%) are less than 50 acres.
- 45 farms (16%) sold less than \$10,000 in farm products.
- 186 farms (66%) sold more than \$100,000 in farm products.
- Faulk County ranks 2<sup>nd</sup> in South Dakota for inventory of broilers, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality*.
- The county ranks fifth in the state for sales of hogs and pigs, but *sales figures were suppressed by the USDA in an effort to protect confidentiality*.
- Faulk County ranks 9<sup>th</sup> in the state for inventory of hogs and pigs, with 44,000.
- The county ranks 10<sup>th</sup> in the state for acreage of spring wheat, with 39,000.
- 7 farms sold \$68,000 of food directly to consumers. This is a 3-farm increase in the number of farms selling direct over 2007. Direct sales were not reported in 2007.
- Direct sales were 0.03% of farm product sales, much lower than the national average of 0.3%.

**Marshall County highlights (Agriculture Census 2012):**

- 518 farms, 5 farms less than in 2007.
- Marshall County has 532,000 acres of land in farms.

- Farmers sold \$307 million of products in 2012.
- \$146 million (48%) of these sales were crops.
- \$161 million (52%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 167 farms (32%) in this category.
- The next most prevalent is 180 to 499 acres, with 118 (23%) farms.
- 75 farms (14%) are less than 50 acres.
- 214 farms (41%) sold less than \$10,000 in farm products.
- 205 farms (40%) sold more than \$100,000 in farm products.
- Marshall County ranks 1<sup>st</sup> in the state for sales of livestock, poultry, and their products, with \$161 million.
- The county ranks 4<sup>th</sup> in the state for sales of agricultural products, with \$307 million.
- Marshall County ranks fifth in the state for sales of cattle and calves, with \$87 million.
- The county ranks 5<sup>th</sup> in South Dakota for inventory of broiler chickens, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- Marshall County ranks 8<sup>th</sup> in the state for aquaculture sales, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- The county ranks 9<sup>th</sup> in South Dakota for inventory of laying hens, with 2,442.
- 7 farms sold \$9,000 of food directly to consumers. This is a 2-farm increase in the number of farms selling direct over 2007.
- Direct sales were 0.002% of farm product sales, much lower than the national average of 0.3%.

**McPherson County highlights (Agriculture Census 2012):**

- 398 farms, no change in number of farms from 2007.
- McPherson County has 573,000 acres of land in farms.
- Farmers sold \$159 million of products in 2012.
- \$85 million (53%) of these sales were crops.
- \$75 million (47%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 165 farms (41%) in this category.
- The next most prevalent is 180 to 499 acres, with 84 (21%) farms.
- 50 farms (13%) are less than 50 acres.
- 114 farms (29%) sold less than \$10,000 in farm products.
- 167 farms (42%) sold more than \$100,000 in farm products.
- McPherson County ranks 3<sup>rd</sup> in the state for sales of poultry and eggs, with \$15 million.
- The county ranks third in the state for inventory of turkeys, with 289,000.
- McPherson County ranks 9<sup>th</sup> in South Dakota for acreage of forage (hay, etc.), with 67,000.
- The county ranks 10<sup>th</sup> in the state for inventory of broiler chickens, but *inventory figures were suppressed by the USDA in an effort to protect confidentiality.*
- 12 farms sold \$126,000 of food directly to consumers. This is a 6-farm increase in the number of farms selling direct, and a 320% increase in direct sales over 2007 sales of \$30,000.
- Direct sales were 0.08% of farm product sales, much less than the national average of 0.3%.

