

2019 Maryland Land  
Conservation Conference  
May 16-17 2019  
Farm Credit Overview  
Keith Wills, Loan Officer



# Why A Farm Credit System

- Created by US Congress in 1916 to provide a dependable source of credit to agriculture
- Approximately \$257 billion in loans to over 550,000 member/owners (farmers, ranchers, rural homeowners, ag cooperatives, rural utility systems and agri-businesses)
- More than one-third of total credit needs by US ag are met by Farm Credit
- Farm Credit does not take deposits

# What Makes A Cooperative Different?

- A cooperative is an institution that is owned by the members.
- Our members are integrated in our processes throughout the year: annual meetings, membership on our board of directors, our community involvement, and our Patronage program.

# The Cooperative Advantage

- Owners and users are the same people—the members!
- Members benefit from a cooperative's successful operation
- We are the experts! We understand agriculture, and we're there in good times and in bad times.

# Why Choose Farm Credit?

- **Tremendous Experience**
  - Farm Credit has long been the area's premier lender in rural financing.
- **Constant Commitment**
  - Farm Credit is a stable, reliable lender and is committed to providing flexible financing in good times and bad.
- **Expert Advice**
  - We offer over 100 years of rural financing experience and a deep, personal knowledge of local agriculture and business practices.
- **Close Partnerships**
  - We work closely with many government and farm organizations to assist farmers in getting and staying in business

# MidAtlantic at a Glance

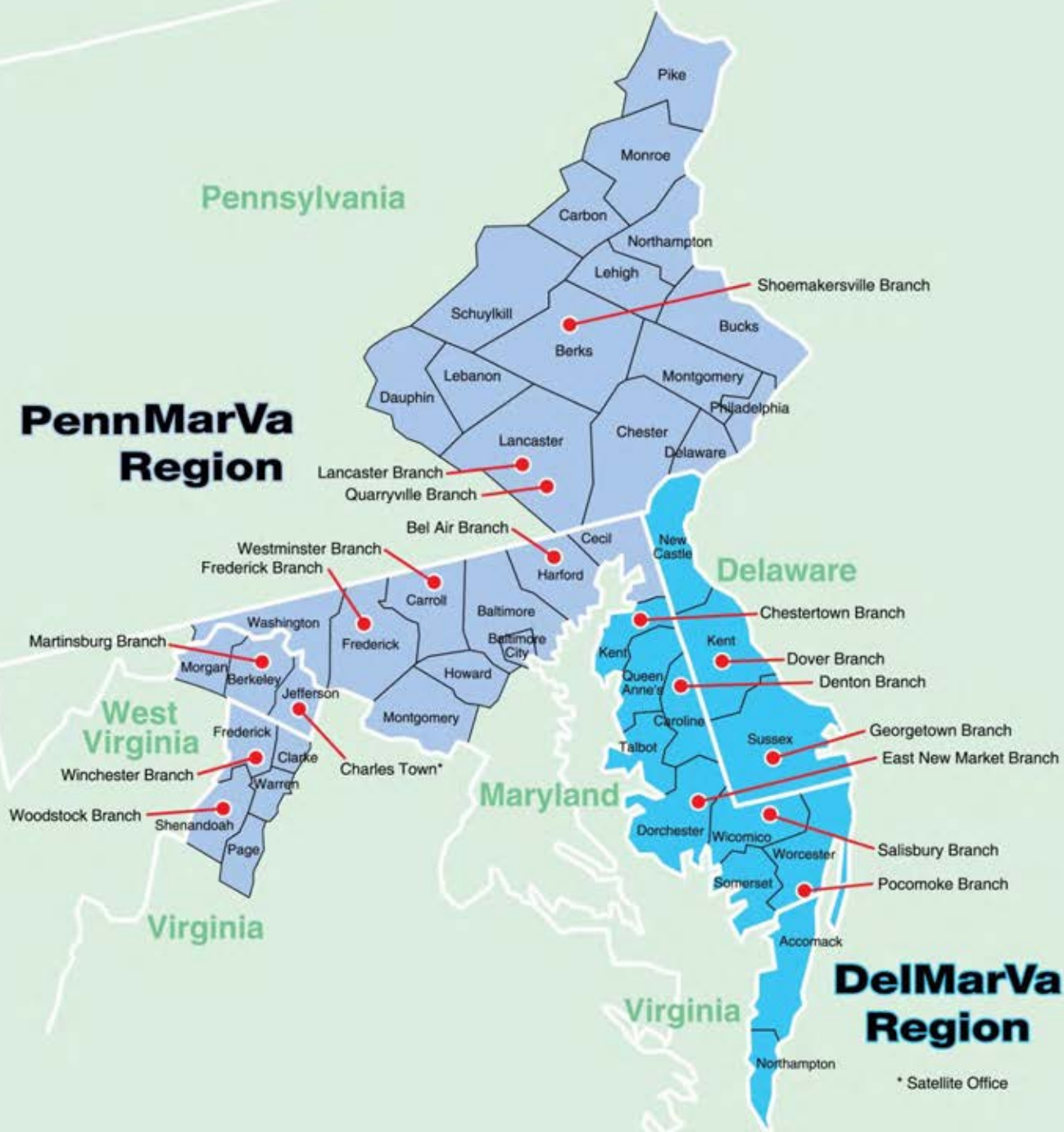
- One of the largest ag lenders on the east coast – lending money to agriculture in this area for over 100 years.
- MidAtlantic is part of the national Farm Credit System
- Cooperative Structure – you're a member and owner, not just a customer.
- Patronage Refunds – as a cooperative, we put our profits back in your pockets.

# Patronage Overview



- Our Patronage program returns our profits to our owners
- In 2017, we returned over \$37.8 million in cash to our borrowers; over \$408 million in cash and allocated surplus since 1990

# PennMarVa Region

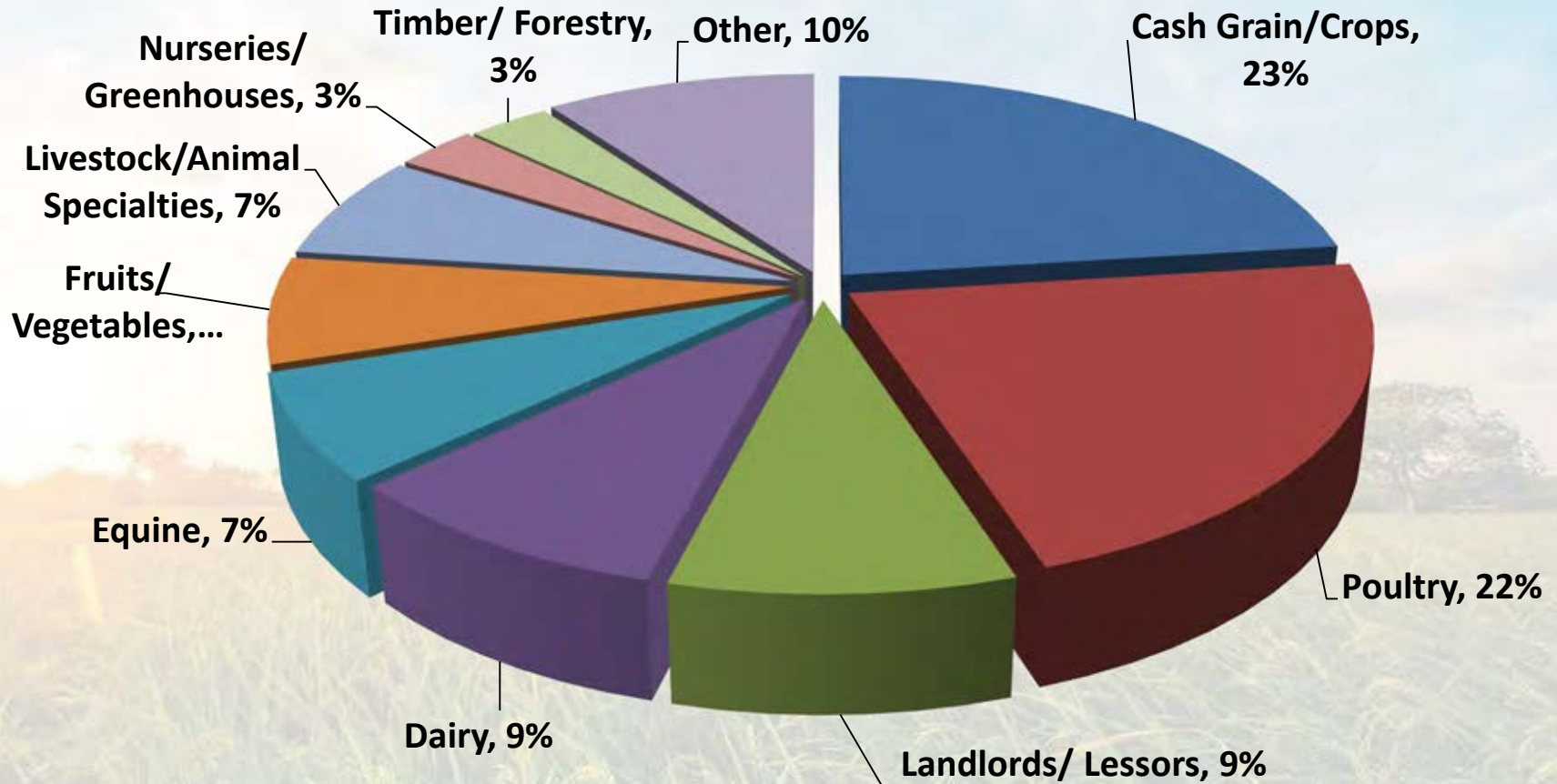


\* Satellite Office



# MidAtlantic at a Glance

- Diversified Portfolio (as of 12/31/18)



# MidAtlantic Products

- Farm loans
- Equipment loans
- Livestock purchases
- Operating loans
- Refinancing
- Building/Fencing loans
- Lot loans
- Home loans
- Personal/Auto loans
- Leases

# My Role as a Loan Officer

- I work with many Young, Beginning, Small, Minority individuals and entities helping them find solutions to secure needed financing
- How.... with lots of partners, programs and education on financing
- StartRight, MARBIDCO, NRCS, FSA, Ag preservation programs etc.

