



# Tennessee Farm Facts

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In Cooperation with Tennessee Department of Agriculture

2009 Crop Values	Farm Numbers	U.S. Livestock Operations	Annual Milk Production	February 23, 2010
Licensed Dairy Herds	Livestock Operations	Hay Prices	Farm Labor	TDA News Release
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## Tennessee Crop Values

Production value for Tennessee's 2009 principal field, fruit, and vegetable crops, at \$1.77 billion, virtually unchanged from 2008's \$1.77 billion. Showing an increase in value were **cotton, soybeans, burley tobacco, and tomatoes**. Declining from the previous year were **apples, corn, cottonseed, hay, snapbeans, squash, dark tobacco, and wheat**. Another increase in acreage and price resulted in **soybeans** being the number one valued crop in the State again for 2009 at \$664 million. Completing the top five were **hay**, \$323 million; **corn**, \$319 million; **cotton and cottonseed**, \$181 million; and **tobacco**, 105 million. The value of Tennessee's fruit and vegetable crops decreased 5 percent to \$56.5 million. Fresh market **tomatoes** were valued at \$44.9 million; fresh market **snapbeans**, \$7.8 million; **squash**, \$1.27 million; commercial **apples**, and \$2.55 million. Commercial **peach** estimates were discontinued in 2009.

Tennessee's **soybean** crop value was up \$195.3 million from the previous year. The 2009 marketing year average price was up 2 percent, coupled with the increase in acreage and the record yield. **Hay** remained the number two ranked crop, despite prices being down 24 percent, due to both yield and acreage increasing. **Corn**, was third in 2009. Despite record yields, the reduction in acreage and lower prices kept the crop in third. Ranking fourth and moving up one spot from 2008 was **cotton and cottonseed**. Cotton prices and acreage were both up, with yield being slightly less than last year. Moving into the top five was **tobacco**. Both dark fire-cured and burley prices were up from last year, as dark air-cured prices were down slightly. Acreage was down 1,200 for the dark types, and up 1,000 for burley.

### Crop Values: Tennessee, 2008-2009

Crop	Unit	Average Price Per Unit		Value of Production	
		2008	2009	2008	2009
		Dollars		1,000 Dollars	
Apples	lb.	.344	.327	2,991	2,550
Corn for grain	bu.	4.53	3.65	336,760	318,718
Cotton	lb.	.498	.634	126,691	152,160
Cottonseed	ton	228.00	174.00	38,532	28,362
Grain Sorghum	cwt.	6.00	n/a	6,727	n/a
Hay, All	ton	101.00	76.50	397,635	323,020
Alfalfa	ton	217.00	170.00	13,020	9,520
All Other	ton	99.00	75.00	384,615	313,500
Peaches	ton	1,580	<sup>1</sup>	2,528	<sup>1</sup>
Snapbeans, Fresh Market	cwt.	34.00	31.00	12,444	7,812
Soybeans	bu.	9.45	9.65	469,098	664,403
Squash	cwt.	18.30	19.60	1,356	1,272
Tobacco, All	lb.	2.109	2.096	110,448	104,735
Dark Fire-Cured	lb.	2.490	2.520	57,370	49,997
Burley	1b.	1.730	1.770	42,731	47,578
Dark Air-Cured	lb.	2.230	2.210	10,347	7,160
Tomatoes, Fresh Market	cwt.	34.00	33.00	38,080	44,880
Winter Wheat	bu.	5.71	4.65	187,060	80,631

<sup>1</sup>Estimates discontinued in 2009.

**Number of Farms: Economic Sales Class, Tennessee, 2004-2009 <sup>1</sup>**

Year	Economic Sales Class					Total
	\$1,000- \$9,999	\$10,000- \$99,999	\$100,000 - \$249,999	\$250,000 - \$499,999	\$500,000 & Over	
Number						
2004	63,500	17,500	1,950	1,200	850	85,000
2005	61,500	17,500	1,950	1,200	850	83,000
2006	59,500	17,500	1,950	1,200	850	81,000
2007 <sup>2</sup>	55,800	19,800	1,650	950	1,300	79,500
2008	55,900	19,100	1,650	950	1,400	79,000
2009	56,100	18,400	1,600	1,100	1,500	78,700

<sup>1</sup> A farm is any establishment from which \$1,000 or more of agricultural products were sold or normally would be sold during the year. <sup>2</sup> Revised.

