



Northeast Agriculture: An Overview

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Director of Knowledge Exchange
January 2025
UCONN Fruit & Veg Conference



FARM CREDIT EAST



Agenda

- **About Farm Credit East**
- **Economic Impact Study**
- **Challenges Facing CT Farmers**
- **National Ag Trends**
- **Q & A**



About Farm Credit East

FARM CREDIT EAST

- 8 states
- 24 locations
- 575+ dedicated agricultural specialists
- Territory encompasses urban, suburban and rural areas
- Serving Farming, Fishing, and Forest Product producers of all types and sizes



FARM CREDIT EAST

Farmer-Owned Cooperative

Part of the national
Farm Credit System

100+ years

More than a century
of commitment to
agriculture

18,000 customers

Serving 18,000
customers across
eight states

\$1.4B

\$1.4B in Patronage
Dividends paid to
borrowers

\$12+B

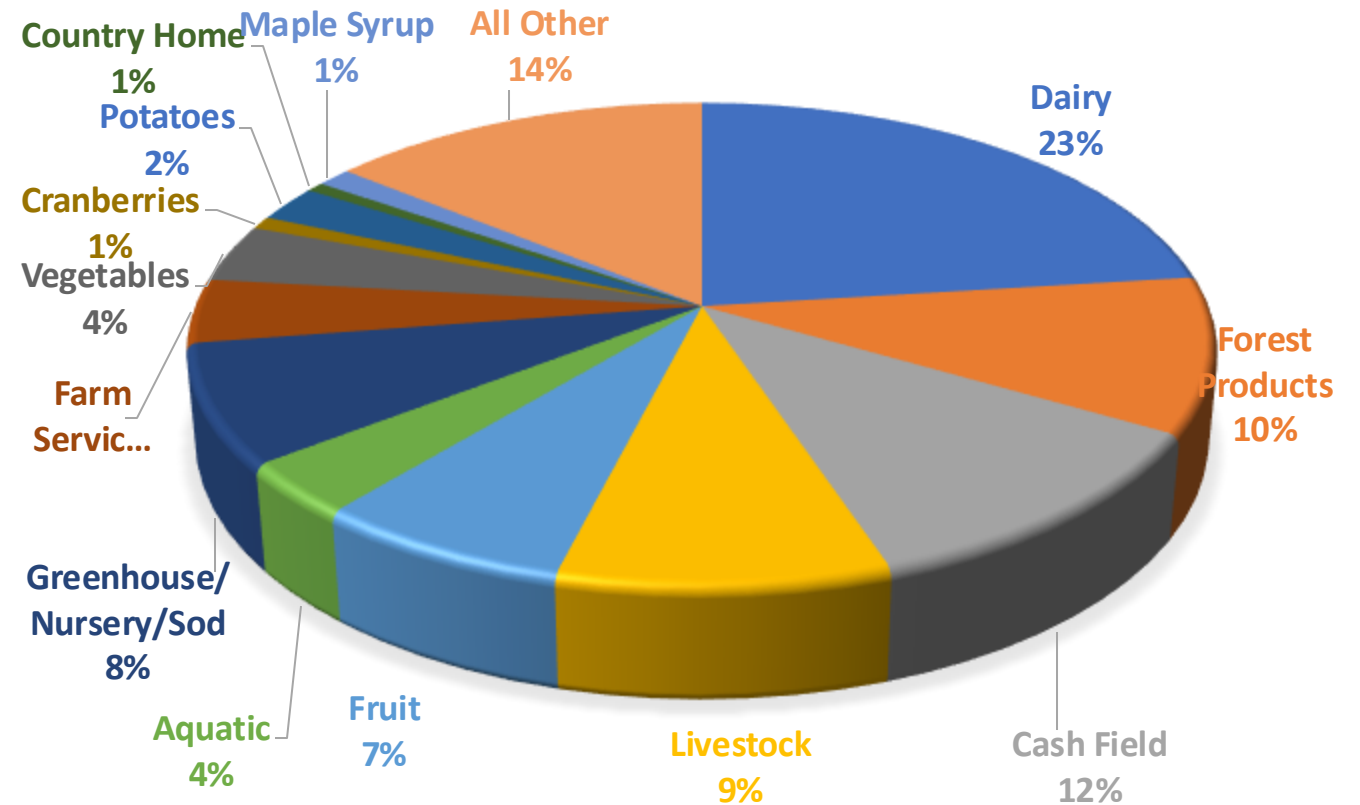
\$12+ billion invested
in Northeast farming,
fishing, and forestry

Committed to the Future

Programs for Young,
Beginning, Small and
Veteran farmers

FARM CREDIT EAST LOAN PORTFOLIO

- Diverse portfolio by industry, size and market segment
- Large number of customers serving local markets
- Serve all types of producers: big/small, conventional/organic, wholesale/retail
- Part-time farms and rural properties



PROVIDING BUSINESS SERVICE SOLUTIONS

LOANS



LEASES



NEW FARMER PROGRAMS



ONLINE BANKING



PAYROLL



TAX PLANNING



TAX PREPARATION



GO TO ASSIST



BUSINESS CONSULTING



ESTATE PLANNING



GRANT WRITING



APPRAISALS



FINANCIAL RECORD-KEEPING



FINANCIAL BENCHMARKING



CROP INSURANCE



COUNTRY LIVING





Economic Impact of Northeast Farming, Fishing and Forestry

ECONOMIC IMPACT OF CONNECTICUT AGRICULTURE

- Joint Project of Farm Credit East, CT Dept of Agriculture, and UCONN
- Looks at the economic and jobs impact of Farming, Fishing, Forest Products, and related Processing
- Available at:
<https://are.uconn.edu/the-zwick-center-research-reports/>



