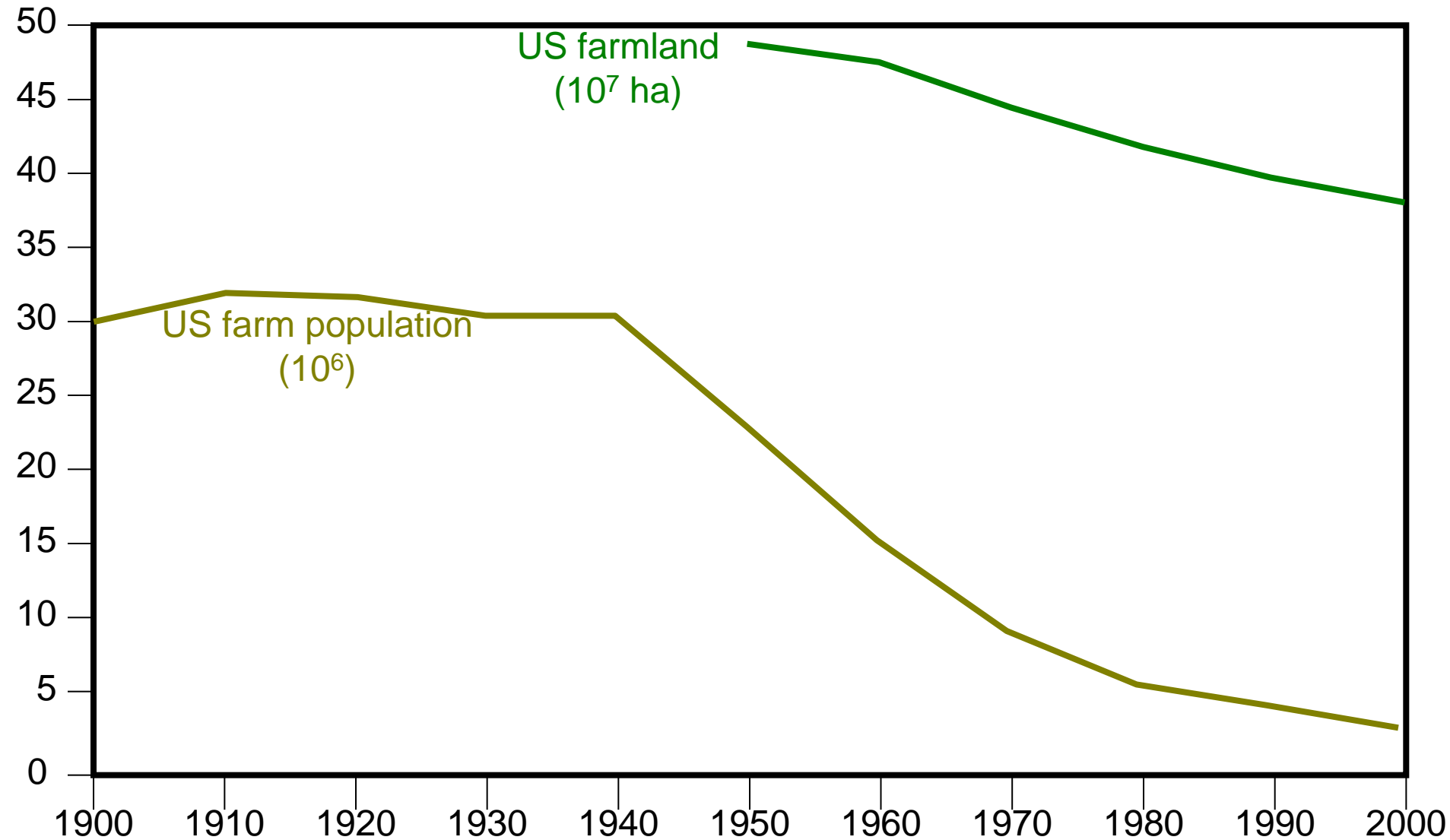


The Small Farm Comeback

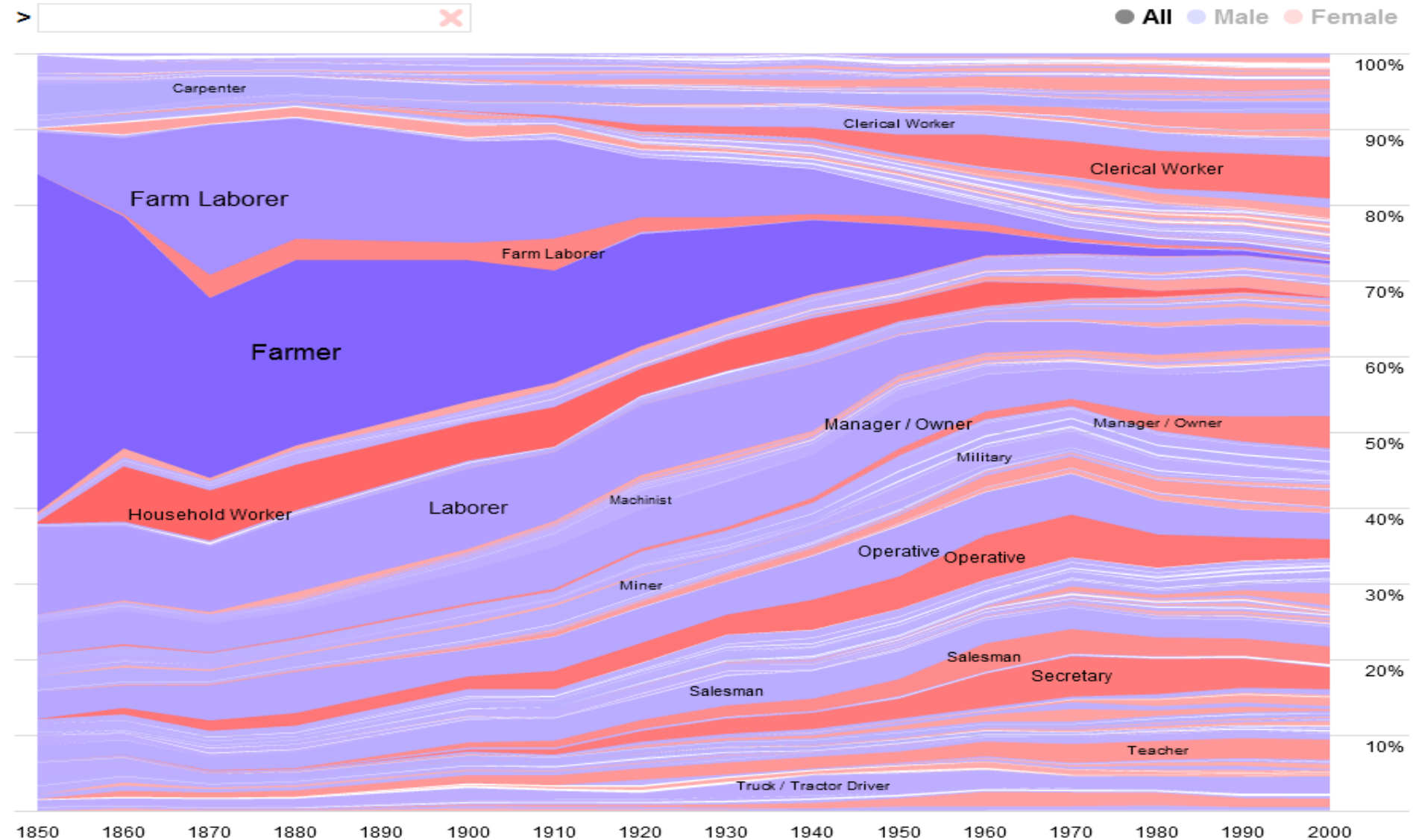
Michael Bomford, PhD

Presented to Participants in the US
Department of State's Multi-Regional Small
Business Development Project

