

Farm Profile Jones Dairy Farm

Owned by:

The Jones family has been farming for 3 generations in New York. The farm is currently owned by a grandfather and operated by his grandson. They have 75 Jersey cows in their milk herd.

Commodity Produced:

Milk



Gross Cash Farm Income

Each cow produces an average of 70 pounds of milk per day for 300 days per year. Milk sells for \$21.50 per CWT (100 pounds) for a GCFI of \$338,625.

Final Market for Commodity

Milk is sold to a local artisan cheese company that processes it into specialty cheeses. The market price for the milk is slightly higher than average due to the added butterfat in the milk from the Jersey cows.



Farm Profile Evergreen Acres

Owned by:

The Brown family has been farming for 3 generations in Wisconsin. The farm is currently owned and operated by a father and one of his sons. They milk an average of 200 cows.

Commodity Produced:

Milk



Gross Cash Farm Income

Each cow produces an average of 75 pounds of milk per day for 300 days per year. Milk sells for \$20 per CWT (100 pounds) for a GCFI of \$900,000.

Final Market for Commodity

Milk is sold to a local co-op that processes the milk and distributes through local grocery stores.



Farm Profile Konin Dairy Farm

Owned by:

The Konin family has been farming for 2 generations in California. The farm is currently owned and operated by a father and three of his sons along with their wives. They milk 5,000 cows.

Commodity Produced:

Milk



Gross Cash Farm Income

Each cow produces an average of 75 pounds of milk per day for 300 days per year. Milk sells for \$20 per CWT (100 pounds) for a GCFI of \$22,500,000.

Final Market for Commodity

Milk is sold to a local milk processing plant that processes fluid milk, ice cream, and butter.



Farm Profile Fremont Farm

Owned by:

The Fremont family has been raising broiler chickens for 3 generations in Georgia. The farm was passed from father to son. The farm has 4 modern barns that hold 36,000 birds at a time. They can raise 6 groups per year, per barn.

Commodity Produced:

Broiler Chickens



Gross Cash Farm Income

The family raises 864,000 birds per year and is paid \$0.39 each when they are delivered to the processor. If they account for a 3% mortality loss, they would gross approximately \$326, 851 per year.

Final Market for Commodity

The Fremont family raises chickens on a contract from Tyson Foods. Tyson sends the chicks and the feed. The Fremont family owns the land and housing facilities to raise the birds. The farm is paid a premium when the birds are delivered to the processor.



Farm Profile Central Valley Farm

Owned by:

The Calvin family owns and operates an organic broiler chicken farm in North Carolina. Two sisters and their husbands manage the operations of the farm that is owned by their father. The farm has 6 modern barns that hold 36,000 birds at a time. They can raise 6 groups per year per barn.

Commodity Produced:

Broiler Chickens



Gross Cash Farm Income

The family raises 1,296,000 birds per year and is paid \$0.43 each when they are delivered to the processor. If they account for a 3% mortality loss, they would gross approximately \$540,561 per year.

Final Market for Commodity

The Calvin family raises chickens using organic practices on a contract from Perdue Farms. Perdue sends the chicks and feed. The Calvin family owns the land and housing facilities to raise the birds. The farm is paid a premium when the birds are delivered to the processor.



Farm Profile Shooting Star Farm

Owned by:

Shooting Star Farm is located in Arkansas and primarily owned by shareholders. The farm is operated by managers from the family who originally started the farm 30 years ago. They have 14 barns that hold 36,000 birds at a time. They can raise 6 groups per year per barn.

Commodity Produced:

Broiler Chickens

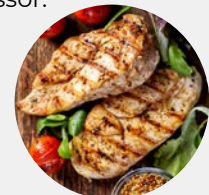


Gross Cash Farm Income

The farm raises 3,024,000 birds per year and is paid \$0.39 each when they are delivered to the processor. If they account for a 3% mortality loss they would gross approximately \$1,143,979.

Final Market for Commodity

Shooting Star Farm raises chickens on a contract from Tyson Foods. Tyson sends the chicks and the feed. The farm owns the land and housing facilities to raise the birds. The farm is paid a premium when the birds are delivered to the processor.



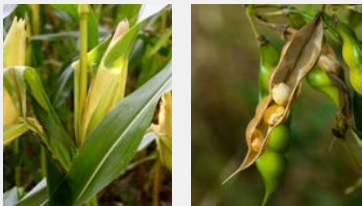
Farm Profile Ruby Acres

Owned by:

The Adams family has been farming their 300 acres for 3 generations. The farm is operated by a grandfather who has the help of his grandchildren for harvests. They grow crops following USDA Organic labeling guidelines. The farm is located in Iowa where the average rainfall contributes to larger crop yields than other midwestern states.