# What is StartRight

- Credit Program
  - Designed to help Young, Beginning, Small & Minority (YBSM) borrowers access credit and build the foundations for a successful operation
- Research Resources
  - Introduce those individuals to other people and agencies who can act as resources for their business development
- Educational Program
  - Help YBSM borrowers and prospects develop their skills, whether or not they are currently managing an operation [AgBizMasters.com](http://AgBizMasters.com)

# Eligibility

- Must have less than \$2 million in annual gross sales of agricultural products and meet at least one other of the following criteria:
  - *Young*
    - 35 years of age or younger on the date of loan closing
  - *Beginning*
    - 10 years or less of agricultural experience
  - *Minority*
    - American Indian or Alaskan Native, Asian, Black or African American, Native Hawaiian or other Pacific Islander, a person whose ethnicity is Hispanic or Latino, regardless of race, and women
    - Must own at least 51% of the operation

# AgBiz Masters

- Two year, hands on, educational program that tackles the questions and challenges you have about managing your agriculture business.
- The program is targeted to young and beginning farmers in MD, PA, DE, VA & WV.
- [AgBizmasters.com](http://AgBizmasters.com)

# Questions?

- If you have a question later my contact information, cell 410-409-2210 or [Kwills@mafc.com](mailto:Kwills@mafc.com)

Thank You

# Maryland Agricultural and Resource-Based Industry Development Corporation

## Maryland Environmental Trust Conference

May 16, 2019

*Steve McHenry, MARBIDCO Executive Director*

**WEBSITE: [www.marbidco.org](http://www.marbidco.org)**





# “Mar\_BID\_Co”

◎ “Is a Rural Business Development Financial Intermediary Organization Serving All of Maryland” (and is an instrumentality of the State)

◎ With a focus on:

- Farming
- Forestry
- Seafood
- Aquaculture



◎ Think: Food & Fiber  
Production & Processing

## Top Ag/RBI Business Development Concerns

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- ◎ Access to affordable credit and capital (and farmland!)
- ◎ Help for young/beginning or diversifying farmers
- ◎ Business planning information and referral to providers
- ◎ Loss of rural land





# MARBIDCO

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A nimble and collaborative quasi-public service provider focused exclusively on enhancing the viability and profitability of ag and resource-based business and industry.



**MARBIDCO**  
*growing rural ventures™*

# Business Activity for MARBIDCO Includes:

- ❖ Food production and processing, including:
  - commodity crops
  - table crops
  - seafood & aquaculture
- ❖ Fiber prod./processing:
  - timber/wood products
  - lumber, pallets, floors, paper and pulp, etc.
- ❖ Renewable energy:
  - Biomass, etc.



# Results – In Our First 12 Years....

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- ◎ **Since 2007**, MARBIDCO has funded **510** farm and rural business projects (e.g., farm purchases, rural business start-up or expansion projects, and equipment purchases), with over **\$57 million** in direct financing, in every county in Maryland (including Baltimore City).
- ◎ Partnered with **19 banks and 4 local government revolving loan funds**, with a **leverage of \$150 million** in bank financing (more than a **3.5-to-1 ratio**).
- ◎ Helped **289 young or beginning farmers** who have been assisted with loans, grants and or easement option purchases.
- ◎ Helped to fund **171 on-farm value added processing** projects.
- ◎ Some **2,127 acres** of farmland being preserved (primarily through the new Next Gen Program).

# Key MARBIDCO Functions

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- ❖ MARBIDCO is authorized to:
  - 1) Help develop food, feed and fiber production industries and markets;
  - 2) Assist with rural working land preservation efforts; and
  - 3) **Alleviate the shortage of nontraditional capital and credit available at affordable interest rates.**
- ❖ MARBIDCO is **very nimble** and **“works at the speed of business”**.
- ❖ Today, MARBIDCO offers a **dozen financing programs**, often working in conjunction with commercial lenders. Most of these are low interest loan programs, but MARBIDCO does provide a few small incentive grants for targeted activities as resources permit (e.g., value added processing).
- ❖ MARBIDCO also **facilitates “silo connecting”** among public and private sector service providers to leverage knowledge and business capital.

# MARBIDCO's programming (12) fall into three broad categories

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- **Core Rural (and urban/urban-edge) Business Development**
  - Several loan and grant financing programs that are funded as a result of the landmark *Agricultural Stewardship Act of 2006*
- **Higher Credit Risk “Specialty Lending”**
  - Revolving loan programs that are funded by partnering Federal/State/Regional agencies (or nonprofit foundations) for targeted purposes (e.g., farm energy efficiency, shellfish aquaculture, and Southern Maryland revolving ag loans)
- **Rural Land Preservation Facilitation**
  - Land conservation easement purchase related programs that are funded from transfer taxes or other funds (inactive currently)
  - included here is the new **Next Generation Farmland Acquisition Program** (which is both a Young/Beginning Farmer land purchase assistance program and a rural land preservation program)

# Popular MARBIDCO Programs for Young & Beginning Farmers

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- Maryland Resource-Based Industry Financing Fund (“MR BIFF”)
- Next Generation Farmland Acquisition Program (“Next Gen Program”)



# Maryland Resource-Based Industry Financing Fund (MRBIFF)

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- ❖ Offers low-interest (3.25% APR initially) loans for the purchase of land and capital equipment
- ❖ Maximum Loan Amount: \$250,000  
(\$450,000 for land purchase & \$650,000 for a major project)
- ❖ Financial commitment:
  - A commercial lender and/or a public instrumentality must have an equal or greater financial commitment in the project (usually providing 60% or more of the commercial financing).
- ❖ MARBIDCO will accept a **junior lien** position in most situations.

## Benefits of a “MRBIFF” loan

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- ❖ Complements the financial services offered by commercial lenders by helping to make rural business “gap” financing both available and affordable.
  - ❖ This is because MARBIDCO is lending money where a bank would normally expect to see “equity” contributed towards the project from the borrower (e.g., down-payment money).
- ❖ Flexible loan terms to match and enhance commercial lender offerings.

# Rural Land Preservation Facilitation Programs



- Next Generation Farmland Acquisition Program
  - \$2.5 million starting in FY '18
  - and continuing through at least FY '22 (for 5 years we hope!)
- \$7.5 - \$12.5 million in funding so far for the Next Gen Program
- A total of about \$25 Million is estimated to be needed for the (partially) revolving fund (50%)

# Next Generation Farmland Acquisition Program

## “Next Gen Program”

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- ❖ A rapid-response, farmland conservation easement option purchase program, designed to:
    - help qualified young/beginning farmers who seek to purchase farmland, but need some specialized financial assistance to enter (or continue in) the agricultural profession; and
    - effectively preserve the agricultural land from future development.
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- ❖ Next Gen applicants are selected on a competitive basis, but all eligible applicants have been approved thus far.

# The Next Gen Program

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## ❖ Target Audience:

- A “Beginner Farmer” is defined as one who:
    - Has not owned a farm or ranch (or who currently owns less than 20 acres of ag land); AND
    - Has not operated a farm or ranch as a principal operator for more than 10 years; AND
    - Has at least one year of farming experience (or has completed a qualified farm management-training program that includes substantial fieldwork experience); AND
    - Expects to substantially participate in the farm operation on the subject property.
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## ❖ Target Farmland:

- The farm property must be eligible for a permanent conservation easement, such as through the Maryland Ag Land Preservation Foundation (MALPF)\*, Rural Legacy (DNR program), a county program, etc.

\*MALPF requires a min. 50 acres in size (or contiguous), and 50% Class I, II and III soils.

# How Does the Next Gen Program Work?

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- ❖ MARBIDCO will award selected applicants with an “easement option purchase”.
  - The “easement option purchase” is a contractual agreement that requires the “Next Gen Farmer” to use the purchased property for ag purposes and stops future development.
- ❖ For the option purchase, MARBIDCO will pay up to 51% of the Fair Market Value (FMV) of the land only (with a cap of \$500,000).
  - The FMV is determined by an appraisal (requested and paid for by MARBIDCO).
  - The option purchase money is used as an equity down-payment at a real estate settlement.
    - This money enables a commercial lender to make a loan to help with the purchase of a farm, and a commercial bank or Farm Credit Association participation is required for all Next Gen farm purchase projects.

# How Does the Next Gen Program Work?

*continued*

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- ❖ At settlement to purchase the farmland,
  - MARBIDCO will bring the option purchase money to be used as an equity down-payment; and
  - The Next Gen Farmer will enter into an Option Purchase Agreement
  
- ❖ During the “option period”, the Next Gen Farmer will then have a period of several years to sell the permanent conservation easement on the farmland to a rural land conservation program, such as the Maryland Agricultural Land Preservation Program (MALPP).
  - The sale of the permanent easement will extinguish the development rights on the property forever.

# How Does the Next Gen Program Work?

*continued*

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- ❖ Once the Next Gen Farmer sells the permanent easement, MARBIDCO will be repaid:  
*(using the money from the permanent easement sale)*
    - 100% of the original Next Gen – Option Purchase amount, plus a 3% administrative fee
    - The Next Gen Farmer will retain any additional money from the sale.
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- If the permanent easement sale money is less than the 103% of the original Next Gen money, then the Next Gen Farmer is only obligated to forward the lesser amount that was paid for the permanent easement to MARBIDCO (and the difference is omitted).
  - If the Next Gen Farmer cannot sell the permanent easement within the option period, the option purchase will be exercised to grant the permanent easement to a “third-party default easement holder” for no additional money.
    - The third-party default easement holder will either be: a county government; or a statewide or local land trust.



# The Next Gen Program Features

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## ❖ Maximum Repayment Amount:

- 100% of the original Next Gen Program permanent sale amount advanced, plus an administrative fee of 3%
- The Next Gen Farmer will retain the balance of permanent easement sale funds (if any)
- Could theoretically be less than 103% if new permanent money is not available.

## ❖ Length of Time for the Option Period:

- Up to 4 years (if a County is the default easement holder); OR
- Up to 7 years (if MARBIDCO will designating a statewide or local land trust to be the default easement holder).

## ❖ Next Gen applicants will be selected on a competitive basis.

## ❖ Target Audience is a “Beginner Farmer”.

## ❖ Applicant’s cannot own more than 20 acres of farmland.

## ❖ The farm property must be “MALPP-eligible”.

# The Next Gen Program “Forms”

## (contained in the Application Package)

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- ❖ **Form 1: Property Seller’s Information Form**  
*(completed by the property seller)*
- ❖ **Form 2: Applicant Information Form**  
*(completed by the applicant)*
- ❖ **Form 3: Subject Farm Property Information Form**  
*(completed by the county ag land preservation administrator)*
- ❖ **Form 4: County Government Submission Form**  
*(completed by a county official)*
- ❖ **Other required submission items includes: detailed farm business plan, proforma financial projections, contract of sale, etc.**

*Submitted very shortly after being selected:*

- ❖ **Form 5: Commercial Lender Information Form**  
*including Commitment Letter*

# Who To Contact About The Next Gen Program?

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## ❖ **County Ag Land Preservation Staff:**

- You will need to be in contact with your respective county ag land preservation administrator or designee to discuss the subject farm property (as this individual will assist in the application process)
- NOTE: Form 1 must be provided to the county staff.