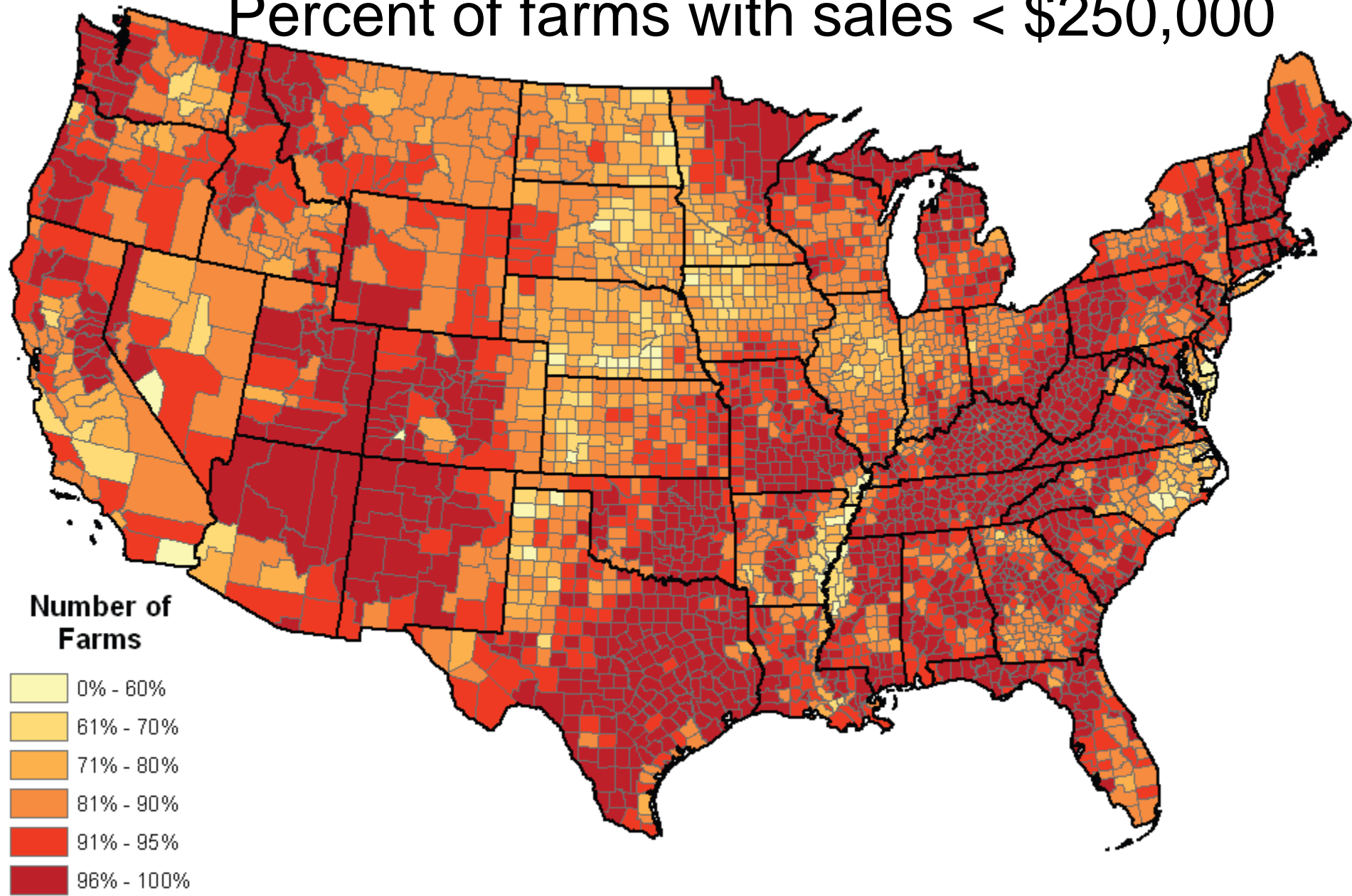
Changing face of US agriculture



Fewer Farmers...