**Spink County highlights (Agriculture Census 2012):**

- 675 farms, 8% more than in 2007.
- Spink County has 945,000 acres of land in farms.
- Farmers sold \$448 million of products in 2012.
- \$334 million (75%) of these sales were crops.
- \$113 million (25%) of these sales were livestock.
- The most prevalent farm size is 1,000 acres or more, with 294 farms (44%) in this category.
- The next most prevalent is 50 to 179 acres, with 116 (17%) farms.
- 77 farms (11%) are less than 50 acres.
- 187 farms (28%) sold less than \$10,000 in farm products.
- 381 farms (56%) sold more than \$100,000 in farm products.
- Spink County ranks 9<sup>th</sup> in the country, and 2<sup>nd</sup> in the state for acreage of soybeans, with 273,000.
- The county ranks 2<sup>nd</sup> in South Dakota for sales of agricultural products, with \$448 million.
- Spink County ranks 2<sup>nd</sup> in the state for crop sales, with \$334 million.
- The county ranks 2<sup>nd</sup> in the state for sales of grains, oilseeds, dry beans, and dry peas, with \$329 million.
- Spink County ranks 2<sup>nd</sup> in the state for acreage of corn for grain, with 242,000.
- The county ranks third in the state for sales of Christmas trees, but *sales figures were suppressed by the USDA in an effort to protect confidentiality.*
- Spink County ranks 3<sup>rd</sup> in the state for sales of cattle and calves, with \$94 million.
- The county ranks 4<sup>th</sup> in South Dakota for inventory of cattle and calves, with 102,000.
- Spink County ranks fifth in the state for inventory of turkeys, with 255,000.
- The county ranks 6<sup>th</sup> in the state for sales of livestock, poultry, and their products, with \$113 million.
- Spink County ranks 6<sup>th</sup> in the state for inventory of bison, with 2,078.
- The county ranks 6<sup>th</sup> in the state for acreage of spring wheat, with 49,000.
- Spink County ranks eighth in South Dakota for sales of poultry and eggs, with \$9.8 million.
- 4 farms sold \$14,000 of food directly to consumers. This is a 12-farm decrease in the number of farms selling direct, and a 80% decrease in direct sales from 2007 sales of \$71,000.
- Direct sales were 0.003% of farm product sales, much lower than the national average of 0.3%.



**South Dakota's top farm products in 2012 (Economic Research Service)**

	<b>\$ millions</b>
1 Corn	3,258
2 Cattle and calves	2,264
3 Soybeans	1,890
4 Wheat	752
5 Hogs	620
6 Dairy products, Milk	386
7 Hay	223
8 Sunflower	215
9 Turkeys	140
10 Other livestock	65
11 Chicken eggs	44
12 Honey	33
13 Sorghum grain	28
14 Millet, Proso	9
15 Dry beans	8
16 Mink Pelts	7
17 Oats	6
18 Barley	4
19 Wool	3
20 Flaxseed	1
21 Farm chickens	0

**State of South Dakota highlights (Agriculture Census 2012):**

- 31,989 farms, 3% more than in 2007.
- South Dakota has 43 million acres of land in farms.
- Farmers sold \$10.2 billion of products in 2012.
- \$6.1 billion (60%) of these sales were crops.
- \$4.1 billion (40%) of these sales was livestock.
- The most prevalent farm size is 1,000 acres or more, with 9,712 farms (30%) in this category.
- The next most prevalent is 50 to 179 acres, with 6,419 (20%) farms.
- 6,276 farms (20%) are less than 50 acres.
- 11,207 farms (35%) sold less than \$10,000 in farm products.
- 13,028 farms (41%) sold more than \$100,000 in farm products.
- South Dakota ranks 4<sup>th</sup> in the country for acreage of forage (hay, etc.), with 2.6 million.
- The state ranks 5<sup>th</sup> in the country for sales of sheep and goats, with \$44 million.
- South Dakota ranks 6<sup>th</sup> in the country for acreage of corn for grain, with 5.3 million.
- The state ranks sixth in the country for acreage of wheat for grain, with 2.2 million.
- South Dakota ranks 7<sup>th</sup> in the country for inventory of cattle and calves, with 3.9 million.
- The state ranks 8<sup>th</sup> in the country for acreage of winter wheat, with 1.2 million.
- South Dakota ranks eighth in the country for sales of cattle and calves, with \$3 billion.
- The state ranks 9<sup>th</sup> in the country for sales of grains, oilseeds, dry beans, and peas, with \$5.8 billion.
- 791 farms sold \$4.35 million of food directly to consumers. This is a 5% increase in the number of farms selling direct (752 in 2007), and a 29% decrease in direct sales from 2007 sales of \$6.16 million.
- Direct sales were 0.04% of farm product sales, much less than the national average of 0.3%.
- Statewide vegetable sales totaled \$2.2 million.
- 82 farms in South Dakota sold \$13 million of organic food products.
- 70 farms market through community supported agriculture (CSA).
- 847 farms produce and sell value-added products.
- 178 farms marketed products directly to retail outlets.
- 33 farms had on-farm packing facilities.
- 4,485 farms practice rotational or management intensive grazing.
- 63 farms harvested biomass for use in renewable energy.