## ❖ **Bank or Farm Credit Lender:**

- MARBIDCO encourages you to contact your commercial lender soon
- You will need to have a loan commitment concerning your farm purchase and have a clear idea of the Lender's financing needs (Form 5 and commitment letter will be required after program approval)

## ❖ **MARBIDCO Staff:**

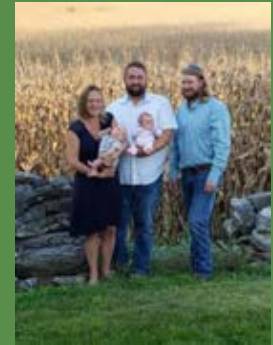
- Your contact is **Allison Roe**, Financial Programs Specialist, at [aroe@marbidco.org](mailto:aroe@marbidco.org) or (410) 267-6807
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# Next Gen Success Stories

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## Rocky Spring Farms (WA Co)

*Helped purchase 104.99 acres of farmland with 103.99 acres to be preserved.*



## Duley Farms (PG Co)

*Helped purchase 148.5 acres of farmland with 146.5 acres to be preserved.*



## Hidden Acres Farm (TA Co)

*Helped purchase 124.14 acres of farmland with 124.14 acres to be preserved.*



# What is next for opportunity for The Next Gen Program?

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## A “Small Acreage” Next Gen Program

- ◎ Why the need? Existing PDR programs have a hard time buying easements on smaller acreages, with few or zero development rights
- ◎ Ex., MALPF requires 50 acres (unless contiguous), and 50% Class 1, 2, 3 soils
- ◎ Beginner Farmers often want to purchase 10 to 49 farm acres with, or without, qualifying soils
- ◎ MARBIDCO is exploring buying the permanent easement for 51% FMV (and give to land trust)
- ◎ Exploring a pilot effort now (w/ the NRCS, foundations, county governments, LLTs, etc.)

# Any Questions or Comments?

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[www.marbidco.org](http://www.marbidco.org)



# 2017 Census of Agriculture Data Release

## Maryland

**Dale P. Hawks MD/DE State Statistician**

# Agenda

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- Census Data Collection
- Farms and Ranches
- Economics
- Demographics
- Future Census Products
- New or additional information

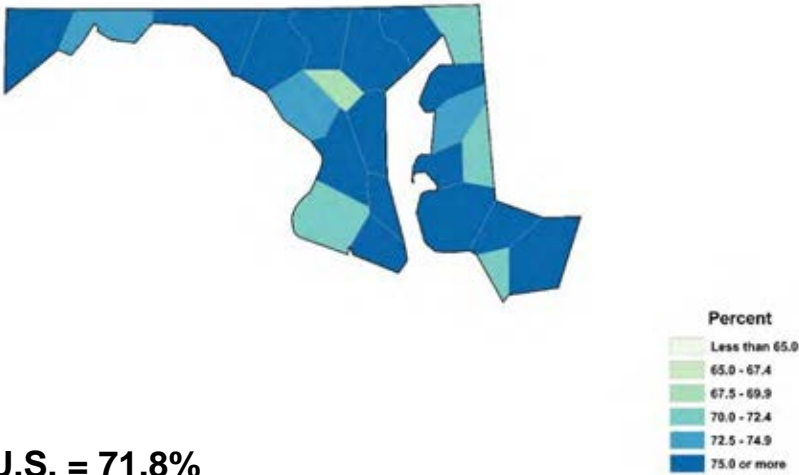


# History of the Census of Agriculture

- The first Census of Agriculture was conducted in 1840 in 26 states and the District of Columbia
- 175 years later:
  - The 2017 Census of Agriculture is the 29<sup>th</sup> in the series, and the 5<sup>th</sup> conducted by NASS
  - In 1997 the Census was transferred from the Census Bureau to NASS
  - The Census encompasses 50 states, Puerto Rico, and outlying areas
- Data are available for:
  - National, state, and county levels
  - Congressional districts, watersheds, and zip codes

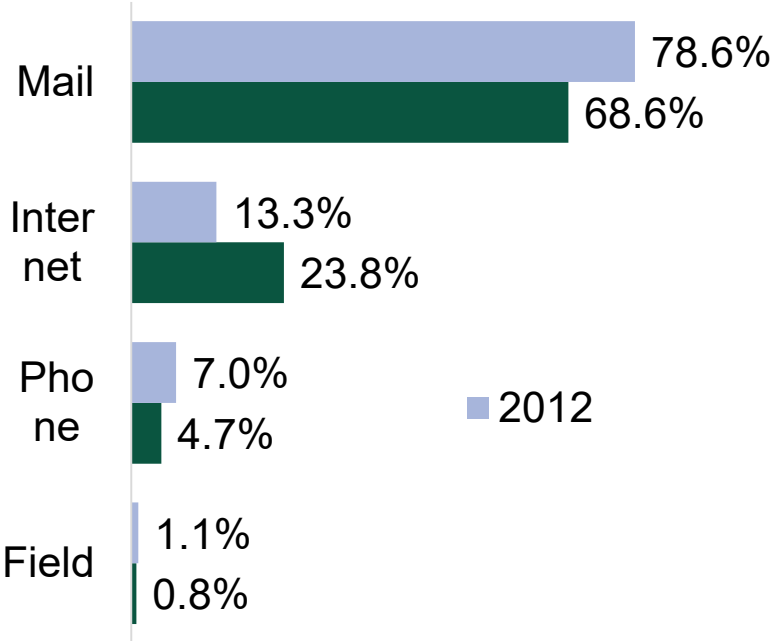
# Census Data Collection

## Response Rate by County, 2017



**U.S. = 71.8%**  
**Maryland = 75.7%**

## U.S. Return Rate by Mode, 2012 and 2017 (percent of returns)



# Farms and Land in Farms

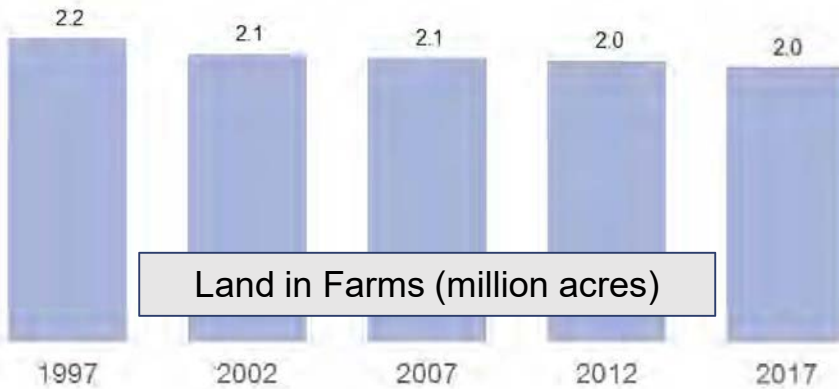
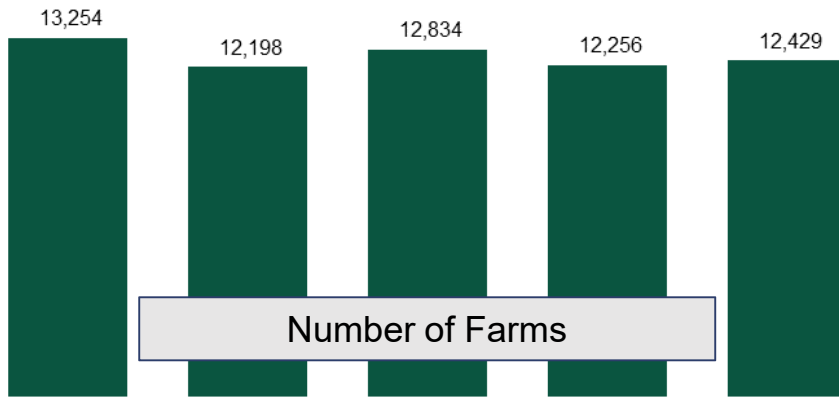
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Since 1974, the Census of Agriculture has defined a farm as

*“any place from which \$1,000 or more of agricultural products were produced and sold, or normally would have been sold, during the census year.”*

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# Number of Farms and Land in Farms, 1997-2017

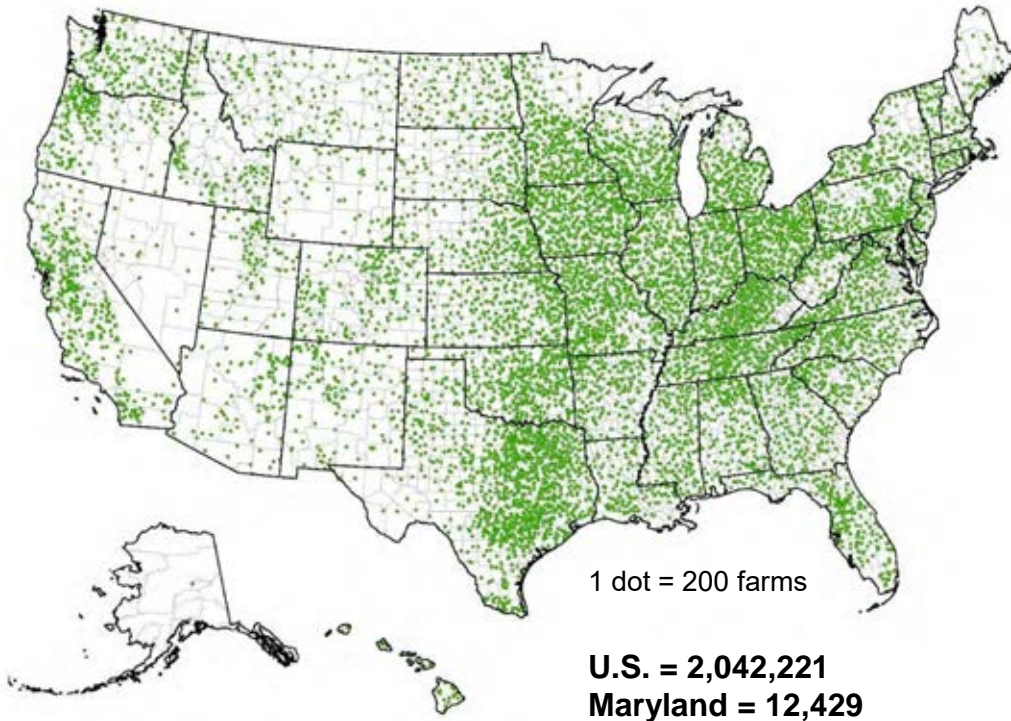


	2012	2017	% change
Number of Farms			
	12,256	12,429	+1.4
Land in farms (million acres)			
	2.0	2.0	-2.0
Average farm size (acres)			
	166	160	-3.6