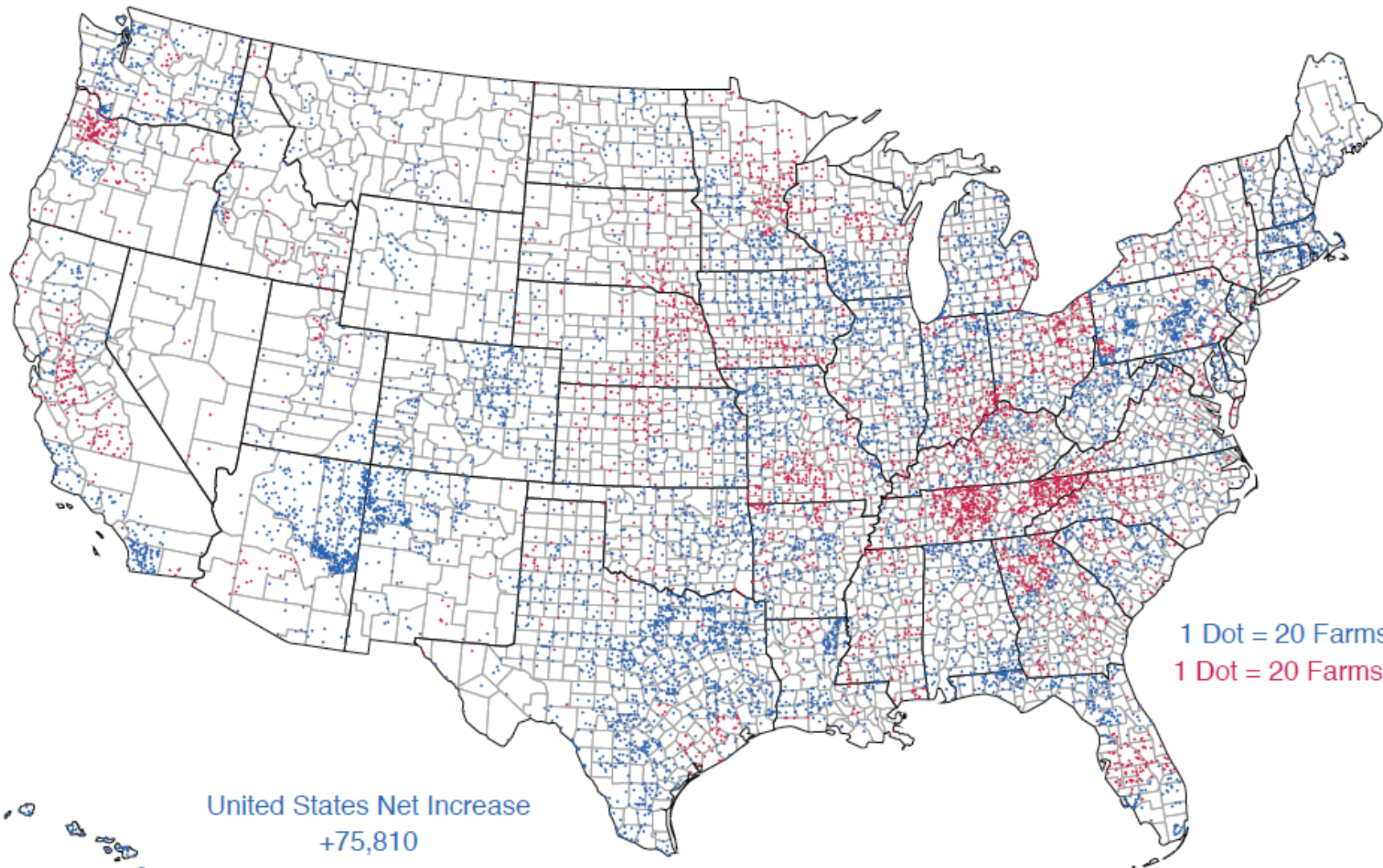
Percent of farms with sales < \$250,000



Number of Farms