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

Dakota Fire region farmers sell \$1.7 billion of food commodities per year (1989-2012 average), spending \$1.5 billion to raise them, for an average gain of \$186 million each year. This is an average net cash income of \$26,000 per farm. Given high grain prices in the past few years, however, cash receipts for 2012 totaled \$3.5 billion, and expenses totaled \$2.4 billion. This means the region's farmers earned a net cash income of \$1 billion in a single year, primarily due to high corn prices which appear to be temporary, combined with unusually favorable weather. *Note that these sales figures compiled by the BEA may differ from cash receipts recorded by the USDA Agriculture Census (above).*

Overall, farm producers earned a net total of \$41 billion by selling crops and livestock over the years 1989 to 2012. Production costs totaled \$37 billion over the same period, for a total net cash income of \$4 billion over that 24-year period. This is a marked improvement over the years 1978 to 2008, when net income was essentially flat. Dakota Fire region farmers and ranchers earned \$869 million more by selling commodities in 2011 than they had earned in 1969 (in 2011 dollars). However, 25% of the region's farms reported that they lost money in 2012 (Ag Census).

Farmers and ranchers earn another \$151 million per year of farm-related income — primarily custom work, and rental income (24-year average for 1989-2012). Federal farm support payments are as important a source of net income as commodity production, averaging \$183 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.*

Dakota Fire region consumers spend \$247 million buying food each year, including \$152 million to eat at home. Most of this food is produced outside the region, so Dakota Fire region consumers spend about \$225 million per year buying food sourced outside the region. Only \$665,000 of food products (0.04% of farm cash receipts and 0.27% 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 \$90 million in 2012 alone (BLS). This places additional pressure on Dakota Fire consumers trying to buy food.

### **Farm and food economy summary:**

Farmers earn \$186 million each year producing food commodities, and collect \$183 million in subsidies, but spend \$900 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 a loss of \$500 million to the region, even after subsidies are taken into account.

Meanwhile, consumers spend \$225 million buying food from outside. Thus, total loss to the region is \$700 million of potential wealth *each year*. This loss amounts to nearly half of the value of all food commodities raised in the region.

**Dakota Fire region: markets for food eaten at home (2011):**

Dakota Fire region residents purchase \$247 million of food each year, including \$152 million to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 31
Fruits & vegetables	28
Cereals and bakery products	22
Dairy products	16
“Other,” incl. Sweets, fats, & oils	55

If the region’s residents purchased \$5 of food for home use directly from farmers in the region, this would generate \$26 million of new farm income for the region.

**North Dakota: markets for food eaten at home (2011):**

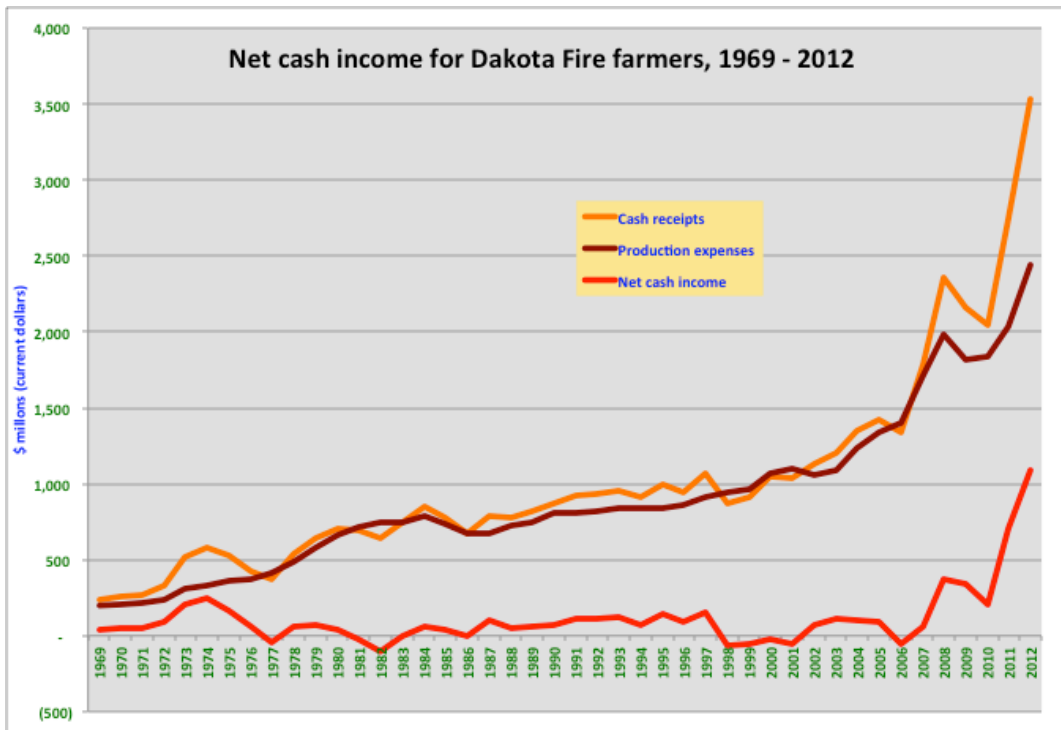
North Dakota residents purchase \$1.7 billion of food each year, including \$1 billion to eat at home. Home purchases break down in the following way:

