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Tools for Community Self-determination

Western Upper Peninsula (Michigan) Local Farm & Food Economy

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for
U.P. Food Exchange

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Covers Baraga, Gogebic, Houghton, Iron, Keewenaw, & Ontonagon Counties in Michigan

Western Upper Peninsula Region (Bureau of Economic Analysis, 2011)

82,294 residents receive \$2.4 billion of income annually. Personal income increased 60% from 1969 to 2011, after dollars were adjusted for inflation. The most important income source is transfer payments (from government programs such as pensions), at \$823 million. Government jobs rank second, with \$483 million. Capital income (from interest, rent or dividends) accounts for \$398 million [see below]. Retail workers earn \$94 million. Note that income from public sources makes up 54% of all personal income in the region.

Income earned from transfer payments includes \$283 million of retirement and disability insurance benefits; \$361 million of medical benefits; \$77 million of income maintenance benefits; \$34 million of unemployment insurance; and \$27 million of veterans' benefits.

Government income includes \$39 million of income earned by federal workers and \$434 million earned by state and local government workers. Military personnel earn \$10 million of personal income.

Population has decreased 7% since 1969. There has been only limited public planning to assure a secure and stable food supply.

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

Nearly 30,000 residents (39%) 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 \$63 million each year buying food, including \$9.5 million of SNAP benefits (formerly known as food stamps) and additional WIC coupons. 91 of the region's 496 farmers receive an annual combined total of \$0.5 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.*

¹ Considerable research assistance provided by Nick Wojciak.

10% percent of the region's households (over 3,300 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 Western Upper Peninsula based on its share of the state population, this would result in medical costs of \$67 million per year for the Western 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:

- 496 farms. This is 1% of Michigan farms.
- The Western U.P. had one more farm in 2007 than in 2002.
- 17 (3%) of these are 1,000 acres or more in size.
- 136 (27%) farms are less than 50 acres.
- Average farm size is 214 acres, more than the state average of 179 acres.
- The region has 106,000 acres of land in farms.
- This amounts to 1% of the state's farmland.
- The Western U.P. region holds 35,000 acres of harvested cropland.
- At least 534 acres of these acres are irrigated. *Note that data for irrigated acres in Gogebic 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 \$456,000. 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 \$8.3 million of crops and livestock in 2007.
- Farm product sales decreased from 2002 to 2007. *Note that data for 2002 sales in Keweenaw County were suppressed by the USDA in an effort to protect confidentiality. Even with this suppression, 2002 total sales were more than 2007 total sales.*
- At least \$4.1 million of crops were sold. *Note that data for sales of crops in Keweenaw County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- Over \$4.2 million of livestock and products were sold. *Note that data for sales of livestock and products in Keweenaw County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 377 (76%) of the region’s farms sold less than \$10,000 of products in 2007.
- Total sales from these small farms were \$835,000, 10% of the region’s farm product sales.
- 14 (3%) of the region’s farms sold more than \$100,000 of products.
- Total sales from these larger farms were \$857,000, 10% of the region’s farm product sales.
- 63% of the region’s farms (314 of 496) reported net losses in 2007. This is more than the Michigan state average of 55%.
- 91 (18%) of the Western U.P. region’s farmers collected a combined total of at least \$130,000 of federal subsidies in 2007. *Note that data for government payments in Gogebic County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

Top farm products of Western U.P. (2007).

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

| Product | \$ Millions |
|--------------------------------|-------------|
| Cattle and calves | **1.9 |
| Milk | **1.7 |
| Vegetables | **1.2 |
| Forage crops (hay, etc.) | **0.9 |
| Fruits, tree nuts, and berries | **0.4 |
| Ornamentals | **0.2 |
| Christmas trees | **0.1 |

Production Expenses:

- Depreciation expenses were the largest single expense for Western U.P. farmers in 2007, totaling \$1.4 million (16% of production expenses).
- Supplies, repairs, and maintenance cost farmers \$1.1 million (12%).
- Gasoline, fuel, and oil costs were \$1.1 million (12%).
- Hired farm labor expenses were \$985,000 (11%).
- Feed purchases totaled \$942,000 (11%).
- Property taxes cost Western U.P. farmers \$846,000 (10%).
- Interest expenses were \$753,000 (9%).

Cattle & Dairy:

- 160 farms hold an inventory of 5,830 cattle.
- 2,922 cattle were sold by farmers in 2007 for total sales of at least \$1.9 million. *Note that data for sales of cattle and calves in Keweenaw County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 115 farms raise beef cows.
- 17 farms raise milk cows.
- 6 farms produced corn for silage.
- 298 farms produced 38,000 tons of forage crops (hay, etc.) on 29,000 acres.
- 210 farms sold at least \$861,000 of forage. *Note that data for sales of forage crops (hay, etc.) in Gogebic, Iron, Keweenaw, and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

Other Livestock & Animal Products:

- 21 farms hold an inventory of at least 128 hogs and pigs. *Note that data for inventory of hogs and pigs in Baraga County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 25 farms sold at least 114 hogs and pigs, worth over \$20,000 in 2007. *Note that data for number of hogs and pigs sold, and sales of hogs and pigs in Baraga and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete.*

- 20 farms hold an inventory of at least 322 sheep and lambs. *Note that data for inventory of sheep and lambs in Baraga and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 24 farms sold at least \$16,000 worth of sheep, goats, and lambs in 2007. *Note that data for sales of sheep, goats, and lambs in Baraga and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 75 farms hold an inventory of at least 1,115 laying hens. *Note that data for inventory of laying hens in Baraga County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- 11 farms raise broiler chickens.
- 3 farms engage in aquaculture.
- 30 farms raise horses and ponies.