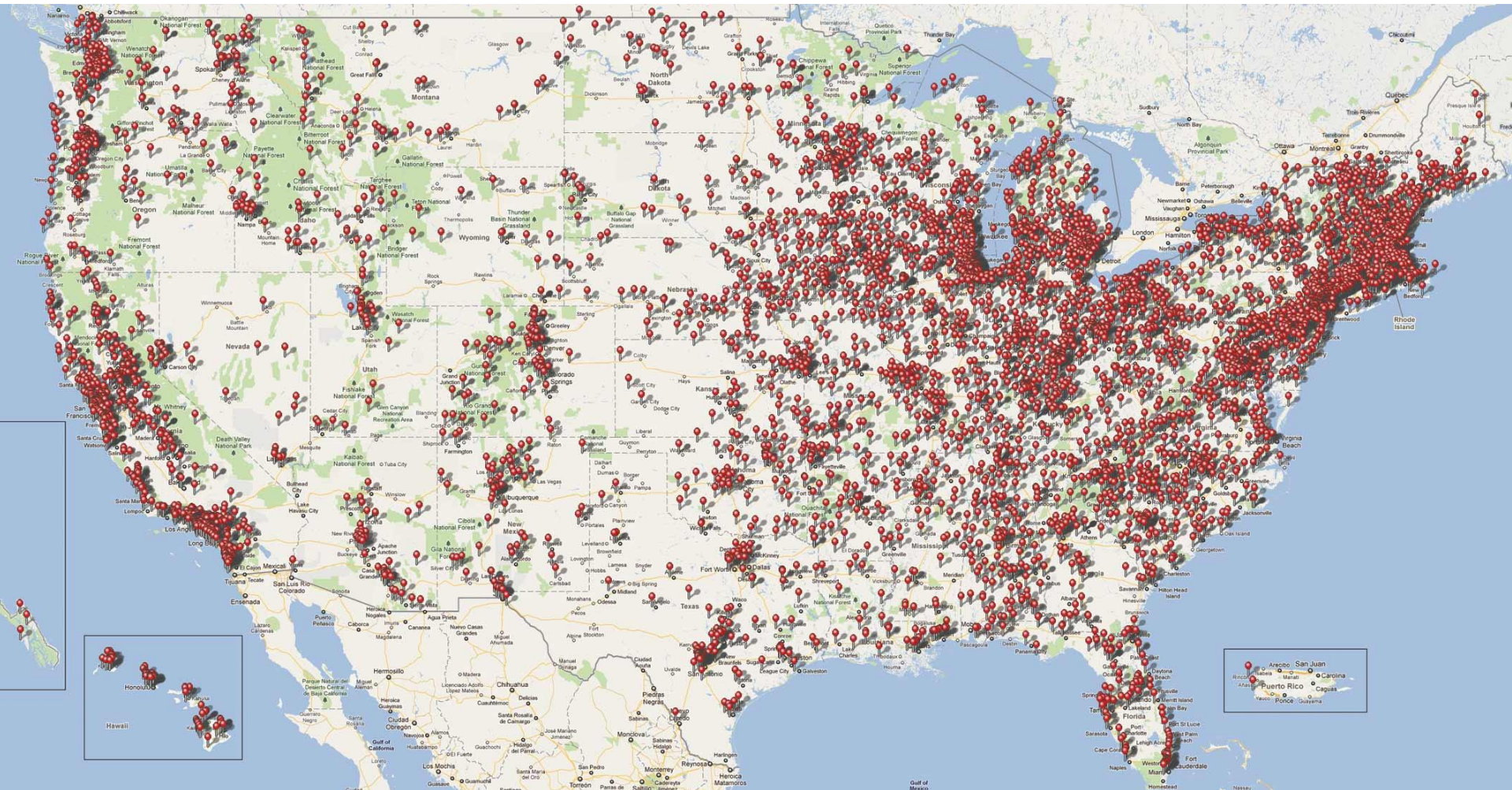
- 0% - 60%
- 61% - 70%
- 71% - 80%
- 81% - 90%
- 91% - 95%
- 96% - 100%

