



MISSISSIPPI STATE UNIVERSITY™

EXTENSION



Smith County

LOCAL FOOD SYSTEM ECONOMIES PROFILE

DATA FROM 2012 & 2007 USDA CENSUS

KAYLEE WELLS & DR. JAMES BARNES

-1%

CHANGE BETWEEN
2007 & 2012



108,342

ACRES OF FARMS

2

FARMS SELLING
DIRECT-TO-RETAIL OR
DIRECT-TO-INSTITUTION



170 ACRES

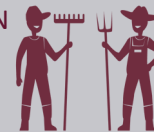
AVERAGE FARM SIZE

+17%

CHANGE BETWEEN
2007 & 2012

-100%

CHANGE BETWEEN
2007 & 2012



0

FARMS SELLING
THROUGH CSA

N/A

CHANGE BETWEEN
2007 & 2012

N/A

GROSS REVENUE FROM
AGRITOURISM &
RECREATIONAL ACTIVITY

\$78,000

DIRECT-TO-CONSUMER
SALES

-51%

CHANGE BETWEEN
2007 & 2012

5

FARMS WITH
AGRITOURISM &
RECREATIONAL ACTIVITY

+67%

CHANGE BETWEEN
2007 & 2012

-66%

CHANGE BETWEEN
2007 & 2012

13

FARMS SELLING
DIRECT-TO-CONSUMER



FARMERS' MARKETS

0



155*

ESTIMATED FARMERS' MARKET
CUSTOMERS WITHIN A 10
MILE RADIUS OF RALEIGH

\$10,230*

ESTIMATED ANNUAL
FARMERS' MARKET REVENUE



MISSISSIPPI STATE UNIVERSITY™

DEPARTMENT OF
AGRICULTURAL ECONOMICS

Data from U.S. Department of Agriculture National Agricultural Statistics Service [2007 Census of Agriculture](#) and [2012 Census of Agriculture](#)

Farmers' market data from Mississippi Department of Agriculture [Farmers Markets in Mississippi List](#)

*Facebook data analysis was conducted through Dr. Barnes' [BRICKS-TO-CLICKS™](#) online marketing and economic education program at Mississippi State University Extension.

LOCAL FOOD SYSTEM ECONOMIES PROFILE DEFINITIONS

GROSS REVENUE FROM AGRITOURISM AND RECREATIONAL ACTIVITY

This income includes income from recreational services such as hunting, fishing, farm or wine tours, hay rides, etc.

DIRECT-TO-RETAIL OR DIRECT-TO-INSTITUTION SALES

Marketing products directly to retail or institutional outlets includes restaurants, grocery stores, schools, hospitals, or other businesses that in turn sell directly to consumers.

DIRECT-TO-CONSUMER SALES

This item represents the value of agricultural products produced and sold directly to individuals for human consumption from roadside stands, farmers' markets, pick-your-own sites, etc. It excludes non-edible products such as nursery crops, cut flowers, and wool but includes livestock sales. Sales of agricultural products by vertically integrated operations through their own processing and marketing operations were excluded.

COMMUNITY SUPPORTED AGRICULTURE (CSA)

Community Supported Agriculture consists of a community of individuals who pledge support to a farm operation so that the farmland becomes, either legally or spiritually, the community's farm, with the growers and consumers providing mutual support and sharing the risks and benefits of food production.

ESTIMATED FARMERS' MARKET CUSTOMERS WITHIN A 10-MILE RADIUS

Online data from Facebook was used to estimate the number of potential customers within a 10-mile radius of each farmers' market in Mississippi. Following Barnes (2016) and Onianwa et al. (2006), several consumer characteristics were used to filter Facebook data results to identify the number of potential customers within a 10-mile radius around each farmers' market location. This is referred to as estimated local market reach. For this report, the average estimated local market reach across all farmers' market locations in Mississippi equaled 34,284. As a result, the estimated average 5 percent local market reach across all farmers' market locations in Mississippi equaled 1,714 (5 percent of 34,284).

ESTIMATED FARMERS' MARKET ANNUAL REVENUE

Following Barnes (2016) and Onianwa et al. (2006), the number of potential farmers' market customers within a 10-mile radius (local market reach) was estimated. Local market reach equal to 5 percent was then multiplied by an estimated annual value per farmers' market customer equal to \$22 per visit, assuming 3 annual visits, or \$66 annually. This report assumed that only 5 percent of local market reach would shop local at their respective farmers' market. As a result, the estimated average annual revenue across all farmers' markets in Mississippi equaled \$113,124 (1,714 times \$66).

REFERENCES

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