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# Number of Farms, 2017

## By County

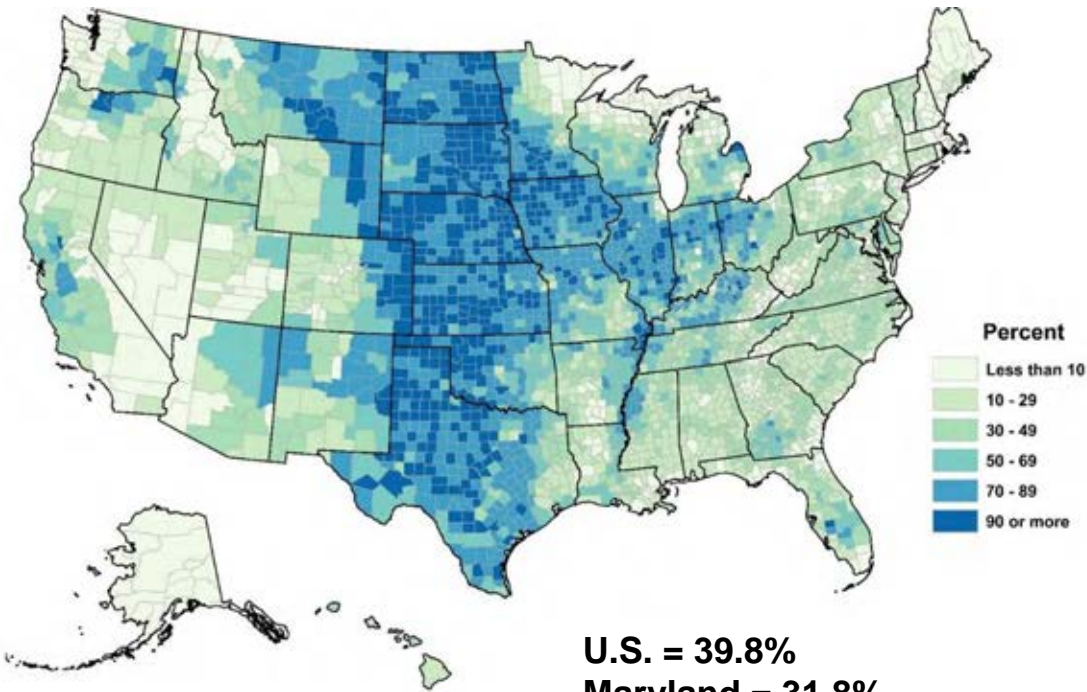


Top 10 Counties	2017
Frederick	1,373
Carroll	1,174
Washington	877
Baltimore	708
Garrett	707
Harford	628
St. Mary's	615
Caroline	588
Montgomery	558
Cecil	533

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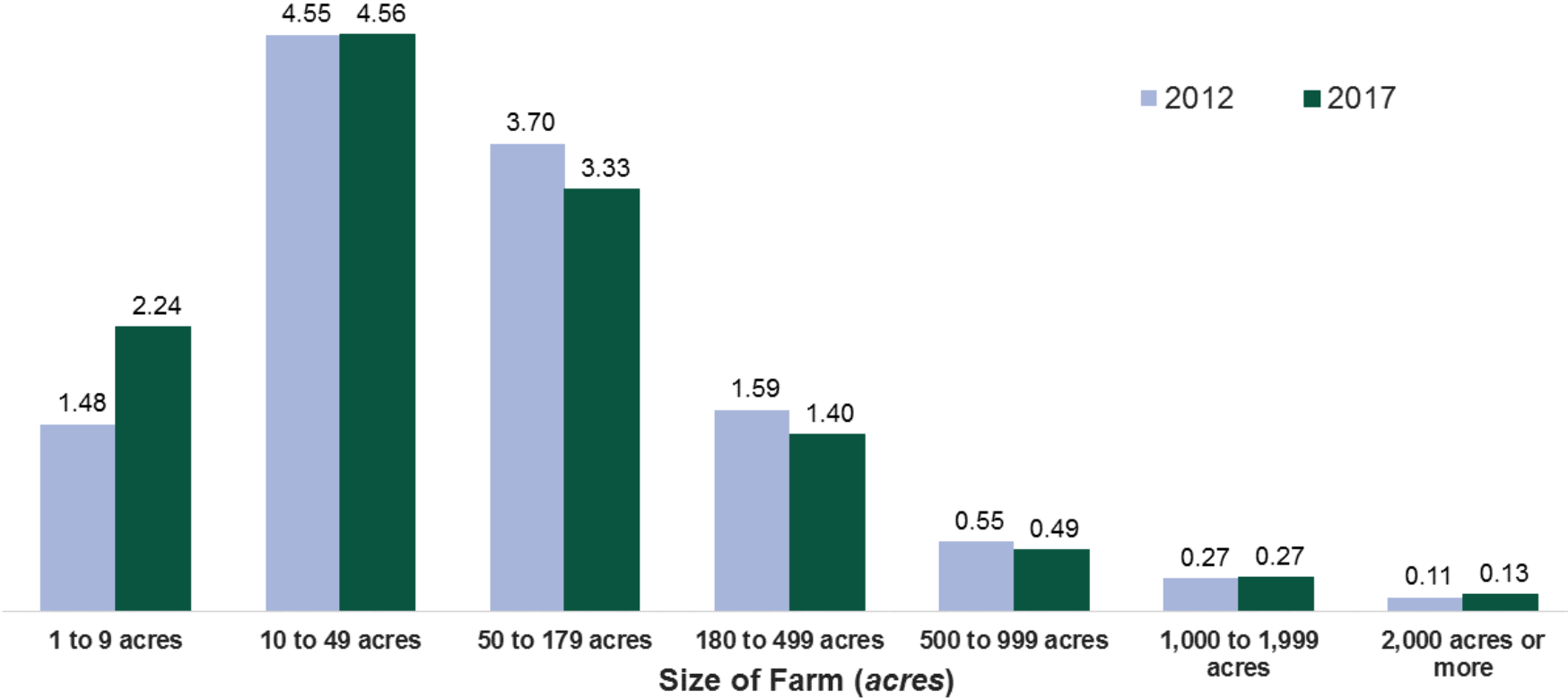
# Land in Farms, 2017

As a Percent of Total, by County



Type of Use	Acres (millions)
Total	2.0
Permanent Pasture	0.1
Cropland	1.4
<i>Harvested Cropland</i>	1.3
Woodland	0.3
Other	0.1

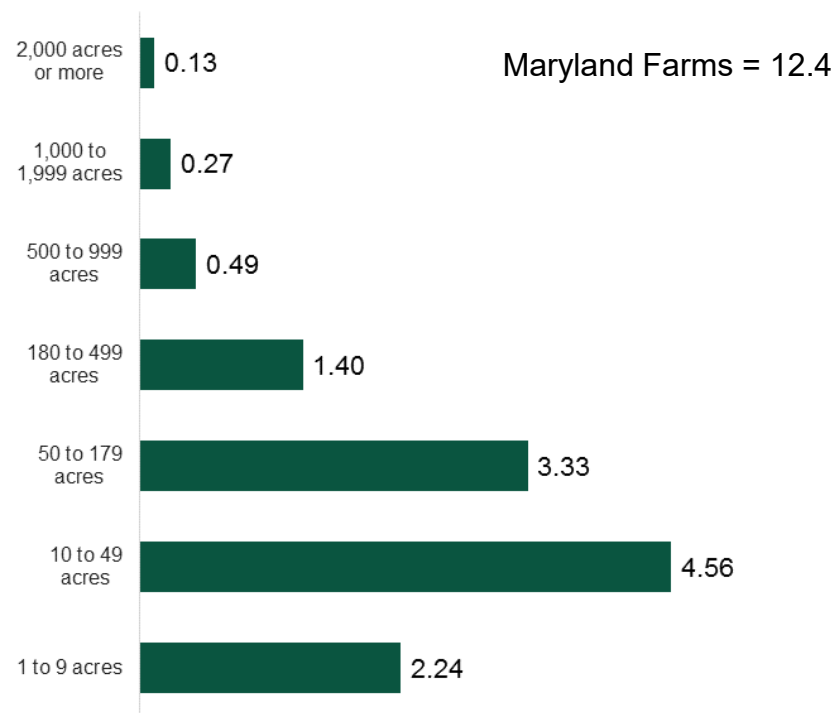
# Number of Farms, by Size Category, 2012 and 2017 (thousands)



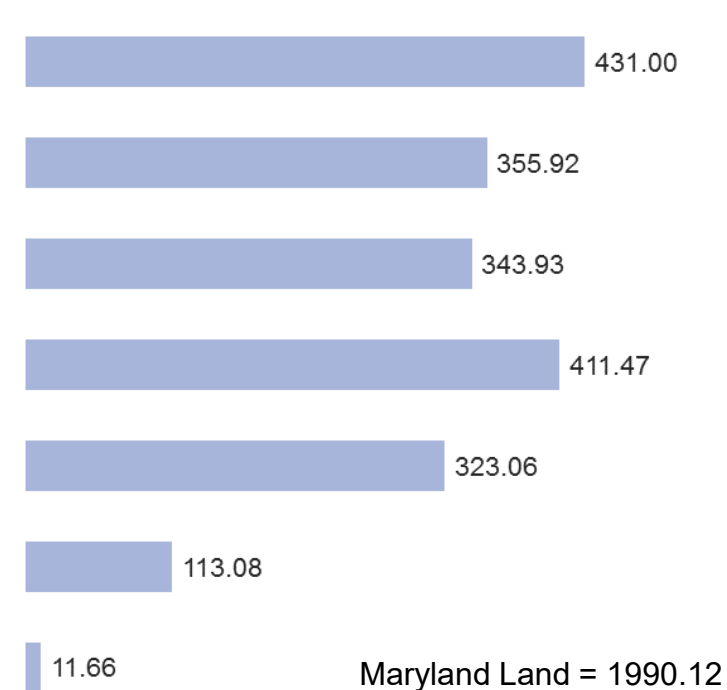
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# Number of Farms and Land in Farms, by Size Category, 2017

## Number of Farms (thousands)



## Land in Farms (thousand acres)



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## Conservation, 2012 and 2017

	2012	2017	% change
Land enrolled in conservation reserve, wetlands reserve, farmable wetlands, or conservation reserve enhancement program			
Farms	2,506	1,939	-23
Acres	73,858	55,463	-25