Grains, Oil Seeds, & Edible Beans:

- 63 farms produced \$300,000 of grains, oil seeds, and edible beans.
- 6 farms produced at least 14,000 bushels of corn on over 210 acres. *Note that data for bushels of corn and acreage of corn in Baraga and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete. Also, data for sales of corn in all three corn growing counties were suppressed by the USDA in an effort to protect confidentiality.*
- One farm produced soybeans. *Note that data for acreage and bushels of soybeans were suppressed by the USDA in an effort to protect confidentiality.*
- 7 farms produced bushels of wheat. *Note that data for acreage and bushels of wheat were suppressed by the USDA in an effort to protect confidentiality.*

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

- 27 farms worked at least 444 acres to produce vegetables, worth over \$1.2 million. *Note that data for acreage of vegetables and sales of vegetables in Ontonagon County were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- This represents a 2-farm increase in the number of farms over 2002 levels.
- 16 farms raised potatoes.

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

- 30 farms in the region hold 130 acres of orchards.
- 42 farms sold at least \$376,000 of fruits, nuts, and berries. *Note that data for sales of fruits, nuts, and berries in Iron and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

Nursery & Greenhouse Plants:

- 16 farms sold at least \$193,000 worth of ornamentals in 2007. *Note that data for sales of ornamentals in Gogebic and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*

- This represents a 3-farm increase over 2002.
- 13 farms sold Christmas trees.

Direct & Organic Sales:

- 95 farms sell \$365,000 of food products directly to consumers. This is a 56% increase of number of farms (61 in 2002) selling direct, and a 70% increase in direct sales over 2002 sales of \$215,000.
- This amounts to 4% of farm product sales, 10 times the national average of 0.4%.
- Houghton County leads the region in direct sales, with \$164,000.
- 62 farms in the region sold at least \$3,000 of organic products. *Note that data for sales of organic products in Iron and Ontonagon counties were suppressed by the USDA in an effort to protect confidentiality, so this total is incomplete.*
- For comparison, 582 farms in Michigan sold \$32 million of organic food products.
- No farms market through community supported agriculture (CSA), according to USDA counts.
- 18 farms produce and sell value-added products.

Conservation Practices:

- 63 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.
- 107 farms practice rotational or management intensive grazing.
- 7 farms generate energy or electricity on the farm.

Other Crops:

- 57 farms produced 48,000 bushels of oats on 1,372 acres.
- 21 farms produced at least 25,000 bushels of barley on over 709 acres. *Note that data for acreage and bushels of barley in Baraga and Gogebic counties were suppressed by the USDA in an effort to protect confidentiality, so these totals are incomplete..*

**Limited-resource farms and others in the Western U.P. region
(Census of Agriculture, 2007)**

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

| Small family farms: | Farms | Percent | Acres | Percent |
|---------------------------------|--------------|----------------|--------------|----------------|
| Limited-resource | 108 | 22% | 16,319 | 15% |
| Retirement | 108 | 22% | **20,798 | 20% |
| Residential/lifestyle | 188 | 38% | 35,835 | 34% |
| Farming occupation/lower sales | 64 | 13% | **17,131 | 16% |
| Farming occupation/higher sales | 7 | 1% | **1,925 | 2% |
| Large family farms | 3 | 1% | ** - | 0% |
| Very large family farms | 2 | 0% | ** - | 0% |
| Nonfamily farms | 16 | 3% | **887 | 1% |
| Total | 496 | | **92,895 | |

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

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 8th 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%.

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 1st 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 (33%) 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 less 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

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 3rd 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%.

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 3rd in the United States for sales of Christmas trees, with \$29 million.
- The state ranks 5th in the country for sales of fruit, tree nuts, and berries, with \$392 million.
- Michigan ranks 6th 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 7th in the country for acreage of corn for silage, with 297,000.
- The state ranks 9th 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%.
- Note that at \$59 million, direct sales from farmers to consumers amount to just a bit less than the value of the 16th-ranking 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.