Commodity Produced:

Corn and Soy



Gross Cash Farm Income

The organic seed varieties and practices decrease overall yield by 30% compared to conventional practices in similar climates. Their average per acre revenue is \$949 making their average gross cash income \$284,700.

Final Market for Commodity

The corn and soybeans are sold to a grain company specializing in the processing of non-GMO and organic grains. The corn is eventually used in the processing of corn meal and corn syrup. The soybeans are used for soy milk.



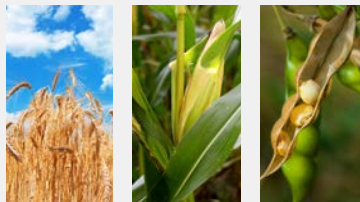
Farm Profile Fern Valley Farms

Owned by:

The Garcia family operates 1,500 acres of crops which include wheat, corn, and soybeans. The farm is owned and operated by two cousins in Iowa.

Commodity Produced:

Wheat, Corn, Soy



Gross Cash Farm Income

The average per acre revenue for the climate and commodities grown is \$442. The farm will gross approximately \$663,000 per year.

Final Market for Commodity

The grains are sold to a local grain elevator which is a facility designed to store grain after it is harvested from the field. The corn is eventually sold for ethanol, and the soybeans and wheat are sold for further processing.



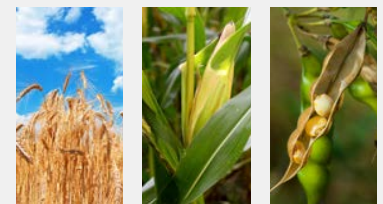
Farm Profile Miller Farm

Owned by:

The Miller family farms 4,500 acres of wheat, corn, and soy in Kansas. It is a multi-generational farm owned and operated by 2 generations of the family.

Commodity Produced:

Wheat, Corn, Soy



Gross Cash Farm Income

The Kansas climate is dry compared to other midwestern states. The average revenue is \$442 per acre in this area for an approximate \$1,989,000 gross cash income per year.

Final Market for Commodity

The grains are sold to a local grain elevator which is a facility designed to store grain after it is harvested from the field. The grains are eventually sold to a feed company that uses them to formulate animal feeds.



Farm Profile Blue Mountain Ranch

Owned by:

The Nelson family has a herd of 50 mother cows in Wyoming. The ranch has been passed through 3 generations and is now operated by a rancher who has kept the cattle in his retirement. The ranch is certified organic by the USDA.

Commodity Produced:

Beef



Gross Cash Farm Income

On average, Mr. Nelson has 40 calves per year that he raises to a mature 1,200 pounds. He sells his beef to a custom meat processing facility. His cash revenue averages \$275 per CWT (100 pounds) to yield \$132,000 per year on calves and \$5,000 per year on cull cows.

Final Market for Commodity

Mr. Nelson sells his beef cattle to a local custom meat processing facility. The beef fits a niche market for customers desiring organic label production processes. The retail cuts are sold to consumers and local restaurants.



Farm Profile Abbot's Angus

Owned by:

The Abbott family runs a cattle ranch with 200 mother cows in Missouri. The ranch is owned and operated by a grandfather and two of his granddaughters.

Commodity Produced:

Beef



Gross Cash Farm Income

On average, the Abbotts have 300 calves per year that they raise to 600 pounds. If they sell the cattle for \$195 per CWT (100 pounds), they yield \$351,000 on calf sales and another \$20,000 when they sell cull cows.

Final Market for Commodity

The Abbotts raise their calves until they reach about 600 pounds. They are sold to a feedlot that feeds the cattle until they are ready to harvest.



Farm Profile Double S Ranch

Owned by:

This ranch was started by the Young family in Texas. The ranch is no longer operated by the family, but by 3 unrelated individuals. The ranch is home to 1,000 mother cows.

Commodity Produced:

Beef



Gross Cash Farm Income

The Double S Ranch has an average of 800 calves per year. The calves average 1,200 pounds at harvest and sell for \$200 per CWT (100 pounds) for a total of \$1,920,000 for calves and an additional \$100,000 for the sale of cull cows.

Final Market for Commodity

Double S Ranch sells their finished cattle to JBS Swift, a food processing company.



Farm Profile Mountain Apples

Owned by:

The Little family has a 15-acre apple orchard. They are first-generation farmers who purchased the orchard with their house when they moved to Washington.

Commodity Produced:

Apples



Gross Cash Farm Income

An acre of apple trees yields about 12,500 pounds of apples that sell for \$0.65 per pound. 15 acres would yield approximately \$121,875 per year.

Final Market for Commodity

The family sells their apples to a large apple grower with cold-storage facilities and labor to pick the apples.