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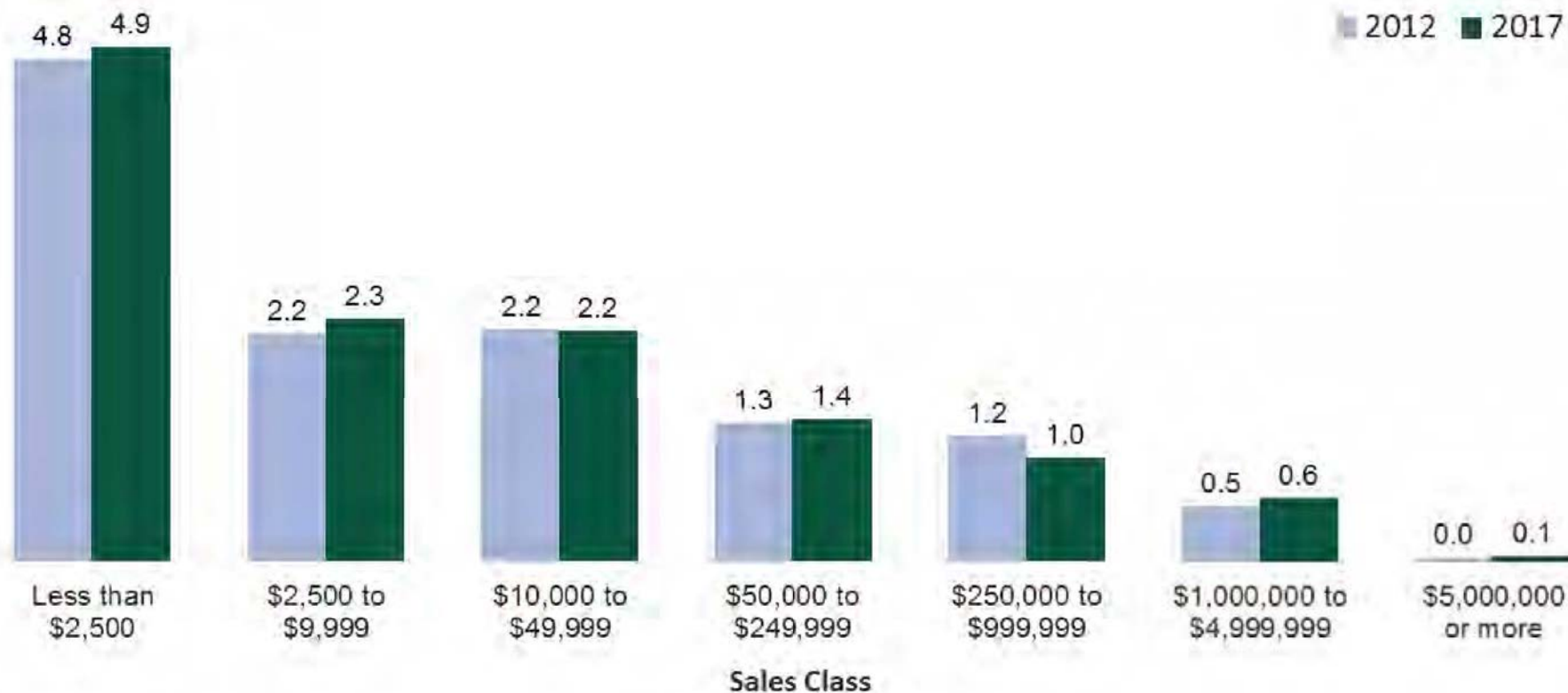
# Economics

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- Total Value of Agricultural Production
- Crop and Livestock Sales
- Farm Income

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## Number of Farms, by Sales Category, 2012 and 2017 (thousands)

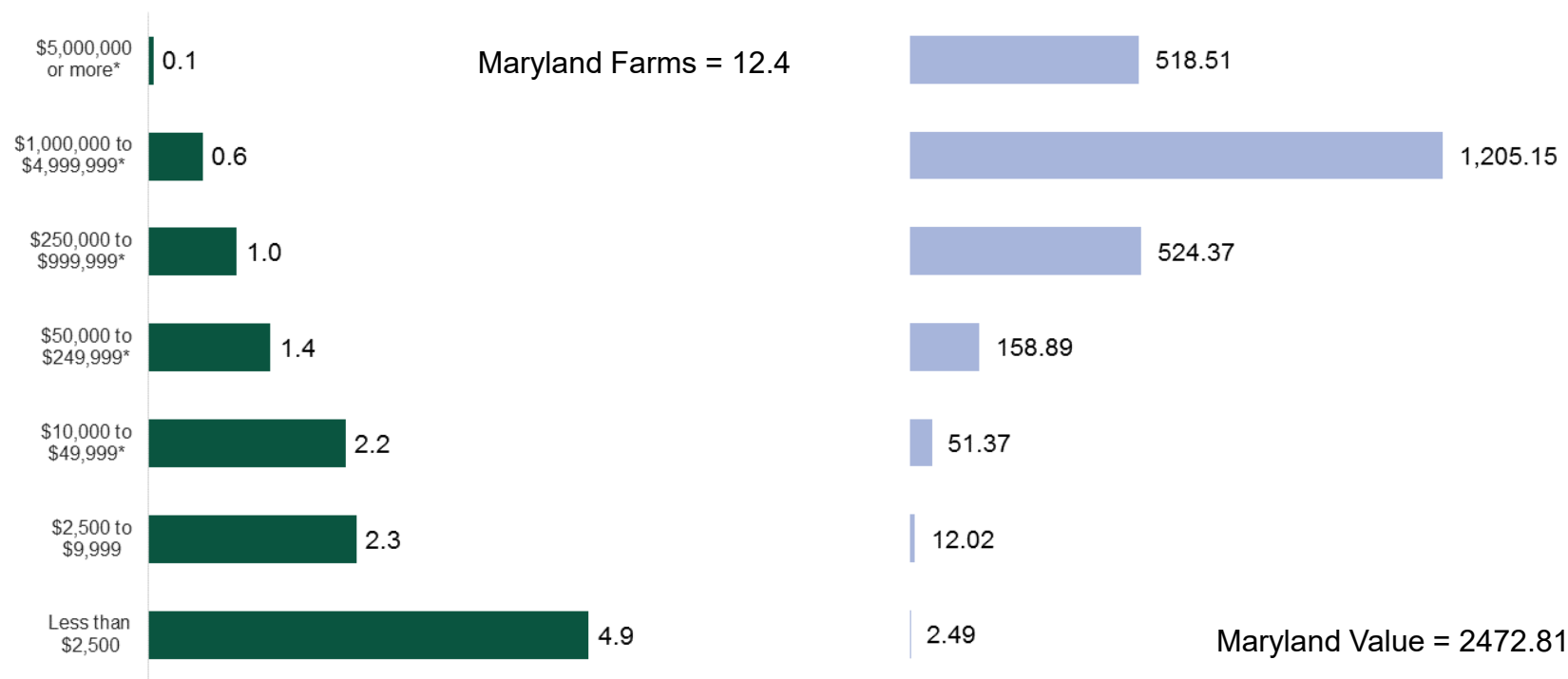


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# Farms and Value of Production, by Sales Category, 2017

Number of Farms (thousands)

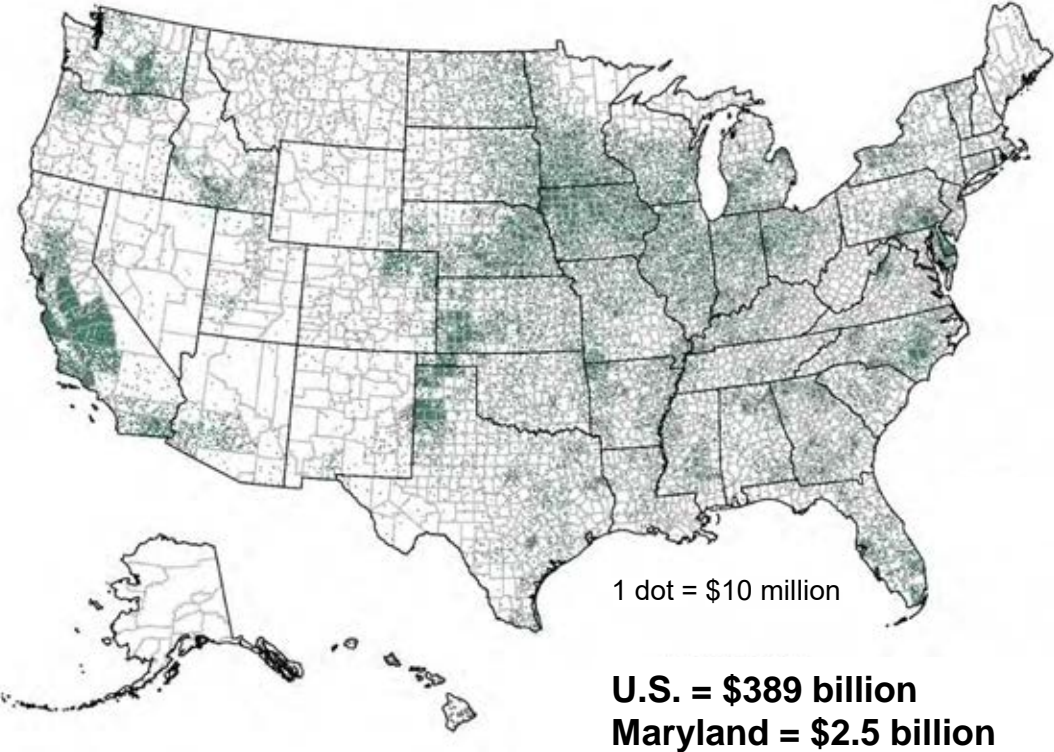
Value of Production (\$ millions)



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# Total Value of Agricultural Production by Location, 2017

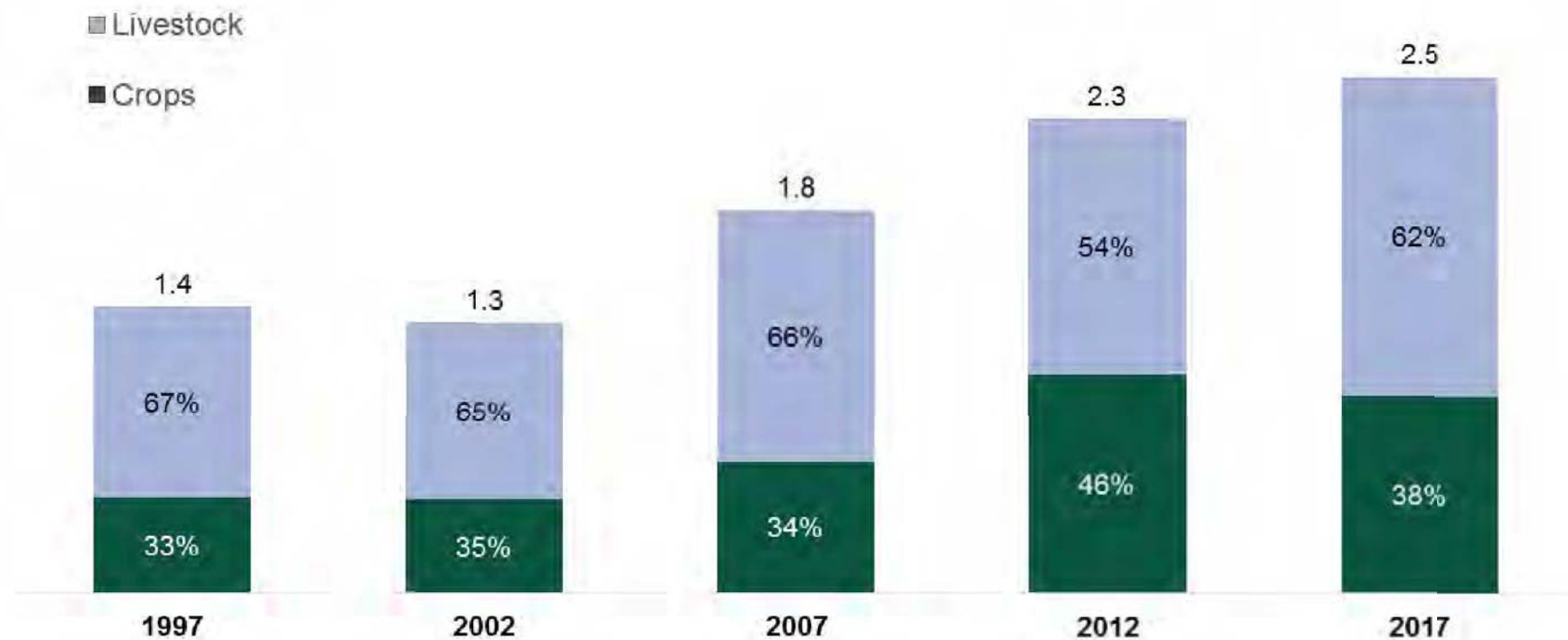
## TVP by County



Top 10 Counties	TVP (\$ millions)
Wicomico	304
Caroline	277
Somerset	262
Worcester	249
Dorchester	189
Queen Anne's	181
Washington	154
Cecil	137
Frederick	132
Kent	111