**Land in Farms: Economic Sales Class, Tennessee, 2004-2009**

Year	Economic Sales Class					Total	Average Size Farm
	\$1,000- \$9,999	\$10,000- \$99,999	\$100,000 - \$249,999	\$250,000- \$499,999	\$500,000 & Over		
1,000 Acres							
2004	4,650	3,600	950	950	1,450	11,500	136
2005	4,400	3,600	950	1,000	1,550	11,200	139
2006	4,300	3,600	950	1,000	1,550	11,100	141
2007 <sup>2</sup>	3,650	3,900	900	800	1,750	11,000	138
2008	3,750	3,700	900	800	1,750	10,900	138
2009	3,800	3,600	800	900	1,800	10,900	139

**Milk Cows, Production and Licensed Dairy Herds: Tennessee, 2004-2009**

Year	Number of Milk Cows on Farms <sup>1</sup>	Milk Production Per Cow	Milk Production <sup>2</sup>	Licensed Dairy Herds
	Thousands	Pounds	Million Pounds	Number
2004	75	15,400	1,155	760
2005	70	15,743	1,102	710
2006	67	15,657	1,049	650
2007 <sup>2</sup>	63	15,857	999	590
2008	59	16,068	948	550
2009	56	16,232	909	530

<sup>1</sup> Average number on farms during year, excluding heifers not yet fresh. <sup>2</sup> Excludes milk sucked by calves.

**Milk Cows and Production: Number and Milk Produced by Quarter, Tennessee, 2008-2009**

Year	Milk Cows <sup>1</sup>				Milk Production <sup>2</sup>			
	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec
1,000 Head				Million Pounds				
2008	61	59	58	59	256	255	212	225
2009	58	56	55	54	244	246	210	209

<sup>1</sup> Quarterly average includes dry cows, excludes heifers not yet fresh. <sup>2</sup> Excludes milk sucked by calves.

**U.S. Livestock Operations 2009 Summary**

**The number of operations with cattle** totaled 950,000 for 2009, down 1 percent from 2008. **Beef cow operations** in 2009, at 753,000, were also down 1 percent from last year. **The number of milk cow operations** for 2009 totaled 65,000, down 3 percent from 2008. The three operation classes: cattle, beef cows, and milk cows, are classified into size groups independently. Therefore, it is possible to have more beef cow operations in a particular size group than cattle operations. As an example, an operator with 75 cattle and 40 beef cows would be classified in the 50-99 size group for cattle and 1-49 size group for beef cows. **The number of operations with hogs** totaled 71,450 for 2009, down 2 percent from 2008. Places with 2,000 or more head accounted for 86 percent of the inventory. **The number of operations with sheep** totaled 82,000 for 2009, down 1 percent from 2008. Of all sheep operations that include breeding sheep, 93.7 percent were comprised of 1-99 head, 5.2 percent had 100-499 head, and the remaining 1.1 percent were operations with 500 head or more. Operations with 1-99 head account for 36.2 percent of the inventory, 100-499 head account for 20.8 percent of the inventory, and 500+ head account for 43.0 percent of the inventory. **The number of operations with goats** totaled 152,000 for 2009, up 1 percent from a year earlier. Angora goat operations totaled 5,400, down 17 percent from 2008. **Milk goat operations** totaled 30,000, up 3 percent from 2008. **Meat goat operations** totaled 130,000, up 1 percent from a year earlier. Total goat operations will be equal to or less than the sum of angora, milk and meat because places which own more than one goat type count as only one operation.

**Hay Prices Received by Farmers, by Month, Tennessee, 2004-2009**

Crop Year	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Marketing Year Average <sup>1</sup>
Dollars Per Ton													
Alfalfa													
2004	100.00	100.00	105.00	110.00	110.00	115.00	115.00	115.00	110.00	110.00	110.00	110.00	105.00
2005	115.00	115.00	115.00	115.00	120.00	125.00	130.00	130.00	130.00	130.00	125.00	125.00	120.00
2006	120.00	120.00	125.00	125.00	120.00	120.00	120.00	120.00	115.00	120.00	125.00	135.00	122.00
2007	145.00	145.00	145.00	155.00	160.00	165.00	170.00	190.00	210.00	210.00	215.00	215.00	175.00
2008	215.00	215.00	225.00	225.00	225.00	225.00	215.00	205.00	205.00	195.00	195.00	195.00	217.00
2009	190.00	175.00	165.00	160.00	170.00	170.00							170.00
All Other													
2004	55.00	53.00	50.00	52.00	53.00	52.00	51.00	51.00	50.00	49.00	49.00	51.00	51.00
2005	50.00	51.00	54.00	56.00	55.00	55.00	54.00	52.00	54.00	54.00	56.00	55.00	54.00
2006	54.00	53.00	55.00	57.00	58.00	57.00	58.00	58.00	60.00	63.00	64.00	68.00	57.00
2007	75.00	75.00	80.00	83.00	90.00	93.00	100.00	105.00	110.00	110.00	115.00	120.00	91.00
2008	110.00	100.00	100.00	100.00	100.00	95.00	95.00	90.00	90.00	90.00	90.00	90.00	99.00
2009	75.00	70.00	75.00	80.00	75.00	75.00							75.00
All													
2004	56.00	54.00	52.00	54.00	55.00	54.00	53.00	53.00	52.00	51.00	51.00	52.00	52.50
2005	52.00	53.00	56.00	58.00	58.00	57.00	56.00	55.00	56.00	56.00	58.00	57.00	55.50
2006	56.00	55.00	57.00	59.00	59.00	58.00	60.00	60.00	63.00	67.00	66.00	68.00	58.50
2007	77.00	77.00	82.00	85.00	93.00	95.00	105.00	110.00	115.00	115.00	120.00	125.00	93.00
2008	115.00	108.00	104.00	113.00	111.00	105.00	104.00	98.00	95.00	94.00	93.00	93.00	101.00
2009	77.00	71.00	76.00	81.00	76.00	76.00							76.50

<sup>1</sup> Marketing year is May 1 of current year through April 30 of the following year.

