

Overview

The United States Department of Agriculture (USDA) has identified four groups of producers that fit the definition of "Historically Underserved". This classification includes farmers and ranchers who are: Beginning, Socially Disadvantaged, Veterans, and Limited Resource.



The full definition can be found on the Natural Resources Conservation Service (NRCS) website:

https://www.nrcs.usda.gov/ getting-assistance/underservedfarmers-ranchers

About the Data

In a concerted effort to provide benchmark data to all of Minnesota's farmers, this report was prepared to focus on Historically Underserved Producers who generate less than \$105,000 in gross farm revenue. The Minnesota State Farm Business Management (FBM) program currently provides financial data on the status of beginning farmers in a separate report. Additional information regarding Veterans in production agriculture is also in the early stages of development. As a result, this report primarily includes information on Socially Disadvantaged and Limited Resource farmers. In Minnesota the often-used term for this cohort is "Emerging Farmers."



A "First Look" at the Status of Selected

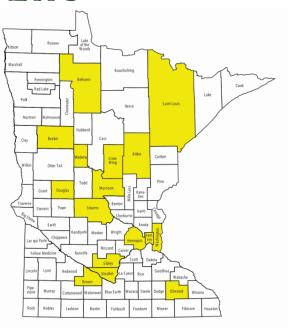
UNDERSERVED PRODUCERS

Demographics At-A-Glance

Data from 18 Historically Underserved Producers is included in this report. The producers are located near major and regional population centers across the state, as noted by the county map. Those population centers include: Minneapolis and St. Paul area, Rochester, Duluth, St. Cloud, Mankato, Bemidji, Alexandria, Brainerd, Detroit Lakes, and Little Falls.

Financials At-A-Glance:

Below is a basic "first look" at selected financial indicators for the Underserved Producer Cohort. Some data is listed per farm (these values are based on the complete business of the farm) and per operator (these values represent the data for only the primary operator of the farm). It is common for a farm business of any size to require additional labor to operate the business, resulting in the farm having 1+ operators.



Crop Sales, 41% Other Income/Product Sales, 51%

Average per Farm:

Gross Cash Farm Income: \$45,943

Cash Farm Expense: \$42,931

Net Farm Income: -\$1,908

Median Net Farm Income: -\$1,854

Nonfarm income: \$55,341

Average per Operator:

Gross Cash Farm Income: \$32,786

Cash Farm Expense: \$34,106

Net Farm Income: **-\$1,321**

Nonfarm income: \$38,313

When comparing this Cohort to the MN FBM State Database demographic, the Underserved Producer Cohort is younger, less experienced, and focuses on specialty crop production on small acreages.

Selected Demographic Information	2023	
	Underserved	FBM State
	Producer	Database
	Cohort	Avg.
Number of Farms	18	2317
Age of Operator	39.9	47.4
Years Farming	5.5	22.8
Acres Owned per Operator	6.5	215.7