Measuring Economic Impact

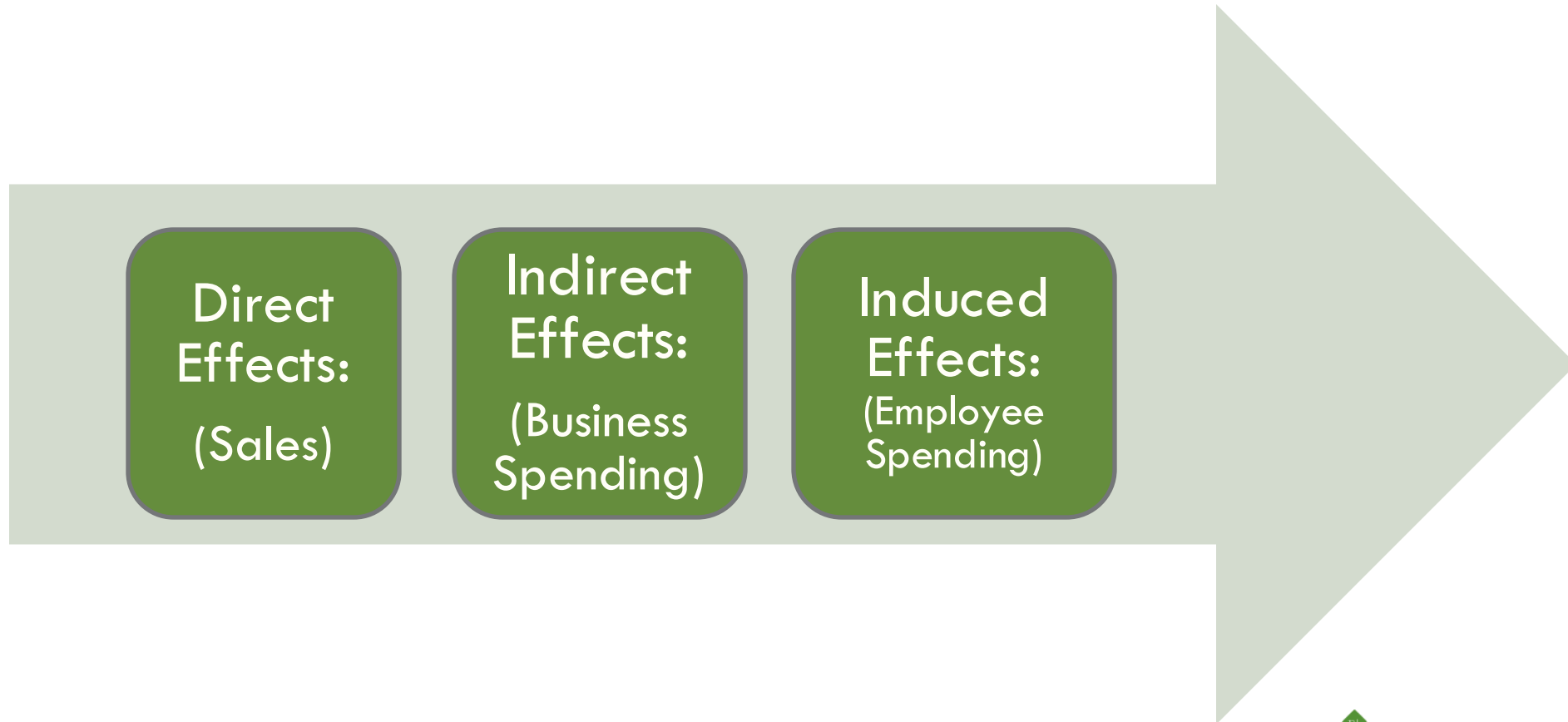


Direct
Effects:
(Sales)