Change in Number of Farms, 2002 - 207



7,000 Farmers' Markets in 2011

(up from 340 in 1970)



Direct marketing of farm products

- Promotes consumption of fruits and vegetables; reduces consumption of processed food
- Increases employment per food dollar and proportion of food dollar retained locally

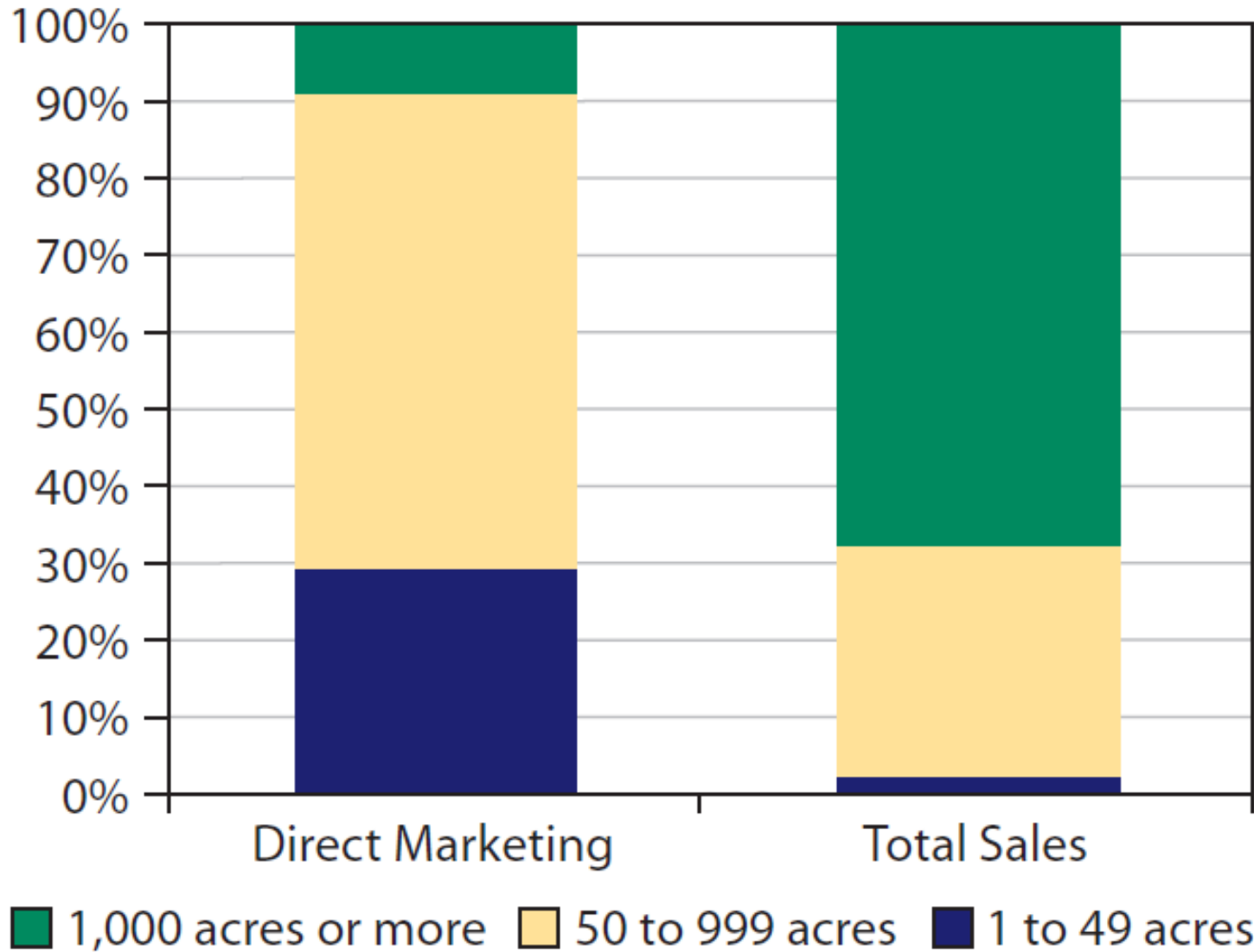
Industry group value-added shares of the food dollar