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## Value of Production, Crops and Livestock, 1997 - 2017 (\$ billions)



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# Ranking of Market Value of Ag Products Sold, 2017

Item	Farms	Sales (\$1,000)	Rank by Sales	Percent of Total Sales
Poultry and eggs	1,965	1,180,970	1	47.8
Milk from cows	389	174,468	4	7.1
Cattle and calves	2,517	75,040	5	3.0
Other animals and other animal products	457	42,260	8	1.7
Horses, ponies, mules, burros, and donkeys	574	22,715	10	0.9
Aquaculture	55	18,232	11	0.7
Hogs and pigs	509	7,250	12	0.3
Sheep, goats, wool, mohair, and milk	1,007	3,747	13	0.2

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# Ranking of Market Value of Ag Products Sold, 2017

Item	Farms	Sales (\$1,000)	Rank by Sales	Percent of Total Sales
Grains, oilseeds, dry beans, and dry peas	3,474	575,218	2	23.3
Nursery, greenhouse, floriculture, and sod	562	230,493	3	9.3
Vegetables, melons, potatoes, and sweet potatoes	964	71,357	6	2.9
Other crops and hay	3,253	43,917	7	1.8
Fruits, tree nuts, and berries	545	23,704	9	1.0
Cultivated Christmas trees and short rotation woody crops	113	2,021	14	0.1
Tobacco	40	1,416	15	0.1
Cotton and cottonseed	-	-	-	-

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## Farm Production Expenses, 2017 (\$ millions)

Farm Expenses	
Feed	539.1
Livestock purchased	27.5
Hired labor	248.5
Fertilizer	121.4
Cash rents	61.6
Seeds	123.5
Supplies and repairs	126.3
Chemicals	77.6
Fuels	72.4
Interest	62.4
Other	87.6

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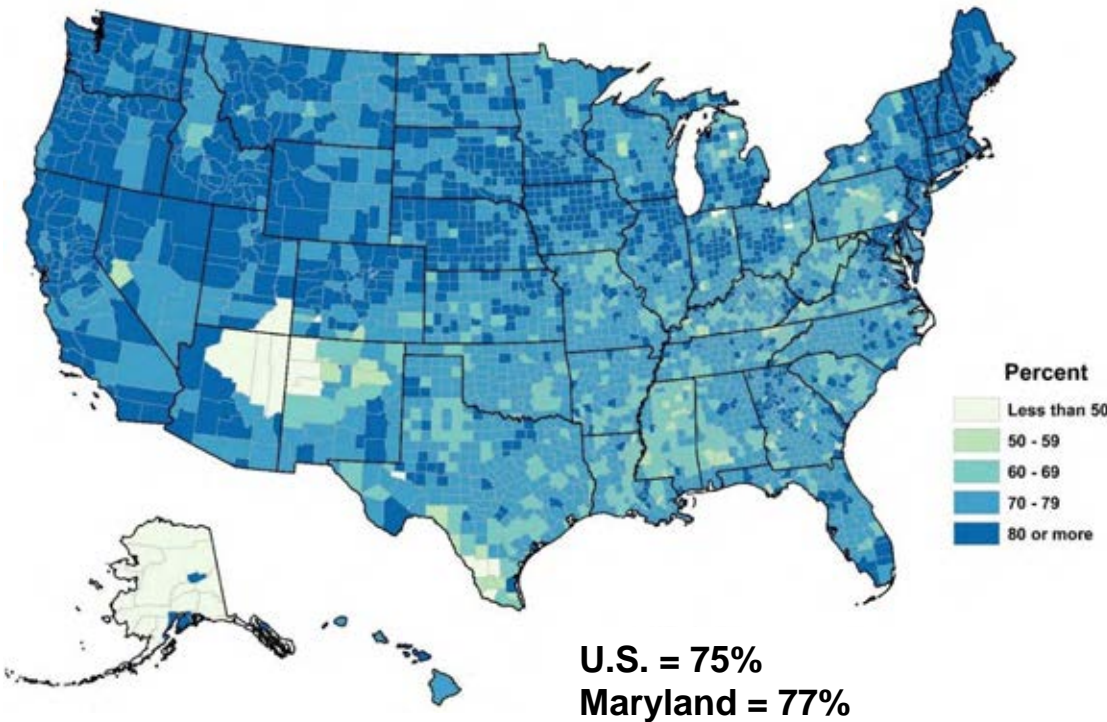
## Farm Income and Expenses, 2012 and 2017 (\$ millions)

	2012	2017	% change
Value of ag products sold	2,271	2,473	+9
Government payments	36	44	+23
Farm-related income	110	110	+0
Production expenses	1,940	1,969	+1
Net income	477	659	+38
Per farm average net income (dollars)	\$38,920	\$52,997	+36

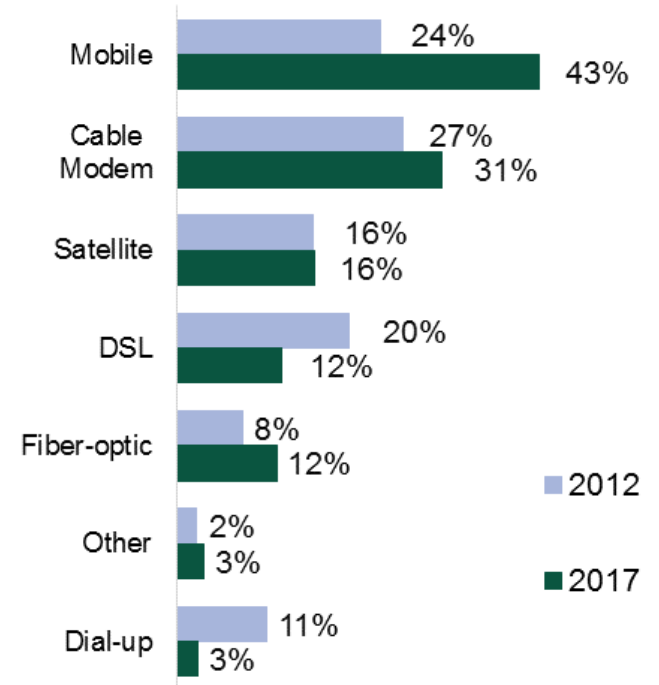
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# Farms with Internet Access

As a Percent of Total, by County, 2017



By Type, 2012 and 2017 (percent)



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# Demographics of Farm Producers

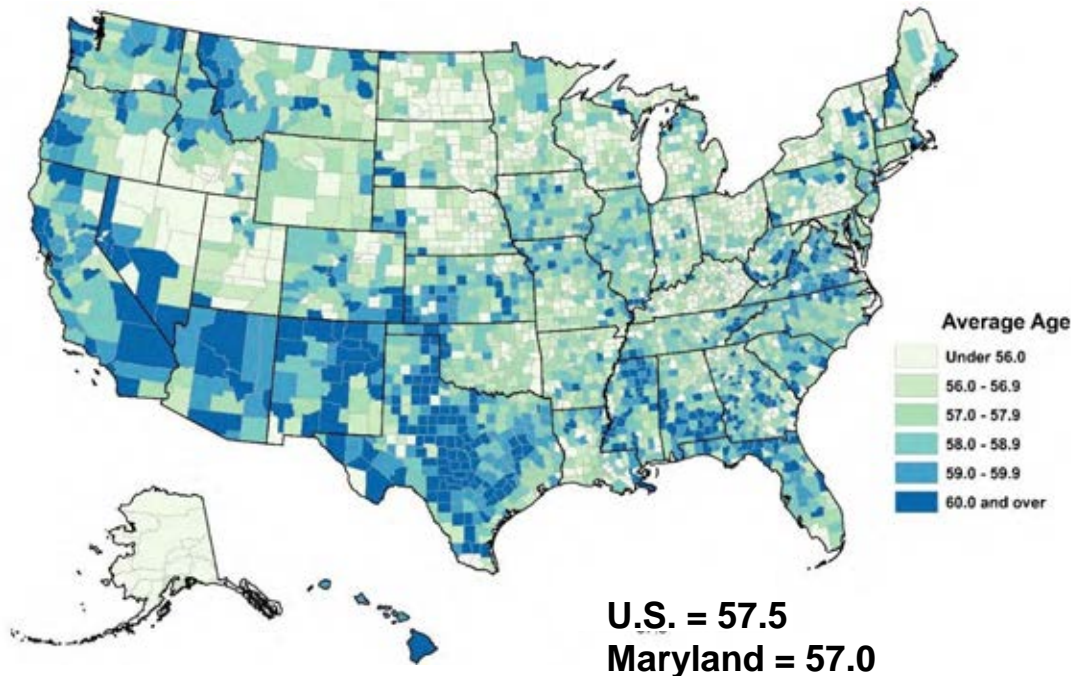
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- Average Age of Producers
- Young Producers
- New and Beginning Producers
- Producers with Military Service
- Farm and Producer Characteristics by Sex/Race/Ethnicity

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# Average Age of Producers

All Producers, by County, 2017



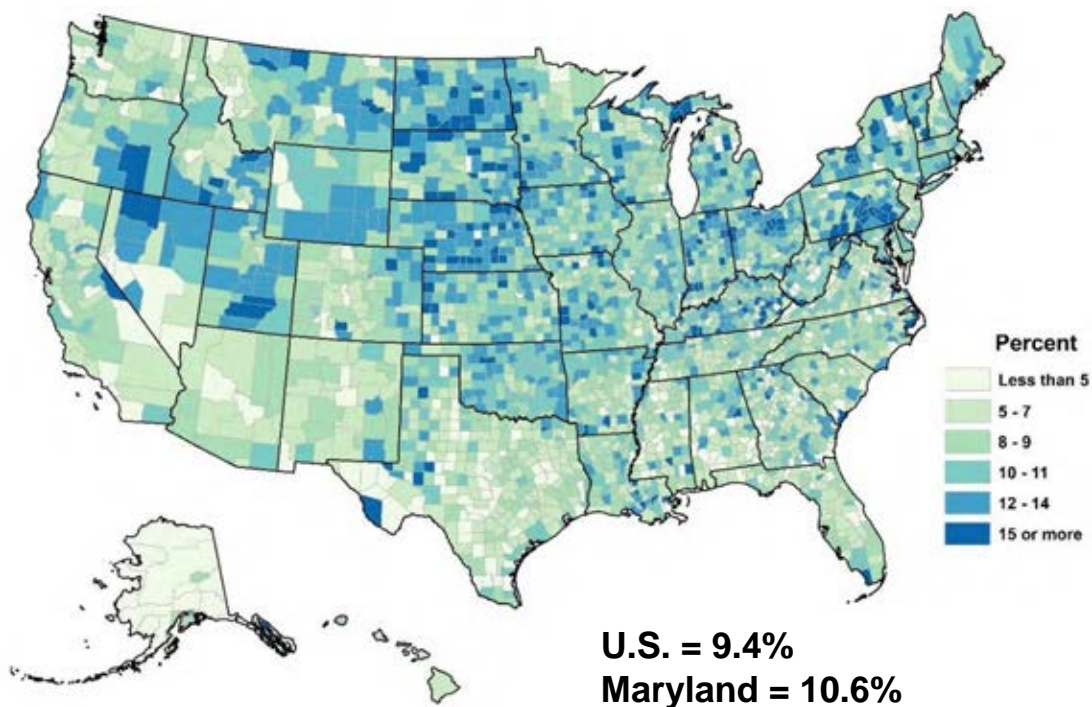
All Producers, 2007 - 2017

2007	54.6
2012	56.4
2017	57.0

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# Young Producers (Age 35 years or less), 2017