**Hired Workers Down 2 Percent, Wage Rates up 1 Percent From a Year Ago**

There were 767,000 hired workers on the Nation's farms and ranches during the week of January 10-16, 2010, down 2 percent from a year ago. Of these hired workers, 587,000 were hired directly by farm operators. Agricultural service employees on farms and ranches made up the remaining 180,000 workers. Farm operators paid their hired workers an average wage of \$11.06 per hour during the January 2010 reference week, up 13 cents from a year earlier. Field workers received an average of \$10.14 per hour, up 18 cents from last January, while livestock workers earned \$10.26 per hour compared with \$10.27 a year earlier. The field and livestock worker combined wage rate, at \$10.19 per hour, was up 11 cents from last year. The number of hours worked averaged 37.3 hours for hired workers during the survey week, down 3 percent from a year ago.

Moderate to heavy rains over most of California caused major fieldwork delays. Therefore, fewer hired workers were needed. In the Southern Plains region, weather conditions were considerably wetter compared with last year's relatively dry period, and fieldwork was curtailed for several days. This led to a decreased demand for hired workers. Below normal temperatures and wet soils in the Southeast region halted cotton and soybean harvests, reducing the need for hired workers. In the Northeast I region, cold, snowy weather hindered most outside farm activities, and reduced the need for hired workers. In Florida, freezing temperatures caused producers of oranges, vegetables, strawberries, sugarcane, and nursery crops to scramble to minimize crop damage. Therefore, demand for hired workers was considerably higher. Larger hog inventories in the Corn Belt I region increased the demand for livestock workers. Also, late corn harvest was ongoing, and above normal grain movement to market pushed field worker numbers above last year. In the Northeast II region, continued strong demand from the nursery and greenhouse industries led to more field workers being needed. The late corn harvest was also ongoing. Mild conditions in the Corn Belt II region led to heightened movement of grain to market and increased the demand for hired workers. In the Lake region, above normal temperatures and very little precipitation allowed late corn harvest to progress. Therefore, more hired workers were necessary.

## **Direct Farm Marketing Topic of March Workshops and Tours**

Direct farm marketing of agricultural products from the farm to the end consumer is a growing segment of agriculture. According to the USDA Census of Agriculture, from 1997 to 2007, the state experienced a 33 percent increase in the number of farms involved in direct marketing and an 83.5 percent increase in the total value of agricultural products sold to consumers. In 2007, direct marketing accounted for more than \$15 million in sales for Tennessee farms. For farmers getting into the business or hoping to expand their operation, there is a lot to learn about marketing directly to consumers. The University of Tennessee, in cooperation with the Tennessee Farm Fresh program, is offering workshops and tours in multiple locations across the state in March for farmers interested in direct marketing.

“These workshops and tours are designed to address issues and challenges faced by farmers to help them develop or grow a direct marketing operation,” says Megan Bruch, marketing specialist with the University of Tennessee Center for Profitable Agriculture. The workshops, called Direct Farm Marketing for Success III, will feature sessions on marketing fundamentals, direct marketing channels, developing effective marketing materials and more. Workshops will be held March 2 in Jackson, March 4 in Spring Hill, March 10 in White Pine and March 11 in Cookeville. The cost of the workshop is \$15 per person if registered prior to February 26 or \$20 per person for late registration. Workshops will be held from 9:00 am to 3:30 pm.

Two tours, called “Farmer to Farmer: 2010 Direct Farm Marketing Tours,” will be offered: one in Middle Tennessee on March 23 and one in the Sweetwater Valley region of East Tennessee on March 30. “Each tour will visit several farms which direct market products to consumers. Participants will see the operation and hear from the operator firsthand,” says Bruch. The cost of the tour is \$15 per person if registered prior to March 15 or \$20 for late registration. Space is limited so early registration is recommended.

Additional information and registration forms are available on-line at the Center for Profitable Agriculture's Web site <http://cpa.utk.edu> or by calling (931) 486-2777. Registration fees for Tennessee Farm Fresh members are included in member benefits. See brochures for additional details.)

Tennessee Farm Fresh is a joint effort of the Tennessee Farm Bureau Federation and the Tennessee Department of Agriculture to promote the sale of Tennessee farm products directly from the farm to the consumer. Learn more about the program or where to find fresh and local products at [www.TnFarmFresh.com](http://www.TnFarmFresh.com). Join by February 1 to be included in the printed directory of member operations.