2006 industry group value-added



“Other” comprises advertising (2.4¢) and legal and accounting (1.6¢).

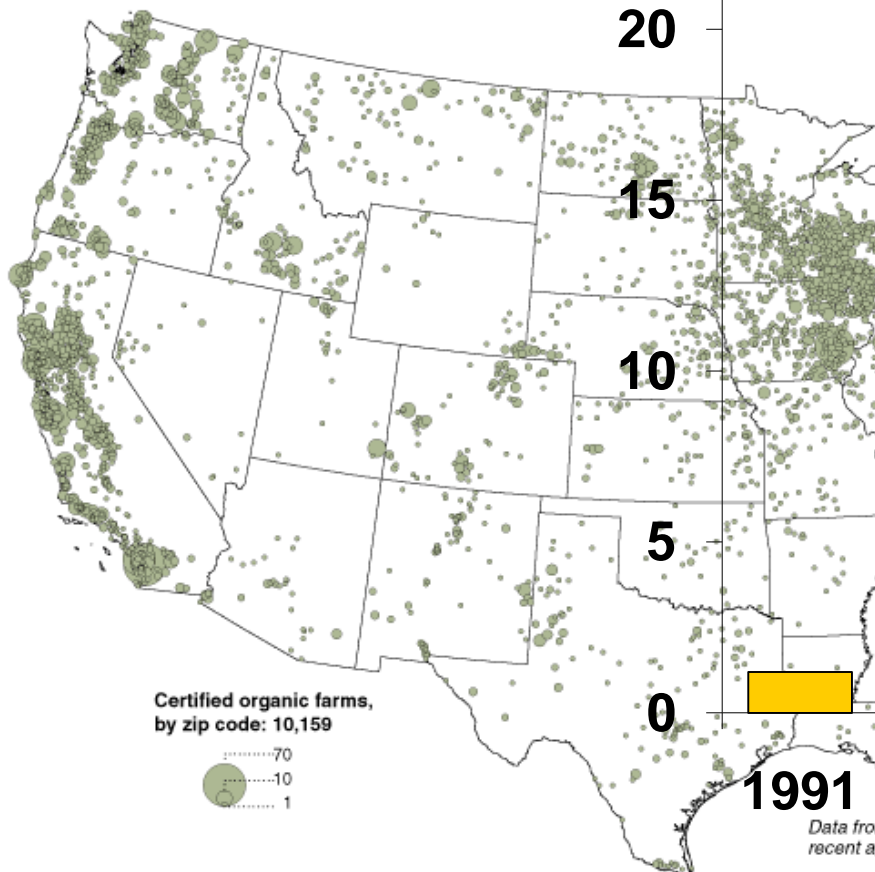
Small farms more likely to sell direct to consumer