As a Percent of All, by County

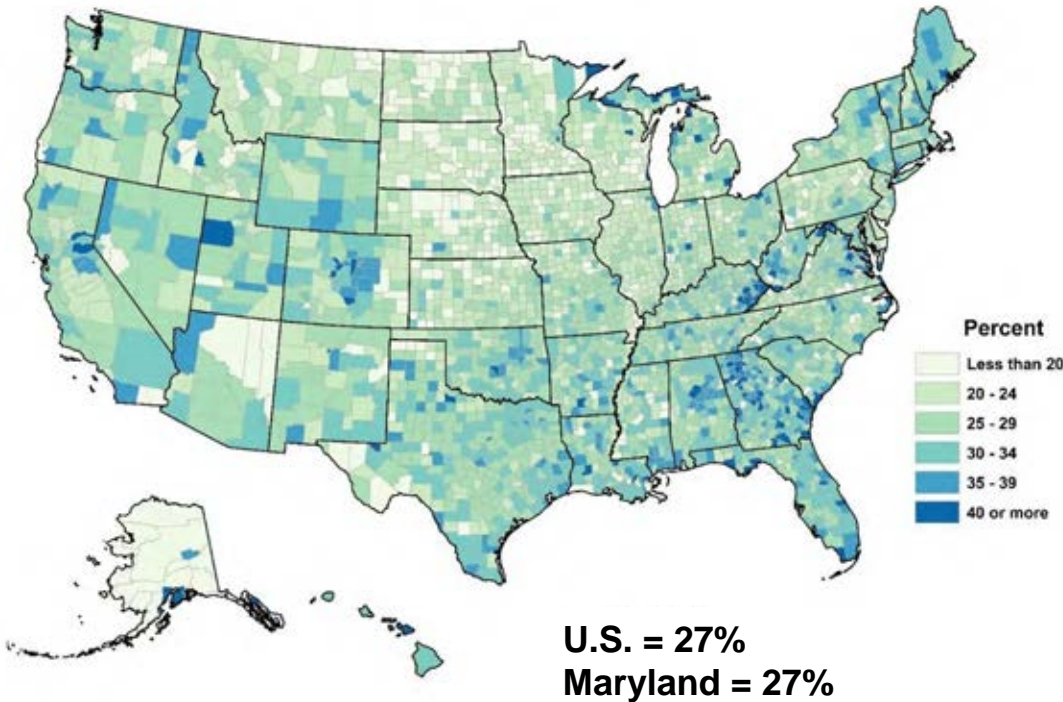


<b>Producers</b>		
	Young	All
Number	2,262	21,279
Average age	28.6	57
<b>Farms</b>		
Number	1,676	12,429
Average farm size (acres)	167	160
Average TVP	\$284,027	\$198,954

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# New and Beginning Producers (10 years or less on any farm), 2017

As a Percent of All, by County

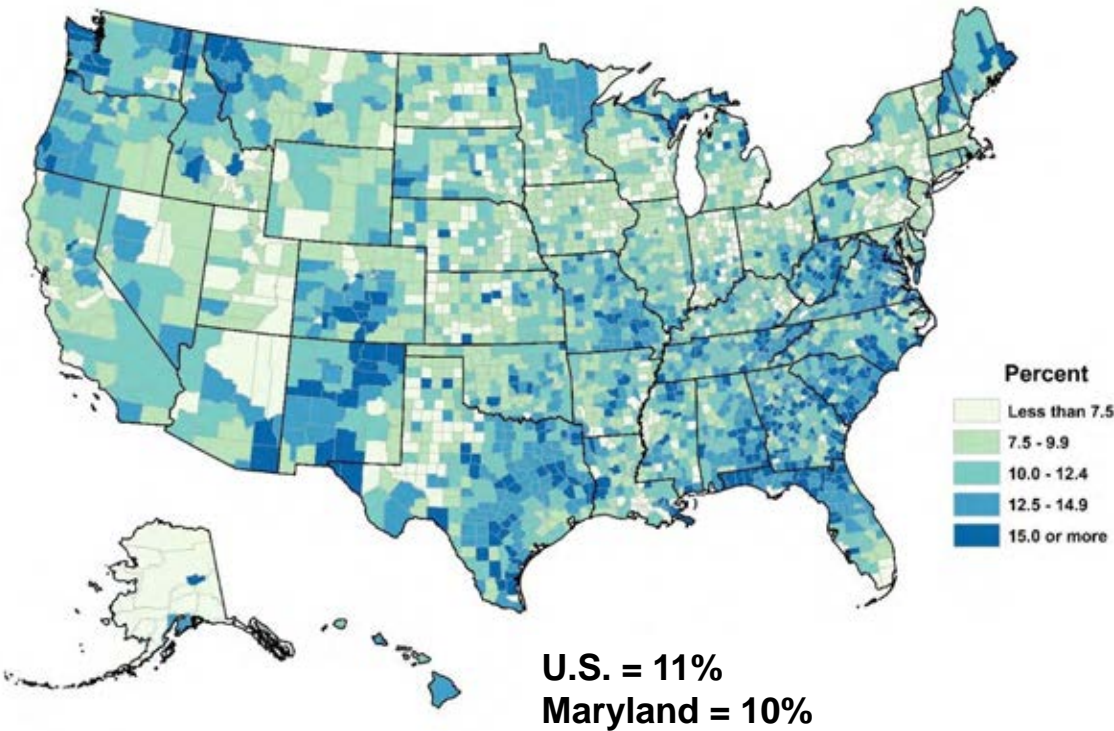


Producers		
	New and Beginning	All
Number	5,764	21,279
Average age	45	57
Farms		
Number	3,667	12,429
Average farm size (acres)	104	160
Average TVP	\$171,771	\$198,954

MD

# Producers with Military Service, 2017

As a Percent of All, by County



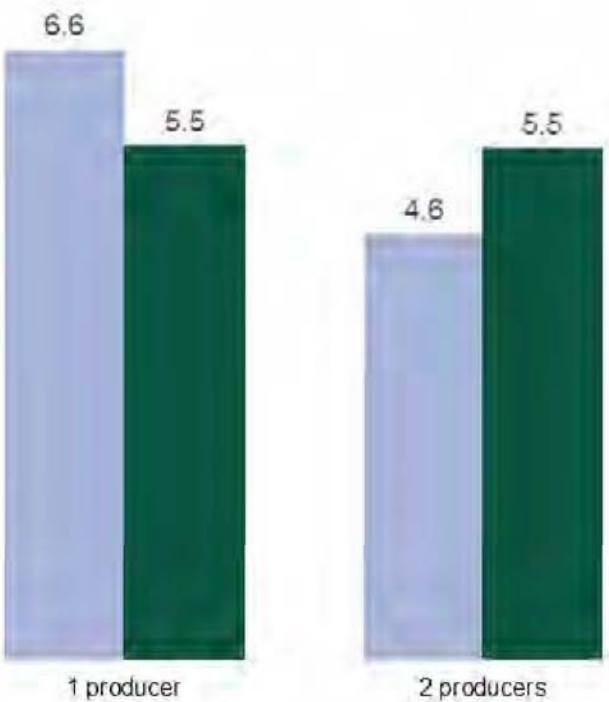
Producers		
	With Military Service	All
Number	2,054	21,279
Average age	66.1	57
Farms		
Number	1,962	12,429
Average farm size (acres)	106	160
Average TVP	\$114,352	\$198,954

MD



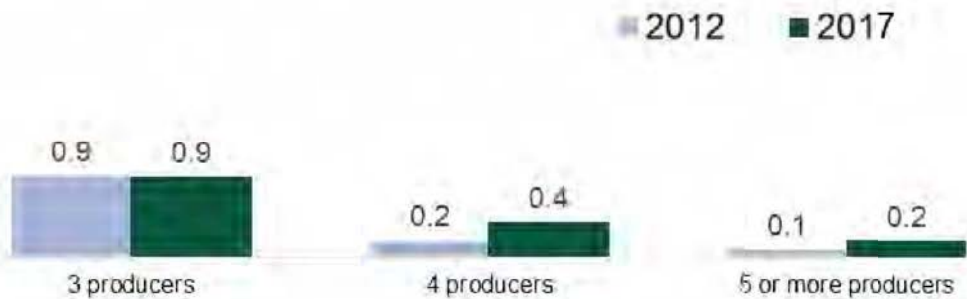
# Farm Structure, 2012 and 2017

Farms by Number of Producers (thousands)