	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 221
Fruits & vegetables	195
Cereals and bakery products	152
Dairy products	114
“Other,” incl. Sweets, fats, & oils	392

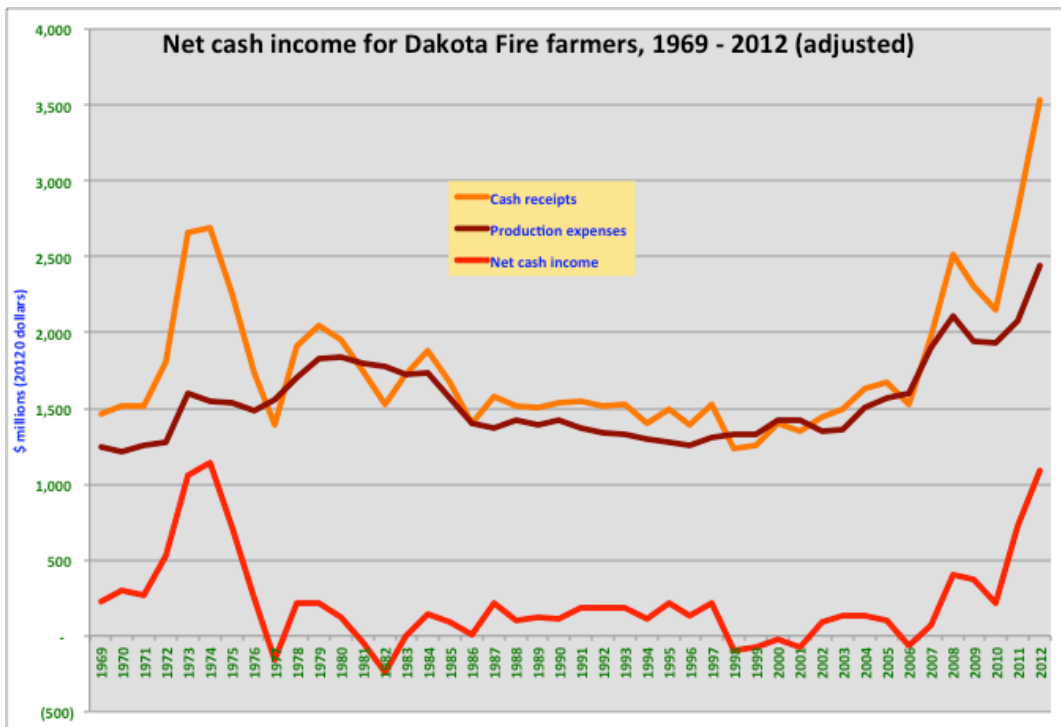
**South Dakota: markets for food eaten at home (2011):**

South Dakota residents purchase \$2.1 billion of food each year, including \$1.2 billion to eat at home. Home purchases break down in the following way:

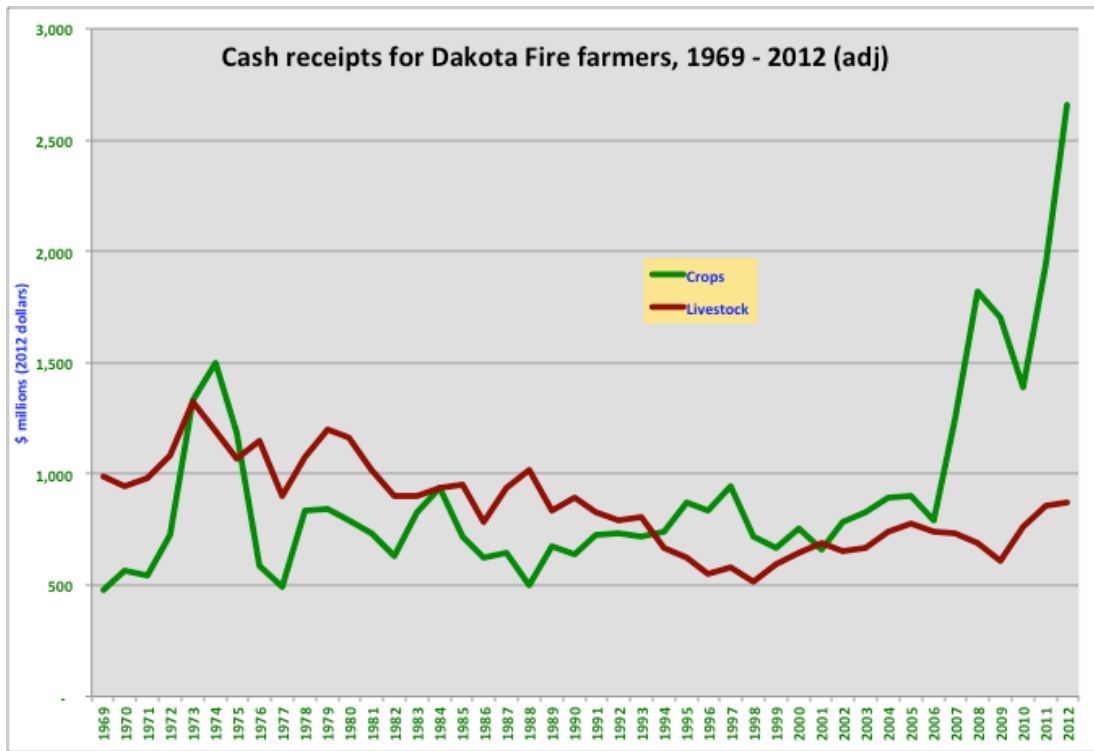
	<i>millions</i>
Meats, poultry, fish, and eggs	\$ 264
Fruits & vegetables	232
Cereals and bakery products	181
Dairy products	136
“Other,” incl. Sweets, fats, & oils	467