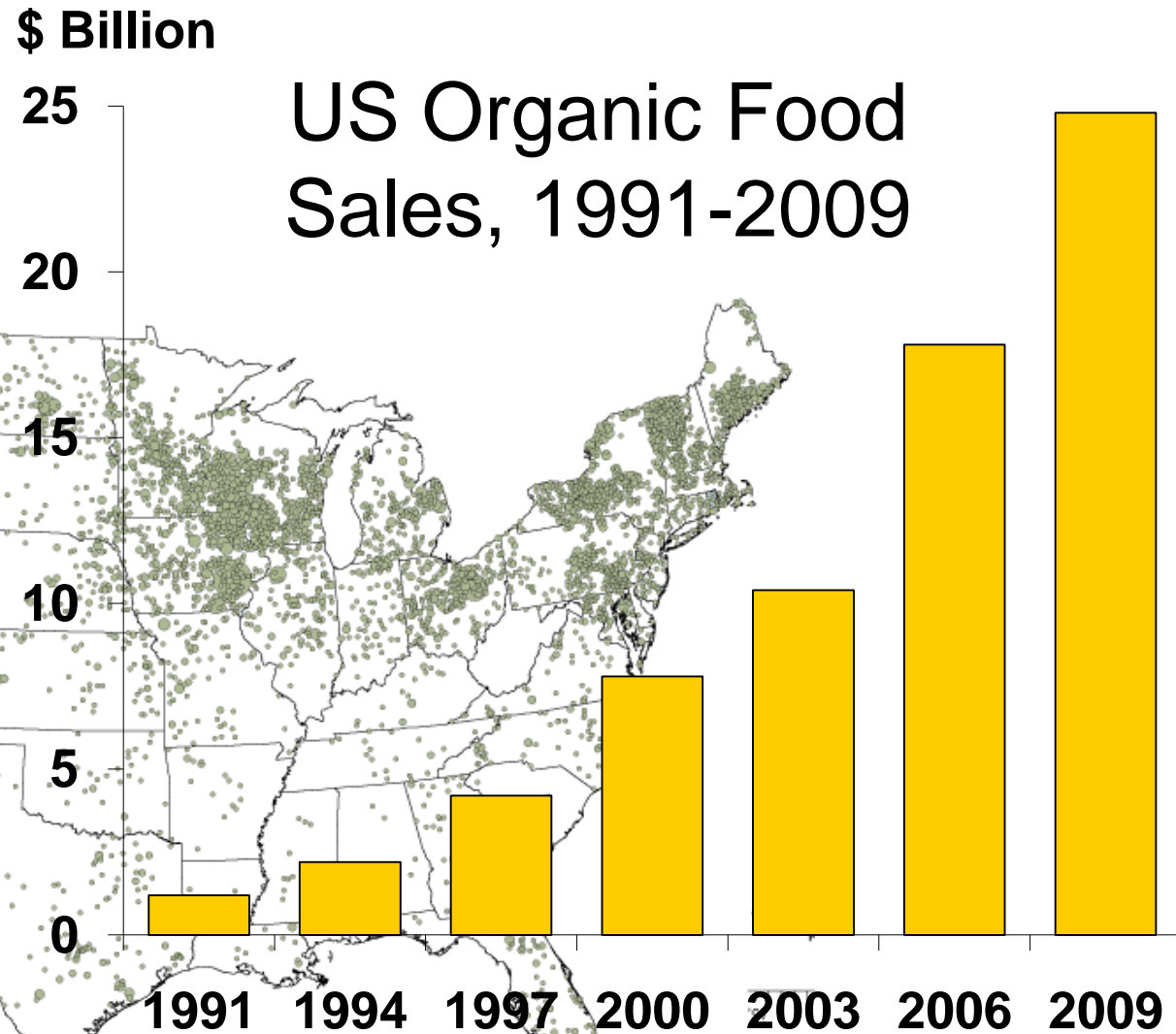
Source: USDA 2009.

Kentucky has unrealized potential to meet growing demand for organic food

US Organic Farms, 2007



US Organic Food Sales, 1991-2009



Data from 2007, the most recent agricultural census.