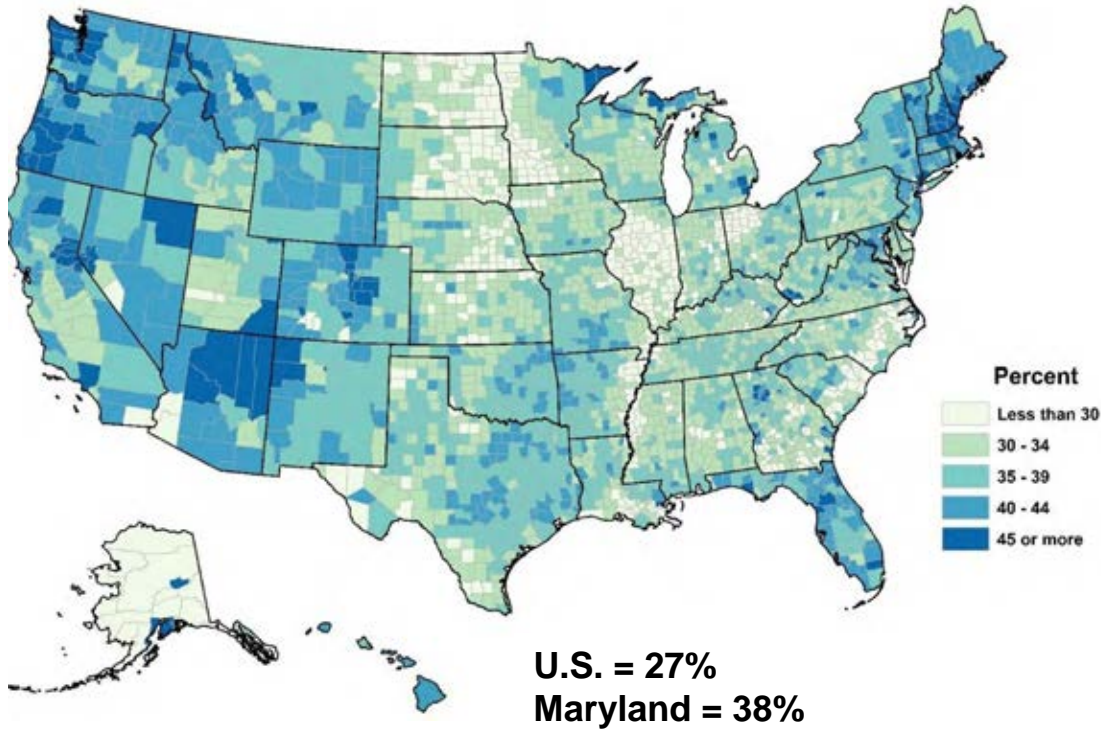
Producers by Sex

	2012	2017	% change
All producers	19,055	21,279	+11.7
Male producers	12,918	13,131	+1.6
Female producers	6,137	8,148	+32.8



MD

# Female Producers as a Percent of Total Producers by Sex, 2017



Producers		
	Female	Male
Number	8,148	13,131
Average age	56.2	57.4
Farms		
Number	7,322	10,946
Average farm size (acres)	108	174
Average TVP	\$146,207	\$222,213

MD

# Characteristics by Ethnicity and Race, 2017

## Producers

	Hispanic	American Indian or Alaska Native	Asian	Black	Native Hawaiian or Pacific Islander	White
Number	267	142	322	298	26	20,622
Average age	52.1	54.7	51.4	58.0	51.6	57.0

## Farms

Number	247	113	209	221	24	12,106
Average farm size (acres)	70	51	52	45	14	164
Average TVP	\$152,814	\$60,150	\$1,125,378	\$49,348	\$440,667	\$186,555

MD

## Upcoming Census Releases

Release Date	Release Title
April 11	Market Value of Ag Products Sold Rankings
May 30	State & County Profiles
June 26	Congressional District Profiles
June 26	Congressional District Rankings
July 25	Watersheds
August 26	American Indian Reservations
September 18	Zip Code Tabulations
October 1	Race, Ethnicity & Gender Profiles
November 13	2018 Irrigation and Water Management Survey
December 5	Specialty Crops
December 19	2018 Census of Aquaculture

MD

# Census of Agriculture

## 2017 Census Volume 1, Chapter 1: State Level Data

### Maryland

Volume 1, Complete Report, All Tables: [Text](#) | [PDF](#)

[Introduction](#) | [Maryland Map and Figures](#)

#### Table Number and Description

**Table 1.** Historical Highlights: 2017 and Earlier Census Years



Query Tool

**Table 2.** Market Value of Agricultural Products Sold Including Landlord's Share, Food Marketing Practices, and Value-Added Products: 2017 and 2012



Query Tool

**Table 3.** Economic Class of Farms by Market Value of Agricultural Products Sold and Government Payments: 2017 and 2012



Query Tool

**Table 4.** Farm Production Expenses: 2017 and 2012



Query Tool

**Table 5.** Net Cash Farm Income of the Operations and Producers: 2017 and 2012



Query Tool

**Table 6.** Federal Government Payments and Commodity Credit Corporation Loans: 2017 and 2012



Query Tool

**Table 7.** Income from Farm-Related Sources: 2017 and 2012



Query Tool

**Table 1. Historical Highlights: 2017 and Earlier Census Years**

[For meaning of abbreviations and symbols, see introductory text.]

All farms	2017	2012	2007	2002	1997	Not adjusted for coverage		
						1997	1992	1987
Farms ..... number	12,429	12,256	12,834	12,198	13,254	12,084	13,037	14,776
Land in farms ..... acres	1,990,122	2,030,745	2,051,756	2,077,630	2,193,063	2,154,875	2,223,476	2,396,629
Average size of farm ..... acres	160	166	160	170	165	178	171	162
Estimated market value of land and buildings <sup>1</sup> :								
Average per farm ..... dollars	1,258,691	1,148,268	1,124,529	694,061	537,600	563,605	503,828	366,788
Average per acre ..... dollars	7,861	6,930	7,034	4,084	3,247	3,178	2,911	2,261
Estimated market value of all machinery and equipment <sup>1</sup> ..... \$1,000	1,552,015	1,420,216	1,268,194	870,708	759,208	728,486	657,587	657,693
Average per farm ..... dollars	124,871	115,879	98,823	74,528	57,316	60,176	50,564	44,858
Farms by size:								
1 to 9 acres .....	2,244	1,481	1,554	1,416	1,630	1,407	1,560	1,838
10 to 49 acres .....	4,559	4,554	4,589	4,412	4,500	3,828	3,979	4,400
50 to 179 acres .....	3,332	3,695	4,067	3,583	4,121	3,825	4,254	4,885
180 to 499 acres .....	1,402	1,594	1,719	1,836	2,022	2,038	2,252	2,591
500 to 999 acres .....	490	553	539	562	609	617	641	712
1,000 to 1,999 acres .....	269	265	255	277	276	274	266	284
2,000 acres or more .....	133	114	111	110	96	95	85	66
Total cropland ..... farms	9,233	9,278	10,235	10,188	11,487	10,702	11,605	13,200
..... acres	1,426,871	1,396,144	1,405,442	1,487,218	1,617,860	1,613,497	1,663,907	1,744,891
Harvested cropland ..... farms	7,783	7,530	8,278	8,335	10,027	9,474	10,447	11,960
..... acres	1,290,212	1,280,965	1,246,603	1,262,004	1,377,747	1,382,035	1,397,069	1,346,913
Irrigated land ..... farms	1,318	1,220	1,326	1,265	1,198	1,154	1,063	1,074
..... acres	124,831	104,910	92,805	80,828	68,663	68,588	56,913	50,762
Market value of agricultural products sold (see text) ..... \$1,000	2,472,805	2,271,397	1,835,090	1,293,303	1,371,374	1,312,086	1,169,331	989,061
Average per farm ..... dollars	198,954	185,329	142,987	106,026	103,469	108,580	89,693	66,937
Crops, including nursery and greenhouse crops ..... \$1,000	948,125	1,050,557	629,303	450,202	456,523	458,719	388,143	253,056
Livestock, poultry, and their products ..... \$1,000	1,524,681	1,220,840	1,205,787	843,101	914,851	853,367	781,188	736,006
Farms by value of sales:								
Less than \$2,500 .....	4,907	4,798	4,985	5,116	3,933	3,097	3,165	4,165
\$2,500 to \$4,999 .....	1,218	986	1,248	1,199	1,517	1,365	1,642	1,948
\$5,000 to \$9,999 .....	1,101	1,207	1,272	1,067	1,645	1,551	1,698	1,881
\$10,000 to \$24,999 .....	1,379	1,228	1,469	1,319	1,776	1,668	1,822	2,012
\$25,000 to \$49,999 .....	819	993	910	728	908	952	1,098	1,100
\$50,000 to \$99,999 .....	653	545	691	670	829	854	904	1,084
\$100,000 to \$499,999 .....	1,185	1,306	1,289	1,444	1,931	1,944	2,229	2,306
\$500,000 or more .....	1,167	1,215	970	655	715	653	481	280
Farms by legal status for tax purposes:								
Family or individual .....	10,263	10,132	10,609	10,577	11,308	10,229	11,129	12,738
Partnership .....	957	931	1,038	763	1,039	994	1,114	1,323
Corporation .....	970	975	977	726	812	771	709	619
Other - estate or trust, prison farm, grazing association, American Indian Reservation, etc. ....	239	218	210	132	95	90	85	96
Total farm production expenses <sup>1</sup> ..... \$1,000	1,968,797	1,940,277	1,546,646	1,127,590	1,192,138	1,123,200	974,511	851,440



Update Grid

Census Chapter

1 - U.S./State Level Data

Census Table

1 - Historical Highlights

State

MARYLAND

County

Choose a County

Filter by Commodity

	2017	2012	2007	2002
<b>FARM OPERATIONS - NUMBER OF OPERATIONS</b>	12,429	12,256	12,834	12,198
AREA OPERATED: (1.0 TO 9.9 ACRES)	2,244	1,481	1,554	1,418
AREA OPERATED: (10.0 TO 49.9 ACRES)	4,559	4,554	4,589	4,412
AREA OPERATED: (50 TO 179 ACRES)	3,332	3,695	4,067	3,583
AREA OPERATED: (180 TO 499 ACRES)	1,402	1,594	1,719	1,836
AREA OPERATED: (500 TO 999 ACRES)	490	553	539	562
AREA OPERATED: (1,000 TO 1,999 ACRES)	269	265	255	277
AREA OPERATED: (2,000 OR MORE ACRES)	133	114	111	110
FARM OPERATIONS - ACRES OPERATED	1,990,122	2,030,745	2,051,756	2,077,630
FARM OPERATIONS - AREA OPERATED, MEASURED IN ACRES / OPERATION	160	166	160	170
AG LAND, INCL BUILDINGS - ASSET VALUE, MEASURED IN \$ / OPERATION	1,258,691	1,148,268	1,124,529	694,061
AG LAND, INCL BUILDINGS - ASSET VALUE, MEASURED IN \$ / ACRE	7,861	6,930	7,034	4,084
MACHINERY TOTALS - ASSET VALUE, MEASURED IN \$	1,552,015,000	1,420,216,000	1,268,194,000	870,708,000
MACHINERY TOTALS - ASSET VALUE, MEASURED IN \$ / OPERATION	124,871	115,879	98,823	74,528
AG LAND, CROPLAND - NUMBER OF OPERATIONS	9,233	9,278	10,235	10,188
AG LAND, CROPLAND - ACRES	1,426,671	1,396,144	1,405,442	1,487,218
AG LAND, CROPLAND, HARVESTED - NUMBER OF OPERATIONS	7,783	7,530	8,278	8,335
AG LAND, CROPLAND, HARVESTED - ACRES	1,290,212	1,280,965	1,246,603	1,282,004
AG LAND, IRRIGATED - NUMBER OF OPERATIONS	1,318	1,220	1,326	1,265
AG LAND, IRRIGATED - ACRES	124,831	104,910	92,805	80,828
COMMODITY TOTALS - SALES, MEASURED IN \$	2,472,805,000	2,271,397,000	1,835,090,000	1,293,303,000
COMMODITY TOTALS - SALES, MEASURED IN \$ / OPERATION	198,954	185,329	142,987	106,026
CROP TOTALS - SALES, MEASURED IN \$	948,125,000	1,050,557,000	629,303,000	450,202,000

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