Farm Profile Tonasket Apples

Owned by:

Owned and operated by Sara Jones, the farm is in its 4th generation in Washington. Sara and a team of workers operate 100 acres of apples. She uses social media to promote their apple products and bring attention to the farm-to-fork process.

Commodity Produced:

Apples



Gross Cash Farm Income

An acre of apple trees yields about 12,500 pounds of apples. About 70% of the crop is sufficient to sell for \$0.50 per pound to be used for processing cider or applesauce for a GCFI of \$437,500.

Final Market for Commodity

The apples are processed into cider, applesauce, and other apple products on the farm. The food products are available through a local store and distributed through local grocery networks.



Farm Profile Oak Glen Orchard

Owned by:

Oak Glen Orchard has 350 acres of apple trees in Wisconsin. The farm has grown through three generations and is currently operated by 3 households within the family.

Commodity Produced:

Apples



Gross Cash Farm Income

An acre of apple trees yields about 12,500 pounds of apples that sell for \$0.65 per pound. The approximate annual gross income would be \$2,843,750 per year.

Final Market for Commodity

The farm has cold-storage facilities and a cider mill allowing the sale of apples and cider throughout the year to a retail food chain.



Farm Profile Tomato Bliss Farms

Owned by:

The Bliss family operates 75 acres of tomatoes in California. The farm is in the first generation of ownership.

Commodity Produced:

Tomatoes



Gross Cash Farm Income

The average price for processing tomatoes is \$86 per ton. The average acre of tomatoes yields 47 tons for a gross cash income of \$303,150 per year.

Final Market for Commodity

The tomatoes are harvested by machine and sold to the Campbell's™ food processing company. The tomatoes are processed into canned spaghetti sauce and soup that is later distributed to grocery stores.



Farm Profile Emerald Valley Spuds

Owned by:

The Anderson family grows potatoes on their farm, in Idaho. Two brothers and their wives run the farm, and their retired father helps in the busy seasons. They grow 200 acres of potatoes.

Commodity Produced:

Potatoes



Gross Cash Farm Income

Potatoes sell for an average of \$8.60 per CWT (100 pounds). Farmers average a harvest of 45,500 pounds of potatoes per acre. The Andersons typically have a cash revenue of \$782,600 per year from their 200-acre farm.

Final Market for Commodity

The potatoes are kept in cold storage temporarily after harvest and then sold and shipped to the Lay's™ food processing company that processes them into potato chips.



Farm Profile Veggie Town Farms

Owned by:

Veggie Town Farms is one location in a group of incorporated farms located in Arizona and California where most of the vegetable produce in the U.S. is grown. Each farm has a manager and team of workers who are not related.

Commodity Produced:

Lettuce & Broccoli



Gross Cash Farm Income

Lettuce fields average a harvest of 291 CWT (100 pounds) per acre that is sold for \$33.94 (per CWT). Twenty five acres would gross \$246,913.

Broccoli yields about 133 CWT per acre and sells for \$63.40 per CWT. A yearly gross for 15 acres would be approximately \$126,483.

Final Market for Commodity

The lettuce and broccoli are packaged as it's harvested and sold to a retail distribution chain to be sold in grocery stores.



Farm Profile Shuwa Family

Owned by:

A family in Camaroon owns goats and cattle for milk and meat and grows a variety of food crops on their land.

Commodity Produced:

Grains, Vegetables, Livestock



Gross Cash Farm Income

The products grown on this farm are not sold at a market for a cash exchange.

Final Market for Commodity

The crops and livestock are used by the family and nearby community. A small amount of the harvest could be traded for seeds or other supplies.



Farm Profile Agbayani Family

Owned by:

A family in the Phillipines grows a variety of food crops and raises chickens, goats, and cattle on their land holding.

Commodity Produced:

Grains, Rice, Vegetables, Livestock

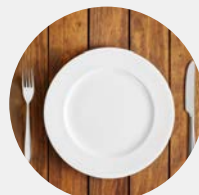


Gross Cash Farm Income

The products grown on this farm are not sold at a market for a cash exchange.

Final Market for Commodity

The crops and livestock are used by the family and nearby community. A small amount of the harvest could be traded for seeds or other supplies.



Farm Profile Khulan Family

Owned by:

A family in Mongolia grows a variety of food crops including corn, wheat, barley, and potatoes. They also raise cattle, sheep, and goats for milk and meat.

Commodity Produced:

Grains, Vegetables, Livestock



Gross Cash Farm Income

The products grown on this farm are not sold at a market for a cash exchange.

Final Market for Commodity

The crops and livestock are used by the family and nearby community. A small amount of the harvest could be traded for seeds or other supplies.