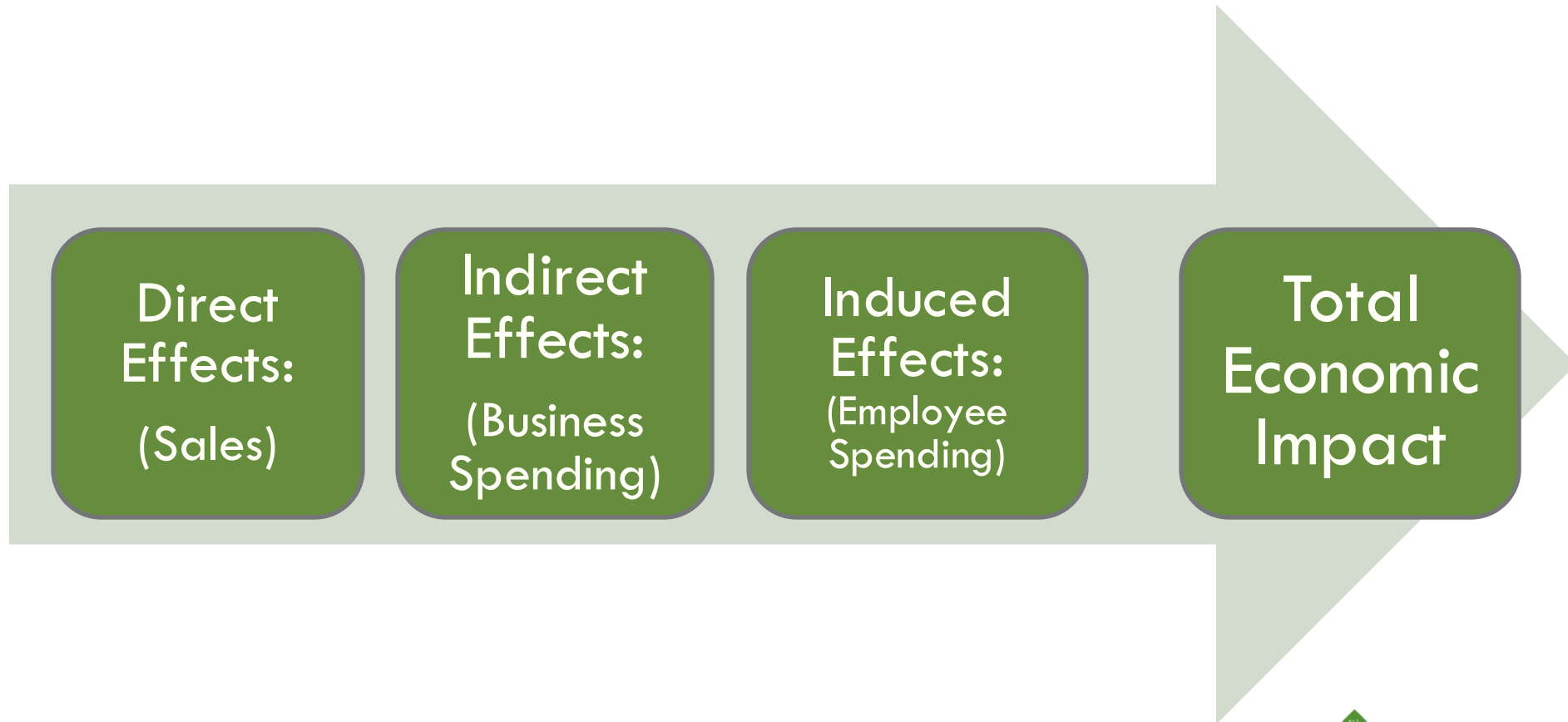
Measuring Economic Impact



Measuring Economic Impact



Measuring Economic Impact



KEY FINDINGS: CONNECTICUT AGRICULTURE

SECTOR	DIRECT SALES	IMPACT	JOBS
Greenhouse/Nursery	\$363M	\$509M	5,631
Dairy Cattle & Milk Production	116	189	742
Poultry & Eggs	86	138	464
Vegetables & Melon Farming	53	75	777
Fruit Farming	37	47	740
Tobacco	26	35	574
Aquaculture	21	34	482
Other Crops	40	59	1,855
Other Livestock	29	35	559
Total for Ag Production	\$771	\$1,121	11,824

KEY FINDINGS: FARMING, FISHING, AND FORESTRY



SECTOR	DIRECT SALES	IMPACT	JOBS
Ag Production	\$771	\$1,121	11,824
Forestry, Logging, Sawmills	159	310	1,455
Commercial Fishing & Hunting	18	28	712
Support Businesses for Ag & Forestry	41	80	1,688
Total For Farm, Fishing, & Forestry Production	\$987*	\$1,537*	15,679

*Totals do not add due to rounding

KEY FINDINGS: CONNECTICUT PROCESSING

SECTOR	DIRECT SALES	IMPACT	JOBS
Dairy Processing	\$822M	\$1,472M	3,638
Slaughtering & Meat Processing	277	404	1,260
Fruit & Vegetable Processing	192	301	792
Wineries	137	232	804
Seafood Processing	61	93	309
Total For Farm, Fishing, & Forestry Processing	\$1,489	\$2,502	6,803