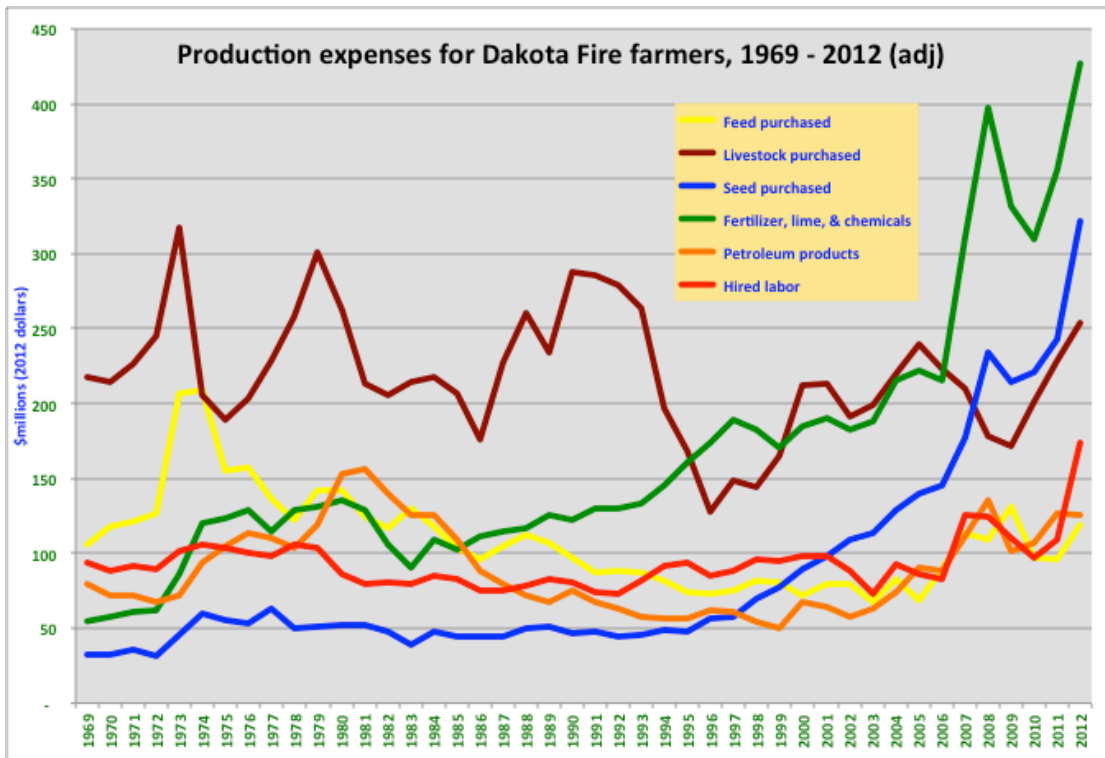
Data source: Bureau of Economic Analysis



Data source: Bureau of Economic Analysis



Data source: Bureau of Economic Analysis



Data source: Bureau of Economic Analysis

**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/>

Contact Ken Meter at Crossroads Resource Center

<[kmeter@crcworks.org](mailto:kmeter@crcworks.org)>

(612) 869-8664