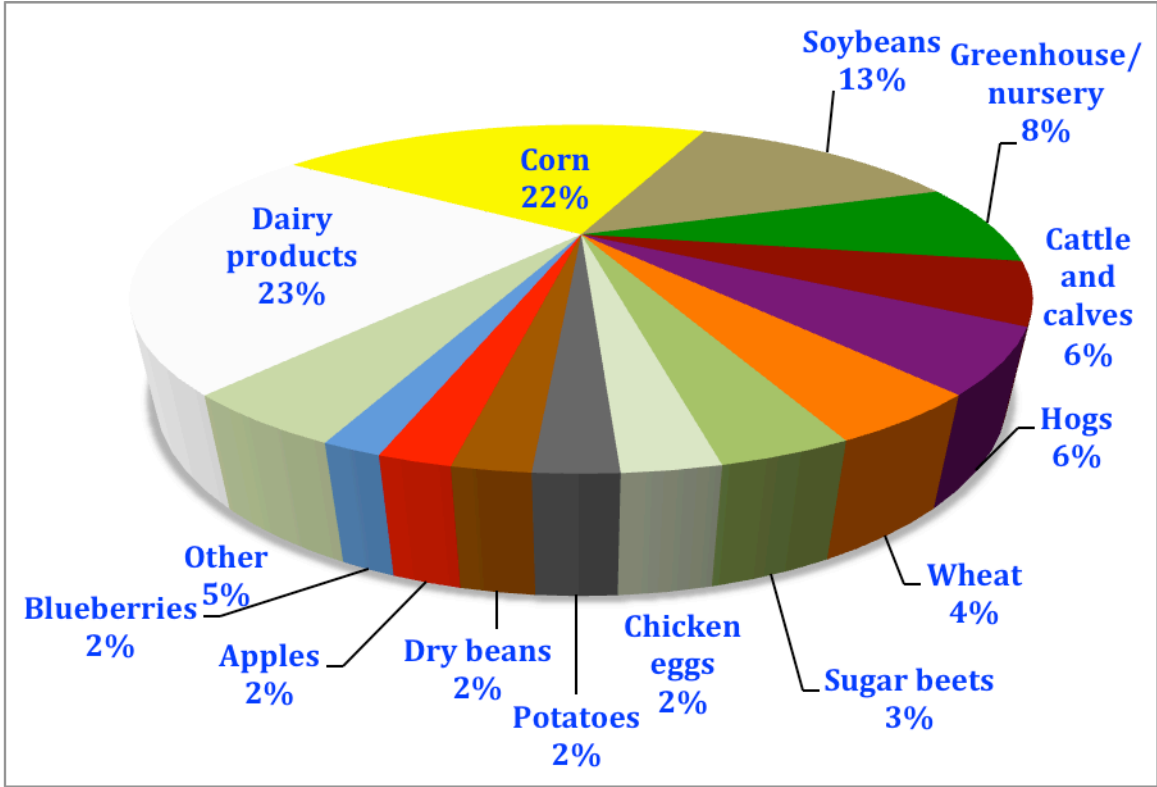
| | \$ millions |
|----------------------|--------------------|
| 1 Dairy products | 1,774 |
| 2 Corn | 1,676 |
| 3 Soybeans | 1,022 |
| 4 Greenhouse/nursery | 594 |
| 5 Cattle and calves | 434 |
| 6 Hogs | 419 |
| 7 Wheat | 326 |
| 8 Sugar beets | 262 |
| 9 Chicken eggs | 190 |
| 10 Potatoes | 162 |
| 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.

Note also that at \$59 million, direct sales from farmers to consumers amount to just a bit less than the value of the 16th-ranking 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):

496 Western U.P. farmers sell \$11.9 million of food commodities per year (1989-2011 average), spending \$13.5 million to raise them, for an annual loss of \$1.6 million. This is an average net loss of \$3,200 per farm. *Note that these sales figures compiled by the BEA may differ from cash receipts recorded by the USDA Agriculture Census (above).*

Overall, farmers spent \$37 million more to produce crops and livestock over the years 1989 to 2011 than they earned by selling these products. Moreover, farm production costs exceeded cash receipts for 20 years of that 23-year period. Further, 63% of the region's farms reported that they lost money in 2007 (Ag Census), and Western U.P. farmers earned \$4 million less by selling commodities in 2011 than they earned in 1969 (in 2011 dollars).

Farmers earn another \$2 million per year of farm-related income — primarily custom work, and rental income (23-year average for 1989-2011). Federal farm support payments are a more important source of net income than commodity production, averaging \$536,000 per year for the region for the same years. Only 18% of Western U.P. farms collect subsidies.

The region's consumers:

See also information covering low-income food consumption and food-related health conditions, page 1-2 above.

Western Upper Peninsula consumers spend \$206 million buying food each year, including \$127 million for home use. Most of this food is produced outside the region, so U.P. consumers spend about \$190 million per year buying food sourced outside the region. Only \$365,000 of food products (4% of farm cash receipts and 0.18% 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 \$75 million in 2011 alone (BLS). This places additional pressure on U.P. consumers trying to buy food.

Farm and food economy summary:

Farmers lose \$1.6 million each year producing food commodities, and spend at least \$5 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 \$7 million to the region.

Meanwhile, consumers spend \$190 million buying food from outside. Thus, total loss to the region is \$197 million of potential wealth *each year*. This loss amounts to *sixteen times* the value of all food products raised in the region.

Western Upper Peninsula: 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 \$20 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.

Upper Peninsula (entire): 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 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 |

Ontanagon County: markets for food eaten at home (2011):

Ontanagon 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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