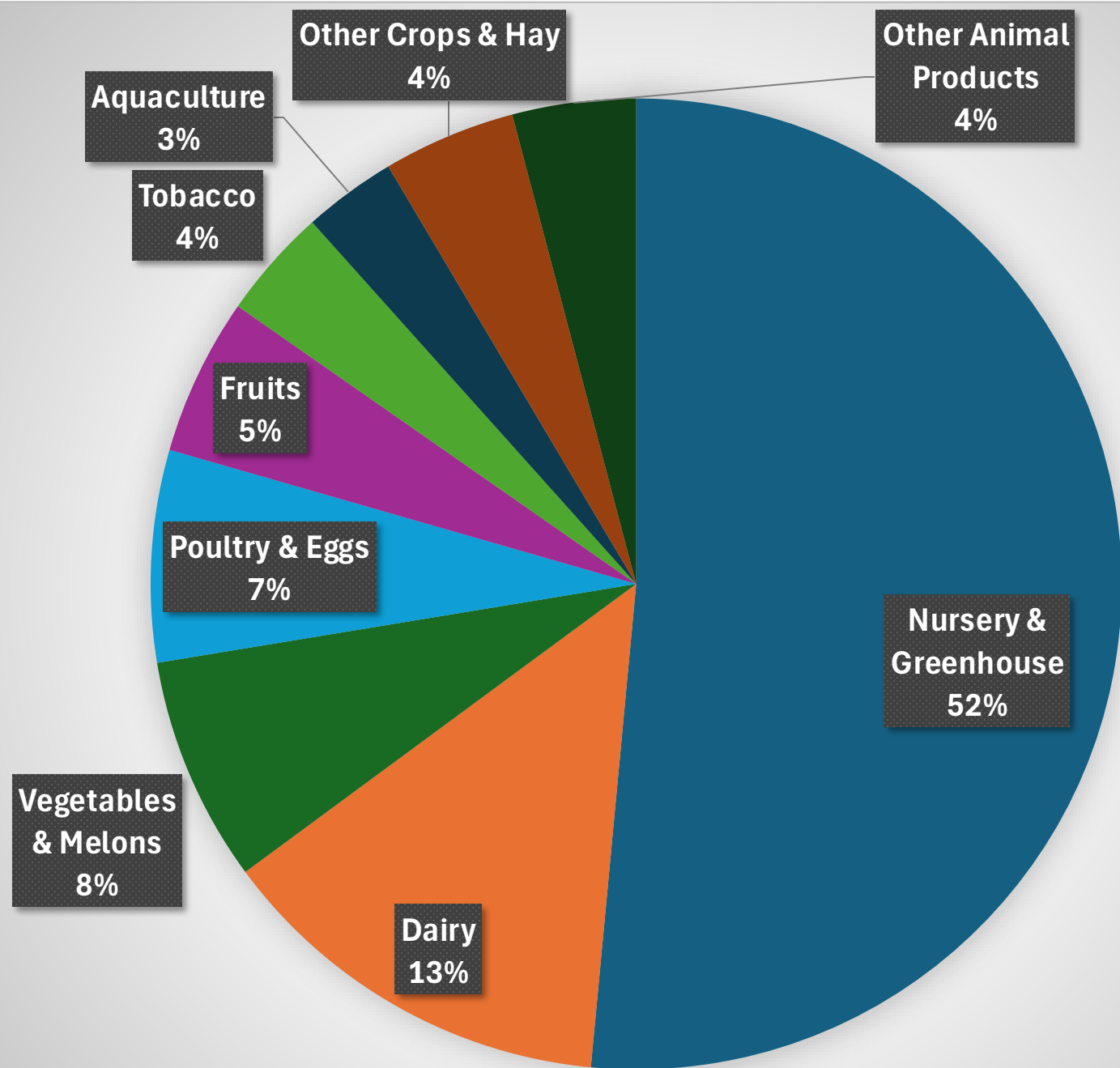
KEY FINDINGS: TOTALS

SECTOR	DIRECT SALES	IMPACT	JOBS
Total for Agricultural, Fishery, and Forest Product Production	\$987M	\$1,537M	15,679
Total for Processing Activities	\$1,489M	\$2,503M	6,803
Total for Agriculture, Commercial Fishing, and Forestry	\$2,476M	\$4,040M	22,482

Farming, Fishing, and Forest Product production: \$1.5 Billion in economic impact, and more than 15,000 jobs

With Processing activities, \$4.0 Billion in economic impact and more than 22,000 jobs

CONNECTICUT AGRICULTURE SALES BY SECTOR, 2022

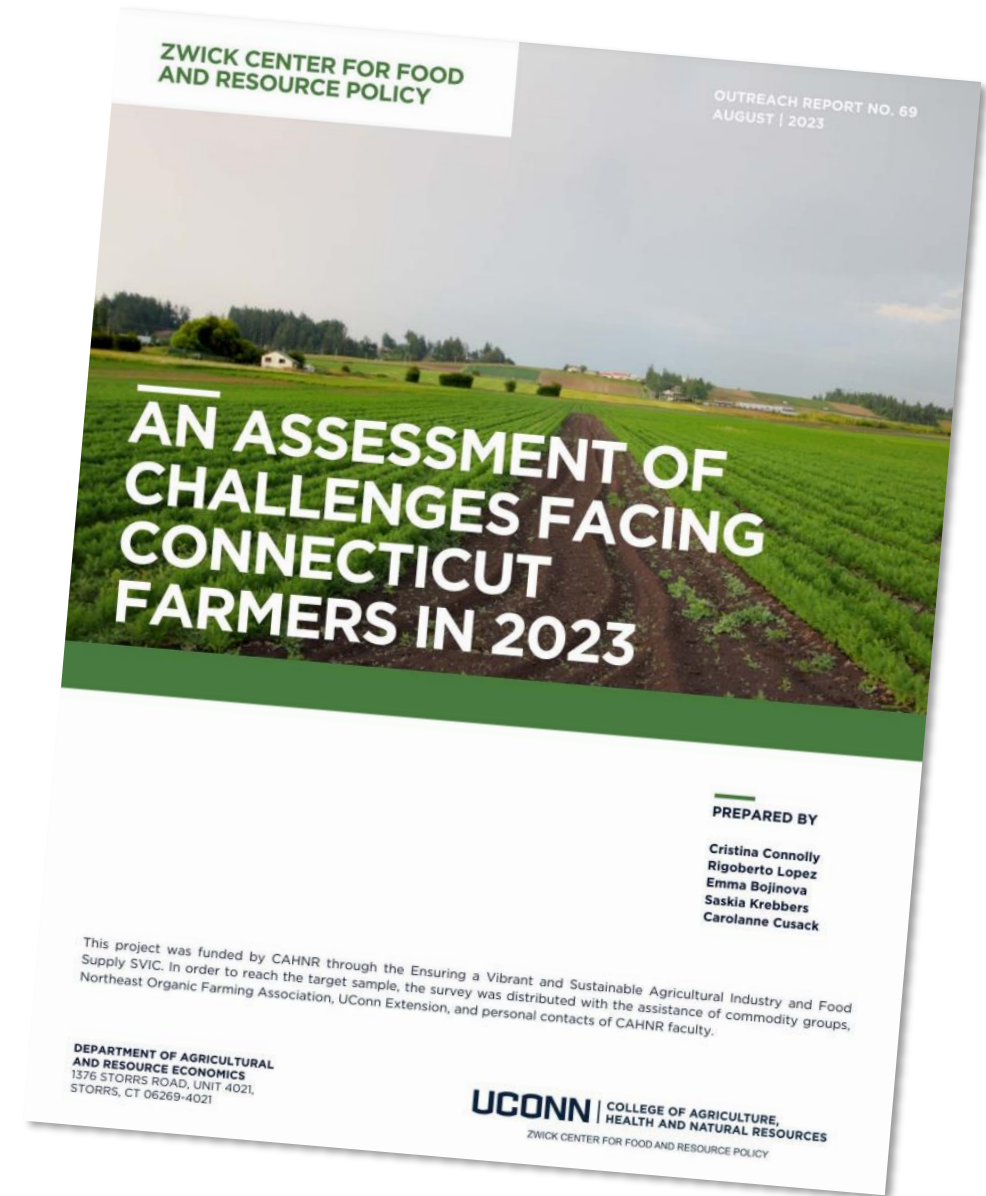




Challenges Facing Connecticut Agriculture

UConn CAHNR 2023 Study:

- An Assessment of Challenges Facing Connecticut Farmers in 2023
- Producer survey and 4 listening sessions
- What are the most pressing challenges facing CT Farmers?
- What should be done to address those challenges?



UConn Grower Survey – 2023 Top Concerns:

- High input costs - including materials and labor
- Extreme weather events
- Lack of suitable labor available
- Infrastructure gaps
- Pests
- Lack of processing facilities
- State and local regulations
- Federal regulations
- Land availability
- Other concerns

UConn Grower Survey – Recommendations:

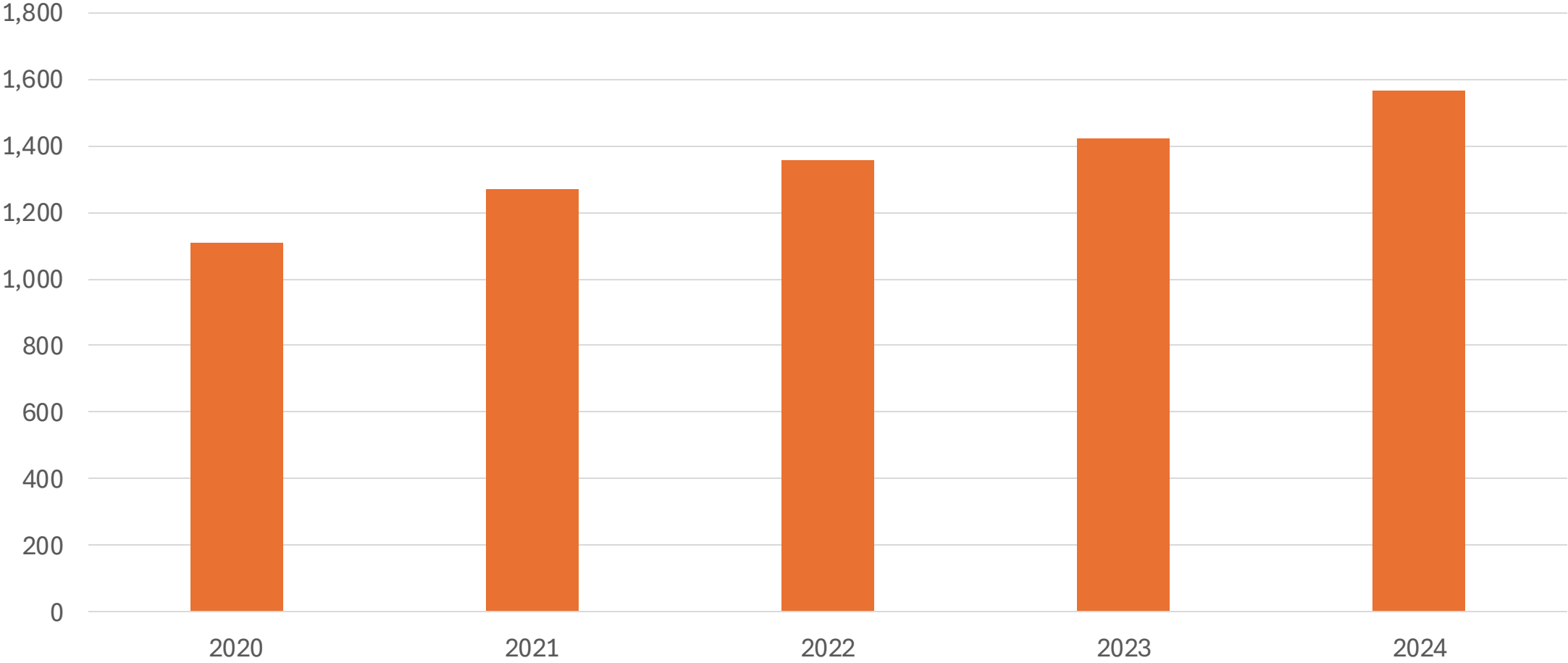
- Farm business and regulation assistance
 - Farmers desire a “one-stop-shop” for resources and support, particularly regarding business management, navigating resources, and regulatory compliance
- Education and labor force development
 - Education for future farmers and agricultural workers, internship support
- Weather and climate change adaptation and mitigation
 - Technical assistance (and funding) to adapt to weather changes
- Others
 - Several additional topics

UConn Grower Survey – Progress:

- Farm business and regulation assistance
 - Farm Viability Service: assistance with extension services, farm management assistance, new business and enterprise ideas
 - Solid Ground: training, consultations, and assistance for new farms and farmers
 - Growing a Farm Business in Connecticut: Collaboration with CT DoAg
- Weather and climate change adaptation and mitigation
 - “Climate Smart” consultations, training, and research
 - Farm Risk Management assistance
- Land Access
 - CT Farmlink

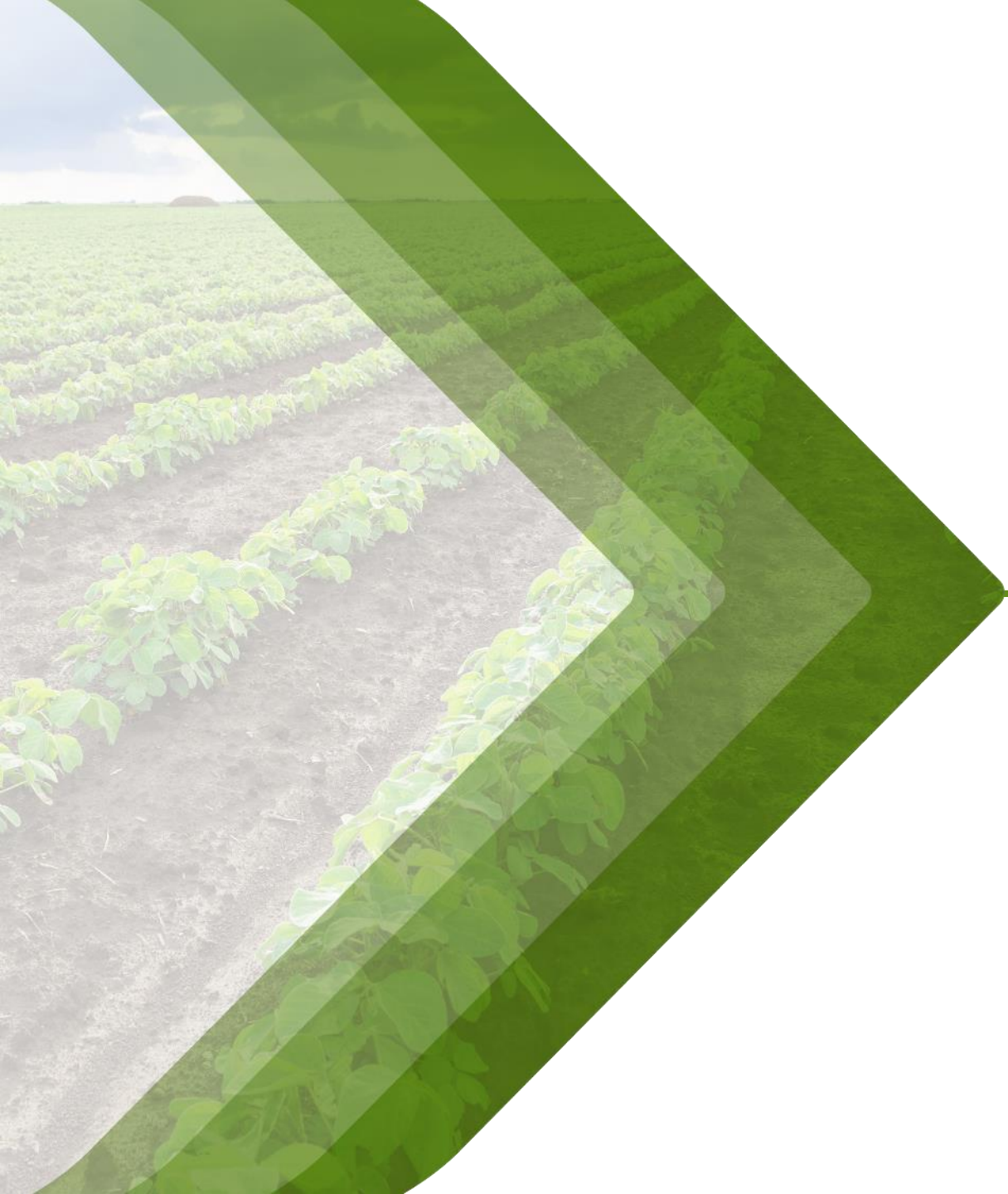
H-2A Workers Increase

H-2A Workers Certified in Connecticut



Source: US Office of Foreign Labor Certification





National Ag Trends



FARM CREDIT EAST

WHAT IS... THE FUTURE OF AG?

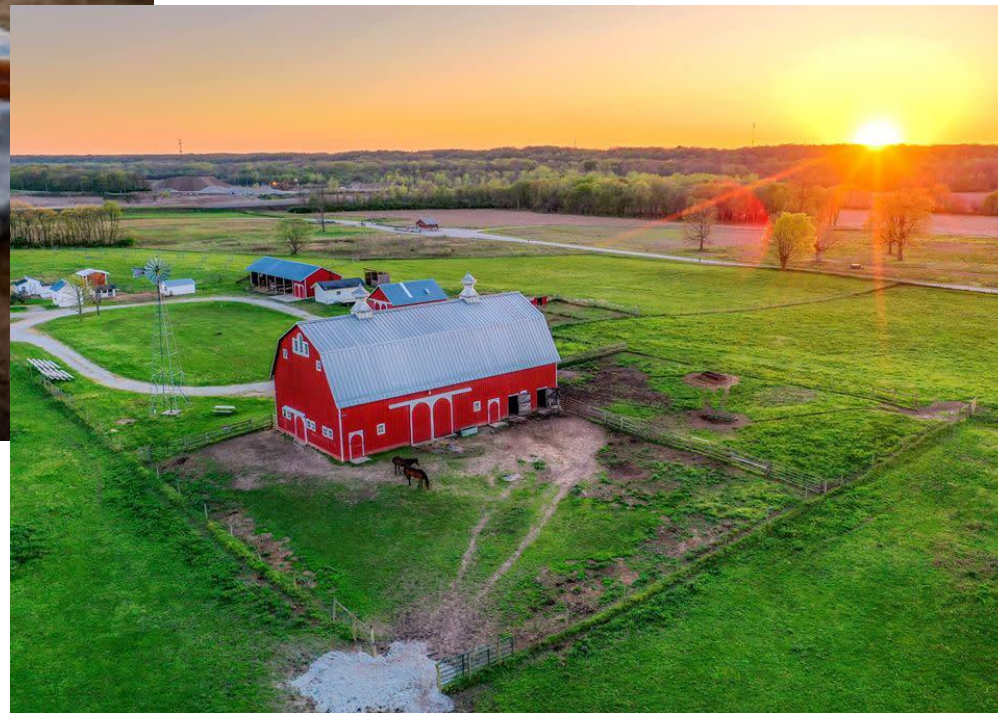


FARM CREDIT EAST

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FEEDING THE 9 BILLION



PRODUCERS ARE UNDER A MICROSCOPE

Consumers, Brands,
and Government will
demand increased
transparency and
accountability



CONSUMER INTEREST IN AGRICULTURE HAS NEVER BEEN HIGHER...

- Cuts both ways -
 - consumer backlash against genetically modified foods and some farm practices
 - Increased scrutiny over environmental, animal welfare, and employment practices
- BUT, increased desire for connections with farmers
 - Farmers often have strong public support
 - Consumers seeking “authenticity”
 - Farmers have high credibility
 - Direct-to-consumer marketing growing



COMING ATTRACTIONS...



Technology will
continue to
advance... but
economics will still
reign supreme

COMING ATTRACTIONS...



Leading Edge?
Or
“Bleeding Edge?”







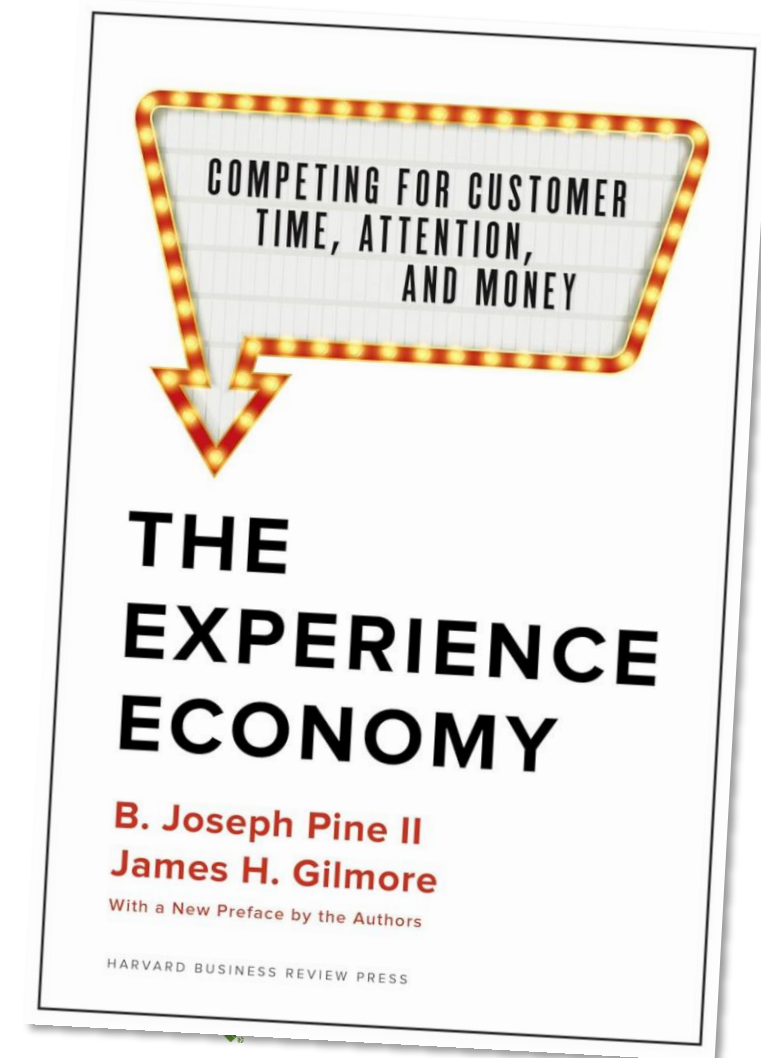




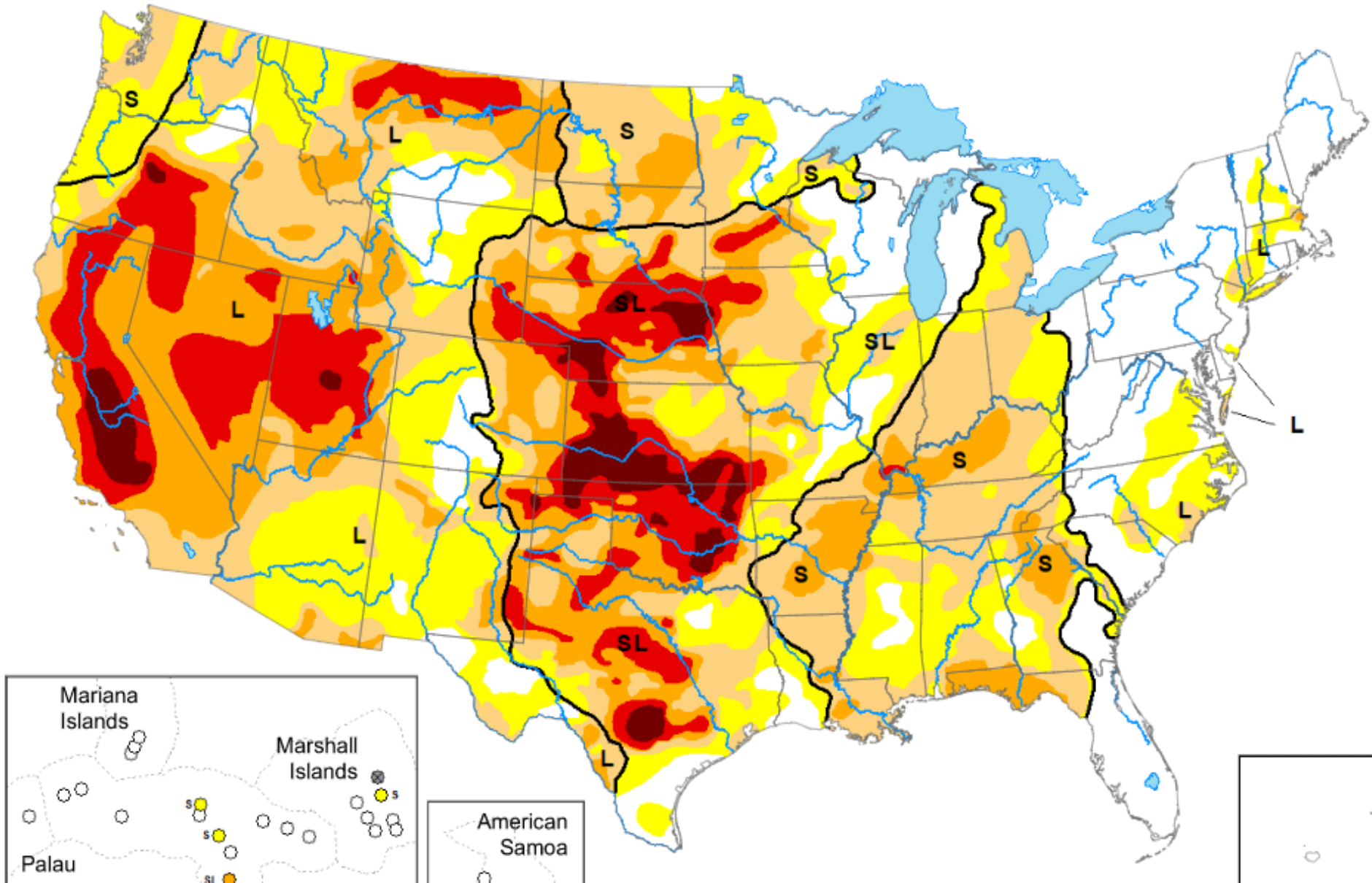


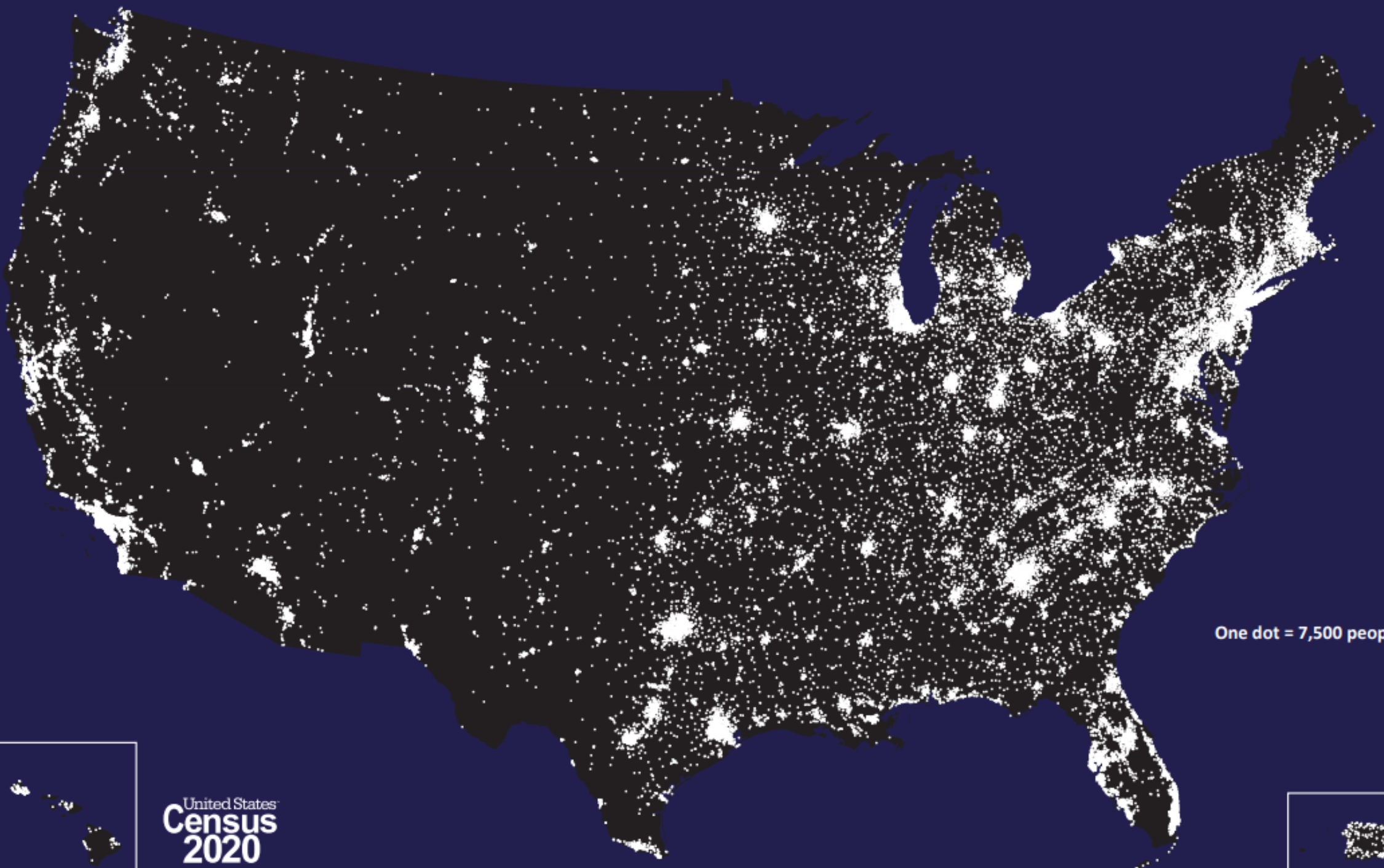
Consumers Seek Authentic Experiences

- “Sell the Story!”
- Create an experience with your retailing
- Or with your product



...WE HAVE WATER





One dot = 7,500 people

United States
Census
2020

ST



Questions?

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